

## **VIVACOM picks EUTELSAT 8 West B satellite for broadcast clients in Africa**

### ***EUTELSAT 8 West B C-band capacity for contribution links across Africa***

**Amsterdam, Paris, 16 September 2017** – VIVACOM, the leading provider of telecom services in Bulgaria, today announced at IBC in Amsterdam the signature of a multi-year contract with Eutelsat for C-band capacity on the EUTELSAT 8 West B satellite in order to expand its video business in Africa.

VIVACOM's ambition is to provide contribution services for international channels seeking carriage by major African pay-TV operators. The first six channels are already being uplinked to EUTELSAT 8 West B from Bulgaria, using VIVACOM's Plana teleport which is also one of Eutelsat's partner teleports, certified under the World Teleport Association's Teleport Certification Program.

Vladimir Rangelov, Senior Manager Broadcasting services in VIVACOM, said: *"Through our Plana teleport, we offer channels end-to-end solutions for signal acquisition, encoding, encryption, uplink and downlink via satellite with excellent quality and reliability. This contract adds new value for our customers by giving them access to the African market and marks another milestone in a collaboration with Eutelsat that we look forward to pursuing."*

Michel Azibert, Eutelsat's Chief Commercial and Development Officer, added: *"This contract consolidates our EUTELSAT 8 West B satellite as a major platform for highly reliable contribution services into the African market. It is a first step to support VIVACOM 's development into Africa."*

Meet Eutelsat at IBC show in Amsterdam until 19 September: Hall 1, Stand D59.

#### **About Eutelsat Communications**

Established in 1977, Eutelsat Communications (Euronext Paris: ETL, ISIN code: FR0010221234) is one of the world's leading and most experienced operators of communications satellites. The company provides capacity on 39 satellites to clients that include broadcasters and broadcasting associations, pay-TV operators, video, data and Internet service providers, enterprises and government agencies. Eutelsat's satellites provide ubiquitous coverage of Europe, the Middle East, Africa, Asia-Pacific and the Americas, enabling video, data, broadband and government communications to be established irrespective of a user's location. Headquartered in Paris, with offices and teleports around the globe, Eutelsat represents a workforce of 1,000 men and women from 37 countries who are experts in their fields and work with clients to deliver the highest quality of service. For more about Eutelsat please visit [www.eutelsat.com](http://www.eutelsat.com)

■ **Press**

Vanessa O'Connor

Tel: + 33 1 53 98 37 91

[voconnor@eutelsat.com](mailto:voconnor@eutelsat.com)

Marie-Sophie Ecuier

Tel: + 33 1 53 98 37 91

[mecuer@eutelsat.com](mailto:mecuer@eutelsat.com)

■ **Investors and analysts**

Joanna Darlington

Tel. : +33 1 53 98 35 30

[jdarlington@eutelsat.com](mailto:jdarlington@eutelsat.com)

Cédric Pugni

Tel. : +33 1 53 98 35 30

[cpugni@eutelsat.com](mailto:cpugni@eutelsat.com)