



## **WBU / ISOG Update**



**Paul Bush  
VP, North America Sales**

# Company Overview



- **Fourth largest Fixed Satellite Services (FSS) operator in the world**
  - Global state-of-the-art fleet of 12 satellites, with four more satellites under construction, and managing the operations of additional satellites for third parties
  - Leading position in North America with premier video delivery satellites
  - International satellites occupy key orbital locations, serving fast growing regions
- **Provide reliable and secure satellite communications services to broadcast, telecom, corporate and government customers**
- **Headquartered in Ottawa with offices and facilities around the world**
  - Approximately 460 employees worldwide – 80% in Canada, including 225 in Ottawa
- **2010 revenue of \$821 million and over \$5.5 billion in contracted backlog**
- **Asset value over \$5 billion**
- **Privately Held** – Owned by Canada's *Public Sector Pension Investment Board* (66 2/3% Voting rights, 36% Economic rights) and *Loral Space & Communications* (NASDAQ: LORL) (33 1/3% Voting rights, 64% Economic rights)

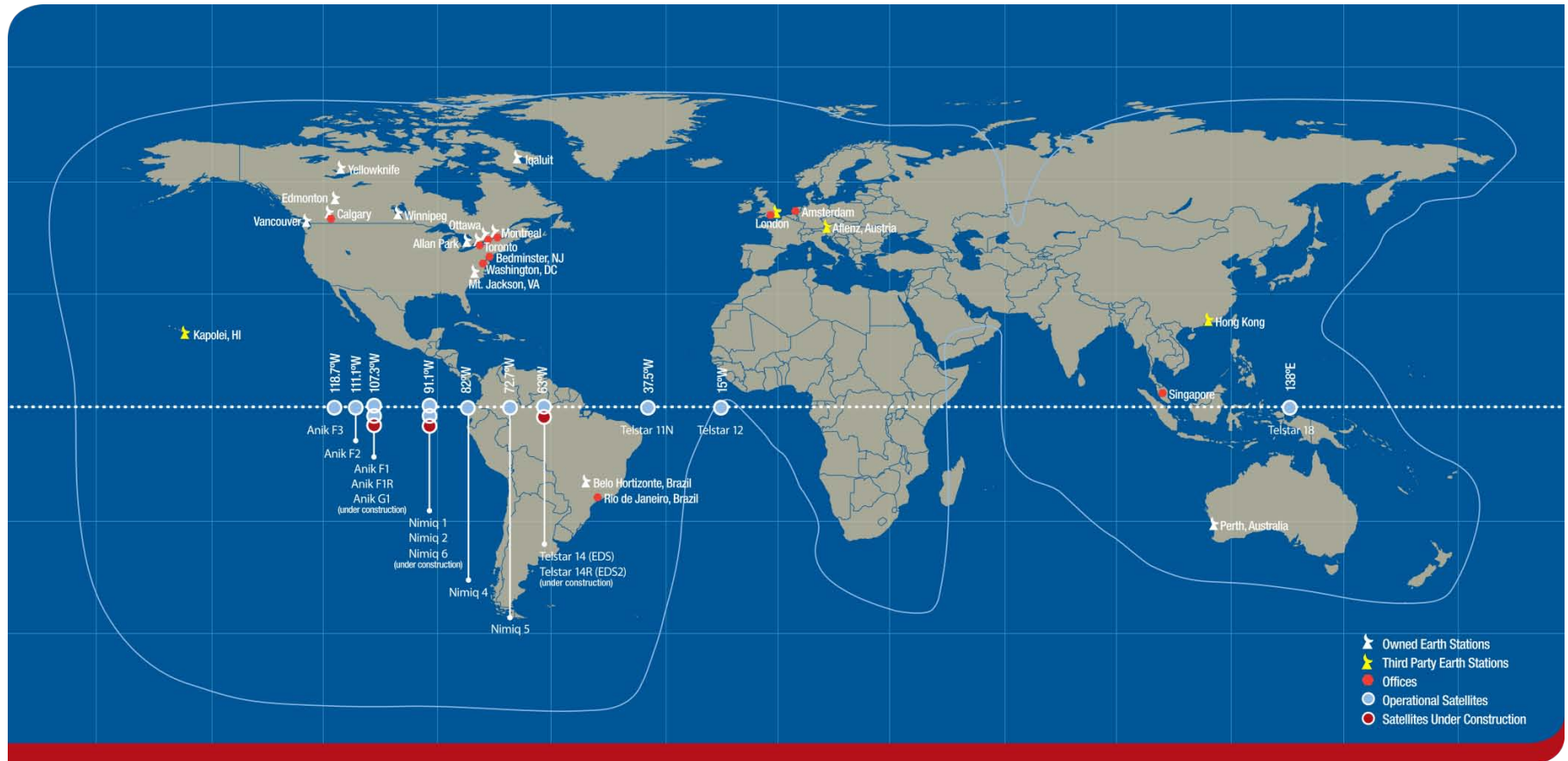
- **Telesat provides satellite based services to Broadcast, Government, Telephone Company, and enterprise customers around the world**
- **Telesat is also the leading satellite consulting company in the world for technical and business support in areas of satellite planning, design, build, launch, and ongoing operations. Current customers include:**
  - Australian Government – tasked to specify and oversee procurement of two satellites for broadband connectivity to remote areas
  - Canadian Space Agency – multi million dollar study contract into advanced satellites concepts and technologies for next generation broadband satellites
  - European Space Agency – assess demands for communication services in the Arctic region in the 2015-2020 time frame.

- Two satellites launched in 2009 (T11N, N5)
- Four satellites under construction T14R (South America), NIMIQ 6 (BellTV), Anik G1 (X-band, xKu, South America), VIASat 1 (Canadian Ka Payload)
- Focus on growing broadcast/broadband capacity – DBS, RDBS, extended Ku, Ka
- Focus on new satellites T11N and T14R (Africa, South America)
- Focus on broadband stimulus in Canada and US  
C-band, Ka-band
- Hosted Payloads (Government/Commercial) including the use of military frequencies remains a key priority
  - FAA payload, X-band payload

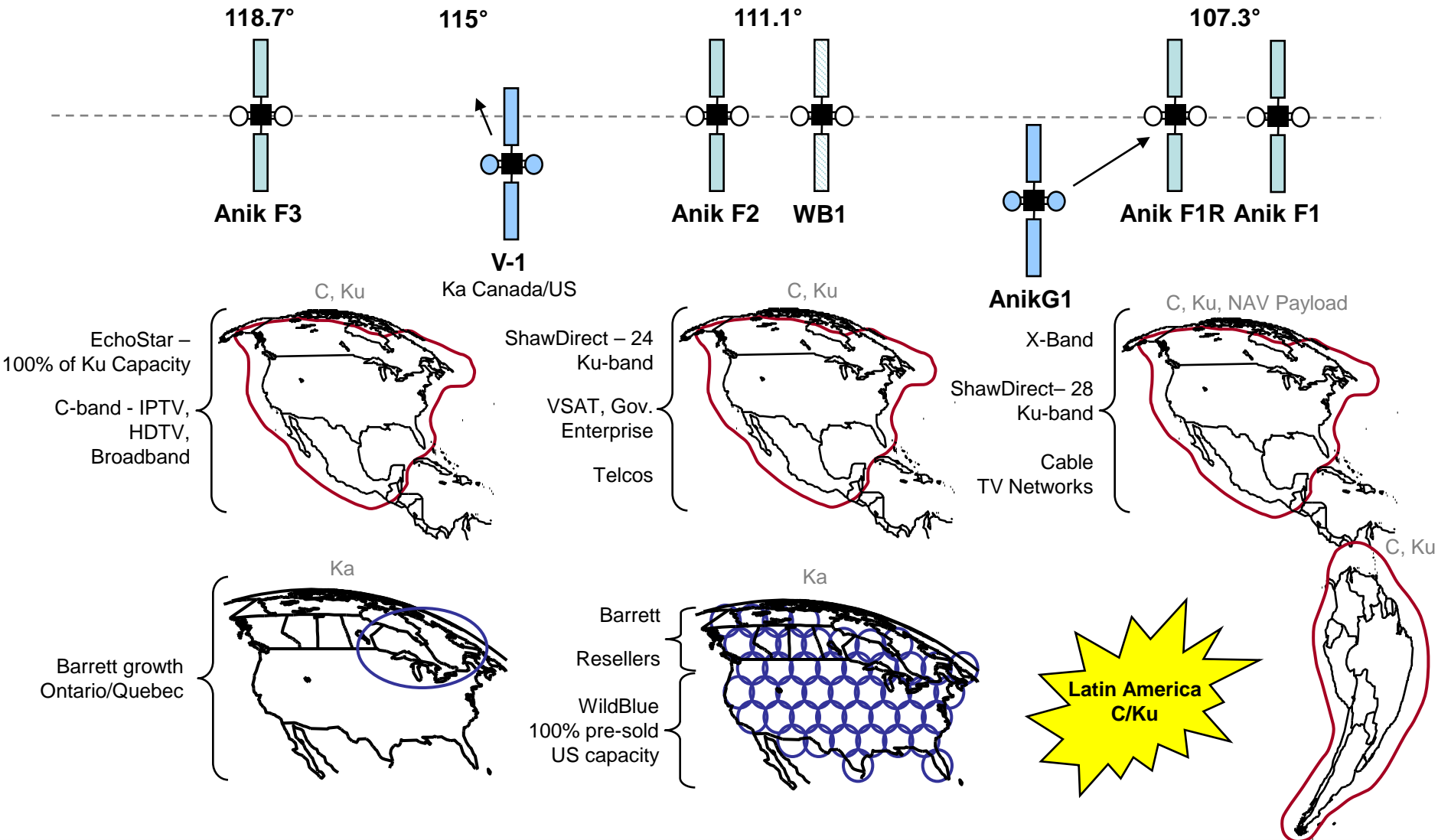
# Global Presence



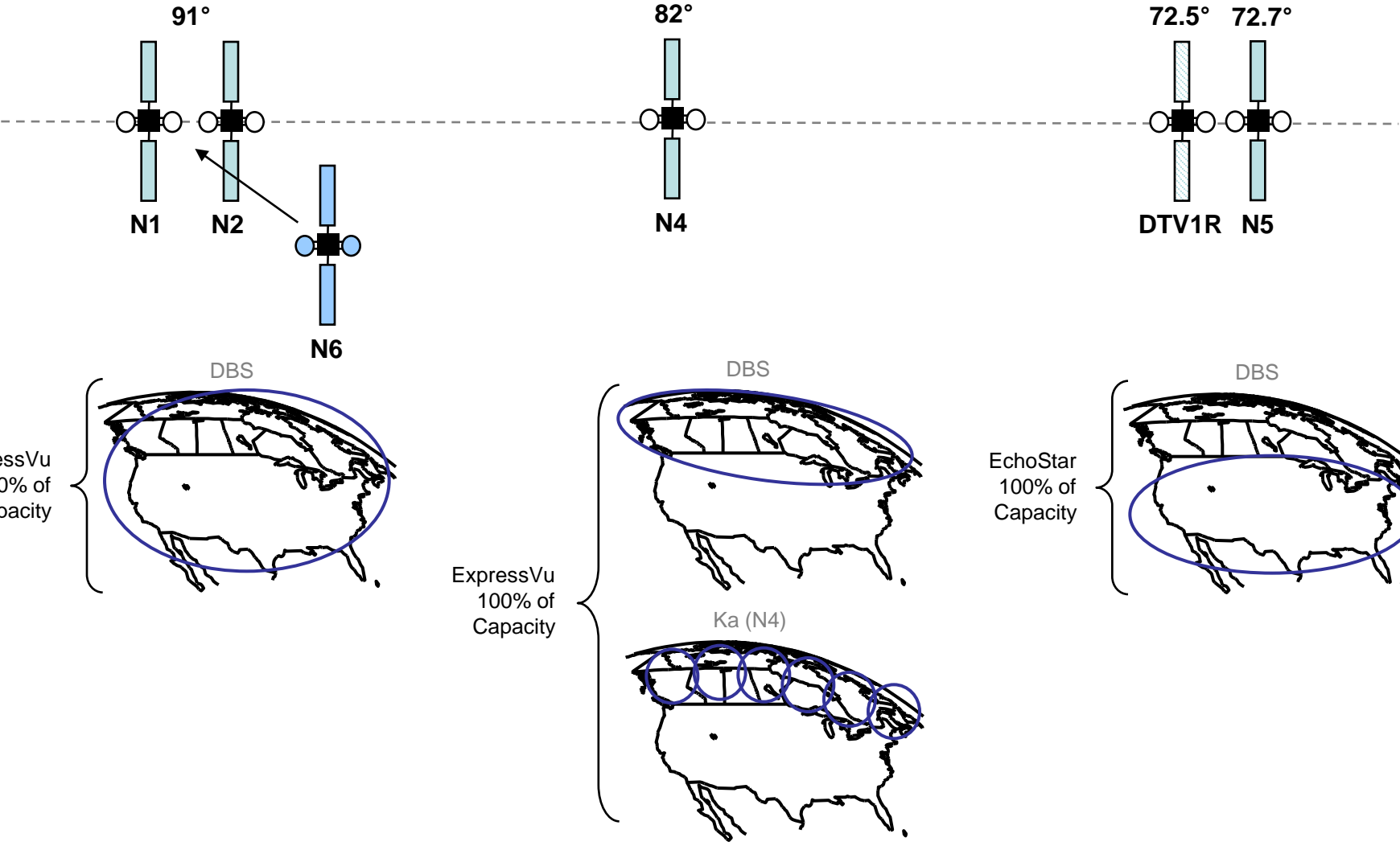
- Telesat's satellites serve virtually every country in the world with sales offices and ground facilities located worldwide to support our global customer base



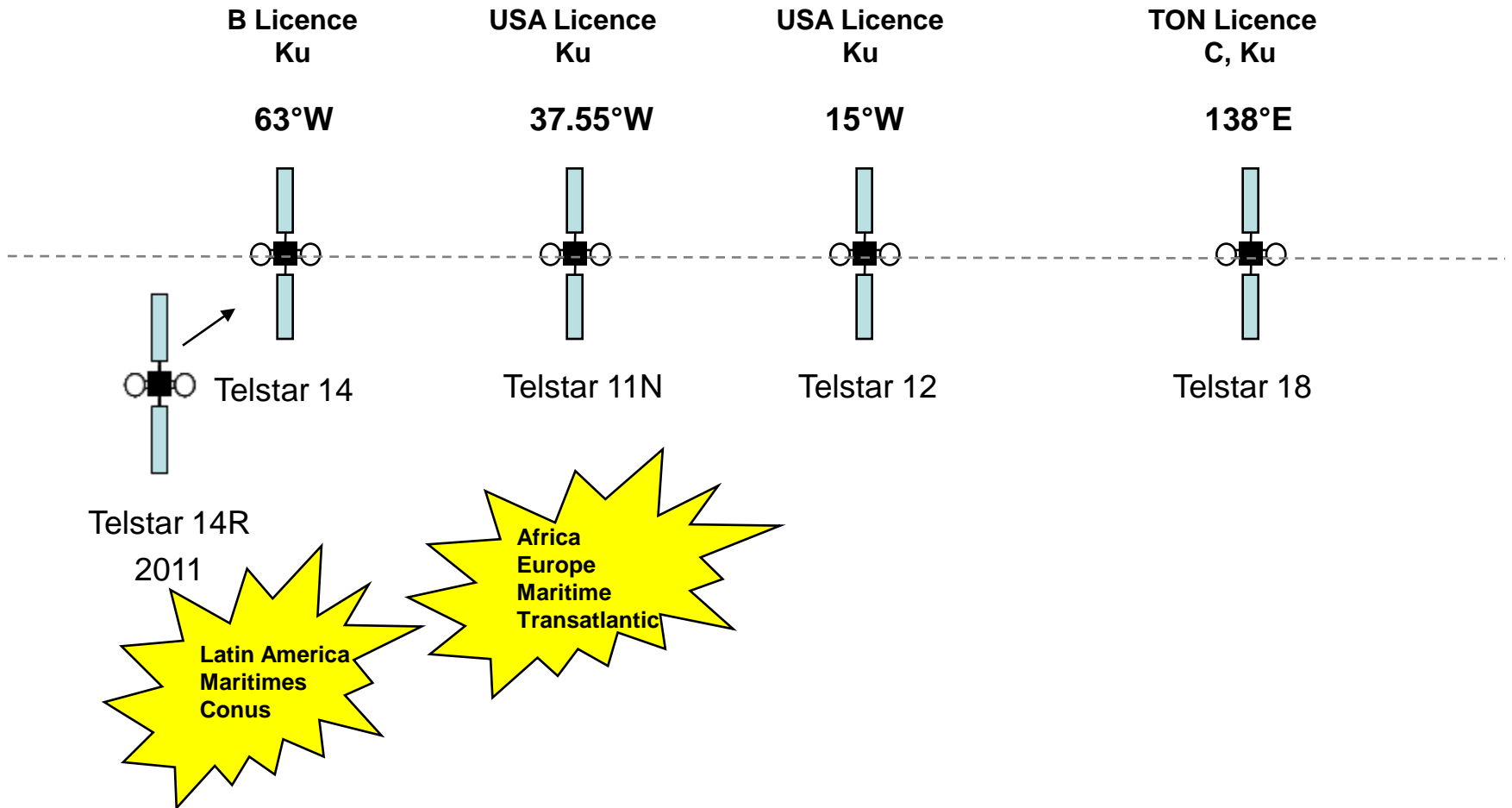
# Fleet Update – Western Arc



# Fleet Update – Eastern Arc



# International Arc - FSS





# T14R: Assembled and Ready for Shipment



# Facilities Update



- Company will have new Ku band capacity over North and South America with launch of T14R – May 20th
- T11N, launched in 2009, still has Ku capacity in certain beams
- On all remaining satellites in fleet, Ku band capacity is very tight
- C band capacity is still available over North America; resource will be augmented in South America by G1 in 2012
- Facilities continue to support such high profile events as Vancouver Olympics, FIFA World Cup and the Royal Wedding

# Technology Evolution



- Satellite systems are used by numerous clients to deliver High Definition signals to broadcast facilities and to consumers
  - Over 240 signals are delivered on Telesat facilities
- Facilities are also used to deliver broadband service to over 1M households
- Clients are also migrating service to MPEG4. Many of the HD signals are delivered using the latest compression standard
  - Telesat is a Cisco + Ericsson/Tandberg Distributor
- Telesat is working with broadcasters to enable mobile TV across a number of platforms

**Thank You**

Paul Bush  
PBush@Telesat.com