



## FOR IMMEDIATE RELEASE

Monday, March 7, 2005

### Contact:

Bill Brobst

301-588-2900 or 240-447-8738

bbrobst@boscobel.com

## INTELSAT GENERAL INTRODUCES NEW SATELLITE NETWORK BROADBAND SERVICE FOR MILITARY/GOVERNMENT NEEDS

### VSAT-Based Service Can Work Virtually Anywhere Around The World

**WASHINGTON, D.C. March 7, 2005** — Intelsat General Corporation (IGC), the leading provider of satellite networking service to the U.S. military and other government agencies, will launch its new GlobalConnex<sup>SM</sup> Network Broadband service tomorrow, Tuesday, at the AFCEA TechNet Tampa show, March 8-9.

The service uses a bundle of satellite capacity, teleport facilities and hubs through fixed and portable Very Small Aperture Terminal (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.

The benefits of Network Broadband include high-speed access at faster than DSL rates, minimal capital outlay, private network security, fiber-quality reliability critical to IP-based applications and the "go anywhere" and rapid deployment features of satellite communications. With Network Broadband, the proverbial "last mile" of service is as reliable as the core backbone network.

Data transmission rates are the highest in the industry with up to 5.25 Megabits per second (Mbps) outbound and 2.25 Mbps inbound per site, with aggregation available for even higher rates.

"Now, anyone can hit the ground running with the ability to stay in touch and transmit and receive time-critical information from virtually anywhere around the globe," said Susan P. Miller, President, Intelsat General Corporation.

Linking via satellite to ground-based teleports and Internet points-of-presence (POPs), Network Broadband offers connectivity for logistics support, disaster recovery, connectivity backup, security monitoring and other military command applications, plus e-mail, voice connections and Web surfing. A key advantage of the Network Broadband service is the terrestrial iDirect hub, which connects with up to five satellites at once including satellites operated by IGC's parent company, Intelsat. Access to a range of satellites and connectivities provides customers unequalled flexibility in traffic routing with cost advantages of shared infrastructure use.

IGC covers the entire planet with three interconnected and strategically placed hubs. IGC offers a fully managed network service, in which it controls and monitors the network, but also offers Virtual Network Operator (VNO) services to customers who wish to manage their own networks from their own premises. The advantage of working with the satellite operator directly derives from its ability to monitor the performance of the network and rapidly diagnose unexpected connectivity problems, including any that may be associated with the satellite element of the network.

"Another factor that sets Network Broadband apart is a unique combination of built-in encryption and acceleration that ensures transmissions are protected and secure," said Miller. "For certain mission-critical applications, advanced encryption is paramount. Better acceleration means end-to-end connections

4455 Connecticut Avenue NW, Suite 2400, Washington DC 20008 USA • T: 1-202-243-4000 • F: 1-202-243-4261

*INTELSAT GENERAL INTRODUCES NEW SATELLITE NETWORK BROADBAND  
SERVICE FOR MILITARY/GOVERNMENT NEEDS*

happen more quickly and reliably, even when there are multiple 'handshakes' as a signal passes through the network."

IGC's service is targeted for U.S. civilian and military government, NATO, state governments, and select commercial customers, including distributors and end users. Services may be provisioned by IGC directly or through IGC channel partners.

"We expect to attract both new users and channel partners with Network Broadband," said Miller. "It is definitely the cutting edge in global satellite communications for private networks with its fast data rates, bundle of services and ubiquity. Network Broadband will be instrumental in providing reliable, high data rate communications to deployed, maneuverable units seeking to commission remote VSATs as and where needed. The technology is also positioned for emerging 'communications on the move' applications."

Pricing for the service depends upon number of sites and several other factors.

GlobalConnex Network Broadband is the first major product to be introduced by IGC, the combination of the former Intelsat Government Solutions and COMSAT General, which was announced last November.

For more information about IGC, the service demo, and a link to the IGC Web site, go to <http://www.boscobel.com/intelsatgeneral/newsroom>

### **About Intelsat General Corporation**

Headquartered in Washington, D.C., Intelsat General Corporation (IGC) provides leading-edge communications solutions to the U.S. government, military and NATO members and commercial customers through fixed and mobile satellite systems and associated terrestrial communications services. IGC incorporates flexible and robust ground and space infrastructure and technical expertise to deliver reliable, quickly deployable and secure network solutions anywhere around the globe. IGC is an indirect, wholly owned subsidiary of Intelsat, Ltd.

### **Safe Harbor Statement**

Some of the statements in this news release constitute "forward-looking statements" that do not directly or exclusively relate to historical facts. The forward-looking statements made in this release reflect Intelsat General's intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside of Intelsat General's control. Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks. Detailed information about some of the known risks is included in Intelsat's annual report on Form 20-F for the year ended December 31, 2003 on file with the U.S. Securities and Exchange Commission. Because actual results could differ materially from Intelsat General's intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained in this news release with caution. Intelsat General does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

\* \* \*