



Airbus Defence and Space Doubled Maritime VSAT Sales Following Strategic Partnership Signed with IntelSat

March 16, 2015

Launch of IntelSat Epic^{NG} Platform to Further Enhance New High Performance Solutions for Maritime Customers

LUXEMBOURG & WASHINGTON--(BUSINESS WIRE)--Mar. 16, 2015-- Airbus Defence and Space and IntelSat S.A. (NYSE: I) announced today that the companies' strategic agreement concluded in 2014 has yielded value for end-users and is setting the course for even more maritime customer advantages as part of a seamless transition to IntelSat Epic^{NG} high throughput satellites.

One year ago, Airbus Defence and Space and IntelSat announced a strategic agreement to introduce improved maritime VSAT (Very Small Aperture Terminal) offerings to the marketplace. The agreement was to enable Airbus Defence and Space to bridge its existing maritime VSAT services to IntelSat's high throughput satellite (HTS) IntelSat Epic^{NG} platform, the first of which, IntelSat 29e, is scheduled to launch in the first quarter of 2016.

Since that announcement, the companies have made strides toward enhancing existing VSAT services for Airbus Defence and Space's maritime customers while ensuring the combined offering is "Epic^{NG} ready." The agreement secured Airbus Defence and Space's access to IntelSat's global Ku-band satellite capacity and terrestrially managed network, IntelSatOne[®]. Stimulating significant market demand, the partnership resulted in connecting more than 600 vessels with VSAT communications in 2014 alone. This included shipping companies such as Stolt, CMA CGM, Scorpio, and DOF, and represented a doubling of Airbus Defence and Space's maritime VSAT sales over the previous year.

"Our partnership with IntelSat has given us further flexibility to develop the connectivity services the maritime market requires today, but also for the future with the IntelSat Epic^{NG} HTS satellites coming soon," said Evert Dudok, Head of Communications, Intelligence and Security (CIS) Business Line at Airbus Defence and Space. "Our mission is to stay close to the customers and integrate the services they need into a single solution. This approach has resulted in significant sales growth since our agreement with IntelSat last year, and given the progress and offering delivered to date, we are expecting even more growth in the maritime VSAT segment."

Kurt Riegelman, Senior Vice President, Global Sales, IntelSat, said: "Airbus Defence and Space have been a great partner; their recognition of the innovative value that IntelSat Epic^{NG} will bring to their customers has set apart their offering to this segment. As a result, maritime customers are deriving benefits today from a fully integrated, global satellite solution that will progressively and seamlessly incorporate new technology as it becomes available. We look forward to continuing to work with Airbus Defence and Space to deliver higher performing, more efficient and flexible satellite solutions to a wide range of maritime customers."

"As we move towards a smarter approach to operations our requirement for reliable connectivity grows. We need bandwidth that can be relied upon to deliver IP connectivity for a wide range of applications from engine monitoring to admin functions, which help us to operate safer and more efficiently. The service offered by Airbus, and provided on IntelSat satellites, has delivered the reliability and availability we need to embrace for smart operations at sea," commented Tor Skeie, CEO Marin IT AS (DOF).

The planned transition to IntelSat Epic^{NG} will enable additional capacity in key maritime routes. The flexible and backward compatible architecture of IntelSat Epic^{NG} makes it easy for Airbus Defence and Space's existing customers to leverage the digital payload for greater flexibility, network adaptability and more efficient use of spectrum with throughput up to 10 times that of traditional satellites.

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...with IntelSat. For more information, visit www.intelsat.com.

About Airbus Defence and Space

Airbus Defence and Space is a division of Airbus Group formed by combining the business activities of Cassidian, Astrium and Airbus Military. The new division is Europe's number one defence and space enterprise, the second largest space business worldwide and among the top ten global defence enterprises. It employs some 38,000 employees generating revenues of approximately €13 billion per year.

IntelSat Safe Harbor Statement:

Statements in this news release and certain oral statements 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.

Source: Intelsat

Intelsat

Michele Loguidice

Director, Investor Relations & Corporate Communications

703-559-7372

Michele.Loguidice@intelsat.com

or

Airbus Defence and Space

Knut Natvig

+47 48 030 911