



## **Panasonic Signs Multi-year Contract for High Throughput Capacity on Telesat's New Telstar 12 VANTAGE Satellite**

*Panasonic's latest commitment to Telesat driven by innovative coverage of Telstar 12 VANTAGE – first operational satellite with significant HTS Ku-band capacity serving aero and maritime routes over Europe, the Mediterranean, Middle East and North Sea*

**OTTAWA, CA AND LAKE FOREST, CA – February 15, 2016** – Telesat, a leading global satellite operator, and Panasonic Avionics Corporation (Panasonic) announced today that Panasonic has signed another multi-year contract for Telesat satellite capacity.

In this latest agreement, Panasonic has contracted for nearly all the high throughput satellite (HTS) Ku-band capacity covering the Mediterranean, Europe and Middle East on Telesat's new Telstar 12 VANTAGE. [Telstar 12 VANTAGE](#) became fully operational at 15 degrees West in December 2015 and will provide Panasonic with HTS capacity over key aero routes from Western Europe to the Middle East enabling them to bring the very latest in in-flight Wi-Fi to carriers across the region. Panasonic will also be using the HTS capacity of Telstar 12 VANTAGE to expand their mobile broadband offerings to growing maritime markets in the Mediterranean and European waterways as well as to oil and gas operators in the North Sea.

"It is always gratifying when a knowledgeable industry leader like Panasonic compares a number of satellite alternatives and decides once again that Telesat is their best choice," said Tom Eaton, Vice President, International Sales for Telesat. "Telstar 12 VANTAGE is a powerful high throughput satellite designed to provide customers like Panasonic important operational and commercial advantages. Panasonic's multi-year commitment validates the advanced capabilities of Telesat's newest satellite and we look forward to continuing to deliver to Panasonic the superior technical performance and outstanding support they have come to expect from Telesat."

"Telesat is highly respected for their ability to design innovative satellites," said David Bruner, Vice President, Global Communications Services at Panasonic Avionics. "Their cooperation in adjusting the position of the HTS spot beams on Telstar 12 VANTAGE to meet Panasonic's requirements was outstanding. This further optimizes the service for Panasonic and gives us an edge in winning mobile broadband business in the air and at sea. Panasonic now has Ku-band capacity on four Telesat satellites and, with this latest contract for nearly all the HTS Ku-band covering the Mediterranean, Europe and Middle East on Telstar 12 VANTAGE, we are well positioned to expand in maritime and energy markets across Europe. Panasonic values our close ties to the Telesat team and we are truly excited to be making use of Telstar 12 VANTAGE – the first satellite with significant HTS Ku-band over the Mediterranean and North Sea."



### **About Telesat ([www.telesat.com](http://www.telesat.com))**

Telesat is a leading global satellite operator, providing reliable and secure satellite-delivered communications solutions worldwide to broadcast, telecom, corporate and government customers. Headquartered in Ottawa, Canada, with offices and facilities around the world, the Company's state-of-the-art fleet consists of 15 satellites plus the Canadian payload on ViaSat-1 with two new satellites under construction. Telesat also manages the operations of additional satellites for third parties. Privately held, Telesat's principal shareholders are Canada's Public Sector Pension Investment Board and Loral Space & Communications Inc. (NASDAQ: LORL).

### **Forward-Looking Statements Safe Harbor**

This news release contains statements that are not based on historical fact and are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. When used in this news release, the words "will", "would", "look forward to", "positioned" or other variations of these words or other similar expressions are intended to identify forward-looking statements and information. Actual results may differ materially from the expectations expressed or implied in the forward-looking statements as a result of known and unknown risks and uncertainties. Detailed information about some of the known risks and uncertainties is included in the "Risk Factors" section of Telesat Canada's Annual Report on Form 20-F for the fiscal year ended December 31, 2014 filed with the United States Securities and Exchange Commission (SEC) as well as Telesat Canada's other filings with the SEC, which can be obtained on the SEC's website at <http://www.sec.gov>. Known risks and uncertainties include but are not limited to: risks associated with operating satellites and providing satellite services, including satellite construction or launch delays, launch failures, in-orbit failures or impaired satellite performance, volatility in exchange rates and risks associated with domestic and foreign government regulation. The foregoing list of important factors is not exhaustive. The information contained in this news release reflects Telesat's beliefs, assumptions, intentions, plans and expectations as of the date of this news release. Except as required by law, Telesat disclaims any obligation or undertaking to update or revise the information herein.

### **About Panasonic Global Communications Services**

Panasonic Global Communications Services operates a global Ku-band satellite network that provides broadband communications services to a wide range of mobile markets. Through its acquisition of ITC Global and its strategic partnership with OmniAccess, the company today delivers business critical communications and connectivity services such as Internet access and email, live television and mobile phone services to the air transport; business aviation; oil, gas and energy; merchant maritime, yachts, and river cruises.

Panasonic Global Communications Services is a division of Panasonic Avionics Corporation. Established in 1979, Panasonic Avionics Corporation, a U.S. corporation, is a subsidiary of Panasonic Corporation of North America, the principal North American subsidiary of Panasonic Corporation.

For information on Panasonic Avionics and Panasonic Global Communications Services, please visit [www.panasonic.aero](http://www.panasonic.aero).

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