The Maritime Satcom Summit
Digital Ship CIO Forum
Rotterdam, 29 September 2016

INTELSAT
Envision. Connect. Transform.

INTELSAT®

Envision. Connect. Transform.

ANDREW FAIOLA

Director, Mobility Solutions, Europe Sales

The Intelsat Story

1965

Early Bird (Intelsat I) is launched into synchronous orbit. This is the world’s first commercial communications satellite and “live via satellite” is born.

1968

Intelsat makes live coverage of events possible, beginning its legacy as the only global satellite operator to provide coverage of all Summer and Winter Games.

1969

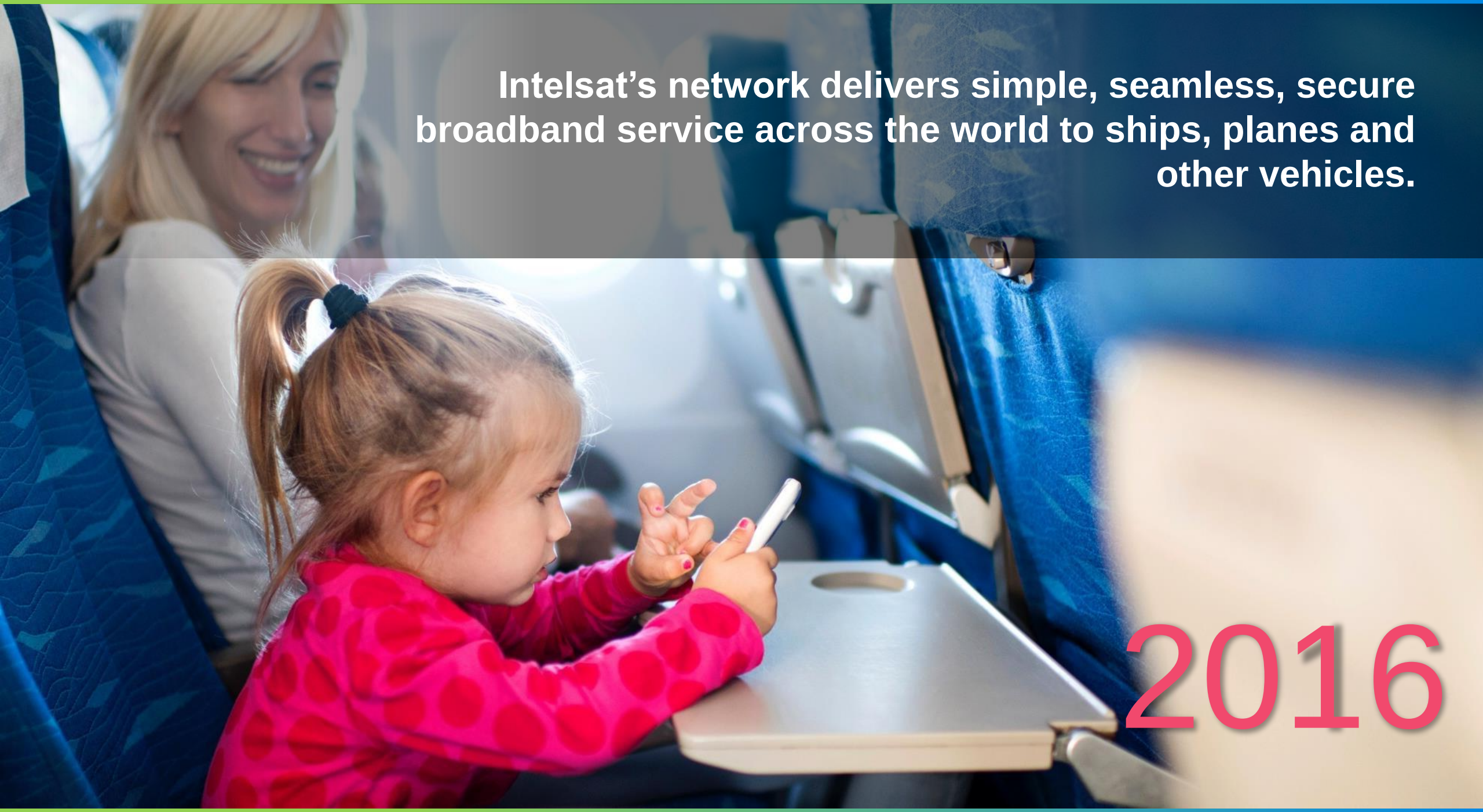
Intelsat transmits television images of the moon landing around the world – a record 500 million television viewers worldwide see astronaut Neil Armstrong's first steps on the moon "live via Intelsat."

2007

LIVE EARTH

THE CONCERTS FOR A CLIMATE IN CRISIS

24-hour, 7-continent, 150-performer environmental awareness campaign to a viewing audience of more than two billion

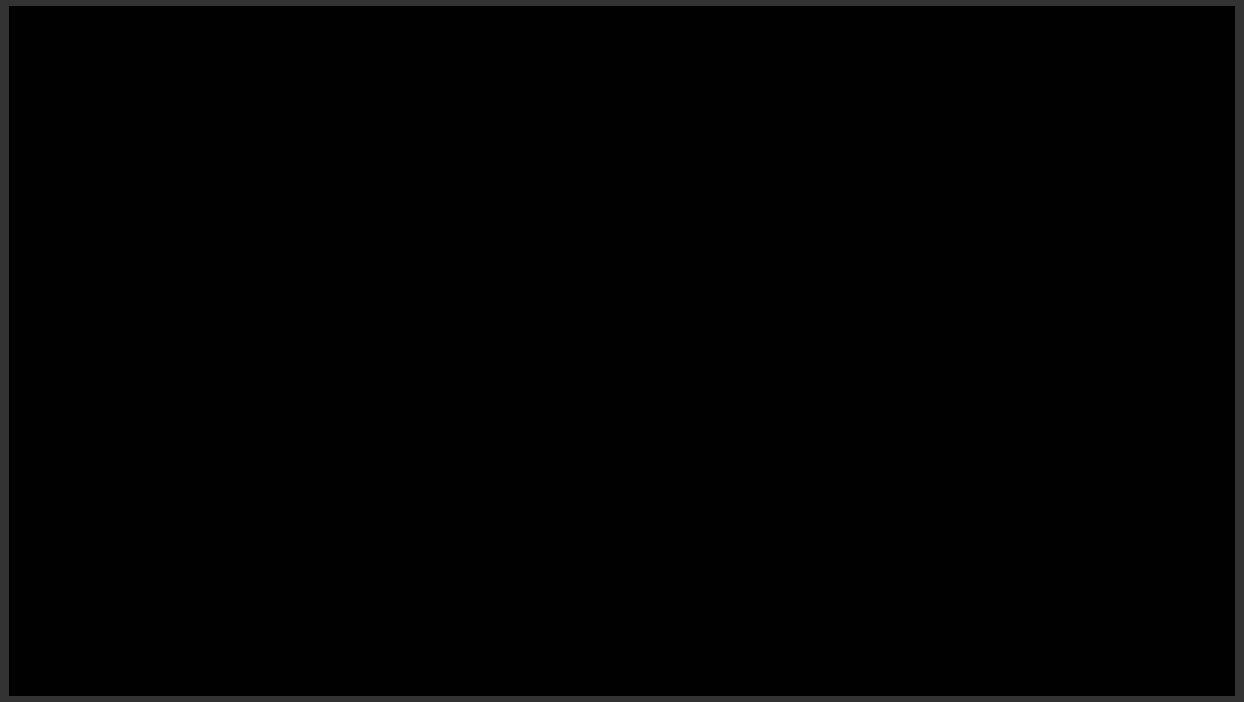


Intelsat's network delivers simple, seamless, secure broadband service across the world to ships, planes and other vehicles.

2016

What’s Changed?

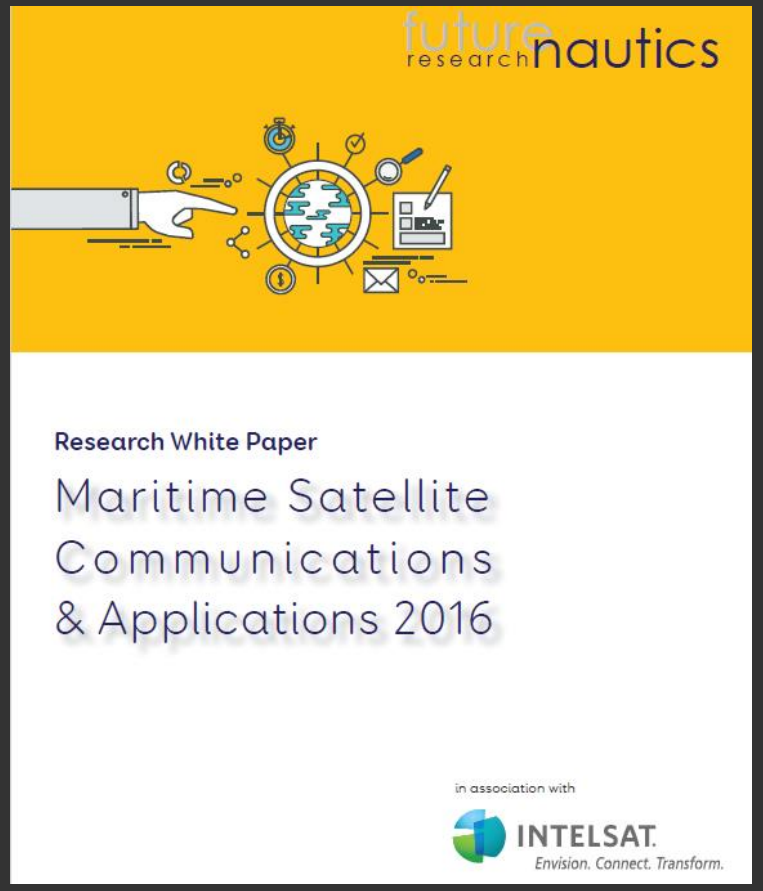
Video of 24 August Launch and Intelsat Epic^{NG}



INTELSAT
Envision. Connect. Transform.

Key Survey Findings

- 57% of fleets have VSAT solutions fitted on vessels
- Respondents overwhelmingly thought that VSAT and HTS VSAT solutions (Intelsat Epic^{NG}, etc.) would be the most suitable solution for their fleet's future data requirements
- Operational efficiency gains is the #1 driver for choosing a particular solution



Source: Futurenautics

Key Survey Findings: Crew

On average **crew members** take **three devices** on board the ship. The most popular being **smartphones, laptops and external hard drives**.*

Source: Futurenautics

Key Survey Findings: Crew

When choosing which ship operator to work for, **72% of crew members stated** that **connectivity** played a **major role in the decision**.*

Source: Futurenautics

New Applications enabled by High Throughput **Satellite** (HTS)

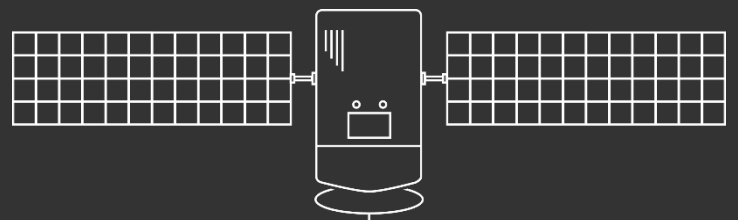
- **Bring Your Own Device**
  Must have solution for crew and passenger communications

- **~~Big~~ Data SMART Data**
  Sensors collecting data on vessels, supporting a large variety of applications including maintenance, remote diagnostics, performance optimization, etc.

- **Cloud Computing**
  Reducing IT investment, improving efficiency

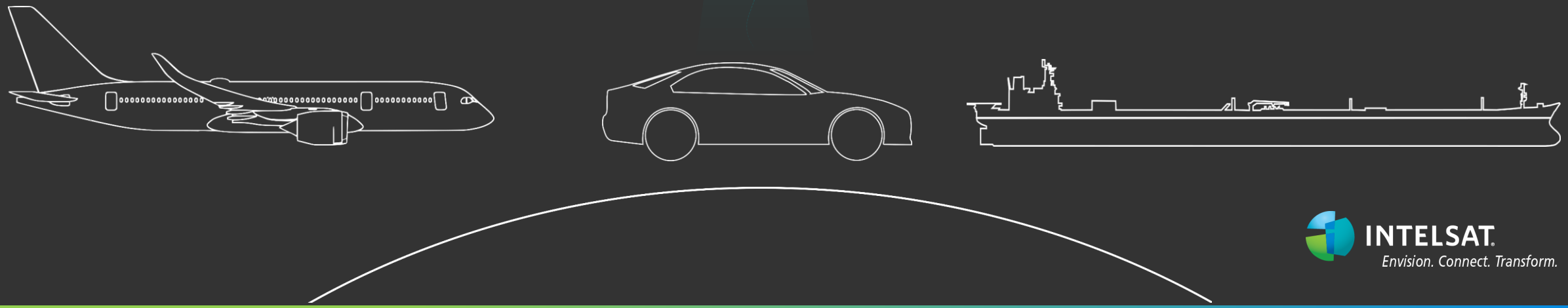
- **Content**
  Content is the key differentiating element for service providers leading to incremental revenue from existing customers

Source: Euroconsult



- Navigation maps
- Weather information
- Over-the-air updates
- Streaming

- Sensor Analytics
- Video conference
- Video surveillance
- Crew Calling and Internet

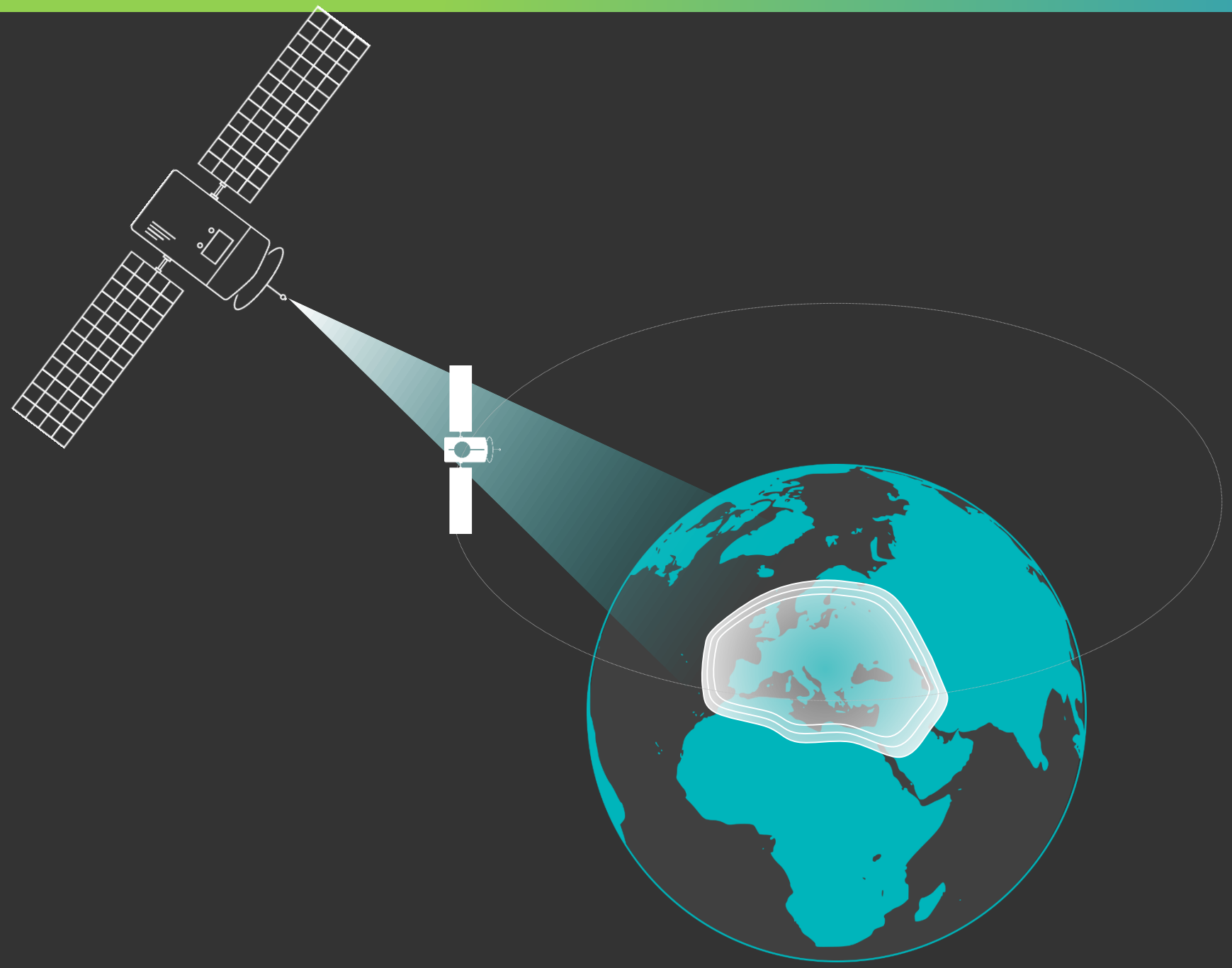


INTELSAT
Envision. Connect. Transform.

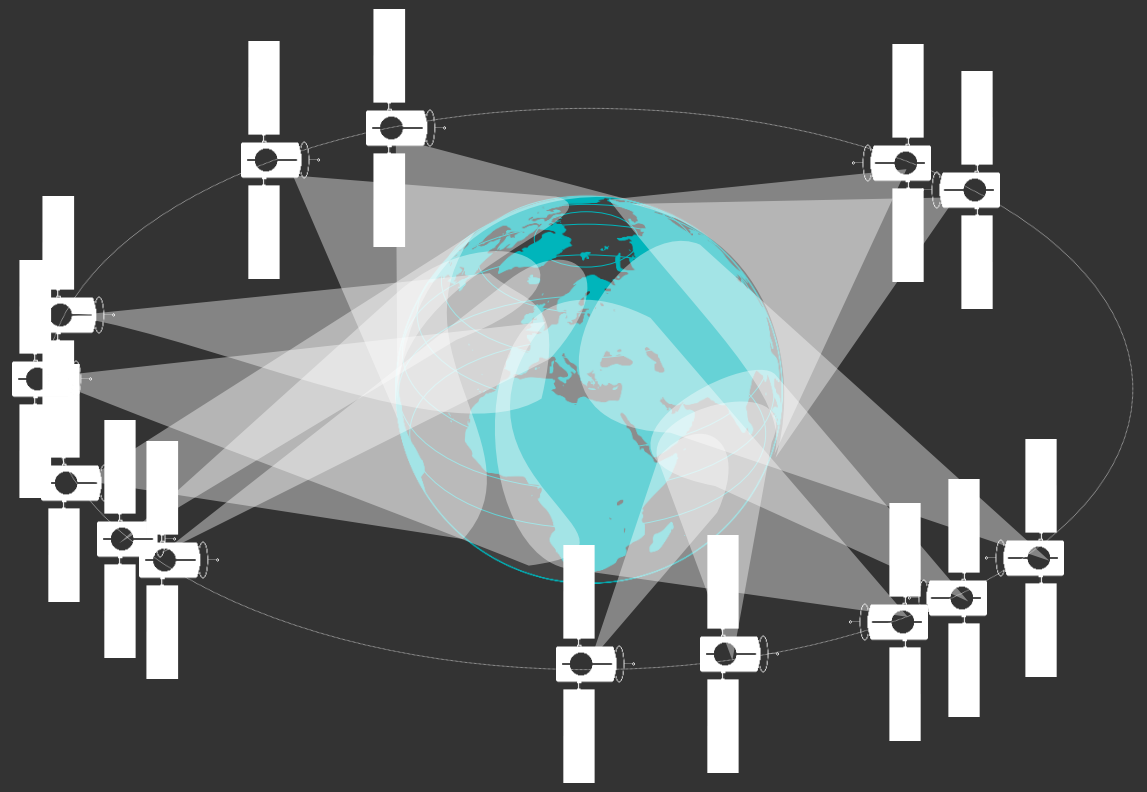
Redefining communication satellites

INTELSAT
Envision. Connect. Transform.

In space



INTELSAT
Envision. Connect. Transform.

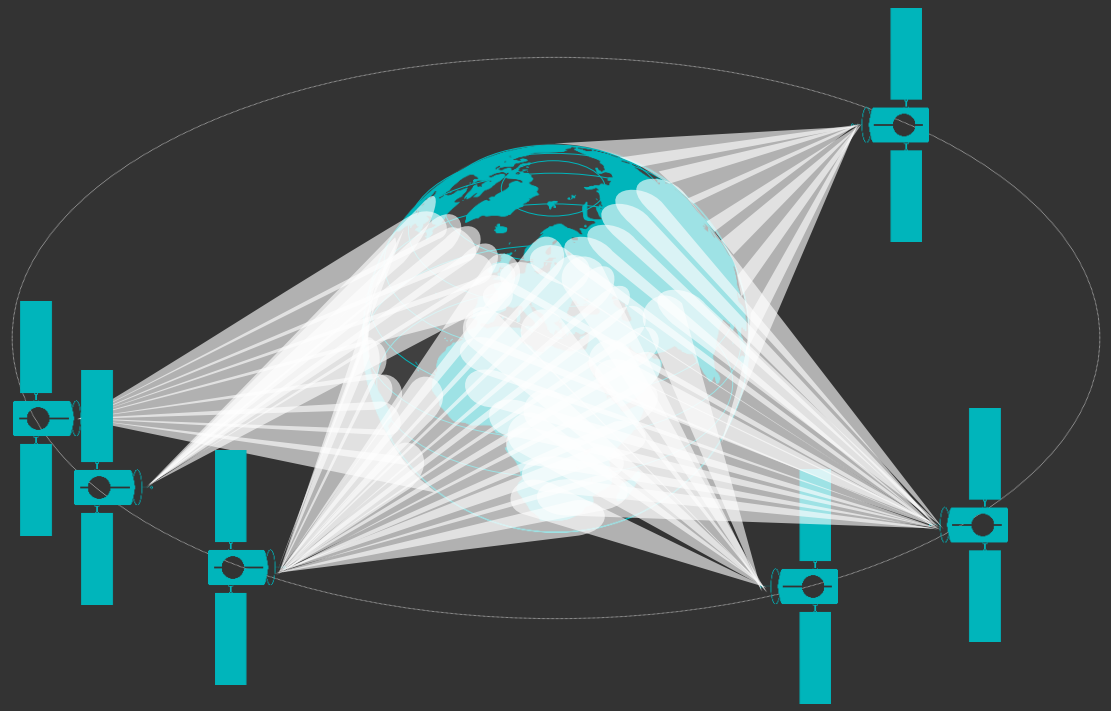


- Global coverage
- 20 satellites
- Over 400 Ku-band transponders

This is our mobility network today!

INTELSAT
Envision. Connect. Transform.

INTELSAT Epic^{NG}®



Launching 5 more Epic^{NG} satellites

INTELSAT
Envision. Connect. Transform.

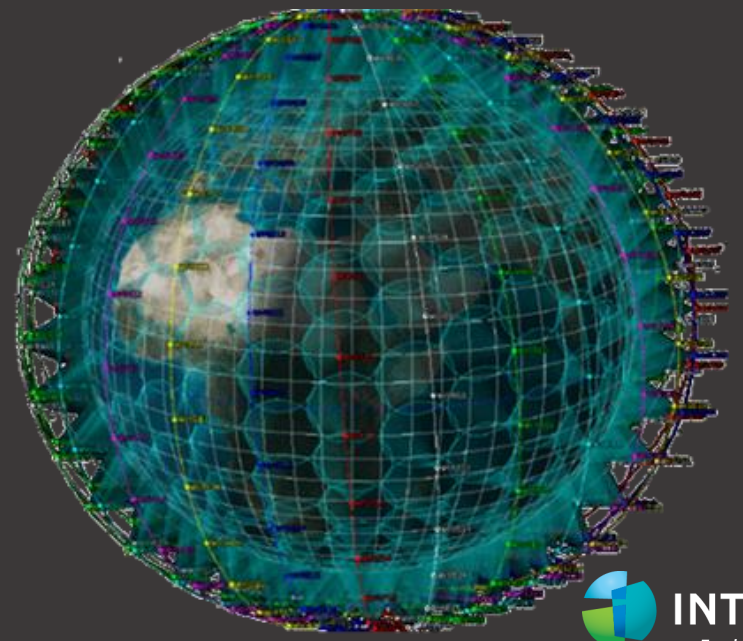
OneWeb

First and only fully global, pole-to-pole high throughput satellite system

- The OneWeb satellite constellation
- 700 satellites (Constellation – 18 planes of 36 satellites)
- Low latency (<30ms round trip delay)
- Look angles > 57◦

Total Throughput of the system:

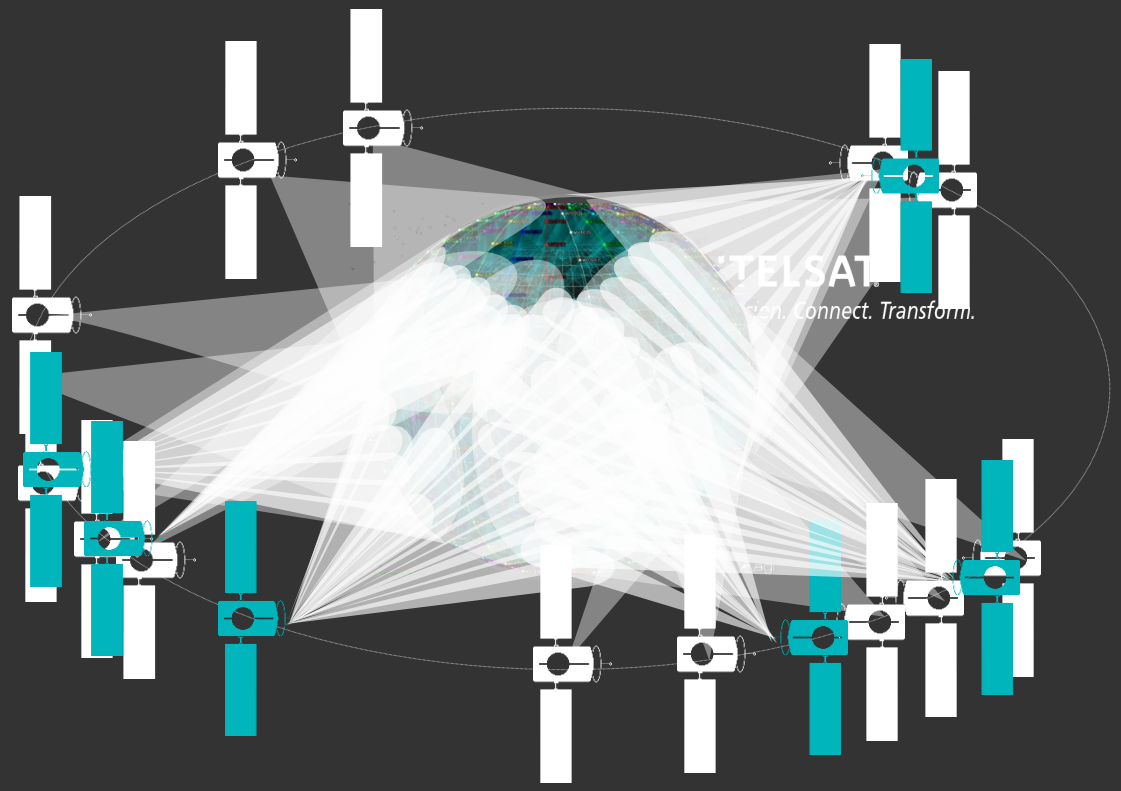
5 Terabits per Second



INTELSAT
Envision. Connect. Transform.

Credit: Airbus Defence and Space

INTELSAT + INTELSAT Epic NG® + OneWeb ACCESS FOR EVERYONE



What if you could access the whole Intelsat Network without giving up on control or flexibility?

INTELSAT
Envision. Connect. Transform.

“A truly ‘epic’ moment in communication’s history”

- Goes beyond connected cars, ships or aircraft
- Connects unconnected communities globally with smaller, cheaper terminals
- Platform architecture is open and backward compatible with existing network infrastructure

Intelsat Epic^{NG} has arrived:

Greater Performance
Improved Economics
Better Accessibility

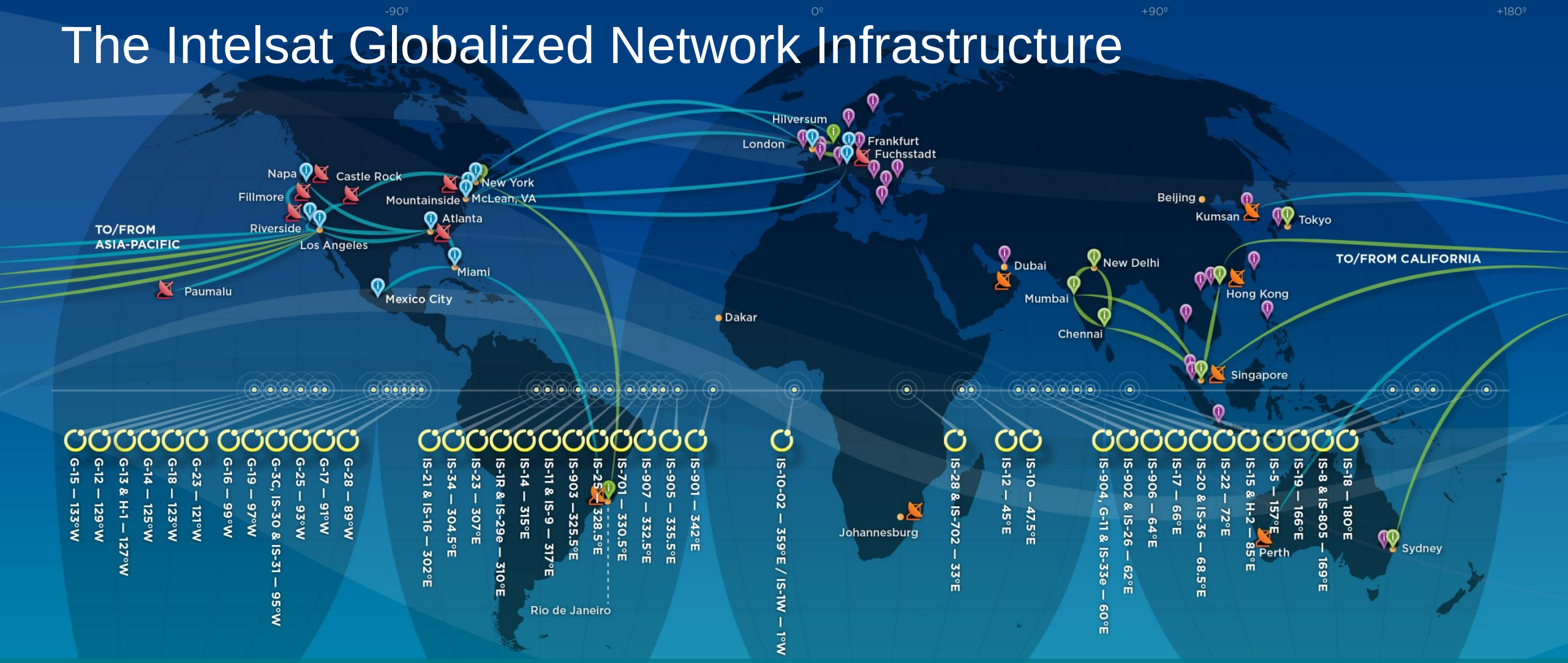
INTELSAT
Envision. Connect. Transform.

We created this market

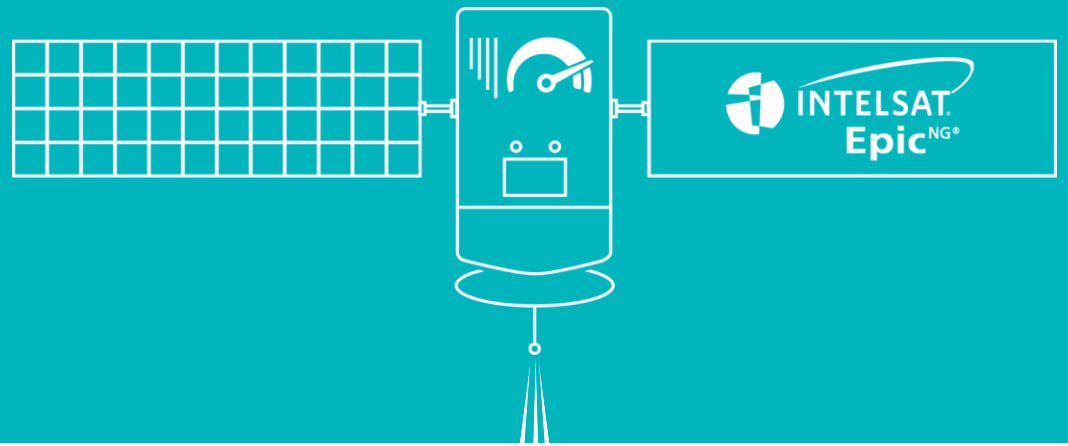
Nobody else is better suited to transform the way the world communicates… to connect the unconnected… to make the unimaginable a reality

INTELSAT
Envision. Connect. Transform.

The Intelsat Globalized Network Infrastructure



Approximately 50 satellites plus IntelsatOne, a fully-integrated ground infrastructure incorporating teleports, points of presence and IP/MPLS fiber network



MISSION SUCCESS FOR **IS-33e**

2nd Intelsat EpicNG

Intelsat Is the Choice of Maritime Customers Worldwide

MARLINK
Connect smarter. Anywhere.

HARRIS CAPROCK™

GEE GLOBAL EAGLE ENTERTAINMENT

KVH®

orange™

Panasonic

SpeedCast

OmniAccess
Marine Network Solutions

NSSLGlobal
ON LAND | ONBOARD | ONLINE

Telespazio
A Finmeccanica/Thales Company

KDDI

GLOBECOMM

Singtel

INTELSAT
Envision. Connect. Transform.

All customer trademarks and/or service marks in this presentation are owned by third parties, except for Intelsat and its related trademarks.

THANK YOU
andrew.faiola@intelsat.com