

Connections

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ISSUE 2



Mark Rigolle,
Chief Executive Officer
O3b Networks Ltd.

CEO INSIGHT LOOKING FORWARD

Welcome to the second edition of CONNECTIONS, our company newsletter which aims to keep our customers, partners and friends up-to-date with our progress.

Looking back on 2010 I am immensely proud of what we have achieved. We reached many critical milestones last year including signing deals with Pak Datacom in Pakistan, Netcom in Nigeria and Telecom Cook Islands, to name a few. On the engineering side we selected Europe Media Port's Nemea Teleport to be the first provider of our Gateway services and ViaSat successfully completed the Critical Design Review for our Tier 1 Terminals. Furthermore, I am writing to you from a slightly different standpoint than when the first edition of CONNECTIONS was issued in September of last year, because, on November 29th 2010, we publically announced that O3b was fully funded.

With the unwavering support of our shareholders; SES, HSBC Principal Investments, Google, Liberty Global, Northbridge Venture Partners, Allen & Company, Development Bank of Southern Africa, Sofina and Satya Capital as well as a number of banks and developmental financial institutions; we were successful in raising \$1.2billion, which fully finances our business plan. This allows us to launch our first eight satellites and serve our customers, which in turn will enable us to generate revenue and cash-flows, funding our future growth and allowing us to build more satellites.

"The potential market that we will only begin to tap with our first eight satellites is huge and growing..."

The quality of our investors means that not only are we fully funded but we have very solid backing by people who truly believe O3b is a commercial venture that will make money, as well as make a difference to those who need it. The DFIs for example, are involved in this project because they believe, as I do, that it will bring social and economic benefits to developing parts of the world. I would like to thank everybody involved in helping us reach financial close – our investors, the banks, our customers and of course our employees.

So, with that behind us I am now focused on everything we have to create, build and sell over the next two years before launch. The manufacturing of satellites has moved in to full force, the ground systems have to be built and tested and we must continue to fill the order book.

I see the future of this company as one with infinite possibilities. The potential

market that we will only begin to tap with our first eight satellites is huge and growing; I therefore believe that we will grow with and for our customers helping them to reach more and more people in ever more remote locations. I look forward to taking this journey with you!

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WHAT OUR INVESTORS SAY WE HAD A CHAT WITH SOME OF OUR KEY INVESTORS TO GET THEIR INSIGHTS ON WHAT IT MEANS TO THEM THAT O3B IS NOW FULLY FINANCED. THIS IS WHAT THEY HAD TO SAY...



Chairman of O3b, Mr John W. Dick feels very proud of this achievement, "it's been a lot of work from a lot of great people who put forth mighty efforts over the last couple of years to get to this point, particularly in light of the financial climate and the economic climate around the world. To achieve full funding, I think, is a phenomenal tribute to their capabilities and their commitment. Now the real work starts, we are very committed, we have a fabulous team backing us up who know exactly what they're doing and are some of the best in the field anywhere in the world."

Moez Daya from Satya Capital feels very confident about the future, "this is excellent news, because now the foundations are very, very firm. We now need to work with the company and with our other partners and shareholders to see how we can use these next two years to make sure that when the company launches its products, everything has been taken care of and we hit the ground running, building a really world-class company. We are going to do everything we can to help O3b achieve its goals and objectives."

John Gowen from Liberty Global sees this as a huge step forward, "this is a big milestone, a fantastic step in the

evolution of O3b. It means that we now have a real company and we have a real business, we are very excited about investing in something that will make a global footprint and has a social aspect. We have partners in Thales and Arianespace who are working very closely with us to help make this a reality. I really feel like now we've moved beyond the PowerPoint stage, we have a real business and we are going to have services that we'll be launching early 2013."

Larry Alder from Google is glad the idea is now a reality, "it's significant for Google that O3b is fully funded as only a few years ago Greg Wyler came to us with an idea, a fascinating and high potential idea, an idea to bring connectivity to the other 3 billion people in the world. It's one thing to have an idea and it's another thing to make it happen. Over the last couple of years the team at O3b has really made it happen. The key to these satellite projects is funding, it's expensive to build, launch and operate these systems. Now having the funding in place O3b is ready to do exactly that, and we are really excited about it," Larry Alder, Google.

Sajjad Sabur from HSBC has been with us from the get go, "HSBC has been a keen

"It's one thing to have an idea and it's another thing to make it happen."

Larry Alder, Google.

supporter and investor in the business for over two years, we really got behind this business from the get go as one of the seed investors. As the projects developed, various other parts of the institution in HSBC have become more and more involved. We now have a fully funded business plan so we will ultimately deliver the O3b promises to customers and the wider community. HSBC will continue to provide a variety of services, mainly financial, and will be a valuable partner going forward.



JOHN W. DICK
CHAIRMAN, O3B



MOEZ DAYA
SATYA CAPITAL



JOHN GOWEN
LIBERTY GLOBAL



LARRY ALDER
GOOGLE



SAJJAD SABUR
HSBC



Ali Akhtar Bajwa, CEO/MD Pak Datacom and John Finney, Chief Commercial Officer of O3b Networks at the contract signing in Pakistan.

CUSTOMER SPOTLIGHT

PAK DATACOM & O3B NETWORKS SET TO REACH NEW MARKETS IN PAKISTAN

“O3b has put Pak Datacom in a position to deploy the next generation services that our market thirsts for.”
Ali Akhtar Bajwa, CEO/MD, Pak Datacom Ltd.

Pak Datacom Limited (PDL) recently signed a multi-year, multi-million dollar agreement to be O3b’s supplier of services into the Pakistan market. The agreement will provide national and

international satellite capacity to all borders of Pakistan.

PDL is one of the largest and most reliable data network operators in Pakistan. The company is capable of providing Tier 3 services like GSM Backhauling through different modes of communication. PDL has also installed different i-Direct Hubs in major cities of Pakistan to serve key vertical markets. To cover maximum locations and isolated areas, PDL has recently expanded its network in some of the most remote locations of the country. The company is continuously expanding its network and support centers throughout the country to facilitate different businesses that need resilient and secure data networks. Many multinational and Government organizations are relying on Pak Datacom for the smooth and secure transfer of

information, with unmatched operations and maintenance support.

By using O3b’s services in Pakistan, PDL will not only be able to supply its existing customers with the (very much needed) fast connectivity in a more efficient and cost effective manner, but will also be able to explore new markets like GSM backhauling, government institutions and the financial sector. O3b capacity will also serve as backup support to long haul optic fiber networks.

“We are excited about the possibilities O3b’s technology brings to our market. The Pakistan market will remain reliant on satellite technology, due to terrain limitations that prevent the deployment of reliable, cost effective fiber optic networks. O3b’s Medium Earth Orbit satellites provide us with fiber like capacity while leveraging the coverage benefits of satellite technology. O3b has put Pak Datacom in a position to deploy the next generation services that our market thirsts for,” said Ali Akhtar Bajwa, CEO/MD, Pak Datacom Ltd.

Currently, fiber optic networks are concentrated in the big cities of Pakistan. However, there are still huge uncovered areas where fiber is not available or easily accessible. In becoming a partner of O3b PDL will be able to provide mobile operators in the country with low cost, high quality capacity that will relieve network congestion. In providing this type of capacity PDL will be able to reach previously untapped markets and we are delighted to be involved in this mission.

For more information about Pak Datacom Limited, please contact:

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Pak Datacom

PROGRAMME UPDATE CRITICAL DESIGN REVIEW FOR KA-BAND GATEWAY AND TIER 1 TERMINALS

GROUND UPDATE

Towards the end of last year, ViaSat successfully completed the O3b Networks Critical Design Review for our Ka-band Gateway and Tier-1 Terminals. The four day meeting was held in Atlanta, Georgia and included representatives for O3b, SES and ViaSat. ViaSat is designing and will produce our Gateways and Tier 1 satellite terminals.

ViaSat produces innovative satellite and other digital communication products that enable fast, secure, and efficient communications to virtually any location. The company provides networking products and managed network services for enterprise IP applications; is a key supplier of network-centric military communications and encryption technologies and products to the U.S. government; is the primary technology partner for gateway and customer-

“We are extremely pleased with ViaSat’s commitment to the O3b vision and their performance on this project has been exceptional...”

premises equipment for consumer and mobile satellite broadband services.

During the review, engineering teams from O3b performed in depth reviews of the Gateway RF and Antenna equipment, Tier-1 Customer Terminals, High Speed Modems and Ground Terminal Monitoring and Control Systems. In addition, all Gateway and Tier-1 configurations and interfaces were also reviewed. This successfully completed review allows ViaSat to initiate the manufacturing phase, with the first

Gateways being ready for delivery in the fall of 2011 and Tier 1 Terminals in 2012.

ViaSat’s 7.3 meter Ka-band Gateway terminals will be deployed worldwide providing RF feeder links to the O3b Medium-Earth Orbit satellites. The 4.5 meter Tier 1 terminals will be used by customers of O3b to provide ultra high speed, low latency, data connectivity with the O3b satellite network.

“We are extremely pleased with ViaSat’s commitment to the O3b vision and their performance on this project has been exceptional. The fact that the design activities have been completed on schedule provides us confidence that all other production milestones and delivery schedules will also be met.” said Jay Bloom, Senior VP Ground System, O3b Networks.

“This is a ground breaking project. ViaSat remains a firm believer in O3b’s choice of Ka-band satellite technology and its unique ability to connect the other three billion world inhabitants to the internet” said John Zlogar, VP and general manager of Antenna Systems at ViaSat. “We look forward to our continuing role in ensuring that the O3b vision becomes a reality.”

We look forward to receiving delivery of our first Gateway in the fall of this year and will continue to work closely with ViaSat to ensure success!



Jon Leckie
Legal Counsel
O3b Networks Ltd.

EMPLOYEE PROFILE Q&A WITH JON LECKIE

What does your job entail?

I work in the legal team under Bill Lawrence (General Counsel). I joined the company two weeks before SES closed their investment in November 2009, and while I didn’t think I could get any busier,

2010 proved to be quite a step up from that, fully consumed by the financing of the company’s business plan. However, it was incredibly satisfying to get it done. Now that these transactions are out of the way, my job entails organising our corporate affairs, monitoring compliance with our financing documents, and supporting the engineering, sales and finance teams as required. There’s always a lot to do.

What is your background?

I grew up in New Zealand before my family moved to Brisbane, Australia in 1993. I studied law and international relations at university, before moving to Melbourne. My first job was working for a judge, before I started my legal training at Minter Ellison in 2004. I worked in the M&A team, which led to a focus on corporate law and commercial transactions. In September 2007 I moved to Jersey to work with Mourant Ozannes, O3b’s Jersey lawyers.

What made you join O3b Networks?

While at Mourant Ozannes, I worked on the company’s first bridge financing in summer 2009, and Bill Lawrence asked

me to join the company in the autumn. It didn’t take me long to make up my mind. While the company’s business plan, its investors and its existing staff were all positive factors, the most attractive part of the role was the additional responsibility and the sheer range of issues and matters we have to deal with. All of this has made for a terrific year and a half. It’s been the best move of my career.

How do you see the future of O3b?

As a profitable company that has the innovative technology to impact positively the satellite and communications world.

What’s the greatest thing about your job?

Each day my knowledge of the company, its operating environment, and the role and needs of the other team members deepens. Each issue that we work on allows me to develop new skills that can be applied to tomorrow’s issues. Compared to private practice, where deals and clients come and go, this makes the job a lot more interesting and, at the end of the day, very fulfilling.

EVENTS CALENDAR

03b Networks' Industry Events participation for the first half of 2011.



From	To	Event	Location
17-Jan	20-Jan	PTC /PITA	Honolulu, HI
25-Jan	27-Jan	NGT Summit Africa	Nairobi, Kenya
08-Feb	10-Feb	Satellite Mena	Dubai, UAE
14-Mar	17-Mar	Satellite 2011	Washington DC
15-Mar	17-Mar	Mobile Backhaul Asia 2011	Bangkok, Thailand
22-Mar	23-Mar	Capacity Latam	Sao Paulo, Brazil
22-Mar	23-Mar	8th Annual Digital Africa Summit	Mombasa, Kenya
05-Apr	07-Apr	NG Oil & Gas Africa Summit	Heranus, South Africa
11-Apr	14-Apr	National Space Symposium	Denver, Colorado
11-Apr	15-Apr	PITA	Noumea, New Caledonia
23-May	25-May	ITW	Washington DC
30-May	02-Jun	Satcom Africa 2011	Johannesburg, South Africa

UPCOMING EVENTS

03B IN Q1 2011

NGT SUMMIT AFRICA 2011

The Next Generation Telecoms Summit Africa which is held 25-27th of January in Nairobi, Kenya serves as an arena for senior level executives to engage in power meetings, aimed at examining their technology and objectives. 03b's VP of Africa, Omar Trujillo, Business Development Director for Africa, Paul Nalikka and Marketing Director, Ladi Okuneye were in attendance at the summit.

SATELLITE MENA 2011

Satellite MENA, held 8-10th of February in Dubai, UAE is the definitive international satellite event for the Middle East, North Africa and South Asia. Satellite MENA focuses primarily on broadcast, telecoms, oil & gas, NGOs and military applications. 03b is an

exhibitor and will have Chief Product Development Officer, Christian Patouraux on a panel discussion titled "Satellite in MENA – The Future is Ka".

CAPACITY LATAM 2011

Capacity LATAM, 22-23rd of March in Sao Paulo, Brazil, is the ultimate South America business meeting for the wholesale telecoms industry. With over 350 telecom executives in attendance operating in South American markets, the conference will focus on content hosting, generating revenue from the growth of cloud-based services and expanding your footprint. 03b is an Associate Sponsor at the event and will have Chief Commercial Officer, John Finney on the panel discussion, "Expanding your footprint: Driving National Connectivity in South America".

DIGITAL AFRICA SUMMIT 2011

The 8th Annual Digital Africa Summit held 22-24th of March in Mombasa, Kenya serves as an arena for ministers, regulators and "C" level executives from telecom companies in Africa to discuss the many challenges and opportunities in the market. 03b is one of the event sponsors and will have VP for Africa, Omar Trujillo on one of the panel discussions.

MOBILE BACKHAUL ASIA 2011

Mobil Backhaul Asia, 15-17th of March in Bangkok, Thailand, focuses on bringing together Asia's telecom industry to explore solutions. Operators, analyst and vendors from the region will be networking and holding discussions on how to address the key challenges and solutions for future proofing a mobile operator's backhaul networks. 03b is one of the event sponsors and will have VP for Product Development, David Burr on one of the panel discussions.

SATELLITE 2011

Satellite 2011, held on the 14-17th of March in Washington DC is targeted at military/government communications, commercial, broadcast, mobility and data communications. The event will focus on the future of satellite-enabled communications and solutions, new technology and what new markets will provide. 03b will have senior delegates on discussion panels, including Brian Holz, Christian Patouraux and CEO Mark Rigolle. 03b will be co-exhibiting with SES WORLD SKIES.

Please contact us to schedule a meeting at any of these future events by sending an email to getconnected@o3bnetworks.com