



Global Satellite Solutions

ASX Release  
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## **NEWSAT SIGNS \$1.1 MILLION CONTRACT TO SUPPORT US GOVERNMENT CUSTOM SATCOM SOLUTIONS (CS2)**

- **Teleport business contract won to support US Government Custom SATCOM Solutions**
- **New contract takes CS2 Industry Partner contracts total to \$3.5 million**
- **NewSat preferred choice in the Pacific Ocean region to support CS2 Industry Partners**

**NewSat Limited (ASX: NWT) (OTCQX: NWTLY)**, Australia's satellite company, is pleased to announce a new teleport customer contract to support the US Government's Custom SATCOM Solutions (CS2). The contract with a CS2 Industry Partner is to provide satellite communication services to the US Department of Defense (DoD) in the Pacific Command (PACOM) region. NewSat's contract has a base period along with three one-year option terms, which if exercised, has a total contract value of \$1.1 million.

NewSat's partner has secured service commitments through the CS2 contracting vehicle, that will be used to provide customised, customer-defined, end-to-end solutions including satellite bandwidth, teleport access, network management, satellite communications equipment, and engineering support. The contract is the second CS2 Industry Partner contract NewSat has signed. On 16<sup>th</sup> October 2013, NewSat announced a \$2.4 million contract with a US Government (USG) systems integrator, taking the total value of contracts supporting CS2 Industry Partners to \$3.5 million.

The Custom SATCOM Solutions will assist emergency response and disaster recovery communications systems; satellite-based back-up communications networks; distributed distance learning networks; and communications on the move solutions for DoD applications. The contracts are part of the Future Commercial Satellite Communications Services Acquisition (FCSA) strategy. This strategy was established by the General Services Administration (GSA) and Defense Information Systems Agency (DISA) to consolidate one program for the procurement of transponder capacity (satellite bandwidth), subscription services (including terminal and bandwidth combinations) and end-to-end solutions contracting vehicles, therefore regulating the procuring of custom satellite communication solutions from a select group of Industry Partners: eight qualified contractors and four small businesses.

### **In commenting on NewSat's position in this key market segment, Adrian Ballintine, NewSat Founder and CEO said:**

"With blue chip defence contracts like these, NewSat's base teleport business continues to grow and succeed. NewSat's 'customer first' approach and industry leading support is ensuring the Company continues to acquire and nurture A-grade customers like the USG systems integrators, who are potential Jabiru satellite customers of the future."

### **In commenting on NewSat's commitment to CS2 partners, Diego Paldao, NewSat Vice President, Americas said:**

"NewSat's recent contract success in supporting CS2 Industry Partners is testament to our ability to service government partners and the ongoing global demand for communications. NewSat is the partner of choice for PACOM missions, a strong US ally and well positioned geographically to work closely with US government agency partners."

"NewSat is excited to work closely with our partners to provide high-quality satellite communication networks for Custom SATCOM Solutions and the associated applications."

**NewSat Limited**

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**About NewSat:**

NewSat is Australia's largest pure-play satellite communications company, delivering internet, voice, data and video communications via satellite. With its unique-to-Australia teleport infrastructure, NewSat provides a full range of managed satellite communication services and has established a reputation as the partner of choice for governments, corporations and private enterprises. Today, NewSat has the ability to provide coverage to 75% of the globe; from Australia, Asia, the Middle East, Africa, across the Indian Ocean extending into Europe and across the Pacific Ocean, reaching into the West coast of the USA.

NewSat's world acclaimed teleports in Perth (Western Australia) and Adelaide (South Australia) were Top 3 Finalists in the World Teleport Association's 2012 and 2010 "Awards for Excellence" and made the 2012 and 2011 "Top Operator Rankings". Both teleports are accredited to supply services to the Australian Department of Defence and are recognised as highly secure Global Access Points, supporting certified classified networks to ensure the transmission of vital and sensitive information for government clients.

NewSat will be expanding its satellite capabilities with the Jabiru Satellite Program, beginning with the launch and operation of Jabiru-1, Australia's first commercial Ka-band satellite. Jabiru-1, a large next generation satellite, will provide superior coverage over South East Asia, the Middle East and North Africa. At 70% utilisation, the Jabiru-1 satellite is expected to generate in excess of US\$3 billion of revenue over 15 years at 85% margins. To date, Jabiru-1 has secured US\$618 million of pre-launch customer contracts and a US\$454 million forward sales pipeline. Jabiru-2, scheduled for launch in 2014, will deliver enhanced coverage over Australia, Timor Leste and Papua New Guinea. NewSat has rights to eight premium orbital slots and its fleet of next generation geostationary satellites will lead Australia's space quest. For more information, please visit [www.newsat.com](http://www.newsat.com)

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