

Investor Fact Sheet

As of December 31, 2016*



OVERVIEW & INVESTOR HIGHLIGHTS

- Intelsat is a leading provider of fixed satellite services ("FSS") with a diversified, premier customer base.
- Our Globalized Network includes a global fleet of approximately 50 in-service satellites, eight teleports and the IntelsatOne® terrestrial architecture.
- Our satellite communications network covers 99% of the world's populated regions, including market access in approximately 200 countries and territories.
- Intelsat introduced its next generation, high-throughput satellite system, Intelsat Epic^{NG}, in 2016. On February 14, 2017, Intelsat successfully launched its third Intelsat Epic^{NG} satellite, Intelsat 32e, which is scheduled to enter service in Q2 2017.
- Intelsat experiences balanced revenue contributions from diverse geographic regions and service applications.
- On February 28, 2017, Intelsat introduced its full-year 2017 guidance. Revenue is forecasted in a range of \$2.180 billion to \$2.225 billion. Full year 2017 Adjusted EBITDA* is expected to range from \$1.655 billion to \$1.700 billion.

Operational Highlights

- Intelsat distributes over 5,600 video channels, including more than 900 high definition channels.
- Intelsat expects to launch three satellites in the period covered by our capital expenditure plan. In addition, Intelsat is expected to launch three other satellites, including two custom payloads built on third-party satellites and a joint venture satellite, which do not require capital expenditure.
- System utilization: 77% on total available capacity of approximately 2,175 station-kept transponders (36 MHz). This station-kept transponder count does not include Intelsat Epic^{NG} capacity.
- Strong contracted backlog: \$8.7 billion as of December 31, 2016.
- As of February 28, 2017, both Intelsat 29e and Intelsat 33e were in service, bringing the total high-throughput satellite ("HTS") Intelsat Epic^{NG} unit count to nearly 600 incremental station-kept transponders (36 MHz).

Recent News

- Intelsat provided an interim update reflecting building momentum of orders for its next generation HTS platform, Intelsat Epic^{NG}:
 - Since October 27, 2016, Intelsat has signed twenty additional agreements with customers, spanning applications including mobility, enterprise, fixed and wireless infrastructure and media distribution.
- **Panasonic Avionics Corporation**, one of the world's leading suppliers of inflight entertainment and communication systems, signed a multi-year renewal on Galaxy 16 to leverage Intelsat's satellite solutions to support its inflight broadband network across North America.
- **Marlink AS** renewed and expanded a number of services across the fleet, building upon its infrastructure which serves the maritime sector. Marlink's network with Intelsat spans 20 satellites, including the use of 3 Intelsat Epic^{NG} satellites.

- **eProcess International S.A.**, an affiliate of Ecobank Group, a pan-African banking group, renewed and expanded its service commitments under a multi-transponder, multi-year contract for capacity on Intelsat 903, with services eventually migrating to Intelsat 35e. The company will leverage high-performing satellite solutions to facilitate the secure corporate data exchange and banking transactions across 27 countries in Africa.
- **Empresa de Telecomunicaciones de Cuba S.A.** ("ETECSA"), the telecommunications service provider for Cuba, signed a new, multi-year commitment for services on Intelsat 903 to support its network infrastructure. In addition, ETECSA renewed and expanded its agreement on Intelsat 23 and Intelsat 905 for broadband connectivity for corporate networks operating in Cuba. Ultimately, ETECSA's Intelsat 905 services will transition to Intelsat 35e, our fourth Intelsat Epic^{NG} satellite.
- **Sentech**, a leading broadcasting signal distributor in Africa, signed a new, long-term contract for additional Ku-band satellite services on Intelsat 20. Sentech will leverage Intelsat 20 to cost effectively and efficiently accelerate the expansion of its Direct-to-Home ("DTH") and Digital Terrestrial Television ("DTT") services to viewers in South Africa.
- **AT&T/DirectTV** exercised a multi-year option to extend services for multiple Ku-band transponders on Galaxy 3C. The Ku-band satellite capacity will be used to broadcast television content in the continental U.S.
- **Slovak Telekom a.s.**, the largest Slovak multimedia operator, signed a new, multi-year agreement to expand its DTH services with Intelsat. By further leveraging the Intelsat 1^W premier video neighborhood, Slovak Telekom has the potential to reach 17 million households across 17 Northern, Central and Eastern European countries.

Corporate Headquarters

Intelsat S.A.
4, rue Albert Borschette
L-1246 Luxembourg

U.S. Operations Headquarters

Intelsat Corporation
7900 Tysons One Place
McLean, VA 22102-5972

Sales Headquarters

Intelsat Global Sales & Marketing Ltd.
Building 5 Chiswick Park, 566 Chiswick High Road
London W4 5YA, United Kingdom



Financial Highlights

(\$ in millions)

	Three Months	
	Ended December 31,	
	2015	2016
Intelsat S.A.		
Total Revenue	\$ 571	\$ 551
Operating Expenses	\$ 4,468	\$ 317
Net Income attributable to Intelsat S.A.	\$ (4,116)	\$ 663
EPS		
Basic	\$(38.29)	\$ 5.62
Diluted	\$(38.29)	\$ 5.56
EBITDA*	\$(3,722)	\$ 407
Adjusted EBITDA*	\$ 453	\$ 417
Capital Expenditures	\$ (173)	\$ (94)
Free Cash Flow from (used in) Operations*	\$ (134)	\$ (7)

* Reconciliation of non-U.S. GAAP measures to comparable U.S. GAAP measures available via EDGAR and through Intelsat's website at www.intelsat.com/investors.

Debt Schedule

December 31, 2016 Capital Structure Pro Forma for the Final Results of Certain Intelsat (Luxembourg) S.A. Financing Transactions Completed in January 2017

(\$ in millions)

Intelsat (Luxembourg) S.A. Debt:

6¾% Senior Notes due 2018	\$ 97
7¾% Senior Notes due 2021	1,021
8½% Senior Notes due 2023	888
12½% Senior Notes due 2024	1

Total **\$ 2,007**

Intelsat Connect Finance S.A. Debt:

12½% Senior Notes due 2022	\$ 732
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Intelsat Jackson Holdings S.A. Debt*:

7¼% Senior Notes due 2019	\$ 1,500
7¼% Senior Notes due 2020	2,200
7½% Senior Notes due 2021	1,150
5½% Senior Notes due 2023	2,000

Total Unsecured **\$ 6,850**

9½% Senior Secured Notes due 2022	490
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8% Senior Secured Notes due 2024	1,350
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Sr. Secured Credit Facilities due (L+275) 2019	3,095
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Total Secured **\$ 4,935**

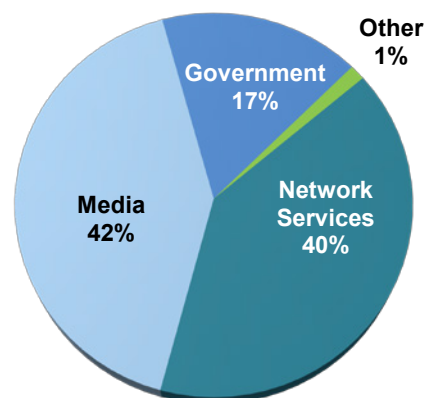
Total Consolidated **\$ 14,523**

* All listed debt is guaranteed by Intelsat Jackson's guarantor subsidiaries.

Company Snapshot

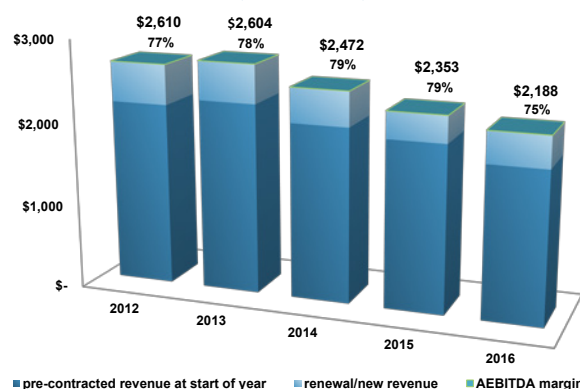
- Exchange: NYSE: I
- Date Listed: April 23, 2013
- Fiscal Year End: December 31
- Weighted Average Shares Outstanding (Diluted): ~118.473 M (as of 12/31/16)

Q4 '16 Revenue by Customer Set



Revenue & AEBITDA Trends

(\$ in millions)



Executive Officers

Stephen Spengler
CEO

Jacques Kerrest
EVP & CFO

Kurt Riegelman
SVP, Sales & Marketing

David McGlade
Executive Chairman

Michelle Bryan
EVP, General Counsel & CAO

Michael DeMarco
SVP, Operations

Please review detailed information about Intelsat, including our SEC filings, available through our website at www.intelsat.com before making any investment decision.



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