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March 23, 2006

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Marlene H. Dortch, Secretary  
Federal Communications Commission  
445 12th Street, SW  
Washington, DC 20554

**Re: Notice of Ex Parte Presentations – IB Docket No. 05-290**

Dear Ms. Dortch:

Intelsat Holdings, Ltd. (“Intelsat”), by its counsel, hereby updates the Consolidated Application for Transfer of Control (“Application”) of Intelsat and PanAmSat Holding Corporation (“PanAmSat” and collectively, “the Applicants”) in the above-captioned proceeding. That Application described significant competition from other providers of satellite services, including particularly in North America.<sup>1</sup> Along with SES, New Skies, Telesat, and Satmex, the Applicants identified Loral Skynet and EchoStar Communications Corporation as companies competing in the offering of satellite capacity, with the latter two mentioned as having specific plans to increase their presence in the sale (and resale) of satellite services to U.S. domestic customers.<sup>2</sup> Recent announcements by Loral and EchoStar confirm the statements made in the Application.

Loral Skynet has just announced that it has reentered the U.S. market and resumed offering fixed-satellite services to customers in North America. The company is marketing its return through advertising and issued a press release stating: “We intend to vigorously market our heritage [fixed-satellite] services in this newly available region [North America], in addition to providing our successful IP-focused network services.”<sup>3</sup> Loral Skynet operates two satellites that provide coverage of North America and has recently announced construction of a third, Telstar 11N, which will provide Ku-band services to the United States. Loral Skynet also leases and intends to resell satellite capacity with U.S. coverage, including four transponders it plans to operate on Satmex 6, a large satellite with C-

<sup>1</sup> Application at 34-37.

<sup>2</sup> *Id.* at 36-37.

<sup>3</sup> Press Release, “Loral Skynet Re-Enters U.S. and North American Fixed Satellite Services Market,” Mar. 20, 2006, at [http://www.loralskynet.com/news\\_032006.asp](http://www.loralskynet.com/news_032006.asp) (last visited Mar. 21, 2006).

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band and Ku-band coverage throughout the continental United States (Satmex 6 is scheduled for launch in May of this year<sup>4</sup>).

Further, as reported by the *Wall Street Journal* and *Space News*, EchoStar's officials have recently reaffirmed "the possibility that EchoStar would enter the fixed-satellite services (FSS) business in competition with companies like PanAmSat."<sup>5</sup> EchoStar is leasing significant capacity from SES Americom and on a large satellite being built by Ciel Satellite Communications and is "thinking about entering the market now occupied by PanAmSat, SES Americom, Telesat and others by leasing capacity to broadcasters, transponder by transponder."<sup>6</sup> With this strategy, EchoStar is positioning itself "to become a wholesale provider of orbital capacity able to compete with traditional satellite operators such as [Intelsat] and Luxembourg's SES Global SA."<sup>7</sup>

As these recent announcements make clear, the Applicants and numerous other companies offer fixed-satellite services in North America, and both the amount of capacity available and the number of entities marketing the capacity (either as satellite owner-operators or as resellers) are increasing.

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<sup>4</sup> See <http://www.satmex.com/english/flota/satmex6.php>.

<sup>5</sup> Peter B. deSelding, *EchoStar Considers Joint Project With DirecTV, Entering FSS Market*, *Space News*, Mar. 20, 2006 at 1, 4, at [http://www.space.com/spacenews/spacenews\\_summary.html](http://www.space.com/spacenews/spacenews_summary.html) (last visited Mar. 21, 2006).

<sup>6</sup> *Id.* EchoStar's Vice Chairman is quoted in the article as noting that EchoStar has "14 satellites in the air over the United States. ... We think we have opportunities to gain incremental revenue off some of those satellites." *Id.*

<sup>7</sup> Andy Pasztor, *EchoStar Pursues a Strategy Shift*, *The Wall Street Journal*, Mar. 22, 2006 at B2.

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The *Wall Street Journal* and *Space News* articles, the Loral press release, and a Loral advertisement appearing in the current *Space News* are attached to supplement the record in this proceeding. Please contact the undersigned with any questions.

Respectfully submitted,

Jennifer D. Hindin / JS

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Attachments