

Newtec

ARE SNG TRUCKS DOWNSIZING TO CAMERA CARS

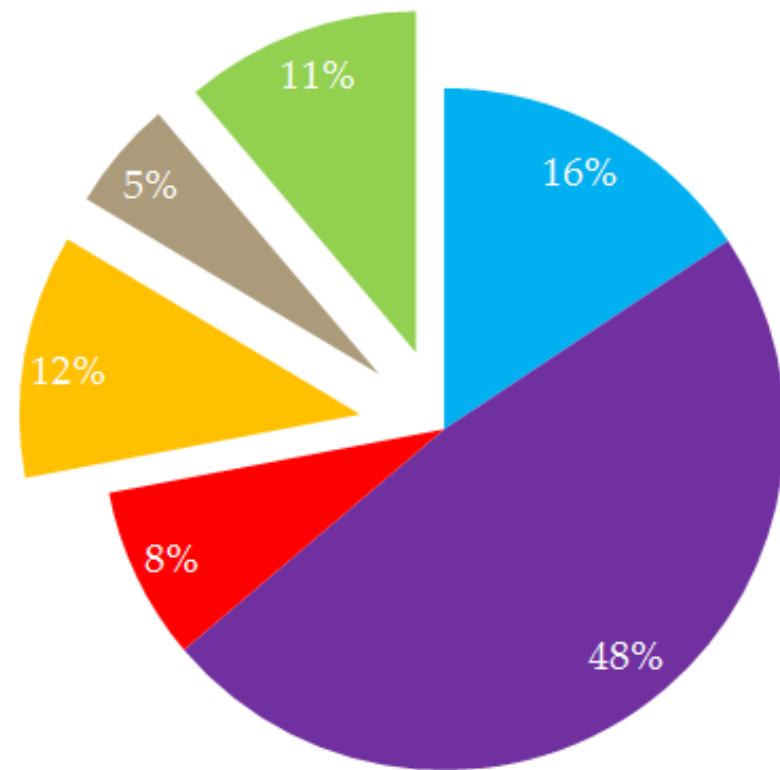


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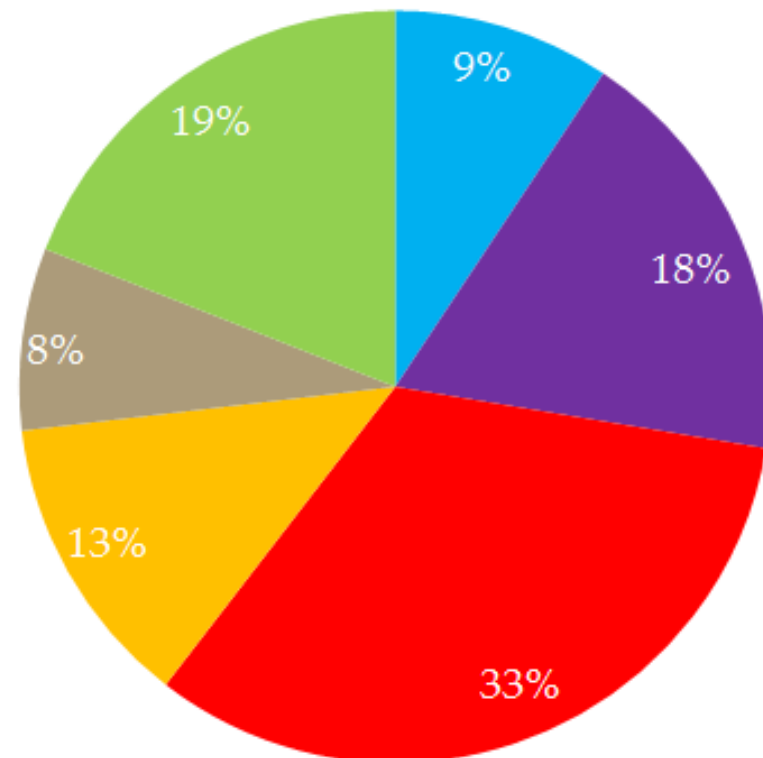
NEWTEC INDUSTRY SURVEY: "NEXT GENERATION VIDEO NETWORKS"

WHAT IS YOUR JOB FUNCTION?



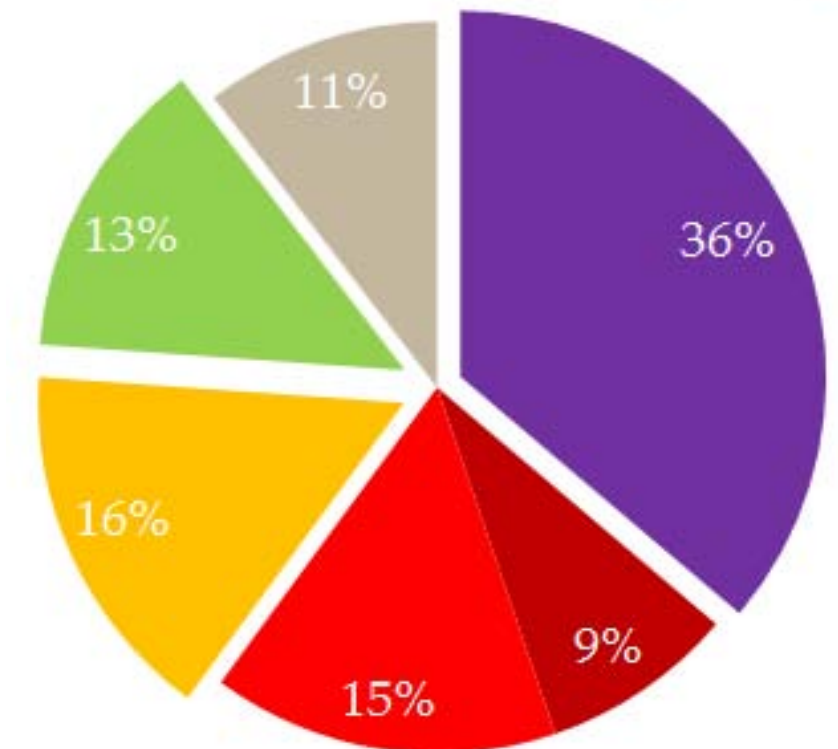
- C-level (e.g. CEO, CTO)
- Engineering
- Marketing and Product Management
- Operations
- Other
- Sales

WHERE IS YOUR COMPANY BASED?



- Africa
- Asia Pacific
- Europe
- Latin America
- Middle East
- North America

WHAT IS THE PRINCIPAL INDUSTRY SEGMENT OF YOUR ORGANIZATION?

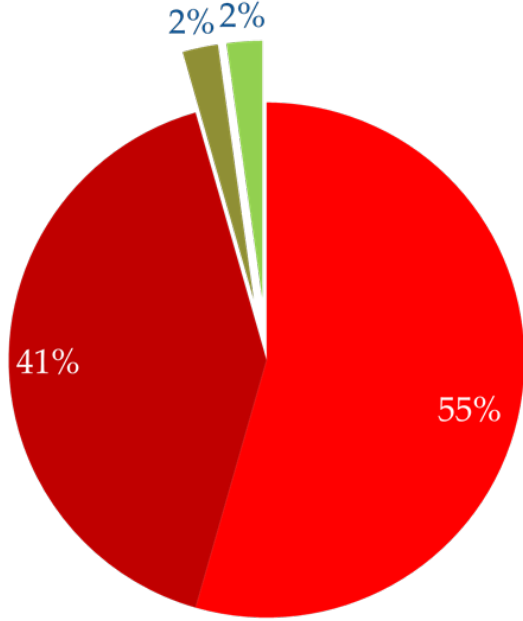
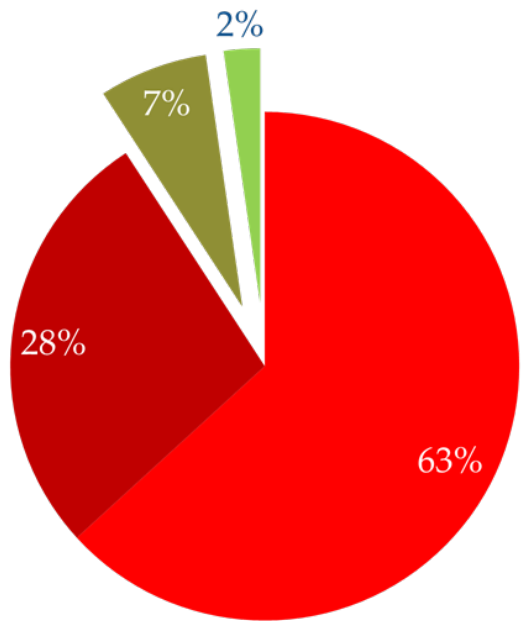


- Broadcaster or Service Provider in the Broadcast Business
- Consultant/Adviser, Press
- Government/Defense, Satcom Manufacturer, Other
- Integrator/System house
- Satellite Operator
- Service Provider (non Broadcast)

SURVEY DEMOGRAPHICS: 270 RESPONDENTS



SURVEY RESULTS – SPACE SEGMENT AND STAFFING OPEX



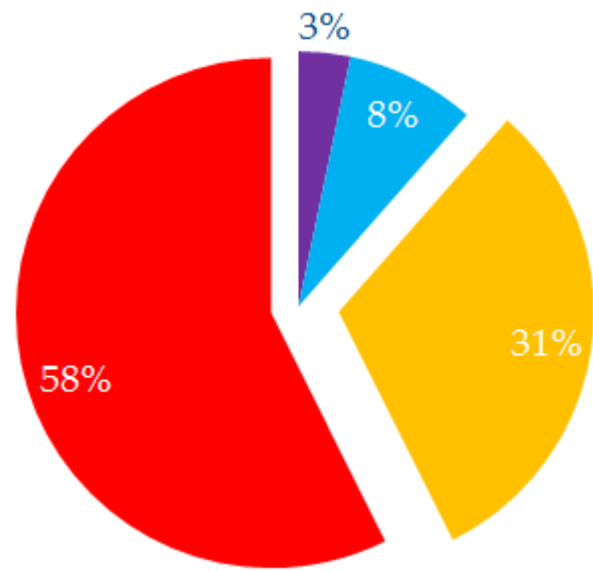
- Very important
- Somewhat important
- Somewhat unimportant
- Very unimportant

SATELLITE SEGMENT OPEX IS TOP OF MIND

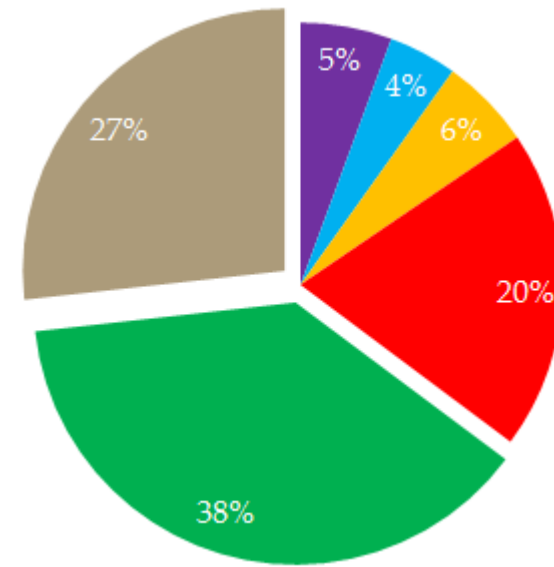
STAFFING COST IS OVERALL EVEN MORE IMPORTANT



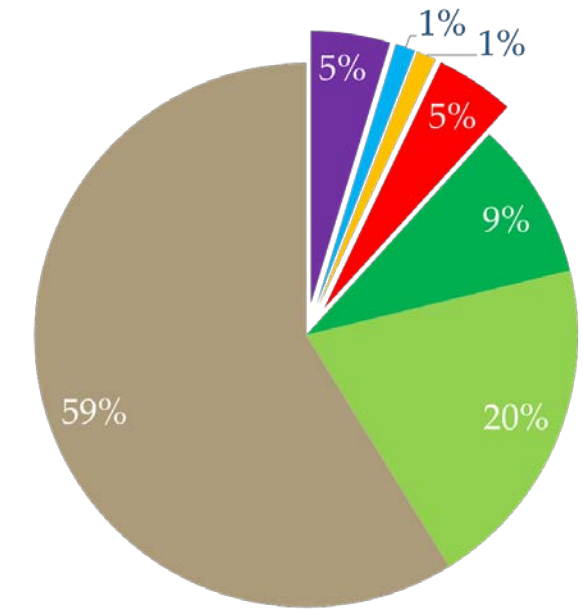
SURVEY RESULTS – SNG, # OCCASIONAL USE SESSIONS & SPARE SPACE SEGMENT CAPACITY



- 51-100
- 21-50
- 6-20
- 1-5



- >5000
- 1001-5000
- 501-1000
- 51-500
- 6-50
- 1-5



- >50%
- >40%<=50%
- >30%<=40%
- >20%<=30%
- >10%<=20%
- <=10%
- None/I use ad hoc capacity expansion

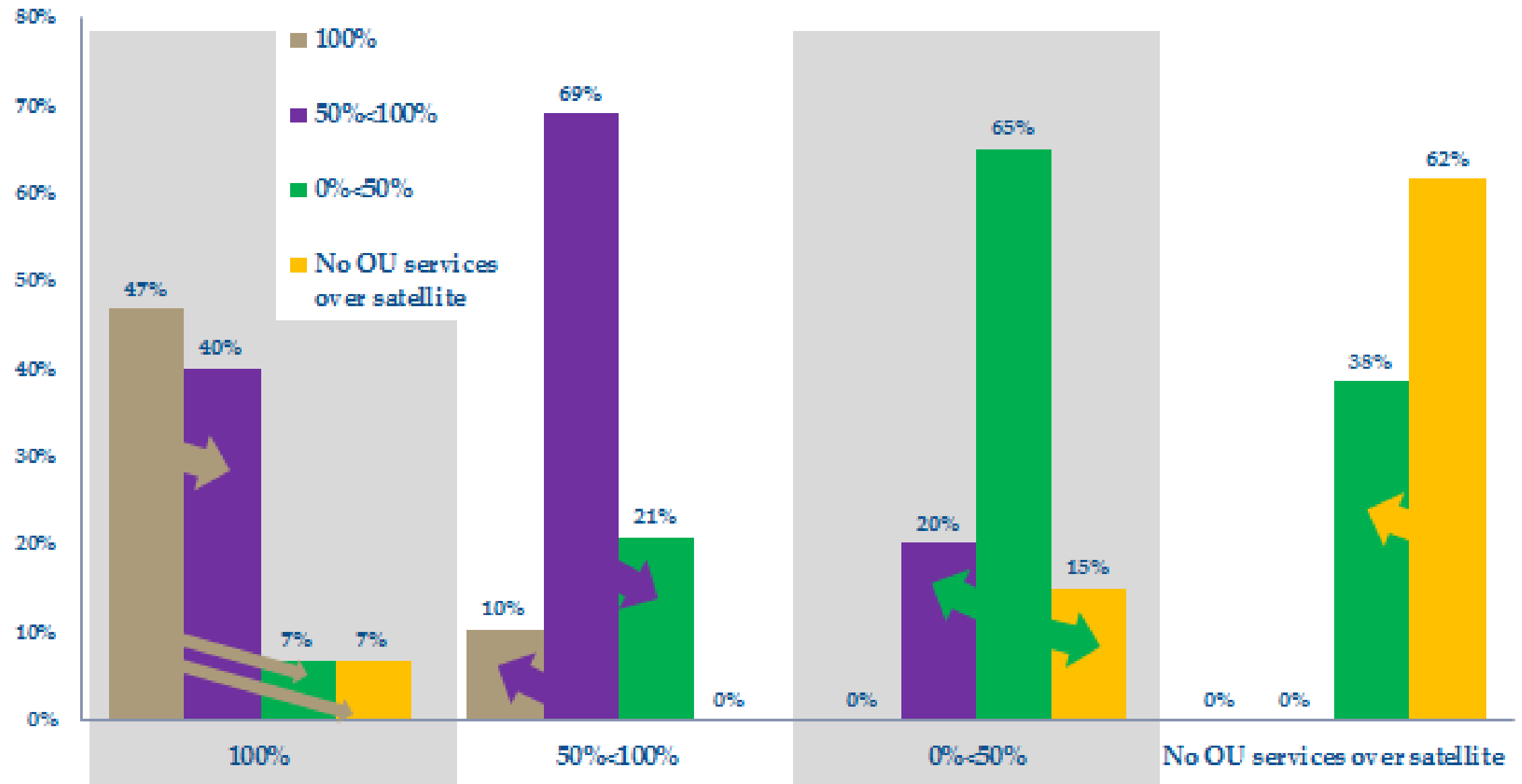
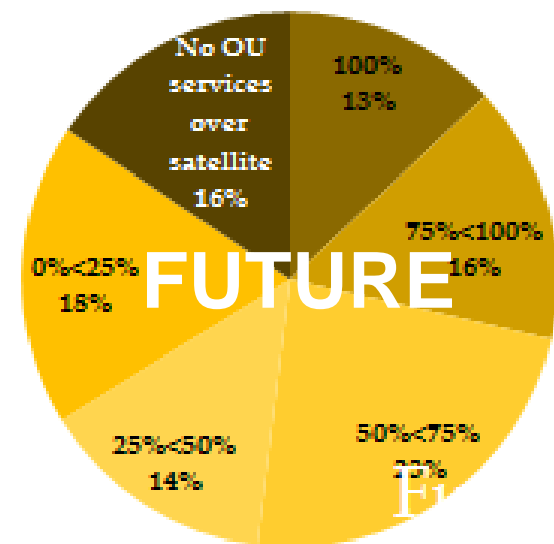
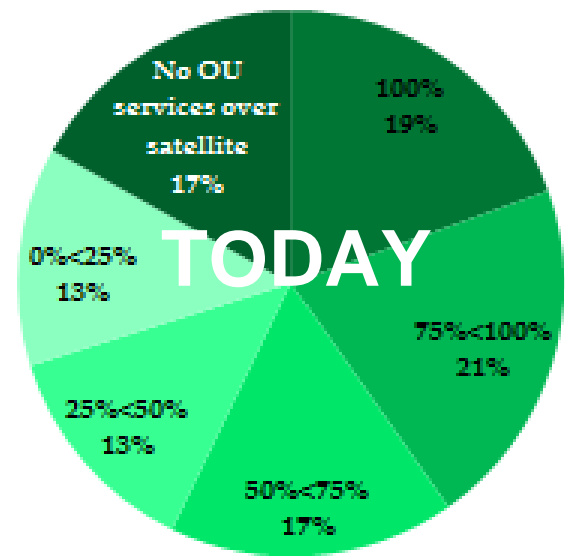
SIGNIFICANT AMOUNT of FLY-AWAY/VANS

MANY OCCASIONAL USE SESSIONS EVERY MONTH

40 PERCENT HAS SPARE CAPACITY

SATELLITE FOR OCCASIONAL USE (OU, TEMPORARY) TODAY AND IN 3 YEARS?

NOT EVERYBODY MOVES TO TERRESTRIAL !



THANK YOU FOR LISTENING !

Newtec

Get in touch

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