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Gilat Satellite Networks: Year In Review

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A remarkable year, transforming vision into reality for people all over the world.

With more than 35 years of experience, Gilat Satellite Networks creates and delivers deep technology solutions for satellite, ground, and new space connectivity. The company provides comprehensive end-to-end solutions and services, powered by the company's innovative technology.



Since 1987, Gilat has been the “go to company” for satellite-based broadband communications, powering solutions used by millions of people all over the world. In 2023, Gilat had a remarkable year, significantly growing and expanding in many directions. During the last year, the company chalked up some major wins, including the increased adoption of its new SkyEdge IV multi-orbit platform.

Gilat continues to lead the way forward in the New Elastix Space Era characterized by IV (four) dimensions:

- 1. Multi-Orbit Satellite Constellations and VHTS**
- 2. Cloud-Based Ecosystem**
- 3. Software-Defined Satellites**
- 4. Elastix-Access**

These four dimensions define the Elastix Architecture of SkyEdge IV, Gilat's nexgen platform. This architecture is also what is making SkyEdge IV such a compelling offering in the industry.

SkyEdge IV operates on multi-orbit satellite constellations, enabling seamless hand-over between orbits. On top of that, SkyEdge IV was designed to leverage cloud technologies, which allow satellite operators to have a ground segment that can be easily integrated into the common computing infrastructure, providing the agility needed for demand-based network elasticity.

Additionally, by working in harmony with Software-Defined Satellites (SDSs), SkyEdge IV creates an elastic network that constantly adjusts to answer ever-changing conditions and service policies. Moreover, having Elastix-Access enables optimized shared bandwidth for Elastix-SCPC and Real-TDMA.

The strengthening of Gilat's strategic alliances with satellite operators serves as a compelling proof point regarding the value of SkyEdge IV to the industry. Some recent examples include:

- 1. SES certified SkyEdge IV for O3b mPOWER, O3b and SES-17, making Gilat's next generation platform the industry's first GEO-MEO multi-orbit capable system.**
- 2. Intelsat expanded its service capabilities with significant multimillion-dollar orders for Gilat's multi-service platforms and terminals for Cellular Backhaul and IFC.**
- 3. Hispasat chose to deploy Gilat's SkyEdge IV platform for Amazonas Nexus.**

With the world's first operational multi-orbit platform, all of us are very proud of how far we've come with SkyEdge IV.

Electronically Steered Antenna (ESA)

In addition, Gilat celebrated a breakthrough this year with the announcement of a strategic agreement with Satcom Direct for the production of ESAs to provide in-flight connectivity (IFC) for business, government, and defense. Gilat's new, ultra-low profile ESA is being designed for optimized compatibility with the OneWeb Low Earth Orbit (LEO) constellation to unlock the full broadband potential.



Cellular Backhaul Over Satellite

Another strategic business for Gilat is Cellular Backhaul over satellite, where we continue to lead the market. Among the 2023 wins is a major contract extension with a Tier-1 Mobile Network Operator (MNO) in the USA.

Other examples include modernization at Ethio Telecom, and millions of dollars in orders for a cellular backhaul over satellite project in Mexico, where Gilat's solution is being used to connect hundreds of 4G sites in the "CFE Telecommunications and Internet for All" initiative. Also during 2023, Gilat enabled TIM Brasil to be the first network operator with coverage to 100% of Brazilian cities, providing continuous access to customers served by the largest satellite cellular backhaul network in LATAM.

In addition to the many direct successes with the MNOs, our strategic satellite operator partners have been increasing their recommendations of Gilat's cellular backhaul solution as their cellular backhaul platform of choice. Furthermore, robust activity took place related to emergency response.

In 2023, in addition to providing emergency response capabilities over satellite-based cellular backhaul for major Tier-1 MNOs across the globe, we also provided emergency response over the internet in a multimillion-dollar project for the expansion of an advanced disaster response network in Japan, where Gilat expanded its deployment of VSATs in a national initiative to ensure service continuity throughout the nation.



In-Flight Connectivity (IFC)

The company's IFC connectivity segment continues to be a substantial growth driver for Gilat. As mentioned earlier, an important breakthrough was achieved with Satcom Direct for ESA, which marked Gilat's entry into the ESA market. This contract is a breakthrough for productizing Gilat's ESA technology as well as a major expansion of Gilat's IFC offering into business and defense aviation.

Furthermore, in commercial aviation, where Gilat is a global leader, we have expanded our strategic partnership with Intelsat with multimillion-dollar agreements to increase IFC in the Americas. Gilat hubs deployed in the USA and Brazil will be expanded to support increased network capacity to address growing bandwidth demands on Intelsat's IFC network in the Western Hemisphere. Gilat's solution is already proven worldwide as an operational system that allows aviation service providers like Intelsat to streamline IFC service fulfillment.

Enterprise

In 2023, there was also robust activity for Gilat that involved enterprises throughout the world. The Enterprise market is a traditional market for Gilat and we are continuing forward directly with Tier-1 organizations, as well as through service providers. Some of the examples include a Tier 1 telecom operator that selected Gilat satellite connectivity for a major Western European utility company, as well as a financial institution that deployed millions of dollars of Gilat technology for satellite connectivity in Latin America.

Defense

In 2023, Gilat continued to grow the firm's involvement in the defense market, organically and inorganically. The company has now acquired DataPath Inc., a leading, U.S. Defense satellite integrator. This is a major step in our initiative to increase our presence in the strategically growing Defense market. The closing of the acquisition is expected by end of 2023.

Additionally, for our defense customers in 2023, we launched the SkyEdge IV Taurus-M, a new satellite modem for military and government markets. Importantly, the SkyEdge IV Taurus-M was designed to be backward compatible to SkyEdge II-c, providing investment protection and answering market demands for the smallest high-performance, rugged modem for mobile satellite communications.

Also during the year, our Wavestream subsidiary launched the Endurance family, which is a new line of "always-on" SSPA Products. It's important to note that the Wavestream Endurance 500W Ka-wideband block upconverter is uniquely positioned to disrupt the TWT amplifier market.

What a year!

Those are only the highlights of what may be defined as one of the best years on record for Gilat. All of us at Gilat believe in the right of all people to be connected and, in 2024, Gilat aims to do even more so, to turn that vision into reality for more people all over the world.

We plan to expand our leadership position in IFC, cellular backhaul, mobility, defense, and enterprise market segments and further our commitment to helping improve the world in which we work and live.



Author Doreet Oren has been with Gilat since 2012 and is responsible for defining product positioning, solution messaging, go-to-market strategies, market research, and analyst relations. Ms. Oren has over 20 years of industry experience, and has held management positions in R&D, Product Management, Product Marketing and Solution Marketing for international high-tech companies. In this capacity Ms. Oren contributes to product and solution definitions and is responsible for delivering the company's vision to the media and analyst community.

Oren publishes thought leadership articles in renowned international journals and speaks at numerous industry conferences worldwide. Oren received a BSc in Computer Science from George Washington University and graduated from the Modern Marketing Program at the Recanati Graduate School of Business Administration, Tel Aviv University.

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