The Future of Satellites

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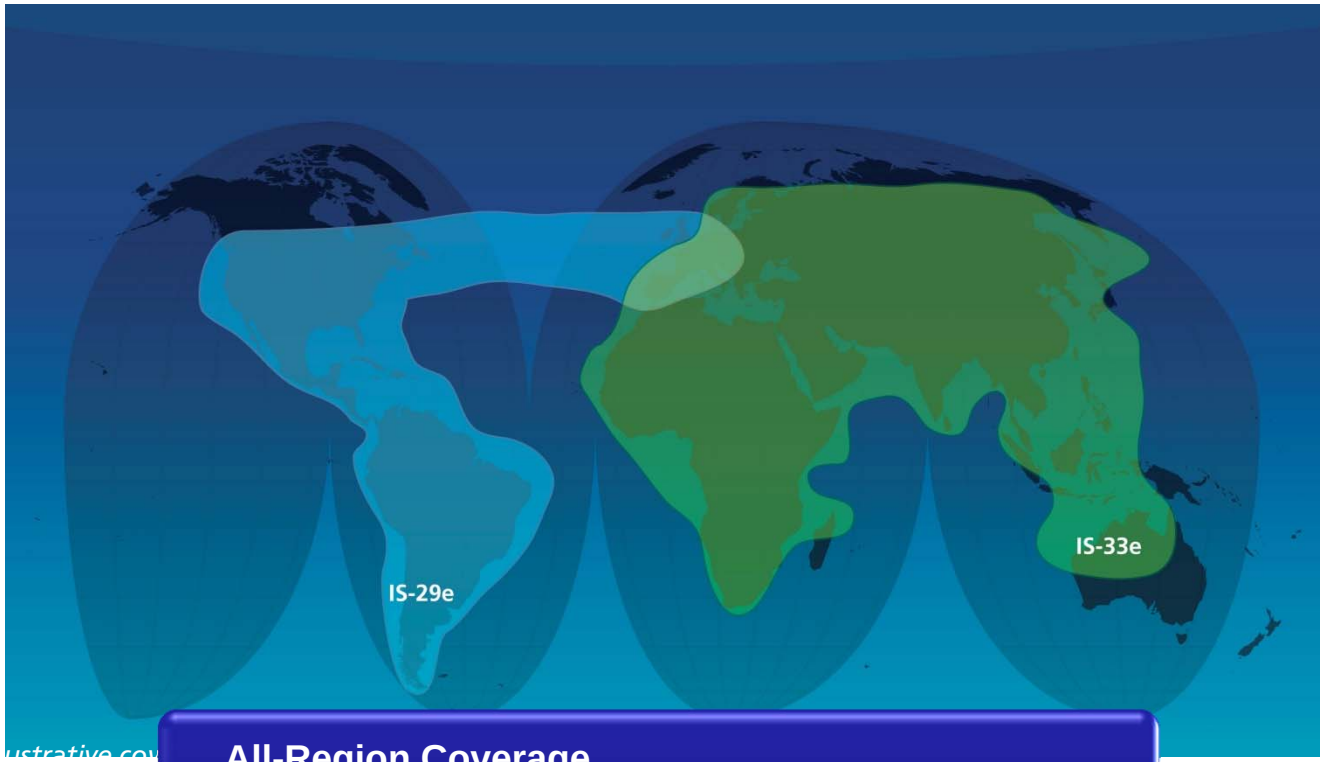
Intelsat Epic^{NG}
Innovation in C-, Ku- and Ka-bands

A high-performance, next-generation satellite platform that delivers global high throughput technology without sacrificing user control of service elements and hardware



All-Region Coverage

- Layered approach with existing fleet
- C-, Ku- and Ka-bands

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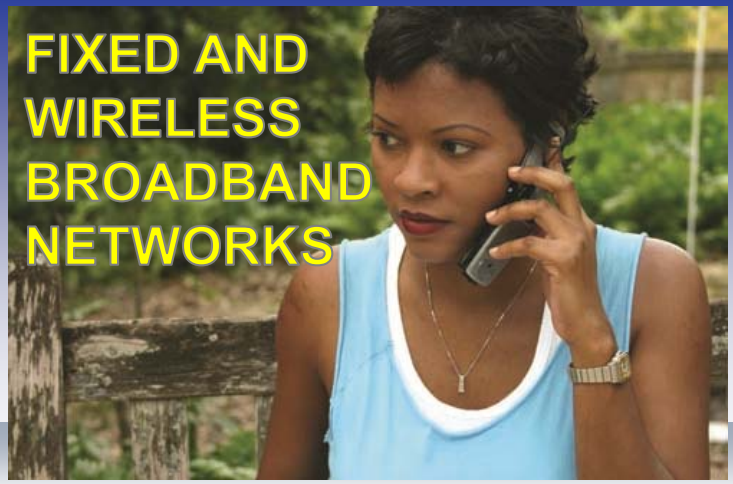
Supports Customer Applications in Four Sectors



INTELSAT SATELLITE & TERRESTRIAL INFRASTRUCTURE & SERVICE-SPECIFIC APPLICATIONS

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High Performance Satellite Platform

- High Capacity
- High Efficiency
- High Throughput
- High Performance
- Multi-band
- Resilient and Secure
- Open Platform
- Backward Compatible
- Flexible
- Complementary Overlay
- All-region Coverage
- Lower Cost of Ownership

Intelsat Epic^{NG} Value Proposition
Open Architecture

COMTECH EF DATA

Newtec
SHAPING THE FUTURE OF SATELLITE COMMUNICATIONS

Gilat

HUGHES

iDIRECT

Open Architecture

- Backwards compatible with existing terminal infrastructure
  - No need to re-invest in terminal infrastructure
  - Freedom of equipment and manufacturer choice
  - Lower total cost of ownership
- Customer equipment and control

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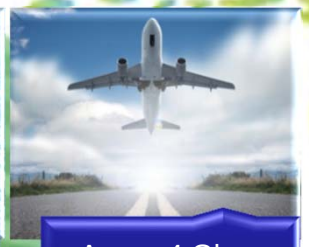
Intelsat Epic^{NG} Value Proposition
Flexibility across All Applications

North America


Maritime +7 Gbps


Aero +4 Gbps

Europe & MENA


Enterprise +23 Gbps


CBH +9 Gbps

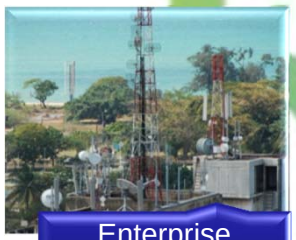

DTH +18 Gbps


Aero +7 Gbps

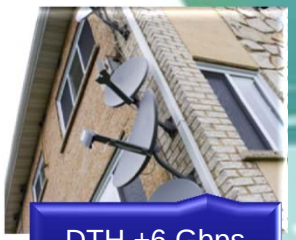

Military +25


Maritime +12 Gbps

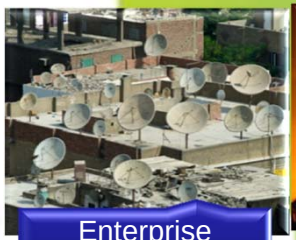
Americas


Enterprise +9 Gbps


CBH +6 Gbps


DTH +6 Gbps

Sub Sahara Africa


Enterprise +6 Gbps


CBH +19 Gbps


Military +4 Gbps

Asia


Enterprise +14 Gbps

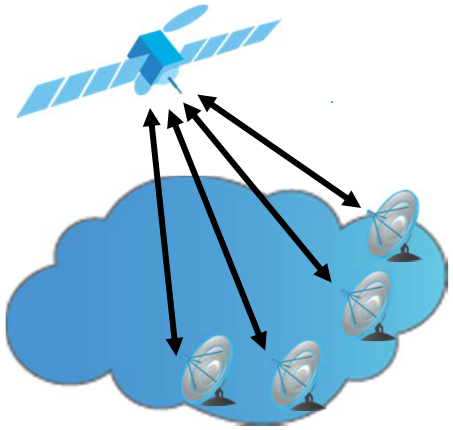

CBH +12 Gbps


DTH +13 Gbps

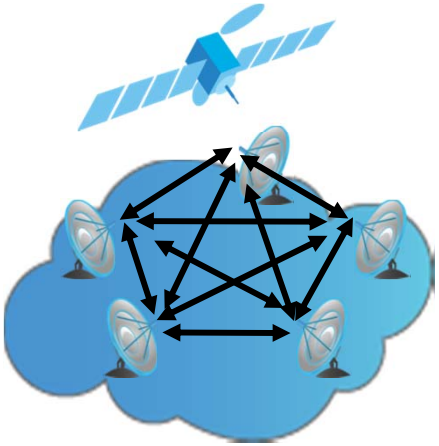

Military +18 Gbps

* By 2020. Excludes Consumer Broadband
Source: NSR, Futron and Intelsat

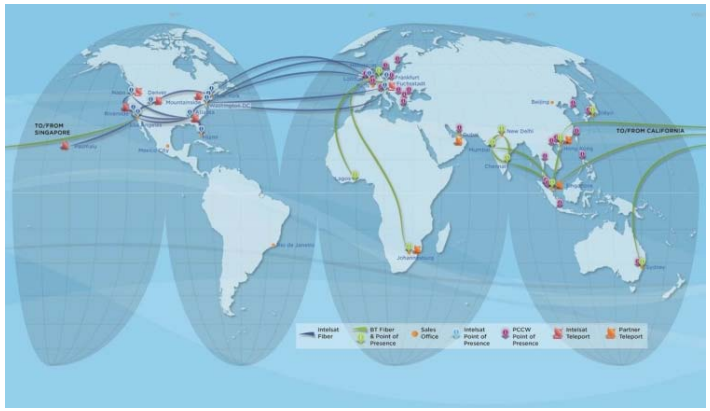
Intelsat Epic^{NG} Value Proposition
Connectivity



Star Topology



Mesh Topology

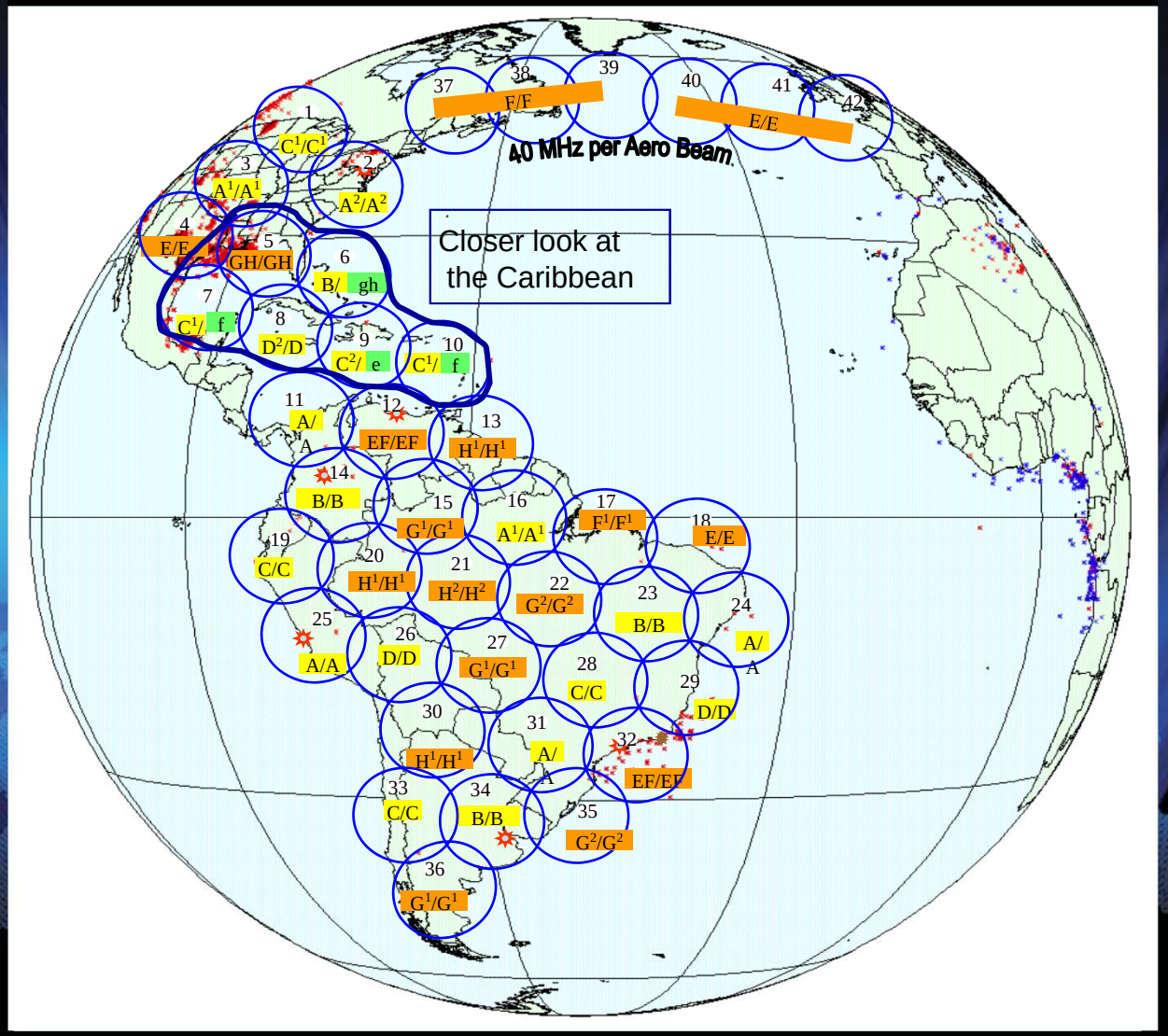


IntelsatONE Terrestrial Network

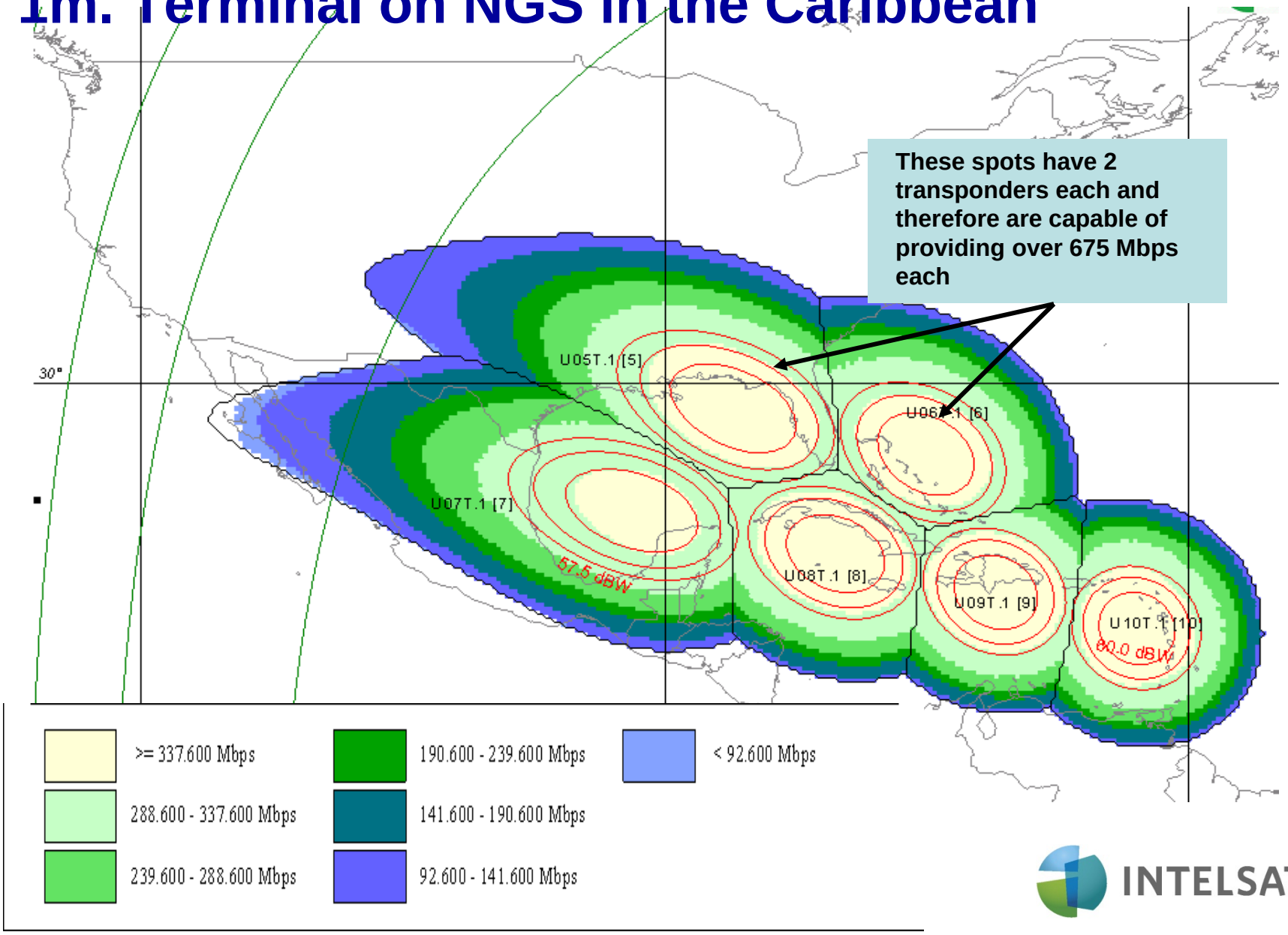
Connectivity

- Multi-band capability
- Supports star, mesh & loopback topologies
- Integrated with IntelsatONE terrestrial infrastructure

IS-29e: Ku-band User Beams + DTH Beam + Steerable Beams + Channelizer



IS-29e: Throughput per Transponder into a 1m. Terminal on NGS in the Caribbean



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INTELSAT®
Epic NG
for
Cellular Backhaul

The Role of Fixed Satellite Services for Cellular Backhaul (2000-2011)

- **Satellite options of today:**
  - **Provide last-mile connectivity required to reach the most remote locations**
  - **Foster population welfare and improved quality of life**
  - **Allow for rapid deployment**
  - **Provide resiliencies needed to meet SLAs at edges of hybrid networks**

Standard kits to support BTS-BSC link:

C-band: 2.4m antenna / 20W HPA

Ku-band: 1.2m antenna / 5W HPA

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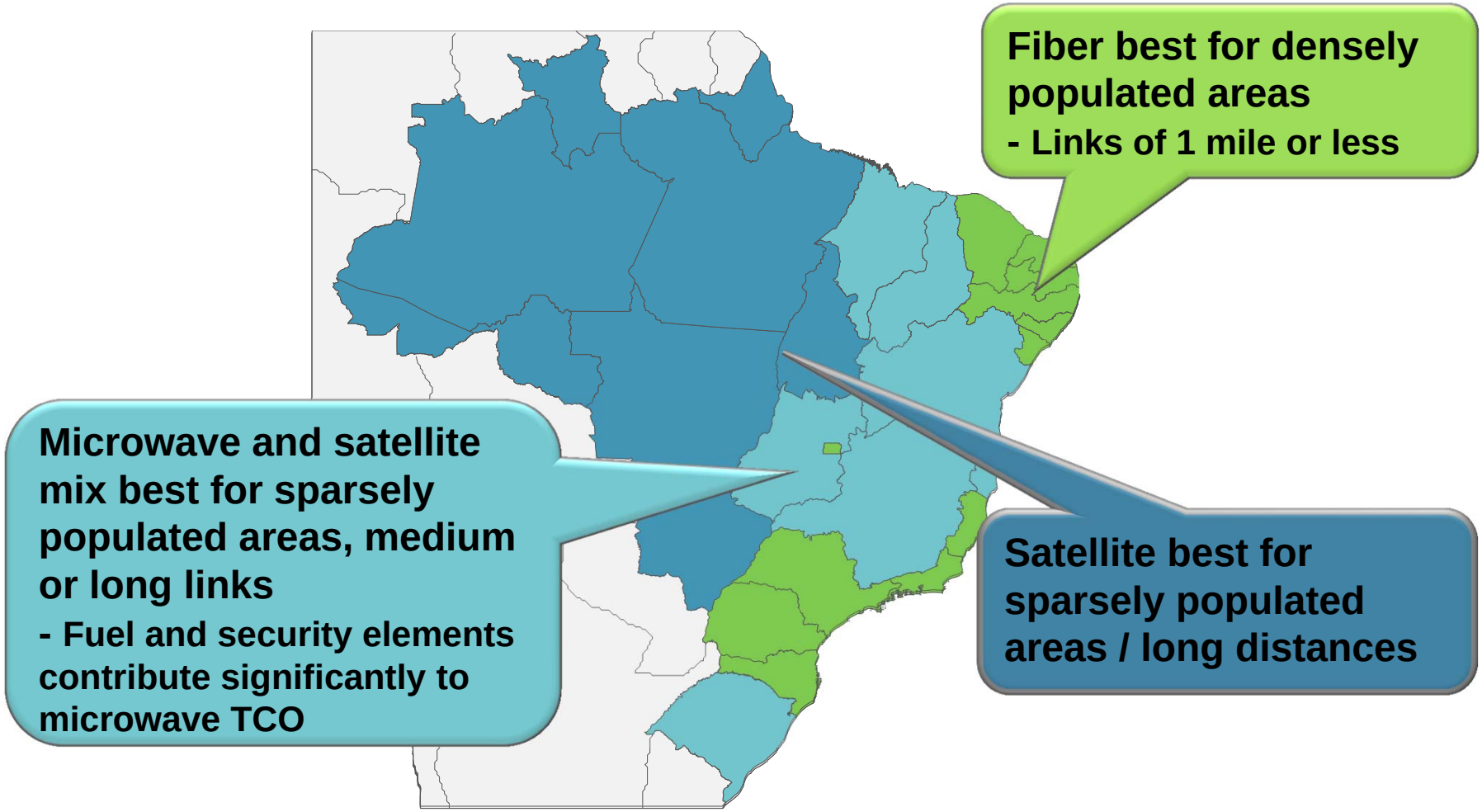
Roles of Fiber, Microwave and Satellite to Support Cellular Backhaul Requirements



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The Role of Intelsat Epic^{NG} for Cellular Backhaul

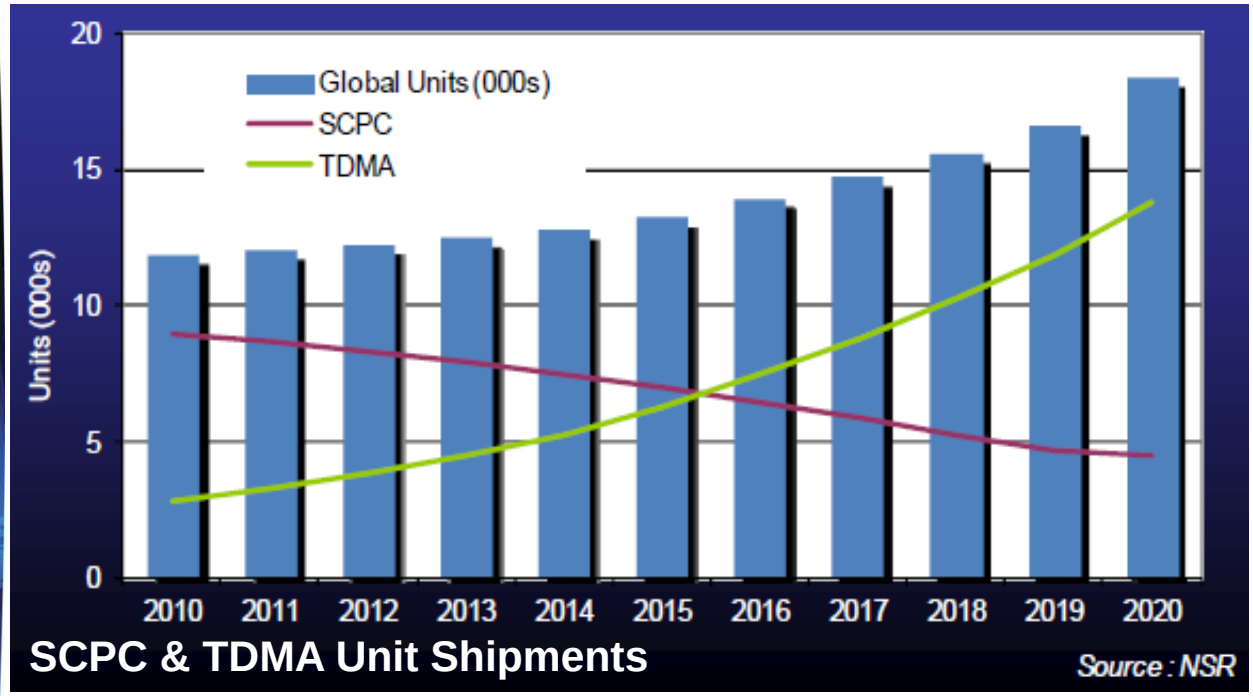
With 3G and 4G Networks, Intelsat Epic^{NG}

- Provides high throughputs required to support increased per-user and backhaul bandwidth requirements
- Allocates bandwidth dynamically for asymmetric multimedia requirements through application specific routing
- Allows load sharing of links in times of high traffic load per site and/or congestion in network

Intelsat Epic^{NG} Alters Total Cost of Ownership

- New economics lower revenue per site barriers
  - Support thin routes with low ARPU users
  - Smaller CPE footprint allows low-power solar options
- Provides viability to use satellite links as primary/backup solutions for backbone links due to increased throughputs and better economics

Bridging from Today's FSS Solution to Intelsat Epic^{NG}



- **Over 50,000 satellite modem purchases between 2012-2015 to support cellular backhaul**
  - **New equipment plus legacy purchases are compatible with Intelsat Epic^{NG}**
  - **Purchasing decisions need not be pushed out until new platform available**

Intelsat Epic^{NG} provides comparable economics to microwave solutions

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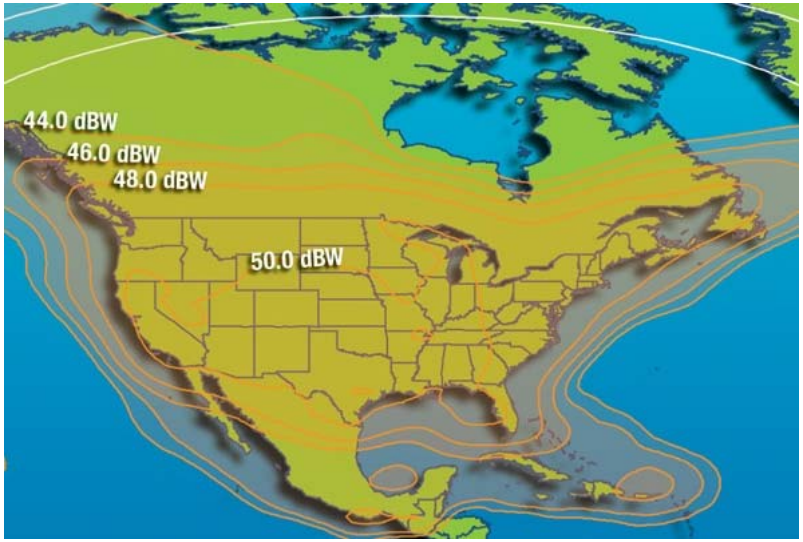
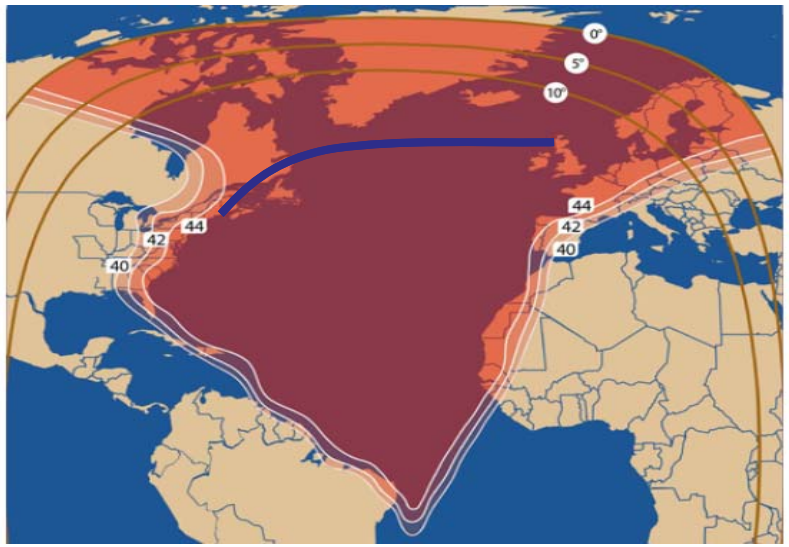
Epic NG
for
Mobility Applicatons

Staying Connected … in the Air and at Sea

Today's beams are designed predominantly for land mass coverage:

- **Majority of beam over land**
- **Mobility requirements compete with other markets for capacity**
- **Antenna size and throughput needs unmet**





Optimized coverage is at the expense of performance:

- **Broadening the beam (and its appeal) diminishes throughput**
- **Majority of coverage not required for preponderance of traffic**

Throughput or coverage? You choose

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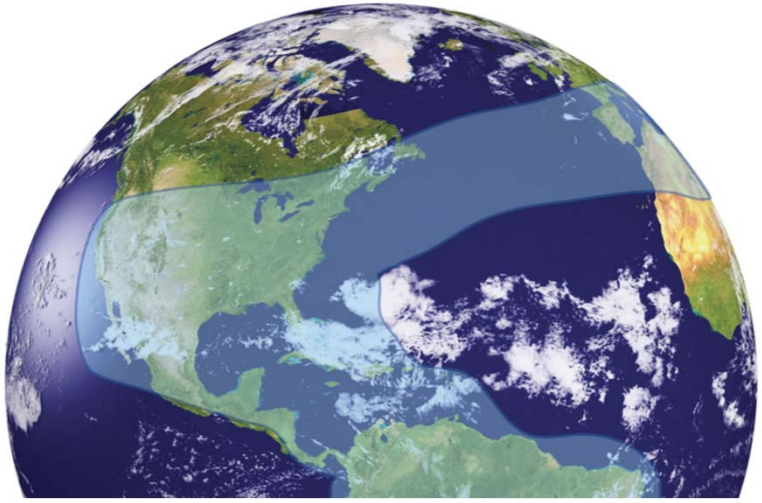
No Need for Compromises

Focused, high throughput coverage for key routes:

- **Required throughput**
- **Lower terminal costs**
- **Open architecture**



Optimized coverage providing super high throughput:

- **Fulfills unmet throughput needs**
- **Required availability performance**
- **Existing platform and terminal equipment**
- **Improved economics**
- **Integrated with IntelsatONE^{SM}**

Coverage, performance, control of economics
No Compromises

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THANK YOU!