

EUTELSAT ONE NAME ONE FLEET



ABOUT EUTELSAT

With capacity commercialised on 28 satellites that provide coverage over the entire European continent, as well as the Middle East, Africa, India and significant parts of Asia and the Americas, Eutelsat is one of the world's three leading satellite operators in terms of revenues. At December 31, 2011, Eutelsat's satellites were broadcasting more than 4,000 television channels to over 200 million cable and satellite homes in Europe, the Middle East and Africa.

The Group's satellites also serve a wide range of fixed and mobile telecommunications services, TV contribution markets, corporate networks, and broadband markets for Internet Service Providers and for transport, maritime and in-flight markets.

Eutelsat's broadband subsidiary, Skylogic, markets and operates access to high speed Internet services through teleports in France and Italy that serve enterprises, local communities, government agencies and aid organisations in Europe, Africa, Asia and the Americas.

Headquartered in Paris, Eutelsat and its subsidiaries employ 700 commercial, technical and operational employees from 30 countries.

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EUTELSAT S.A

70, rue Balard - F-75502 Paris Cedex 15 France
T: +33 1 53 98 47 47
F: +33 1 53 98 37 00

www.eutelsat.com

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EUTELSAT
HYBRID IP
CONNECTIVITY

INTERNET
FOR ALL

→ THE BEST SOLUTION IN THE MIDDLE EAST AND AFRICA TO BACKHAUL AND CONNECT TO THE INTERNATIONAL IP BACKBONE

→ THE KEY TO COVERAGE EXTENSION IN AFRICA AND MIDDLE EAST

WIRELESS TECHNOLOGIES: KEY FOR INTERNET DEVELOPMENT IN THE MIDDLE EAST AND AFRICA

EUTELSAT SOLUTION

In 2012 and 2013, Eutelsat will launch several new satellites, Eutelsat 7B, Eutelsat 70B, Eutelsat 21B and Eutelsat 25B, offering significantly increased capacity for the Middle East and African regions

Eutelsat's hybrid IP connectivity: the combined solution to reduce the digital divide

- Transparent and cost effective: no need for special equipment at end user's location
- Adaptable: support of existing and future wireless access technologies
- Flexible: dynamic reallocation of satellite bandwidth from one site to another
- Scalable: ramp up as traffic grows
- Everywhere: connect customers in cities, villages and rural areas

FIXED LINE PENETRATION TOO LOW TO ENABLE DIGITAL INCLUSION

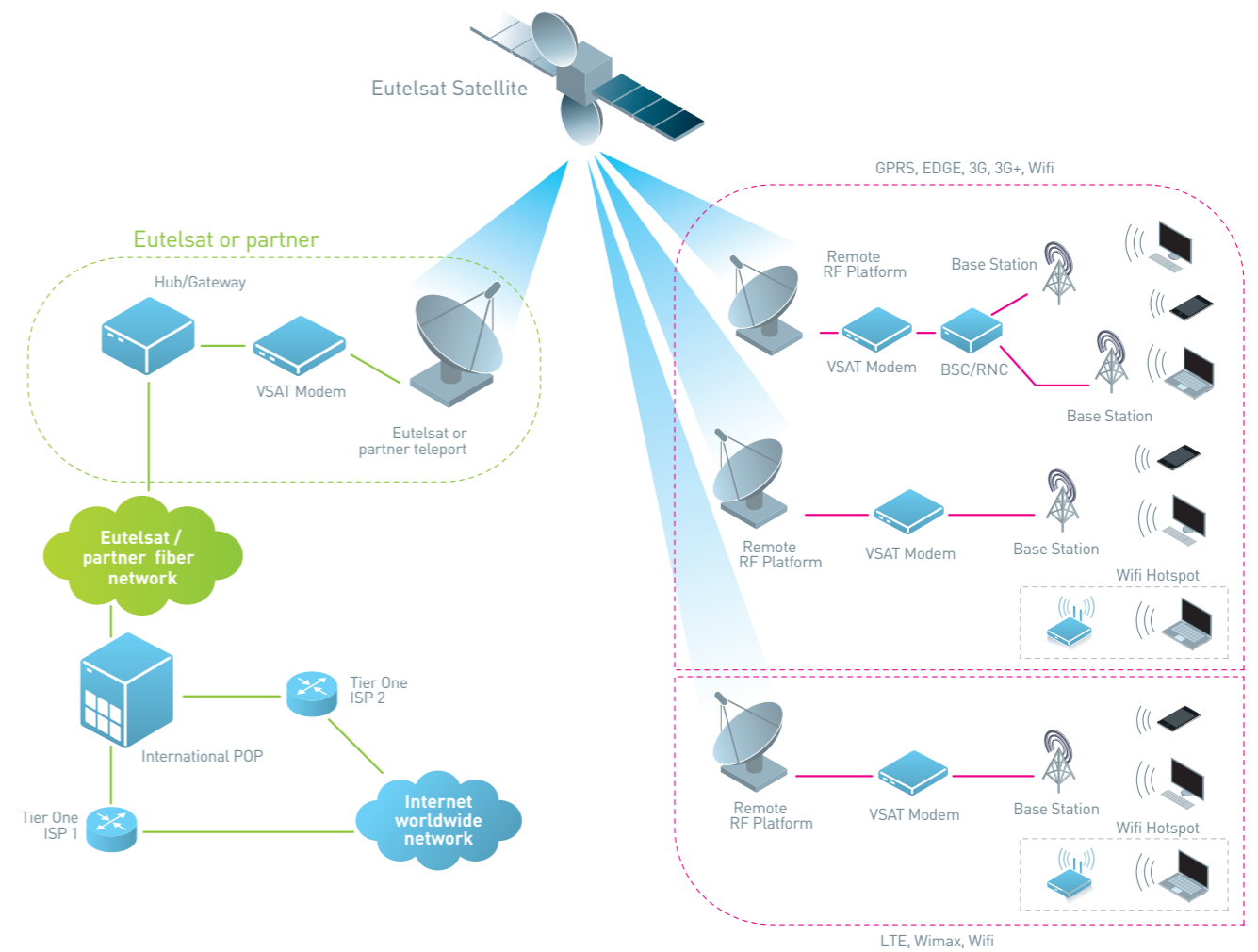
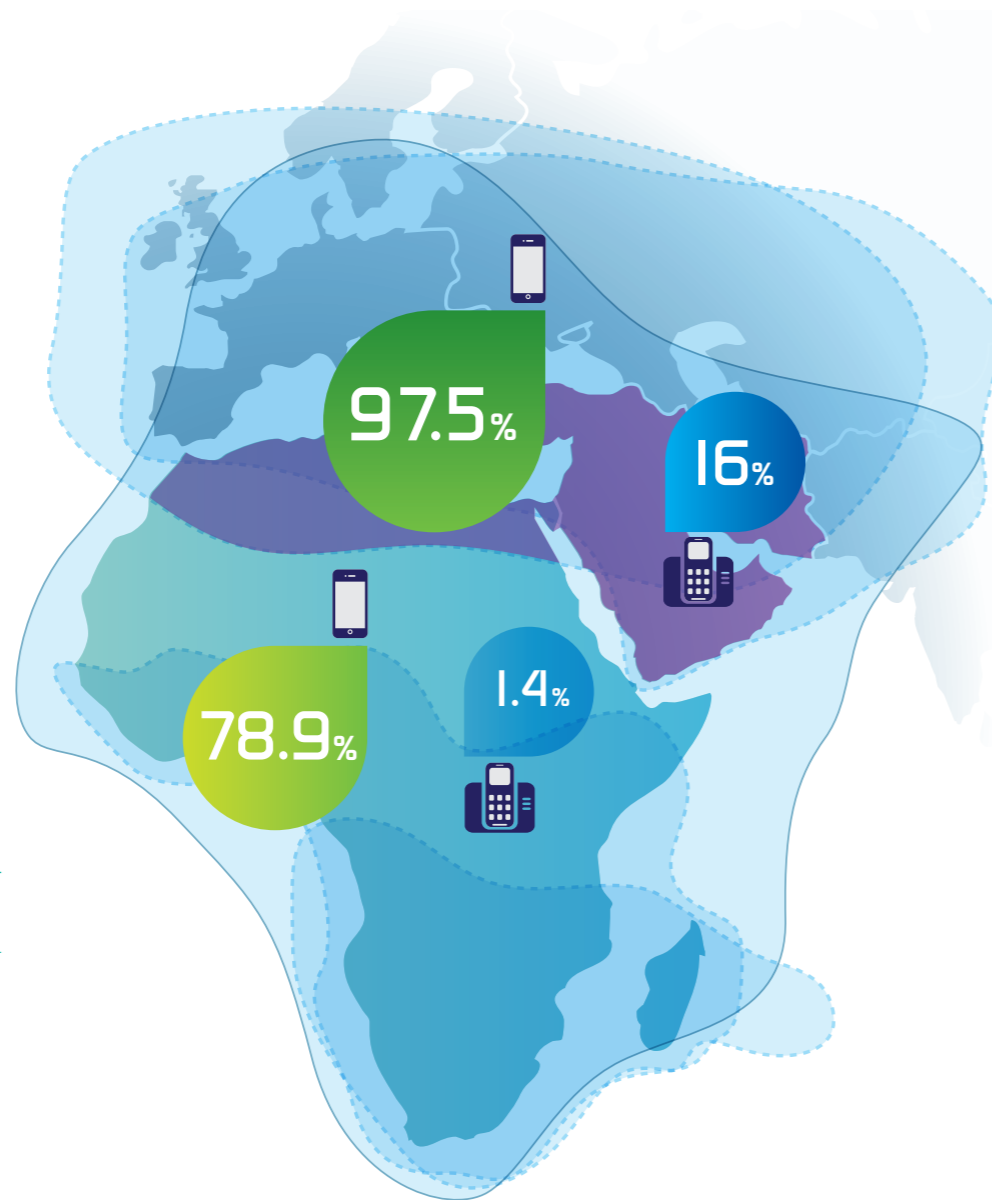
COVERAGE OF MOBILE NETWORK (% OF POPULATION 2010)

MENA
Sub-Saharan Africa

FIXED LINE PENETRATION (% OF POPULATION 2010)

MENA
Sub-Saharan Africa

Source: ITU



PRODUCT SPECIFICATION

MENA AND CENTRAL ASIA SATELLITE OFFER

- On existing satellites: EUTELSAT 12 West A at 12.5° West (European beam), EUTELSAT 5 West A at 5° West, EUTELSAT 3C at 3° East, EUTELSAT 10A at 10° East (European beam, C-Band), EUTELSAT 7A at 7° East, EUTELSAT 16A at 16° East, EUTELSAT 70A at 70.5° East, EUTELSAT 21A at 21.5° East, EUTELSAT 36B at 36° East (European beam) and SESAT 2 at 53° East.
- On upcoming satellites: EUTELSAT 7B at 7° East (1st half 2013), EUTELSAT 70B at 70.5° East (2nd half 2012), EUTELSAT 3B at 3° East (1st half 2014), EUTELSAT 21B at 21.5° East (2nd half 2012).

CUSTOMISED SERVICE

- Teleport services: Eutelsat (France, Italy) or any partner teleport
- Signal delivery to major POPs around the world (Paris, London, New York, Hong Kong, Madrid); any other POP upon request
- Housing and monitoring of customers' equipment
- State of the art space segment optimisation
- High QoS: customised SLA, 24 x 7 control center

AFRICA SATELLITE OFFER

- On existing satellites: EUTELSAT 10A at 10° East (South African beam, C-band), EUTELSAT 7A at 7° East (African beam), EUTELSAT 5 West A at 5° West (C-band), EUTELSAT 16A at 16° East, EUTELSAT 36B at 36° East (South African beam)
- On upcoming satellites: EUTELSAT 7B at 7° East (1st half 2013), EUTELSAT 70B at 70.5° East (2nd half 2012), EUTELSAT 3B at 3° East (1st half 2014), EUTELSAT 21B at 21.5° East (2nd half 2012).