



The Director's Report

From: David Cavossa

March 29, 2005

The Satellite Industry Association (SIA) Director's Report is a weekly executive capsule covering current satellite industry news and events.

Your comments are appreciated. Please contact Josh Guyan at (202) 349-3632.

Member News

Key industry executives speaking at the keynote session of the SAT 2005 conference and exhibition in Washington, D.C. on Wednesday viewed the influx of private equity firms in the industry as a positive development and would be good for the industry in the long run. This was the consensus of a panel composed of CEOs of major global satellite operators including Romain Bausch of **SES Global**, Conny Kullman of **Intelsat**, Joseph Wright of **PanAmSat**, Bernard Schwartz of **Loral Space and Communications** and Giuliano Berretta of **Eutelsat**.
Courtesy Of SatNews.

Iridium Satellite announced that its constellation of low-earth-orbit communication satellites has achieved a world record of more than 500 satellite-years of in-orbit performance. Iridium's constellation consists of 66 active satellites and 13 in-orbit spares, which Iridium can quickly activate in the event of any satellite outages. Iridium's initial satellites launched in 1997-1998, and commenced worldwide service in 1998. Iridium placed seven additional spares into orbit in 2002 to ensure long-term uninterrupted service.

Lockheed Martin announced at the Satellite 2005 conference that it has been awarded a contract for an A2100 geosynchronous satellite by SES GLOBAL, to be built for and operated by **SES AMERICOM**, an SES GLOBAL company. The satellite, designated AMC-

18, will be located at orbital location 105 degrees West and will provide distribution of premium cable programming across North America. Contract terms were not disclosed.

Loral Space & Communications Ltd. has filed a revised plan of reorganization with the Bankruptcy Court. The plan revises the terms of a plan previously filed on December 5, 2004 and reflects an agreement among the company, the Creditors' Committee and the Ad-Hoc Committee of Space Systems/Loral (SS/L) trade creditors. Loral Space said in a statement. The plan provides that Loral's two businesses, satellite manufacturing (New SS/L) and satellite services (New Skynet), will emerge intact as separate subsidiaries of reorganized Loral (New Loral). The New SS/L will emerge debt-free and continue its current activities, including completion of all satellites under construction or on order, and active pursuit of additional new awards.

The DIRECTV Group, Inc. and **Boeing** announced the arrival of the Spaceway F1 satellite at the Sea Launch home port in Long Beach, Calif., where it will undergo final preparations for a late April launch aboard a Zenit-3SL vehicle. Built on the powerful Boeing 702 model satellite, Spaceway F1 is the first of two spacecraft scheduled for launch this year for DIRECTV and the most complex commercial satellite system ever manufactured. The spacecraft includes a



The Director's Report

From: David Cavossa

March 29, 2005

flexible payload with a fully steerable downlink antenna that can be reconfigured on orbit to seamlessly address market conditions.

Foxcom, a division of OnePath Networks, Inc., has received an award from Americom Government Services, Inc. (AGS), a wholly owned subsidiary of **SES Americom**, to provide fiber optic interfacility links (IFL) for a secure satellite network communications system for the U.S. Forces Korea (USFK). Foxcom said the award is an initial phase of a 5-year contract where the company's equipment will be part of a customized satellite terminal meeting USFK's technical specifications and ardent mission requirements. Foxcom's system consists of a rugged, rapid deployment outdoor unit and a mating chassis mount transit case mountable subsystem. *Courtesy of Satnews.*

DIRECTV, Inc. announced the appointment of Fox Sports Chairman and CEO David Hill as president of its new DIRECTV Entertainment group, one of three new operating groups created by DIRECTV President and CEO Chase Carey as part of a new, more streamlined organization that will focus on DIRECTV's core businesses and continue to build on its leadership position in the pay television industry.

Iridium Satellite announced that it will introduce a new, cost-effective 9600 data transceiver this year based on the company's Short Burst Data (SBD) technology. This move will extend the unique capabilities of Iridium to a new set of markets, expanding service in asset

tracking, remote monitoring and telemetry reporting.

Internet Protocol over Satellite or IPoS, , has now become the first global standard for the industry. The announcement was made by **Hughes Network Systems** following the European Telecommunications Standards Institute (ETSI) ratification of the IPoS air interface standard in February. IPoS was first ratified early in 2004 by the Telecommunication Industry Association (TIA), the primary standards body for the telecommunications industry in North America.

Iridium Satellite LLC announced plans to deploy a group call push-to-talk voice and data service. This service will allow for deployment of multi-user communication "nets" from Iridium mobile satphones from anywhere worldwide. It is designed for public and private sector first responders and ideal for crisis applications where rapid deployment, reliability and security are key. Users will require constant and global service from an extremely portable device.

The Mobile User Objective System (MUOS) team led by **Lockheed Martin** has successfully completed the System Preliminary Design Review (PDR) with its customer, the U.S. Navy. The System PDR kicks off a key design and development phase for the space and ground segments to ensure the system will meet or exceed the customer's requirements for the next generation narrowband tactical satellite communications system. MUOS will provide significantly improved and



The Director's Report

From: David Cavossa

March 29, 2005

assured communications for U.S. mobile warfighters.

Stratos Global Corp. announced that maritime crews and other prepaid satellite calling card users can take advantage of extended reduced-rate calling hours to reach out to family and friends during the upcoming Easter holiday period.

New Skies Satellites B.V., announced a long-term agreement with Latin American broadband service provider Impsat in Argentina to support a new two-way broadband Internet network using the high-powered NSS-7 satellite. Impsat has deployed a new IP hub at its teleport facility in Buenos Aires to launch two-way, broadband Internet, Voice-over-IP (VoIP) and Virtual Private Network (VPN) services throughout Argentina, Chile, Paraguay, Uruguay, Bolivia and Brazil.

College basketball fans in the U.S. will see much more of the NCAA tournament this year by viewing enhanced detail through higher quality high-definition video transmission of over half of the tournament games. Broadcaster CBS, the rights holder of the NCAA Men's Basketball Tournament "March Madness," will increase its use of **Intelsat** satellite transmission capacity by approximately 50% in order to better serve their viewers through this dramatic increase in high-definition coverage. The tournament will be carried over IA-5 and IA-6, two satellites in the Intelsat fleet that provide high-quality coverage of North America.

SES AMERICOM, and SES GLOBAL company, announced that the AMERICOM-12 (AMC-12) satellite that

was launched on February 3, 2005, has successfully completed a full battery of in-orbit-tests and is now being drifted into its 37.5 degrees West orbital location. The large, high-powered, C-band satellite, the first operating Spacebus 4000, is scheduled to begin commercial service by April 8, 2005.

AMERICOM GOVERNMENT SERVICES, Inc. (AGS), a wholly-owned subsidiary of **SES AMERICOM**, announced it received a five-year contract from the United States, Caribbean States/Territories and Central American Organization of Air Navigation Services (COCESNA) that are coordinated by the Regional Office for North American, Central American and Caribbean Office of the International Civil Aviation Organization (ICAO) to support safe air traffic in the southern United States, the Caribbean, Central American and parts of South America.

PanAmSat Holding Corp. has raised \$900 million in an initial public offering less than a year after being sold to Kohlberg Kravis Roberts. PanAmSat sold 50 million shares at \$18 each, the company said on Wednesday in a Securities and Exchange Commission filing. The shares began trading on March 17, 2005 on the New York Stock Exchange under the ticker symbol "PA." *Courtesy of SatNews.*

Intelsat General Corp. (IGC), a provider of satellite networking service to the U.S. military and other government agencies, launched its GlobalConnex Network Broadband service. The service uses a bundle of satellite capacity, teleport facilities and hubs through fixed and



The Director's Report

From: David Cavossa

March 29, 2005

portable VSAT dishes to create virtual private networks (VPN) carrying VOIP, video and other data applications such as Internet access, e-mail and multimedia to anywhere in the world. With this service, IGC military and government customers

can communicate and transmit information from remote environments, where ground-based infrastructure may not exist, may be unreliable, or for security reasons must be bypassed.

Other News

From an estimated \$580.2 million revenue in 2003, government and military market for commercial satellite services is expected to reach over \$1.4 billion by 2010 yielding total revenues of close to \$7.8 billion over an eight-year period. According to Northern Sky Research's newest market survey and forecast report, satellite communications revenue growth remains driven largely by U.S. Military demand as the Pentagon's bandwidth needs have increased substantially and will

not be satisfied internally before 2020. *Courtesy of SatNews.*

Orbcomm said it has scheduled to launch a satellite in the first quarter of 2006. This satellite, according to Orbcomm, will provide standard two-way narrowband data communications service on the company's network, and will also receive signals to support the United States Coast Guard's Automatic Identification System (AIS) capability. *Courtesy of SatNews.*

Upcoming SIA Meetings and Events

March 30th, 2:00pm – SIA Regulatory Working Group Meeting @ SIA

April 4-8, National Space Symposium @ Broadmoor Hotel, Colorado Springs, www.spacefoundation.com

April 7th, 5:00–7:00pm - SIA/AIAA Hill Reception, *Network Centric Warfare*, “Bringing The GIG To The Foxhole” @ Dirksen Senate House Office Building on Capitol Hill, for more details please call Mike Beavin, 202 349 3652

April 19th 12:00-1:00pm AIAA/SSPI/WIA Luncheon: “Post Tsunami Lessons Learned – Earth Observation and Disaster Relief- PART I ”, 2325 Rayburn Building

May 31-June 2 – ISCe Conference @ Long Beach Hyatt Regency Hotel www.isce.com