

PARTNERSHIP MODELS

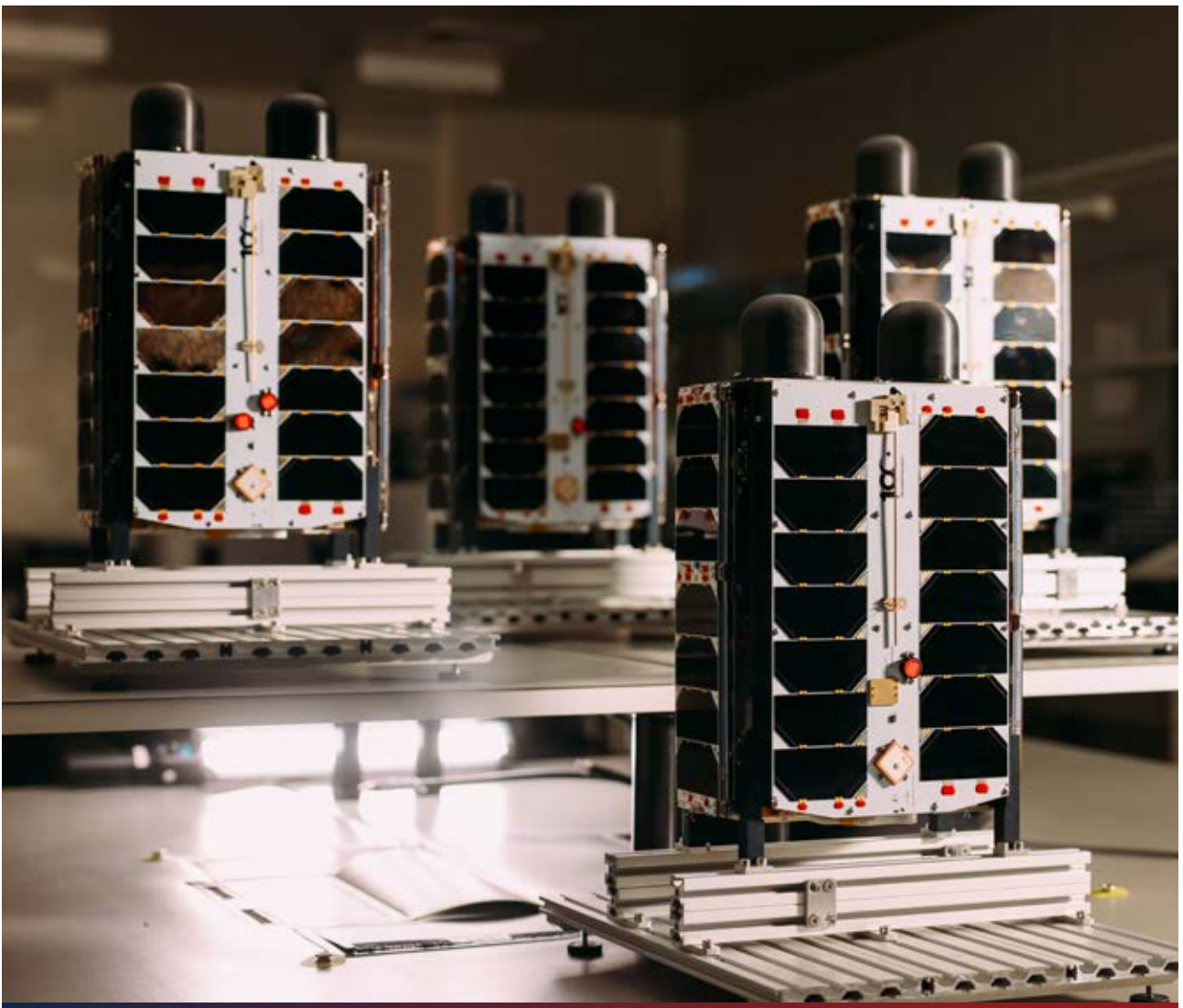
EXECUTIVE SUMMARY

Redefining Global IoT Connectivity Standards

Connecta is a brand of Plan-S Satellite and Space Technology, and it delivers satellite IoT solutions designed to provide seamless and reliable IoT connectivity anywhere around the world.

While terrestrial infrastructure covers limited geography, Connecta bridges the gap, ensuring global coverage for any assets in remote, maritime, and challenging environments.

With 16 satellites currently in orbit and 100+ planned, Connecta operates a Low Earth Orbit (LEO) constellation that delivers secure, continuous IoT connectivity. The infrastructure enables partners to capture new opportunities without the capital expenditure (CAPEX) associated with traditional network deployment. Built for global reliability, Connecta provides a scalable & deployment ready foundation for satellite-enabled IoT services.



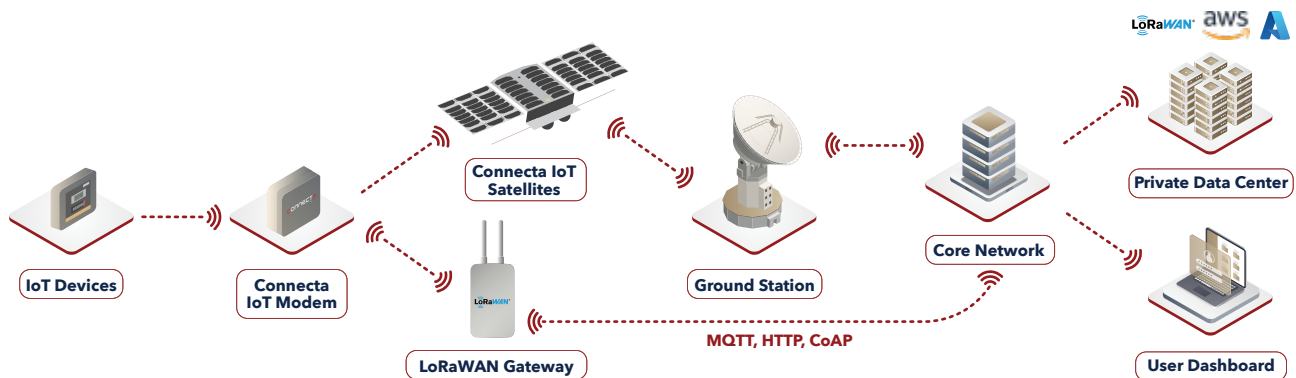
TECHNOLOGY & ARCHITECTURE

End-to-End Service, From Sensors to Cloud

Connecta operates on a secure, streamlined architecture that manages the entire data lifecycle.

User Segment: Every Device Linked to Satellite

Industrial sensors & devices integrated with Connecta IoT Modems communicate directly with the satellites and there is no need to have a terrestrial gateway or base stations. Connecta terminals enhance standard LoRaWAN protocols for satellite communication, which ensure ultra-low power consumption and long battery life for many IoT applications.



Space Segment

Connecta constellation acts as a store-and-forward relay network which provides global and resilient connectivity even in deep rural or offshore locations with high quality of service.

Core Network

A global network of ground stations feeds the Core Network, where raw data undergoes advanced parsing and security verification to extract actionable intelligence.

Seamless Integration

Connecta delivers refined data directly to your system. The platform supports flexible integration via MQTT, HTTP, and CoAP, pushing data to the Connecta IoT Platform, private data centers, or hyperscalers like AWS and Azure.

Connecta User Terminal Solutions

	IoT MODEM FAMILY		
	MODEM LITE	MODEM LITE SOLAR	MODEM PRO
POWER SUPPLY	BATTERY	SOLAR	EXTERNAL
VOLTAGE RANGE	3.3 VDC	3.3 VDC	9-36 VDC or 220 VAC
GNSS CAPABILITY	NO	OPTIONAL	OPTIONAL
DIGITAL INTERFACE	RS485 or CAN	RS485 or CAN	RS485 or CAN, ETH
WIRELESS INTERFACE	NO	BLE®	LoRaWAN®
BATTERY BACKUP	-	-	YES
EXAMPLE USE-CASES	Smart Metering Soil Health Monitoring Cathodic Protection	Asset Tracking Buoy Monitoring Wild Life Tracking	Utility Monitoring Aquaculture Weather Station Monitoring

VALUE PROPOSITION FOR PARTNERS



Powering Your Business Growth with Innovation



Unlock Recurring Revenue

Monetize IoT connectivity in untapped markets (agriculture, logistics, energy) and build sustainable subscription models without heavy infrastructure investment.



No CAPEX for the Infrastructure

Access a fully managed constellation and core network while avoiding the cost of deploying and maintaining physical base stations or LoRaWAN gateways.



Accelerated Time-to-Market

Reduce development time & bring commercial services to market faster with certified, user terminals already in serial production & an API-first platform.



Regulatory & Operational Ease

Rely on Connecta's proven regulatory expertise and managed services, allowing your team to focus on sales and customer experience.



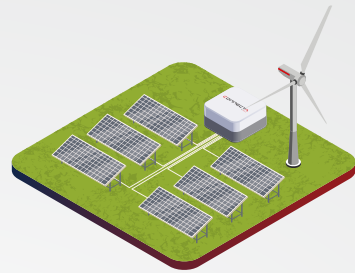
Future-Proof Scalability

Benefit from a continuously evolving network with regular enhancements in service quality, keeping your offer competitive.

GLOBAL IoT CONNECTIVITY BEYOND TERRESTRIAL LIMITS



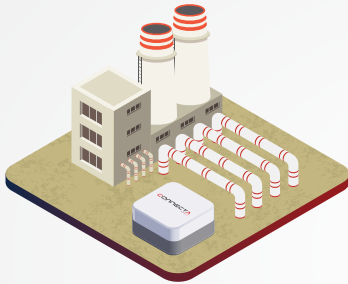
AGRICULTURE



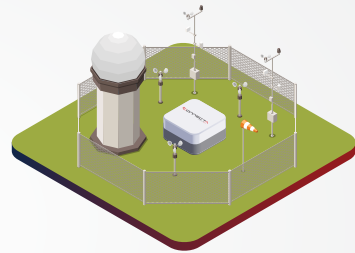
ENERGY



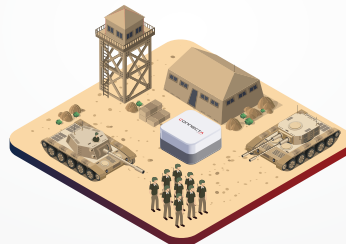
**TRANSPORTATION &
LOGISTICS**



**PIPELINE
MONITORING**



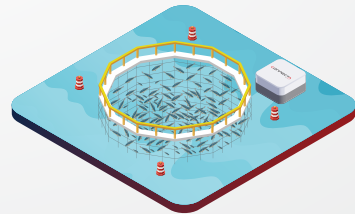
**WEATHER STATION
MONITORING**



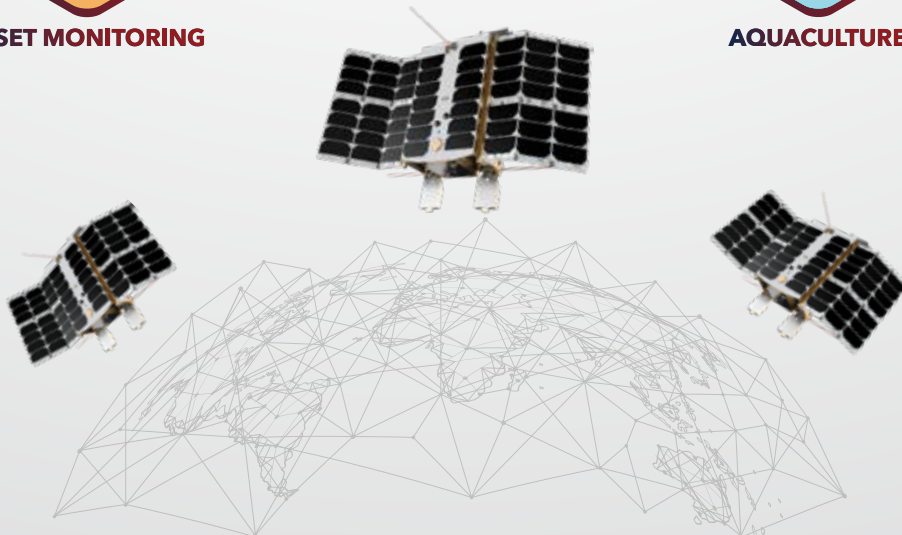
DEFENCE



ASSET MONITORING



AQUACULTURE



PARTNERSHIP FRAMEWORK

Connecta offers three partnership models tailored to help fast-track operators, system integrators, and IoT solution providers enhance capabilities and accelerate solution delivery through satellite connectivity.

REGIONAL PARTNER

Ideal for Mobile Operators & Satellite Service Providers

Strategy

Integrate Connecta's products and services into an existing portfolio to offer satellite or hybrid (terrestrial+satellite) solutions to customers. White-labeling is also available under this model, making it possible to extend a brand with satellite connectivity.

Regional partner will play a key role in:

- › Deliver and support Connecta products and services to end-users
- › Activate and manage airtime subscriptions and services
- › Obtain and maintain all required local licenses, permits, and regulatory approvals for service provision and market placement of end-user terminals
- › Execute local business development, sales activities & customer relationship management
- › Optionally offer services under your own brand or via white labeling
- › Act as the local commercial and operational representative of Connecta



Regional Partner Benefits

› Market Intelligence & Customer Engagement

Gain access to in-depth market studies and direct engagement channels to connect with the right customers at the right time.

› Hands-On Demo & Field Trial Support

Work alongside the Connecta team in the field to enable impactful product demo and real-world trial support.

› Expert Guidance for Regulatory Approvals

Navigate complex regulatory landscapes with confidence, backed by an experienced team that helps streamline and accelerate approval processes.

› Strategic Go-to-Market Advisory

Accelerate market entry with tailored go-to-market strategies designed to reach the right audience and maximize commercial impact from day one.

› Exclusive Annual Partner Meetings & Events

Participate in dedicated annual gatherings designed to align on strategy, celebrate joint achievements and build meaningful connections across the Connecta partner community.

› Dedicated Technical Support

Benefit from priority access to technical experts, ensuring fast resolution and continuous operational confidence.

› Access to the Connecta Partner Ecosystem

Unlock a thriving network of technology and business partners, creating new opportunities for collaboration and growth.

› Visibility at Global & Local Events

Be featured as an official Connecta Partner across international and regional events, as well as in co-branded marketing materials.



Commercial Advantage

Expand service coverage and unlock new revenue opportunities with satellite connectivity built for operators. With Connecta's infrastructure behind it, this model helps operators scale faster without the burden of building a network from scratch.

VALUE ADDED PARTNER

Ideal for System Integrators & Vertical Developers

Strategy

Build high margin, differentiated solutions. Develop proprietary hardware or software applications using Connecta service and products.

The value added partner will play a key role in:

- › Development and commercialization of your software, hardware, or service offerings on Connecta technology
- › Finding industry-specific solutions and integration with Connecta
- › Management of customer relationships, deployment, and support across direct and indirect sales channels

Value Added Partner Benefits

› Market Intelligence & Co-Engagement Opportunities

Leverage Connecta's market insights and customer engagement channels to jointly identify opportunities, align solutions with real market needs, and position offerings more effectively.

› Joint Demo & Field Trial Collaboration

Work side by side with the Connecta team in the field to deliver compelling solution demos and co-managed proof-of-concept trials that accelerate customer decision making.

› Technical Support

Access technical guidance and responsive support to resolve challenges efficiently and keep operations running smoothly.

› Integration into the Connecta Partner Ecosystem

Become a recognized part of Connecta's expanding technology and business network, collaborating with complementary partners to build stronger solutions and extend reach into new markets.

› Partner Spotlight at Global & Local Events

Gain visibility as a strategic Connecta Value Added Partner across international and regional events, trade shows, and co-branded marketing initiatives, strengthening brand credibility alongside Connecta.

› Joint Product Co-Development

Collaborate closely with product and engineering teams to shape innovative solutions that address shared market needs.

› Listing on Connecta Marketplace

Reach a global audience by showcasing and selling products directly through the Connecta Marketplace platform.

Commercial Advantage

Build differentiated solutions on top of Connecta technology and bring them to market with greater speed and relevance. From industry-specific software and hardware to value added services, this model enables solution partners to create scalable offerings, strengthen customer relationships, and expand commercial reach across direct and indirect channels.

DEALER

Ideal for Hardware Resellers & Distributors

Strategy

Fast commercial entry. Sell Connecta products directly to end-users without technical overhead.

The dealer will play a key role in:

- › Conduct marketing and sales through your own channels
- › Manage the sales process and maintain basic customer relationships

Dealer Benefits

› Competitive Margin & Rebate Advantages

Benefit from attractive dealer margins and a rewarding rebate program that grows with your sales performance, putting more profit in your hands.

› Flexible Stock & Consignment Support

Access flexible stocking options including consignment arrangements, so you can manage your inventory efficiently without heavy upfront investment.

› Customer & Sales Opportunity Sharing

Receive qualified customer leads and sales opportunities directly from Connecta, helping you close more deals and expand your customer base faster.

› Access to the Connecta Dealer Network

Become part of an active dealer community with access to shared resources, peer collaboration, and the broader Connecta partner ecosystem to grow your business together.

Commercial Advantage

Drive faster revenue with a low-complexity go-to-market model. Sell through existing channels, keep operations lean, and strengthen local customer access without taking on technical overhead.



Each model reflects a distinct growth strategy, allowing partners to scale with the level of control and investment best suited to business goals, while aligning market opportunity with the right degree of responsibility and flexibility.



MODEL COMPARISON AT A GLANCE

Partner Model Features	Regional Partner	Value Added Partner	Dealer
Commercialize Connecta Hardware (Module, Antenna etc.)	✓	✗	✗
Commercialize Connecta Terminals and Services	✓	✓	✓
Develop New Products and Services Using Connecta Technology	✓	✓	✗
Local Gateway and/or Core Network Deployment or Integration (Optional if Necessary)	✓	✗	✗
Provide Airtime Services	✓	✗	✗
White Labeling for Terminals and Services	✓	✗	✗
Independent Subscription Management and Billing	✓	✗	✗
Dedicated Technical Point of Contact	✓	✗	✗
Early Awareness of Connecta Technology and Product Roadmap	✓	✓	✗
Annual Meetings and Events	✓	✓	✓
Guidance for Regulatory Approvals (Licensing, Certification, etc.)	✓	✓	✗
Guidance for Go-to-Market Strategy	✓	✓	✗
Exclusivity for Specific Region	✓	✗	✗

REGIONAL PARTNERSHIP IN ACTION



Connecta signed a regional partnership agreement with Türk Telekom, one of Türkiye's leading telecommunication operators. Within this scope, the Core Network infrastructure is locally deployed and integrated into Türk Telekom's infrastructure which enables Türk Telekom to manage their customer, devices and data independently. Connecta products and services are delivered under Türk Telekom's brand as an integrated service model, providing a single point of user experience.

Ensuring seamless and continuous connectivity has been identified as the primary objective.

Satellite IoT services act as a complementary connectivity layer for on-site applications such as energy, agriculture, logistics, smart infrastructures, environmental monitoring, and industrial applications, particularly in scenarios where terrestrial network access is limited resilient connectivity is required.

With this partnership, Türk Telekom delivers seamless, continuous connectivity across Türkiye extending its coverage to areas previously unreachable by its network. Consequently, satellite and terrestrial IoT services are unified under one operational model, while installation, management, and service continuity processes are simplified.



PARTNER JOURNEY

ENGAGEMENT ROADMAP

A Streamlined Path From Discovery to Revenue

Strategic Alignment

Engage with Connecta team to identify the optimal model for your market objectives.

Technical Validation (Demo)

Utilize Connecta products and developer support to validate network performance and use-case feasibility in real-world conditions.

Commercial Agreement

Define regional scope, revenue frameworks, and capacity allocations.

Go-to-Market

Launch commercial operations with full marketing and technical backing from Connecta.



NEXT STEPS

Extend Your Reach

Discover how Connecta can transform IoT strategy through satellite enabled connectivity built for remote and infrastructure-limited environments. Contact us to take the next step toward a more resilient, intelligent, and connected future.



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**PARTNER WITH CONNECTA
TO EXPAND COVERAGE,
CREATE VALUE,
AND ACCELERATE GROWTH**



CONNECTA
by Plan-S