Intelsat and Vodacom Deliver High Performance Broadband Connectivity to the Sub-Saharan African SOHO & SME Markets

Luxembourg, Johannesburg, 31 March 2014
Intelsat S.A. (NYSE: I), the world’s leading provider of satellite services, and telecommunications group, Vodacom (JSE: VOD), today announced an agreement under which Intelsat will provide a managed broadband service to Vodacom. The solution will strongly position Vodacom to offer a differentiated broadband service targeting the small office/home office (SOHO) and small/medium enterprise (SME) users across sub-Saharan Africa.

The growth of SMEs in Africa is viewed as a critical component in driving the continent’s further economic development, job creation and increase in GDP. In order to support that growth, SMEs will need consistent broadband connectivity to help ensure that their businesses thrive in an already complex and competitive landscape.

“Our agreement with Intelsat will enable Vodacom to provide our SME and enterprise customers with high quality, reliable, secure and cost-effective connectivity,” stated Vuyani Jarana, Chief Officer of Vodacom Business.

Under the agreement, Intelsat will provide Ku-band satellite broadband capacity to Vodacom on Intelsat 28 at 32.8ºE and deliver a fully integrated and managed solution, powered by Hughes broadband satellite technology. The solution will enable Vodacom to manage its service platform and determine the service levels while maintaining direct engagement with their SOHO and SME customer base. In addition, the scalability of the platform supports Vodacom’s plan to offer broadband service to millions of potential customers across Africa.

When the Intelsat 33e satellite enters service, scheduled for 2016, Vodacom will be able to seamlessly access a high performance overlay that will provide additional throughput for its busiest regions. The Intelsat EpicNG open architecture and flexible broadband platform will enable Vodacom to leverage its existing infrastructure and enhance Vodacom’s Satellite Connect (VSC) product line. This will result in the delivery of more reliable, secure and cost efficient broadband connectivity to the SOHO/SME market across sub-Saharan Africa, Nigeria, Zambia, Kenya, Tanzania and the DRC.

Grant Marais, Intelsat’s Regional Vice President, Africa, stated, “This new and innovative solution demonstrates Intelsat’s leadership in satellite broadband connectivity. We worked closely with Vodacom to address their future business demands, providing capacity through traditional wide and high-throughput satellite spot beams to locations where our customers need it most. It also
reinforces our ability to work with our customers such as Vodacom to anticipate their emerging business demands and tailor our broadband solutions to best fit their business needs and economic model. We look forward to working closely with Vodacom and Hughes to bring the next generation of satellite broadband solutions to the African SME market.”

Resources:


About Intelsat

Intelsat S.A. (NYSE: I) is the world’s leading provider of satellite services, delivering high performance connectivity solutions for media, fixed and mobile broadband infrastructure, enterprise and government and military applications. Intelsat’s satellite, teleport and fiber infrastructure is unmatched in the industry, setting the standard for transmissions of video and broadband services. From the globalization of content and the proliferation of HD, to the expansion of cellular networks and mobile broadband access, Intelsat creates value for its customers through creative space-based solutions. Envision...Connect...Transform...with Intelsat, celebrating 50 years of space leadership in 2014. For more information, visit [www.intelsat.com](http://www.intelsat.com).

About Vodacom Business

Vodacom Business was established in 2008 as the enterprise arm of Vodacom Group. It delivers total communication solutions to meet the needs of the public sector, large, medium and small enterprises.

Vodacom Business offers solutions that extend from mobile to fixed line access, Virtual Private Networks (VPNs), Voice over IP (VoIP), hosted facilities, cloud computing based hosted services, storage, back up, security and application solutions. For more information, visit [http://vodacom.co.za/business](http://vodacom.co.za/business)

**Intelsat Safe Harbor Statement:** Some of the statements in this news release constitute “forward-looking statements” that do not directly or exclusively relate to historical facts. The forward-looking statements made in this release reflect Intelsat’s intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, including known and unknown risks. Detailed information about some of the known risks is included in Intelsat’s annual report on Form 20-F for the year ended 31 December 2013 and Intelsat’s other periodic reports filed with the U.S. Securities and Exchange Commission. Because actual results could differ materially from Intelsat’s intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained in this news release with caution. Intelsat does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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