

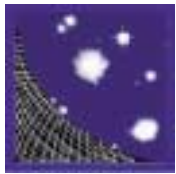
The World Teleport Association (WTA) has issued the results of a survey identifying the top teleport operators of 2004.

The best

performers

▶▶ **The World Teleport Association (WTA)** has recently announced its first annual rankings of the top teleport operating companies worldwide. The Top Operator rankings identify the world's leading commercial operators of satellite ground segment in two categories: by size in terms of total revenue from all services; and by growth in annual revenues in the most recent year compared with the prior year.

The rankings are based on confidential data submitted by teleport operating companies for the 2004 edition of WTA's Teleport Benchmarks survey. The annual Benchmarks survey provides data, analysis and insight into the commercial teleport sector worldwide, including teleport, satellite and terrestrial network operators. Teleport Benchmarks 2004 is available free to members of WTA and may be purchased online by non-members for US\$595. The Benchmarks surveys have been published since 2001.



**WORLD
TELEPORT
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Top ten operators by total revenue

In 2004, the list of the world's top 10 operators of satellite ground segment was dominated by companies that have been frequently in the headlines, including

Intelsat, PanAmSat and Ascent Media. But the list also included less well-known but well-established companies, from Inmedia Communications of the UK to Globecomm Systems, Inc. of the US.

Of the top ten, six are satellite carriers or satellite/terrestrial carriers that have vertically integrated teleports into their facilities and services. The other four offer some form of integrated service from TV production and content distribution to systems integration and network operation that bundles teleport services into a value-added package.

The combined annual revenues of the Top Ten Operators exceeded US\$3 billion, with individual companies ranging from nearly \$1 billion to less than \$50 million. In ranking the Top Ten, WTA has not reported individual revenue information, because many of the operators are privately-held companies that shared their information in confidence with the association.

Top five operators by revenue growth

The fastest-growing teleport in 2004 was neither a satellite carrier nor integrated service provider. It was an independent teleport based in mid-Pacific: Hawaii Pacific Teleport (HPT).

HPT started up service in 2001 and specialises in Internet Protocol-based (IP) services to nations on the Pacific Rim. Despite the bursting of the Internet bubble, HPT has grown at double and triple-digit rates, culminating in an impressive 141 per cent annual revenue growth rate from 2002 to 2003. It was named Teleport Developer of the Year in 2003.

The other fastest-growing teleport operators were large companies that lagged behind HPT's blistering pace, but which still chalked up solid gains during the

Top five operators by revenue growth

1. Hawaii Pacific Teleport - Kapolei, Oahu, Hawaii, US - 141 per cent
2. GlobeCast Paris, France - 12 per cent
3. Space Communications Corporation Tokyo, Japan - 10 per cent
4. Ascent Media Network Services Santa Monica, California, US - 8 per cent
5. Telesat Canada Montreal, Quebec, Canada - 7 per cent



industry's prolonged recovery from the 2001-2002 recession.

Looking ahead

Robert Bell, WTA Executive Director, commented the findings: "WTA is very pleased to introduce these Top Operators rankings as another way to create awareness of the teleport sector's global scale, size and

growth. This year's results are based on the companies that chose to share information with us in 2004. We are eager to expand the sample in future years to include operators in every corner of the globe.

"We encourage companies to participate in our 2005 survey, for which questionnaires will be distributed in January, so that they have a chance to be listed next year." ■

Top ten operators by total revenue

1. Intelsat (Pembroke, Bermuda) - Through a global fleet of over 20 geosynchronous satellites and teleports in the US, Europe and Asia, Intelsat offers high-quality, flexible, and rapidly deployable wholesale satellite communications services to customers in approximately 200 countries and territories, for voice and data communications, corporate networks, Internet backbone access and video services.

2. PanAmSat (Wilton, Connecticut, US) - PanAmSat Corporation operates a global network of 22 in-orbit spacecraft and five US-based teleports reaching 98 per cent of the world's population through cable television systems, broadcast affiliates, Direct-To-Home (DTH) operators, Internet service providers, and telecommunications companies.

3. GlobeCast (Paris, France) - GlobeCast operates a global network of satellite platforms to deliver professional broadcast, enterprise and retail media, government communications and a growing range of file-based multimedia content. A subsidiary of France Telecom, the company is present on five continents, accessible through 15 teleports and technical operation centres in the world's leading media hubs.

4. Telesat Canada (Montreal, Quebec, Canada) - Telesat operates a fleet of satellites and a network of six teleports in two nations for the provision of broadcast distribution and telecommunications services. Telesat is also a respected consultant and partner in satellite ventures around the world.

5. Space Communications Corporation (Tokyo, Japan) - SCC operates four Superbird satellites in geostationary orbits, as well as providing satellite links for video transmission, satellite broadcasting, high-speed digital communications, and emergency network support. Through its SCC Teleport Centre, one of the largest in Japan, the company provides uplink and other operational services, consulting, applications development, satellite Internet/Intranet services, broadband content distribution, and digital content distribution services for cable TV operators.

6. Ascent Media Network Services (Santa Monica, California, US) - Ascent Media Group provides the media and entertainment industries with end-to-end services to support content creation, management and distribution. A unit of Liberty Media, Ascent offers content creators state-of-the-art production and post-production facilities; archives and manages content assets for global physical and digital distribution; and offers a distribution system of interconnected hosting centres and teleports in the US, Europe and Asia.

7. Telenor Satellite Services (Fornebu, Norway) - A unit of Norway's largest telecom operator, Telenor Satellite Services owns the THOR satellites, provides maritime communications via Inmarsat, and provides teleport services in Norway and the US serving media, enterprise, government and maritime markets.

8. Inmedia Communications (Gerrards Cross, Buckinghamshire, UK) - Winner of the 2003 Teleport Operator of the Year award, Inmedia operates two UK-based teleports, Britain's highest capacity fibre network and the country's largest Digital Subscriber Line (DSL) network. Its headquarters provides state-of-the-art master control, mobile and fixed facilities, and three fully equipped TV studios including the world's largest Orad Cyberset virtual reality studio. Its new Centre K service provides cutting-edge technology for data storage and manipulation capabilities for broadcasters, enterprises, and Internet Service Providers (ISPs).

9. Teleport Internacional Buenos Aires (Buenos Aires, Argentina) - TIBA operates one of Latin America's largest teleports in Buenos Aires, remote uplinks in over 40 Latin American cities, and leases satellite capacity to the media and entertainment, enterprise, ISP and government markets. Its Chief Executive Officer (CEO) was WTA's Teleport Executive of the Year in 2003.

10. Globecomm Systems, Inc. (Hauppauge, New York, US) - Globecomm Systems, Inc. operates the Long Island International Teleport and provides systems integration services. For its customers, the company offers end-to-end satellite-based communication solutions; develops and installs telecommunications and broadcast systems; and provides Internet and telecommunication connections worldwide. Globecomm was WTA's Teleport Operator of the Year in 2001.