



## **Intelsat and Phasor Partner on New Antenna Technology to Enable Ku-band Broadband Connectivity to Civil and Government Small-Jet Aviation Marketplace**

March 16, 2015

*Phasor's ultra thin, phased array antennas optimized for the Intelsat Epic<sup>NG</sup> platform will enable high performing, cost efficient Ku-band broadband connectivity; offering service providers and aircraft operators catering to civil and government small-jet markets greater access, flexibility and choice for their broadband connectivity needs in the sky*

LUXEMBOURG & WASHINGTON--(BUSINESS WIRE)--Mar. 16, 2015-- Building upon the company's recent investments in innovative antenna technology and platforms, Intelsat S.A. (NYSE:I), the world's leading provider of satellite services, announced today that it signed an agreement to co-design and produce an ultra-thin, active phased array, Ku-band satellite antenna solution with Phasor Inc., a leading developer of high throughput, modular, electronically steerable antennas (ESAs).

The innovative Ku-band antennas will be developed exclusively for Intelsat and optimized for the Intelsat Epic<sup>NG</sup> high throughput satellite (HTS) platform, the first satellite of which is expected to launch in the first quarter of 2016. This also marks the first cost-effective fuselage-mount Ku-band antenna suitable for installation on civil and government small-jets, which represent an underserved segment of the fast-growing aviation broadband market.

According to recent research reports, the civil and government small-jet markets are expected to experience significant growth, particularly in the developing markets around the world. EuroConsult reports: "The number of business jets is expected to grow from 18,400 in 2013 to 26,200 in 2023." Seventy-five percent of civil small-jet passengers are high-level corporate executives who consider these aircraft "offices in the sky" with a need for broadband service that is as important in the air as it is in the workplace on the ground. When used in conjunction with Intelsat Epic<sup>NG</sup> Ku-band satellites, the Phasor antenna technology is expected to enable broadband speeds to small-jets of over 15Mbit/s to the aircraft and 5 Mbit/s from the aircraft.

Stephen Spengler, Intelsat's Deputy Chief Executive Officer, said, "The high power of the Intelsat Epic<sup>NG</sup> platform combined with Phasor's innovative antenna technology will unlock new market opportunities for both companies in the aviation sector. Today's business and leisure travelers are demanding broadband connectivity in-flight in order to maximize their time and productivity so that they can keep up in today's fast moving environment. Together, Intelsat and Phasor will provide service providers and aircraft manufacturers with more flexibility and choice as we help deliver high-speed broadband connectivity to passengers and aircraft operations that is efficient and highly reliable."

Phasor's ultra-thin, fuselage-mount active array antenna is expected to deliver significantly higher broadband speeds to civil and government small-jets via Intelsat Epic<sup>NG</sup> Ku-band satellites. The antenna's small size and low profile allows for easy integration onto small-jet aircraft's structure. Being fully electronic, the antenna will be able to seamlessly and reliably steer to beams on Intelsat's global Ku-band satellite fleet. The unique size and scalability of the Phasor antenna will allow service providers and aircraft operators to create a very high gain antenna array and RF performance resulting in dramatically higher speed broadband connectivity and greater geographical coverage at a much lower installation and operating cost.

David Helfgott, CEO of Phasor, commented, "We are very pleased to partner with Intelsat and bring to the Small-Jet Aviation Marketplace a unique solution designed to meet the ever-growing demands for mobile broadband service. Combined with Intelsat's innovative Epic<sup>NG</sup> satellite constellation, these markets for the first time will experience high bandwidth services enabled by a truly revolutionary antenna solution."

### **About Intelsat**

Intelsat S.A. (NYSE:I) is the world's leading provider of satellite services, delivering high performance connectivity solutions for media, fixed and mobile broadband infrastructure, enterprise and government and military applications. Intelsat's satellite, teleport and fiber infrastructure is unmatched in the industry, setting the standard for transmissions of video and broadband services. From the globalization of content and the proliferation of HD, to the expansion of cellular networks and mobile broadband access, with Intelsat, envision your future network, connect using our leading satellite technology and transform your opportunities. Envision...Connect...Transform...Intelsat. For more information, visit [www.intelsat.com](http://www.intelsat.com).

### **About Phasor Inc.**

Phasor Inc. is a leading developer of high throughput, modular digital phased array antennas, headquartered in Washington DC. Phasor's electronically steerable antennas (ESAs) are based on patented innovations in dynamic beam-forming technologies and system architecture. Phasor's mission is to enable high-speed broadband communications while in-flight, at sea or travelling over land.

For more information please visit [www.phasorsolutions.com](http://www.phasorsolutions.com)

### **Intelsat Safe Harbor Statement:**

Statements in this news release from time to time by representatives of the company constitute "forward-looking statements" that do not directly or exclusively relate to historical facts. When used in this earnings release, the words "may," "will," "might," "should," "expect," "plan," "anticipate," "project," "believe," "estimate," "predict," "intend," "potential," "outlook," and "continue," and the negative of these terms, and other similar expressions are intended to identify forward-looking statements and information.

The forward-looking statements reflect Intelsat's intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside of Intelsat's control. Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks. Known risks include, among others, the

risks described in Intelsat's annual report on Form 20-F for the year ended December 31, 2014, and its other filings with the U.S. Securities and Exchange Commission, the political, economic and legal conditions in the markets we are targeting for communications services or in which we operate and other risks and uncertainties inherent in the telecommunications business in general and the satellite communications business in particular.

Because actual results could differ materially from Intelsat's intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements with caution. Intelsat does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Photos/Multimedia Gallery Available: <http://www.businesswire.com/multimedia/home/20150316005266/en/>

Source: Intelsat

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