Intelsat History

Key Timeline

- **August 20, 1964** – International Telecommunications Satellite Consortium (Intelsat) is formed.

- **June 28, 1965** – Intelsat I, (“Early Bird”), the world's first commercial communication satellite begins providing television, voice and facsimile services.

- **July 1, 1969** – INTELSAT achieves full global satellite coverage as INTELSAT III is positioned over the Indian Ocean.

- **July 18, 2001** – Intelsat becomes a private company — Intelsat Ltd. — after 37 years as an Intergovernmental organization.

- **July 3, 2006** – Intelsat merges with PanAmSAT.
Intelsat Present

- Intelsat is the largest FSS provider operating worldwide with a diversified, premier, blue-chip customer base
  - 1,800 customers
  - Over 200 countries
- Unparalleled resilient and flexible communications network
  - 51 satellites
  - 8 owned teleports
  - Over 50 points of presence in 37 cities
  - Fiber connectivity
- Business is highly diversified by service and region, reducing financial risk and ensuring long-term stability of the company
  - $2.0 billion in combined pro forma revenue and $1.6 billion pro forma adjusted EBITDA of Intelsat (Bermuda) Ltd. in last twelve months ended 03/31/06¹
  - $8.3 billion in combined revenue backlog as of 3/31/06

¹ Please refer to the current report on Form 8-K of Intelsat, Ltd. filed with the SEC on June 30, 2006 for a reconciliation of pro forma Intelsat Bermuda Adjusted EBITDA to net income of Intelsat, Ltd.
Intelsat Global Fleet and Ground Infrastructure

Complementary fleet provides customers with worldwide connectivity, back-up options and unrivaled scale & flexibility
Market Segments and Applications

Customer sets

Media
- Government agencies
- Armed forces

Network Service & Telecom
- Corporate service providers
- Tier 1, Tier 2, developing ISPs

Government/Military
- Government agencies
- Armed forces

Service applications

- Cable TV distribution
- Video contribution
- Direct-to-home (DTH)
- High-definition TV (HDTV)

- VSATs
- Corporate WANs
- Telephony/VoIP
- Internet
- Cellular Backhaul

- Command and control
- Voice and data
- Internet
- Video

Representative end users

- Cable networks
- Broadcasters
- Media companies
- DTH operators

- Corporate service providers
- Systems integrators
- Telephone companies & wireless carriers
- Tier 1, Tier 2, developing ISPs

Representative customers

- Government agencies
- Armed forces

- CNN
- BT
- Intelsat
Intelsat Network Services Portfolio

**Capacity Services**
- Diverse capacity options for point-to-point or point-to-multipoint needs

**In-Orbit Resources**
- Capacity on 51 satellites covering all regions
- Leases

**Terrestrial Resources**
- 8 teleports with fiber connectivity and PoP access

**Professional Services**
- CPE Programs
- Suite of value-added and specialized services

**GlobalConnex Services**
- Suite of managed services combining space with ground infrastructure

**GlobalConnex Trunking**
- **GXS ITS - DVB**
  - DVB Internet Trunking with SCPC Return
- **GXS ITS - SCPC**
  - SCPC Internet Trunking (Asymmetric or Symmetric)
- **GXS – IPL**
  - SCPC clear-channel circuit (Duplex)
- **GXS – NBB & CBB**
  - iDirect-based Internet connectivity
  - Surbeam and Linkstar-based Internet connectivity
- **On Demand (Quick Spot)**
  - Managed network combining STDMA and SCPC solutions (Vipersat)
- **GXS- Extended Services**
  - VoIP, WiFi, & VPN termination and acceleration.
GlobalConnex® - Internet Trunking (ITS DVB)

Service Description

- Managed DVB platform with IP backbone access
- Committed information rates
- Shared user groups with bursting capabilities
- Single site or multiple sites with antenna sizes of 2.4m (C-Band) and 1.8m (Ku-Band)
- Pre-approved equipment and pre-negotiated pricing with vendors
- One-way or two-way DVB services:
  - Typical forward rates: 128 kbps – 8 Mbps
  - Typical return rates: 128 kbps – 2 Mbps

- Recommended Equipment
  - Packateer packet shapers
  - Logic Innovations or Harmonic IP encapsulators
  - Comtech demods or Radyne Comstream MRTs used for returns
GlobalConnexSM - Internet Trunking (ITS DVB)
(Typical Coverage over Latin America, Africa, and Asia-Pacific regions)
GlobalConnex℠ – Internet Trunking (ITS DVB)

Customer Benefits

- Bundled solution: space, ground, & Internet backbone access from one provider
- Managed turnkey solutions providing direct, high-speed Internet backbone connectivity to small & mid-size ISP’s worldwide.
- Through our hybrid space and terrestrial network, we provide multiple Internet Trunking and termination options to enable customers to customize according to the number, size, and growth potential of their service locations.
- Supports data rates from 64 kbps – 45 Mbps with asymmetric, simplex, or duplex services
- Flexible deployment options for Internet backbone access:
  - Point-to-point connection
  - Shared user connection
  - Premium point-to-point, for higher data rates
- Existing DVB platforms provide service over Africa, Asia, South and Central America and the Caribbean.
- Typical Costs for Planning/Budgetary Purposes Only:
  - DVB Equipment: 2.4m VSAT C-Band, 5W BUC, LNB, IPSat DVB terminal: $10K (excludes installation, customs, licensing, etc.)
  - Service Charges: 1Mbps aggregate traffic (768Kbps/1x256Kbps): ~$4K/month plus $300 setup fee per site.
GlobalConnex<sup>SM</sup> – Network Broadband
(iDirect Technology)

Service Highlights:

- **Broadband Internet access** for small, medium and large-size enterprises requiring:
  - High QoS
  - Matchless availability and reliability
  - Quick pan-regional service reach
- **Low cost, low risk** for service provider
- Network service providers can manage directly or delegate to Intelsat
- Service available on all the Intelsat satellites seen from Intelsat Riverside, Mountainside and Fuchsstadt Teleport
- Capable of data rates of **up to 18 Mbit/s** on the Outbound and **up to 4 Mbit/s** on the Inbound
- Managed service providing robust support for VoIP, VPN and converged voice, data and video communications
Network Broadband Applications via Satellite

Basic Network Diagram

Interface with up to 5 Satellites in C- or Ku-Band Simultaneously

- Internet Backbone
- Leased Fiber
- HUB
- Teleport
- Intelsat Service Center
- Service Provider Help Desk
- Headquarters

- TDMA Forward Carrier
- TDMA Return Carrier

- 1.5 km (1 mile)
- 5 km (3 miles)
- 20 km (12 miles)

- 1.5 km = Mobile Laptops (No CPE, no install)
- 5 km = Wi-Fi CPE Non Line-of-Sight (self install)
- 20 km = Wi-Fi CPE Line-of-Sight (installs like rooftop TV antenna)

Wi-Fi Extension
GlobalConnex℠ – Network Broadband Highly Efficient Bandwidth Technology

- Broadband hub supports multiple inbound and outbound carriers
- Utilizes TDM access schemes:
  - Dedicated outbound throughput
  - Group of remotes share in-route carrier
  - Uses highly differentiated Deterministic TDMA access scheme
  - Uses up to 98% of available satellite bandwidth
- You determine CIRs and “bursting” (BIR) information rate (BIR), as well as level of oversubscription for your network
GlobalConnexSM – Network Broadband
Customer Benefits

• **Cost efficiency**
  – Shared hubs
  – Pre-negotiated “best available” pricing available on remote equipment
  – Scaleable space segment- buy only the capacity you need

• **Flexibility**
  – Deploy multiple networks using Intelsat hubs and teleport facilities in C- and Ku-Band
  – Custom-tailored network size and service classes (dedicated, shared, etc.)
  – Flexible data ranges in CIR and BIR
  – Choose between letting Intelsat manage your network and managing it entirely yourself

• **Rapid deployment**
  – Pre-configured hubs and rapidly deployable, field-tested remote equipment
  – Intelsat operates space, ground segment and IP termination – single point of contact

• **Guaranteed Quality of Service & Reliability**
  – Defined QoS and Service Class
  – Intelsat-operated hubs and teleports feature multiple built-in redundancies
  – Complete 24/7 management & monitoring of the platform with Level 2, 3 helpdesk support

• **Typical Costs for Planning/Budgetary Purposes Only:**
  – NBB iDirect: 2.4m VSAT C-Band, 5W BUC, LNB, 3100 iDirect terminal: ~$6K (excludes installation, customs, licensing, etc.)
  – 1Mbps aggregate traffic (768Kbps/256Kbps): ~$7K/month plus $13K setup fees
What customers can expect from GlobalConnex℠…

• Expanded coverage and global reach for enhanced network performance
• Combined expertise to deliver advanced applications and network solutions
• Operational excellence and experience in space and on the ground
• Enhanced overall backup and reliability
• Flexibility to meet growth demands and changing requirements coming out of the convergence of technology
• Increased speed-to-market for the services and technologies our customers demand
Thank you,

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Any Questions?
Annex
GlobalConnex℠ - Managed Services
Intelsat GlobalConnex™ Network
GlobalConnex℠ - IP Infrastructure

Robust IP backbone connectivity with multi-homing
GlobalConnex™ - Terrestrial Infrastructure

POP in London, New York, McLean, Los Angeles, Hong Kong

Telco-grade backbone for continuity of service