



Intelsat and Encompass Digital Media Deliver Programming to 64 Million Households Across North America

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LUXEMBOURG--(BUSINESS WIRE)--Apr. 18, 2016-- Intelsat S.A. (NYSE: I), operator of the world's first Globalized Network, powered by its leading satellite backbone, announced today that Encompass Digital Media, a global technology services company delivering end-to-end video solutions to broadcast and media companies, has renewed and expanded its contract, utilizing Intelsat's powerful Galaxy fleet and premier video neighborhoods to deliver high-quality standard definition (SD) and high definition (HD) content to 64 million households across North America.

Under the multi-year agreement, Encompass will utilize satellite solutions spanning five Intelsat Galaxy satellites – Galaxy 13 at 127° West; Galaxy 14 at 125° West; Galaxy 17 at 91° West; Galaxy 19 at 97° West and Galaxy 23 at 121° West. The five premier North America video neighborhoods distribute nearly 600 channels, approximately 250 in HD, and deliver top distribution services for:

- Premier Tier 1 cable programming
- Multicultural and specialty programming
- Full-time broadcast distribution and occasional use contribution
- Premier regional and league sports programming.

By leveraging the Intelsat Galaxy fleet and the power of satellite, Encompass is able to reach the most U.S. cable subscribers, quickly, cost-effectively and reliably.

"By partnering with Intelsat and utilizing its robust Galaxy fleet, we are strongly positioned to support existing and new SD programming, meet the demand for increased HD content and introduce 4KUHD to the broader North American market," said Chris Walters, Encompass' CEO. "Intelsat's powerful video neighborhoods will enable established programmers and those new to the market to consistently and cost-effectively distribute higher quality content to more viewers and grow their businesses."

"Viewers are demanding diverse, premium and more regionalized content, and by using Intelsat's Globalized Network and leading video neighborhoods for sports and entertainment programming in North America, programmers are able to deliver it," said Kurt Riegelman, Intelsat's SVP, Sales and Marketing. "Through our strong partnership with Encompass, together, we are able to deliver more high quality programming to viewers, enabling Encompass to further differentiate itself in an increasingly competitive marketplace."

Supporting Resources:

- **Intelsat Media Services:** <http://www.intelsat.com/solutions/media/>
- **Intelsat Video Neighborhoods:** <http://www.intelsat.com/solutions/media/distribution-solutions/video-neighborhoods/>

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 Encompass Digital Media

Encompass is an innovative global technology services company focused on supporting broadcast and cable networks, digital leaders and sports leagues with the delivery of their linear and non-linear video content across television and digital platforms. As a leader in comprehensive, end-to-end video solutions, the company designs, implements and operates reliable video solutions that capture, process and deliver clients' video content from any source, in any format, to any destination in the most efficient way possible. Encompass originates 850+ channels which includes capturing, processing and delivering over 25,000 hours of premium content per day from its nine facilities across four continents.

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