



Safe Harbor

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HUGHES

■ Executive Summary

Hughes Communications is the leading global provider of broadband satellite network services and systems to consumers and enterprises

- Hughes presents a compelling investment opportunity:
 - ▶ Company's top and bottom line growth driven by:
 - Consumer → Large market opportunity
 - Enterprise → Stable managed services business with targeted growth opportunities

Overview

Hughes Communications, Inc. Business Segments – FY 2010

(\$ in millions except ARPU)

	Consumer	Enterprise		Telecom Systems/Other	Consolidated Revenue	Consolidated Adj. EBITDA
		North America	International			
Revenue	\$477	\$260	\$206	\$100	\$1,043	\$227
Percentage ¹	46%	25%	20%	10%	100%	22%
Key Products & Services	<ul style="list-style-type: none"> Satellite broadband Internet services 	<ul style="list-style-type: none"> Managed Network Services Satellite or terrestrial Internet access VSAT Equipment 		<ul style="list-style-type: none"> Mobile satellite systems Terrestrial microwave networking equipment 		
Consumer Base	<ul style="list-style-type: none"> Households Consumers subs: 578K 4Q10 ARPU: \$75 	<ul style="list-style-type: none"> Enterprise, telecom carriers and government agencies 		<ul style="list-style-type: none"> Mobile satellite operators Telco and cellular mobile operations 		
Network	<ul style="list-style-type: none"> SPACEWAY 3 Jupiter Leased Ku band 	<ul style="list-style-type: none"> Clients: >200 Sites: >200K SME: ~34K SPACEWAY 3 Jupiter Leased Ku band 	<ul style="list-style-type: none"> >400 ~100K ~14K Leased Ka Starting 2011 in Europe Leased Ku and C band 			
Geographic Markets	<ul style="list-style-type: none"> U.S. and Canada 	<ul style="list-style-type: none"> U.S. and Canada 	<ul style="list-style-type: none"> Global 	<ul style="list-style-type: none"> Global 		

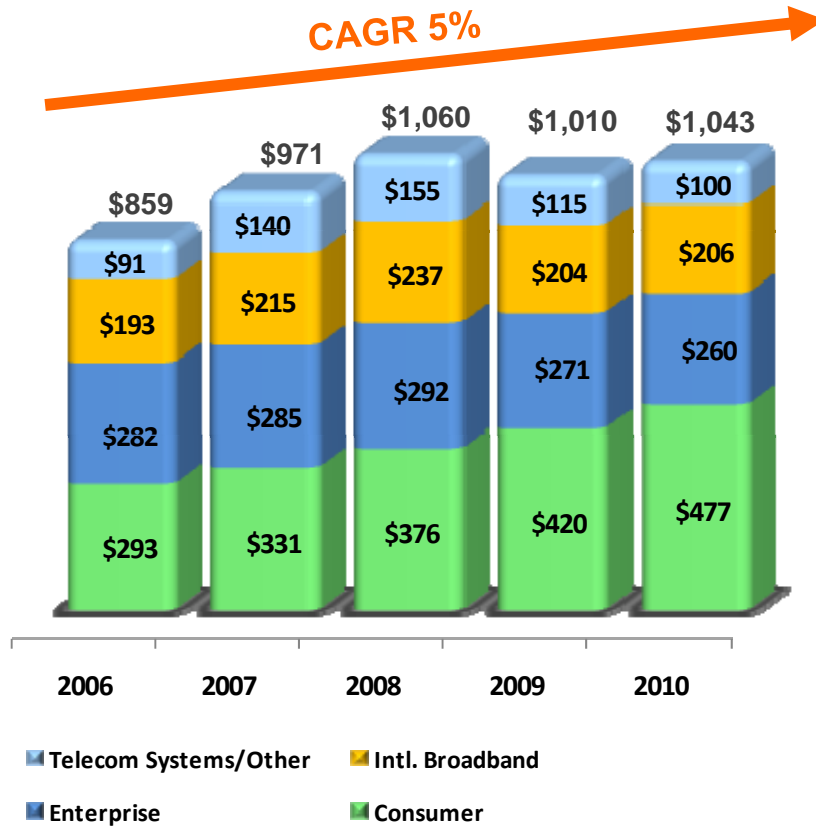
North America Broadband segment

¹ % of sales for Adjusted EBITDA. % of total revenue for others

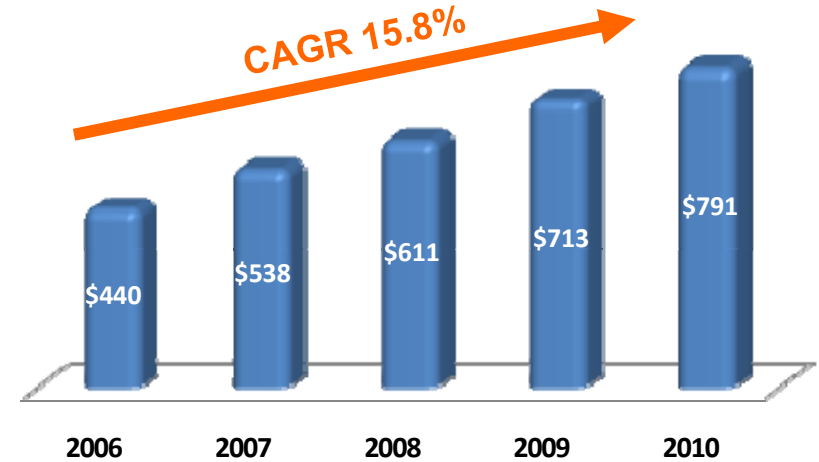
Hughes: The World Leader in Broadband Satellite Networks and Services

Fast-Growing Consumer Segment with Stable Enterprise Business

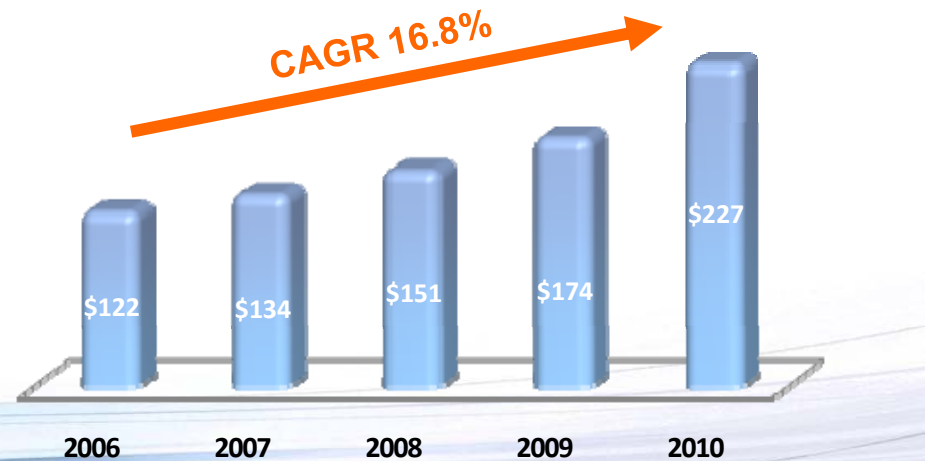
Segmented Revenue



Service Revenue



Adjusted EBITDA

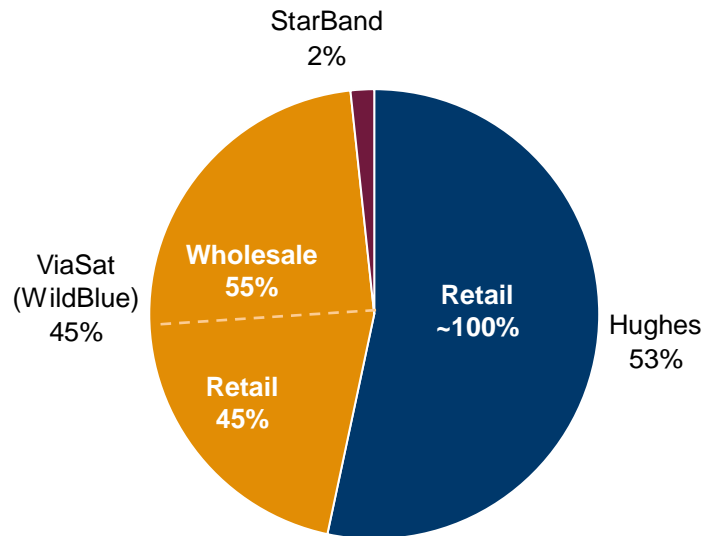


All figures in \$ millions

■ Leading Provider of Consumer Satellite Services

Hughes maintains the largest consumer satellite broadband market share in North America, with a long history of leadership in the space

U.S. Consumer Market Share ⁽¹⁾



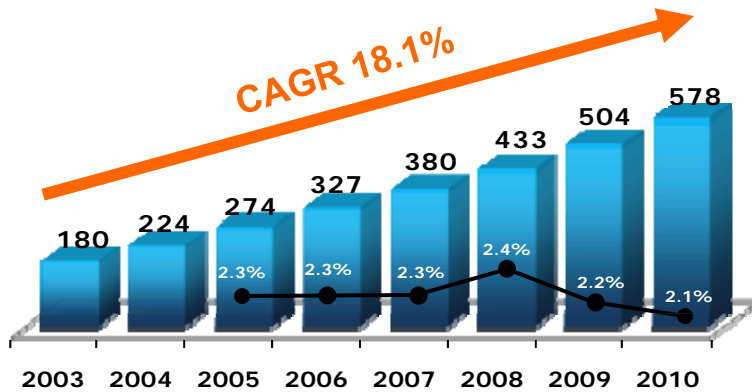
A History of Leadership

- ✓ First to market with Ku band VSAT
- ✓ First commercial VSAT supplied to Wal-Mart in 1984
- ✓ First two-way consumer satellite service with *DirecWay*
- ✓ First Ka-Band satellite project
- ✓ Long history of satellite leadership under well-known "Hughes" brand
- ✓ Awarded Frost & Sullivan's 2009 North American Space Communications Customer Value Leadership of the Year Award
- ✓ Awarded Broadband Satellite Operator of the Year by Euroconsult for outstanding performance in 2009

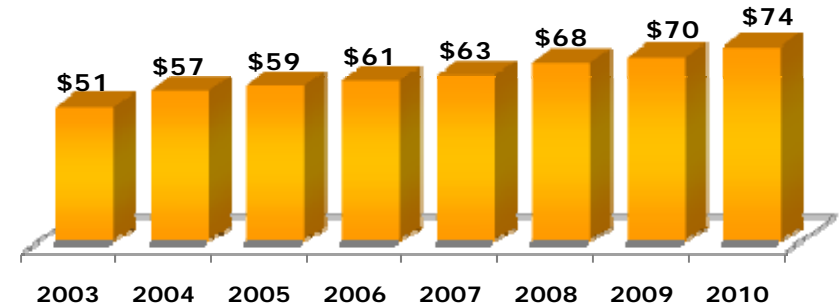
1. Source: 2009 COMSYS VSAT 11th Edition Report.

■ Largest Satellite-Based Internet Provider to the North American Consumer Market

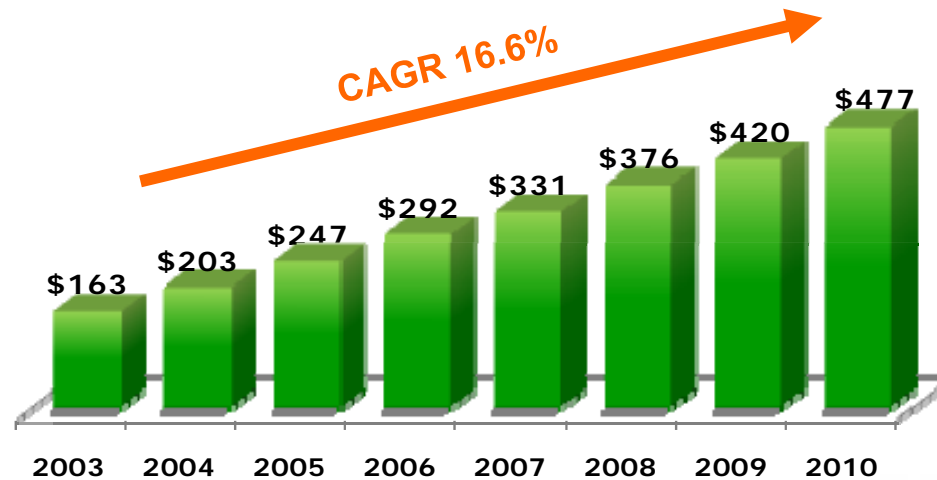
■ Subscribers (thousands) / Churn (%)



■ Consumer ARPU (\$)

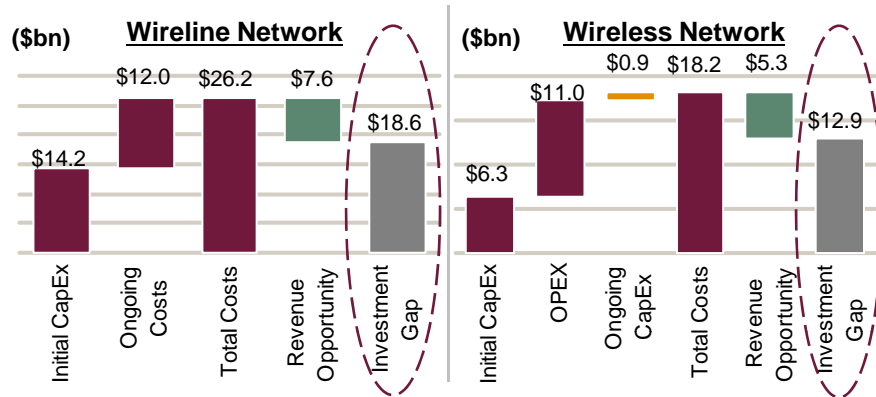


■ Consumer Revenue (\$MM)

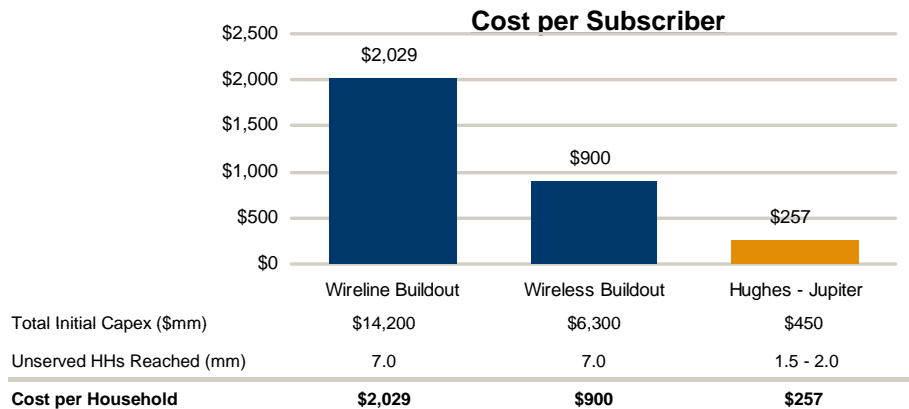


Satellite Best Suited for Ubiquitous Service

Terrestrial Broadband Build-out in Unserved Markets – Economically Unfeasible (1)



Satellite is Cheapest Alternative for Providing Broadband to Unserved Households (1)



Limited Threat from Terrestrial Broadband Stimulus

- Significant portion of \$7.0bn of potential government subsidies is for backhaul and middle-mile situations
- Timeline for deployment and build-out unclear
- LECs not focused on footprint expansion

Next Gen Wireless Build-out Focused on Metro Areas



Plans to begin 4G rollout using Long-term Evolution (LTE) trials in 2010 with deployment beginning in 2011; targeting 70-75 million covered POPs by YE'11



Launching 4G LTE networks in 38 major metro areas with 110+ million covered POPs by YE'10, and expand coverage to ~200 million POPs over the next 18 months



4G service available in major cities including Atlanta, Chicago, Dallas, Las Vegas – targeting 80 markets and 120 million covered POPs by YE'10

1. Based on 7 million unserved rural households as defined by the FCC. Source: "The Broadband Availability Gap, OBI Technical Paper No. 1" (FCC, April 2010).

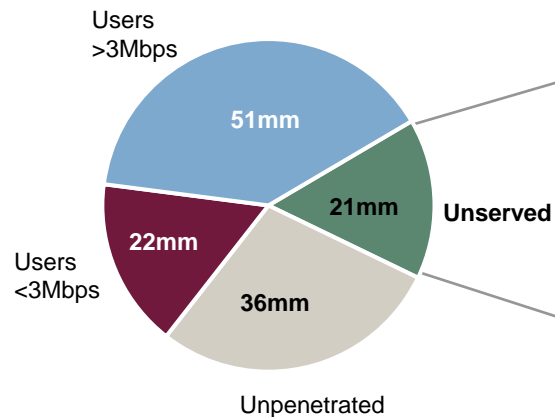
Addressing Large Unserved Market

An estimated 21 million households are unserved by high speed terrestrial broadband operators, and this market currently is only 5% penetrated by satellite operators

Unserved Market Sizing

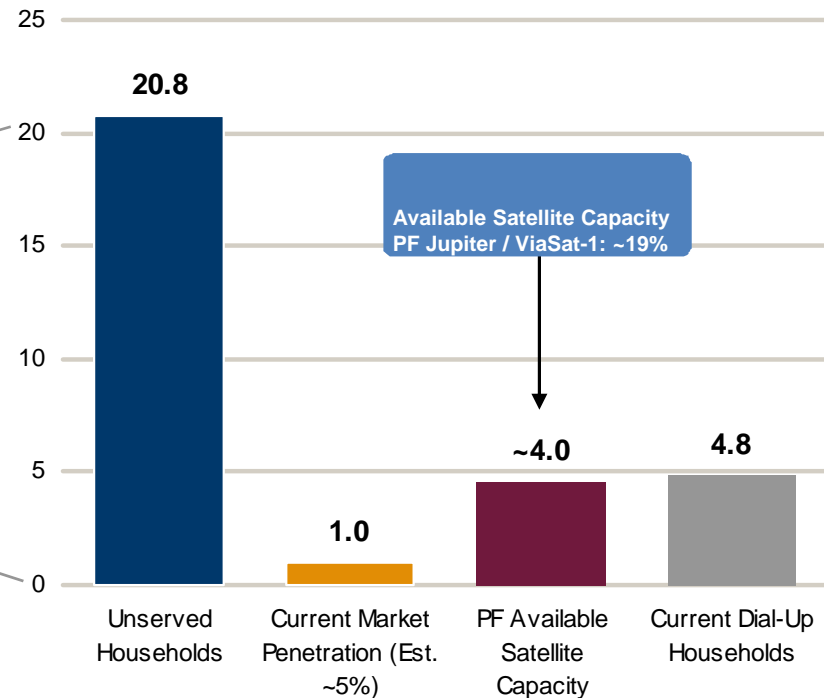
Terrestrial Broadband Market

- Total U.S. Housing Units: ~130 million
- Terrestrial Broadband Homes Passed: ~109 million ⁽¹⁾
- Current broadband users / penetration: 73mm or 67%



Unserved Households – Satellite Penetration

U.S. Housing Units (mm)



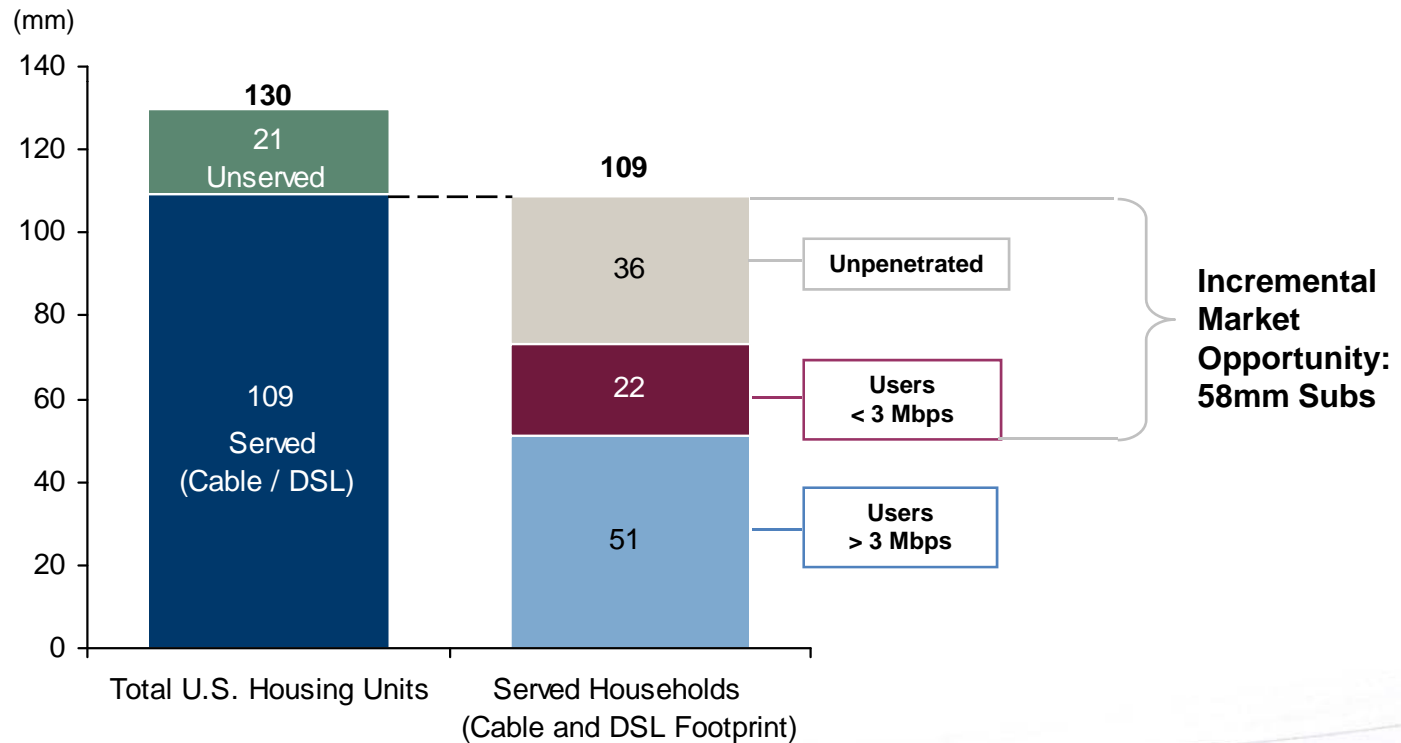
Source: US Census; FCC Internet Access Services, September 2010; Accudata; Park Associates; Pike Fischer.
1. Includes current cable and DSL footprints.

Additional Market Opportunity

Hughes' enhanced service offering via Jupiter will allow HughesNet to compete for users more broadly

- Jupiter will offer speeds of 3 – 25Mbps downstream, allowing HughesNet to compete with many terrestrial services
- There are approximately 22 million households who subscribe to terrestrial broadband at speeds below 3Mbps downstream
- In addition, 36 million non-broadband households are unpenetrated within the cable and DSL footprint

U.S. Households – Broadband Penetration

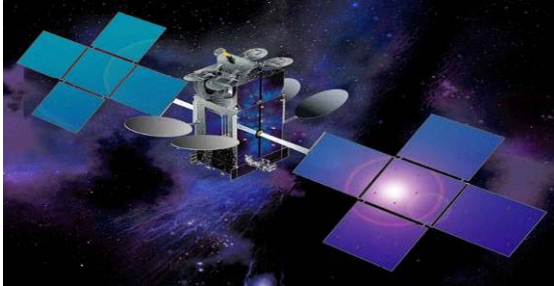


Source: US Census; FCC Internet Access Services, September 2010; Accudata; Park Associates; Pike Fischer.

Best Ka-Offering: Jupiter Satellite is Transformational

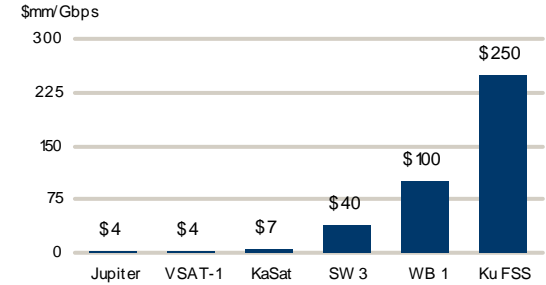
Jupiter and SPACEWAY's combined capabilities will offer higher throughput and increased subscriber capacity at a reduced cost

Jupiter (Launching 2012)

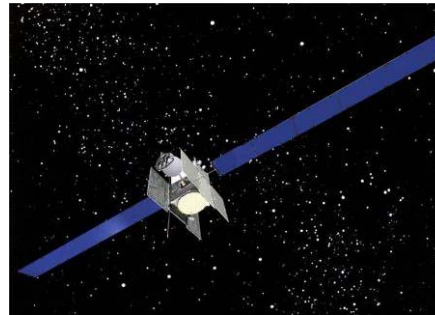


- Over 100 Gbps capacity
 - 80 Gbps down, 20+ Gbps up
 - Enhanced service up to 25 Mbps down
- 60 spot beams
 - Concentrated in areas of maximum density

Jupiter Capital Efficiency

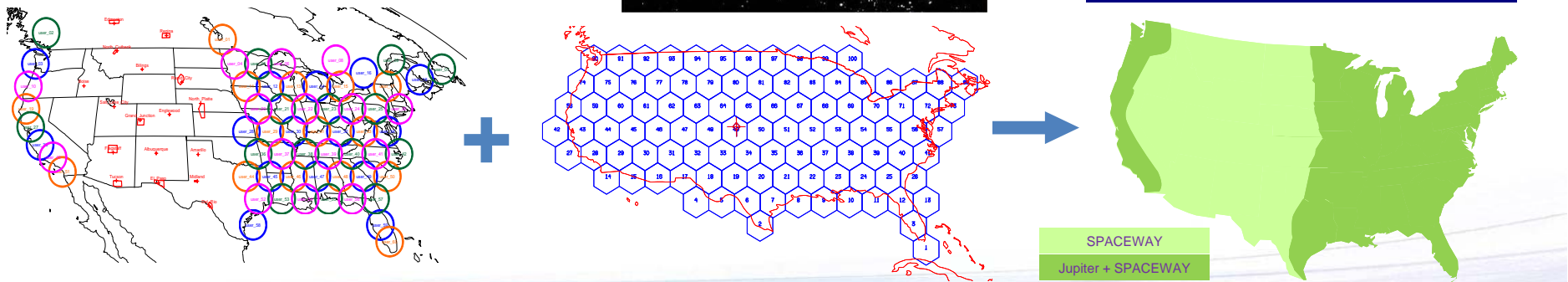


SPACEWAY 3 (In service)



- 10 Gbps capacity
 - Steerable beams with reconfigurable capacity
- Jupiter and SPACEWAY will optimize coverage of U.S. territory

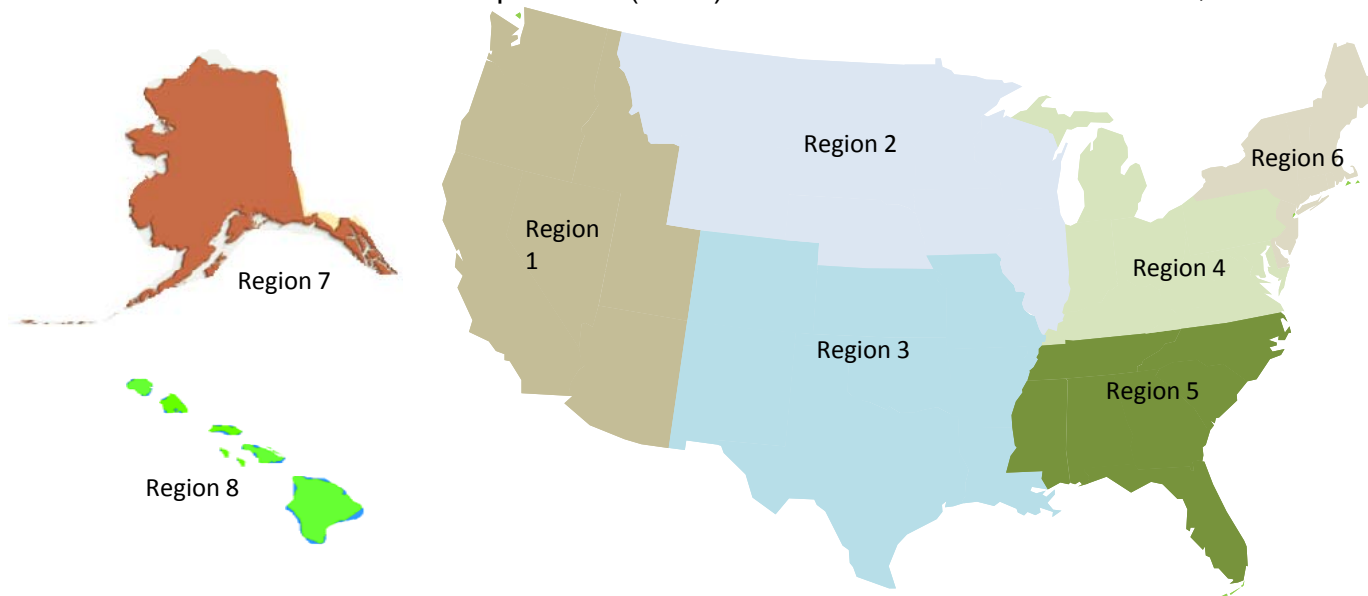
Jupiter + SPACEWAY 3



Broadband Stimulus Summary

Overview of Government Broadband Stimulus Awards

- **National award:** Hughes (106,000 households) \$58.7 mm
- **Regional awards:**
 - Dish Networks (4, 5 & 6) \$14.1 mm
 - Wild Blue (1, 2 & 3) \$19.5 mm
 - Spacenet (7 & 8) \$7.5 mm



HughesNet's Stimulus Service Plan Offerings

Service Plan:	Basic SP	Power 150 SP	Power 200 SP
Download Speed (Mbps)	1.0 Mbps	1.5 Mbps	2.0 Mbps
Upload Speed (Kbps)	200 Kbps	250 Kbps	300 Kbps
Monthly Cost	\$39.99	\$69.99	\$89.99
Equipment Cost	\$0.00	\$0.00	\$0.00
Activation Fee	\$0.00	\$0.00	\$0.00

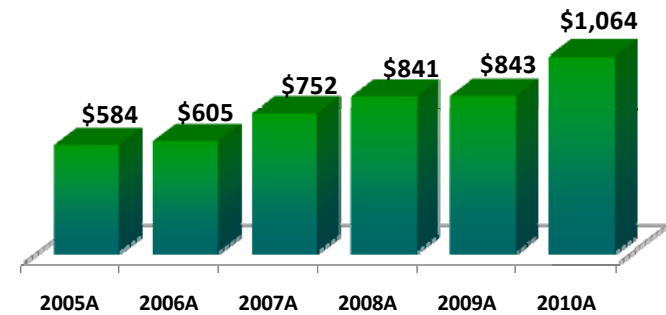
Strong Enterprise Business

Stable recurring revenues with growing backlog and targeted growth opportunities

Enterprise Overview

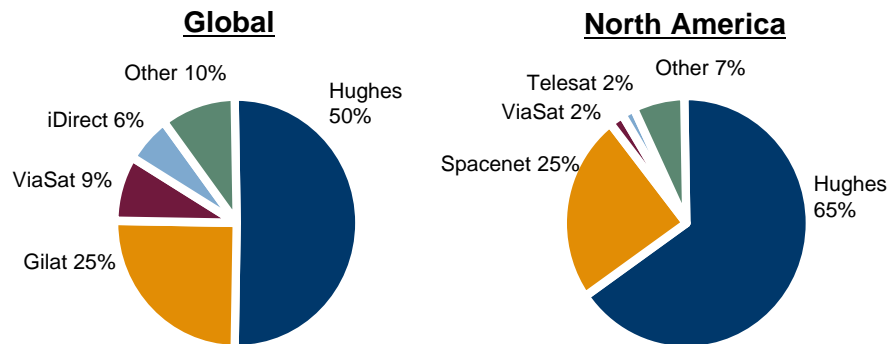
- Provides customized broadband connectivity, managed network services, ISP, hosted applications and other custom solutions to a diverse set of global, blue chip companies
- Examples include:
 - Satellite connectivity for retailers to central IT systems and distribution warehouses
 - Oil rigs and wells communications to the home office
 - Real-time global logistics communication for shipping companies
 - Real-time account connections for bank branches / ATMs in rural areas
- Enterprise business expanding to SME, government, and managed solutions
- Typical enterprise contract length of 3 – 5 years with high renewal rates

Aggregate backlog at Period-End

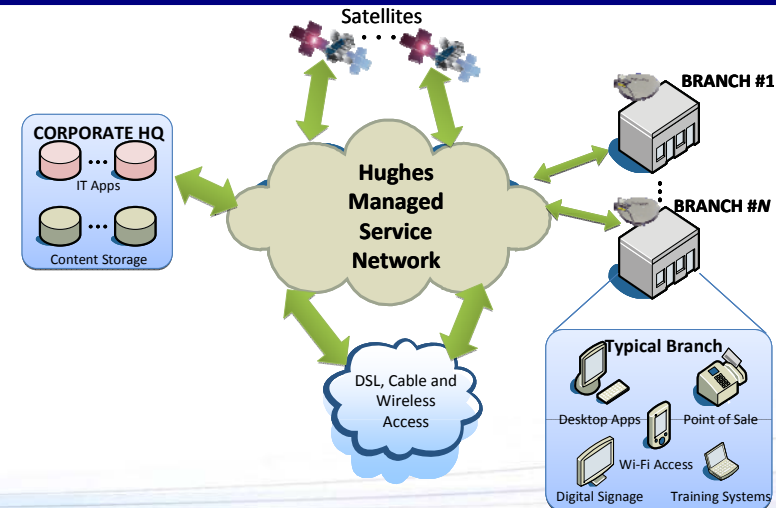


- Enterprise contract term is typically 3 to 5 years
- Backlog does not include consumer business
 - Up to 2-year contracts provide further revenue visibility

Global Enterprise VSAT Market Share



Hughes Enterprise Business Network



Source: Company, COMSYS 2009.

Building N. American Enterprise Business w/ Key Growth Areas

Recent Contract Wins



- 15-year \$245mm contract signed Aug 2009, service option April 2010
- Leased 13.3% of Jupiter capacity for ~\$16mm per year



- 5-year \$62mm contract signed Sept 2010
- High availability network, 4,800 sites



- 7-year \$58mm contract signed 2008, satellite network service
- \$25mm additional equipment and service orders in 2009 and YTD 2010 >\$10mm

Blue Chip Account Base

Financial Services



Oil & Gas



Telecom



Lodging



Food



Retail



Entertainment & Sports



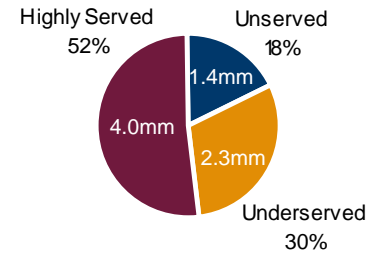
Government

- Texas Department of Public Safety
- Social Security Admin.
- U.S. Intelligence Agencies
- Department of Defense

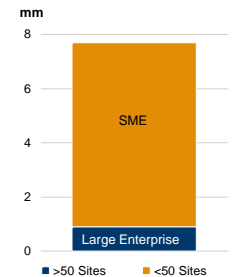
Key Business Opportunities

SME Broadband

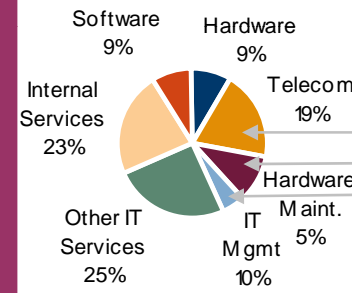
- Total U.S. Business Locations: ~7.7mm
- Unserved and Underserved Locations: ~3.7mm



Business Locations by Company Size



Managed Network Services



- Managed network services business combines satellite technology and technologies such as DSL, Cable and wireless to provide nationwide coverage

Hughes Targeted Market: \$23bn

- Hughes addresses the broader Enterprise networking market within the IT Retail market ~\$23bn (Gartner estimates, 2010E)

Total Retail IT Spend: \$67bn

Government

- Service and equipment sales to civilian agencies and state governments
- Significant DOD opportunities 5-yr funnel >\$200M



Growing International Enterprise Platform

Hughes is well-positioned to continue expanding its service platform globally

Services Offered

- Owns and operates service businesses with network management facilities in Europe, India and Brazil
 - ▶ Similar to offering in N. America for enterprise and gov't customers
 - ▶ Joint venture in China which will start generating revenue Q1 2011
- Examples of solutions offered include:
 - ▶ Supplying Avanti with advanced Ka-band networking infrastructure and CPE for HYLAS satellites over Europe
 - ▶ Enabling pay-as-you-go Internet access and distance learning in rural India through 10,000 satellite-based, franchise kiosks ("Fusion")
 - ▶ Networks for 30,000 classrooms in Mexico

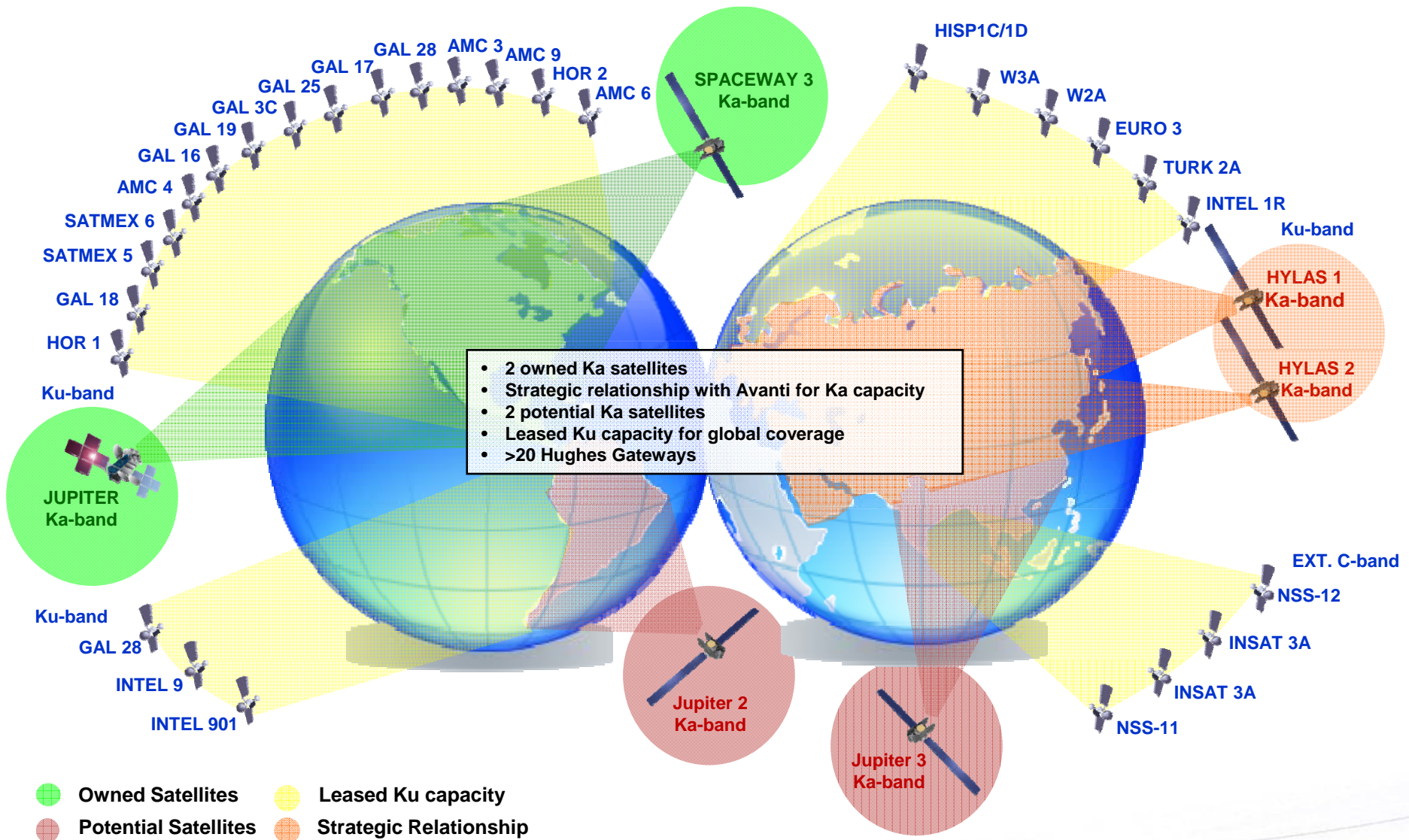
Recent Contracts Awarded

- | | |
|-------------------------------------|---------|
| ▪ Camelot Group PLC (Europe) | \$150mm |
| ▪ Ministry of Foreign Affairs (KSA) | \$65mm |
| ▪ VIVO & TIM (Brazil) | \$57mm |
| ▪ Avanti Communications (Europe) | \$43mm |
| ▪ BP (UK) | \$27mm |
| ▪ Yahsat | \$27mm |

Blue Chip International Customers



Global Network with Ka Leadership



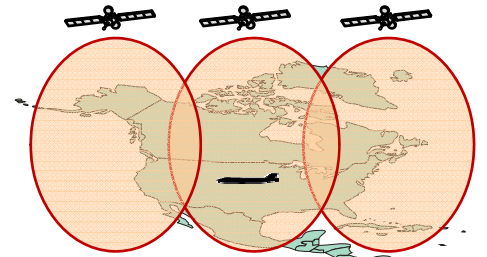
Mobility Opportunities

Overview

- Hughes HX VSAT provides compelling growth opportunities in the mobile market
 - Operational in aeronautical market
 - Deployed in energy exploration and extraction
 - Wide range of terminal types
- Hughes has several strategic advantages
 - Hughes designs and manufactures the core technology thus controlling performance and cost
 - Hughes has a global satellite network that reaches the key markets

Aeronautical Solutions

- Row 44 in cabin broadband network
- Southwest Airlines rolling out solution on fleet; US service operational
- International opportunity
- Future upgrade to Jupiter



Land Based Terminals



Hughes 9201
Land Mobile
Inmarsat Terminal

- Hughes offers a range of land based terminals
 - Inmarsat L Band terminals
 - Transportable Ku and Ka Band terminals

Maritime Solutions



Oil Rigs

Work Boats

Leisure Vessels



BLACK ELK ENERGY



■ Proven Management Team

Senior team combines strong operating knowledge, deep technical expertise and wide range of experience within the satellite telecom industry with a track record of innovation and growth

Name	Title	Years of Experience	
		With Hughes	In Industry
Pradman Kaul	President & CEO	37 Years	43 Years
Paul Gaske	EVP & General Manager, North America	33 Years	33 Years
Bahram Pourmand	EVP & General Manager, HNS International	31 Years	38 Years
Grant Barber	EVP & CFO	5 Years	28 Years
Adrian Morris	EVP & Head of Engineering	28 Years	33 Years
Thomas J. McElroy	SVP & Chief Accounting Officer	22 Years	22 Years
Dean Manson	SVP & General Counsel	10 Years	15 Years
Deepak V. Dutt	VP, Treasurer & Investor Relations	17 Years	27 Years
Average		23 Years	30 Years
Total		183 Years	239 Years



Financials

■ Hughes Communications, Inc.

Financial Highlights – Income Statement

	Quarter Ended December 31		Year Ended December 31	
	2010	2009	2010	2009
Revenue				
NA Broadband	191.2	175.3	733.8	690.3
Int'l Broadband	62.6	61.0	205.6	203.9
Telecom Systems	22.5	25.0	95.0	112.5
HTS Satellite	3.3	-	3.3	-
Corporate & Other	1.9	0.9	5.6	3.0
Total	281.5	262.2	1,043.3	1,009.7
Operating Income				
NA Broadband	24.3	16.4	67.9	*(8.0)
Int'l Broadband	6.5	5.2	10.6	15.1
Telecom Systems	2.1	3.5	14.2	14.2
HTS Satellite	(0.5)	-	(3.4)	-
Corporate & Other	(0.9)	(5.5)	(3.7)	** (9.0)
Total	31.5	19.6	85.6	12.3
Net Income (Loss) attributable to HCI stockholders	16.9	2.4	22.8	(52.7)
Adjusted EBITDA	70.8	56.5	226.8	173.9
New Orders	307.5	271.5	1,296.6	1,022.9

Note: All figures in \$ millions

* Includes a \$44 million one-time charge as a result of the Chapter 11 filing by Sea Launch.

** Includes \$5.2 million one-time charge for impairment of HTI investment

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HUGHES

■ Hughes Communications, Inc.

Financial Highlights – Balance Sheet

	December 2010	December 2009
Cash, cash equivalents, and marketable securities	182.7	308.2
Accounts receivable	186.7	163.8
Inventory	57.8	60.2
Property, net	774.1	602.4
Other assets	161.9	167.8
Total Assets	1,363.2	1,302.4
AP, accrued & other liabilities	276.3	267.6
Long- and short-term debt	746.9	721.7
Total Equity	340.0	313.1

Note: All figures in \$ millions

Strong Financial Performance and Growth Profile

- Market leader—the largest provider of satellite broadband networks and services to businesses and consumers worldwide
- Subscriber growth expected to drive revenue expansion
- SPACEWAY 3 and Jupiter satellite technology to drive margin expansion
- Long term contracts—5 years for enterprise and up to 2 years for consumer—provide revenue visibility
- Enterprise backlog in excess of \$1 billion
- Blue-chip customer base
- Experienced senior management



Appendix

Hughes Communications, Inc.

Reconciliation of Non-GAAP to GAAP Financial Measures

	Quarter Ended December 31,		Year Ended December 31,				
	2010	2009	2010	2009	2008	2007	2006
Net (Loss) Income	16,880	2,367	22,787	(52,693)	9,018	43,540	(39,113)
Add:							
Equity incentive plan compensation	1,835	1,898	7,514	7,371	5,724	4,260	3,720
Interest expense	13,216	16,994	59,345	64,119	51,327	43,775	47,791
Income tax expense / (benefit)	1,380	1,656	5,716	2,446	7,593	5,337	54,110
Depreciation and amortization	35,974	29,522	131,586	102,731	68,937	45,860	48,459
Long-term incentive/retention cash plan	-	-	-	1,538	13,219	-	-
Sea Launch impairment	-	-	-	44,400	-	-	-
HTI investment impairment	-	5,239	-	5,239	-	-	-
Other asset impairment	-	-	-	1,000	-	-	-
Restructuring charge	-	-	-	-	-	1,211	-
Inventory provision for shift to Broadband focus	-	-	-	-	-	-	11,879
HughesNet branding costs	-	-	-	-	-	-	1,454
Benefits/insurance programs sponsored by DTV	-	-	-	-	-	-	2,385
Legal settlement and related fees – pre-2005	-	-	-	-	-	-	586
Class action settlement	1,866	-	1,866	-	-	-	-
Less:							
Interest income	(373)	(1,194)	(2,043)	(2,222)	(4,377)	(9,527)	(9,640)
Adjusted EBITDA	70,778	56,482	226,771	173,929	151,441	134,456	121,631

Note: All figures in thousands USD