



Saankhya Labs

Premier Semiconductor & Wireless solutions company

India Satcom 2022

8th International Summit

Shangri-La, New Delhi

December 14, 2022



Saankhya Labs

- ★ CII – Industrial Innovation award 2021
- ★ Financial Times – High growth companies in APAC region 2020
- ★ **SDR** - Award-winning, patented SDR chipsets
- ★ ATSC 3.0 - World's 1st & only 4G-ATSC 3.0 Smartphone
- ★ 1st Pass success - Toshiba, TSMC, Samsung foundries

5G
NR / Broadcast
Satcom
ISRO's trusted partner
ATSC 3.0
Solution provider

Started in
2007

**India's premier
Semiconductor &
Wireless solutions
company**

acquired by Tata Group in 2022

70+
International patents

1000+
Man Years Exp
'Antenna to Bits'

250+
Employees

* Merger process underway with Tejas Networks Ltd



Saankhya's Satcom heritage



Indigenous Satcom Solutions in the service of the Nation

Coastal Security

Nation's First

Vessel Tracking Network

for Coastal Security & Fisherman Safety



NAVDOOT

Strategic & Defence

World's First

S-Band Satellite phone

as a companion device for Android Smartphone



SAMRAT

Indian Railways

Industry's First

MSS Network

for Real Time Train Tracking & Emergency messaging



NAVRAIL

Powered by award-winning SDR chipsets



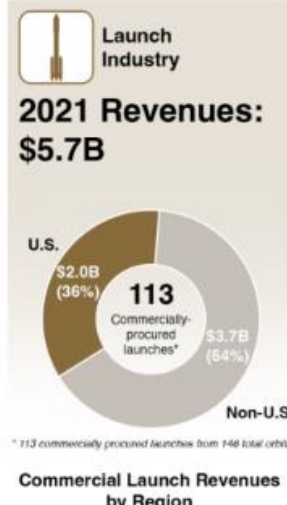
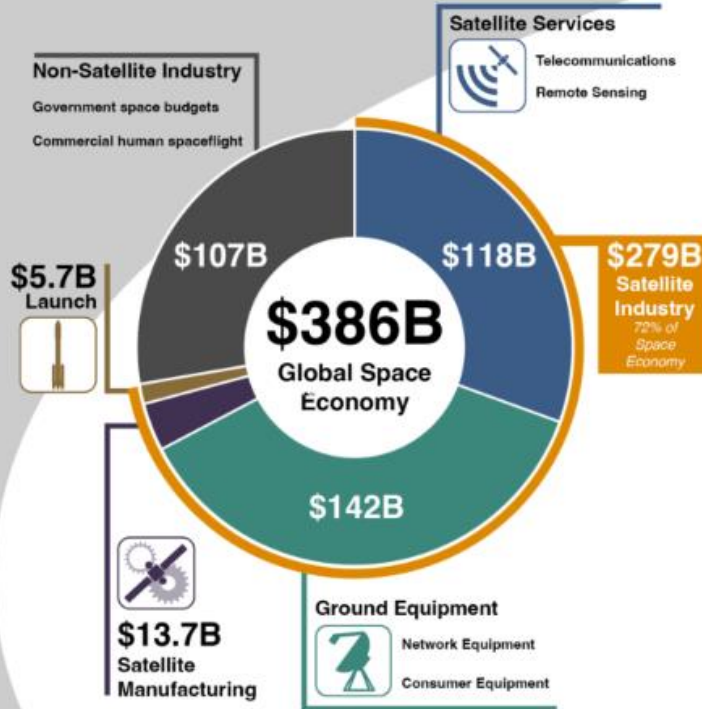
Global Satellite Industry overview

2021 Global Satellite Industry Revenues

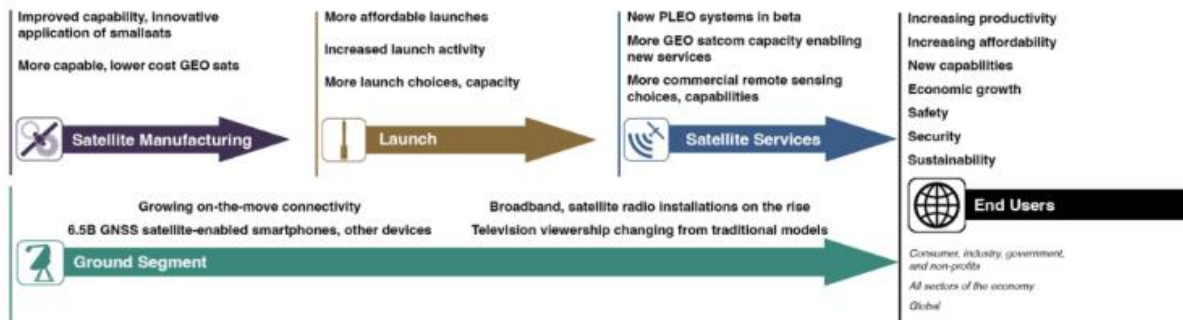


The Satellite Industry in Context

(2021 revenues worldwide in billions of U.S. dollars)



Changing Industry Dynamics: Increasing Affordability and Productivity, New Capabilities



Ground equipment
\$142B (36.7%)

Services
\$118B (30.5%)

Manufacturing
\$13.7B (3.5%)

Launch
\$5.7B (1.4%)





Galvanise MSME Sector

Collaboration

Adequate
Funds

Abhor
Proprietary
Standards

Incentivize
Indigenization

Utilize
Un-utilized
bands?

- ✓ **Collaboration** is key to success. Build and nurture an eco-system that is a force multiplier
- ✓ **Adequate funds:** Allocate a percentage (10%?) of the Satellite budget to build indigenous ground equipment
- ✓ **Proprietary Standards** limits opportunities for growth, inhibits market proliferation and drains our forex
- ✓ **Incentivise** service providers, SI's to use indigenous equipment (akin to Defence offset clause?)



Summary

- ❖ All the major Satcom economies have had exceptional support from their respective Governments and India cannot be an exception if we were to compete with the best in business!
- ❖ India's aspirations of becoming a global leader (Satcom included) will remain unfulfilled if we continue to be one of the largest importers of technology
- ❖ Ground Communication is an important element in space economy – Adequate attention has to be paid
- ❖ Build an environment to make Indian companies globally competitive
- ❖ Challenges are many, so are opportunities!

Hum Honge Kaamyab – Mann me pura hai Vishwas!



Thank You!

Vivek Kimbahune

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