

Interview with C. Patrick DeWitt

Chief Executive Officer, Space Systems/Loral



>> As a new member of the APSCC advisory board, what advice do you have for the organization?

As a satellite manufacturer, we depend on a broad global set of partners, customers and suppliers in our business. Even with the best applications of the most advanced technologies in the world, our satellites cannot function alone. It is organizations such as the APSCC that help to pull together this group of operators, service providers, launch companies, risk management professionals, and so many others, to form the cohesive whole that makes satellite communications possible. The APSCC does a great job of serving the interests of its many different constituents throughout the region. The organization facilitates the kind of communication and opportunities to meet and share information that help us form the relationships that are the underpinnings of the industry. As a member of the advisory board, my goal is to bring my years of experience in the satellite business to support the success of the industry in the region, and to facilitate the collaboration that keeps our industry strong.

>> What is Space Systems/Loral's history in the Asia Pacific region?

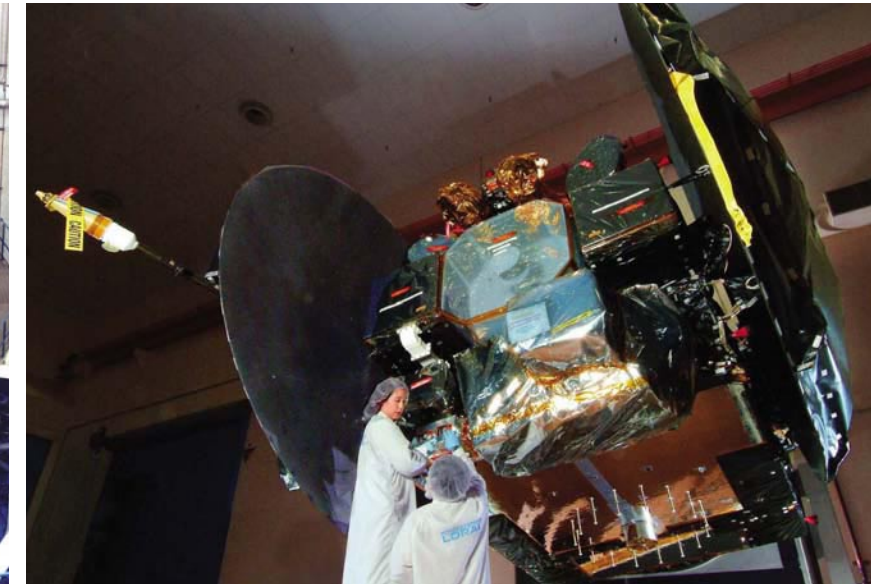
We have a long history of providing satellites for operators in the region going back to the 1970s. We've provided satellites for a broad number of applications including weather monitoring, air traffic control, broadband Internet, television broadcast and a variety of other telecommunications services.

In the late 1970s, SS/L provided the ETS 2/Kiku 2 satellite, which had an experimental communications payload that was built for the Japanese government. We also provided the Sakura 1 satellite, which was built for Japan's National Space Development Agency (NASDA) and Mitsubishi Electric Corporation. In the 1980s we built the INSAT satellites for ISRO and provided Sakura 2a and 2b to Telecommunications Satellite Corporation of Japan (TSCJ) and NASDA.

In the 1990s we provided the Superbird satellites to Satellite Communications Corp. (SCC). These were the first satellites to use our 1300 platform architecture. This platform has a long history of reliability in space and continues to evolve as a result of its cost-effective, modular design, which accommodates ongoing technology advances. Today the 1300 bus supports all of our satellites all the way up to the 20 kW class.



Optus-C1 was lowered into the thermal vacuum chamber at Space Systems/Loral in 2002. Now it provides communications coverage for Australia, New Zealand, and Asia, as well as a hosted payload for the Australian Defence Forces.



Meteorologists in Asia depend on MTSAT-1R, which was provided by Space Systems/Loral

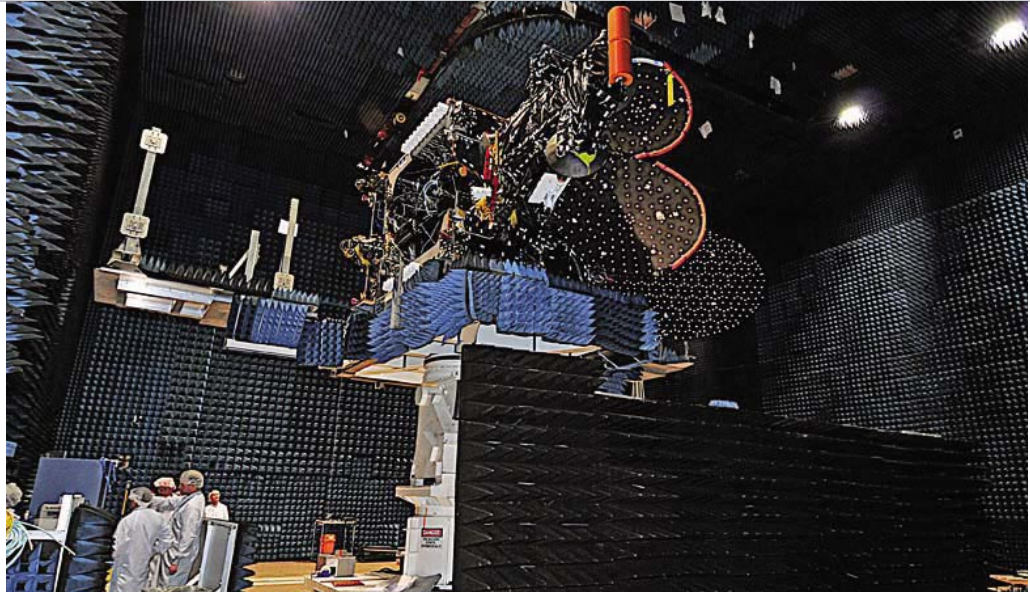
Our work with organizations in the Asia Pacific region has continued into this decade. Optus-C1, which was launched in 2003, is a commercial satellite which was built for SingTel Optus, with a hosted payload for the Australian Department of Defence. We also provided MTSAT-1R, which carries a dual payload for both the Japanese Civil Aviation Bureau (JCAB) and the Japanese Meteorological Agency (JMA), and was launched in 2004.

The list goes on. In 2005 we provided one of the world's first satellites dedicated to broadband Internet access, Thaicom 4/IPSTAR. At the time that we delivered Thaicom 4/IPSTAR, it was the heaviest commercial satellite ever launched and it incorporated key enabling technologies such as Lithium Ion batteries and electric propulsion for station keeping. IPSTAR is successfully providing broadband Internet access in Southeast Asia, China, New Zealand and Australia. Later this year, a satellite that we are building for AsiaSat will be launched. So you can see that the region has been, and continues to be very important to our company.

>> As a manufacturing company, do you help customers with more than just building their satellites?

Yes. With more than 50 years of experience and a dedicated staff, we can advise our customers in many ways. We can help satellite operators maximize their efficiencies and our team is very creative in developing configurations and solutions that often exceed the original expectations for a single satellite. This might mean combining several payloads, operating in multiple frequencies, or optimizing a design to meet the capability of a specific launch vehicle.

We see a growing trend for companies to collaborate and work together in a variety of interesting partnerships. There are times when we can help bring partners together so that they can benefit from the economies of scale of a larger, more powerful, satellite.



Scheduled for launch later this year, AsiaSat 5 is pictured here in the Compact Antenna Test Range at Space Systems/Loral.

A spacecraft that we are currently building for SES is a good example of a satellite that serves multiple purposes. As a result of its acquisitions and consolidation into one company, SES worked with us to design Sirius 5 to serve multiple missions for the organizations within the SES family of companies. Sirius 5 will provide Ku-band for service in the Nordic and Baltic countries as well as Sub-Saharan Africa. It will also have two C-band beams, one with global coverage and one with hemispheric coverage, and it includes a Ka-band uplink capability, allowing for flexible operations between Europe and Africa. Of course SES is well-positioned to implement a project like this but there are opportunities in the Asia Pacific for similar types of cooperation so that both the cost of the satellite and the cost of launch can be spread over more revenue centers.

>> **What do you expect for the future of the satellite business in the Asia Pacific region?**

Keys to satellite business growth in the region are HDTV, Digital Mobile Broadcast, and universal broadband. There will be continued demand for other services, but these are the areas where we expect to see the most growth. We will also see an expansion of the ways that terrestrial modes of telecommunications and satellite will be combined to provide robust services even in remote areas. I expect that there will be some interesting collaborations between companies that may not have traditionally talked to one another in the past.

>> **What are the most important things that you bring to your customers?**

We bring a 50 year history of heritage and reliability. Satellite operators know that they can trust Space Systems/Loral to deliver on our promises and to provide the best value when it comes to price, performance, reliability and support. We have the best people in the industry that are passionate about what we do. Our customers understand how much we care about the industry, and how committed we are as individuals and as a company to serve their needs. Experience, passion and a commitment to our customers cannot be easily measured and documented, but these are the qualities that keep our customers coming back to us for repeated procurements. This is why we have had more than 40 percent market share over the past five years and it is what makes us the leading provider of commercial satellites.

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