

Top Teleport Operators of 2019

World Teleport Association

Since 2004, WTA has published the world's only rankings of top teleport operating companies. This is your chance to have your company appear in the **Top Operators of 2019** rankings. From the data provided by its members and other operators, WTA publishes an annual ranking of –

- **The Global Top Twenty** - based on revenue from all sources and including all operators: from uplinkers to satellite carriers, fiber network operators to systems integrators, technology providers to specialized satcom service providers.
- **The Independent Top Twenty** - based on revenue from all sources but excluding companies whose primary business is satellite fleet operations or terrestrial network services.
- **The Fast Twenty** - based on year-over-year revenue growth in their most recent complete fiscal years and including all operators.

The Top Operators announcement receives press coverage within the industry and provides valuable exposure to the operators included in the rankings. In addition, the Independent Top Twenty are automatically placed in nomination for WTA's Independent Operator and Teleport Executive of the Year awards, presented in March at SATELLITE.

More Participation Means More Recognition

Large companies and small, with revenues ranging from over US\$1 billion to under \$2 million, have achieved a Top Operator Ranking in past years. So don't think that these lists are just for the global giants. They are for you - **if you participate by completing a survey form and returning it by October 31, 2019.**

Protecting Your Proprietary Information

Some of the information requested in this survey may be proprietary. You have my assurance that your information will remain confidential. **The rankings themselves will contain no financial information**, and I am the only person who will review the surveys and produce the rankings. If you require a nondisclosure agreement, I will be pleased to sign one.

To try for a place on the Top Operators of 2019 rankings, complete this survey form, then save the file and return it by email to me at TopOps@worldteleport.org. For a look at the 2019 Top Operators, visit the WTA Web site at www.worldteleport.org and click on the News menu.

Sincerely,

Robert Bell
Executive Director

Deadline for submission: October 31, 2019

Completed surveys will not be accepted after this date.

MADE POSSIBLE BY WTA
INDUSTRY LEADERS



AND WTA
INDUSTRY PATRONS



About Revenues

Several questions ask about your company's revenues. For most teleport operators, this means your top-line sales. But some companies that operate teleports have core businesses in systems development, software development, public switched phone service, television program production, consulting and other services. These companies should exclude that portion of their revenues that does not come from transmission services for business customers.

Include revenues from...

- Teleport services (see definition below)
- Satellite transponder capacity sale/resale (billed to customers)
- Terrestrial capacity sale/resale (billed to customers)

Exclude revenues from...

Products and services not related to teleport transmission, including:

- Public switched telephone service
- Product or software development and sales
- Engineering of non-transmission systems

Definition of Terms

A number of questions ask for information about the following categories of service:

- **"Teleport services"** are –
 - Terrestrial transmission services including up/downlinking, modulation/demod, encryption, standards conversion, switching and routing; *and*
 - Network management services, help desk/NOC services, and the systems engineering, integration, installation and site commissioning needed to build networks; *and*
 - Content-related services including program origination, post-production, translation and dubbing, application hosting and manual or automated booking of OU capacity.
- **"Satellite transponder capacity"** is the sale or resale of transmission capacity on GEO, MEO or LEO satellites, whether wholesale by the MHz or retail by the Mbps. Include only capacity that is sold or resold through your company accounts; capacity purchased directly by the customer should not be included.
- **"Terrestrial capacity"** is the sale or resale of fiber, microwave or IP wireless capacity excluding PSTN service. Include only capacity that is sold or resold through your company accounts; capacity purchased directly by the customer should not be included.

Why Are We Asking About Spending on Satellite Capacity?

Question 3 asks teleport operators how much they spent in the most recent year on satellite capacity. Teleports are significant customers for satellite operators, and WTA seeks data on the industry's spending to support its efforts to advocate for independent teleport operators in the global market.

ABOUT YOU

1. Company Name:

Your Name:

Your Telephone:

Your Email Address:

2. How many individual teleports **offering uplink services** do you operate?

3. Check the box that best indicates your total headcount (full-time equivalents) in the teleport business at present. (Check only one)

1-10 11-25 26-50 51-75 76-100 101-125 126-150 151+

REVENUES

4. Please indicate your company's revenues for the past two years, beginning with the most recent fiscal year. If your company operates on a calendar year, these would be the years ending December 31, 2018 and 2017. Include revenues from all relevant sources.

	Year Ending	Revenues	Currency
MOST RECENT	Month: Year:		Select Currency Other:
PRIOR YEAR	Month: Year:		Select Currency Other:

5. Please indicate your company's total spending on satellite transponder capacity in the most recent fiscal year. (If your company is a satellite operator, skip this question.)

	Year Ending	Satellite Capacity Spending	Currency
MOST RECENT	Month: Year:		Select Currency Other:

6. Please provide a breakdown of your revenues for the most recent fiscal year listed in Question 1 by the categories requested below. Exact percentages are not required; please provide the best information or estimates available to you based on your experience. **See page 2 for a definition of "teleport services" and other terms used below.** Your responses will help us classify your company for the purposes of the ranking.

By type of service provided:

- | | |
|--|---|
| a. From <u>teleport services exclusive of transmission capacity</u> | % |
| b. From <u>satellite capacity sale or resale: GEO, MEO or LEO</u> | % |
| c. From <u>terrestrial (fiber, microwave, IP wireless) capacity sale or resale</u> | % |
| d. Other: | % |

TOTAL	%
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- a. Approximately what percentage of the satellite capacity you sell or resell operates in the following orbits?

- | | |
|--------|---|
| 1) GEO | % |
| 2) MEO | % |
| 3) LEO | % |

7. What markets does your company serve? For each of the markets listed below, please check the box that best represents the percentage of revenue earned from that market.

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Media & entertainment

Government & military

NGO & intergovernmental organizations

Enterprise

Retail/branch/hospitality

Maritime/oil & gas/mining

Other enterprise

Terrestrial telecom **

Satellite operators

** Fixed, mobile, other wireless

FACILITIES

8. Indicate the services provided by your teleport(s) by checking the appropriate boxes below. Check all that apply.

Audio-video post-production	Site commissioning & licensing
Audio-video production	Software development
Audio-video program origination	Systems design & integration
Conditional access	Terrestrial network services, local
Non-broadcast content distribution	Terrestrial network services, long-haul
Enterprise network services	Transponder capacity
Network management services	Training
Portable/flyaway uplinking	Uplinking & downlinking

9. Does your company own and operate (not simply lease capacity on) satellites?

Yes No

TRENDS

10. Over the *past 12 months*, have the average prices you have been able to charge in each of the following categories increased, stayed the same, or decreased?

	<u>Increased</u>	<u>Stayed the same</u>	<u>Decreased</u>	<u>N/A</u>
Teleport services				
Satellite transponder capacity				
GEO capacity				
MEO capacity				
LEO capacity				
Terrestrial transmission capacity				

11. Over the *past 12 months*, has the volume of business, as measured by revenue, increased, stayed the same or decreased in each of the following markets?

	<u>Increased</u>	<u>Stayed the same</u>	<u>Decreased</u>	<u>N/A</u>
Media & entertainment				
Civilian government & military				

	<u>Increased</u>	<u>Stayed the same</u>	<u>Decreased</u>	<u>N/A</u>
NGO & intergovernmental organizations				
Enterprise				
Retail/branch/hospitality				
Maritime/oil & gas/ mining				
Other enterprise				
Terrestrial telecom **				
Satellite operators				

** Fixed, mobile, other wireless

12. Indicate the approximate percentage of your company's revenue that came from each of the following geographic regions in the *past 12 months*. **This question seeks information on where your company contracts for services, not where services are delivered.**

	0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
North America/Caribbean											
Latin America											
Europe/Middle East											
Russia/NIS											
Africa											
Western Asia											
Eastern Asia, Australia, NZ, Pacific Islands											

13. Does one or more of your teleports act as a gateway for the following type of satellites?
Check all that apply.

MEO satellites LEO satellites HTS satellites NA

ADDITIONAL INFORMATION FOR AWARD NOMINATION

14. Please describe the organization and its mission.

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18. Please provide a Web address for more information on the company.
19. For the Teleport Executive of the Year award, please provide the name and title of your senior business leader.
20. Please provide examples of this person's leadership in bringing about the significant accomplishments of the past 12 months and in promoting excellence at the company?
21. In what other ways has this person contributed to improving the industry, the local community or society as a whole?