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Hughes Communications India Leads Country's Satellite Industry

*Market share of 52% reported by Voice & Data Magazine;
Added 11,303 of industry's 21,696 VSATs in FY12, 18% year-over-year revenue growth*

New Delhi, 16 August 2012—Hughes Communications India, Ltd (HCIL), India's largest satellite service provider and subsidiary of Hughes Network Systems, LLC (Hughes), today announced that it has been ranked as the leader in the Indian VSAT industry by *Voice and Data Magazine* with a reported 52% market share in FY12.

According to the report, Hughes registered an 18.4% year-over-year revenue growth, with total revenue from VSAT services of Rs 167 crore for FY12, up from Rs 141 crore in FY11. Hughes marked 25.4% growth in deploying VSAT terminals across the country during FY12, with 11,303 VSATs installations during the year, representing 52% of the industry total.

Partho Banerjee, president and managing director of HCIL said, "The Voice and Data report is testimony to Hughes overall leadership in the Indian VSAT industry. Our growth has been led by significant business wins across the banking and financial services industries and government projects. We are very proud to be the flag bearers of the Indian VSAT industry and look forward to maintaining this lead in the future."

Among the significant wins, State Bank of India recently awarded Hughes an order for a 2,000 site network, and a contract from Jaipur Vidyut Vitran Nigam (Jaipur Discom) in Rajasthan calls for Hughes to provide broadband satellite services connecting 825 locations. Another significant contract was awarded to deploy a network of 713 sites for the five utility companies in Karnataka (BESCOM, CESCO, MESCOM, GESCOM, and HESCO). The Rajasthan and Karnataka agreements are for three years and five years, respectively. Hughes has also received orders for setting up approximately 5,000 satellite terminals at 'Brown Label' ATM service providers across the country.

According to *Voice and Data Magazine*, VSAT deployments in FY12 showed prominent growth of close to 6%, raising overall revenue for this industry to INR 500 crore. Highlights in the past year include the first usage of Ka-band spectrum (18-28 Ghz); on-the-move mobility applications for voice and video; large-scale adoption for ATMs by white label and managed service providers; enhanced VSAT CPEs for security and routing; and multi-service integration business continuity through dual hubs. VSAT represents the ideal economical broadband connectivity solution for areas unserved and underserved by terrestrial technologies, with an overall 6.2 percent increase in the market size during 2010-12.

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Hughes Communications India Leads Country's Satellite Industry, page 2

About Voice & Data Magazine

Voice & Data is India's only magazine on the business of communications providing vital information, statistics and analyses on the business, technology and regulatory aspects of Indian telecom and networking. Its unique focus on the telecom business strategy and execution has made it a leading monthly on the business of communication.

It reaches out to the senior technical, business and marketing managers and other purchase decision-makers across telecom service providers, equipment vendors, corporate users, regulatory authorities and R&D institutes and thus provides an exclusive platform for the telecom industry that showcases news, trends, challenges, views, features, interviews of the leading telecom service providers.

About Hughes Communications India Ltd

HCIL is a majority owned subsidiary of Hughes Network Systems, LLC, the world's leading provider of broadband satellite networks and services. HCIL is the largest satellite service operator in India providing a comprehensive range of broadband networking technologies, solutions, and services for businesses and governments, including Hughes Managed Services to meet every communications challenge. For more information, please visit www.hughes.in.

About Hughes Network Systems

Hughes Network Systems, LLC (Hughes) is the world's leading provider of satellite broadband for home and office, delivering innovative network technologies, managed services, and solutions for enterprises and governments globally. HughesNet[®] is the #1 high-speed satellite Internet service in the marketplace, with offerings to suit every budget. To date, Hughes has shipped more than 2.8 million systems to customers in over 100 countries, representing over 50 percent market share. Its products employ global standards approved by the TIA, ETSI and ITU organizations, including IPoS/DVB-S2, RSM-A, and GMR-1.

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 and digital TV solutions. For additional information about Hughes, please visit www.hughes.com.

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