

# **16<sup>th</sup> Annual Meeting of Intelsat Retirees and Alumni Association**



# Agenda



- ✓ **Adoption of the Agenda**
- ✓ **Report on the Results of Election for Two Directors & Election of Board Officers**
- ✓ **Membership Status Report**
- ✓ **Report on Association Finances**
- ✓ **Report on Health Benefits**
- ✓ **Member Participation on Association Management**
- ✓ **Social Event Planning**
- ✓ **Other Business**
- ✓ **Adjournment**
- ✓ **Guest Speaker**



# Adoption of the Agenda



# Report on the Election Results & Election of Board Officers



- **Bob Peters & Peggy Slye re-elected to a 2-year term as *Directors* expiring in Oct. 2017.**
- **Peggy Slye elected as *President* of IRAA**
- **Simon Bennett elected as *Vice-President* of IRAA**
- **Anita Saltos elected as *Minutes Taker* (Secretary) & *Co-Chairperson* Social Committee w/Yobi Beraki as *Co-Chair***
- **Ed Stoner elected as *Co-Membership Director* w/John Sofranko as *Co-Director***



# **Intelsat Retirees & Alumni Association Board Members and Volunteers**



➤ **Board of Directors:**

- **Peggy Slye, *President***
- **Simon Bennett, *Vice-President***
- **Jane Kinzie**
- **Alan Olson**
- **Bob Peters**

➤ **Advisor to the Board of Directors:**

- **D.K. Sachdev**





- **Administrative Assistant:**
  - Vacant - please volunteer!
  
- **Facebook Administrator:**
  - John Sofranko
  
- **Membership Co-Directors:**
  - John Sofranko
  - Ed Stoner



- **Newsletter Editor:**
  - Jane Kinzie
  
- **Newsletter Editor Assistant:**
  - Vacant - please volunteer!
  
- **Minutes Taker (Secretary):**
  - Anita Saltos



➤ **Social Committee Co-Chairs:**

- Yobi Beraki
- Anita Saltos

➤ **Treasurer:**

- Satpal (Rani) Chhabra

➤ **Web Manager:**

- Alan Olson



# Membership Status Report



# Welcome New Members (10)



- **OCT 2015: Robert Lingo**
- **SEP 2015: Andrew Lopatin**
- **JUN 2015: Daniel Lilienstein, Brendan Murray, Ed Stoner**
- **MAY 2015: Romy Balod, Leonida Vista, Ulrika Williamson**
- **APR 2015: Rikuo Koike**
- **FEB 2015: Audrey Travaglini**



# Lost Intelsat Colleague:

George Paine - 25 Mar. 2015



# Membership Status





▶ **Total membership: 372**

- 10 new members
- 1 resigned member (Alumni)

➤ **Active members: 304**

- **Lifetime: 39 (13% of Active) \***
- **Five-Year: 119 (39% of Active) \***
- **Annual Regular: 127**
- **Other: 19**

➤ **Limited Rights: 20**

➤ **Inactive: 48**

\* Both Lifetime & Five-year 52% of Active



## ▶ Country Breakdown:

▶ USA -	336
▶ France -	6
▶ United Kingdom -	6
▶ Australia -	5
▶ Germany -	2
▶ India -	2
▶ Thailand -	2
▶ Bermuda -	1
▶ Brazil -	1



## ► Country Breakdown (contd):

- Canada - 1
- Greece - 1
- Ireland - 1
- Italy - 1
- Japan - 1
- Norway - 1
- South Africa - 1
- Spain - 1
- Sweden - 1
- Switzerland - 1



## ▶ USA/State Breakdown:

### ▶ United States - **336**

▪ MD - 115	WA - 4	GA - 1
▪ VA - 104	AZ - 3	IA - 1
▪ FL - 24	NV - 3	MA - 1
▪ CA - 23	IN - 2	MI - 1
▪ DC - 18	ME - 2	NE - 1
▪ WV - 6	NJ - 2	NM - 1
▪ CO - 6	TBD - 2	NY - 1
▪ SC - 5	TN - 2	UT - 1
▪ NC - 5	DE - 1	



- ❖ Please remember to let us know when you have a change of address, phone number, or EMail address.
- ❖ Or any significant life-change event such as a loss of a spouse, or if you may be aware of a recent loss of an Intelsat colleague.
  - Send an EMail to: [info@myiraa.com](mailto:info@myiraa.com)



# IRAA & Friends Facebook

(closed group)



▶ Total membership: **245**

- To join IRAA&F closed group:

<https://www.facebook.com/groups/IntelsatRetireesAssociation/>

- or go to [www.myiraa.com](http://www.myiraa.com)

- For assistance in joining the IRAA&F , EMail our  
FB Administrator, [John Sofranko, info@myiraa.com/](mailto:John.Sofranko@myiraa.com)



# Report on Association Finances





# Report on Health Benefits



# Member Participation in Association Management



# Social Activities 2015



# Three Events This Year



# First Event:

- ▶ **6<sup>th</sup> Annual Night** (afternoon) at **Strathmore**
- **All Russian Concert - 29 Mar. 2015**
  - 9 members/guests from COMARA/IRAA



# Second Event:

## ▶ 6<sup>th</sup> Annual Summer Picnic

### ➤ Seneca Creek State Park - 17 May 2015

- 76 members/guests from COMARA/IRAA & Intelsat



# Third Event:

## ▶ 1<sup>st</sup> Annual Wolf Trap Event

### ➤ Million Dollar Quartet- 27 June 2015

- 9 members/guests from IRAA & Intelsat



# What's Happening Next Year?





# Social Committee is Looking into:



# 7<sup>th</sup> Annual Night at Strathmore

- ▶ National Philharmonic: *Vivaldi's Gloria*  
Saturday, Feb. 20, 2016, 8pm -or- Sunday, Feb. 21, 2016, 3pm  
-or-
- ▶ Baltimore Symphony: *All Beethoven*  
Saturday, Mar. 12, 2016, 8pm  
-or-
- ▶ National Philharmonic: *Haydn's Lord Nelson Mass*  
Saturday, Apr. 2, 2016, 8pm -or- Sunday, Apr. 3, 2016, 3pm  
-or-
- ▶ Laughter and Reflection with *Carol Burnett*  
Friday, Apr. 15, 2016, 8pm -or- Saturday, Apr. 16, 2016, 8pm



- AND -



# Social Get Together

## ▶ Member's Residence *TBD*

Late February or early March 2016, Time TBD

- Pot luck with members contributing dishes to share.
- Minimum contribution TBD for beverages.
- May arrange music or other entertainment.
- Option to cater food/drinks but member contribution increased.

*-or-*

## ▶ *Wolf Trap - The Barns: Oak Ridge Boys*

Saturday, Mar. 20, 2016, 2pm -or- 8pm

*-or-*

## ▶ Ford's Theater: *110 Degrees in the Shade*

Friday, Mar. 11 - May 14, 2016



**- AND/OR -**



# ***Wine Tour***

## ► **By Reston Limousine Service**

Saturday's and Sunday's, *TBD* (5-6 hours duration)



**Tickets: \$50.00 - \$60.00**

- Visit two of Loudon County's wineries
- Pickup Reston Town Center and West Falls Church Metro)
- Fee includes wine tastings but not food (may be catered \$15.00 extra)



- PLUS -



# 7<sup>th</sup> Annual Summer Picnic

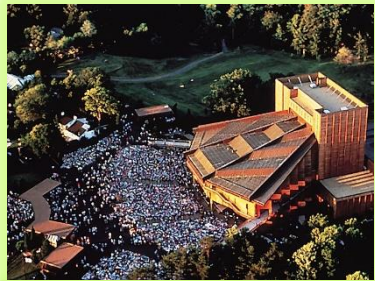
- ▶ Seneca Creek State Park, *Buck Pavilion*

Sunday, May. 22, 2016, 12pm - 4PM

-AND-

- ▶ Wolf Trap Filene Center

Event TBD pending release of summer schedule next Spring





**We look forward to seeing many of you  
at some of these events the Social  
Committee is planning next year.**

**Thank you!**



# Other Business



# National Electronics Museum: “A Day without Satellites”

Cut/paste below link in your browser:

[https://www.youtube.com/watch?app=desktop&persist\\_app=1&v=UXMg\\_bRvHSA](https://www.youtube.com/watch?app=desktop&persist_app=1&v=UXMg_bRvHSA)



# Adjournment



**Guest Speaker:**  
**Dianne VanBeber**

**Vice-President Investor Relations &  
Corporate Communications Intelsat**



# Intelsat Overview Presentation

18 October 2015

# Safe Harbor

## Forward-Looking Statements

*Some of the statements and projections herein constitute "forward-looking statements" that do not directly or exclusively relate to historical facts. These forward-looking statements reflect our intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside of our control. Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include those discussed in Item 3D-Risk Factors in Intelsat's Annual Report on Form 20-F for the year ended December 31, 2014. Because actual results could differ materially from our intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained herein with caution. Forward-looking statements speak only as of today's date, 18 October 2015, and neither Intelsat nor any of its affiliates, advisors or representatives undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.*

## Non-GAAP Measures and Other Definitions

*Unless otherwise indicated, all references to Adjusted EBITDA or AEBITDA, free cash flow from (used in) operations and related margins, are to Intelsat S.A. Adjusted EBITDA and free cash flow from (used in) operations as reported by Intelsat S.A. in its public filings with the SEC and all references to adjusted net income per diluted common share are to Intelsat S.A. adjusted net income per diluted common share as reported by Intelsat S.A. Management uses these non-GAAP financial measures in monitoring and evaluating Intelsat's ongoing financial results and business performance. These measures should be considered in addition to, not a substitute for, measures of financial performance prepared in accordance with GAAP.*

# Intelsat's Updated Management Team



**Steve Spengler**  
Chief Executive Officer

- CEO since 2015; Intelsat President and Chief Commercial Officer since 2013;
- Joined Intelsat in 2003
- From 1995-2002 – VP Sales & Marketing, Scientific-Atlanta/ViaSat Satellite Networks



**Mike McDonnell**  
Executive VP,  
Chief Financial  
Officer

- Joined Intelsat as EVP and CFO in 2008
- 2004-2008 – CFO, MCG Capital Corp.; 2000-2004 – CFO, EchoStar/Dish Network



**Michelle Bryan**  
Executive VP, General  
Counsel, Chief  
Administrative Officer

- General Counsel and CAO since 2013; joined Intelsat in 2007
- 1983-2003 US Airways, various positions, including EVP & General Counsel and SVP, Human Resources



**Thierry Guillemin**  
Executive VP, Chief  
Technology Officer

- CTO since 2013; joined Intelsat in 1999
- Management of Spacecraft Programs and Head of Engineering, EADS Astrium



**Kurt Riegelman**  
Senior VP,  
Sales and Marketing

- Senior VP, Sales & Marketing since 2015; Senior VP, Global Sales 2008-2015; joined the company in 1998
- 1998-2006 – Led Americas and North America sales teams at PanAmSat



**Mike DeMarco**  
Senior VP, Operations

- Senior VP, Operations since 2015; Senior VP, Marketing & Solutions Development since 2011-2015; joined the company in 2000
- 2000-2006 – various positions, including VP of Media Services and Senior Director of Business Operations at PanAmSat



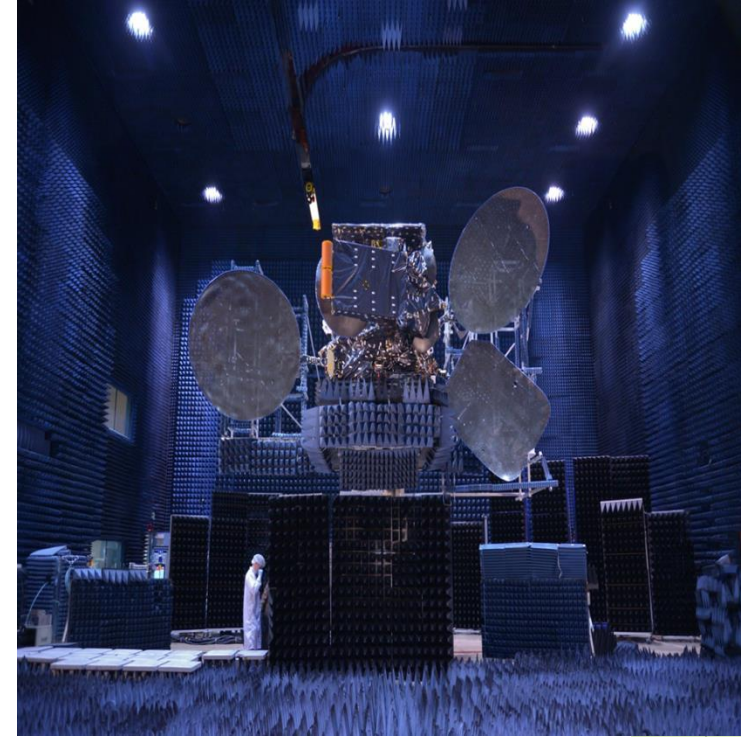
# Financial Highlights

## Second Quarter Performance

- ▶ Revenue of \$598M
- ▶ Adjusted EBITDA of \$473M or 79% of revenue
- ▶ Adjusted net income per diluted common share of \$0.70
- ▶ Contracted backlog \$9.5 billion as of 6/30/15
- ▶ \$64 million free cash flow from operations for the six months ended 6/30/15

## Full Year 2014 Performance

- ▶ Revenue of \$2.5B
- ▶ Adjusted EBITDA of \$1.9B or 79% of total revenue



Preparing IntelSat 34 for Launch

**Investing \$2.3 Billion in our Fleet during 2015-2017**

# We Provide Mission-Critical Communications Infrastructure

## Media

- 37% of total revenue
- Direct-to-home TV platforms
- Distribution of television programming
- Worldwide event broadcasting

## Government

- 16% of total revenue
- Reliable and secure global services
- Ground, sea and air mobile applications
- Customized solutions, hosted payloads



## Network Services

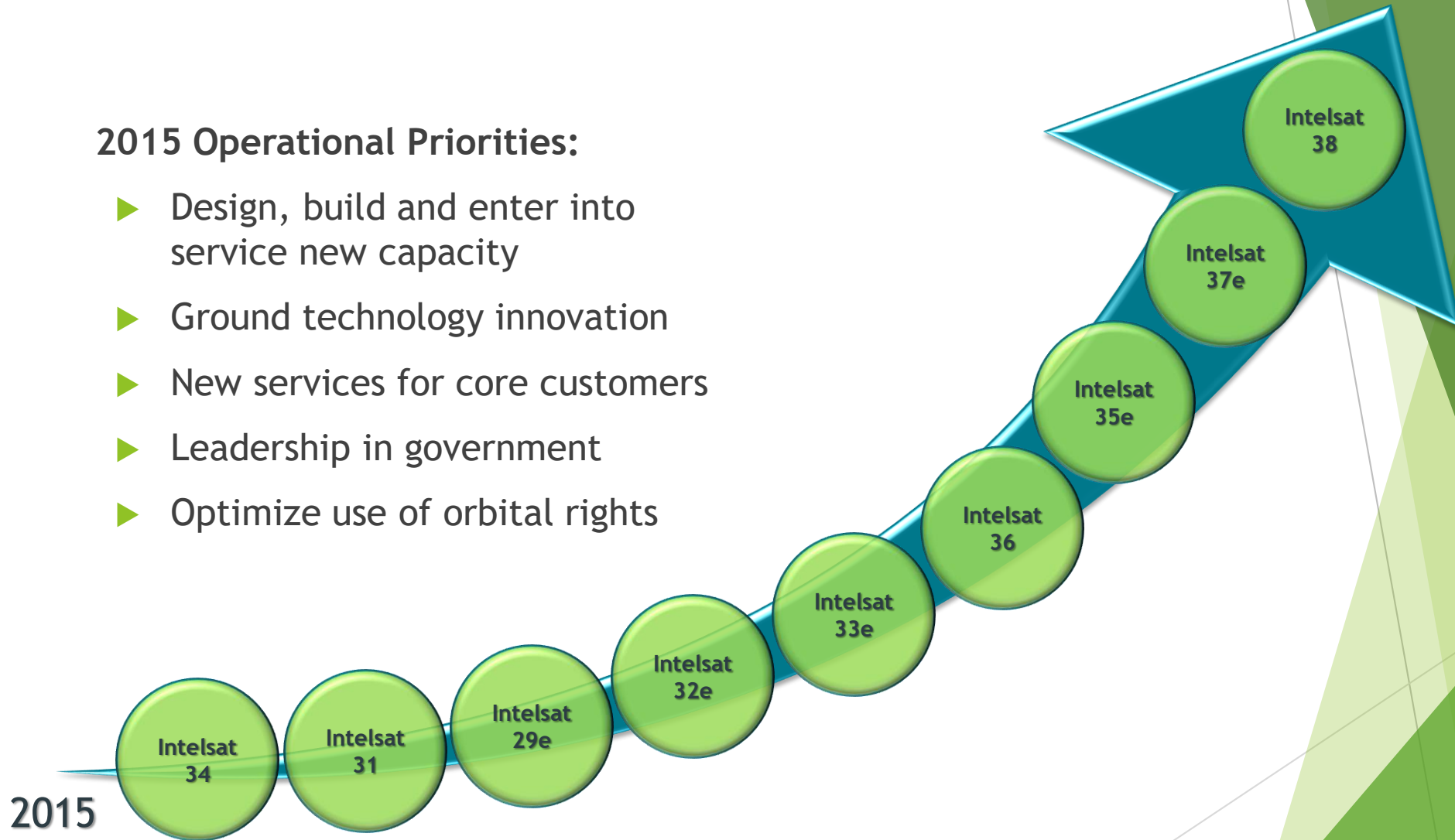
- 45% of total revenue
- Fixed and wireless telecommunications infrastructure
- High-performance enterprise networks
- Broadband for emerging regions and mobility

One Network, Many Applications

# Building a Foundation for Long-Term Growth

## 2015 Operational Priorities:

- ▶ Design, build and enter into service new capacity
- ▶ Ground technology innovation
- ▶ New services for core customers
- ▶ Leadership in government
- ▶ Optimize use of orbital rights



# Design, Build, Enter into Service New Capacity



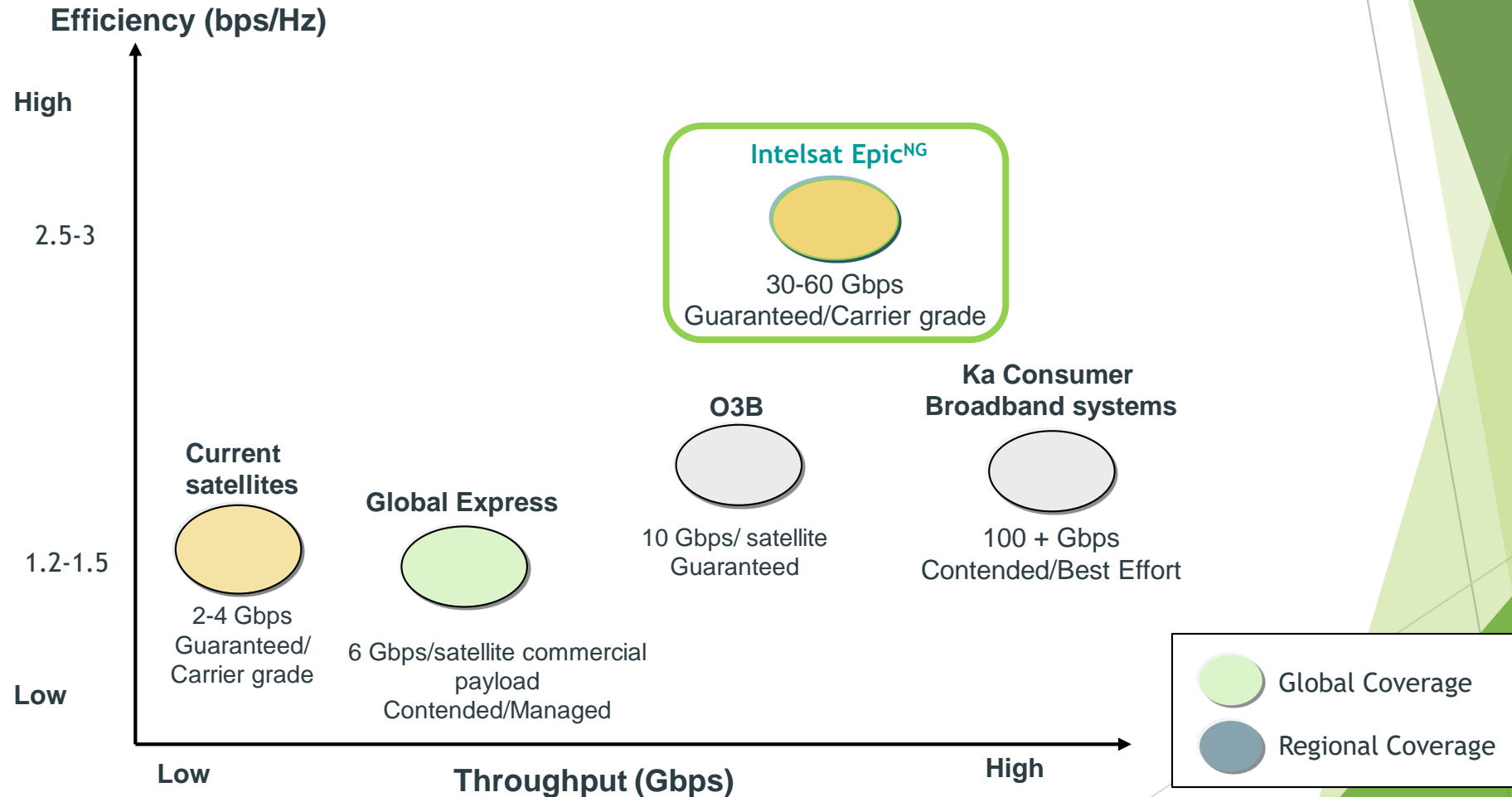
IntelSat 29e in the Boeing Facility

- Industry-first architecture will utilize wide beams and spot beams to support new and existing applications
- Designed to advance the use of satellite communications for broadband infrastructure
  - Performance
  - Economics
  - Simple Access
- First Commercial FSS Digital Payload

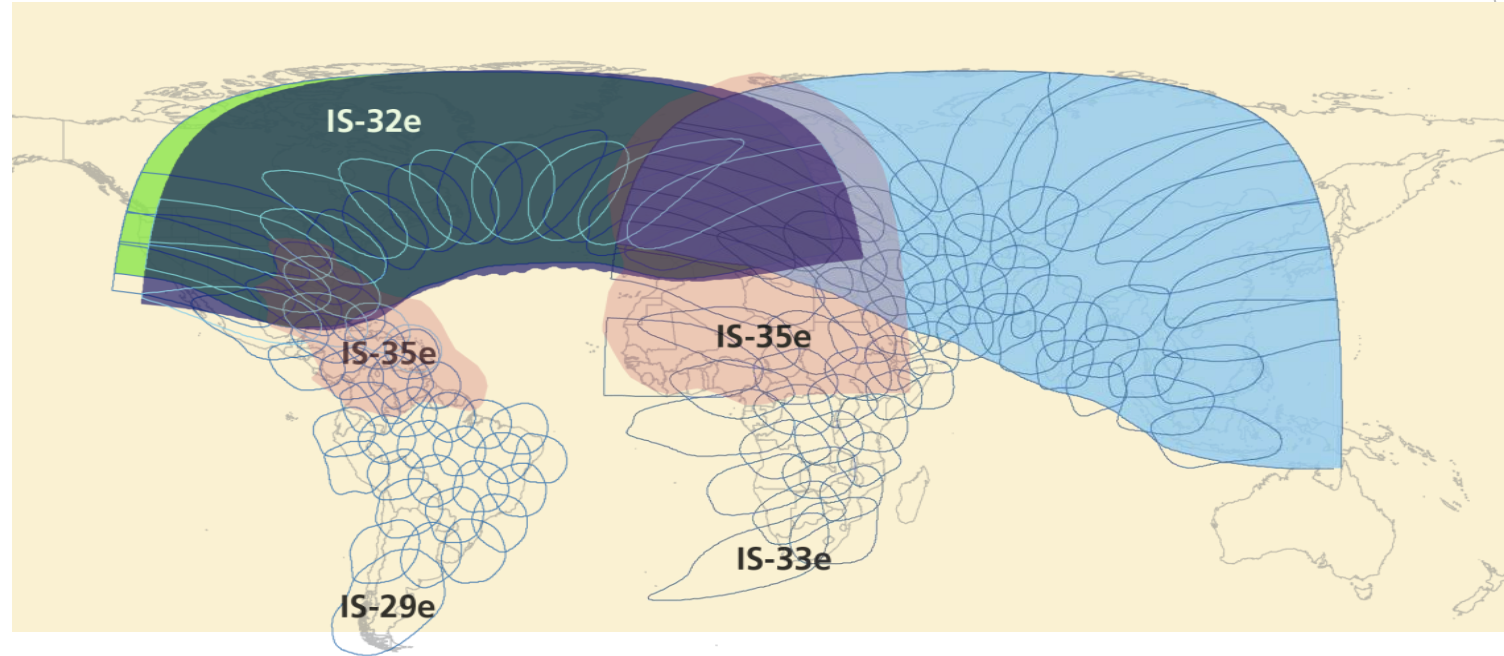
**IntelSat Epic<sup>NG</sup> Satellites Begin Entering Service Mid-2016**

# Intelsat Epic<sup>NG</sup> Relative Performance Metrics

Performance, Efficiency, Coverage



# Intelsat Epic<sup>NG</sup>: High Throughput Platform Unlocks Access to Larger Addressable Applications



Currently Announced Intelsat Epic<sup>NG</sup> Satellites & Payloads

- Fully integrated with existing fleet for global access
- Layers high throughput over regions of highest demand
- Flexible infrastructure supports multiple applications for business plan diversity among our customers

# Attractive Growth Profile of Intelsat Epic<sup>NG</sup>

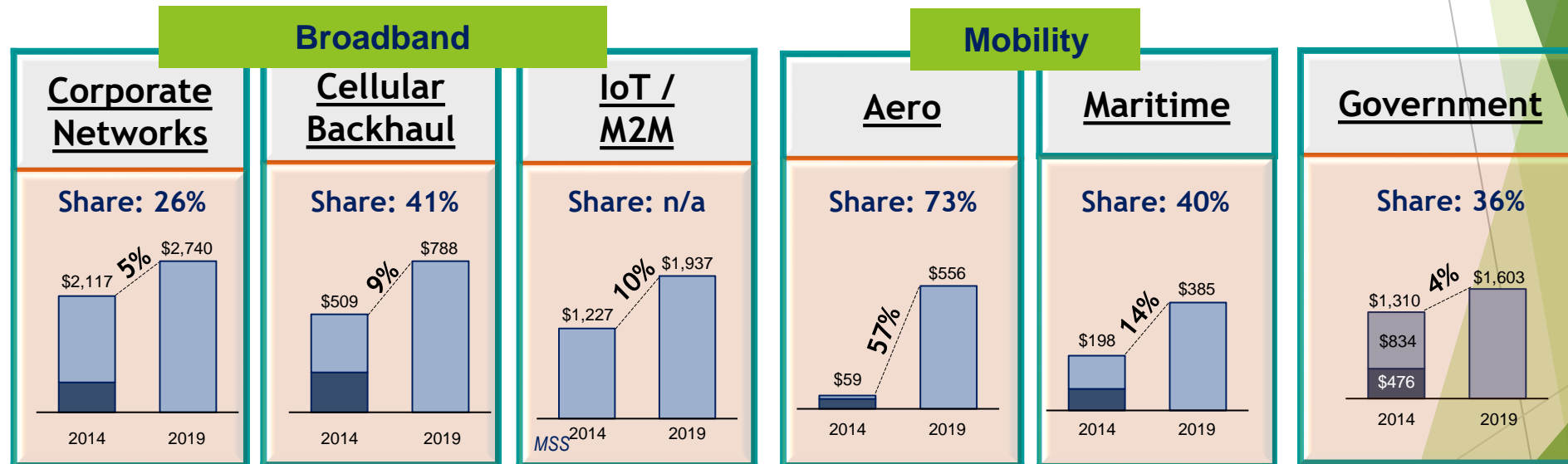
## Targeted Applications



### Opportunities

(\$millions, except for %)

□ Industry (Forecast)  
■ Intelsat



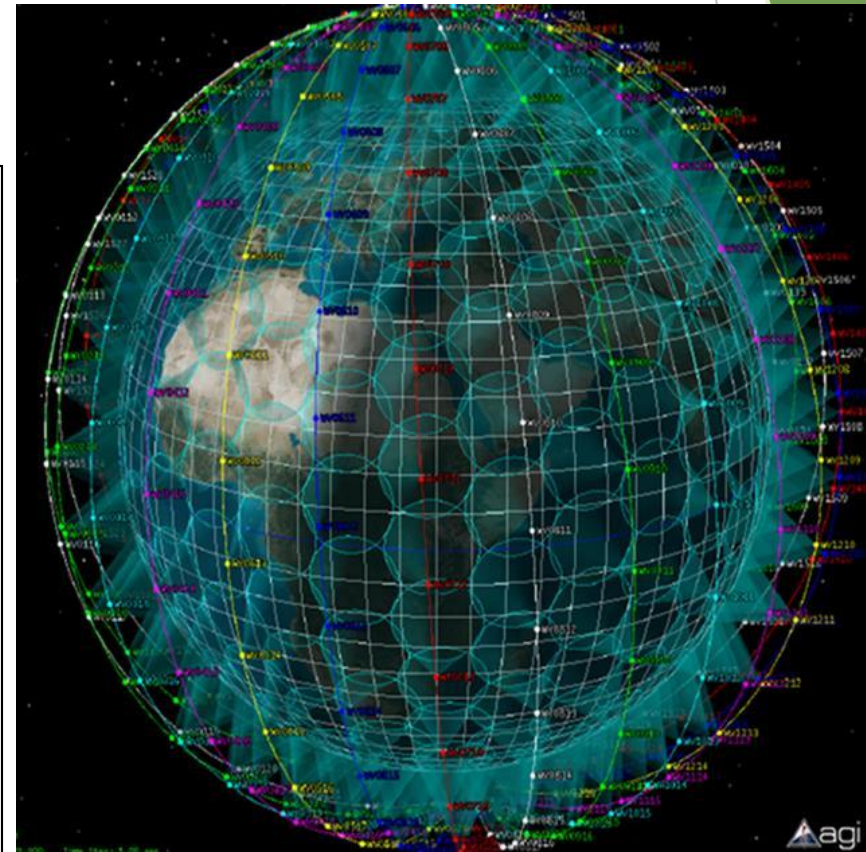
**\$2.6B of Incremental Demand Forecasted For Target Applications**

Source for Market Data: NSR - Global Assessment of Satellite Demand.  
 Corporate Networks revenue includes wholesale bandwidth plus services (NSR does not break this out); M2M market opportunity is predominantly L-Band (currently not part of Intelsat's market) but could shift to C- and Ku-Band as customers require higher bandwidth and upgrade to flat panel antennas.

# Drive Innovation In-Orbit, Ground & Antenna Technology



- **Unlocks** new market opportunities
- **Delivers** connectivity to polar regions; Intelsat will have true global connectivity
- **Provides** better look angle in 'urban canyons'
- Gives **exclusive** distribution rights in aero, maritime, connected car, certain oil and gas and certain U.S. government verticals
- **Enhances** innovation and development of Ku-band ground systems on a much larger scale
- **Lowers** the cost and improves accessibility of satellite-based broadband







**Intelsat at 50: David Leive Compares Intelsat at its ...**  
124 views · 1 year ago



**Intelsat at 50: DK Sachdev on Intelsat 603**  
410 views · 1 year ago



**Intelsat at 50: Ati Kadarmanto-Olson Recounts Hosting the ...**  
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**Intelsat at 50: Dave Connick Shares His Memories**  
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**Intelsat at 50: Dianne VanBeber on the Live Earth Concert**  
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**Intelsat at 50: Harold Rosen on the Inception of Intelsat**  
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**Intelsat at 50: Edward Stoner on Breaking Ground in D.C.**  
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**Intelsat at 50: Erlend Magnusson on the Rescue of Intelsat 603**  
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**Intelsat at 50: Fernando Von Reigersberg on Watching Intels...  
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**Intelsat at 50: Kurt Riegelman on the Intelsat 603 Reboost Missio...**  
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**Intelsat at 50: Mohammad Marashi on Intelsat Satellite ...**  
181 views · 1 year ago



**More than 9,000 views on our 50<sup>th</sup> anniversary video gallery!**

*Thank You*



# Let's Eat!

