

Flex|Exec[®]

Three Business Jet Connectivity Challenges You Can Overcome



Delivering high-performing, reliable connectivity for business jet customers is a nonnegotiable requirement. Passengers expect a first-class experience that enables them to power numerous, bandwidth hungry applications inflight. They want a productivity boost with the ability to VPN, stream high quality video, or surf the web – on demand, at their leisure. Connectivity should be designed with flexibility to deliver a streamlined inflight experience tailored to meet your specific passenger needs when and where they need it. After all, business jet customers are travelers who fly privately because their needs were not satisfied by commercial airlines.

You deserve a solution that will meet current and future inflight connectivity requirements all while mitigating risks around technology, coverage availability and rigid service plans.

Yet, keeping pace with passenger needs, increased bandwidth demand and unpredictable routes is easier said than done. If you are feeling trapped by your current connectivity choice — surrounded by obsolete technology investments and inflexible data plan options — you are not alone.

Below are three common challenges that could be holding you back, paired with three ways to overcome them to help your connectivity experience reach new heights.

1 Inflexible service plans hinder operational efficiencies

To meet the ever-changing needs of business jet passengers who pay a premium to fly wherever, whenever, you must be prepared to expand fast according to their unique expectations. Yet, operating with rigid, one-size-fits-all data plans make it nearly impossible to cater to how you or your flight department manages expenses.

FlexExec gives you the freedom to choose how you want to be billed. The FlexExec and Satcom Direct partnership means customers can finally realize a fully customizable end-to-end flight experience.

2 Spotty coverage = unhappy passengers

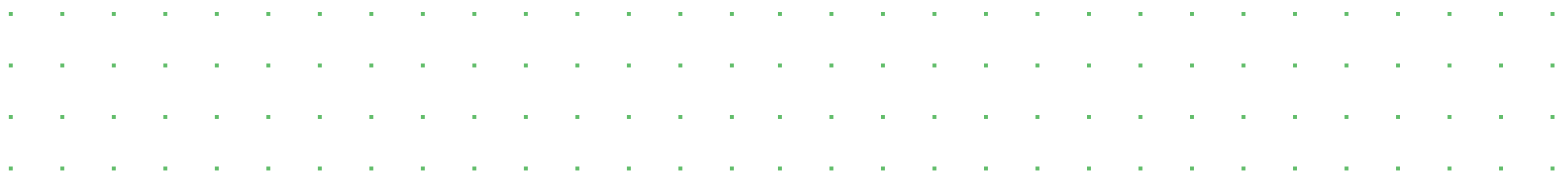
Passengers expect the same connectivity experience in the air as they have on the ground and at home. It's no longer a luxury, but an expectation. Anything less can cause uninvited issues. Dealing with passenger complaints and working with network providers to troubleshoot issues takes time and resources away from what really matters most.

Wouldn't it be nice to experience peace of mind with the reliable connectivity you and your passengers deserve? With FlexExec, you can ensure a seamless connectivity experience regardless of how or when new technologies hit the market. FlexExec is a global, high performing, multi-layered, secure connectivity service that caters to existing network configurations and high-traffic business routes.

The service 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.

Intelsat remains at the forefront of cybersecurity and is the only satellite operator audited by an independent firm and has completed a Service Organization Control 3 (SOC3) review of security controls.

¹Aeronautical Satcom Markets, 6th Edition, NSR, June 2018



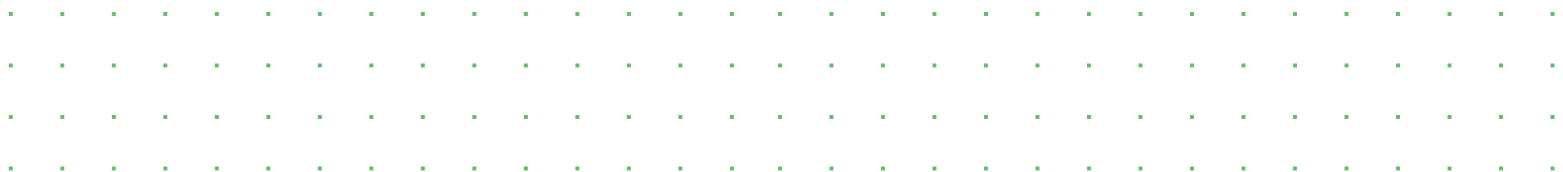
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Will your connectivity solution be able to meet the staggering growth in bandwidth demands?

High-throughput capacity requirements are increasing significantly as more data-intensive apps and platforms become available for passengers and jet operators. In fact, by 2026, GEO-HTS capacity demand is estimated to reach nearly 33 Gbps¹.

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With FlexExec, Intelsat Epic high-throughput satellites are layered on top of Intelsat's wide beam fleet, resulting in the world's largest globalized network. This gives you the ability to scale on demand which is critical for business operations. Our award-winning network design delivers unparalleled performance giving you the protection needed to confidently meet connectivity demands today and for years to come.





Redefining the Business Jet Experience

FlexExec, Intelsat's premier connectivity service, in partnership with Satcom Direct*, gives you the power of choice and flexibility to ensure a seamless connectivity experience now and well into the future. It is a global, secure, multi-layered connectivity service that delivers consistent connectivity anytime, anywhere. Designed to cover high-traffic business jet routes, you'll have layers of high-throughput capacity on our proven Intelsat Epic fleet, fully integrated with our global, wide-beam satellites for added resiliency and redundancy.

With FlexExec you can:

- ✓ Experience best-in-class performance on every flight for every passenger
- ✓ Optimize your cost structure for maximum profitability
- ✓ Gain control over how you define your service plans
- ✓ Exceed your passengers' connectivity expectations

Get the best of both worlds. Our next generation satellite technology gives you economies of scale now and well into the future. Furthermore, your entire flight operation is elevated with our world class aviation technology, allowing you to stay connected when it matters most.

*Satcom Direct is the Master Distributor of FlexExec, Intelsat's new managed end-to-end service powered by Intelsat's global Ku-band satellite fleet, which features the Intelsat Epic high-throughput satellite (HTS) platform. www.satcomdirect.com



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