

Gilat Blog

2024 at Gilat: Strategic Expansion into IFC and Defense Markets Bears Fruit

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In 2024, Gilat enjoyed another outstanding year as it continued to focus on its key growth engines of Defense and Inflight Connectivity (IFC), while increasing presence and leadership in the new space era of Very High Throughput Satellites (VHTS) and Non-Geostationary Orbit (NGSO) constellations.

To celebrate Gilat's success and to embrace the company's commitment to the multi-orbit revolution, Gilat announced a new brand identity, at the beginning of 2024, reiterating the company's vision of the right of all people to be connected. In today's space revolution, adapting to the changing needs and expectations of Gilat's partners is of paramount importance.

Gilat's key growth markets are influenced by global trends. The geopolitical tensions and conflicts around the world are causing an increase in Defense budgets and are requiring investments in SATCOM-based solutions to meet the needs of the netcentric battlefield. As such, during 2024 Gilat further established itself as a trusted partner for Defense forces worldwide, delivering superior next generation SATCOM technologies, solutions and field-support.

The IFC market is also showing growth, enjoying a strong tailwind from free WiFi initiatives that require high-throughput modems and ground network expansions. In 2024 Gilat took a major strategic step by acquiring Stellar Blu Solutions, a leader and first to market in delivering Electronically Steerable Antenna (ESA) for the In-Flight-Connectivity market.

Furthermore, contributing to the Defense and IFC market-growth is the abundance of capacity at affordable prices brought about by NGSO solutions.

In addition, Gilat continued to lead in Peru, by bringing connectivity to hundreds of thousands of citizens in the most remote areas, thus taking strides in closing the digital divide.

Let's now look more closely into 2024 activities in the various segments:

Strategic Investment in the Defense Sector Bearing Fruit

During 2024, Gilat made significant headway to realize its strategy of becoming a major global player in the growing Defense SATCOM market. As part of the increased focus on the Defense market, the company took a decision to establish a Defense Division, named Gilat Defense. The division offers Gilat's full Defense product portfolio including products from Gilat DataPath Inc.(DPI) and Gilat Wavestream.

The DataPath Inc. (DPI) acquisition was completed at the end of 2023, and spear headed Gilat's success in 2024 as a market leader in trusted communications for the US Department of Defense (DoD), Military and Government sectors.



DPI's market leading DKET; CCT and QCT terminals brought in substantial orders from the US DoD and other international defense organisations. These transportable satcom hubs and portable terminals deliver the operational flexibility, capacity, connectivity, and control required to ensure success anywhere in the world.

During 2024, Gilat experienced growing synergies between its subsidiaries including product-lines, technical support and sales forces. As an example, Gilat's two US subsidiaries, Wavestream and DPI, joined forces in delivering to the US army a communications-on-the-pause solution for operation around the globe. The solution includes DPI's mobile Satellite Transportable Terminals (STTs) and Wavestream's ruggedized Solid State Amplifier (SSPA) products. Furthermore, integration of SkyEdge IV modems with DPI's durable portable satellite terminals, C-series, has already been demonstrated.

On the global front, in 2024, Gilat's proven multi-orbit, SkyEdge IV platform and Taurus-M modems were selected to augment advanced SATCOM capabilities for a leading national Defense organization. The SkyEdge IV platform will provide military grade security based on TRANSEC & FIPS standards and cyber security for multiple applications.

Gilat's solutions for Defense applications span a wide portfolio of applications including communication on the pause and on the move, unmanned aerial vehicles, manpacks, and armored fighting vehicles. Gilat's military systems allow military and border patrol teams to exploit the full potential of long-endurance missions with airborne, maritime, and land-based communications.

Gilat's end-to-end portfolio includes modems, antennas, ESA terminals and BUCs all powered by innovative technology. Gilat's solutions are built for mission-critical COMMs/C6ISR operations over multi-orbit, software-defined platforms. The solutions combine unmatched technical know-how and field services to assist militaries and governments deploy and operate their network infrastructure.

In 2024, Gilat's continuous technical leadership made headway on its next-generation Software-Defined Radio modem for mission critical applications. This modem delivers a new standard for mission flexibility, with anti-jamming capabilities and the ability to deliver superior performance and high availability required to support SCPC/MCPC connectivity. In 2024, a multimillion-dollar order for this modem was received from a leading Defense organization.

Gilat is continuously building upon the strong synergies between its product lines and has increased its offering to a broader portfolio for military applications and is offering its solutions widely across the world.

Broad Expansion in the Inflight Connectivity (IFC) Market

In 2024 Gilat increased its presence in the IFC market and showed solid year-over-year growth. Gilat provides is focused on Commercial Aviation and Business Aviation with a complete portfolio of offerings.

A major strengthening of Gilat's IFC position took place in June 2024 when Gilat signed a definitive agreement to acquire Stellar Blu Solutions (SBS). SBS is a leading player with Sidewinder, a full ESA antenna optimized for GEO/LEO in the Commercial Aviation market. SBS completed qualification and earned supplemental type certification on the multi-orbit Sidewinder aero terminal. SBS is a one-stop shop for development, installation, certification and integration, bringing-on further collaboration with Intelsat as well as prestigious customers such as Panasonic and Boeing.

In 2024, Gilat saw significant activity and market opportunity with ESA especially for business and commercial aviation as well as government and military aviation.



Gilat sees great potential and interest in its ESA antenna for the OneWeb LEO constellation, as well as for a multi-orbit operation over GEO and LEO and for future LEO constellations such as Telesat LightSpeed and IRISS.

On the baseband and modem front, Gilat expanded Intelsat's Commercial Aviation network and proved upward compatibility from SkyEdge II-c to SkyEdge IV. Furthermore, the Commercial Aviation network is expanding to add multi-orbit terminal capabilities to airplanes. Gilat also penetrated the Business Aviation sector with its upward compatible Taurus modem enabling a higher grade of services.

Another important development in 2024 was the announcement of SES' Open Orbits initiative, which will allow roaming between Gilat equipped networks delivering global IFC connectivity over GEO and MEO, thus significantly increasing Gilat's growth potential.

Gilat's portfolio of ESA antennas, modems, hubs and SSPAs for both Ku and Ka bands position it as the leader in IFC technology and will enable IFC to continue to be a major growth engine for Gilat.

Broad Expansion in the Inflight Connectivity (IFC) Market

During 2024, Gilat made significant strides forward in leading the multi-orbit revolution with its multi-orbit and very high throughput satellite (VHTS) solutions. This includes LEO and MEO constellations as well as GEO VHTS. Gilat has also strengthened its play in existing networks, won new accounts and is bidding on new LEO opportunities.

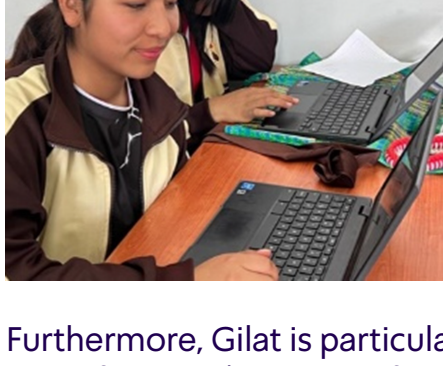
Gilat is a strong player in the growing NGSO market with a range of product lines including a VSAT platform, SSPAs and ESA antennas.

Gilat's solutions enable a wide range of services and applications over multi-orbit constellations, Defense applications, IFC, maritime, land mobility, cellular backhaul, enterprise services, and more.

Listed here are some of the major 2024 achievements backed by strategic partnerships with the major satellite operators that strongly supported the growth of Gilat's business.

- Gilat has progressed in developing a software only platform that runs on COTS to serve software defined satellites. SkyEdge IV is being transformed to the Cloud and will become a fully virtualized system
- SkyEdge IV – the industry's first MEO-GEO platform, enabled SES to launch its O3b mPOWER software-driven constellation in 2024, and to provide service with unparalleled flexibility and scale over its global GEO-MEO VHTS network.
- During 2024, Intelsat expanded its multi-service network to include SkyEdge IV. Furthermore, Intelsat's large global network powered by SkyEdge was expanded to include maritime (FlexMaritime Vantage) and cellular backhaul services.
- This year Gilat continued to supply SSPAs for gateways for LEO constellations.
- Gilat's ESA offering was broadened in 2024 with SBS's Sidewinder. The Stellar Blu Sidewinder solution is novel in its open architecture and is optimized to enable the performance and cost advantages of multi-orbit strategies. In the longer term, Gilat expects to leverage the technology portfolio into other large adjacent markets.
- Gilat made progress in 2024 on a bid for a next generation LEO constellation. This project is based on a 5G core and access with standard 5G modems and includes onboard processing. The platform will support service for all applications such CBH, IFC and maritime.

Leading with Social Inclusion in Peru



In 2024 Gilat made great progress in Peru with projects to assist in bridging the digital divide. Gilat completed the construction and implementation of the 6th regional project for Pronatel in the Amazonas region as well as the acceptance process and operational phase. Gilat has progressed faster than planned in implementing the Amazonas region's expansion project.

Furthermore, Gilat is particularly active in social inclusion projects with a follow-on order for over \$10 million from Internet Para Todos, IPT, a consortium comprised of Telefonica and Meta Facebook, to deliver Cellular Backhaul services across rural areas in Peru. IPT is a global collaborative initiative to bridge the digital divide in Latin America, under a sustainable model, that would allow to overcome the obstacles of bringing connectivity to rural and geographically complex areas. In addition, Gilat was awarded again, by America Movil and Telefonica, to provide connectivity services to Banco de la Nacion in Peru.

What a Remarkable Year



Gilat embarked 2024 with a new brand inspired by the boundless connectivity found in nature. Gilat's brand draws its essence from the engaging sea ripples effect, symbolizing the ubiquitous and far-reaching nature of satellite communications. The ripple effect serves as a powerful metaphor for the inclusive and widespread connectivity Gilat strives to provide, ensuring that the right to be connected surpasses geographical boundaries, just like the immense distances of the open sea. Gilat's vision is to create a world where connectivity knows no bounds.

During the year Gilat strengthened and expanded its major growth engines, Defense and IFC. Global Defense success was achieved with DPI, leading the way by expanding its presence in the US DoD. Gilat also solidified its IFC leadership with the acquisition of Stellar Blue Solutions. And made progress on several NGSO/ LEO initiatives.

In summary, Gilat is extremely well-positioned as it enters 2025 leveraging the growing demand for NGSO and GEO VHTS, while utilizing its comprehensive product offering and satellite expertise.