



Jacob Keret, Senior Vice President of Sales in Europe, North Africa and the Middle East ●●●

Spacecom is a leading global fixed-satellite operator and satellite service provider, offering tailored end-to-end communication solutions to the Media and Broadband industries. Operating the advanced AMOS satellite fleet, Spacecom provides innovative broadcast and broadband satellite services with Pan-European, Pan-African, Middle Eastern, Russian and Asian coverage and cross region connectivity.

## Expanding service capabilities

Spacecom is a well-established multi-regional satellite operator and service provider delivering end-to-end solutions to the media and broadband sectors via its AMOS satellite fleet. With vast experience in designing, operating and marketing satellite services, Spacecom's team of experts, together with its wide network of partners, including teleports, consultants, and content and hardware providers, allows the company to provide specific or turnkey solutions as well as tailored packages. Amy Saunders met with Jacob Keret, Senior Vice President of Sales in Europe, North Africa and the Middle East at Spacecom, to discuss the company's latest projects and plans for the future.

### Question: Can you provide an overview of Spacecom's satellite and service capabilities?

**Jacob Keret:** Currently we operate three satellites in two orbital slots; AMOS-3 and AMOS-7 are at 4 degrees West, and AMOS-4 is at 65 degrees East. We provide services to DTH operators, pay-TV operators, the Government of Israel and other governments, broadcasting and content providers. We also deliver some data services in Europe and Eastern Africa.

### Question: The satellite market has evolved rapidly in recent years. What's your assessment of

### Spacecom's position within today's market?

**Jacob Keret:** We're growing and making plans for a bright future.

The next satellite that we'll have is AMOS-17 at the 17 degrees East position, which will mainly cover Sub-Saharan Africa. Launch is scheduled in the second quarter of 2019. It will be the first satellite in Africa to offer high throughput satellite capabilities in C-band. We're targeting the cellular backhaul market, and the prediction is that this vertical is going to grow exponentially.

With AMOS-17, we'll enable cellular operators to save four or five times the cost per Megabit, and with no need to change the equipment or antennas. They'll be able to use the same equipment, but access much greater data rates.

Next year, we're planning to roll out more space services rather than increase our space capacity. The first vertical we'll be starting with is cellular backhaul. Some customers are looking for more than their existing capacity, some are looking for more hub equipment, and others are looking for fully-managed services. Our plan is to provide this together with local companies.

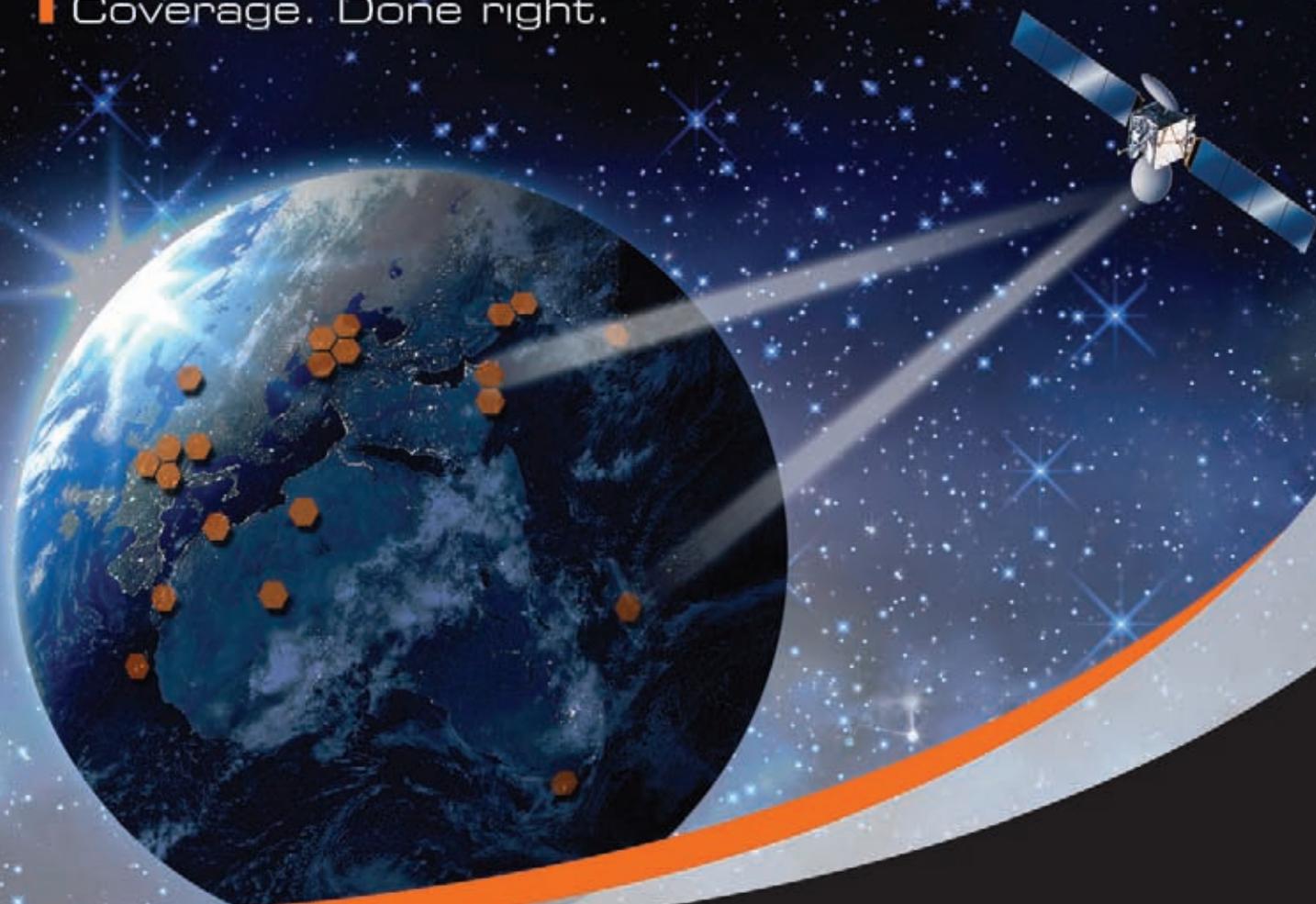
Another vertical we're looking to get into is mobility. We're expecting rapid growth in this market compared with other traditional verticals. With our two new upcoming satellites, AMOS-17 and



AMOS 17 satellite. Photo courtesy of Spacecom ●●●

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AMOS-8, we will have the ability to provide mobility services, in the air, on land, and at sea. We'll be utilising Ka and Ku-band capacity to fulfil these markets. AMOS-17 will have fixed capacity in both of these bands covering most of Sub-Saharan Africa.

**Question: November 2017 saw the critical design review (CDR) of the AMOS-17 satellite completed, and full production has reportedly been started. What can you tell us about this satellite, and the new capabilities it will provide?**

**Jacob Keret:** AMOS-17 is being manufactured by Boeing Satellite Systems International and will be launched in the second quarter of 2019 - that's less than a year to go now. This satellite has a unique digital payload; it operates in C, Ka and Ku-band, and has the flexibility to uplink in one band and downlink in another. It has four very powerful steerable Ka-band beams which can be moved over Africa, Europe and the Middle East. The prime markets for this satellite are cellular backhaul, mobility, and of course broadcasting. The broadcast market in Africa is still growing, and we will be there to provide this service.

**Question: In January 2018, Spacecom and the D-MARS Desert Mars Analog Ramon Station announced a joint experiment whereby the AMOS-7 satellite will provide communication links for astronauts in a specially-constructed simulated Mars habitat in Israel. What can you tell us about the project, and the implications for Mars exploration in the future?**

**Jacob Keret:** This was a student project managed by part of the Weizmann Institute of Science in Israel. They're trying to demonstrate different aspects of living on Mars. One of those aspects is how to maintain communications, and of course this requires a special array of communications satellites. With AMOS-7, we managed to demonstrate the successful use of satellite communications for that mission, including the significant delay of approximately eight minutes between the two points. We hope that as the project continues, we will be able to continue to support it.

I absolutely think we'll see travel to



Photo courtesy of Spacecom ●●●

Mars within my lifetime, it's just a question of how soon.

**Question: What do you expect Spacecom to achieve in the next couple of years?**

**Jacob Keret:** With AMOS-17, we're coming back to Africa. Right now we're building the team and the proposals for that market. This is something we'll be focusing on heavily until we launch. We have already signed a number of pre-launch sales and we are looking forward

to more as we get closer to the launch date.

After we lost AMOS-6 on the launch pad in 2016, AMOS-7 was leased from another company for four years and temporarily moved into the same orbital position. By 2020, AMOS-8 will be ready to take the place of AMOS-7. AMOS-8 will have a Ku and Ka-band payload, mainly covering Europe, the Middle East and some parts of Africa.

Those are our plans for the next two years.

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