

Appendix B - Sample Tariff Comparison for Major Services  
Intelsat (IS) vs. Comsat (CQ)

Fequency Band	Capacity	Power (Standard/High)	Term	Preemptible (P - cancellable) or Non-Preempt. (N/P) (non-cancellable)	Intelsat Tariff (\$/Yr)	Comsat Tariff ** (\$/Yr)	Tariff Ratio (CQ/IS)
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Full-Time Video:							
C/Hemi/Zone	36 MHz	Std	5-Year	N/P	\$1,440,000	\$1,972,800	1.370
C/Hemi/Zone	36 MHz	Std	10-Year	N/P	\$1,200,000	\$1,786,800	1.489
C/Hemi/Zone	72 MHz	Std	5-Year	N/P	\$2,375,000	\$3,646,920	1.536
C/Hemi/Zone	72 MHz	Std	10-Year	N/P	\$1,985,000	\$3,233,640	1.629
C/Global	36 MHz	Std	5-Year	N/P	\$2,455,000	\$3,105,840	1.265
C/Global	36 MHz	Std	10-Year	N/P	\$2,110,000	\$2,753,640	1.305
Ku	36 MHz	Std	5-Year	N/P	\$1,770,000	\$2,239,200	1.265
Ku	36 MHz	Std	10-Year	N/P	\$1,510,000	\$1,980,000	1.311
Ku	72 MHz	Std	5-Year	N/P	\$2,840,000	\$3,732,000	1.314
Ku	72 MHz	Std	10-Year	N/P	\$2,425,000	\$3,300,000	1.361
INTELSAT K (H5-H8 Transponders)							
(IS Std Rate)	27 MHz	Std	5-Year	N/P	\$1,770,000	\$2,192,040	1.238
	27 MHz	Std	10-Year	N/P	\$1,510,000	\$1,980,000	1.311
(IS Std Rate)	54 MHz	Std	5-Year	N/P	\$2,840,000	\$3,639,000	1.281
	54 MHz	Std	10-Year	N/P	\$2,425,000	\$3,300,000	1.361
C-Hemi	36 MHz	Std	1-Year	P	\$1,000,000	\$1,182,840	1.183
C-Hemi	36 MHz	Std	2-Year	P	\$955,000	\$1,135,680	1.189
C-Hemi	36 MHz	Std	5-Year	P	\$810,000	\$1,005,000	1.241
C-Hemi	36 MHz	Std	7-Year	P	\$755,000	\$945,720	1.253
C-Hemi	36 MHz	Std	10-Year	P	\$675,000	\$863,280	1.279
C-Hemi	72 MHz	Std	1-Year	P	\$1,610,000	\$1,971,480	1.225
C-Hemi	72 MHz	Std	2-Year	P	\$1,540,000	\$1,892,760	1.229
C-Hemi	72 MHz	Std	5-Year	P	\$1,335,000	\$1,674,960	1.255
C-Hemi	72 MHz	Std	7-Year	P	\$1,250,000	\$1,576,200	1.261
C-Hemi	72 MHz	Std	10-Year	P	\$1,115,000	\$1,438,800	1.290
Ku - Spot	36 MHz	Std	1-Year	P	\$1,485,000	\$1,881,840	1.267
Ku - Spot	36 MHz	Std	2-Year	P	\$1,440,000	\$1,806,720	1.255
Ku - Spot	36 MHz	Std	5-Year	P	\$1,300,000	\$1,598,880	1.230
Ku - Spot	36 MHz	Std	7-Year	P	\$1,225,000	\$1,504,560	1.228
Ku - Spot	36 MHz	Std	10-Year	P	\$1,110,000	\$1,373,400	1.237
Ku - Spot	72 MHz	Std	1-Year	P	\$2,380,000	\$3,136,440	1.318
Ku - Spot	72 MHz	Std	2-Year	P	\$2,310,000	\$3,011,160	1.304
Ku - Spot	72 MHz	Std	5-Year	P	\$2,085,000	\$2,664,720	1.278
Ku - Spot	72 MHz	Std	7-Year	P	\$1,965,000	\$2,507,520	1.276
Ku - Spot	72 MHz	Std	10-Year	P	\$1,785,000	\$2,289,000	1.282

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C/Global	36 MHz	Std	1-Year	P	\$1,595,000	\$1,989,360	1.247
C/Global	36 MHz	Std	2-Year	P	\$1,545,000	\$1,909,920	1.236
C/Global	36 MHz	Std	5-Year	P	\$1,400,000	\$1,690,200	1.207
C/Global	36 MHz	Std	7-Year	P	\$1,320,000	\$1,590,480	1.205
C/Global	36 MHz	Std	10-Year	P	\$1,205,000	\$1,451,880	1.205

Full-Time Video:

C-Hemi	24 MHz	High	1-Year	P	\$1,065,000	\$1,301,280	1.222
C-Hemi	24 MHz	High	2-Year	P	\$1,015,000	\$1,249,200	1.231
C-Hemi	24 MHz	High	5-Year	P	\$835,000	\$1,105,560	1.324
C-Hemi	24 MHz	High	7-Year	P	\$800,000	\$1,040,280	1.300
C-Hemi	24 MHz	High	10-Year	P	\$715,000	\$949,680	1.328
C-Hemi	36 MHz	High	1-Year	P	\$1,500,000	\$1,774,320	1.183
C-Hemi	36 MHz	High	2-Year	P	\$1,430,000	\$1,703,520	1.191
C-Hemi	36 MHz	High	5-Year	P	\$1,215,000	\$1,507,560	1.241
C-Hemi	36 MHz	High	7-Year	P	\$1,135,000	\$1,418,640	1.250
C-Hemi	36 MHz	High	10-Year	P	\$1,015,000	\$1,294,920	1.276
Ku - Spot	36 MHz	High	1-Year	P	\$1,855,000	\$2,352,360	1.268
Ku - Spot	36 MHz	High	2-Year	P	\$1,795,000	\$2,258,400	1.258
Ku - Spot	36 MHz	High	5-Year	P	\$1,625,000	\$1,998,600	1.230
Ku - Spot	36 MHz	High	7-Year	P	\$1,530,000	\$1,880,760	1.229
Ku - Spot	36 MHz	High	10-Year	P	\$1,385,000	\$1,716,720	1.240
Ku - Spot	72 MHz	High	1-Year	P	\$2,975,000	\$3,920,520	1.318
Ku - Spot	72 MHz	High	2-Year	P	\$2,880,000	\$3,763,920	1.307
Ku - Spot	72 MHz	High	5-Year	P	\$2,605,000	\$3,330,960	1.279
Ku - Spot	72 MHz	High	7-Year	P	\$2,455,000	\$3,134,400	1.277
Ku - Spot	72 MHz	High	10-Year	P	\$2,225,000	\$2,861,280	1.286
C/Global	24 MHz	High	1-Year	P	\$1,700,000	\$2,188,320	1.287
C/Global	24 MHz	High	2-Year	P	\$1,650,000	\$2,100,960	1.273
C/Global	24 MHz	High	5-Year	P	\$1,490,000	\$1,859,280	1.248
C/Global	24 MHz	High	7-Year	P	\$1,405,000	\$1,749,600	1.245
C/Global	24 MHz	High	10-Year	P	\$1,280,000	\$1,597,200	1.248
C/Global	36 MHz	High	1-Year	P	\$2,395,000	\$2,984,040	1.246
C/Global	36 MHz	High	2-Year	P	\$2,320,000	\$2,864,880	1.235
C/Global	36 MHz	High	5-Year	P	\$2,100,000	\$2,535,360	1.207
C/Global	36 MHz	High	7-Year	P	\$1,980,000	\$2,385,720	1.205
C/Global	36 MHz	High	10-Year	P	\$1,805,000	\$2,177,880	1.207

Occasional TV -

Fequency Band	Capacity	Down Link (DL)	Preemptible (P)/ Non-Preempt. (N/P)	INTELSAT Tariff \$/ Minute	COMSAT Tariff \$/ Minute	Tariff Ratio (CQ/IS)
C/Globe Beam	18 MHz	Single DL	N/P	\$6.50	\$10.10	1.554
C/Globe Beam	24 MHz	Single DL	N/P	\$9.00	n.a.	
C/Globe Beam	36/41 MHz	Single DL	N/P	\$13.00	\$20.20	1.554

\*\* Intelsat offers the "whole" transponder rate. To make a comparable comparison, the Comsat's tariff (which expressed in monthly charge for 1/2 transponder) has been converted to an annualized rate

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(i.e. multiple Comsat's monthly charges by 12*2).							

Sources:

- (1) INTELSAT Tariff - BG 118-18, May 8, 1997
- (2) COMSAT Tariff - COMSAT Tariff F.C.C. No. 1.  
Full - Time Video - Oct 1, 1993, 1st Rev p.82, 83, 84; Oct. 29, 1997, 3rd Rev. p. 68; Jul 8, 97, 4th Rev. p. 97.  
Occ. TV. - Apr. 1, 1996, 3rd Rev. p. 48 & 49.,