



IntelSat and AfricaOnline Partner to Accelerate Internet Broadband Connectivity across Sub-Saharan Africa

July 4, 2016

VNO Service Empowers VSAT Operators to Focus on their Customers Rather than on Infrastructure Operations

LUXEMBOURG--(BUSINESS WIRE)--Jul. 4, 2016-- IntelSat S.A. (NYSE: I), operator of the world's first Globalized Network, powered by its leading satellite backbone, announced that it has partnered with AfricaOnline, a wholly-owned subsidiary of Gondwana International Networks, a leading provider of communications solutions across Africa, to provide a managed broadband internet service for sub-Saharan Africa.

Under the agreement, IntelSat will provide satellite services via IntelSat 28 located at 33° East, and Gondwana will provide ground support and network management services from AfricaOnline's facilities at Hartebeesthoek in South Africa. Together, IntelSat and Gondwana will deliver high-quality, Ku-band broadband service on a virtual network operator (VNO) basis.

The VNO platform leverages IntelSat's extensive service infrastructure and Gondwana's network management expertise to facilitate easier deployment of Ku-band VSAT services. The large upfront capital commitment otherwise required of regional VSAT operators for both infrastructure and minimum capacity obligations will be reduced, as will VSAT operators' operational costs. This is beneficial to VSAT operators, distributors and end-users alike and allows VSAT operators to focus on marketing, service provisioning/support and their customers, and not on network infrastructure.

"We want to be the preferred provider of VSAT services across Africa, and this initiative with IntelSat allows us to enhance our portfolio of service offerings," said Mathew Welthagen, CEO of Gondwana International Networks. "The upfront capital commitment and ongoing fixed operating cost structure of Ku-band VSAT has constrained expansion of services in Africa. A managed VNO platform allows for increased economies of scale, both in terms of capex and opex, and is a giant step forward in bringing cost-effective connectivity to Africa. Our ultimate goal is to drive connectivity across the continent. Our vision resonates with IntelSat, and this partnership allows Gondwana to continue to lead the way in providing our customers with high-quality, cost-effective, forward-looking communications solutions."

"Enabling connectivity to communities and businesses is at the core of everything we do, and our partnership with AfricaOnline and Gondwana International Networks will provide millions of people working in Sub-Saharan Africa businesses with access to high quality and affordable internet service," said Kurt Riegelman, Senior Vice President, Sales and Marketing, IntelSat. "The continent is materially underserved with relatively low internet penetration. Leveraging the strength of IntelSat's Ku-band satellite solutions with AfricaOnline's ground segment services will help foster business development, enhance medical and educational services to local communities, provide critical backup support during times of crisis, and enable citizens across Sub-Saharan Africa to maintain communications with friends and family within Africa and around the globe."

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.

About Gondwana International Networks

Gondwana International Networks is a Pan-African communications service company and one of the largest VSAT Operators in Africa through its operating brands, AfricaOnline and iWayAfrica. The consistently award-winning Group has a physical presence in 10 countries on the continent and offers services in an additional 34 countries via its distributor channel partners.

<http://www.gondwanainternational.com/>

About AfricaOnline

AfricaOnline is a wholly owned subsidiary of Gondwana International Networks. With over 18 years' experience in the ICT Industry, AfricaOnline is considered one of the oldest and consistently reliable internet service providers on the continent. Offering comprehensive products and services on a wholesale and retail basis to other ISPs, corporates and consumers, AfricaOnline facilitates effective, reliable, secure communication for its customers. Its product and solution portfolio includes broadband wireless, leased lines, MPLS, VSAT, hosting, mail services, domains and disaster recovery solutions.

View source version on businesswire.com: <http://www.businesswire.com/news/home/20160704005031/en/>

Source: IntelSat

Intelsat
Michele Loguidice
Director, Investor Relations and Corporate Communications
+1 703-559-7372
michele.loguidice@intelsat.com