

## Key differentiators

# Our competitive advantage

### ● Global connectivity enabler providing critical solutions

Covering >150 countries and potential to reach >2/3 of world's population<sup>1</sup>  
Differentiated mobile and fixed satellite services in emerging and high-growth markets  
Deep, long-standing relationships with UAE Government and key partners across GCC, Africa, Asia and Brazil

### ● High-quality, well-invested asset base

Fleet of 5 active geostationary satellites with valuable orbital rights  
Incorporating a wide range of technologies, including valuable Ka and L-band frequency bands  
Best-in-class ground infrastructure based in the UAE and internationally

### ● Significant growth potential

Innovation and diversification engrained across multiple lines of business  
Deepening participation across value chain to deliver integrated services and provide competitive advantage  
New partnerships, channels and products under development ahead of Thuraya-4 NGS' launch

### ● Industry pioneer in fast-growing emerging markets

Benefiting from first-mover advantage in high-growth, underserved markets  
Well-established distribution networks, with hundreds of channel partners and agreements with maximum reach  
Delivering pioneering technology with differentiated go-to-market model in the Middle East, Africa, Asia and Australasia

A highly attractive investment proposition with strong cash flow, a progressive dividend policy and significant growth potential.

Be part of the strategic growth and diversification journey of Yahsat, the region's leading satellite connectivity and solutions provider.

### The UAE Government's preferred partner

Provider of secure, mission critical connectivity services and solutions to the UAE Government  
 Strong relationship dating back more than a decade and underpinned by significant long-term contracts that provide visibility and security of future cash flows  
 Uniquely positioned to capitalise on upcoming growth opportunities

### Highly attractive financial profile

**~72%<sup>2</sup>**

of revenue driven by highly-rated UAE Government contracts under long-term commitments, underpinning contracted future revenues of more than US\$ 2 billion, approximately five times 2021 revenues

High-margin business, strong cash flow, well-funded balance sheet and low net debt/ EBITDA leverage

Robust, growing dividend capacity and financial flexibility

### Proven senior leadership and supportive shareholder

Highly experienced management team with proven track record

Board of Directors with diverse industry and functional expertise

Mubadala retains a c.60% shareholding, supporting Yahsat as it looks to grow further

<sup>1</sup> For mobility solutions (MSS)

<sup>2</sup> For year 2021, from UAE Government and Government-related entities