



Marlink and Intelsat Meeting the Growing Connectivity Demands of the Maritime Passenger Sector via Intelsat EpicNG

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Bandwidth Delivered to Cruise and Passenger Vessels Increases Three-fold as Marlink and Intelsat continue to Build on Momentum Created by Partnership

LUXEMBOURG & PARIS--(BUSINESS WIRE)--Mar. 13, 2017-- Intelsat S.A. (NYSE: I), operator of the world's first Globalized Network, powered by its leading satellite backbone, and Marlink announced today that their partnership to deliver high throughput satellite (HTS) services to cruise and passenger vessels using Intelsat Epic^{NG} has contributed to an increase in bandwidth delivered on Marlink's Sealink VSAT service of more than 220 percent during 2016.

This growth in bandwidth enabling broadband connectivity for Marlink cruise and passenger segment customers is more than three times larger than what Marlink was delivering at the beginning of 2016. This has been driven by the global services capability that Marlink offers on its Sealink VSAT service portfolio, enabled using the Intelsat Globalized Network, including the Intelsat Epic^{NG} platform and strategically located teleports around the world.

The ability to deliver a consistent, high-quality broadband experience on Sealink VSAT to vessels, regardless of location, is becoming increasingly important, as the cruise industry is attracting more passengers than ever and taking them to new destinations around the globe. Supporting this growth and changes in traffic patterns, especially a shift to users uploading photos and video content, could only have been supported with a global network of satellites that includes HTS, wide beams, teleports and support teams, creating a true differentiator.

Marlink is a long-standing Intelsat customer, with services on multiple Intelsat satellites and the IntelsatOne terrestrial network. The Intelsat-Marlink strategic agreement for services on the Intelsat Epic^{NG} platform began in 2014. Marlink is already providing services via Intelsat 29e and Intelsat 33e, which combined, cover the Americas, Caribbean, and the heavily traveled North Atlantic route, Europe, Africa and Asia. Marlink will add coverage via Intelsat 35e when it begins operations later in 2017, and will complete global coverage when Horizons 3e is launched in the second half of 2018. The efficiency of the Intelsat Epic^{NG} service allows Marlink to push more throughput per unit of capacity, improving economics for its customers. The open-architecture design and backwards compatibility of Intelsat Epic^{NG} enables Marlink to seamlessly incorporate high-throughput services into its network, meaning maritime customers do not have to take vessels out of operation to perform expensive equipment upgrades.

"The surge in demand for data connectivity across the maritime sector helped drive the creation of the partnership, and it continues to pay immediate, measurable dividends for Marlink and Sealink VSAT customers," said Tore Morten Olsen, President Maritime, Marlink. "Working with Intelsat, we have been able to ensure that the Sealink service, in addition to our segment expertise, meets the rapidly growing and evolving demands of cruise and passenger fleet operators for flexible, global connectivity that enables guests to access the Internet and post multimedia content to social media quickly, and in a cost-effective manner."

"Intelsat provides a global high-throughput infrastructure that delivers a consistent broadband experience," Mark Rasmussen, Vice President and General Manager, Mobility, Intelsat, said. "Our first three Intelsat Epic^{NG} satellites are in orbit and our momentum indicates we are delivering on the promise of HTS with improved performance, better economics and simpler access. Intelsat designed Intelsat Epic^{NG} with our customers' needs front and center, and Marlink's continued growth across numerous maritime sectors confirms our approach benefits Intelsat, our customers and the maritime sector as a whole."

Marlink will be exhibiting at 2017 Seatrade Cruise Global, the leading international exhibition and conference serving the cruise industry, which will be held in Ft. Lauderdale, Fla., USA, March 13-16.

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 the Marlink / Telemar Group

Through its ownership of both Marlink and Telemar, Apax Partners has created a Group dedicated to providing the maritime industry with an integrated offering of broadband communications, digital solutions, bridge electronics and on-board maintenance. The Group is led by Erik Ceuppens as CEO.

Combining the power of these two long-term, expert organisations, Telemar and Marlink are the world's leading maritime communication, digital

solutions and servicing specialist covering all customer segments at sea including: Shipping, Offshore, Cruise & Ferry, Yachting and Fishing. The newly combined group will generate US \$450 Million in revenues with more than 800 employees worldwide serving at least 1 in 3 vessels operating globally. The group will also continue to deliver the benefits of a digital and connected world to enterprise customers such as energy and mining companies, humanitarian organisations, global media and events companies.

The new Group will provide customers with unrivalled service and support through an enhanced global footprint and worldwide sales and service locations. A global 24/7 helpdesk, specialised competence centres, local presence on all continents and a network of 1000 service points staffed by highly qualified, certified service engineers, will support global customers to operate smarter and safer.

More than 70 years' experience combined with strong satellite network operator and bridge electronics manufacturer partnerships enables the group to bring the power of broadband communication, maritime bridge technology and service excellence to customers globally, further optimising their business operations and enabling the digital vessels of tomorrow.

www.marlink.com

www.telemarspa.it

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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Intelsat

Jason Bates

Media Communications Manager

+1 703-559-7044

Jason.bates@intelsat.com

or

Marlink

Knut Natvig

Press & PR Director

Phone: +47 48 030 911