



In a few months, we will be making our network **even better** with the addition of our new high-capacity satellite. HughesNet Gen4 will allow customers to get more from the Internet with **the greatest download capacity** of any satellite Internet provider.

We're the leader—Hughes operates the #1 high-speed satellite Internet service in North America. Hughes invented the market and has the advantage of over 40 years of proven experience and innovation in satellite communications

Superior download capacity—Gen4 will deliver more of what our customers need by providing the greatest *bandwidth* to take advantage of what the Internet offers, anywhere, anytime

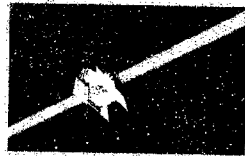
Best technology, getting better—Gen4 will be powered by a network of high-capacity satellites combined with unique optimization and acceleration enhancements. Customers are already benefitting from recent enhancements to HughesNet, including larger downloads and the ability to bank unused daily data allowances for future use. These are just a taste of improvements to come, so stay tuned

10 Gbps of outbound capacity

- Bandwidth-On-Demand with reconfigurable capacity
- Advanced services
- Up to 5 Mbps downlink and 3 Mbps uplink speeds

HughesNet Gen4 are powered by two of the most powerful satellites covering the US and boasts more than 110 GB of outbound capacity

SPACEWAY® 3



10 Gbps outbound capacity

- The most flexible commercial satellite in the world
- Bandwidth-on-Demand
- Dish-to-Dish connectivity
- 1–5 Mbps downloads for consumers

ECHOSTAR XVII

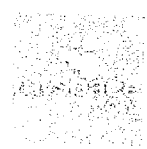


Over 100 Gbps outbound capacity

- Greater video downloading
- Higher browsing speed
- Uniform bandwidth over coverage
- Typically 1.7 Gbps per beam

with JUPITER™ High-Throughput Technology

Figures 2
Current



Usage is split

- 35% for video clips or movies
- 35% for browsing
- 30% for file downloading
- 8-to-1 download-to-upload ratio

amazon.com

You

Usage will be tilted with the dramatic rise in video downloads

- 50% for video clips and movies
- 28% for browsing
- 22% for file downloading
- At least 10-to-1 download-to-upload ratio

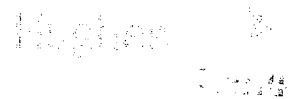
BLOCKBUSTER



Key Takeaway: System design needs to focus on total download capacity.
The move toward rich media further skews the balance toward Download vs. Upload

Hughes continues to lead the way by improving quality and simplifying installation

- Reduced average installation time from 2.5 to 2 hours
- Single cable design (also a cost reduction feature)
- Reduced OTA software download time from 15 minutes to 2 minutes
- Commissioning process redesigned to allow OVT verification during pointing process—on the roof!
 - Eliminates multiple trips to roof to optimize pointing
- Easy to assemble, upgrade, and repair equipment design
 - Single ODU screw
 - Very compact and light-weight ODU
 - Boom arm and ODU change only to upgrade. Can be done without removing antenna from mount
 - Easy to carry antenna assembly



More outbound capacity for more download capability

Robust speeds to meet the demands of today's users and applications—system capabilities will support speeds up to 20 Mbps downlink and 5 Mbps uplink

Large download allocations and flexible tools and utilities to ensure users get the most out of their service

National plans across 48 states with higher threshold plans in ECHOSTAR XVII coverage areas

Comparably priced to today's offerings

Our experience says consumers want more download capability...



Upcoming Information...

New Service Plans: Hughes will announce new service plans later this year. You can be assured that plans will be feature with and

Upgrade Program: Hughes will be announcing a compelling upgrade plan and strategy in mid-Q2

Alerts and Updates: Hughes will be sending out regular alerts and updates regarding new features, enhancements, and ECHOSTAR XVII launch progress. Make sure Hughes has your email address so you don't miss a thing!

Training: Also coming in Q2, Hughes will be kicking off installation, product, and system training