



# Are You Ready for the Wave of Growth?

Gaurav Kharod | Asia-Pacific Sales

# Over-the-Top

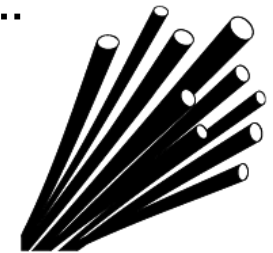
## Becoming the new mainstream entertainment

- Increasing demand for live/linear HD delivery via OTT
- Consumers expecting similar viewing experience to TV
- Internet wasn't designed for reliable live video delivery



## Internet wasn't designed for efficient transport of video

- Network of network with loose rules
- Traffic is unicast, with no QoS
- Intelsat conducted tests in US:
  - Viewing experience degrades at peak time
- CDNs help, but operate in contested networks with unpredictable pricing
- It is only going to get worse...





# Break Free from Terrestrial Limitations



- Satellite bandwidth where needed
- Ubiquitous coverage
- Designed for broadcasting
- Two-way traffic
- Immune from terrestrial disasters



# Intelsat – Unparalleled Global Mobility Network



**World's first  
Global broadband  
mobility network**

Sea-Air-Land • C-band • Ku-band • High  
throughput satellites

**World's first  
Ku-band global  
mobility network**

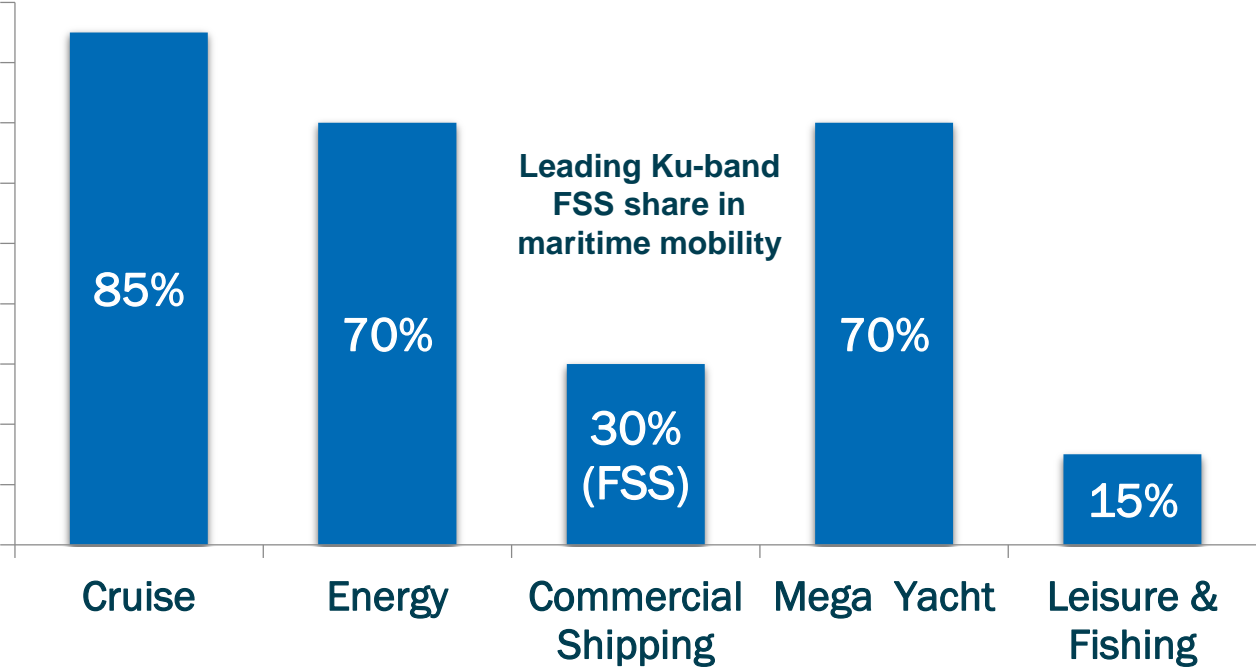
Coverage over the world's busiest  
air and shipping routes

**Providing est. 50%  
Of aeronautical  
broadband capacity**

Est. 350 Mbps



# Intelsat Maritime Market Leadership



# Tremendous Growth in Aviation

**THE TIMES OF INDIA**  
INDIA

+ Revenue growth  
+ Transparency  
+ Control

adtelig

News » India News » TRAI allows Wi-Fi and mobile services on board for flyers in and over India

## TRAI allows Wi-Fi and mobile services on board for flyers in and over India

Saurabh Sinhal TNN | Updated: Jan 19, 2018, 22:19 IST



**HIGHLIGHTS**

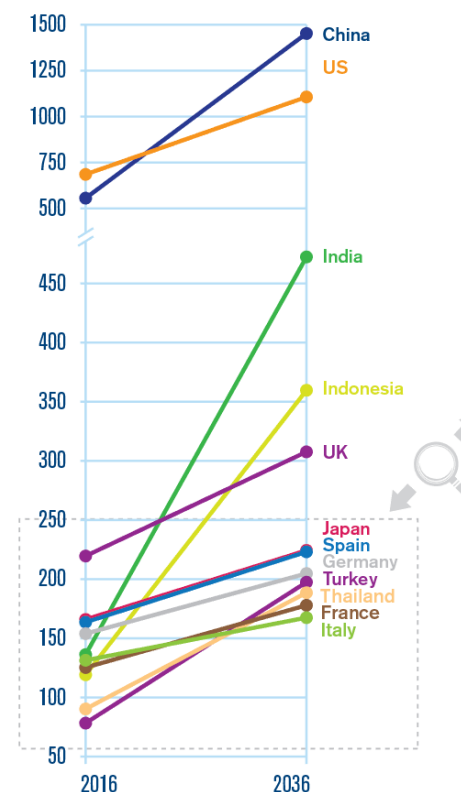
- Flyers in India, as well as those over-flying the country, can now have access to both internet and mobile services on board aircraft.
- The IFC service provider could be permitted to use either Indian Satellite System or foreign satellite capacity leased through DoS or foreign satellites outside INSAT systems in the Indian airspace.

According to IATA,  
domestic Indian aviation  
market posted the fastest  
growth rate in the world  
for the third year in a row

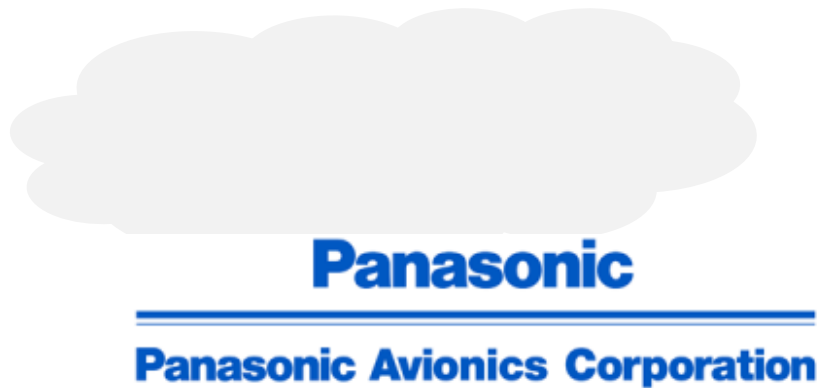
India's aviation market  
will become 3rd largest  
in the world by 2025

## Major Domestic Markets

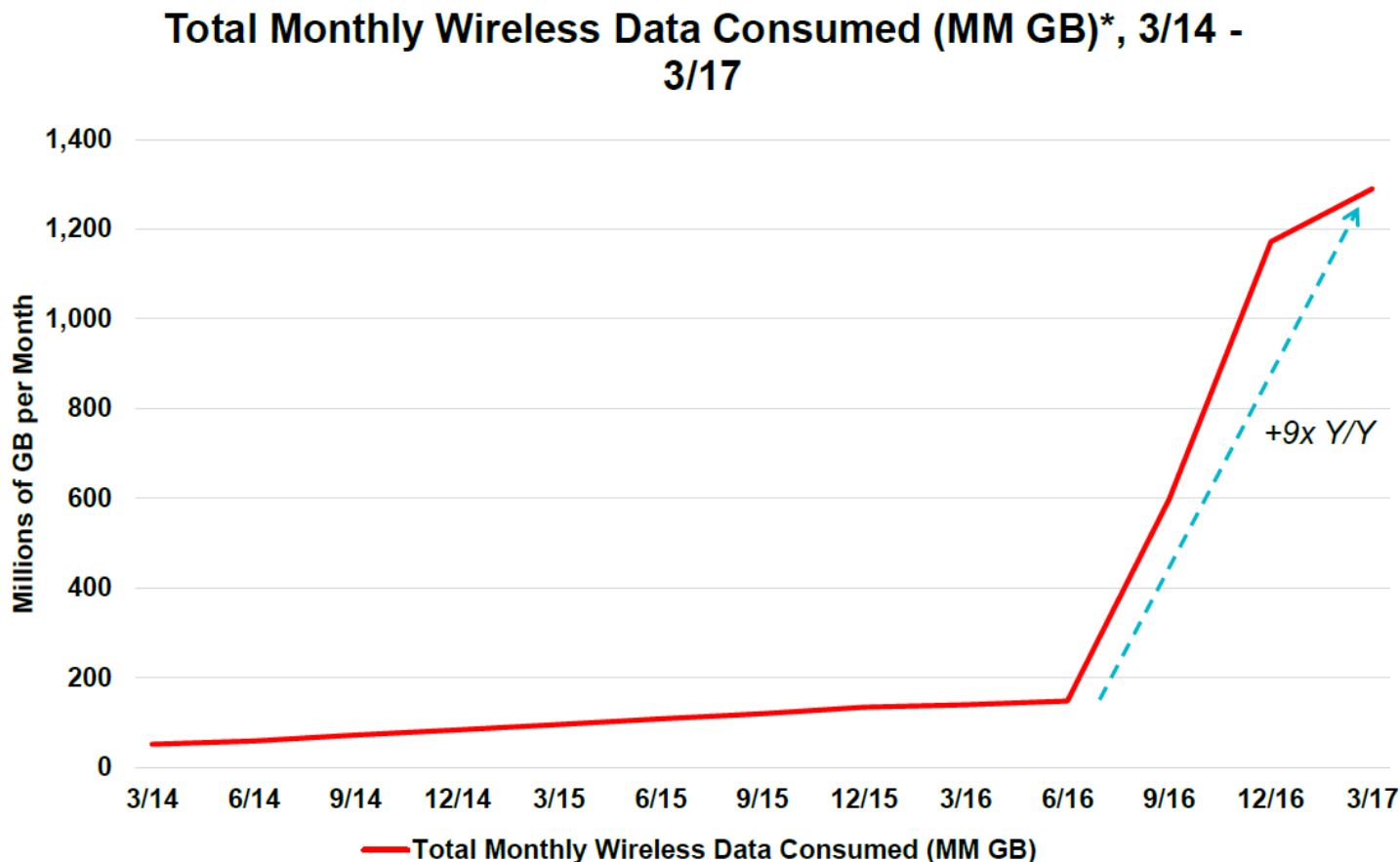
Million O-D passenger journeys (to, from and within)



# Choice of Mobility Customers Worldwide



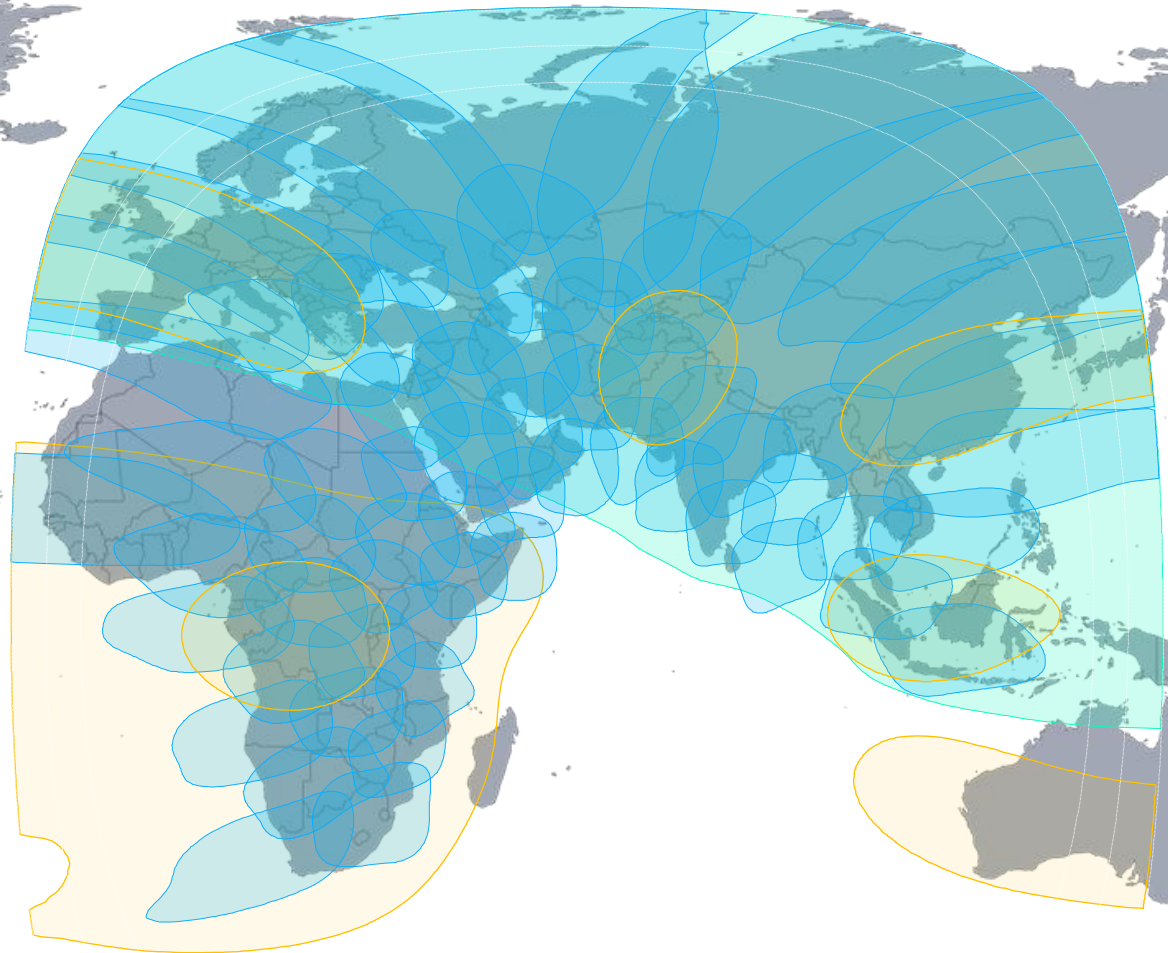
# Opportunities for CBH and Rural Broadband



- India's wireless internet data consumption has exploded by nine times since last year
- Only 27% of Indians have Internet access
- RFP out for 1GHz+ of satellite bandwidth for domestic broadband applications. Could result in \$16 mil annual revenue by 2020



# Intelsat 33e – 60°E



# IS-33e Epic<sup>NG</sup> In-Orbit Testing Results: Conducted by Intelsat

Current Modems	Epic <sup>NG</sup> Efficiency (bits/Hz)
Comtech CDM625	<b>165%</b> increase
Comtech AdVSAT	
iDirect Evolution	

Customers are seeing **increased link margins, increased spectral efficiency and/or higher Mbps throughput** compared to traditional wide beam satellites

Next Generation Modems	Epic <sup>NG</sup> Efficiency (bits/Hz)
<u>Comtech</u> DVB-S2X	<b>Up to 330%</b> increase
<u>iDirect</u> DVB-S2X	
<u>Newtec</u> DVB-S2X	

Our vendor ecosystem collaboration enables customers to fully leverage the capabilities of Epic<sup>NG</sup> satellites and further capitalize on the high performance and flexibility of Epic<sup>NG</sup>

# Intelsat Epic<sup>NG</sup> in action around the world





# Thank you

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