

EUTELSAT 7B satellite chosen by Liquid Telecom for major broadcast deal and for new enterprise customers across Africa

Paris, 3 May 2016 – Eutelsat Communications (NYSE Euronext Paris: ETL) today announced a multi-year agreement with Liquid Telecom, a leading independent data, voice and IP provider in Africa for multiple transponders on the EUTELSAT 7B satellite.

Liquid Telecom's award-winning satellite business is growing rapidly, providing both enterprise solutions and broadcasting services for pay TV. Its satellite network complements Liquid Telecom's pan-African terrestrial network and enables the company to provide seamless services across Africa.

Liquid Telecom will use the EUTELSAT 7B satellite in two ways: to service its new broadcast requirement for DTH services across the African continent; and to connect a growing number of enterprise customers located in areas where fibre is not available.

Servicing a new pay-TV venture

Liquid Telecom is the broadcast service provider for Africa's largest new pay TV provider, Kwesé TV, which has been granted the exclusive rights for major sporting events including the English Premier League Free to Air and the NBA League.

Connectivity for enterprises

Liquid Telecom's satellite service offers speeds of up to 50 Mbps and is top-rated for latency, cost and customer service. 97% of Liquid Telecom's satellite traffic is within Africa, with traffic outside the continent routed via its hub in London. Customers include Africa's largest mobile network operators, ISPs, corporations and financial institutions, SMEs, government and public sector bodies as well as organisations wanting to connect remote rural communities.

Scott Mumford, Group Managing Executive of Satellite and VSAT at Liquid Telecom, said: *"Broadcast still plays a massive part in the satellite business and we are extremely pleased to have secured this important contract, which will allow the launch of a new large scale broadcast offering."*

Michel Azibert, Eutelsat Commercial and Development Director, added: *“We are delighted to welcome Liquid Telecom on board EUTELSAT 7B, to increase the role of satellite in the digitisation of Africa’s TV landscape and to extend broadband connectivity. This new contract with Liquid Telecom underscores Eutelsat’s leading role as a premium provider of digital infrastructure across Africa.”*

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 40 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

■ Press

Vanessa O’Connor	Tel: + 33 1 53 98 37 91	voconnor@eutelsat.com
Marie-Sophie Ecuier	Tel: + 33 1 53 98 37 91	mecuer@eutelsat.com
Violaine du Boucher	Tel: + 33 1 53 98 37 91	vduboucher@eutelsat.com

■ Investors and analysts

Joanna Darlington	Tel. : +33 1 53 98 35 30	jdarlington@eutelsat.com
Cédric Pugni	Tel. : +33 1 53 98 35 30	cpugni@eutelsat.com

About The Liquid Telecom Group

Liquid Telecom is the leading independent data, voice and IP provider in eastern, central and southern Africa. It supplies fibre optic, satellite and international carrier services to Africa’s largest mobile network operators, ISPs, financial institutions and businesses of all sizes.

The company has been named Best African Wholesale Carrier for the last four years at the annual Global Carrier Awards.

www.liquidtelecom.com

Contact

Bridget Fishleigh
Tel.: +44 1273 305 936
bridget@telecomsprafica.com