

Eutelsat reaches milestone of 4,000 trained and certified Tooway™ satellite broadband installers in Europe

Paris, 4 October 2013 - Eutelsat Communications (NYSE Euronext Paris: ETL) today announced a new milestone in the drive to reduce the Digital Divide, with 4,000 satellite broadband installers now trained and certified to bring Eutelsat's Tooway broadband service to residents poorly served or beyond range of terrestrial broadband.

The largest free training programme of its kind has so far certified 4,000 installers in 20 European countries and in eight languages – harmonising best practice for satellite broadband installations across the continent. The programme is continuing, with an additional 1,000 installers to be trained by end 2014, focusing on building numbers in the Balkans, Germany, Nordic countries, Poland and Spain. The announcement was made by Eutelsat at the All Digital ExpoForum, running until 6 October in Vicenza, Italy.

By building an extensive network of expert digital installers, Eutelsat is helping to make universal access to high speed broadband a reality across Europe and at the same time creating jobs and broadening the skills and work opportunities of satellite TV installers.

The Tooway™ Installer Training Programme provides practical face-to-face training, an interactive app for site surveys, installations and dish alignment, along with access to a portal reserved for certified installers that provides practical information, tools and services for a high quality install.

Eutelsat's Tooway™ service is principally aimed at consumers and businesses unable to receive broadband or can only access speeds of up to 2 Mbps. The latest Tooway™ services offer download speeds of up to 20 Mbps and upload speeds of up to 6 Mbps, making it the fastest satellite broadband service in Europe. The service operates with a small (77cm) satellite dish and modem and is delivered by KA-SAT, Europe's most powerful satellite.

The programme has been recognised by the Global VSAT Forum (GVF), which brings together organisations engaged in the delivery of advanced broadband and narrowband satellite services to users worldwide.

“The Tooway™ Installer Training Programme, both in its concept and delivery, is an example to the industry,” said David Hartshorn, Secretary General of the GVF, which supported Eutelsat with online components based on its international training programme. *“Not only is it one of the largest and most comprehensive ever undertaken by a satellite operator, it also shows Eutelsat’s high level of commitment to promoting good practice and reducing interference.”*

Eutelsat is supporting a one-day European Digital Installer Conference on 5 October during the All Digital ExpoForum. The event will assemble representatives from industry and key national and European associations to address European public policies to support satellites as a means to achieve 100% EU broadband coverage, digital installer promotion and training activities and the harmonisation of European installation quality.

About Eutelsat Communications (www.eutelsat.com)

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 30 June 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. www.eutelsat.com

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