

Navigating the world with Intelsat

The Satellite Operator in the Oil and Gas Patch

Matching Transponder Provision & Service
Supply to Regional and Global E&P Demand

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Aberdeen, May 12th 2009



INTELSAT.

Closer, by far

Agenda

- Overview
- Upstream industry
- Midstream industry
- Downstream
- Questions



Upstream industry challenges – Exploration and extraction

- Challenges

- Dispersion of sites
- Changing locations
- Access to locations
- Exchange of large data
- Access to worldwide global expertise
- Reporting

- Satellite based networks

- 100% coverage with satellite beams
- Possible re-location
- Multiple Mbps links for intensive data
- Combination of satellite and terrestrial networks
- Reliability

Solution: GXS IPL and Network Broadband VNO



Complimentary infrastructure for Service Providers

**VSAT and SCPC services
using our Global Teleports
and Fibre infrastructure**

Benefits:

- Rapid launch of new services
- Minimal capital outlay even for services on multiple satellites
- Broad range of throughput speeds
- Savings on rig real estate and operational complexities
- Independent platform owners gain new value proposition for their customers
- Extension of SP's existing connectivity's and infrastructure

Midstream industry challenges - Mobility

- Challenges

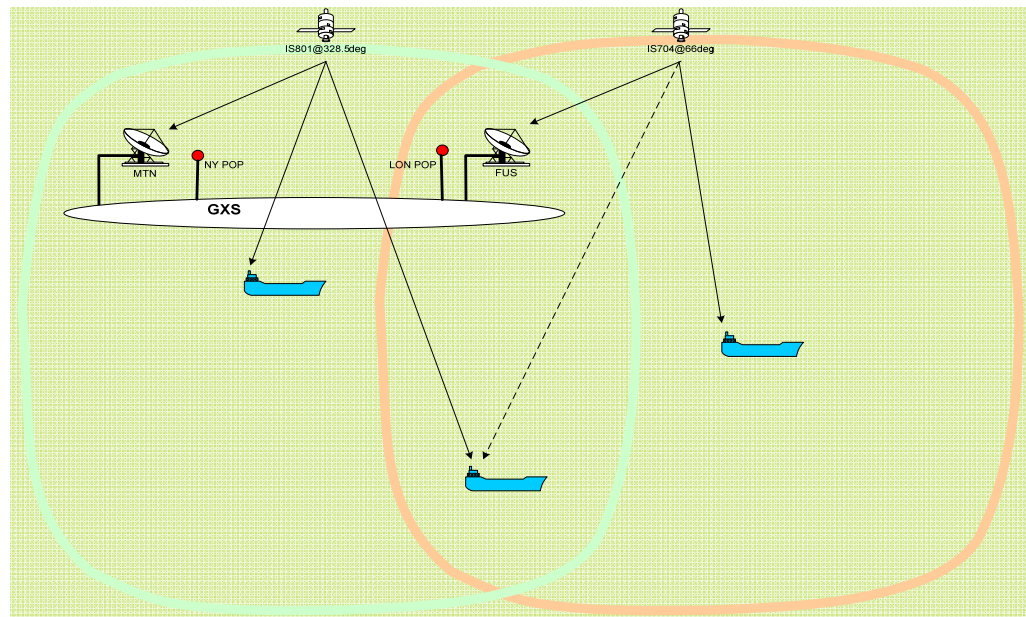
- Moving inventories
- Availability

- Satellite based networks

- Satellite tracking earth stations on ships
- Integration of sites in global network with combination of terrestrial/satellite infrastructure

Midstream – Global Maritime Connectivity

- Ships can be fully integrated into communication networks
- Large global satellite beams provide extensive earth coverage
- On-board earth stations with satellite tracking capabilities



Downstream industry challenges - retail

- Challenges

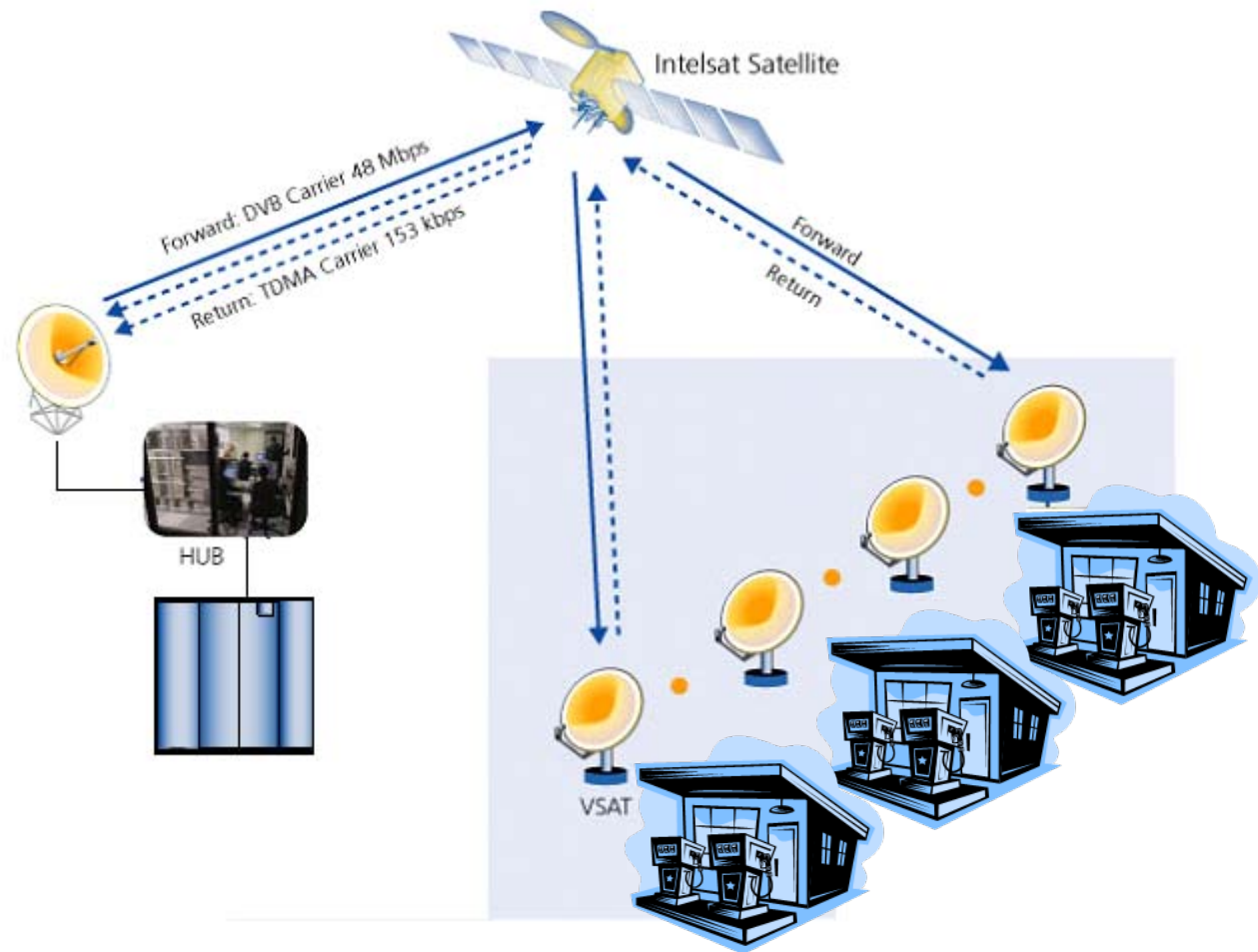
- Retail inventories
- POS/Credit checks
- File Transfer push
- Pay as you use (/Mbps)

- Satellite based networks

- Thousands of sites under one satellite beam
- Reliable and fast access to credit check databases
- Push distribution of advertising through broadcasting technologies
- Fixed/month pricing

Downstream - retail outlets

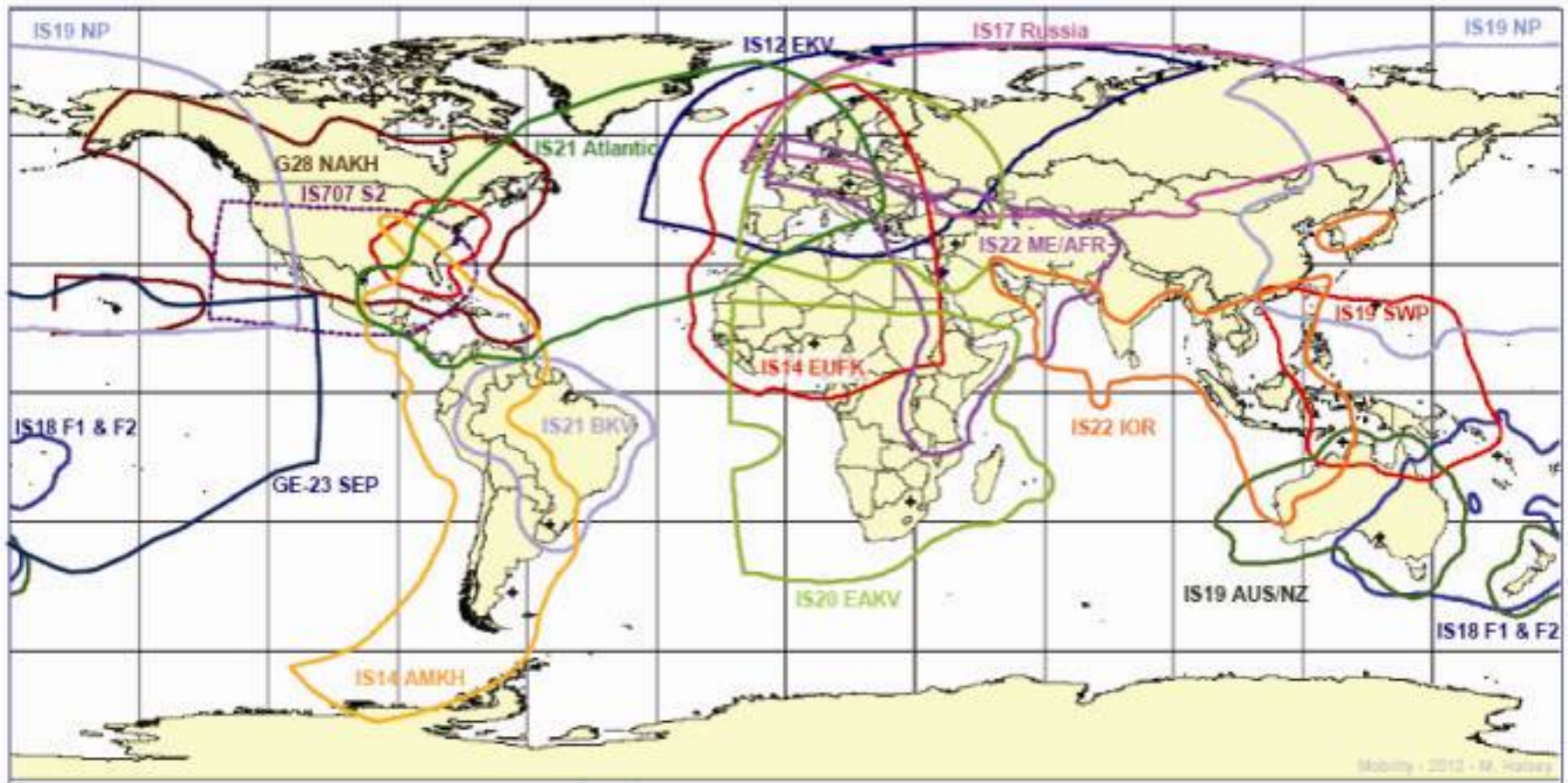
- POS/Credi check
- Cash machine dispenser
- Inventory



Future Satellite based Applications

- Intelsat lease customers are using DVB-S2 more and more frequently for their networks.
 - Future implementation for GXS DVB Trunking Service will be DVB-S2
 - Transition of an existing DVB S platform is being reviewed
 - Currently testing Comtech CDM-625 modem
 - CDM-625 supports LDPC (technology behind DVB-S2)
 - CDM-625 also supports Carrier in Carrier cancellation
- Cellular backhaul/Wireless nodes on rigs and platforms
- Content to Vessels using ODI and Store and Forward
- MPEG 4 Video backhaul for news, web casting and special events using 1.2M Ku VSAT's
- Smaller C and Ku Band Stabilised antennas utilising ACM and BPSK are now in operation
- Will be testing low data rate terminals and antenna systems for remote C Band operation for maritime and exploration activities

GXS[®] Mobility Services



In the next 3 years Intelsat is scheduled to launch 10 satellites that expand C and Ku-band coverage worldwide

Thanks for your attention.

Questions?