

News Release

FOR IMMEDIATE RELEASE

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Hughes and Telespazio Announce Agreement to Deliver Satellite Broadband, Mobility and Enterprise Network Solutions across Europe

Companies extend 15-year partnership of delivering innovative services to meet broadband demand among small businesses, governments and enterprises

Rome, 18th October, 2019 – Hughes Europe, a division of <u>Hughes Network Systems, LLC</u> (HUGHES), and <u>Telespazio</u>, a joint venture between Leonardo (67%) and Thales (33%), today announced an agreement to continue to partner in delivering satellite communications. The agreement enables the companies to leverage Hughes technology and services expertise and Telespazio's services and state-of-the-art earth station in Fucino, Italy, to deliver a robust portfolio of services throughout Europe.

The collaboration will focus on satellite applications ranging from fixed- and rotary-wing mobility solutions to SATCOM for government emergency services, and from Software-Defined Wide-Area-Networks (SD-WAN) for enterprises to broadband Internet access.

"Hughes global strategy has been to deploy our own services in many markets and to partner with leading providers in markets where it makes sense," said Chris Britton, managing director, Hughes Europe. "The partnership with Telespazio forms an important part of this strategy, as evidenced by the longevity of our 15-year relationship, our long-standing customers and our shared values of collaboration and innovation."

Alessandro Caranci, senior vice president, Satellite Communications, Telespazio said: "This agreement with Hughes Europe accelerates and strengthens our strategy to innovate our capabilities to provide an unrivalled portfolio of broadband solutions, including mobility services for the governmental market and communications for long-distance applications tailored for rotary- and fixed-wing aircraft."

The Hughes Europe and Telespazio partnership has brought the benefits of both companies' technologies and services to European customers for more than 15 years, spanning more than 40,000 deployed Very Small Aperture Terminals (VSATs). Examples include a small- to medium-enterprise satellite Internet service for Telecom Italia; Italian emergency communications services; cinema content distribution for MART Cinema;

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enterprise networking for French supermarket chain STIME (Les Mousquetaires Groupe); and the network for Camelot UK Lotteries Limited, which runs the UK lottery service.

About Telespazio

Telespazio, a Leonardo and Thales 67/33 joint venture, is one of the world's leading operators in satellite services. Its activities range from the design and development of space systems to the management of launch services, from in-orbit satellite control to earth observation, from integrated communications, satellite navigation and localisation services to scientific programmes. Telespazio plays a leading role in the reference markets harnessing technological experience acquired over the years. Since its establishment, the company has participated in major European space programmes such as Galileo, EGNOS, Copernicus and COSMO-SkyMed. In 2018, Telespazio generated sales of EUR 493 million while employing approximately 2,500 people in eight countries. www.telespazio.com

About Hughes Network Systems

Hughes Network Systems, LLC (HUGHES) is the global leader in broadband satellite technology and services for home and office. Its flagship high-speed satellite Internet service is HughesNet®, the world's largest satellite network with over 1.3 million residential and business customers across the Americas. For large enterprises and governments, the company's HughesONTM managed network services provide complete connectivity solutions employing an optimized mix of satellite and terrestrial technologies. The JUPITERTM System is the world's most widely deployed High-Throughput Satellite (HTS) platform, operating on more than 20 satellites by leading service providers, delivering a wide range of broadband enterprise, mobility and cellular backhaul applications. To date, Hughes has shipped more than 7 million terminals of all types to customers in over 100 countries, representing approximately 50 percent market share, and its technology is powering broadband services to aircraft around the world.

Headquartered outside Washington, D.C., in Germantown, Maryland, USA, Hughes operates sales and support offices worldwide, and is a wholly owned subsidiary of EchoStar

Corporation (NASDAQ: SATS), a premier global provider of satellite operations. For additional information about Hughes, please visit <u>www.hughes.com</u> and follow <u>@HughesConnects</u> on Twitter.

About EchoStar

EchoStar Corporation (NASDAQ: SATS) is a premier global provider of satellite communication solutions. Headquartered in Englewood, Colo., and conducting business around the globe, EchoStar is a pioneer in secure communications technologies through its Hughes Network Systems and EchoStar Satellite Services business segments. For more information, visit <u>echostar.com</u>. Follow <u>@EchoStar</u> on Twitter.

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