



INTELSAT.

Closer, by far

Digital Ship Cyprus

January 30th

Trevor Willoughby

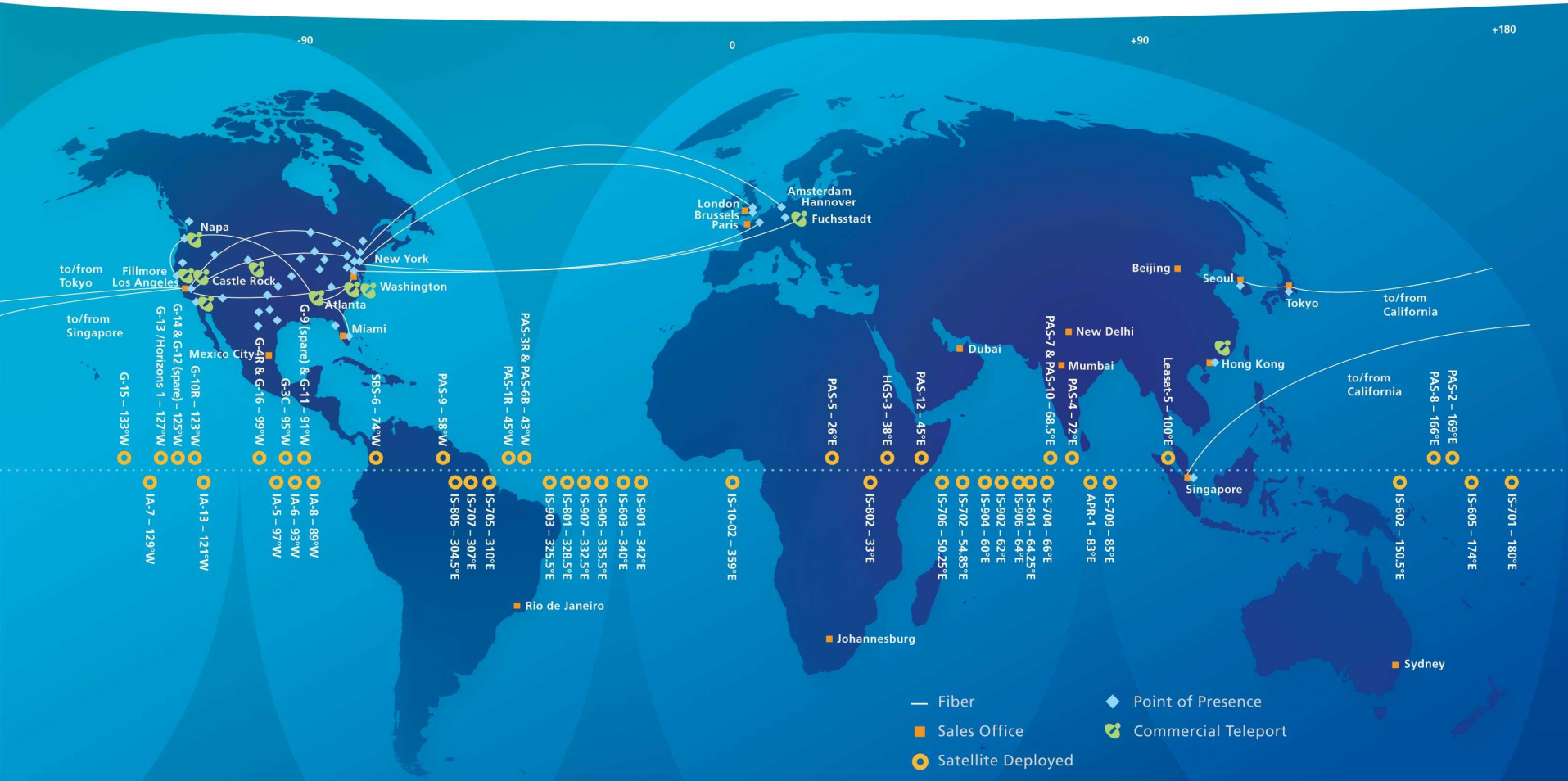
Senior Sales Director

Overview

- Intelsat is the largest FSS provider operating worldwide with a diversified, premier, blue-chip customer base
 - 1,800 customers
 - Over 200 countries
- Unparalleled resilient and flexible communications network
 - 51 satellites
 - 8 owned teleports
 - Over 50 points of presence in 37 cities
 - Fiber connectivity
- Business is highly diversified by service and region, reducing financial risk and ensuring long-term stability of the company
 - \$2.0 billion in combined pro forma revenue and \$1.6 billion pro forma adjusted EBITDA of Intelsat (Bermuda) Ltd. in last twelve months ended 03/31/06¹
 - \$8.3 billion in combined revenue backlog as of 3/31/06

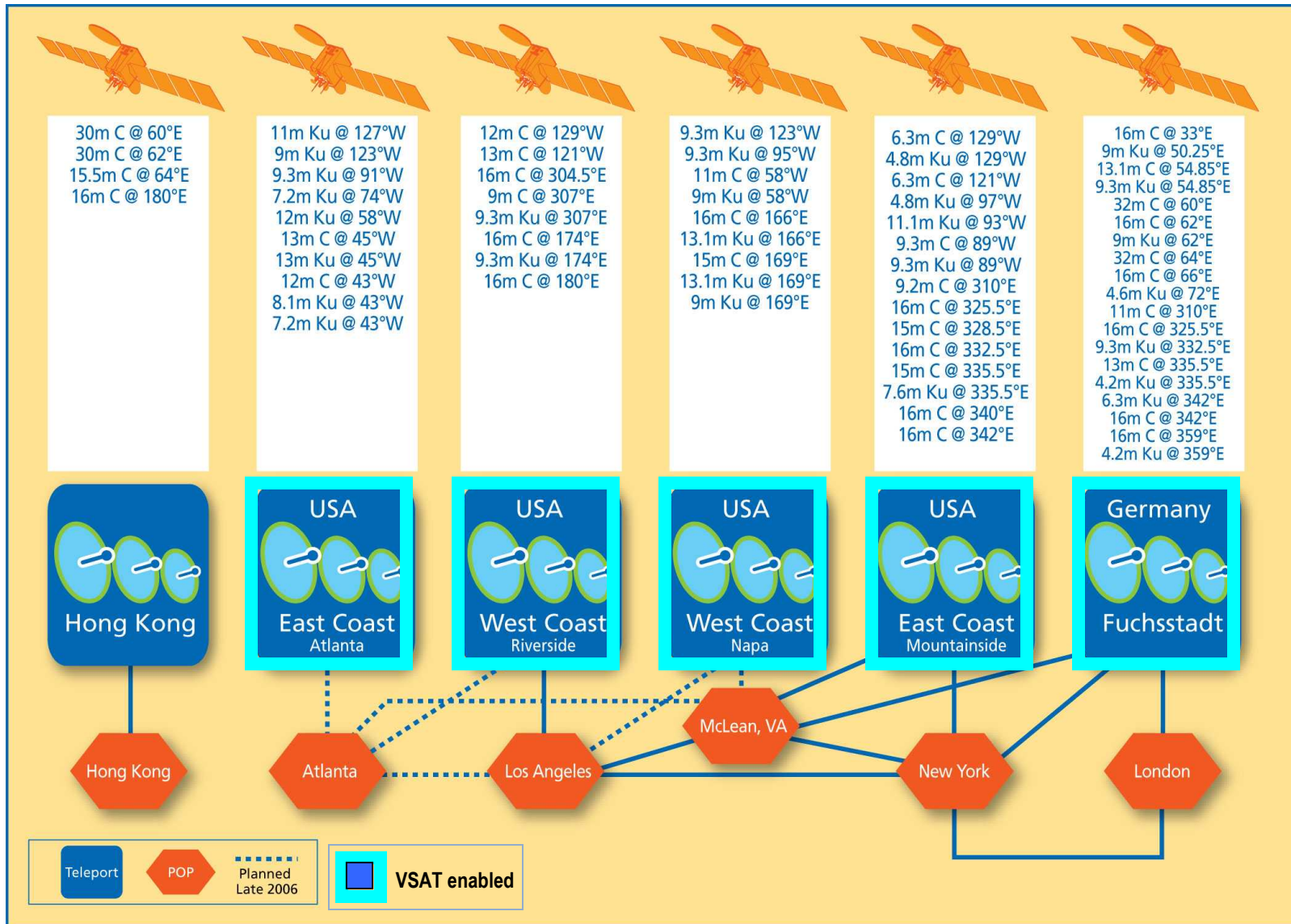
¹ Please refer to the current report on Form 8-K of Intelsat, Ltd. filed with the SEC on June 30, 2006 for a reconciliation of pro forma Intelsat Bermuda Adjusted EBITDA to net income of Intelsat, Ltd.

Industry Leading Satellite Fleet

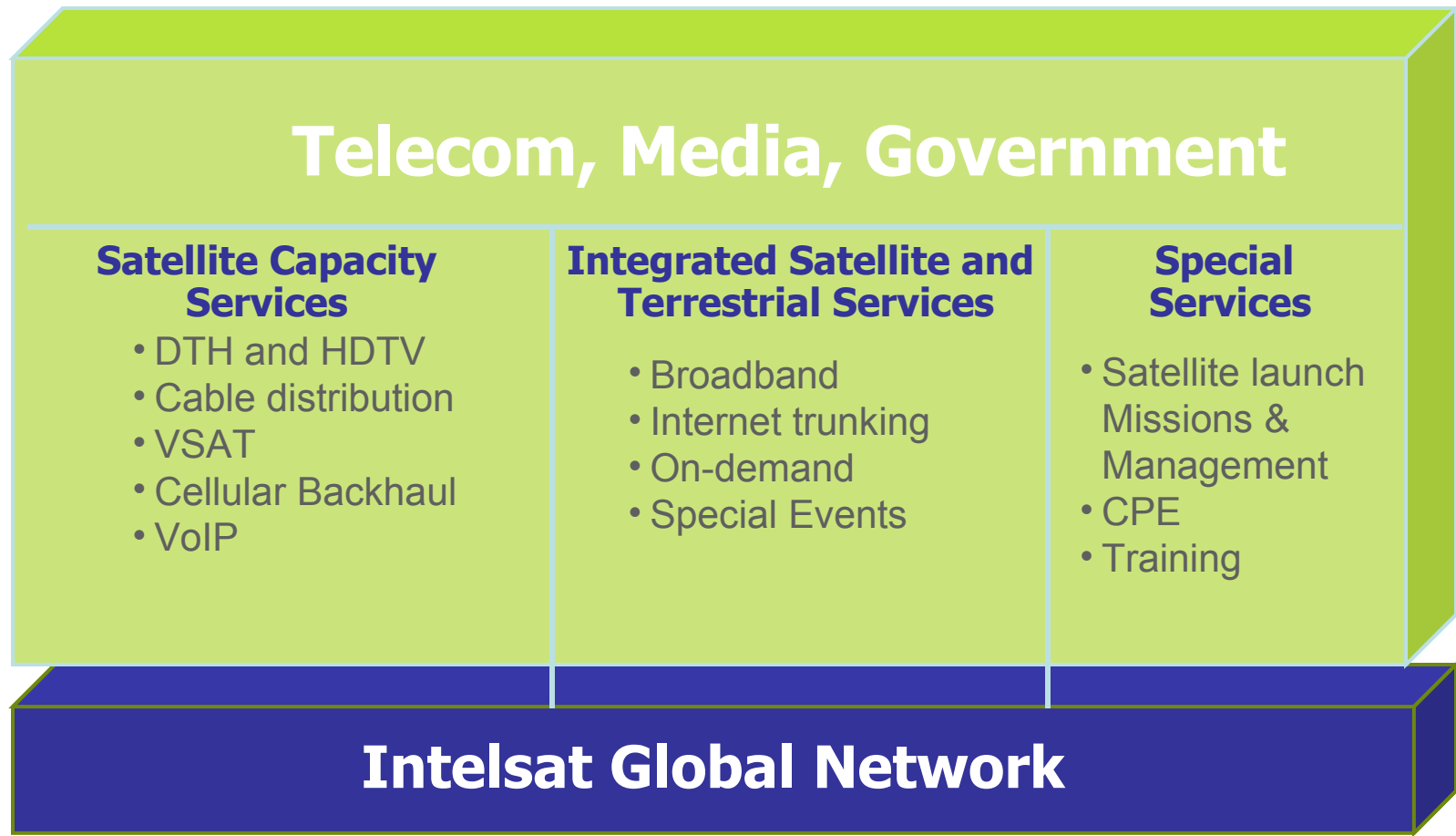


Complementary fleet provides customers with worldwide connectivity, back-up options and unrivaled scale & flexibility

Ground infrastructure: GlobalConnexSM

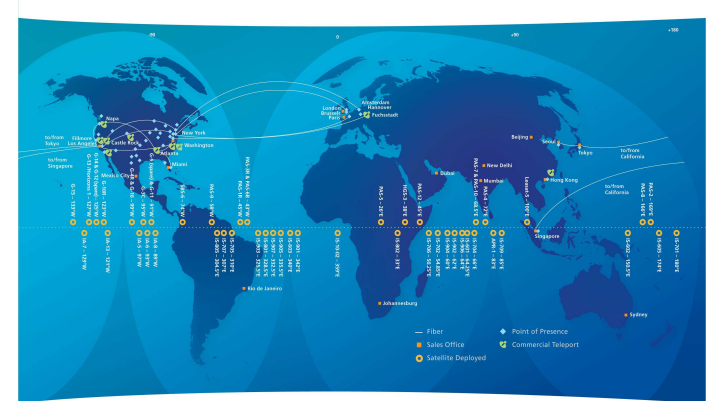


Comprehensive Portfolio of Services...



Intelsat's Network Services:

- Integrated terrestrial and satellite capabilities:
 - GlobalConnexSM Network
 - Network Broadband (NBB) Service
 - Coverage in all global regions
- Managed VSAT network platforms:
 - Five teleports with multiple managed platforms
 - Technology variety; match platform technology with network size & application requirements
 - Choices in scope of management services for service providers



Now adding a global maritime offering to our portfolio

Maritime Market Overview

Market Trends and Requirements

- Increasing demand in Maritime for an 'always on' broadband service
- Demand for high reliable service that supports applications such as:
 - Communications applications
(VoIP, e-mails, file sharing, web browsing, VPN connectivity, etc)
 - Fleet management applications
(Real time information exchange of routes, troubleshooting, and weather information)
 - Vessel Management applications
(IT troubleshooting, medical support, cargo information exchange)
- Need for IP based services with more flexibility and growth possibilities.
- Demand for a flat fee per month with a guaranteed throughput.
- Global coverage with seamless satellite transfer
- Contiguous high service reliability and quality

Sample: Regional Network for Cargo vessels

- Using Intelsat GlobalConnex Network Broadband service (NBB) provides high-speed connections to fleet vessels in the North Sea.
- 2,048 kbps forward, multiple 512 kbps return data rates offers robust internet access, file/image transfer and VoIP services
- IS-907 satellite with 1m Ku Band stabilised antennas, 4W HPAs and connected via fiber extensions from Fuchsstadt teleport to Telehouse London for VoIP breakout.



Multi-region coverage for Yachts

- Service Provider chose NBB service to provide VoIP, data and Internet service to private yachts
- Service on two satellites using our USA Mountainside teleport: IS-905 and IS-902, Ku Band
- The two networks, one for Caribbean and one for Mediterranean connectivity, operate simultaneously as the luxury yachts migrate seasonally between regions every year.



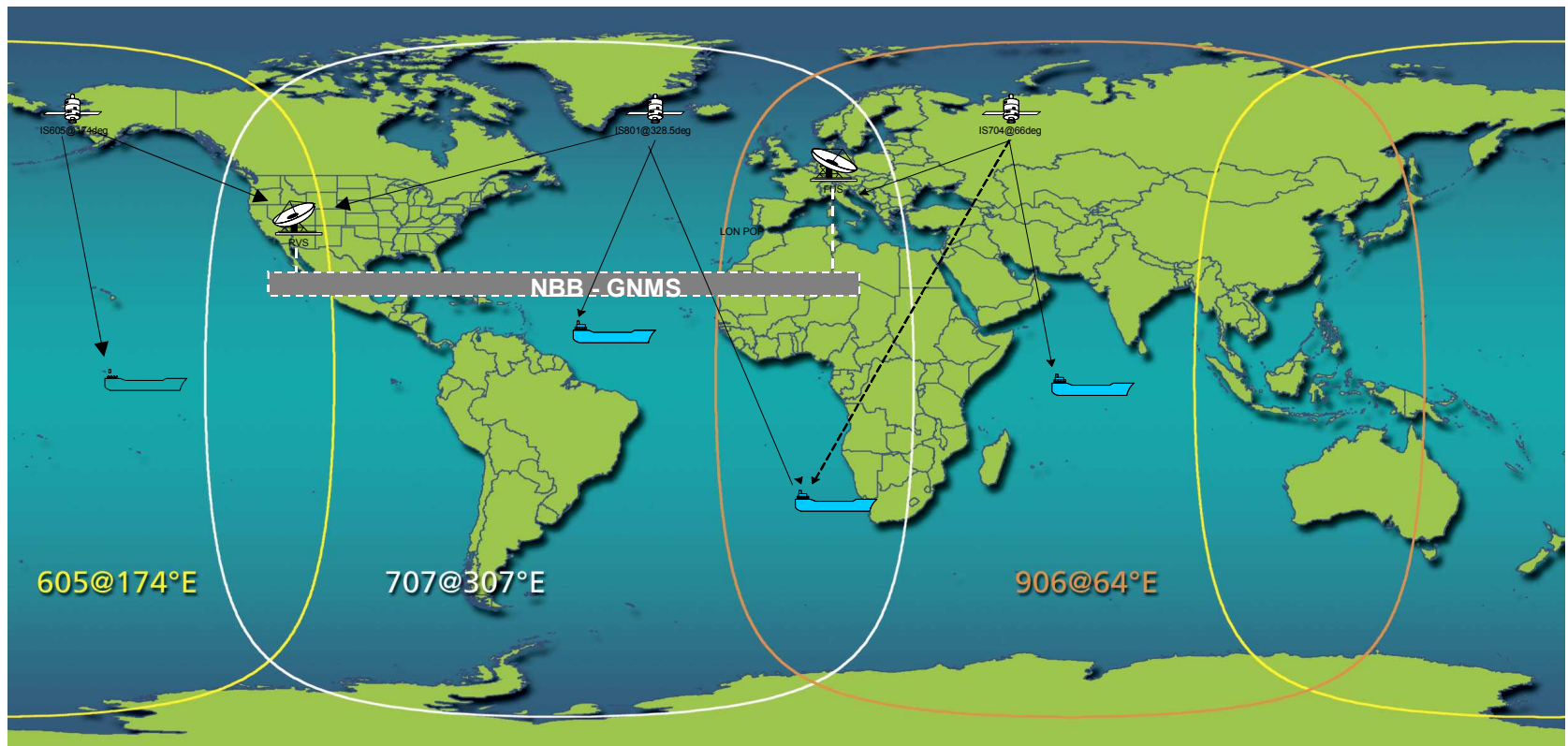
Intelsat's Global NBB Maritime Service

- A wholesale, fully managed service providing an always-on broadband service to SPs who offer vessel operators with global access needs
- A low cost, shared access VSAT service with guaranteed CIRs and fixed monthly service costs per vessel
- A robust service based on Intelsat's state-of-the-art Global Connex infrastructure combining our satellites with our hubs, teleports and fiber networks.
- Using off-the shelf equipment to provide maximum flexibility
- Highly reliable service that supports applications such as VoIP, web-browsing, emails, real-time file transfers, VPN connectivities and fleet and vessel management information exchange.



Service Coverage

- The network is comprised of multiple iDirect VSAT hubs operated at Intelsat teleports, using three C Band satellite beams IS605, IS707 and IS906 to create a global network
- Contiguous seamless broadband coverage achieved via Intelsat's Global Network Monitoring (GNMS) and Automatic Beam Switching (ABS) and satellite acquiring technology



Maritime Service Roles and Responsibilities

Intelsat

- Setup, manage and modify capacity and carrier sizes in the NMS
- Teleport services
- Internet backbone connectivity
- Hub management, maintenance and upgrades
- Network management and monitoring
- Global Network management and monitoring
- 24 x 7 Level 2 and 3 support
- General application support

Service Provider

- Configuration of remote terminal per pre-defined traffic parameters
- Installation and commissioning of remote equipment
- Maintenance of remote equipment
- Responsible for remote software compatibility, upgrades and maintenance
- Level 1 support to end users
- General service support
- Billing to end-customer

Advantages

- Allowing service providers to securely provision and manage their customer vessels on a shared global network.
- Contiguous seamless global coverage as ships move from one oceanic region to another.
- VNO status allows SPs network operating flexibility and control over their sub-networks.
- Minimal Service Provider infrastructure investment necessary given Intelsat Hub infrastructure investment and Virtual Network Operator status.
- Increased end-customer satisfaction through increased crew morale and business improvements
- Predictable monthly flat fee costs for fleet managers and operators
- Intelsat is an experienced partner with many regional broadband maritime services operational today with our Network Broadband Platforms



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Thank You !