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## Eutelsat selected by Telenor Maritime for maritime mobility services in Europe, Trans-Atlantic routes, the Caribbean, and South East Asia

- *Multi-year contract for Ku coverage of selected sailing areas*
- *Leveraging unparalleled coverage of Eutelsat's fleet and tailor-made customers solutions*

**Paris, May 6th 2020** - Eutelsat Communications (NYSE Euronext Paris: ETL) has secured a multi-year contract with Telenor Maritime to provide Ku coverage on a regional basis for sailing areas in Europe, Trans-Atlantic

crossings, the Caribbean and South East Asia.

Eutelsat will leverage several of its satellites in order to deliver targeted capacity with guaranteed levels of throughput to specific sailing areas under a managed services agreement. It will enable the delivery of high speed internet connectivity to cruise and ferry passengers by extending GSM roaming to the vessel and/or selling access to on-board WiFi networks. From the outset of the contract, Telenor Maritime Vessels will progressively transfer vessels onto the network in a proactive manner.

At a later stage, Telenor Maritime will migrate vessels onto Eutelsat's Ka band satellite, Konnect VHTS in Europe when it is available, making it the first reference customer from the maritime industry on the new satellite.

Lars Erik Lunøe, CEO of Telenor Maritime said: *"We are pleased to extend our collaboration with Eutelsat. Eutelsat was selected based on its ability to deliver the right platform/ and service mix to suit our target markets and the flexibility to accommodate our high standards with respect to the latency of voice traffic, capacity management and deployment flexibility."*

Philippe Oliva, Chief Commercial Officer of Eutelsat Communications said: *"We thank Telenor Maritime for placing its trust in Eutelsat, and making us its main supplier of managed maritime connectivity services, enabling it to extend its offer of high speed connectivity to its customers. This contract testifies to the unparalleled coverage of Eutelsat's fleet as well as its flexible and innovative approach in delivering tailor-made solutions for its customers."*

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## **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. Around 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](http://www.eutelsat.com)

<b>Media enquiries</b>		
Joanna Darlington	Tel.: + 33 1 53 98 35 30	<a href="mailto:jdarlington@eutelsat.com">jdarlington@eutelsat.com</a>
<b>Investors</b>		
Joanna Darlington	Tel.: +33 1 53 98 35 30	<a href="mailto:jdarlington@eutelsat.com">jdarlington@eutelsat.com</a>
Cédric Pugni	Tel.: +33 1 53 98 35 30	<a href="mailto:cpugni@eutelsat.com">cpugni@eutelsat.com</a>
Alexandre Enjalbert	Tel.: +33 1 53 98 35 30	<a href="mailto:aenjalbert@eutelsat.com">aenjalbert@eutelsat.com</a>

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