



## IntelSat and DETASAD Enhance Broadband Connectivity for Corporate Networks in Saudi Arabia

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*Powers high quality, reliable broadband services to thousands of ATM networks throughout Saudi Arabia*

*Delivers VSAT services to small and medium corporate enterprises and ships operating in and outside of this fast-growing region*

LUXEMBOURG--(BUSINESS WIRE)--Mar. 7, 2016-- IntelSat S.A. (NYSE: I), operator of the world's first Globalized Network, powered by its leading satellite backbone, announced that Detecon Al Saudia Co. Ltd. (DETASAD) has renewed and expanded its contract for Ku-band satellite services to deliver broadband and internet connectivity to corporate networks operating in and outside of Saudi Arabia.

Under the multi-year contract, DETASAD will leverage Ku-band services via IntelSat 15 at 85° East and IntelSat 20 at 68.5° East to guarantee access to the highest levels of broadband connectivity for its enterprise customers. DETASAD incorporates IntelSat's satellite services into the largest financial transaction networks in the region, supporting a very large number of Automated Teller Machines (ATMs) located throughout Saudi Arabia, among other applications where high reliability and security are critical to success.

"We partnered with IntelSat to complement our existing telecom infrastructure as IntelSat's satellite solutions have a strong track record of seamlessly and securely connecting broadband networks across a vast area," said Adel Al Gidawi, CFO, Detecon Al Saudia Co. Ltd. (DETASAD). "IntelSat and DETASAD have been in the VSAT business together since 2003. Throughout our relationship, IntelSat has proven to be a strategic and trusted partner that has helped us meet the high standards of our customers across multiple sectors. As the demands placed on us by broadband users in Saudi Arabia continue to grow, extending our relationship with IntelSat will provide us with the bandwidth necessary to extend our network, grow our business and, most importantly, support the needs of communities and businesses located throughout the region."

Along with powering Saudi Arabia's ATM networks, DETASAD serves a wide range of corporate networks that are used by small and medium enterprises, maritime operators, oil and gas companies, government agencies, and Internet Service Providers (ISPs) to help power the country's economy and deliver services to urban and remote areas.

"We understand that DETASAD's customers are diverse in nature and as such, have unique requirements," said Jean-Philippe Gillet, IntelSat's Vice President, Europe, Middle East and Africa. "The breadth and depth of IntelSat's globalized network enable us to tailor our services to meet the broadband requirements for companies and communities across sectors. With the demand for broadband connectivity only increasing in the Middle East, we look forward to working with DETASAD to deliver high quality, reliable and secure internet and broadband connectivity to corporate enterprises and customers across the banking, oil and gas and government sectors.

### Supporting Resources:

- **IntelSat Broadband Services:** <http://www.intelsat.com/solutions/data-telecoms/>

#### About IntelSat

IntelSat S.A. (NYSE: I) operates the world's first Globalized Network, delivering high-quality, cost-effective video and broadband services anywhere in the world. IntelSat's Globalized Network combines the world's largest satellite backbone with terrestrial infrastructure, managed services and an open, interoperable architecture to enable customers to drive revenue and reach through a new generation of network services. Thousands of organizations serving billions of people worldwide rely on IntelSat to provide ubiquitous broadband connectivity, multi-format video broadcasting, secure satellite communications and seamless mobility services. The end result is an entirely new world, one that allows us to envision the impossible, connect without boundaries and transform the ways in which we live. For more information, visit [www.intelsat.com](http://www.intelsat.com).

#### About Detecon Al Saudia Co

Detecon Al Saudia Co., Ltd., (DETASAD), with more than 1,800 employees, provides satellite telecommunication services to private corporate customers such as small and medium enterprises, retail, banks, oil and gas, and government organizations. Detecon Al Saudia offers a wide range of HUB based and/or rooftop-to-rooftop solutions for different kinds of data, VoIP, broadband Internet and video applications. Its turnkey solutions include the provisioning of satellite capacity, VSAT and IT hardware and software, installation, network operation services, local field services at remote locations, and VSAT operation licenses for Saudi Arabia and other countries if required. In close cooperation with leading satellite operators and telecom carriers in the EMEA region, Detecon Al Saudia is able to provide turnkey standard communications, mobile communications, communications on the move, as well as maritime satellite solutions with fixed, self-positioning and self-commissioning as well as stabilized antennas. In order to provide real end-to-end ICT services, Detecon Al Saudia offers value added LAN/WAN services starting from structured cabling, provision and management of all LAN infrastructure components, as well as back-up/disaster recovery services via its Trusted Site Level 3 (extended) Certified Data Center and through its related IT consultancy.

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