



FlexExec Aviation Solutions

Capture market share with connectivity solutions tailored to your business needs



INTELSAT

Envision. Connect. Transform.



38,000 IFC business aircraft
by 2026¹

~33 Gbps GEO-HTS capacity
demand by 2026²

52% of passengers
dissatisfied
with quality of inflight
Wi-Fi services³

Inflight Connectivity (IFC) Systems on VIP and Business Aircraft Continues to Rise

Business passengers expect a first-class connectivity experience and fly exclusively because their needs are not satisfied by commercial airlines. With their responsibilities requiring so much of their time beyond traditional working hours, the demand for an always on, productive, high-quality connectivity is paramount to manage business operations and their personal lives on-the-go. They are paying for a premium service with expectations that it is reliable and supports the rising number of devices they carry onboard, with the ability to support numerous bandwidth-hungry applications, VPN access, and VoIP.

As a service provider, you know the private jet business and understand your executive customers' business needs. But being forced to lock your customers into a one-size-fits-all service plan is a disservice to your reputation as it hinders you from maximizing your value-added possibilities. The business executive's needs are often unpredictable, so you'll need a service that can meet whatever the demand requires, with customizable options and service plans that address a variety of business needs. As the expectation of always staying connected continues to rise, you must make choices that will deliver shareholder value while satisfying customer expectations.

You deserve the freedom to customize solutions and deliver lasting value – no matter where your passengers travel or how their needs evolve.

¹ Valour Consultancy: The Market for In-Flight Connectivity on VIP & Business Aircraft, May 2017.

² Aeronautical Satcom Markets, 6th Edition, NSR, June 2018

³ Wifi Up in the Air, Mobile World Capital, October 2013.

FlexExec, Intelsat's premier connectivity service, gives you the power of choice and flexibility to ensure a seamless connectivity experience now and into the future.

40% of NBAA members say monthly service fees drive decision making regarding cabin connectivity.⁴

Futureproof Your Inflight Connectivity Service with FlexExec

FlexExec is a global, high performing, multi-layered connectivity service that delivers consistent connectivity anytime, anywhere. Designed specifically to cover high-traffic business jet routes, you'll have layers of high-throughput capacity on our proven Intelsat Epic^{NG} fleet, fully integrated with our global, wide-beam satellites for added resiliency and redundancy.

With SATCOM network advancements constantly hitting the market, an inadequate connectivity partner solution can be detrimental to your ability to gain and retain customers. Our approach provides you with a higher level of control with customizable solutions and managed services allowing you to mitigate inherent risks around expansion, technology, and investment.

Set Yourself Up for Success in the Business Aviation Market

When you can instantly gain operational efficiencies by partnering with one, cohesive network, and your freedom to design connectivity plans to meet your customers' needs, you undoubtedly set your brand apart from the rest. Our customer-centric approach allows you to tailor data packages, billing plans and entire end-to-end inflight experience for your customers, differentiating your company from today's limited offerings.

This level of flexibility is an industry first and yields the most cost-efficient way to meet the needs of your customers. When your customer's SATCOM system is anchored on industry-leading technology and unrivaled redundancy, you can be confident that you'll have seamless, on-demand connectivity for every passenger onboard, every time.

⁴ National Business Aviation Association (NBAA) Connectivity Survey, June 16, 2017.



Deliver Best in Class Connectivity Experiences

FlexExec enables an array of benefits including maximum flexibility, efficient use of bandwidth, and managed services which are critical when routes and passenger requirements constantly shift. You can now experience the simplicity of leveraging just one network capable of streamlining the entire IFC ecosystem. FlexExec is uniquely designed to support business aviation, meaning capacity is not shared amongst commercial aviation or consumer broadband customers, ensuring that business jet passengers will have seamless, on-demand connectivity. Plus, you'll instantly gain greater control, network visibility and a more consistent end-to-end user experience.

Intelsat has made significant investments to deliver committed network resources to business aviation needs. Our Epic^{NG} high throughput satellites maximize the amount of data being transmitted while maintaining a consistent and seamless connection anywhere in the world.

Our commitment to aviation excellence is evident through investments in OneWeb, a future Low Earth Orbit constellation with over 900 satellites that will be fully interoperable with the existing Intelsat fleet – providing yet another layer for data growth and enterprise scalability.

Benefits:

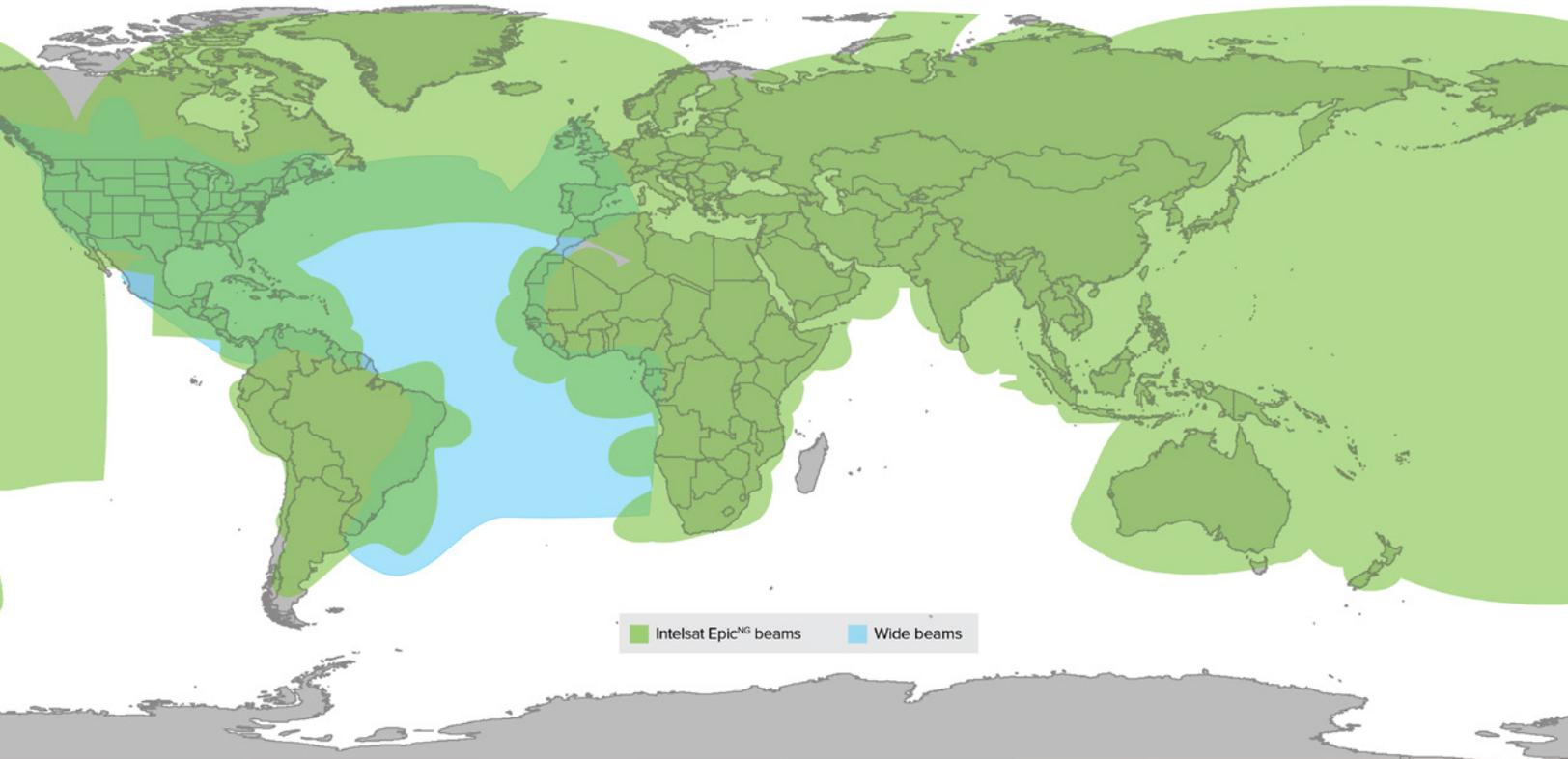
- High performance, high throughput spot beam architecture and wide beam overlay with frequency re-use technology
- High concentration of power on smaller areas supplying the much larger volumes of data that passengers seek
- High quality connectivity without loss in performance, and up to 10x more throughput per satellite

The main growth engine for business jet SATCOM services is the switch to GEO-HTS capacity from older technologies.⁵

Set your company up for success, fuel customer loyalty and deliver a best-in-class experience on every flight with FlexExec.

⁵ NSR (Northern Sky Research) report, June 2018.

FlexExec Aviation Network



About Intelsat

Intelsat operates the world's first Globalized Network, delivering high-quality, cost-effective video and broadband services anywhere in the world. Intelsat's Globalized Network combines the world's largest satellite backbone with terrestrial infrastructure, managed services and an open, interoperable architecture to enable customers to drive revenue and reach through a new generation of network services.

Thousands of organizations serving billions of people worldwide rely on Intelsat to provide ubiquitous broadband connectivity, multi-format video broadcasting, secure satellite communications and seamless mobility services. The end result is an entirely new world, one that allows us to envision the impossible, connect without boundaries and transform the ways in which we live.

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