



SIA PRESIDENT'S REPORT – MEMBER NEWS FOR MARCH 2014

INMARSAT On March 24th, Inmarsat, (LSE:ISAT.L), launched IsatPhone 2, an advanced handheld satellite phone, offering voice calls, text and email messaging outside of cellular and fixed network coverage. With a rugged handset design and an industry-leading eight hours of talk time (160 hours on standby), IsatPhone 2 joins Inmarsat's IsatPhone Pro as the latest addition to the company's handheld satellite phone portfolio, offering customers a choice of phone depending on their requirements and budget.

O3b On March 24th, O3b Networks Limited announced that its second group of four satellites had successfully completed all required ground testing and were now ready to ship. The satellites are to be launched from Le Centre Spatial Guyanais (CSG), Kourou, French Guiana. The satellites are expected to begin their journey from the Thales Alenia Space facility in Rome to Kourou, to be launched as early as the first week of June pending final confirmation from launch provider, Arianespace. Following launch and with four more satellites in-orbit, O3b expects to begin commercial service for all O3b customers on a global basis.

SES On March 22nd, SES S.A. (NYSE Euronext Paris and Luxembourg Stock Exchange: SESE) announced that the ASTRA 5B satellite was successfully orbited by an Ariane 5 rocket from the European spaceport in Kourou, French Guiana. ASTRA 5B was built by Airbus Defence and Space Systems in Toulouse, France and will be located at the orbital position of 31.5 degrees East. ASTRA 5B will extend SES's transponder capacity and geographical reach over Central and Eastern Europe, Russia and the Commonwealth of Independent States for DTH, direct-to-cable and contribution feeds to digital terrestrial television networks.

SES On March 12th, SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESE) announced that it had signed a capacity deal with Alruya, a leading system integrator and VSAT operator based in Libya, to deliver connectivity to oil and gas fields in the country. Alruya will utilise the capacity on SES's NSS-7 satellite at 20 degrees West to provide high-speed internet access and voice over IP services over its VSAT network to its corporate customers' offsite oil and gas locations in Libya.

ASTRIUM On March 11th, Airbus Defense and Space unveiled its new standard of next generation maritime VSAT at Satellite 2014 in Washington DC, to meet the increasing business and crew communications requirements of today's shipping companies. The new VSAT offering is part of the new AuroraGlobal services, delivering high throughput satcoms via one global multi-band portfolio for government, maritime and enterprise markets. This new VSAT offering also includes the latest XChange solution that will allow for a seamless management of the switch between VSAT and MSS.

BOEING and TRUSTCOMM On March 11th, Boeing [NYSE:BA] and TrustComm, Inc., announced that they are partnering to sell satellite bandwidth to government and commercial users as a way of addressing the increasing demand for satellite communications capacity. Boeing, an authorized reseller of Inmarsat capacity, and TrustComm, will sell bandwidth from Inmarsat's Global Xpress® high-speed mobile broadband service. Boeing works with owners of



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active satellite systems to market available bandwidth and to include hosted payloads on future spacecraft.

ECHOSTAR On March 11th, EchoStar Corporation (NASDAQ: SATS), announced that former NASA Flight Director Jerry Jason had joined EchoStar Satellite Services, L.L.C. (ESS), a wholly-owned subsidiary of EchoStar Corp., as vice president, spacecraft operations and engineering. Jason will be responsible for all flight operations, engineering and analysis of EchoStar's fleet of 23 owned, leased and managed spacecraft, and will also manage the telemetry, tracking and control systems infrastructure. He will report to Derek de Bastos, chief technology officer of ESS.

HARRIS CAPROCK On March 11th Harris CapRock Communications debuted Pulse™, an Advanced VSAT solution for offshore and deepwater customers, at [SATELLITE 2014](#), at the Washington Convention Center in Washington, D.C. The breakthrough service enables real-time bandwidth upgrades and dynamically reassigns satellite capacity on demand by leveraging Comtech EF Data Corporation's efficient modem technologies and Vipersat Management System. When a deepwater platform customer requests extended bandwidth for applications such as data logging, drilling at the critical part of a well, streaming a training video, or utilizing a telemedicine solution, Harris CapRock's dynamic bandwidth management architecture provides customers the capacity without the costs of dedicated bandwidth.

INMARSAT On March 11th, Inmarsat (LSE:ISAT.L), announced that it had signed a contract with Hughes Network Systems to manufacture the new Low Profile BGAN terminal, which will equip police forces and other government departments around the world with a discreet communications terminal. Combining the proven reliability of Inmarsat's globally available BGAN service with a lay-flat, rapidly deployable antenna, delivers an innovative, remote capability that allows unmanned, concealed surveillance.

KRATOS On March 11th, Kratos Defense & Security Solutions, Inc. (Nasdaq:KTOS), announced that its Integral Systems Europe Limited business group had been selected by TrustComm, Inc. to deliver its Starlight gateway satellite earth station for installation in Cyprus to service Europe, the Middle East, Africa, Asia and Australia. The Kratos ISE UK-supplied gateway earth station will support TrustComm's Starlight™ solution, the company's mobile satellite service based on Thuraya L-band technology. Kratos ISE UK will build and test the system in its ground system integration facility near Newcastle upon Tyne, UK, prior to shipping it to the installation site, where Kratos will undertake the installation, integration and final testing.

SES and MTN On March 11th, SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESG) and MTN Communications (MTN) announced an extended capacity arrangement to deliver reliable communications connections to the cruise, yacht, ferry, commercial shipping, oil and gas, and government markets. This is one of several agreements between the two companies in a continuation of a long-term global partnership, and enables MTN to add to its seamless connectivity. As part of the multi-year arrangement, MTN is leasing capacity on multiple



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transponders aboard two SES satellites. The satellites are ideal for both video and broadband services for the mobile market.

INTELSAT On March 10th, Intelsat S.A. (NYSE: I), launched the commemoration of the Company's 50th anniversary. Intelsat also unveiled a new corporate tag line: "Envision. Connect. Transform. INTELSAT, the intergovernmental organization that was the predecessor to Intelsat S.A., was created by the signing of an international treaty on 20 August 1964, to establish the first global communication network by launching into space a fleet of satellites. Today, Intelsat provides diversified space and terrestrial communications services to the world's leading media companies, fixed and wireless telecommunications operators, data networking service providers for enterprise and mobile applications, multinational corporations and governments. Intelsat was privatized in 2001 and completed an initial public offering and listing of its shares on the New York Stock Exchange in April of 2013.

INTELSAT On March 10th, Intelsat S.A. (NYSE: I), announced at Satellite 2014 in Washington D.C. that it had entered into a new agreement with Airbus Defense & Space, the world's second largest space company, bridging maritime VSAT services to Intelsat's High Throughput Satellite (HTS) EpicNG platform. The new agreement will provide global high throughput satcom services with secure access to Intelsat's global Ku-band satellite capacity and terrestrially managed network, IntelsatOneSM. As of March 2014, Airbus Defense and Space will extend the usage of these new high performance solutions in its services portfolio which is upgradable to the new Intelsat EpicNG platform.

KRATOS On March 10th, Kratos Defense & Security Solutions, Inc. (Nasdaq:KTOS), announced that its Kratos Integral Systems International (Kratos ISI) business unit had been awarded a contract by NewSat Limited (ASX:NWT) (OTCQX:NWTLY) to provide the satellite command and control system for the Jabiru-1 satellite. Jabiru-1, Australia's first commercial Ka-band satellite, is currently under construction and scheduled to be launched in 2015. Jabiru-1 is a Lockheed Martin A2100 satellite that will be used to provide coverage over South East Asia, the Middle East and North Africa. The Jabiru-1 ground system program will be based upon Kratos' EPOCH IPS satellite fleet management system.

LIGHTSQUARED On March 10th, LightSquared announced a multi-year agreement with ViaSat, Inc. (NASDAQ: VSAT). Together, the companies will introduce ViaSat L-band Managed Service, an exciting new mobile satellite service that will combine the power of LightSquared's state-of-the-art SkyTerra 1 L-band satellite, with ViaSat secure, all-IP, packet-switched satellite technology. The SkyTerra 1 L-band satellite provides ubiquitous coverage throughout North America. The L-band satellite enables transmissions to small, low-cost devices by using a 22-meter reflector-based antenna. ViaSat L-band Managed Service is the first to use this advanced satellite technology to bring higher data throughputs to smaller devices and provide an order of magnitude capacity improvement over comparable L-band legacy systems. The new managed service is a reliable, low latency service that offers broadcast and multicast data transport and embedded voice over a highly secure network.



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MTN On March 10th, MTN Government (**MTNGOV**), a leader in satellite communications, cybersecurity and integrated intelligence, surveillance, and reconnaissance (ISR) solutions serving U.S. DoD and civilian agencies worldwide, announced the introduction of the industry's first "Social Media Threat Intelligence" managed service. The service is a predictive cyber solution that enables U.S. government agencies using social networking, mobile devices and distributed workforces to protect against the onslaught of cyber threats. The solution identifies and analyzes malicious actors, threats and targeted attacks against U.S. government leaders and agencies, and provides proactive, actionable threat analytics and intelligence in advance of any network compromise. The service uses a patented enterprise-security platform powered by ZeroFOX, a social risk and cyber threat intelligence solutions company.

VIASAT On March 10th, ViaSat Inc. (Nasdaq: VSAT) announced it had delivered over 2 million of its Ka-band broadband satellite terminals, making it the leading choice for Internet by satellite. The two million terminal total includes over one million second generation broadband terminals, which are part of the Exede satellite services network that features the world's highest capacity satellite, ViaSat-1. Customers and partners are using the terminals for consumer, enterprise, on-the-move, and portable applications for a number of markets including residential internet, live event communication and faster in-flight Internet.

KRATOS On March 7th, Kratos Defense & Security Solutions, Inc. (Nasdaq:KTOS), announced that its Integral Systems Europe (Kratos ISE) business group had been awarded a contract by An Phat Technology Trading Joint Stock Company to upgrade the Vinasat-1 Network Operations Center (NOC) in Vietnam to support the Vinasat-2 satellite. Kratos ISE delivered the Vinasat-1 NOC as a turnkey solution in 2009 and the new upgrades will supply the NOC with enhanced capabilities and a long term solution for the life of the Vinasat-2 satellite.

TRUSTCOMM On March 7th, TrustComm Inc., announced it had been designated as a Service Provider for Inmarsat's new L-TAC space-segment services and had signed a distribution agreement with Spectra Group to provide Slingshot adaptors required to access L-band frequencies from existing fielded UHF radios. L-TAC from TrustComm, uses existing fielded UHF tactical radios to access the Inmarsat-4, L-band satellite constellation when UHF capacity is not available for any reason. TrustComm has been conducting live demonstrations of L-TAC at selected locations worldwide with excellent feedback, particularly for those users who have a Communications-on-the-Move (COTM) requirement for UHF.

COMTECH EF DATA On March 6th, Comtech EF Data Corp. announced the achievement of a new milestone in satellite-based mobile backhaul. Working with Intelsat S.A., Comtech EF Data is now enabling 2G, 2.5G, 3G and 4G/LTE services on over 1.5 GHz of capacity into a single market in South America. The first region to benefit from this capability, South America, has grown steadily for mobile backhaul supporting 2G and 2.5G and also for 3G and 4G services in densely populated urban areas. Satellite is also being utilized as the primary links in Mobile Network Operators' (MNOs') core backbones and for restoration services where fiber and cable are used as the core.



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KRATOS On March 5th, Kratos Defense & Security Solutions, Inc. (Nasdaq:KTOS), announced its RT Logic had delivered its sixtieth T400SDM Software-Defined Modem to Iridium Communications Inc. The T400SDM bridges the public Internet to the Iridium constellation of networked Low Earth Orbit (LEO) satellites. A network of ground teleports around the world controls the satellites and provides the interface to the terrestrial Internet. At each teleport, the RT Logic T400SDM provides both the gateway interface to the IP-based terrestrial Internet and the RF signal processing uplink and downlink to the satellite constellation. The T400SDM has been designed both to support the existing constellation of 66 LEO satellites as well as the higher data rates and MPLS connectivity required for the Iridium NEXT constellation.

VIASAT On March 5th, ViaSat Inc. (NASDAQ: VSAT) announced that EL AL has agreed to be the launch customer in Europe for Exede® In The Air in-flight Internet service. To begin, ViaSat plans to deliver the service to EL AL Boeing 737s flying routes from Tel Aviv into several European cities. The two companies plan to immediately begin working toward certification and installation of the Exede terminals on EL AL aircraft with a target date to launch service within one year. For EL AL, ViaSat is responsible for providing and managing a complete in-flight Internet service to the aircraft, including airborne terminals, antennas, radomes, and air time from the Eutelsat KA-SAT high-capacity Ka-band satellite.

KRATOS On March 4th, Kratos Defense & Security Solutions, Inc. (Nasdaq:KTOS), announced that its Kratos Networks, Inc. subsidiary introduced NeuralStar® Service Quality Manager (SQM), the first end-to-end service management solution for satellite and terrestrial network operations. As part of the NeuralStar family of technology management products, NeuralStar SQM manages services across the entire network to help service providers improve service quality assurance and deliver visibility into customer impacting conditions to maximize revenue and reduce costs.

ECHOSTAR On March 3rd, Hughes Network Systems, a wholly owned subsidiary of EchoStar Corporation (NASDAQ: SATS), announced that it had been awarded a task order by the U.S. General Services Administration (GSA) in support of the Government Education and Training Network (GETN) to provide commercial satellite communications (COMSATCOM) end-to-end solutions to enable the network's distance learning capabilities. GETN is a network of 8 federal agencies, including U.S. Department of Defense, Executive Branch agencies and Federal Judiciary agencies that share satellite technology, facilities, and distance learning programs. The task order, awarded through GSA's Custom Satellite Communication Solutions (CS2) contract vehicle, is for a term of four and one half years including the base and option years. The task order win marks the second GETN award for Hughes, following the first order in December 2007 under the GSA's SATCOM II vehicle to provide broadband satellite solutions and services.

ECHOSTAR On March 3rd, Hughes Network Systems, a wholly owned subsidiary of EchoStar Corporation (NASDAQ: SATS), announced that it has teamed with Colombia-based telecom operator, Anditel, to deliver high-speed Internet service to schoolchildren in the most remote areas of Colombia. The important initiative is part of the Ministry of Information Technology and Communication's (MinTIC) Vive Digital program to help bridge the country's



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digital divide. Hughes is providing its advanced HX System and broadband satellite terminals for more than 1,000 Vive Digital kiosks (KVDs) across the country. The primary service will be for Internet access by schoolchildren, but after school hours the KVDs will be used for additional services to the local community.

GLOBECOMM On March 3rd, Globecomm introduced iDirect Evolution service on Yamal 402 reaching all sub-Saharan African countries including Madagascar. The service provides the benefits of the latest iDirect Evolution technology, IDX 3.2, which supports the manufacturer's adaptive TDMA technology to provide adaptive carrier modulation (ACM) on the return path, which overcomes rain attenuation and increases both availability and performance. Globecomm's iDirect Evolution service on Yamal 402 provides affordable solutions via satellite for Internet access, VOIP, VPN, data services as well as occasional-use access. In future, a projected European beam on Yamal 402 will reach Western and Central Europe, the Middle East and Northern Africa.

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