



IntelSat and Marlink to Bring Affordable, High Speed IntelSat Epic^{NG} Broadband Connectivity to Maritime Customers

March 8, 2016

Building on strong Maritime VSAT sales in 2015 through its partnership with IntelSat, Marlink Ready to Offer Customers IntelSat Epic^{NG} HTS services

Maritime customers will be able to access HTS services via IntelSat Epic^{NG} over Europe, Middle East, Africa and Asia Pacific following the launch of IntelSat 33e later this year

LUXEMBOURG & WASHINGTON--(BUSINESS WIRE)--Mar. 8, 2016-- Marlink and IntelSat S.A. (NYSE: I), operator of the world's first Globalized Network, powered by its leading satellite backbone, announced today that their strategic agreement – initiated in 2014 to introduce improved maritime offerings to the marketplace – continues to pay dividends for the companies and the maritime end-users. Marlink continues to roll out additional connectivity services via IntelSat's Globalized Network which includes secure access to IntelSat's global Ku-band capacity and terrestrially managed network, IntelSatOne. Marlink is now preparing to deliver a quantum improvement in throughput that will help satisfy end-user demand as the first of the IntelSat Epic^{NG} satellites is on schedule to be integrated into the network solution in the second quarter of 2016.

The surge in data across the maritime sector helped drive the creation of the partnership between Marlink, the leader in maritime VSAT by market share, according to Comsys, and IntelSat, the leading provider of maritime broadband services for FSS operators in C- and Ku-band, according to NSR. This strong partnership has already yielded value for end-users. Marlink's new and existing customers, such as Rickmers and Stena Line, leverage their innovative applications for vessel operations in addition to enhancing passenger and crew connectivity services over IntelSat satellites.

Along with access to IntelSat's Globalized Network, the agreement enables Marlink to supplement its existing maritime VSAT services with the high throughput IntelSat Epic^{NG} platform. IntelSat Epic^{NG} is backwards compatible with IntelSat's existing Ku-band and C-band network and will deliver higher throughput and power to enable the use of smaller terminals in the maritime sector. The "IntelSat Epic^{NG}-ready" design of the Marlink network will enable maritime customers to cost effectively and seamlessly incorporate this higher throughput into their operations.

IntelSat 29e is currently undergoing in-orbit testing at its orbital location at 310° E and is on track to begin operations in the second quarter of 2016. It will provide coverage over the Americas, Caribbean and the heavily traveled North Atlantic route. Future IntelSat Epic^{NG} launches will ensure that Marlink and its customers have access to a fully global and integrated satellite solution that delivers consistent, high throughput services. IntelSat 33e, scheduled for launch later in the year, will bring capacity over Europe, Africa and Asia, while Horizons 3e will complete the IntelSat Epic^{NG} global footprint in 2018.

"The coverage and throughput that IntelSat's Globalized Network delivers are critical features that help us stand out in a competitive market," said Tore Morten Olsen, President Maritime, Marlink. "Even more importantly, the flexibility to choose and control the design of our networks enables us to cost-effectively meet end-user demand regardless of location, a critical feature given that our customers operate around the globe. The higher power and performance delivered by IntelSat Epic^{NG} will support our provision of high speeds which will support our users across all maritime segments, but will be particularly relevant to offshore and cruise vessel customers who depend on high levels of reliable bandwidth in daily operations."

Kurt Riegelman, Senior Vice President, Global Sales and Marketing, IntelSat, said: "The confidence that Marlink has shown in IntelSat has affirmed our position as the number one provider of wholesale satellite communication to the maritime sector. Marlink's growth – even before the first IntelSat Epic^{NG} satellite begins operations – confirms that we have taken the right approach with our HTS platform. Our customers can differentiate and add more value to their offerings. With maritime services demand forecasted to grow, this will help them take advantage of an attractive opportunity."

Supporting Resources:

- True HTS Broadband Will Transform the Seas Starting in 2016: <http://www.intelsat.com/intelsat-news/true-broadband-will-transform-the-seas-starting-in-2016/>
- Learn more about IntelSat's Mobility Services: <http://www.intelsat.com/solutions/mobility/>
- Learn more about IntelSat Epic^{NG}: <http://www.intelsat.com/global-network/satellites/epicng/>

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.

About Marlink

Marlink, an Airbus Defence and Space company, is the pioneer of business critical communication solutions for customers operating in remote

environments. With 600 employees and 27 offices worldwide, the company is the largest technology-independent satellite communication and digital solutions provider serving the maritime and enterprise markets. Marlink's multi-band communication services covering Ku, Ka, C and L-band extended with mobile and terrestrial links, enable over 200,000 customers to operate in an ever smarter, safer and more profitable way.

With over 75 years' experience in developing innovative business critical communication solutions, Marlink's strategy is to deliver the benefits of a digital and connected world to its customers' remote operations. Today Marlink is the leading maritime communication and VSAT operator in the world. Marlink leverages strong partnerships with all major satellite network operators to deliver communication solutions direct to the customer and via an unrivalled network of service provider partners. www.marlink.com

Intelsat Safe Harbor Statement:

Statements in this news release constitute "forward-looking statements" that do not directly or exclusively relate to historical facts. When used in this 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 years ended December 31, 2014 and December 31, 2015, and its other filings with the U.S. Securities and Exchange Commission.

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.

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