



India's Leading State-Owned Oil Companies Select Hughes India to Enable Retail Automation

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Indian Oil Corporation (IOCL), Hindustan Petroleum (HPCL) and Bharat Petroleum (BPCL) to Use Hughes JUPITER System for Satellite Network Connectivity across 19,000 Locations

NEW DELHI, Nov. 1, 2018 /PRNewswire/ -- Hughes Communications India Limited ('Hughes India'), a majority-owned subsidiary of Hughes Network Systems, LLC (HUGHES), the global leader in broadband satellite solutions and services, today announced that India's leading state-owned oil companies have selected its JUPITER™ satellite broadband system to automate retail networking nationwide. Under separate contracts Indian Oil Corporation (IOCL), Bharat Petroleum Corporation Ltd. (BPCL) and Hindustan Petroleum Corporation Ltd. (HPCL) will each use the JUPITER system to upgrade network connectivity across 19,000 locations collectively to increase speed of transactions, eliminate manual interference and deliver accurate, real-time data across the retail operations.



"We are very proud to have been awarded these important projects by Indian Oil majors, IOCL, BPCL and HPCL," said Partho Banerjee, president and managing director, Hughes India. "In addition to driving cost savings, our Hughes technology and managed services will help the companies take control over applications such as monitoring of tank levels at petrol pump outlets, checking and reducing pilferage, and ensuring updated pricing across all retail outlets across the country on a daily basis, enhancing customer satisfaction and achieving transparency in their operations."

The managed network solution the companies have chosen from Hughes encompasses deployment and management of the JUPITER System, including rental of VSATs (very small aperture terminal) for five years. The JUPITER system brings advancements such as wideband channels with DVB-S2X/ACM modulation, high-density gateways with lights-out operation, web acceleration/caching, advanced compression and hardware security. Central management by Hughes will ensure high-speed connectivity and uptime with 24/7 support and monitoring, helping relieve the oil majors from network management while giving them data access. The system will enable data transfers, loyalty card administration, web-based applications and banking transactions, as well as remote viewing of outlets.

In addition to the JUPITER system, BPCL has also selected the HughesON™ Managed SD-WAN solution to provide application-level diversity with VSAT and 4G connectivity paths providing a stable, scalable, always-on network. The update is also expected to ease data collection from various loyalty schemes, discount schemes and credit card transactions.

For further information about the Hughes JUPITER system, please visit: <https://www.hughes.com/technologies/broadband-satellite-systems/jupiter-system>.

About Hughes Communications India

Hughes Communications India Limited (HCIL) is a majority owned subsidiary of Hughes Network Systems, LLC (HUGHES), the world's leading provider of broadband satellite technology 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 information is available at www.hughes.in.

About Hughes Network Systems

Hughes Network Systems, LLC (HUGHES) is the global leader in broadband satellite technology and services for home and office. Its flagship high-speed satellite Internet service is HughesNet®, the world's largest satellite network with over 1.2 million residential and business customers across North and South America. For large enterprises and governments, the company's HughesON® managed network services provide complete connectivity solutions employing an optimized mix of satellite and terrestrial technologies. The JUPITER™ System is the world's most widely deployed High-Throughput Satellite (HTS) platform, operating on more than 20 satellites by leading service providers, delivering a wide range of broadband enterprise, mobility and cellular backhaul applications. To date, Hughes has shipped more than 7 million terminals of all types to customers in over 100 countries, representing approximately 50 percent market share, and its technology is powering broadband services to aircraft around the world.

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. For additional information about

Hughes, please visit www.business.hughes.com and follow [@HughesON](https://twitter.com/HughesON) on Twitter.

About EchoStar

EchoStar Corporation (NASDAQ: SATS) is a premier global provider of satellite communication solutions. Headquartered in Englewood, Colo., and conducting business around the globe, EchoStar is a pioneer in secure communications technologies through its Hughes Network Systems and EchoStar Satellite Services business segments. For more information, visit www.echostar.com. Follow [@EchoStar](https://twitter.com/EchoStar) on Twitter.

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