



Marlink Secures Global Intelsat EpicNG Coverage for Maritime Customers with Agreement for Services on Horizons 3e

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Intelsat Epic^{NG} Platform Will Deliver Fast, High Quality Connectivity to Vessels in the Pacific Ocean

LUXEMBOURG--(BUSINESS WIRE)--Nov. 17, 2016-- Intelsat S.A. (NYSE: I), operator of the world's first Globalized Network, powered by its leading satellite backbone, announced today that Marlink, the global business critical communication solutions specialist, signed an agreement for high-throughput connectivity from Intelsat's Horizons 3e satellite.

Horizons 3e, a joint venture satellite owned by Intelsat and SKY Perfect JSAT Corporation, will be stationed at 169° East to deliver connectivity in the Asia-Pacific region. The satellite is scheduled for launch in the second half of 2018, and when combined with the already contracted high-throughput broadband services provided by Intelsat 29e, Intelsat 33e and Intelsat 35e, Marlink will offer Intelsat Epic^{NG} performance to its maritime customers traversing the world's busiest shipping routes.

Complementing the global Intelsat Epic^{NG} services, Marlink will also leverage IntelsatOne uplink and virtual network operator services, including those from Intelsat's teleport in Napa, Calif.

"Our customers in the Pacific Ocean are increasingly demanding more connectivity, and by adding additional Intelsat Epic^{NG} coverage to our network we can meet the ship owner connectivity demands," said Tore Morten Olsen, President Maritime, Marlink. "Our customers in the Atlantic depend on Marlink to enable the ongoing digitization of ship operations, and we need to ensure connectivity always works to achieve ROI on ICT investments. Intelsat Epic^{NG} can help us to guarantee the same high level of connectivity to our entire customer base, regardless of where their operations take them."

"Intelsat is delivering on the promise of HTS with Intelsat Epic^{NG}, the first truly HTS global platform that brings higher throughput, better total cost of ownership and global scalability to our maritime customers," said Kurt Riegelman, Senior Vice President, Sales and Marketing, Intelsat. "By providing more throughput more efficiently, the Intelsat Epic^{NG} platform will help Marlink deliver enhanced connectivity, which in turn helps them provide greater value to their end users via more tailored solutions."

Marlink is a long-standing Intelsat customer, with services on multiple Intelsat satellites and the IntelsatOne terrestrial network.

Supporting Resources:

- 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 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.

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