



## TIM Brasil Selects Intelsat EpicNG to Enhance Mobile Infrastructure in Brazil

September 20, 2016

*Brazilian Mobile Network Operator to take Advantage of Improved Efficiency, Power Provided by Intelsat Epic<sup>NG</sup>*

LUXEMBOURG--(BUSINESS WIRE)--Sep. 20, 2016-- Intelsat S.A. (NYSE: I), operator of the world's first Globalized Network, powered by its leading satellite backbone, announced that TIM, one of the largest mobile communications operators in Brazil, has contracted to incorporate Intelsat Epic<sup>NG</sup> high-throughput services into its network infrastructure, providing expanded connectivity throughout the country.

Under the multi-year agreement, TIM will become the first mobile network operator in Brazil to incorporate high-throughput satellite (HTS) services into its infrastructure. Intelsat's first Epic<sup>NG</sup> satellite, Intelsat 29e, located at 310° East, is a high-performance, high-efficiency satellite that will enable TIM to deliver more throughput across its network, with a backwards-compatible design that allows the use of existing hardware. This means TIM can satisfy its current and future demands while improving its total cost of network ownership.

The exceptional performance brought by Intelsat 29e's Ku-band spot beams will enable the fast and efficient roll-out of new sites in currently underserved areas and support the deployment of 3G and 4G services. The Intelsat Epic<sup>NG</sup> solution will augment TIM's existing C-band network to serve new demand with attractive economics.

"Our goal is to provide more throughput, and achieve high penetration within our service territories. Our Intelsat Epic<sup>NG</sup> solution allows us to do more than just improve services for our existing mobile customers; we will also be able to deliver connectivity in remote and less-densely-populated regions of Brazil where terrestrial infrastructure is difficult to efficiently deploy," said Marcelo Duarte, TIM's Wholesale Director. "Intelsat has been a strong partner in the development of our network infrastructure and our business, and when we looked for means to continue our evolution, Intelsat Epic<sup>NG</sup> proved to be the only option for satisfying customer needs today as well as for establishing an infrastructure that can efficiently and cost-effectively meet demands in the future."

"TIM needed a solution that would support its technology roadmap of deploying 3G and 4G, as well as its desire to improve coverage and services in remote areas. The ideal solution would minimize disruption in TIM's network, enable the use of existing equipment and be rapidly deployable and scalable," said Carmen Gonzalez-Sanfeliu, Intelsat's Regional Vice President, Latin America. "The design of Intelsat Epic<sup>NG</sup> meets these requirements and allows TIM to evolve its network and coverage with the right economics, enabling TIM to reach new markets and develop new applications and services. Many mobile network operators are looking to upgrade their networks and extend their reach, and Intelsat Epic<sup>NG</sup> is optimized to deliver the improved performance that solves both needs."

Intelsat 29e is the first Intelsat Epic<sup>NG</sup> satellite to serve Brazil. In 2017, the company expects to launch two more Intelsat Epic<sup>NG</sup> satellites that will also provide full coverage of Brazil with additional throughput and resilience, demonstrating Intelsat's commitment to the region.

Supporting Resources:

- **Intelsat Broadband Services:** <http://www.intelsat.com/solutions/data-telecoms/>
- **Intelsat Epic<sup>NG</sup>:** <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](http://www.intelsat.com).

About TIM

TIM's mission is to connect and care for everyone so that they can do more. Its motto "To evolve is to do things differently" highlights the Company's evolution in Brazil and its innovative and pioneering spirit.

Based on its Investment Plan, specially focused on network infrastructure, and followed by innovation pillars, quality and user experience, TIM leads market trends. A few examples are pay per call, ending long distance differentiated calling rates and third party operator charges, fixed daily or monthly rate to access mobile internet and the main focus is investment in 4G technology in order to lead the latest generation data coverage.

TIM is the leader in governance practices and is the only company in the telecommunications sector in the New Market of Commodities and Futures Exchange of the São Paulo Stock Exchange (Novo Mercado da BM&FBOVESPA), recognized as having the highest level of corporate governance, in addition to being part of the Corporate Sustainability Index (ISE) and Carbon Efficient Index (ICO2).

It is also worth noting the initiatives of the TIM Institute ([www.institutotim.org.br](http://www.institutotim.org.br)), which seek to create and enhance strategic resources for the democratization of science and innovation in Brazil. For more information, visit [www.tim.com.br](http://www.tim.com.br), [www.twitter.com/timbrasil](https://www.twitter.com/timbrasil) or [www.facebook.com/timbrasil](https://www.facebook.com/timbrasil).

View source version on businesswire.com: <http://www.businesswire.com/news/home/20160920005418/en/>

Source: Intelsat

Intelsat  
Michele Loguidice  
Director, Investor Relations and Corporate Communications  
+1 703-559-7372  
[michele.loguidice@intelsat.com](mailto:michele.loguidice@intelsat.com)