

# ICASA Hearing

## 13 April 2022

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## **We are the leading Ka-band high-throughput satellite capacity partner to the communications industry in Africa, the Middle East and Europe.**

Avanti as the leading Ka-band capacity provider in sub-Saharan Africa is an active stakeholder in South Africa.

We invested \$1.2 billion in the latest Ka-band technology to deliver reliable and highly secure satellite capacity, extending and guaranteeing coverage for defence missions, enterprise solutions and critical public services. We operate a fleet of 5 satellites with 50 GHz of Ka-band capacity and we own a fully licensed, resilient and secure ground network of 7 Gateway Earth Stations, one of them in South Africa.

Across our HYLAS fleet, more than 70% of our coverage is over Africa, where we have been connecting people for more than a decade. To help power growth, we have also committed 75% of our total investment to help connect the continent.

Today we have the power to connect over 1.7 billion people across 118 countries with a belief that everyone should have an equal opportunity to be more secure, empowered and prosperous.





# OUR GATEWAYS



We have dual-redundant Gateway Earth Stations (GES) across Europe, the Middle East and Africa to ensure no single points of failure and 99.9% SLA.

- / Goonhilly (UK)
- / Berlin (Germany)
- / Hamelin (Germany)
- / Konya (Turkey)
- / Cyprus
- / Lagos (Nigeria)
- / **Johannesburg (South Africa)**

We also operate Point of Presence (PoP) stations across EMEA.

- / Telehouse East London (UK)
- / Global Switch One London (UK)
- / Interxion Frankfurt (Germany)
- / Global Crossing Amsterdam (Netherlands)
- / Lagos (Nigeria)
- / **Johannesburg (South Africa)**



# RURAL CONNECTIVITY FOR AFRICA

The rollout of cellular solutions in rural Africa by enabling Mobile Network Operators (MNOs) to deliver low-cost connectivity solutions in remote, hard-to-reach areas plays a pivotal role in delivering life-enhancing connectivity to millions across sub-Saharan Africa, who make up 47% of the world's population who are currently unconnected.

## **Avanti Communications is ready to connect 100 million people across rural Africa**

High throughput satellite technology has the potential to help connect millions of people across Africa. Cooperation between mobile operators, satellite operators and governments around the world are making delivering rural connectivity a reality.

Avanti's high throughput satellite technology enables local network operators and tower companies to provide cheaper access to reliable, fast communications. The setup results from an unprecedented collaboration between terrestrial and satellite operators that accelerates the provision of internet access in the most remote regions of sub-Saharan Africa.

Integration of satellite communications with terrestrial systems also paves the way for creating the holistic telecommunications networks of the future, where high throughput satellites operating primarily in Ka-band spectrum play a fundamental role in enabling the manifold features the rollout of 5G and beyond will be defined by.

Avanti is the No. 1 high throughput Ka-band satellite company in sub-Saharan Africa. As an organisation, 75% of Avanti's investment is in Africa, totalling \$897 million, which is allowing Avanti to lead the way in rural connectivity in rural sub-Saharan Africa.

## **Avanti EXTEND**

To support the deployment of rural and ultra-rural connectivity, Avanti has launched a new easy-to-deploy satellite managed service. Avanti EXTEND provides high-performance and cost-effective 2G, 3G and 4G solutions to remote and hard-to-reach areas across sub-Saharan Africa. This enables MNOs to provide reliable cellular service to the 100 million people living in challenging locations that would otherwise be impossible to reach using traditional terrestrial infrastructure.

The effects of such communication changes on people's lives are quickly visible. "Providing proper connectivity allows people to access education and healthcare, and work more effectively to be able to feed their family and have security," says Kyle Whitehill, CEO of Avanti. "We believe everyone has the power to 'Be More' - and by breaking down these technology barriers, opportunities will be unlocked for them."

# Long-term spectrum outlook: our view

- / Critical issue for South Africa to expand coverage and bridge the digital divide.
- / Keep a balanced approach between technologies to provide connectivity in urban, suburban and rural settings.
- / Protect critical services on allocated satellite bands.
- / Maintain a licensing framework to enable continued and safe operations of existing and future services.
- / Transparent and stable regulatory framework to establish regulatory certainty and support long-term investment.
- / Maintain the national policy to promote the adoption and expansion of satellite services by minimizing the regulatory burden on operators.







# Spectrum for the future

- / Ensuring adequate spectrum availability for existing and future satellite services.
- / Provide the regulatory tools to safeguard interference free operation in already established services.
- / Competitive reasonable spectrum fees based on administrative cost.
- / Assign already harmonized spectrum to IMT before considering additional spectrum allocations, plus full utilization of sub 1GHz and 3.5GHz bands.
- / Use of legacy 2G/3G spectrum that will be released through decommissioning for 5G networks.







Be More.



**SECURE | EMPOWERED | PROSPEROUS**