

# Investor Fact Sheet

As of September 30, 2017\*



## 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, 8 teleports and the IntelsatOne terrestrial network.
- 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 (“HTS”) platform, Intelsat Epic<sup>NG</sup>, in 2016. On September 29, 2017, Intelsat successfully launched its fifth Intelsat Epic<sup>NG</sup> satellite, Intelsat 37e, which is expected to enter into service in the first quarter of 2018.
- Intelsat experiences balanced revenue contributions from diverse geographic regions and service applications.
- On October 26, 2017, Intelsat provided an update on full-year 2017 guidance. Revenue: expect bottom of the range of \$2.150 billion to \$2.180 billion; Adjusted EBITDA\*: in the range of \$1.640 billion to \$1.670 billion (no change); Capital expenditure: in the range of \$500 million to \$550 million (no change).

## Operational Highlights

- Intelsat distributes over 5,400 video channels, including approximately 1,100 high definition channels.
- Intelsat expects to launch two satellites in 2018. The satellites include one custom payload built on a third-party satellite and a separate joint venture satellite, which do not require capital expenditure.
- System utilization: 78% on total available capacity of approximately 2,025 station-kept units (36 MHz). This station-kept transponder count does not include Intelsat Epic<sup>NG</sup> capacity.
- As of October 26, 2017, Intelsat 29e, Intelsat 33e, Intelsat 32e and Intelsat 35e were in service, bringing the total HTS Intelsat Epic<sup>NG</sup> unit count to approximately 825 incremental station-kept transponders (36 MHz).
- Contracted backlog: \$7.9 billion as of September 30, 2017.

## Recent News

Intelsat provided an interim update reflecting building momentum of orders for its next generation HTS platform, Intelsat Epic<sup>NG</sup> and Globalized Network:

- Ecuador-based **Corporación Nacional de Telecomunicaciones (CNT) E.P.**, Ecuador’s public telecommunications company, renewed and increased satellite services on Intelsat 29e to support enterprise, Internet fixed and mobile telephony services.
- Under a multi-year agreement, **Tangerine Electronics** has renewed and expanded satellite services on Intelsat 29e. Tangerine operates a Very Small Aperture Terminal (“VSAT”) network connecting more than 700 schools in Mexico.

- **Hughes Network Systems (“HNS”)** signed a multi-year renewal for satellite services across five Intelsat satellites for corporate enterprise and government applications.
- **Trinity Broadcasting Network (“TBN”)**, the world’s largest religious broadcasting network, signed a long-term commitment for the replacement satellite for Intelsat Galaxy 14-R. Intelsat’s satellite services distribute high definition (“HD”) and standard definition (“SD”) faith-based programming to cable head-ends throughout North America.
- Brazilian regional television broadcaster, **TV Catarina**, signed a new, multi-year agreement for C-band services on Intelsat 14, our new video neighborhood covering the Latin American region.
- **TV Plus**, a Direct-to-Home (“DTH”) television provider, signed a multi-year renewal for satellite services on Intelsat 19, one of Intelsat’s premier video neighborhoods. TV Plus will leverage Intelsat 19’s video neighborhood to deliver global content locally to viewers in Australia and New Zealand.
- **Arqiva** has renewed distribution services on Intelsat 34, broadcasting premium news and video content throughout the Americas.
- **Intelsat General Corporation** signed five new Intelsat Epic<sup>NG</sup> contracts across Intelsat 29e, Intelsat 33e and Intelsat 35e.
- **The Boeing Company** activated the second option year under a seven-year contract for 72 MHz on Galaxy 17, and 36 MHz on Galaxy 28, for global in-flight broadband and communication services for the senior leadership of the United States government.

### 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

Publication Date: October 26, 2017

\* Information in this Investor Fact Sheet is not updated after the publication date.



**INTELSAT**

Envision. Connect. Transform.

## Financial Highlights

(\$ in millions)

	Three Months	
	Ended September 30,	
	2016	2017
<b>Intelsat S.A.</b>		
Total Revenue	\$ 543	\$ 539
Operating Expenses	\$ 322	\$ 305
Net Income (loss) attributable to Intelsat S.A.	\$ 196	\$ (30)
EPS		
Basic	\$ 1.66	\$ (0.26)
Diluted	\$ 1.65	\$ (0.26)
EBITDA*	\$ 396	\$ 415
Adjusted EBITDA*	\$ 405	\$ 420
Capital Expenditures	\$ (221)	\$ (116)
Free Cash Flow from Operations*	\$ 33	\$ 97

\* 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](http://www.intelsat.com/investors).

## Debt Schedule September 30, 2017

(\$ in millions)

### Intelsat (Luxembourg) S.A. Debt:

6¾% Senior Notes due 2018	\$ 97
7¾% Senior Notes due 2021 <sup>2</sup>	1,021
8½% Senior Notes due 2023 <sup>3</sup>	888
12½% Senior Notes due 2024 <sup>4</sup>	1
<b>Total</b> <sup>2,3,4</sup>	<b>\$ 2,007</b>

### Intelsat Connect Finance S.A. Debt:

12½% Senior Notes due 2022	\$ 732
<b>Total</b>	<b>\$ 732</b>

### Intelsat Jackson Holdings S.A. Debt<sup>1</sup>:

7¼% Senior Notes due 2020	2,200
7½% Senior Notes due 2021	1,150
5½% Senior Notes due 2023	2,000
7¼% Senior Notes due 2025	1,500

### Total Unsecured \$ 6,850

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

### Total Secured \$ 4,935

### Total Intelsat Jackson Holdings S.A. \$ 11,785

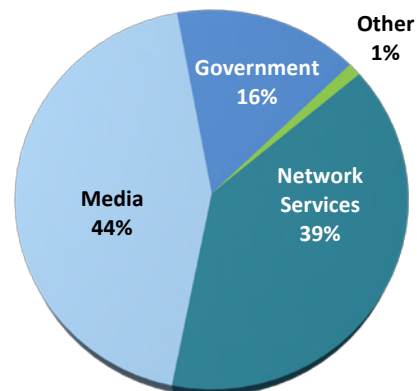
### Total Consolidated<sup>2,3,4</sup> \$ 14,524

- 1) All listed debt of Intelsat Jackson is guaranteed by Intelsat Jackson's guarantor subsidiaries.
- 2) Excludes \$979M of Intelsat Luxembourg's 7¾% Sr. Notes due 2021 held by Intelsat Connect Finance S.A. ("ICF").
- 3) Excludes \$112M of Intelsat Luxembourg's 8½% Sr. Notes due 2023 held by ICF.
- 4) Excludes \$403M of Intelsat Luxembourg's 12½% Sr. Notes due 2024 held by ICF.

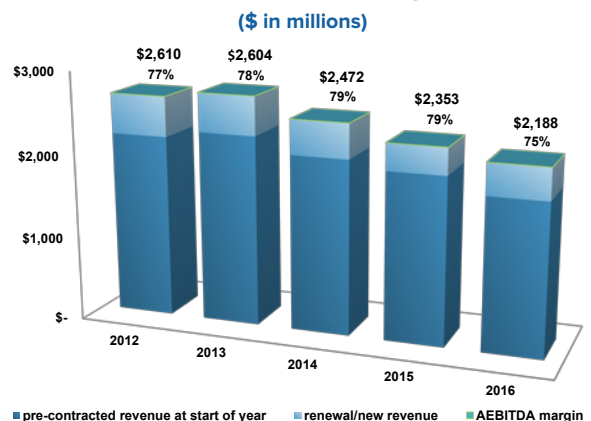
## Company Snapshot

- Exchange: NYSE: I
- Date Listed: April 23, 2013
- Fiscal Year End: December 31
- Weighted Average Shares Diluted: ~119.0 M (as of 9/30/17)

## Q3 '17 Revenue by Customer Set



## Revenue & AEBITDA Margin Trends



## Executive Officers

**Stephen Spengler**  
Director & CEO

**Jacques Kerrest**  
EVP & CFO

**Michael DeMarco**  
EVP, Operations

**David McGlade**  
Executive Chairman

**Michelle Bryan**  
EVP, General Counsel & CAO

**Kurt Riegelman**  
SVP, Sales & Marketing

Please review detailed information about Intelsat, including our SEC filings, available through our website at [www.intelsat.com](http://www.intelsat.com) before making any investment decision.



**Primary Investor Relations Contact**  
Dianne VanBeber  
VP, Investor Relations & Corporate Communications  
Email: [investor.relations@intelsat.com](mailto:investor.relations@intelsat.com)

**Transfer Agent Contact**  
American Stock Transfer & Trust Company, LLC  
Toll Free Phone: +1 800-937-5449  
Phone: +1 718-921-8124  
[www.amstock.com](http://www.amstock.com)

