

Telstra's satellite connectivity evolution





Agenda

1. The Telstra Network
2. Closure of the 3G Network
3. LEO Satellites – Starlink + Telstra
4. LEO Satellites – One Web
5. LEO Satellites – Direct to Handset

Telstra has made significant regional investment, and we'll be expanding mobile coverage under our T25 strategy



- Over the 7 years to end FY22 Telstra has invested \$4bn in our regional mobile network.
- We will continue investing in our coverage:
 - Expanding our 4G network from 2M km² to have coverage equivalent to 3G today by June 2024
 - Adding 100,000 km² of new 4G/5G coverage by end June 2025
 - Increasing our 5G coverage footprint to 95% of the population by end June 2025

- We are an active participant in co-investment programs:

- **Mobile Black Spot Program:** When all sites from the rounds to date are completed, we'll have invested up to \$300 million and built around 930 new sites
- **Regional Connectivity Programs:** Telstra is investing around \$55 million and will deliver more than 130 projects
- **Strengthening Telecommunications Against Natural Disaster:** Under Phase 2 we'll be delivering 198 solutions (battery & generator backups, portable gen-sets)
- **Upgrading Internet connectivity for schools Dept of Education Qld, NSW, Vic, SA, WA** requiring upgrade to regional infrastructure which improves services to all regional customers in those states.



Closure of 3G Network



3G Network Closure

Telstra's 3G network will close on 30 June 30 2024.



3G Devices, EFTPOS, Sensors need action

All 3G services need to be upgraded prior to the closure to maintain service and connectivity



NGWL Replacement

All current NGWL services will be transitioned to an alternative solution including a 4G Fixed Wireless or satellite



Upgraded Experience

4G service accesses greater bandwidths and is more efficient than 3G, leading to higher end user speeds and a better experience



4G Equivalence

We are upgrading areas that only have 3G coverage to ensure these areas have equivalent 4G coverage before the 3G closure



Community Engagement Program

Engaging customers via community talks, radio campaigns, text messaging campaigns, presence at region events.

Telstra will become the first provider in the world to re-sell **STARLINK**



* Within 4G coverage areas

- By the end of 2023 Telstra will offer two Starlink-based plans for fixed customers: A broadband and voice offering, and a voice only offering
 - High-speed, unlimited broadband plans and voice-only plans.
- USO-compliant phone capabilities (including support for medical priority assistance) using Telstra Smart Modem
- Full support through Telstra’s retail store, call centre and digital channels and technical field force.
- In addition to our agreement to resell consumer broadband services, we have also entered into a resale agreement for Starlink’s business/enterprise offerings – which will be available to Telstra customers in Australia and overseas.

LEO satellite provider OneWeb to improve and extend our regional mobile coverage via satellite connection to our regional towers



In June, we finalised a strategic deal with OneWeb for the supply of LEO satellite capacity over the coming years. Under this partnership, we aim to move our 250 existing satellite connected towers and new as well as some new remote towers onto OneWeb.

LEO satellite backhaul will enable us to improve the resiliency of some existing regional towers by using LEO backhaul as a backup.

Our OneWeb satellite capabilities support our ongoing work to extend mobile coverage to rural and remote communities and supports ongoing Federal Government programs like Mobile Blackspot Programs and Regional Connectivity Programs.



LEO Satellites and Direct To mobile Handset (DTH) services

- Recent announcements of DTH are for SMS services only
- DTH for voice and data for mobiles and mobility at least 2 or more years away.
- Current handsets will not provide voice and data services
- Technical hurdles need to be overcome to provide a consistent and good experience