



“Harnessing Satellite Spectrum for Broadband: Will Incumbents Sell, Stay, or Share”?

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Why we are here today

**Accelerate U.S. leadership in 5G to
empower our economy and prosperity,**

and

**To get the spectrum in the hands of 5G
operators as fast as possible while
ensuring continuity and viability of fixed
satellite services**





Intelsat is the Pioneer and Leader in Satellite Communications

Intelsat is the leading satellite operator in terms of capacity, EBITDA and geographic reach

We operate an extensive terrestrial network connected to our global fleet of 52 satellites serving 99% of the earth's populated regions

Intelsat is transforming to enable next generation hybrid satellite-wireless-terrestrial services for the fixed and mobile broadband connectivity solutions of the future

What is So Special About C-Band?

- Allocated for satellite services for nearly 50 years
- Preferred for high reliability services due to resistance to weather-related interference
- Is heavily utilized in the US: \$70B-\$80B of linear TV
- Requires high availability — 99.999% — no technology alternatives
- Is highly sensitive to noise
- Abating interference AFTER the fact is a non-starter
- Technical mitigation necessitates satellite operator responsibility



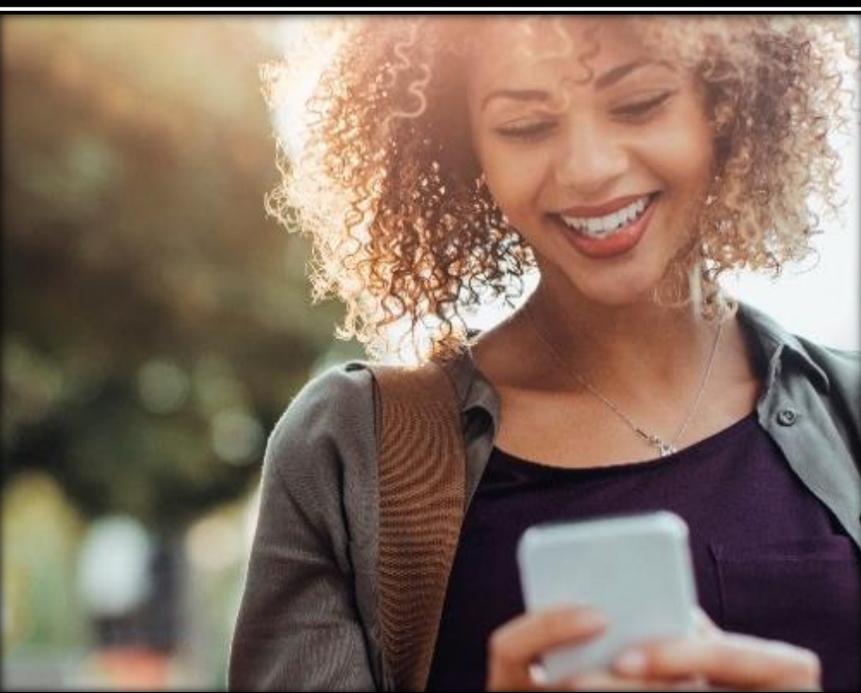
Key Principles of Our Proposal for Joint-Use in the U.S.

Addresses Incumbent Concerns While Accelerating Spectrum Access

- Protects C-band services from interference
- Market-based process, avoids bureaucracy and sets priorities
- Consortium sets focal point for technical implementation
- Regulatory certainty for all participants
- Speed: 100 MHz within 18 to 36 months from an FCC order



***5G is a breakthrough opportunity...
we responded with a breakthrough approach***



Myth Busters

C-band is heavily utilized by critical services

- \$70-80 billion in revenue generated annually in C-band-powered linear television

Satellite is pro-5G

- GDP growth of \$500 billion over seven years
- Satellite is integrated in 5G technical standards

Path to Fastest 5G Deployment

- Breakthrough approach for stakeholders
- FCC spectrum re-purposing takes on average 13 years

Our proposal delivers 100 MHz of cleared spectrum within 18 to 36 months of a final FCC order

The Need for Speed

We offer the most expedient solution for all stakeholders



Current C-band services are essential for the American consumer



Breakthrough opportunities, like 5G, require a breakthrough solution



Can the U.S. afford to wait 10 years for 5G deployment?