



Director's Report

June 19, 2007

The Satellite Industry Association (SIA) Director's Report is a weekly executive capsule covering current satellite industry news and events. See the bottom of page for additional information.

Recent News

Intelsat, Ltd. announced the signing of a definitive agreement for the purchase of a majority of the shares of its parent company, Intelsat Holdings, Ltd., by funds advised by BC Partners ("BCEC funds") and certain other investors. The BCEC funds-led group will acquire approximately 76% of the primary ownership of Intelsat Holdings, Ltd. in a transaction valuing the Company's equity at approximately \$5.03 billion. Taking into account approximately \$11.4 billion of debt as of March 31, 2007, the enterprise valuation implied by the transaction is approximately \$16.4 billion. The current shareholders of Intelsat, including funds advised by Apax Partners, Apollo Management, Madison Dearborn Partners, Permira and management, are expected to receive upon closing approximately \$4.6 billion in cash, and will continue to hold approximately 24% of the primary ownership of Intelsat Holdings, Ltd. [Link to additional information](#)

Avionica has won orders from Continental Airlines to outfit nine B737-800 passenger aircraft with advanced **Iridium**[®] satellite systems to provide global, low-cost voice and data communications. The Continental aircraft will be equipped with Avionica's new satLINK Iridium system, including antenna, wiring, structural elements and a control panel. [Link to additional information](#)

Intelsat Ltd. announced that New Zealand-based ANZ Teleport & Broadcast Ltd. selected the Intelsat platform on which to launch a new direct-to-home television service. Under the multi-year agreement, Intelsat will provide ANZ Teleport & Broadcast Ltd. with capacity on the IS-8 satellite, which has high performance coverage of ANZ's initial targeted service region in New Zealand. The IS-8 also has the ability to distribute DTH programming to other South Pacific nations as ANZ's business grows. [Link to additional information](#)

Lockheed Martin announced that it has successfully integrated the spacecraft propulsion core structure and the payload module for the first Advanced Extremely High Frequency (AEHF) satellite. The Advanced EHF system will provide global, highly secure, protected, survivable communications for all warfighters serving under the U.S. Department of Defense. [Link to additional information](#)

SES unveiled new groundbreaking satellite launch vehicle contracts covering the majority of the satellite launch requirements for the SES group from the period 2009-2013. These "multi-launch agreements" ensure that each SES satellite will have a primary as well as a back-up launch vehicle, each with two launch slots, providing utmost planning security and flexibility for the company's ambitious launch schedule. [Link to additional information](#)

The Boeing Company has completed integration and test of the U.S. Air Force's first Wideband Global SATCOM (WGS) satellite, bringing unprecedented satellite communications services one step closer to the warfighter. The performance of the first WGS satellite during testing has been

excellent, and factory data suggests it will provide approximately 25 percent more communications capacity by the end of its 14-year mission life as a result of high performance margins within the communications payload. [Link to additional information](#)

When **DIRECTV** and **EchoStar** unveiled plans last week to use Clearwire's wireless services to offer an internet option, DBS supporters let out a collective sigh of relief as the industry would finally be able to partake in the market phenomenon known as the all-mighty triple-play bundle. But EchoStar and Liberty Media - DIRECTV's soon-to-be new parent - also unveiled that they would make a joint bid for Intelsat, a move that failed to receive the same type of fanfare. *Story Courtesy of SkyREPORT*

Fresh insights into long-standing solar mysteries and the first 3-D views of the Sun have been made possible by **Lockheed Martin** space instruments on two new Sun-watching space missions. Hinode, an international cooperative mission, and NASA's Solar Terrestrial Relations Observatory (STEREO) are providing solar physicists a treasure trove of new data on the roiling turbulent nuclear furnace at the center of our solar system. [Link to additional information](#)

Intelsat Ltd. announced that it signed a multi-year contract with space segment and transmission service provider VISTA Satellite Communications, Inc. Under the agreement, Intelsat will provide satellite capacity that supports expansion of VISTA's occasional-use television offerings. Through this contract, Intelsat is providing domestic and international satellite capacity that allows VISTA to deliver more occasional use satellite time for its clients, including Fortune 500 companies, broadcasters, cable programmers, educational institutions, government agencies and news organizations. [Link to additional information](#)

Mobile satellite services provider **Globalstar** wrapped up negotiations with the State of Utah for a Western States Contracting Alliance (WSCA) contract for the purchase of company satellite voice and data products and services. With Utah acting as the lead state for the contract, the WSCA agreement provides for hardware and service discounts on purchases of Globalstar products made by other state government agencies. *Story Courtesy of SkyREPORT*

Lockheed Martin Transportation and Security Solutions has been named by the Department of Defense as a 2007 recipient of the Defense Security Service's James S. Cogswell Outstanding Industrial Security Achievement Award. [Link to additional information](#)

TerreStar Networks Inc. announced that its Canadian partner, TerreStar Canada, has filed a request with Industry Canada to extend its last remaining milestone date for the TerreStar-1 satellite. TerreStar Canada is seeking the extension to accommodate manufacture and delivery issues experienced by satellite manufacturer, Space Systems/Loral, Inc. TerreStar expects to meet its in-service milestone of November 2008 and with TerreStar Canada bring online North America's first 4G integrated mobile satellite and terrestrial communications network. [Link to additional information](#)

The launch of **Inmarsat's** new satellite phone services has taken a significant step forward with the appointment of the first eight service distribution partners. The companies - AceS, Chinasat,

Evosat, Fono, MCN, MVS, SatCom Global and **Stratos** - will be responsible for the delivery of their suite of satellite phones to customers around the world. [Link to additional information](#)

Intelsat Ltd. announced the launch of its new Network Broadband GLOBAL Maritime service, the latest addition to Intelsat's GlobalConnex portfolio of services, as well as the signing of a multi-year distribution agreement with Schlumberger. This solution is bringing new levels of bandwidth capabilities to the maritime industry and it is ideally suited for maritime fleet management and oilfield service providers seeking global data and voice connectivity regardless of their fleet or maritime structure location. [Link to additional information](#)

Iridium® Satellite reports continued strong growth for its global satellite communications services in the Asia Pacific market, with the number of maritime subscribers in the region up 15 percent and the number of land-based subscribers up 16 percent over this time last year. Year-over-year, maritime traffic in the region has grown by 22 percent and land-based traffic by 26 percent. During the same period, Iridium's total subscriber growth worldwide was 24 percent. [Link to additional information](#)

SES AMERICOM announced the commercial availability of its Internet protocol television (IPTV) solution, IP-PRIME®. After extensive and successful technical trials with large, medium and small sized telcos across the United States, IP-PRIME is now available to any North American telco looking for a fast, cost-effective means to offer their customers a world-class television service. [Link to additional information](#)

Upcoming Meetings and Events

21 June 2007 – “Expendable Launch Vehicles: Evolution Modernization, Opportunities, and Competition,” The University Club, Washington, DC. www.wsbr.org

27 June 2007 - Forum on National Security Space *Examining Codes and Rules for Space*, 2216 Rayburn House Office Building 8:15am RSVP to info@marshall.org *Space is Limited Reservations Required* <http://www.marshall.org/category.php?id=8>

10 July 2007 - MILSACOM Center of Excellence Dedication Ceremony 10am, RSVP by July 2 to jennifer.adison@lmco.com

18-20 September 2007 - APSCC 2007 Satellite Conference and Exhibition, Millennium Hilton, Bangkok, Thailand <http://www.apscc.or.kr/event/apscc2007.asp>

9 October 2007 - ISCe Satellite Investment Symposium (ISIS NYC '07), The Princeton Club, New York, NY <http://www.isis-nyc.com>

November 2007 – DoD Satcom Workshop, Washington, DC

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