Who We Are
Innovation makes life better. It brings new opportunities and choices for people around the world. At HUGHES, that’s what we’ve built our business on. Whether providing managed network services for corporations and government agencies, or high-speed Internet access for small businesses and consumers, we define success as helping each customer achieve more. We’re bridging the best of satellite and terrestrial technologies to unlock the value of broadband and expand the universe of possibilities for all our customers.

What We Do
Since introducing the Ku-band very small aperture terminal (VSAT) over 20 years ago, Hughes has been the technology and market leader in satellite networks, with over 1.2 million systems shipped to customers in over 100 countries.

According to Comsys VSAT Reports published from 1988 to 2005, Hughes has consistently held over 50 percent cumulative market share of the global VSAT business. We are also a major provider of mobile satellite and terrestrial microwave systems. HughesNet™ is our service brand, encompassing all broadband solutions and managed services from Hughes.

Our Customers
Wal-Mart’s decision to choose Hughes and implement the world’s first enterprise VSAT network was hailed by Fortune magazine as one of the top 20 strategic business decisions of the twentieth century. Today we are proud to claim hundreds of successful enterprises as our customers, many of them on the Fortune 500, representing a strong base of high-renewal business. The consumer/SME (small and medium enterprise) business is our newest and fastest growing segment, as more people discover the benefits of high-speed satellite Internet access. And governments worldwide are implementing our networks to help close the digital divide, deliver distance learning, and be better prepared for emergencies.

Our People
But none of this would be possible without the creativity, teamwork, and passion of our people. Our world-class employee team spans five continents and is dedicated to upholding the Hughes promise—to create the benchmark for high-quality broadband products, services and solutions. And this team is further extended by our growing base of authorized service providers and distributors, numbering over 100 worldwide.

By constantly reinventing how the world communicates, we continue to create new possibilities. Everything we do is about the future—and about connecting our customers to the future of broadband, today. Welcome to the world of Hughes.

Sincerely,
Pradman Kaul
Chairman and CEO, Hughes
Hughes’ leadership spans all aspects of broadband technology and product development, standards, and network solutions and services. From managing far-flung networks of multinational corporations and government agencies, to delivering broadband Internet access to small offices and consumers, Hughes offers reliable and affordable solutions to meet every communications challenge.

Headquartered outside Washington, D.C., in Germantown, Maryland, USA, Hughes maintains sales and support offices worldwide. HughesNet branded services and solutions are marketed directly by Hughes throughout North America, Brazil, Europe, and India, where it owns and operates the network infrastructure. In other regions of the world, Hughes products and services are available from a growing family of authorized service providers and resellers.

HughesNet Services and Solutions

The HughesNet suite of broadband services and solutions encompasses an ever-growing menu of innovative ways to unlock the benefits of broadband.

• For Enterprises and Governments
  HughesNet Managed Network Services frees enterprises and government agencies to focus on running their operations while Hughes manages their networks. As reported by the Yankee Group, Hughes is one of North America’s largest providers of managed network services. Bridging the best of satellite and terrestrial technologies, the Hughes team brings a comprehensive range of network design, program management, implementation, and operational capabilities to meet the most complex and demanding communications requirements.

• For Consumers and Small Businesses
  HughesNet brings high-speed, reliable satellite Internet access to consumers and small businesses throughout North America. With over 325,000 subscribers, and new customers joining at a rate of over 11,000 per month, Hughes is by far the largest provider in this sector. Utilizing geostationary satellites, HughesNet service coverage is continent-wide, reaching an estimated 10 million or more households and over 3 million small businesses in the U.S. that are unserved by terrestrial broadband technologies.

HughesNet. It’s Broadband Unbound—for everyone.
In today’s fast-moving world, businesses depend on the complex integration of systems, applications, and people to succeed. And key to that success is high-quality, reliable broadband communications.

**Customers Across the Globe**
Hughes offers an ever-expanding range of broadband products, services, and solutions to enterprises of all sizes, delivering a wealth of benefits to companies in all business sectors. The growing list of Hughes customers includes some of the world’s major organizations on every continent.

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| Oil and Gas          |                                |
| BP Amoco             |                                |
| ExxonMobil           |                                |
| Pemex                |                                |
| Shell                |                                |

| Automotive           |                                |
| DaimlerChrysler      |                                |
| General Motors       |                                |
| Volkswagen           |                                |

| Freeing Businesses to Focus on Business |
With HughesNet Managed Services, enterprises can leverage the benefits of private data networks or broadband VPNs featuring high availability or cost/performance optimization, freeing them to focus on their core operations while Hughes operates their networks. And with HughesNet Digital Media Services, businesses can tap into new revenue streams while saving costs with solutions such as digital signage, customer self-help kiosks, interactive distance learning, and business IPTV.

| Telecom Providers    |                                |
| Korea Telecom        |                                |
| Telefonica           |                                |
| Telkom South Africa  |                                |
| Telmex               |                                |

| Restaurants          |                                |
| Denny’s              |                                |
| Jack-In-The-Box      |                                |
| McDonald’s           |                                |
| Wendy’s              |                                |

| Hotels               |                                |
| Best Western         |                                |
| Choice Hotels        |                                |
| Wyndham International|                                |
Small businesses have many of the same needs as large enterprises. With HughesNet, small businesses can choose the right communications tools to enhance productivity and become more competitive in the marketplace. The HughesNet high-speed Internet connection provides instant access to business-critical information. And since HughesNet delivers high-speed Internet over satellite—not over a telephone line—employees can work online and free up phone or fax lines for customer communications.

Built for growing businesses, HughesNet Small Office and Business Internet Service plans take small businesses to the next level—with the speed and efficiency of broadband.

For small business, HughesNet means business.

Helping Small Businesses Thrive
HughesNet is a full-featured, high-speed Internet solution that’s available to everyone throughout North America. Because HughesNet delivers high-speed Internet over satellite, subscribers enjoy instant access to information, no matter where they are located. All that’s needed is a clear view of the southern sky. HughesNet is always on, so subscribers are always connected. There are several plans to choose from, and subscribers benefit from the features of a full-service ISP—including e-mail with high-volume storage options, spam protection, virus protection, and tools to create blogs. Plus, myhughesnet.com enables subscribers to customize their online experience with up-to-date news, financial reports, sports, and weather information.

HughesNet Internet service is easy to use. Whether downloading files or distance learning courseware, keeping in touch with friends through e-mail, or doing some online shopping—there’s a service plan to meet every budget.

Customer Support That’s Always on Call
Hughes operates an around-the-clock help desk to answer questions and solve potential problems—part of the Hughes commitment to ensure that customers receive maximum benefit from Hughes products and services.

Keeping Homes and Home Offices Connected
Whether it’s for emergency preparedness, distance education, homeland security, or Internet and VoIP (Voice over IP) services, Hughes provides a comprehensive range of broadband solutions that empower governments to better serve the public.

Ensuring Continuity of Operations
Government organizations must remain functioning at all times. In the face of a disaster or during a routine day, citizens depend on their governments to provide continuous communications and vital information. Robust, secure and scalable, HughesNet Continuity of Operations (COOP) solutions are designed to stay operational 24/7, even when terrestrial systems fail.

Connecting the World’s Underserved Areas
Countries need modern telecommunications to grow and develop, conduct business, and improve the quality of life. Hughes provides world-class telecommunications for the global marketplace—whether in urban or rural and other hard-to-serve areas. Hughes satellite products enable voice, fax, and data services countrywide, keeping people and governments connected anywhere in the world.

Learning Goes the Distance
Satellite is the ideal platform to deliver multimedia content to many locations simultaneously. That’s why governments around the world are leveraging the benefits of Hughes broadband satellite technology to cost-effectively deliver distance education virtually anywhere, enabling a better educated citizenry to compete in the global marketplace.

Rapid Connectivity Anywhere
Hughes mobile and transportable satellite solutions can travel to remote areas where terrestrial connectivity doesn’t exist, enabling workers to share critical information and stay connected when on the road. These flexible solutions support both government and commercial applications such as emergency response, maritime, and oil and gas exploration.

Governments Across the Globe
The following is just a sampling of government organizations around the world that have chosen Hughes solutions to better serve their constituents.

- U.S. – National Park Service
- U.S. – Florida Emergency Management Agency (FLEMA)
- Mexico – eMexico Project
- Ethiopia – SchoolNet Project
- Brazil – University of North Parana State (UNOPAR)
- Russia – Tomsk State University Distance Learning Network
- Switzerland – The Comprehensive Nuclear Test Ban Treaty Organization (CTBTO)

Empowering Governments to Better Serve the Public
Taking Communications in New Directions

The Hughes heritage of innovation and development continues. Since Hughes introduced Ku-band VSAT networks over 20 years ago, the company continues to advance the technology each year—increasing performance and functionality while making it more affordable in all market segments. With advanced Hughes technology, more and more customers around the world are reaping the powerful benefits of broadband.

Leading-Edge Broadband Systems
Hughes latest offerings—the advanced HN and HX broadband satellite systems, are fully compliant with IPoS and DVB-S2 standards, enabling the entire breadth of HughesNet services and solutions. Hughes is the first company to implement DVB-S2 with ACM (Adaptive Coding Modulation), the most efficient implementation available, which yields up to 50 percent greater throughput over the original standard. Both HN and HX platforms are designed to support a wide range of bandwidth-intensive services, including VoIP, high-speed Internet access, interactive distance learning, video conferencing, and multimedia streaming.

A World of Possibilities for Medium and Large Networks
The HN System is a robust and flexible platform that takes broadband satellite to a new level, meeting a wide range of needs for enterprise, government and medium-sized businesses. Advanced management features enable operators to allocate satellite bandwidth as a virtual pool—so bandwidth is efficiently allocated among active users while assuring availability when and where it’s needed.

Bringing High-Quality Broadband to Smaller Networks
The HX System is a compact, broadband IP platform optimized for smaller networks with high quality of service (QoS) requirements. Building on the features and capabilities of the powerful HN platform, the HX System employs advanced bandwidth management technology, enabling operators to provide a high quality of service while maximizing satellite efficiency. The HX System is ideal for the provision of bandwidth-intensive applications such as cellular backhaul, maritime and oil/gas exploration.

Establishing Global Standards
Hughes has an ongoing commitment to invest in the broadband industry and help create its future by contributing intellectual property and promoting the development of global standards.

IPoS
All Hughes broadband satellite products are based on the IP over Satellite (IPoS) standard, the world’s first to be approved by the governing standards bodies, including the Telecommunications Industries Association (TIA), European Telecommunications Standards Institute (ETSI), and International Telecommunications Union (ITU). Among its many advantages, IPoS enables value-added application software to be readily transported to different satellite hardware platforms without requiring costly redevelopment. The latest version of IPoS.v2 includes the powerful DVB-S2 standard.

DVB-S2
Implemented in the latest generation of Hughes satellite products, DVB-S2 enables high throughputs, up to 90 Mbps, and brings service providers a wealth of benefits, including significantly improved space segment efficiency. With the addition of the ACM feature, network link performance is optimized even during high rain conditions by adjusting error-correcting codes and modulation dynamically, based on signal quality feedback from remote terminals.

RSM-A and GMR
Hughes has been instrumental in promoting the Regenerative Satellite Multimedia (RSM-A) standard, which advances the state of the art in satellite communications towards the use of regenerative or processing satellite technology. SPACEWAY®, the next-generation satellite system from Hughes complies with this standard, and employs on-board switching and routing. Hughes has also contributed to developing the Geostationary Mobile Radio (GMR) standard, which extends satellite communications to mobile handheld terminals.
Across the City…

Connect to the future.

High-Capacity Broadband Wireless

Major mobile and fixed operators around the world are choosing the Hughes AirReach™ point-to-multipoint system as the most flexible, cost-effective platform for high-bandwidth backhaul and fixed wireless services in urban areas.

Cellular Mobile Operators are able to optimize capacity and range on each point-to-multipoint link. The combination of AirReach’s dynamic modulation and flexible bandwidth allocation schemes yields optimum solutions for the high-capacity backhaul requirements of wideband CDMA, 3G/HSDPA, and WiMAX base stations. Plus, operators can readily deploy the compact AirReach multipoint sector antenna to replace conventional larger antennas at congested tower and building sites.

Fixed Wireless Operators find AirReach Broadband a powerful platform for fiber-quality “first-mile” wireless links for services to multi-tenant buildings. Operating in spectrum bands that are allocated for broadband wireless in most countries, AirReach enables service providers to quickly replace expensive leased lines and obsolete single-link microwave systems. Packaged with advanced Ethernet features, including support for multi-tenant, in-building VLANs, AirReach Broadband translates into a competitive advantage for large and small operators alike.

Communicate Across the City…
Mobile Satellite Systems
Hughes designs and develops comprehensive network solutions and portable voice and data terminals for the world’s premier operators in the mobile satellite business.

Thuraya
Thuraya Satellite Telecommunications Co. is one of the world’s most successful mobile satellite operators, with a huge coverage area in Europe, Africa, and Asia. Designed and developed by Hughes, the Thuraya system and dual-mode GSM/satellite handsets bring over 250,000 subscribers the benefits of high-quality, portable voice and data services—including integrated GPS position data.

BGAN
The Hughes 9201 terminal was the first to be certified to provide portable data services throughout Inmarsat’s Broadband Global Access Network (BGAN). Built for use in any kind of rugged terrain, the 9201 terminal offers high-speed shared connectivity, streaming IP video, and ISDN capability.

Satellite Meets Cellular
Under separate contracts with ICO Global Communications/Loral Space Systems, and Terrestar Networks, Inc., Hughes is developing advanced, ground-based beam forming systems that will enable the reuse of spectrum by combined satellite and cellular networks. Hughes is also under contract to Mobile Satellite Ventures to develop and supply its core Base Transceiver Subsystem, a vital part of a new generation system to deliver compatible mobile satellite and cellular services.

...And Across Continents
Superior Support and Service for Customers Around the World

Hughes understands that it is only as strong as the quality of its customer support. That’s why the Hughes team works so hard to provide the best possible support and service for all its customers, in all market segments. In the U.S., Brazil, Europe, and India, Hughes owns and operates comprehensive Network Operations Centers (NOCs), and offers complete managed network solutions, including program management, installation, training, maintenance, and support. In other parts of the world, selected Hughes authorized service providers and distributors offer high-quality project implementation, support, and service utilizing Hughes-manufactured systems and terminals. At Hughes NOCs, experienced engineers monitor customer networks 24 hours a day, 7 days a week, 365 days a year. And it’s all backed by internal and external field organizations that stand ready to provide reliable, responsive support.

The Hughes Broadband Alliance: Building the Future of Broadband

The Hughes Broadband Alliance provides comprehensive business and technical support to member companies, with the mutual goal of bringing new value-added broadband applications, products, and services to the marketplace. With members ranging from software companies to systems, hardware and technology vendors, the Alliance provides best practices technical expertise to the broadband development community.
SPACEWAY is the world’s first satellite system with on-board switching and represents a significant step forward in satellite communications technology. Designed and developed by Hughes during an eight-year, $2 billion program, and manufactured under contract by Boeing, the SPACEWAY 3 satellite will be launched in 2007 to deliver the next generation of HughesNet services and solutions throughout North America. Operating in the Ka-band spectrum, SPACEWAY employs high-performance, onboard digital processing, packet switching, and spot-beam technology. This unique “switch in the sky” enables communications directly between terminals at customer sites in a single hop, without requiring a central hub. Its unique capabilities will enable groundbreaking applications, open up new markets, and unlock a wealth of value-added services.

The Future is Here... And It’s Brought to You by Hughes

From new revenue streams and greater ROI to better-trained employees. From faster Internet access to reliable, secure private networks. From mobile data systems to public safety and emergency preparedness. To leverage broadband for all its worth, put the technology and market leader on your team. Count on Hughes—because nobody knows broadband better.

Connect to the Future of Broadband Today—with HUGHES

Hughes Communications, Inc. (HCI), the parent company of Hughes Network Systems, LLC (Hughes), became a public company in 2006 and is listed on the NASDAQ Exchange under the trading symbol HUGH.