



Boundless Communications

Gilat Corporate Presentation

2012

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Forward-Looking Statements

This presentation contains forward-looking statements that are subject to a number of risks and uncertainties, many of which are outside our control. These forward-looking statements include statements about our business strategy, objectives, and expectations, our future operating results, projections of capital expenditures, competitive pressures, revenues, growth prospects, product development, financial resources and other financial matters. The inclusion of forward-looking statements should not be regarded as a representation by us that any of our plans will be achieved. Actual results may differ materially from those set forth in this presentation due to the risks and uncertainties inherent in our business including, without limitation, slower than anticipated growth in the wireless communications markets; failure to win or maintain large-scale contracts; difficulties or delays in developing, producing and marketing new products, applications and services; competition from other network communications companies; our ability to control our expenses; and other risks detailed in the "Risk Factors" section of our latest Annual Report on Form 20-F.

You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. All forward-looking statements are qualified in their entirety by this cautionary statement and we undertake no obligation to revise or update information herein to reflect events or circumstances after the date hereof.

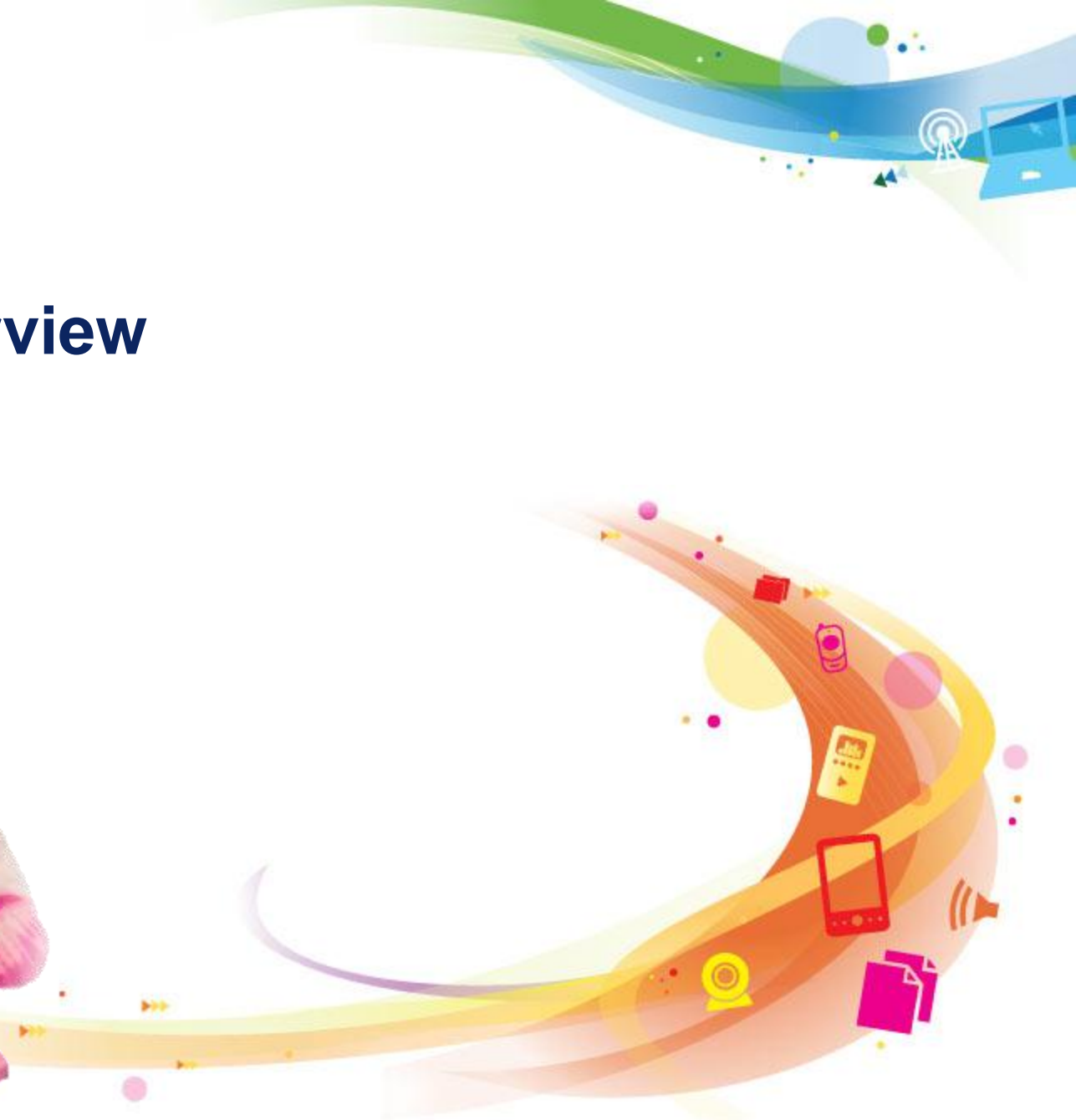
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Company Overview





Gilat at a Glance

Our business:

Leading global provider of satellite communications equipment

- Commercial and civilian government SATCOM
- Defense and Homeland Security SATCOM (U.S. DoD and International)
- Shipped over 1,000,000 VSATs since 1990

Employees:

~1200 employees worldwide

Founded:

1987, public since 1993 (NASDAQ:GILT)

Presence:

20 offices worldwide

Networks in 90 countries

Financials:

Annual Revenue 2010: \$233M

EBIDTA 2010: 14.2M

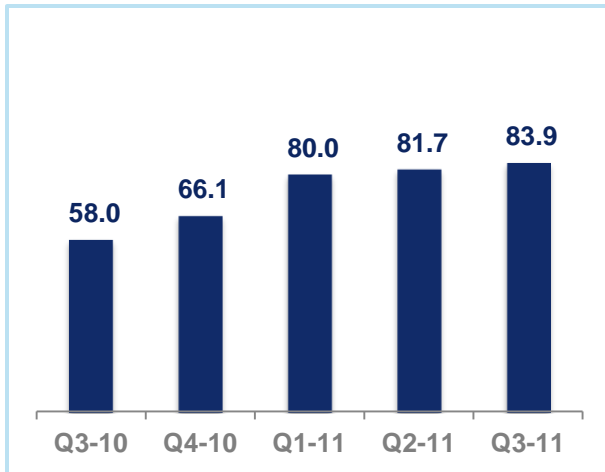
Management Target 2011: \$330M



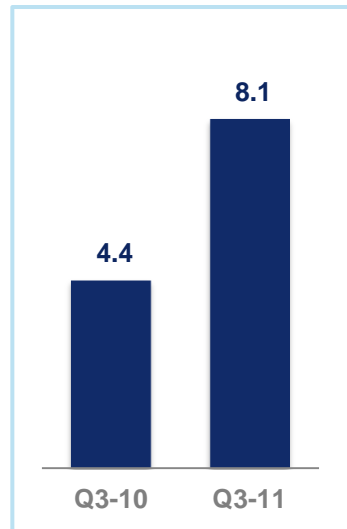


Financial Indicators (\$M)

Quarterly Revenues



EBITDA



Operating Income



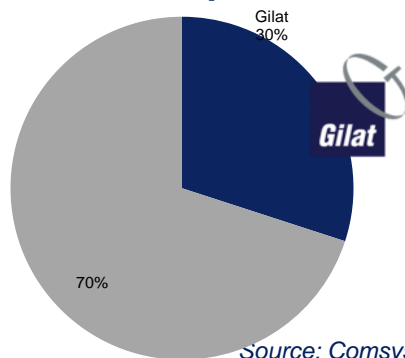


Leader in the Satellite Market

- **Leading position in multiple segments**
 - **#1 in International Markets**
 - **#1 in Rural Telephony**
 - **#2 in Enterprise and Government segments (Worldwide)**



International Markets VSAT Shipments



Source: Comsys 2009
VSAT report and
company estimates

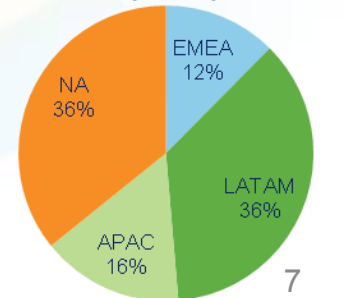




Worldwide Presence



Regional Breakdown (2010)





Primary Developments at Gilat in the last 12 months

- Our market is changing...
- Gilat has changed significantly in the last two years
 - Major acquisitions
 - Major investment in internal R&D to create new product lines
 - Returned to growth
- The changes present an opportunity for all of us
 - Consumer
 - Cellular backhaul in the 3G, 4G arena
 - Evolve services to hybrid
 - Managed Network Services
 - Ample opportunities in Homeland Security (Fixed, Portable and On-The-Move)





Gilat 2009 vs 2011

From pure VSAT to a wider portfolio of products and services



- **VSATs**
 - SkyEdge & SkyEdge II

Gilat 2009



- **Managed Network Appliance**
 - PrysmPro



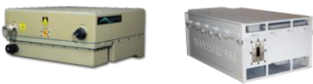
- **COTM Solutions**
 - StealthRay low-profile antennas (RAS)
 - MLT-1000 MILSATCOM modem



- **Ruggedized Terminals**
 - SatTrooper



- **Ka-Band**
 - Consumer VSAT



- **Solid State Power Amplifiers & BUCs (Wavestream)**
 - C, Ku, Ka and X Band

Gilat 2011



Business Lines

Commercial VSAT Technology



Defense and Homeland Security Satellite Technology



Services - USA, Peru & Colombia





Commercial VSAT Technology

Commercial VSAT Technology



Defense and Homeland Security Satellite Technology



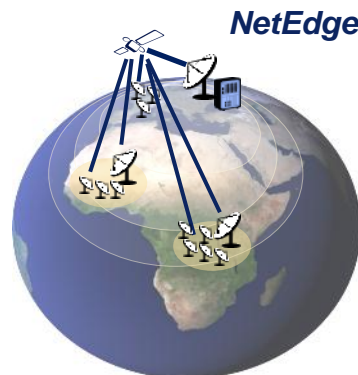
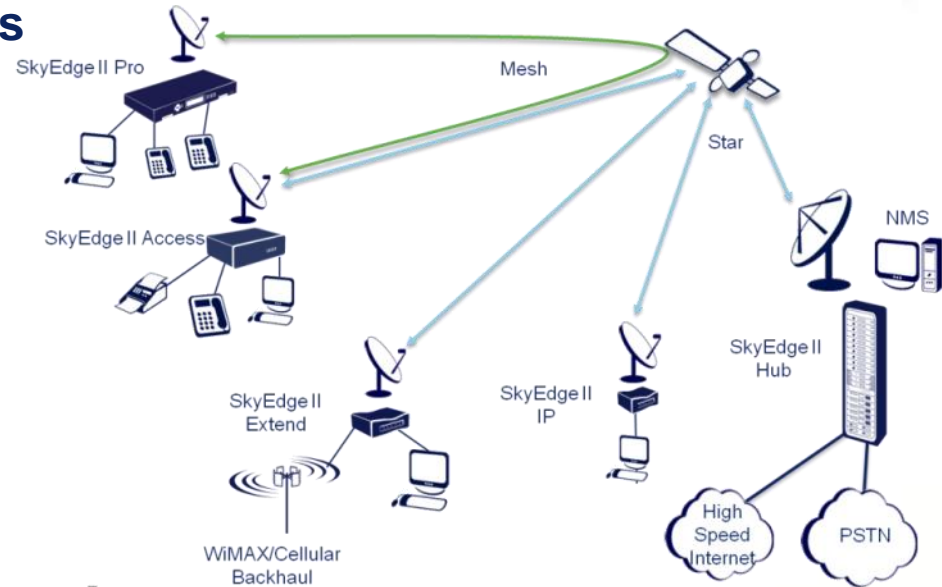
Services - USA, Peru & Colombia





SkyEdge II Technology

- Advanced acceleration technologies
- High throughput
- Adaptive transmissions
- Star, Mesh & Multi-star topologies
- Secure transmission
- Standard-based system

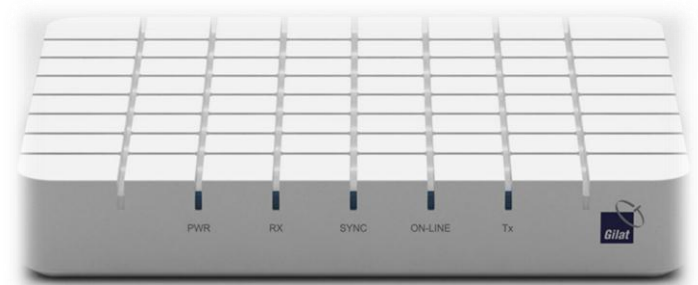




SkyEdge II Ka-Band VSAT

- **Designed for Ka-band Multi Spot Beam Satellites**
- **Faster Downloads up to 20Mbps**
- **High Quality VoIP, Video and IPTV**
- **Fast Browsing with Web Acceleration**
 - **CacheMode**
 - **HTTP Object Pre-fetching**
 - **TCP Acceleration**
 - **Compression**
- **Next Generation IPv6 Networks**
- **Application Based QoS**
- **Self Installation & Automatic Commissioning**

CACHEMODE





RTComm, Astra2Connect and NBN choose Gilat

- **RTComm and NIIR - Ka Equipment and technology provider**



- Government initiative to bring broadband throughout Russia
- Constellation of 3 Ka Band Multispot beam satellites – designed for 2 million subscribers

- **SES / Astra2Connect - Ka Equipment provider**



- SES consumer service over new Ka-Band spot beams satellites
- Potential value up to \$70 million over 5 years
- Strategic entry for Gilat to Ka Band

- **Optus - NBN Co Interim Satellite Service**

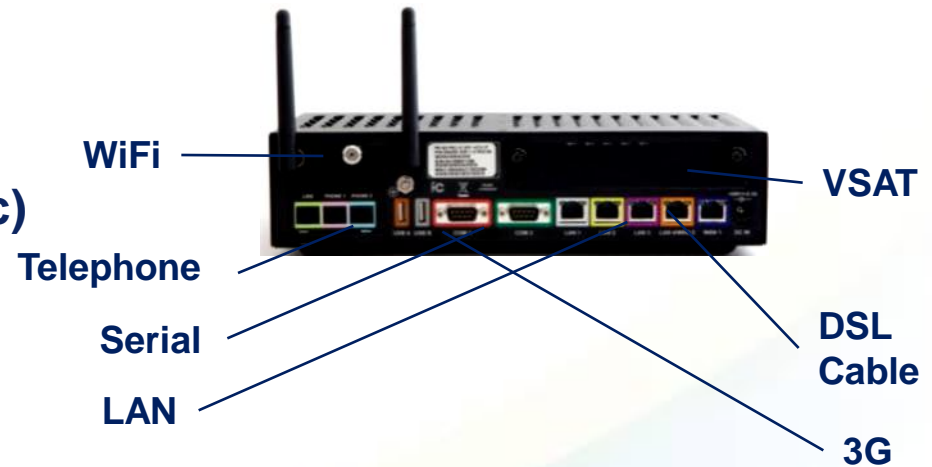
- Potential value up to \$120 million
- 11 hubs supplied, and 20k VSATs to be deployed within 3 years
- Installation, operation and maintenance for 5 years





Prysm Pro Product Overview

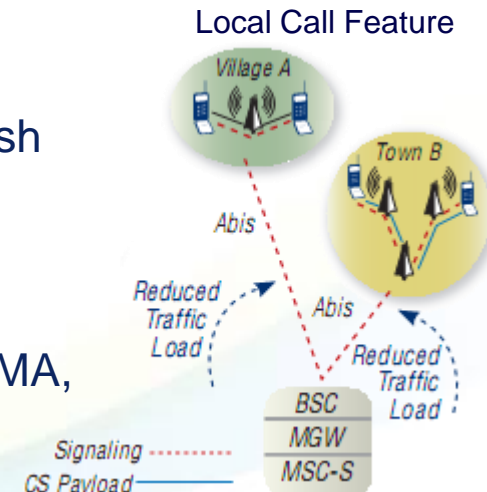
- A WAN agnostic network appliance that addresses the markets of backup, hybrid and managed network services
- Supports Hybrid WAN architecture
 - VSAT, DSL, Cable, 3G, E1
- Unified LAN environment
 - LAN Segmentation
 - WiFi hotspots (private/public)
 - Voice and FAX
 - Non-IP interfaces
 - USB devices
 - Security & Web Filtering





Cellular Backhaul Solutions

- Gilat is a leader in cellular backhaul solutions
- The next billion mobile subscribers will come from remoter regions with smaller villages:
 - Integrated solution for lower CAPEX, less power and higher reliability
- Gilat closely cooperates with the large BSS manufacturers for optimal integration\
 - Huawei, ZTE, Ericsson
 - SkyEdge II is the only VSAT solution supporting Mesh
- Over 50 networks and over 2,000 remote sites worldwide
 - Supporting Multiple cellular technologies: GSM, CDMA, UMTS





Turnkey and System Integration Capabilities

- End-To-End capabilities
- Capabilities for Complex Integration of different disciplines
 - Energy
 - Mobile antennas
 - Software and Applications
 - Cellular Backhauling
 - Wimax
 - Encryption and Acceleration





Defense and Homeland Security Satellite Technology



Commercial VSAT Technology



Defense and Homeland Security Satellite Technology



Services - USA, Peru & Colombia





Defense Technology Leadership

- **Wavestream**



- Leader in high power SSPA market
- Sells mainly to US DoD integrators



- **Raysat Antenna Systems (RAS)**



- Leader in low profile two-way communication antenna solutions
- Broad range of antenna solutions with field proven technology



- **US DOD / SIGS**



- Providing service to DOD and US Defense Agencies



- **International MoD**



- Providing solutions to defense and security agencies, worldwide
- Developing military VSAT for SOTM and SOTH comms



SOTM = Satellite on the Move
SOTH = Satellite on the Halt



Flat Antenna Technology

- **Raysat Antenna Systems (RAS) is a leader in low profile two-way communication antenna solutions**
 - **Broadband communications while driving or quick halt: for example 2Mbps video links**
- **RAS has unique advantages:**
 - **Field proven low profile 2-way antenna technology**
 - **Broad range of antenna solutions**
 - **Shipments of hundreds of units**





SOTM for First Responders/Emergencies

- Mobile video transmission capability
- Always on - no set up time
- Low-profile
- Small, standard vehicle configuration
- Minimal vehicle maintenance cost



SOTM with GSM BTS in China

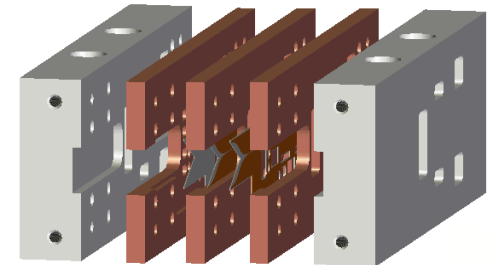
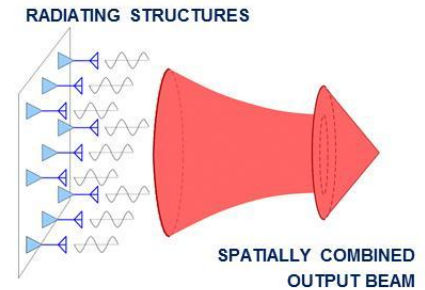


SOTM on military ambulance deployed in theatre



SSPA and BUCs Technology

- Patented, leading-edge Spatial Power Combining technology enables higher output powers from smaller packages with greater efficiency, reliability and lower cost than any other technology
- Built and Deployed Worldwide
 - Over 6,500 SSPAs
 - Ka, Ku, X and C-band
 - High MTBF



SWaP = Low Size, Weight and Power, Highly Reliable



MilSatCom Products

- **New VSAT specifically designed for defense and military applications**
 - **Stationary**
 - **On the pause**
 - **On the move operations**
- **ASCM - New waveform optimized for tactical applications (very small antennas, on the move)**
 - **Highly efficient operation at low SNR**
 - **Spreading**
 - **Adaptive**
- **MIL Specifications**
- **Designed for security – COMSEC and TRANSEC**

MLT-1000



SatTrooper-1000





Services and Solutions

Commercial VSAT Technology



Defense and Homeland Security Satellite Technology



Services - USA, Peru & Colombia





Gilat Peru and Gilat Colombia

● Peru

- 8,000 telephony and Internet Sites
- Won Fitel 10 (\$14.5 million)
- Project Implementation underway to 770 communities

● Colombia

- 2,000 telephony and Internet Sites
- Working on extending existing contracts
- Bidding on new contracts (education)

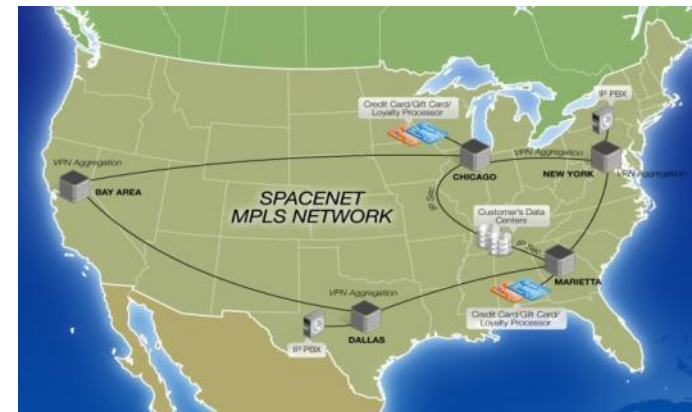




Spacenet – North America Services

- **End-to-End Services and Solutions**
 - Managed Network Services
 - VSAT, DSL, Cable, 3G, Leased Lines
 - 100% North American coverage
- **Large and diverse customer base**
 - Over 130,000 sites under management
- **Focus on Enterprise**
 - High quality of service
 - Highly reliable services (typical SLA 99.9%)
- **3 Carrier Class Facilities**
 - Chicago, Atlanta, McLean,
 - 24 x 7 customer support

SPACENET
MANAGED NETWORK SERVICES



Selected US Customers

Energy/Gas & C-Store



Retail



Hospitality/Restaurant



Lottery/Gaming



Large Enterprise



Government





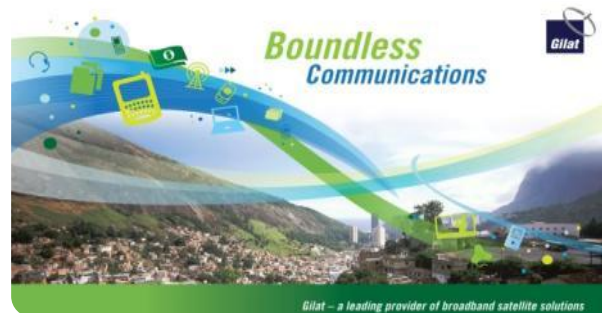
Summary

Over **20** Years of **Experience** in deploying fortune 500 customers, Telcos & Service Providers

Leading provider of SOTM antennas and Ka BUCs for DoD

Consumer, Multi Spot Beam Ka-band VSAT systems

The Best OB / IB performance – Up to **135** Mbps / **6.1** Mbps



More than **20** commercial & support offices worldwide with over **400** Networks in **90** countries

More than **1M** vsats shipped to over 400 networks globally

- **Credibility**
- **Technology Leadership**
- **Financial Stability**

Thank You

A large, abstract graphic on the right side of the slide. It consists of several overlapping, curved bands in shades of light blue, green, and yellow. Various icons are scattered across these bands, including a laptop, a document, a play button, a game controller, a speech bubble, and a play button. The overall style is modern and digital.

Boundless Communications



Sample Case Studies

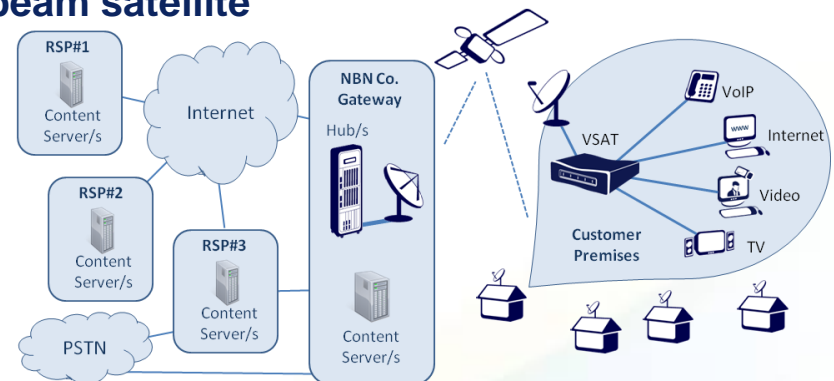
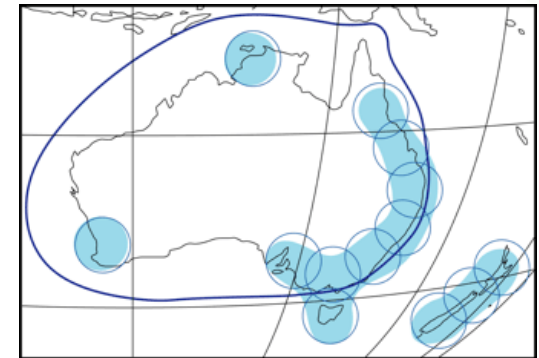


Corporate Case Study Bank

- **Consumer/Ka-band**
- **Vertical Markets**
 - **VSAT Service Providers and Network Operators**
 - **Large Corporations and Financial Institutions**
 - **Homeland Security and Emergency Response**
 - **Civilian Government (E-Government)**
 - **Lottery Communications Networks**
 - **Multi Spot Beams and Ka-Band**
- **Solutions**
 - **Cellular Backhaul for Mobile Operators**
 - **Multi-Star Topology (NetEdge)**
 - **Turnkey and Outsourcing**



- **First Release Ka/Ku VSAT network awarded to Gilat by Optus:**
 - SkyEdge II Technology
 - 20K VSATs (optional growth up to 48K VSATs)
 - 11 hubs at 3 Gateways
- **High performance service**
 - 6Mbps/1Mbps initially
 - Over Optus and IPSTAR multi-spot beam satellite
- **Hub engineering & operations**
- **Field services**
 - Installation of VSATs
 - Maintenance and Support
 - Anywhere in Australia

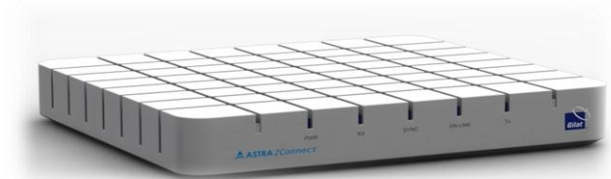
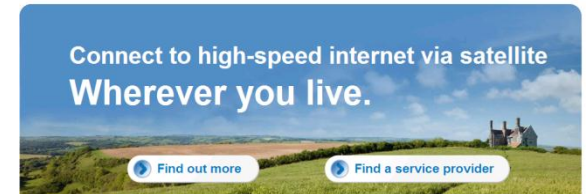


Gilat has the capability and experience to provide all aspects of turnkey and network operations services

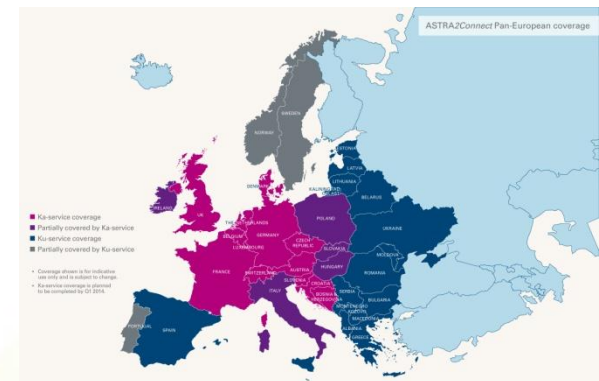


SES **ASTRA2Connect**

- **Hosted Payload satellite architecture:**
 - 4 Ka beams
 - 3 satellites
- **High throughput services up to 20Mbps**
- **Expected scale: 100,000 – 200,000 users**
- **Service Launch: Fall 21012**
- **Gilat awarded a contract to supply**
 - **SkyEdge II ground segment**
 - **Ka-band VSAT terminal equipment**



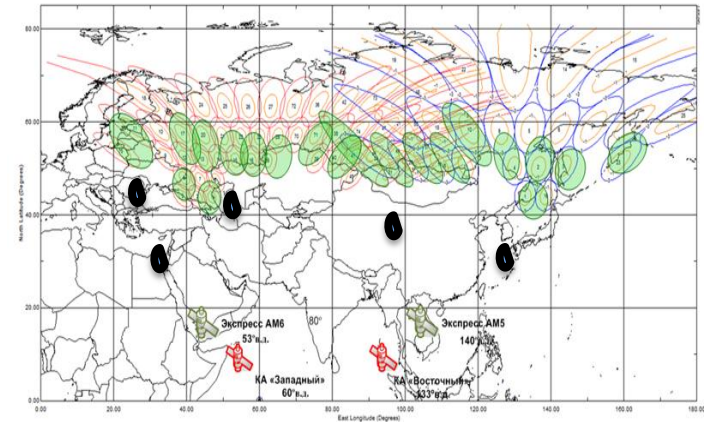
Design Pending





RTComm

- **Service Launch over hosted payload - 2012**
 - 20 Ka beams
 - 2 satellites
- **Second phase with HTS satellites – 2014**
 - 79 Ka beams
 - 2 satellites
- **Expected scale: 2,000,000 users**
- **Gilat awarded a contract to supply**
 - SkyEdge II ground segment
 - Ka-band VSAT terminal equipment
 - Technology transfer
 - R&D collaboration





Telecom Namibia

- **Customer Need:**
 - Nationwide coverage in the country with the world's 2nd lowest population density
 - Provide broadband to tourist lodges and high-income consumers
- **Solution:**
 - Dialaway and Faraway systems now upgraded to SkyEdge II
- **Benefits:**
 - Variety of services – VoIP, Data, Internet, backhauling trunks to remote switches, POS, public payphones
 - Turnkey solution with integration with OSS/BSS

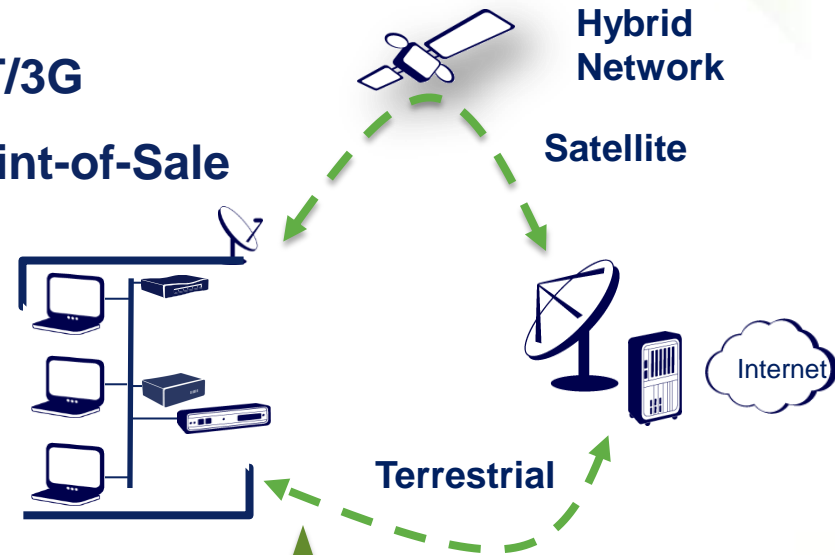




Enterprise Case Study (USA)

Customer Requirements

- High Availability Hybrid DSL/VSAT/3G
- Integration with legacy non-IP Point-of-Sale
- Central network management
- LAN Segmentation/Security
- PCI DSS



589
Sites



2485
Sites



2704
Sites





Communications for Banking

Kenya Commercial Bank

- **The largest Bank in Kenya, partly governmental**
- **220 branches at 4 extended subsidiaries: Tanzania, Uganda, South Sudan, Rwanda and planned to expand to Burundi**
- **Customer needs**
 - Reliable backup solution for bank branches & Support ATM sites
 - Low OPEX solution that utilizes existing SCPC BW
 - Private hub operated by the bank IT team
- **Solution**
 - Single hub supporting all site types
 - Migration from SCPC to TDMA/SkyEdge II
 - Replacement of ~150 competitor sites
 - Local hub operator support
- **Advantages**
 - Ability to offer a solution that sufficiently minimizes OPEX
 - Working closely with local service provider





Voice Service Expansion

Sibir Telecom, Russia

- Fixed line operator with 3.4 million lines covering close to 30% of Russia's territory
- **Requirements**
 - Expansion of voice services to new areas
 - Use of SS7 based voice switches
 - Utilization of existing Teleport located in Irkutsk
- **Solution**
 - Full Mesh architecture
 - Voice trunking (15-120 calls per site) solution
 - Customized SS7 to VoIP SIP adapter solution at VSAT sites
 - NetEdge Multi-star Gateway
 - Equipment supporting SCPC link including voice compression
- **Benefits**
 - SkyEdge II broad range of features – NetEdge, high inbound bitrates, BW efficiency
 - Multi-Star topology allows use of national Hub for control and management and regional Gateway for local voice service





Cellular Backhaul – Mesh

Huawei & MTN, Nigeria

- **MTN Nigeria - largest mobile operator in Nigeria (31M subs)**
- **Huawei - A leading telecom provider in China (2009 Bookings: over \$30B)**
- **Customer needs**
 - Turnkey – Hub with Antenna & RFT, 285 VSAT sites, services and space segment
 - First phase towards a planned network of 1,500 sites, to become the largest mesh network
 - Voice only – 50% of calls terminate within a region
 - Low DAMA (20%)
 - Mixed star and Mesh architecture - BSS mesh mandatory
- **Solution**
 - Customized integration of IDU and BTS (for support BSS Mesh)
 - Custom SkyEdge II Rack-Mounted VSAT (48V) with mesh card
- **Advantages**
 - Advance mesh capabilities and reference mesh implementations
 - Ability to customize the IDU to support a new features
 - Competitive Total Cost of Ownership
 - Ongoing cooperation with Huawei HQ





Multi-National Network Solutions

Orange Business Services (France Telecom brand)

- **Customer Requirement**

- Satellite services for Enterprises & Business
- Corporate, Cellular Backhauling, SCADA

- **The opportunity & process**

- Chose Gilat to be an approved supplier to Orange
- First deployment cellular backhaul network in Niger

- **Proposed Solution**

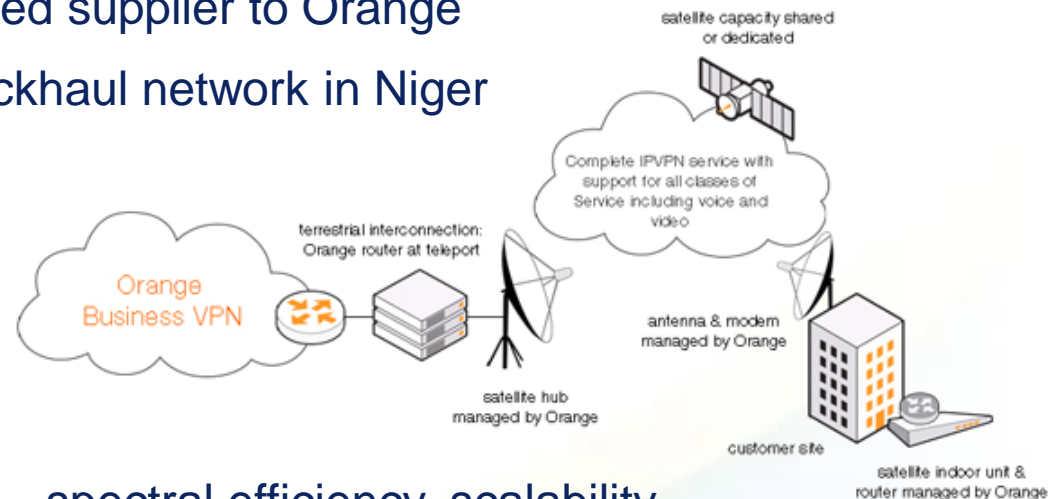
- SkyEdge II, NetEdge, BWO

- **Gilat Key Advantages**

- QoS
- Proved technical superiority – spectral efficiency, scalability



Business Services

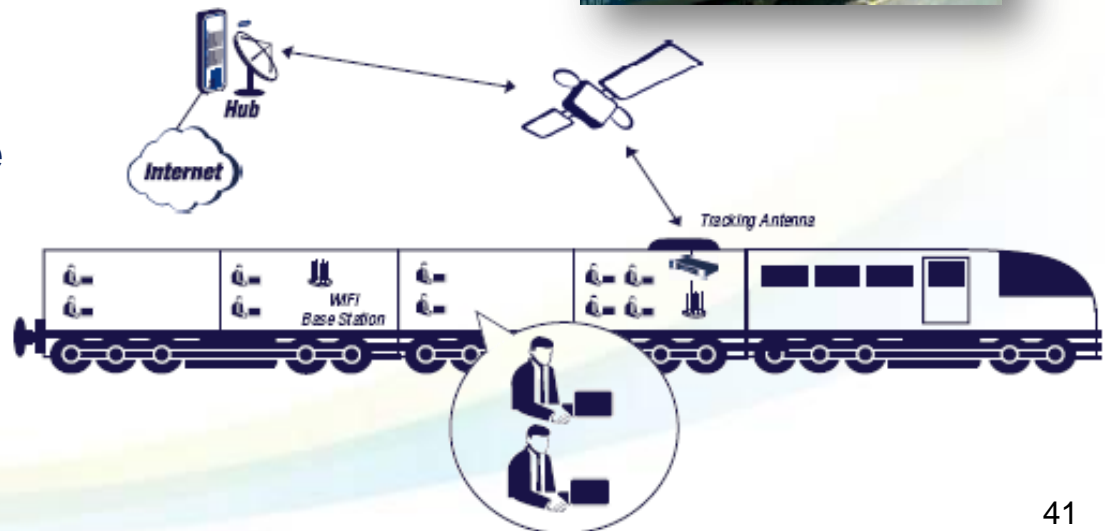




Internet Access on Trains

Transtelecom and Astel , Kazakhstan

- **Customer need:**
 - Provide Internet and telephony services for passengers on trains
 - Rides of 12 hours and more
 - No cellular coverage
- **Integrated solution**
 - SkyEdge
 - Special antenna
 - Mesh WiFi inside
 - No cables





E-Government - Multi-Sector Hub

Angolan Government

- **Customer Need:**
 - National satellite network for e-Health, e-Education, e-Government infrastructure
 - Widespread access for Voice, Data, Internet, TV and Radio communication
 - Broadband Services for enterprises (VPN), SoHo, SME, consumer, etc.
- **Solution:**
 - Gilat VSAT platform functioning as a national backbone
 - High speed secure IP data network for various government sectors
 - Rural tele-centers network spread over the country
 - Cellular backhaul solution used for Rural GSM infrastructure





Rural Telephony and Telecenters

Colombian Ministry of Information Technology and Communications

- **Requirement:**
 - **Install and operate rural telephony and telecenters throughout Colombia**
- **Solution:**
 - **Managed network based on Gilat VSAT system deployed and operated by Gilat subsidiary in Colombia**
 - **Telecenters' administrators qualified by Gilat to conduct computer and internet literacy training for community members**
- **Gilat selected by Colombian ICT ministry for repeated projects and extensions in 1999, 2002, 2008, 2009, 2010 and 2011**





Connecting Rural Communities

ETC, Ethiopia

- **Customer need:**
 - System that can deliver broadband services, including video and data-centric applications
 - Internet solution for Corporate and Government entities including the SchoolNet project
 - Expand GSM cellular coverage to remote regions in Ethiopia
- **Solution**
 - Gilat VSAT platform with SkyAbis cellular backhaul prepackaged solution
 - Deployment in 400 rural schools and enabling eLearning capabilities
- **Benefits**
 - SkyAbis provides traffic optimization and dynamic bandwidth allocation for GSM backhaul
 - Enhancing the rural schools with Internet connectivity as well as TV- broadcast educational content





Build-Operate-Transfer (BOT)

Cable & Wireless Panama

- Provide communication to some of the remotest villages in Panama
- Build, operate and transfer model by Gilat
- Customer owned by Cable and Wireless
VSATs owned and installed by Cable & Wireless
- Hub owned and operated by Gilat
- Gilat receives revenue by actual traffic (or minimum charge)
- At end of period, ownership of hub transferred to Cable & Wireless
- Expanded to data services



CABLE & WIRELESS



**CON LOS PANAMENOS
EN TODO LUGAR Y EN
CUALQUIER CIRCUNSTANCIA**

“With Panamanians
everywhere and at any
circumstance”



Digital Village

Gujarat, India

- **Customer Need:**
 - Deliver digital government services to a population of 31 million villagers
 - Connect 13,814 sites spread over an area of close to 200,000 square km
- **The Solution:**
 - Network operated by Bharti using SkyEdge VSATs
 - All VSATs deployed within 6 months!
- **Benefit:**
 - Villagers can:
 - Obtain certificates and pay bills without leaving the village
 - Communicate with government officials
 - Talk with their relatives abroad
- **After this project Gilat's local partner won the GESIA Annual award for best telecom company in Gujarat**





eHealth – Mobile Medical Unit

Oklahoma State University Hospital

- **Customer need:**

- **Vehicle in state of Oklahoma in remote regions to:**

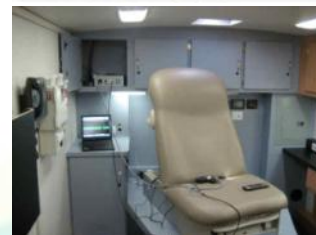
- Provide expert medical services
 - Interface with University hospital to access database (X-rays, medical records, etc.) for medical diagnostics
 - Reach patients that will otherwise not get treatment

- **Solution:**

- **WiFi, EVDO and Satellite combo**

- **Benefit**

- **VSAT allows full territory coverage**
 - **Least cost access system**





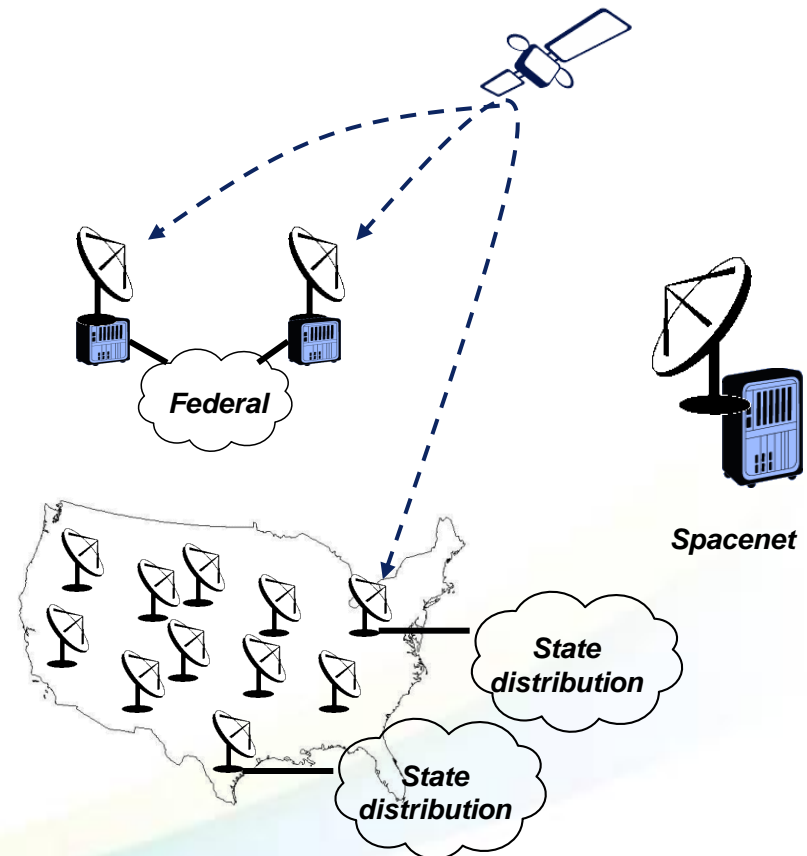
FEMA

SkyEdge II network with NetEdge Multi-star

- Supporting FEMA Integrated Public Alert and Warning System
- Private Dedicated Network with Guaranteed Communication Paths
 - High Performance Single Hop Connectivity
 - Gateways to Remote and Remote to Remote Mesh Capability
 - 64kbps/64kbps Dedicated Channels
- Fully redundant unmanned Gateways – no option for hubs
- High Network Security
- Very High Availability (Wind/Rain/Snow)



FEMA



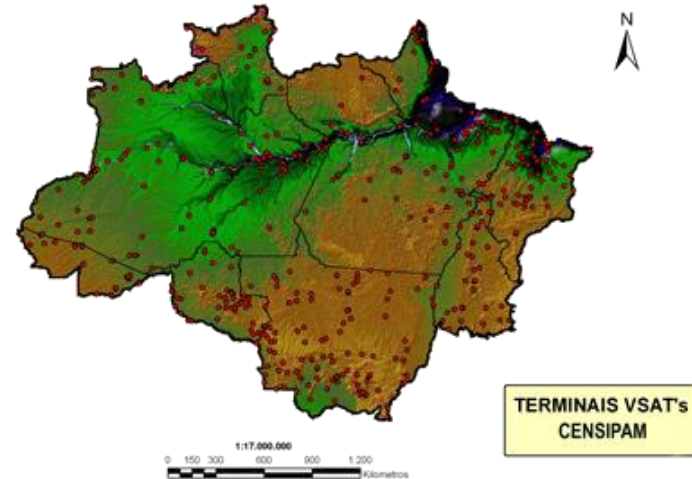


Cartography and Telemetry

SIPAM - Brazil's Amazonian Protection System

- **Customer Need:**
 - **Connect remote cartography and telemetry in remote Amazonian region**
 - Weather forecasting
 - Security and other public services
- **Solution**
 - **SkyEdge II network with more than 1,000 remote sites**
- **Benefit:**
 - **Increased quality of information provided to the press, civil defense, educational institutions and researchers nationwide**

Remote VSAT Locations

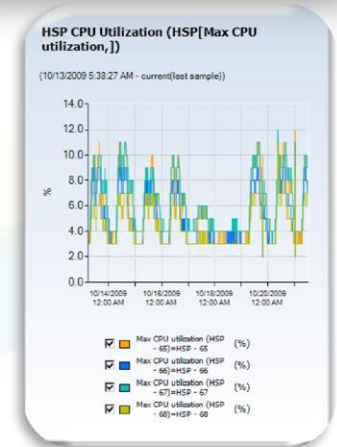
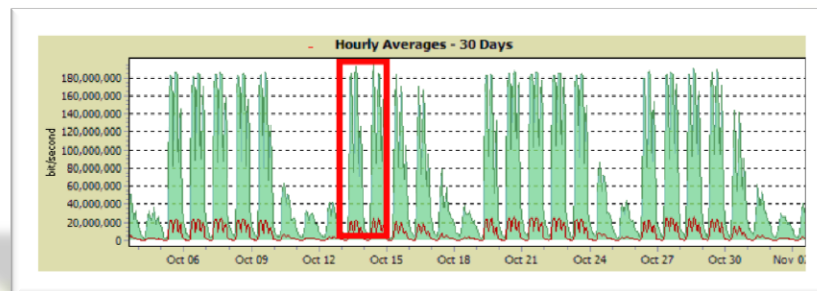




Large Scale E-Government

GESAC, Brazil

- Government project connecting 13,000 sites - capacity over 500Mbps
 - E-Learning service at Schools
 - E-Gov Services at Community Centers
 - Internet Access at Military bases
- Satellite required due to lack of terrestrial infrastructure
- Solution: Service provided by StarOne using Gilat platform
- Benefits:
 - Delivered 33Msps over a 36MHz transponder - Full capacity squeezed into 6 transponders
 - Advanced monitoring system developed by Gilat contributed to the success of the project





eHealth - Field Hospitals

Mexico

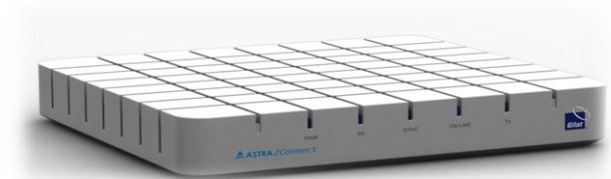
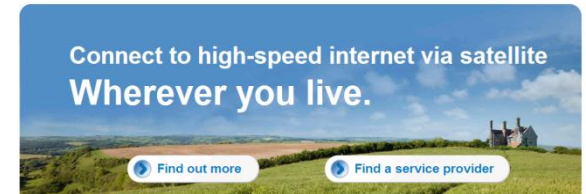
- **Customer Need:**
 - Mexican government needed to be prepared for:
 - Immediate response to disasters
 - Support local pandemics
- **Solution**
 - Gilat Transportable VSAT
 - High speed two-way connectivity
 - Video conferencing, VoIP, file uploading and e-mail



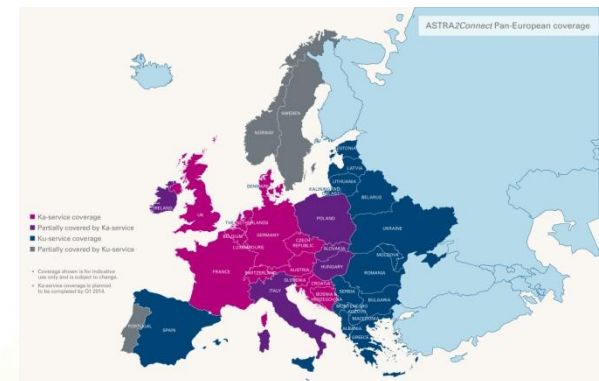


SES **ASTRA 2Connect**

- **Hosted Payload satellite architecture:**
 - 4 Ka beams
 - 3 satellites
- **High throughput services up to 20Mbps**
- **Expected scale: 100,000 – 200,000 users**
- **Service Launch: Fall 21012**
- **Gilat awarded a contract to supply**
 - **SkyEdge II ground segment**
 - **Ka-band VSAT terminal equipment**



Design Pending

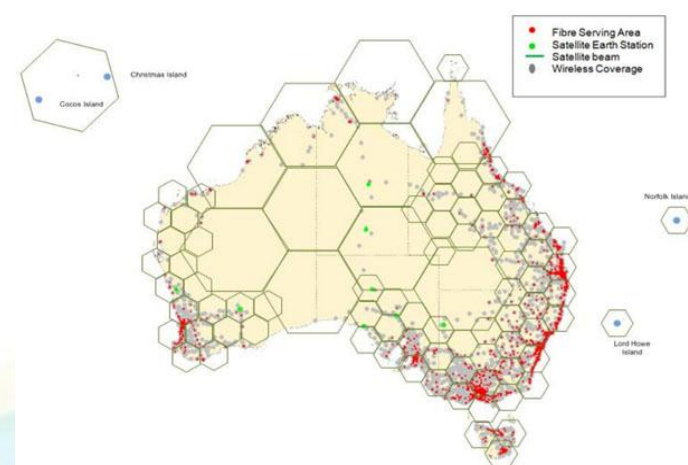
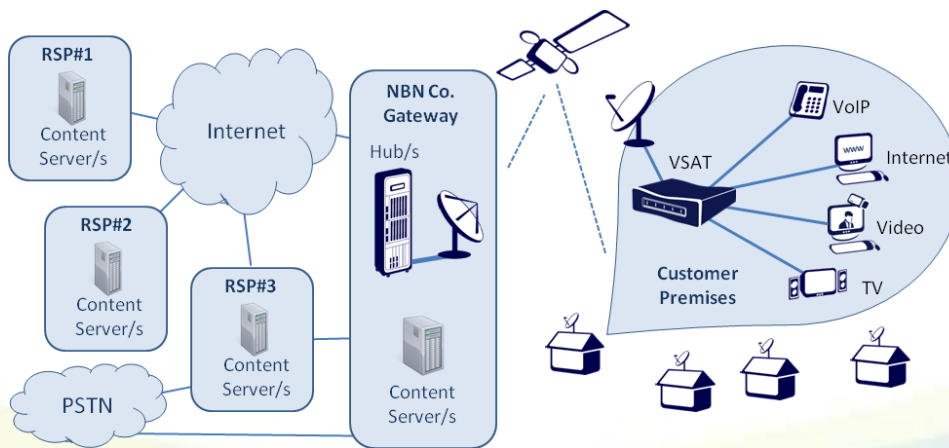




Australian NBN

Ka/Ku Multi Spot Beam

- **NBN - A multi \$B Australian Government funded project**
- **Most budget goes to terrestrial fiber**
- **First Release Ka/Ku VSAT network awarded to Gilat**
 - SkyEdge II technology
 - 3 Gateways; 11 hubs; Up to 48K VSATs
- **Benefits**
 - High throughput VSAT, Strong HTTP Acceleration & Compression, Adaptive Outbound & Inbound, OSS/BSS interfaces





Automated Elections Solution

Election Board (CNE), Venezuela

- **Customer Need:**
 - Full turn key project in 45 days
 - End-to-end solution for elections
 - Connect 3000 biometric polling sites
- **Solution:**
 - Gilat VSAT system deployed and operational on time!
 - 5.5 million voters used the Gilat solution
 - Average of >6,300 votes cast per minute
- Has been used 6 additional times;
Latest in Nov 2010





Lottery Networks in Africa

- In 2010, Gilat was selected to deploy the largest satellite-based lottery communications network in Africa
 - Covers Ivory Coast, Senegal, Congo Brazzaville, Congo DRC
 - 2500 site deployed in 1st phase with potential to expand to 10,000 sites
- Lottery network of 1500 sites deployed in North Africa
 - The first 900 sites were installed in less than 30 days throughout a region spanning around 2500 kilometers
- **Benefits:**
 - SkyEdge platform ideal for lottery transactions
 - Unmatched Reliability
 - BW efficiencies
 - High availability





Power Monitoring & Control

FSK, Russian Federal Network Company

- **FSK is one of the world's largest electric companies, serving more than 142.2 million Russian citizens**
- **Requirements:**
 - **SCADA and telephony for 650 locations nationwide**
 - **VPN applications enabling secure network services to be transmitted between FSK's electric facilities**
- **Solution:**
- **SkyEdge enables FSK better load tracking and more accurate forecasting**

