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Dec 06, 2018 10:25 CET

Eurobroadband Infrastructure launches Preferred Partner Programme to boost KA-SAT capacity distribution

- *Completing overhaul of EBI's distribution strategy and relaunch of wholesale model*
- *Enabling preferred partners to offer highly compelling packages, providing a means to bridging the digital divide*

Paris, December 6, 2018- Eurobroadband Infrastructure (EBI), a subsidiary of Eutelsat (NYSE Euronext: ETL), is launching a Preferred Partner Programme for the distribution of capacity on its KA-SAT satellite. The programme aims

at revitalising the distribution of KA-SAT capacity to boost the deployment of internet access via satellite, further bridging the digital divide, in line with EU 2020 targets.

The programme relates to the exclusive commercialisation of capacity on KA-SAT under the Konnect brand. EBI will provide satellite network capacity as well as assistance with subscriber premises equipment and installation and marketing to support the Konnect brand. Preferred partners will actively promote and sell Konnect satellite broadband services and assist subscriber management-related activities. The programme incorporates differentiated Gold and Silver partnership levels. In particular, Gold partners will be able to offer new unlimited packages^[1] with broadband speeds of up to 50 Mbit/s download (and 6 Mbit/s upload), a service comparable to terrestrial networks.

Selected partners already signed up to the programme include Bigblu Broadband plc and skyDSL at Gold partner level. Silver partners include Skycyl/Nimvox in Spain, ESER Telekom in Turkey and Nortis in Morocco.

Catherine Carde, CEO of Eurobroadband Infrastructure, said: *“With this programme, we are reinforcing our relationship with key distribution partners through a shared approach aimed at bringing broadband quickly and effectively to consumers across Europe and beyond. Together we will accelerate the delivery of the fastest available residential satellite broadband service packages. The launch of this programme also completes the overhaul of EBI’s distribution strategy and notably the relaunch of the wholesale model, focused on selected specialist distribution partners and major telcos.”*

^[1] These offers have priority access to satellite capacity with potential flow reductions depending on the state of the network.

About Eutelsat Communications

Founded in 1977, Eutelsat Communications is one of the world's leading satellite operators. With a global fleet of satellites and associated ground infrastructure, Eutelsat enables clients across Video, Data, Government, Fixed and Mobile Broadband markets to communicate effectively to their customers, irrespective of their location. 7,000 television channels operated

by leading media groups are broadcast by Eutelsat to one billion viewers equipped for DTH reception or connected to terrestrial networks. Headquartered in Paris, with offices and teleports around the globe, Eutelsat assembles 1,000 men and women from 46 countries who are dedicated to delivering the highest quality of service.

Eutelsat Communications is listed on the Euronext Paris Stock Exchange (ticker: ETL).

For more about Eutelsat go to www.eutelsat.com

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