

Yamal-300K Satellite: Where New Day Begins on Earth

Yamal-300K, a satellite of Gazprom Space Systems (GSS), made its way to the East along the orbit. Started moving from 90E orbital slot in April the satellite five weeks later stopped exactly on the International Date Line at 183E (177W) and started its operation. Dmitry Sevastiyanov, Director General of the company, told us about new business opportunities for GSS appeared with this satellite orbital maneuver.

Relocation of Yamal-300K to the orbital slot where a new day begins on the Earth opened for Gazprom Space Systems a new stage in their business development on the international market.

The story began in November, 2012 when GSS enlarged its space fleet by launching Yamal-300K satellite. It was launched from the Baikonur to 90E position at the GEO. After launching successfully Yamal-401 satellite in December 2014 to the same orbital slot and moving all Yamal-300K's customers to the new satellite, Yamal-300K started planned relocation to the other orbital slot – 183E. Global satellite operator SES, our long-term partner, provided GSS with the opportunity to use this position.

Nowadays the service zones of the Yamal-300K fixed beams cover the Russian Far East, Korea, Japan, the northern water area of the Pacific and the western coast of North America.

The company believes in good prospects on the local markets. Besides, recently the activity of Gazprom – our main shareholder and major corporate customer – has an explicit eastern vector. That is why GSS arranged «the eastern campaign» for its satellite.

In its new stature, Yamal-300K is interesting not only for Russian but for international users. Already now, there is every reason to believe that this is true. The wide shaped beam of the satellite, which covers the north of the Pacific with its heavy aero and maritime traffic and transport hubs on the coast, attracted attention of a well-known broadband services provider in aeronautic industry who leased most of the capacity of this beam.

Besides, thanks to this project, GSS acquired one more partner in the USA. U.S. ElectroDynamics, Inc. (USEI), whose headquarters and main teleport are located in Brewster, Washington, pointed one of their 9-meter antennas to Yamal-300K to uplink signals to the airplanes. I hope our cooperation will develop and the number of customers using services based on of Yamal-300K capacity will grow.



The other fixed beam of Yamal-300K covers the Far East very well. It is interesting for Russian mobile operators who develop backbone infrastructure for their network in the region.

The steerable beam of the satellite with high power parameters, which allows to receive TV signals to the dishes from 0.6-meter diameter and create VSAT networks with the antennas from 0.75-meter diameter, is ready to cover any region of South-East Asia, Australia, New Zealand or island states of the Pacific.

In general, if we speak about an entire orbital constellations of our company, upon finishing a big investment cycle in 2014 we significantly renewed and enlarged our satellite assets. During these three years three new satellites were launched and as a result our satellite capacity was increased by 3.5 times.

Almost one third of its total Yamal's capacity GSS offers outside of Russia.

Yamal-402 satellite operates at 55E for the African and Middle Eastern markets. Nowadays these are highly competitive markets where many global and local satellite operators are presented; and it is quite difficult to earn a place in the sun. However, the region demonstrates high growth potential. Satellite

services are needed by pay TV operators, corporate sector, governmental structures and NGOs. Mobile operators need satellite backbone lines. Broadband internet services are under development. Our capacity is used to implement namely such types of the services. The growing Yamal-402 loading shows the big demand in the satellite.

I'd like to mention one more satellite. This is Yamal-202 (49E) which is very popular at the Middle East and Asian markets. We entered the international market with this satellite in 2004. An expert analysis of the satellite resources performed together with the satellite manufacturer showed that despite its age the satellite has significant equipment and functional reserve including amount of fuel. In this connection, I would like to say that the results of this analysis made us sure, that the satellite will be able to extend in-orbit operation up to June 2019. The existing customers trust this information. And even new customers appear on the satellite.

Yamal-601 will replace Yamal-202. Totally, we plan to launch five more satellites up to 2025. So if we speak about development, this year we start a new big investment cycle.

Besides plans to create new satellites, the company is looking for new business models. We count upon working together with other satellite operators to create and use new orbital assets. It helps to solve more and more often problems with so-called overpopulation of the GEO and to share funding risks of capital-intensive satellite projects.

In 2014 the company shown good growth of revenue (24% in rubles equivalent) and profit from sales. This year we expect to keep the pace of growth. New satellites loading supports it. Not long ago our shareholders came to trust me and I will have run the company for five more years. I'm grateful to them for their credit and I'll do my best to execute all current and future plans of Gazprom Space Systems. ■

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