

Eutelsat and OneAccess Win ‘Business Service Innovation’ Award for Provision of Advanced Enterprise Services on KA-SAT Satellite

Paris, London. 5 June, 2013 – Eutelsat Communications (Euronext Paris: ETL) and OneAccess Networks have won the Business Service Innovation Award at the 2013 Global Telecoms Business (GTB) Innovation Awards for radically transforming the landscape for satellite-based enterprise communications across Europe, North Africa and the Middle East.

Eutelsat Communications, one of the world’s leading satellite operators and OneAccess, the leading manufacturer of multi-service routers and Carrier Ethernet access devices, were recognised by judges for successfully enabling high-speed internet access via next-generation satellite to become secure and affordable for businesses, delivering DSL-like service at DSL-like prices.

This has been made possible by the development of the first performance-enhanced platform for businesses designed to deliver services operated on Eutelsat’s KA-SAT High Throughput Satellite in a secure VPN environment. This platform has been delivered and is now available. Building on Eutelsat’s Ka-band high-throughput satellite technology, and using OneAccess routers equipped with traffic acceleration and security, the platform delivers reliable, secure high-bandwidth 20Mbps download and 6Mbps upload connectivity to businesses within the footprint of the KA-SAT geostationary satellite.

The Eutelsat/OneAccess platform offers a very real benefit to businesses and organisations which have remote sites, but which rely on consistent and secure network connectivity, such as local government, banking and retail outlets, petrol stations and hotels. Under this new model, businesses need only a single contract with a single partner to cover sites across Europe, the Middle East, North Africa, and Western parts of Russia. For operators, the KA-SAT service enables them to extend their network offer where they currently have weak DSL coverage.

Jean-François Fenech, CEO of Eutelsat Broadband, comments: “Over the last two years, the KA-SAT High Throughput Satellite has changed the paradigm for satellite broadband by driving down the per megabit cost of connectivity. Through this new solution, developed with OneAccess, Eutelsat continues to unlock the potential of this powerful all Ka-band platform with enhanced products for professional markets. The most advanced usages of high-speed broadband private networks are now possible, enabling new opportunities, in particular fast implementation of integrated backup as well as terrestrial and satellite link combinations to increase the available bandwidth, in highly secure environments. We are honoured to see this new milestone recognised by GTB Awards.”

Bertrand Meis, CEO at OneAccess, adds: “It is a great achievement to be recognised among our telecoms industry peers for enabling radical changes to business service provision through our partnership with Eutelsat. The satellite solution provides a reliable back-up to the terrestrial connections of businesses and organisations, since the OneAccess router can auto-failover between the two. Alternatively, businesses can dedicate, for example, business traffic on terrestrial connection and Internet traffic via satellite to enhance the business application performance against Internet traffic. It also delivers secure Internet access to remote areas with slow or no Internet access. The combination of the KA-SAT bandwidth-based service and the OneAccess router dramatically reduces the total cost of ownership and operations for business customers, making it affordable for SMEs as well. The service, which targets business applications and provides a new reference for quality of experience, completely changes the ROI for satellite-based communications for businesses.”

About OneAccess (www.oneaccess-net.com)

Incorporated in 2001, OneAccess is a leading manufacturer of multi-service routers and carrier Ethernet access devices enabling major telecoms service providers to deliver business-grade managed services profitably. OneAccess supplies routers to over 140 service providers including 4 of the top 5 largest telecoms operators in Europe. By using mass customisation techniques OneAccess router solutions can be precisely tailored to meet the stringent demands of the business managed services market enabling superior performance, management, reliability and services innovation.

Media contacts for OneAccess:

Paul Rogers / Lucie Wild, iseep

T: +44 (0) 1943 468 007

E: paul@iseep.co.uk / lucie@iseep.co.uk

About Eutelsat Communications (www.eutelsat.com)

Eutelsat Communications is the holding company of Eutelsat S.A. With capacity commercialised on 31 satellites delivering reach of Europe, the Middle East, Africa, Asia, significant parts of the Americas and the Asia-Pacific, Eutelsat Communications (Euronext Paris: ETL, ISIN code: FR0010221234) is one of the world's leading satellite operators. As of 31 March 2013, Eutelsat's satellites were broadcasting more than 4,600 television channels to over 200 million cable and satellite homes in Europe, the Middle East and Africa. The Group's satellites also provide a wide range of services for TV contribution, corporate networks and fixed and mobile broadband markets. Headquartered in Paris, Eutelsat and its subsidiaries employ over 780 commercial, technical and operational professionals from 30 countries.

■ **Press**

Vanessa O'Connor Tel: + 33 1 53 98 37 91 voconnor@eutelsat.fr

Frédérique Gautier Tel: + 33 1 53 98 37 91 fgautier@eutelsat.fr

Marie-Sophie Ecuier Tel: + 33 1 53 98 37 91 mecuer@eutelsat.fr

■ **Investors and analysts**

Leonard Wapler Tel. : +33 1 53 98 31 07 investors@eutelsat-communications.com