

The background of the slide is a composite image showing a satellite constellation in orbit over Earth. Several satellites are visible, connected by a network of blue lines representing data links. The Earth's surface is shown with city lights at night, and the sun is visible on the horizon. A crescent moon is also visible in the upper right corner.

TELESAT **LIGHTSPEED™**

**Resilient and sovereign connectivity
to power your growth.**

CRRBC West Conference
November 2025

TELESAT™

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Community connectivity realities



Telesat Lightspeed

Design guided by 55+ years of providing mission-critical infrastructure

SOLUTION FIT

Flexible service

Designed for Operators & Service Providers



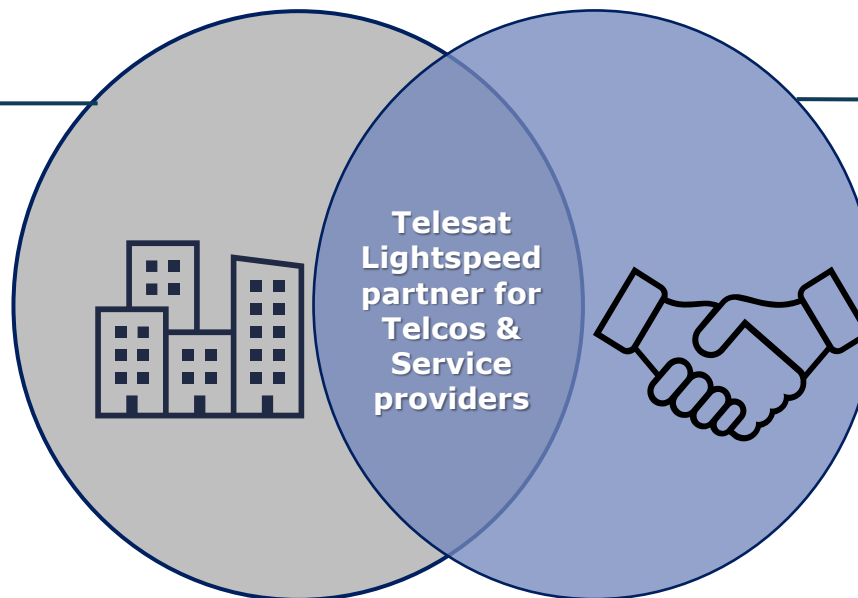
Reliable high-performance

Global coverage, hotspot capacity, carrier-grade SLAs



Secure network

Cybersecurity compliance, user-encrypted traffic, security add-ons



COMMERCIAL FIT

B2B focus

B2B (Telecom/Enterprise/ Government)



Wholesale channel

Wholesale partnership



Long-term viability

Financially stable partner + long-term Total Cost of Ownership competitiveness

Solution fit + commercial fit = a trusted partner with shared objectives

Designed from inception to serve enterprise requirements

Supports AnyG

Ideal for rural & remote 4G/LTE
Provides a bridge to 5G

Concentrated capacity

Multiple Tbps of global capacity
Ability to concentrate multi-Gbps capacity for hotspot areas

Global coverage

LEO satellites providing pole-to-pole coverage; capable of scaling per demand
Global terrestrial network

Meaningful connectivity

<50 ms, latency for real-time quality of experience
Mbps to multi Gbps speeds to individual sites

Secure by design

NIST, CNSSP-12, and IA-Pre compatible
Highly secure system via dynamic nature of network

Resilient architecture

Seamless landing station switch-over capabilities
Ensures SLA-based uninterrupted service

Enterprise-class service

MEF 3.0 Carrier Ethernet standard
MEF LSO Orchestration
Highly Reliable and Enterprise ready user terminals

Managed service

Customer Programmable VNO
Dynamic, enhanced, orchestrated layer-2 and above services

Enterprise-ready and future-proof so you can prepare today for tomorrow's digital world and beyond

Telesat Lightspeed use cases

A person is sitting inside a tent, looking out at a lake and mountains. A smartphone icon is overlaid on the image.

LTE/5G Backhaul

- ▲ Rural roads & paths
- ▲ Parks & recreation areas
- ▲ Bridge to private 5G

A person is looking at a computer screen displaying a video call. A Wi-Fi icon is overlaid on the image.

Communities

- ▲ Community Wi-Fi
- ▲ Schools & hospitals

A large yellow mining truck is driving on a dirt road. A truck icon with a Wi-Fi signal is overlaid on the image.

Land Mobility

- ▲ Connected rail
- ▲ Connected buses
- ▲ Agriculture equipment
- ▲ Mining equipment

A close-up of a cow's head with a yellow IoT tag on its ear. A tractor icon is overlaid on the image.

IoT Aggregation

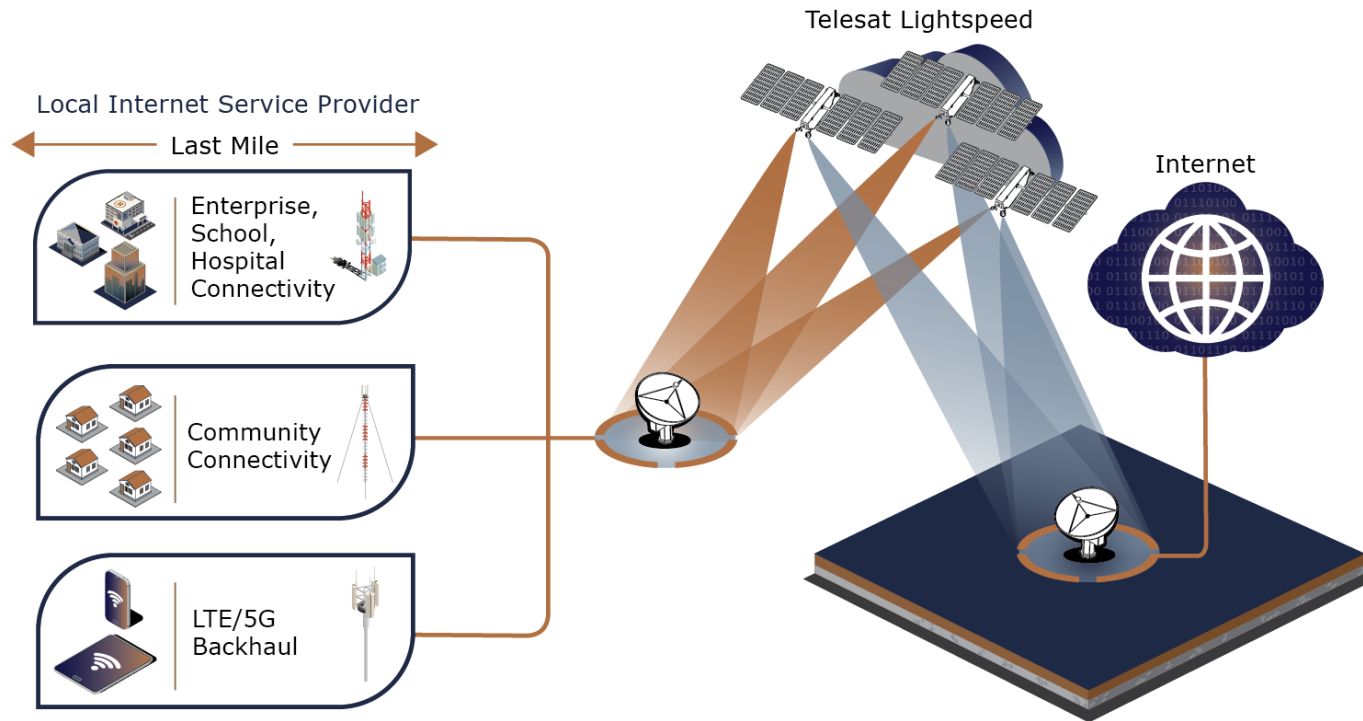
- ▲ Smart farming
- ▲ Smart agriculture
- ▲ Smart security

A blue excavator is digging a trench in a field. A radio tower icon is overlaid on the image.

Resiliency

- ▲ Network backup
- ▲ Disaster response

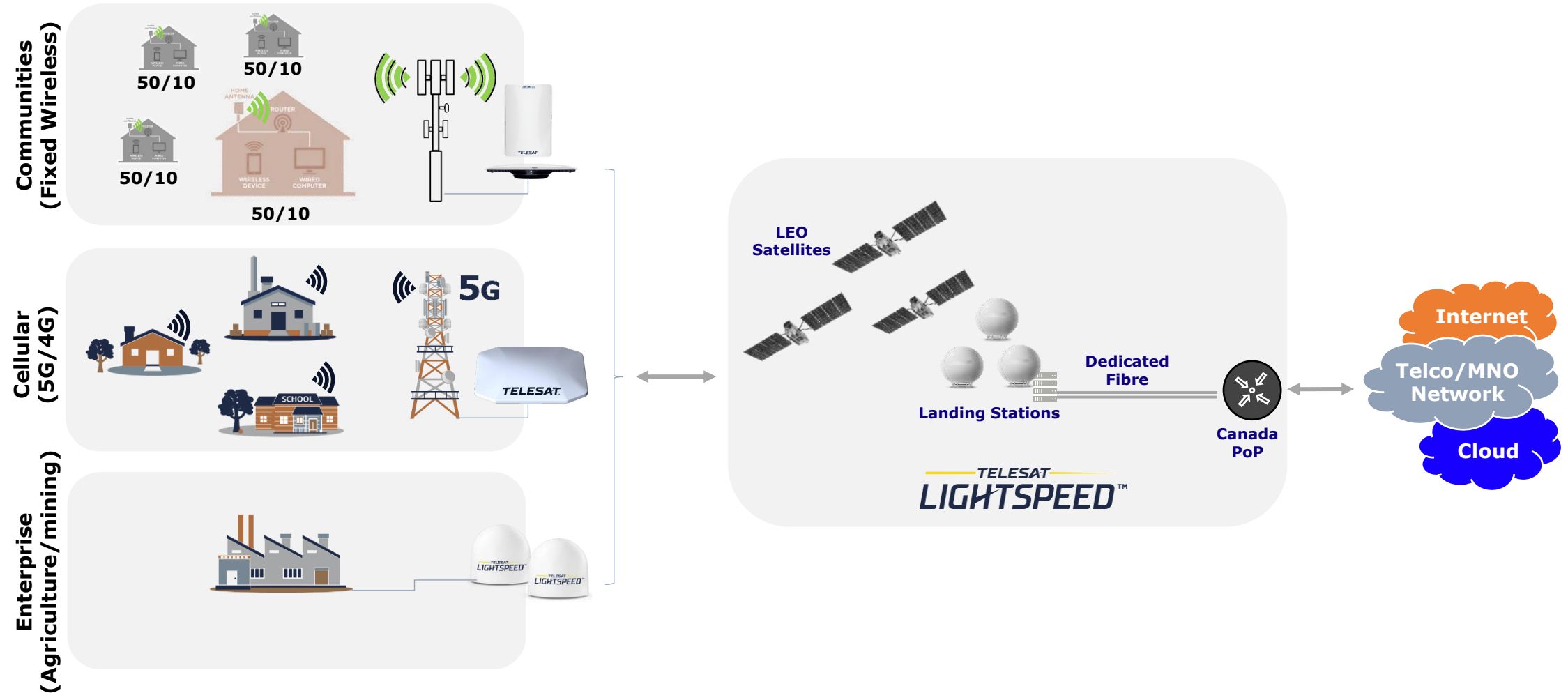
Telesat Lightspeed leverages a community aggregator model



- ✓ Delivering Gbps of affordable, quality high-speed backhaul broadband connectivity into communities
- ✓ Partnering with local Internet Service Providers (ISPs) - including Indigenous ISPs and communities - to connect households, enterprises, schools, hospitals, and communities wholistically to high-speed Internet
- ✓ Enabling affordable 5G connectivity everywhere by ensuring Gbps of affordable backhaul capacity to 5G towers
- ✓ Using this service delivery model, Telesat Lightspeed will play a vital role in bridging the digital divide across Canada

To solve the connectivity challenge and enable universal high-speed connectivity, Telesat Lightspeed leverages a holistic community aggregator business model that is essential for northern, remote and rural communities

Bridge backhaul connectivity gaps for ubiquitous, high-speed broadband



Two **strategic** solution choices

'Smart VNO' Pool is programmable and highly flexible to offer customizable capacity across Canada.

GoC has committed to a pool of capacity for connecting remote and rural communities

Offers flexible service management and efficient resource utilization through shared capacity pools.



Subscriptions offer individual service links with flexible data options, including fixed or unlimited usage.

Simple, ready to use service.



Solution 1

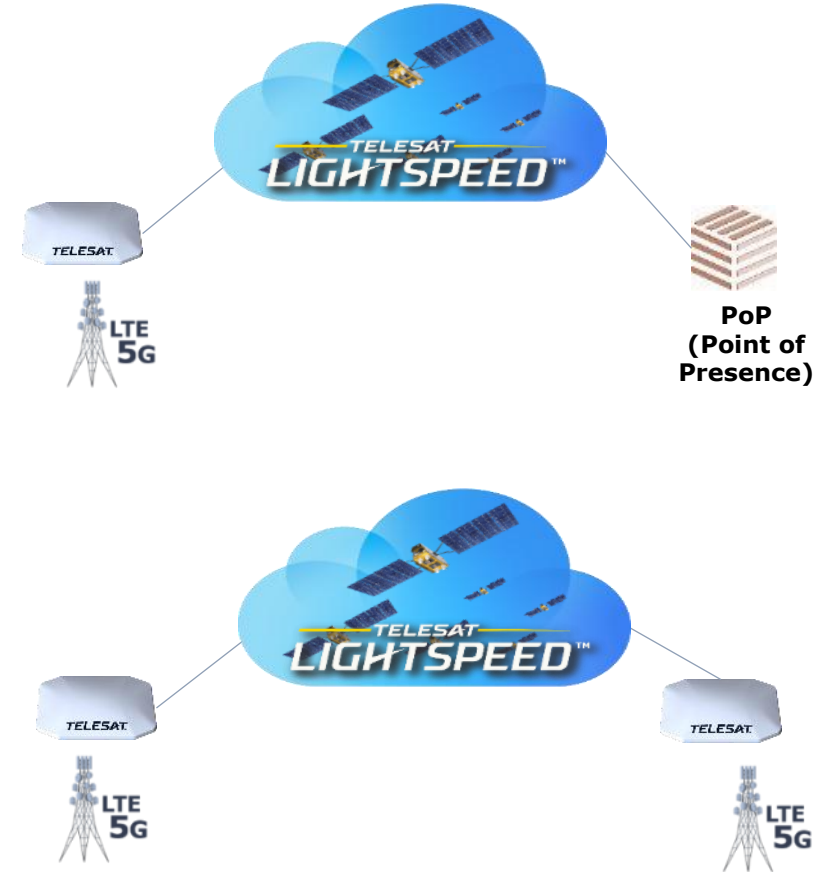
Subscriptions for Enterprise Needs



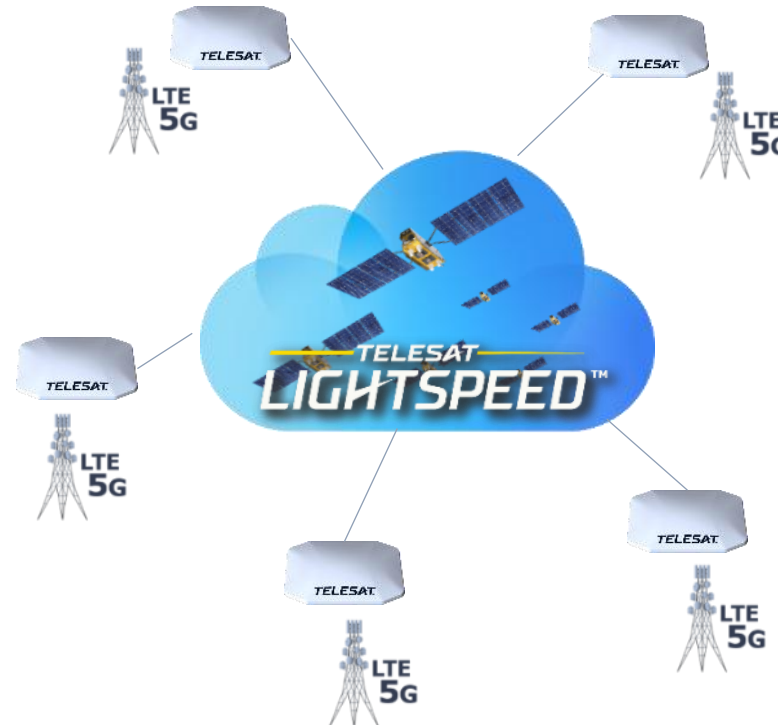
Flexible services for a range of business needs

Design and setup individual subscriber Ethernet Services per (MEF 6.3)

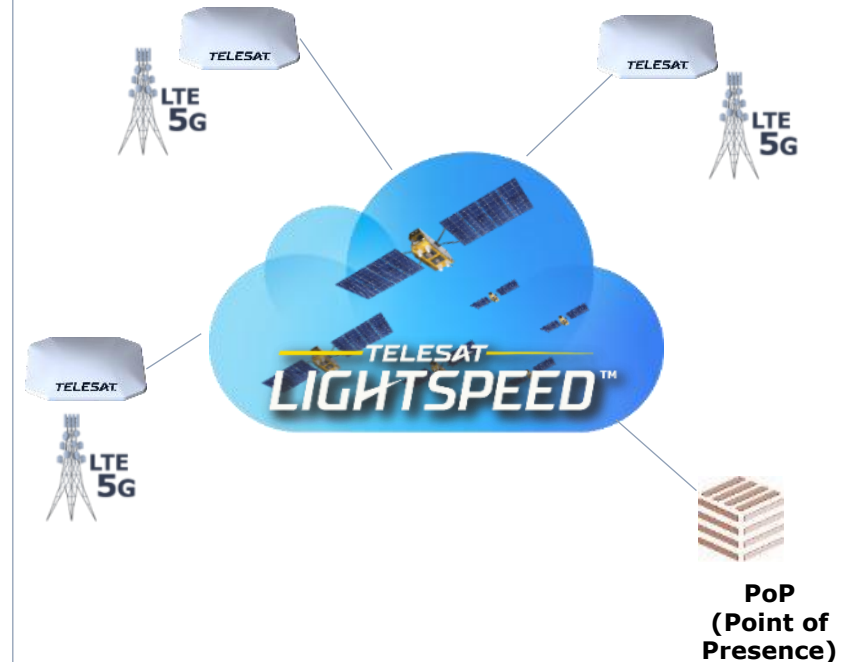
E-Line : Point to Point



E-LAN : Multipoint



E-Tree: Rooted



Solution 2

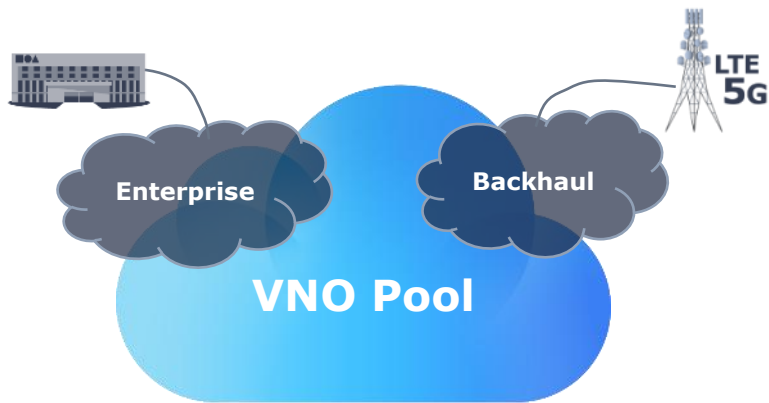
'Smart VNO' Pool For Affordable Community Backhaul



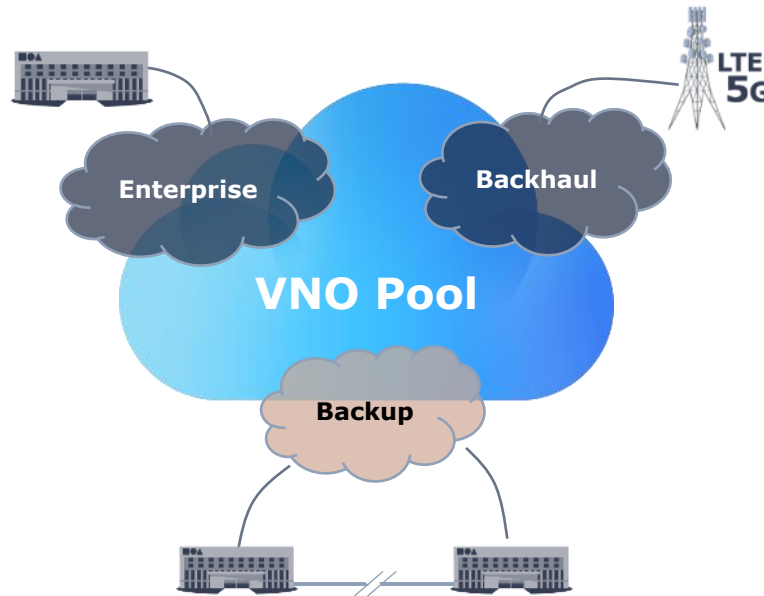
Flexible services for a range of business needs

Programmable and highly flexible Virtual Network Operator capacity (Gbps) pool

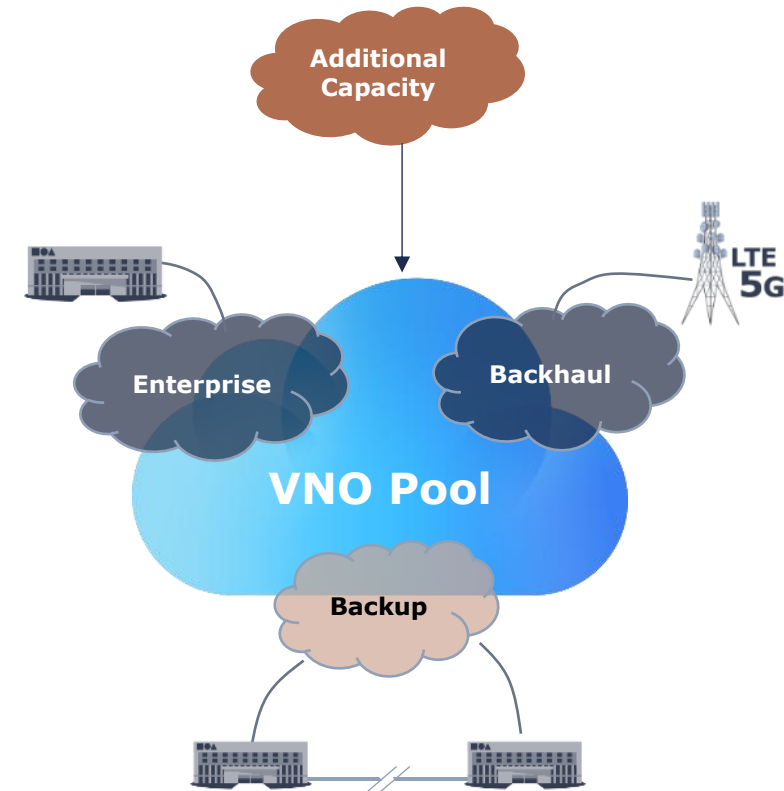
Backhaul Connection



Backhaul & Backup Connection



Add-on for surges



Managed service options to meet your unique business needs

Telesat provides a variety of flexible service offerings



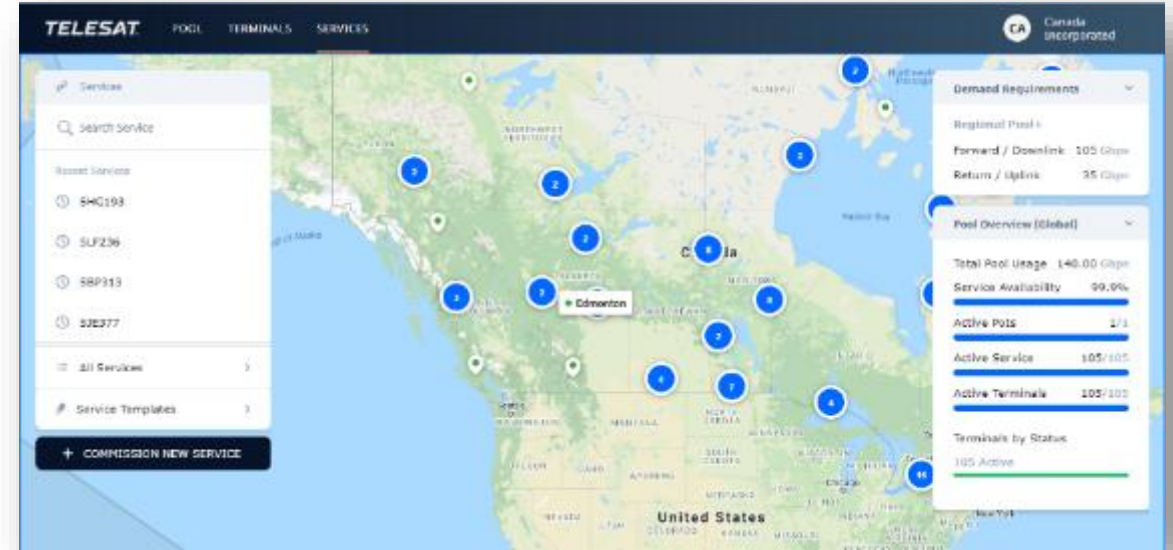
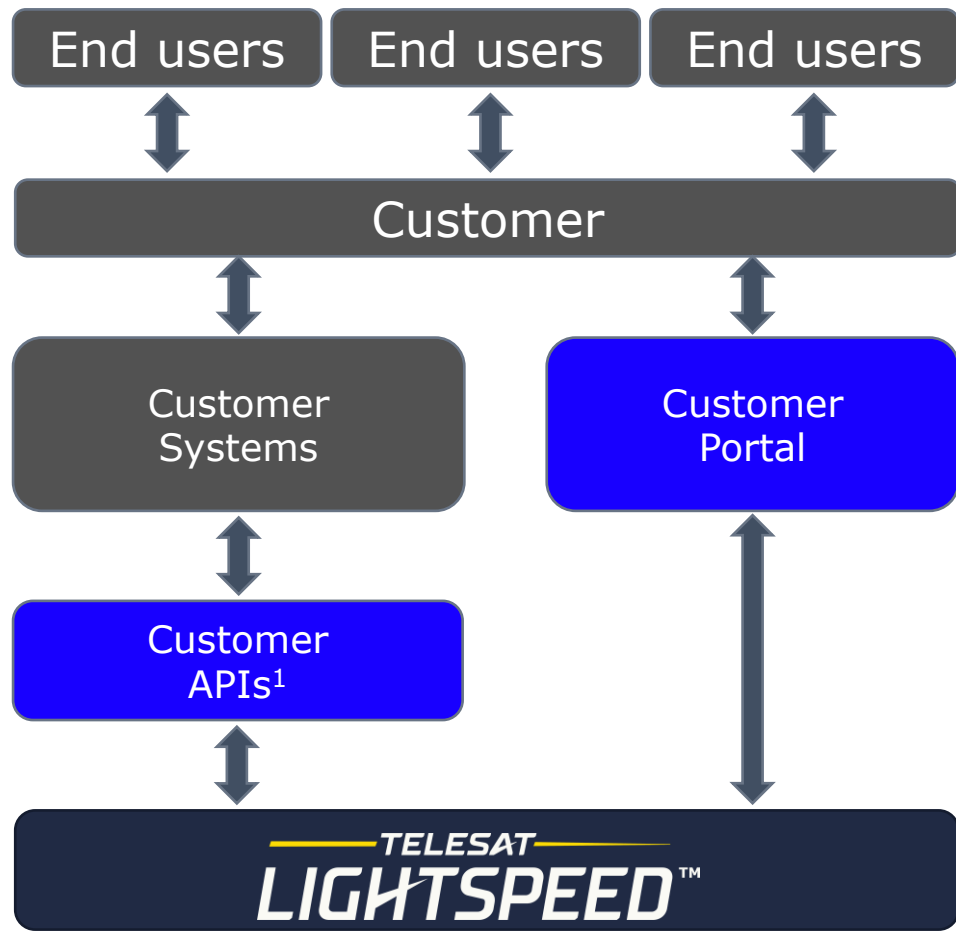
Telesat managed service

- ▲ Telesat manages customer's dedicated pool of capacity
- ▲ Telesat manages the delivery of the connectivity service to the sites/communities

Customer managed service

- ▲ Customer manages its own pool, assigning capacity to sites/communities per their needs
- ▲ VNO model

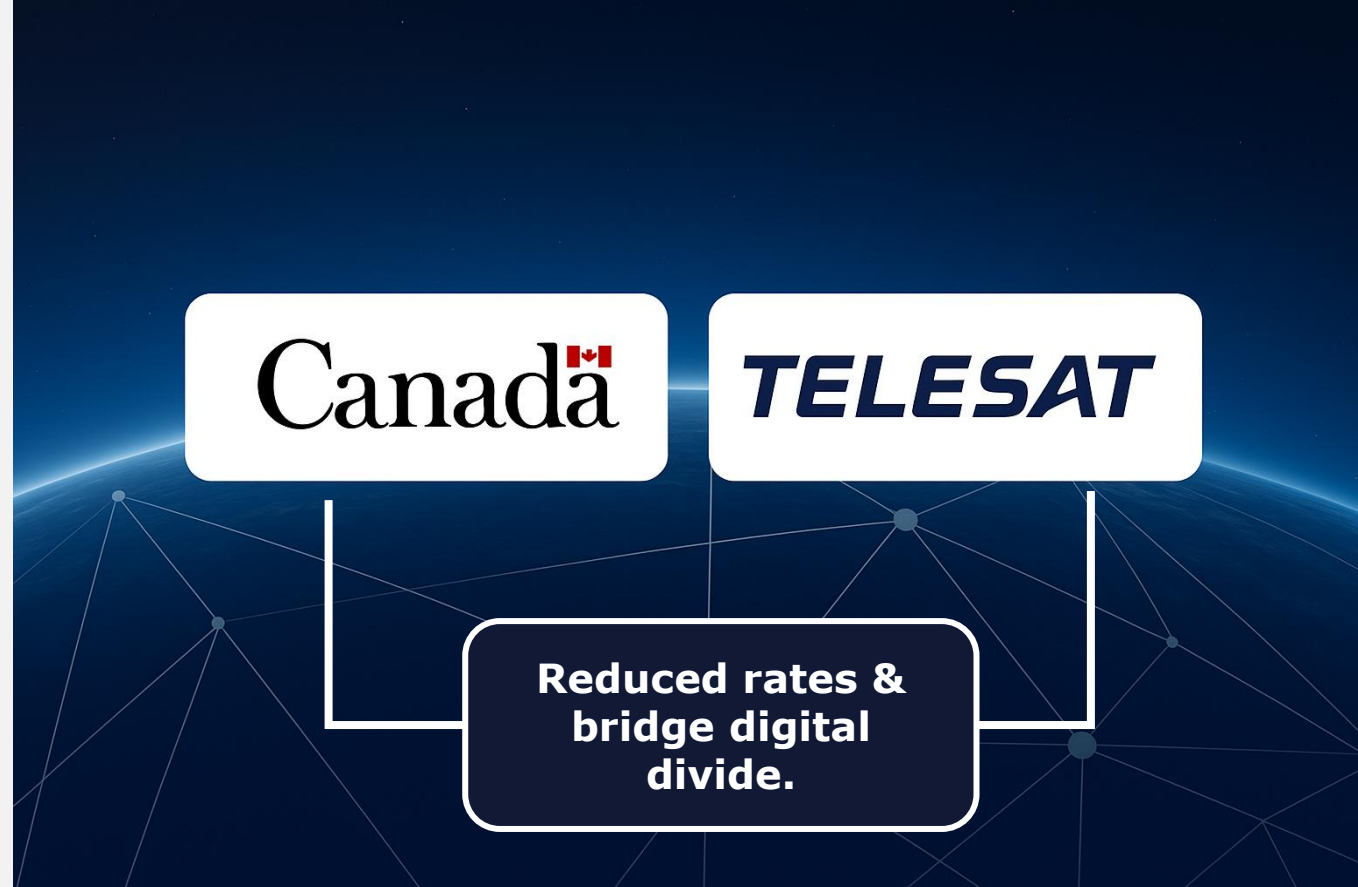
Fully configurable via secure self service portal and APIs



- ▲ Telesat Lightspeed Customer Self-Service Portal empowers **Customers** to undertake variety of business functions directly for themselves
 - ▲ **Self Empowered Fulfillment** for rapid activation
 - i.e. configure plans (services), update or modify services
 - ▲ **Self Empowered Assurance**
 - i.e. view status of terminals and services, performance, usage metrics

Telesat and GoC LEO Capacity Pool

- ▲ GoC in partnership with Telesat, aims to provide affordable, high-speed internet access across the country
- ▲ 50/10 Mbps across Canada
- ▲ Telesat offers Lightspeed Capacity Pool at reduced rates to Mobile Network Operators (MNOs) and Internet Service Providers (ISPs), to enable high-speed broadband connectivity to underserved communities



- Government has committed over 140 Gbps over 10 years
- This partnership is crucial for bridging the digital divide across Canada



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