



**HUGHES COMMUNICATIONS INDIA LIMITED RECEIVES NEW NATIONAL LONG DISTANCE TELECOM LICENSE (NLD) FROM DEPARTMENT OF TELECOMMUNICATIONS, GOVERNMENT OF INDIA**

**Satellite based Backhaul services best suited and most cost-effective method for India Telcos to tap new rural markets and implement their universal service obligations (USO)**

**Press Release**

New Delhi, 10<sup>th</sup> January, 2011: Hughes Communications India Limited, the world's largest VSAT service provider, today announced that it has received a license to operate and offer National Long Distance Services (NLD) from the Department of Telecommunications (DoT), Government of India.

This development is a big milestone for HCIL as it further strengthens Hughes' presence in India. The NLD license would enable Hughes to largely enhance its portfolio of services. This would allow Hughes to provide backhaul services to Telecom service providers of Cellular (2G/3G), Media & FM service providers and Broadband fixed & Wireless services (LTE/BWA). In addition, this would also enable Hughes to provide converged services thus enhancing its Digital Media portfolio.

Speaking on the occasion, **Mr. K. Krishna, CTO, HCIL** said "Cellular and WiMax operators in India are increasingly looking to expand into rural markets that are often located in difficult-to-serve areas where terrestrial fiber or microwave services are not readily available to support the backhaul links for these remote locations. Satellite, with its ability to rapidly deploy broadband infrastructure, can play a key role in enabling these services. TDMA-based satellite solutions can be especially cost effective for these locations particularly when the traffic is light and/or intermittent. I therefore see this as a triple win situation. Operators can now grow their businesses and build revenue while complying with their universal service obligations (USO). The government also meets its goal of furthering its policy to increase the penetration of technology—in this case, cellular connectivity—throughout the country. And people in remote areas can improve communication to the outside world and enrich their lives. Leveraging our new NLD license, Hughes is committed to being a partner-of-choice to national telecom service providers and help them cost-effectively optimize their transport networks."

Hughes cellular backhaul solutions have been specifically developed for mobile operators to enable cost-effective service expansion into rural markets. These services are delivered by the HCIL Managed Network Services platform. HCIL's solutions provide high quality links while optimizing space segment resource utilization by coupling appropriate satellite technology with intelligent traffic optimization. In addition, HCIL offers end-to-end solutions to mobile operators - including system design, hub installation, technical training and comprehensive support — to ensure rapid and efficient implementation of their rural expansion projects.

### Key Benefits of Hughes Cellular Backhaul Solutions

- Customized for optimum performance and operating cost savings
- Optimizes cellular traffic using qualified optimization vendors and also supports 2G, 2.5G, and 3G protocols
- Cost-effective equipment configurations
- Rapidly deployable and highly scalable
- Supports a wide range of additional broadband IP services
- Comprehensive field support network consisting of four regional offices and eighteen territories staffed by highly trained Hughes engineers.

Hughes has been a trusted partner to prominent mobile operators such as Reliance, Hutch, Idea, Spice and Aircel to count a few.

### **About Hughes communication India Ltd**

HCIL is a majority owned subsidiary of Hughes Network Systems, LLC. (Hughes) headquartered in Germantown, Maryland, USA, the world's largest 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 Managed Services to meet every communications challenge. More at [www.hughes.in](http://www.hughes.in)