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Extending mobile telephony to rural areas of Sub-Saharan Africa: Eutelsat partners with Camusat to deliver turnkey solutions to mobile operators

Photo: From left to right: Michel Azibert, Eutelsat's Deputy CEO and Commercial & Development Director and Richard Thomas, Camusat CEO

Cape Town, Paris, 18 November 2015 – Eutelsat Communications (NYSE Paris: ETL), one of the world's leading satellite operators, and Camusat, a market leader in implementing telecom infrastructures, today entered into a partnership agreement that will enhance turnkey connectivity solutions for mobile operators in Sub-Saharan Africa.

The agreement will drive growth of mobile communications that have dramatically expanded in sub-Saharan Africa but are still under-developed in remote rural areas where over half of Africa's population lives. In the vast territories yet to be covered terrestrial infrastructure would require heavy investment over several years to link unconnected communities to mobile networks.

Eutelsat and Camusat are drawing on their respective expertise of connectivity markets in Africa to provide mobile operators with turnkey solutions. Eutelsat can deliver satellite coverage of all African territories while Camusat provides expertise in telecom infrastructure deployment, including building, providing electrical power and maintaining towers for mobile telephony networks via more than 1,000 employees in the African continent.

For Michel Azibert, Eutelsat's Commercial and Development Director: *"This partnership marks a new step in our collaboration with Africa's mobile telephony*

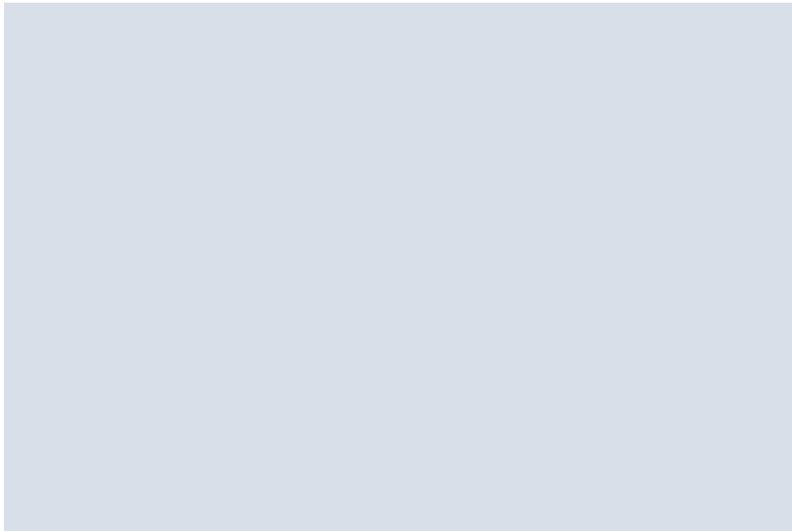
operators. In addition to regular lease of satellite capacity to support network development, our new partnership with Camusat equips us to offer solutions covering the entire communication chain with maximum flexibility and irrespective of location."

Camusat CEO, Richard Thomas, added: *"This new partnership with Eutelsat in a tremendously dynamic market represents a future growth driver from which our mobile operator clients will be able to derive maximum benefit by extending the limits of their markets. This agreement will ensure connectivity for communities who have remained beyond reach of mobile networks."*

Eutelsat and Camusat are exhibiting at [AfricaCom 2015](#) from 17-19 November, Cape Town International Convention Centre:

Eutelsat: booth D6

Camusat: booth A19





For further information:

www.camusat.com

Facebook: <https://www.facebook.com/camusat/>

LinkedIn: <https://www.linkedin.com/camusat>

YouTube: <https://www.youtube.com/channel/UCN3k0EyqTVU8QggtBzO5UfQ>

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About Camusat:

CAMUSAT is one of the market leaders in the implementation of telecom infrastructures and one of the most experienced network developers with a history which starts back in the late 40's Our committed mission is to help the telecom actors to efficiently build and optimize their networks development by integrating the traditional telecom technologies with the most innovative know-how from adjoining fields. Our R&D Department

develops innovative infrastructure solutions. Integration of quality-proofed technologies and services, as well as proficient project management skills and flexibility have played a crucial part in our success today. Diversity is another key success factor. Motivating incentive plans, strong team spirit, constant professional training, international mobility and efficiency are our strengths in achieving our client's high standard requirements. Camusat's headquarters are located in Paris, France. Nearly half of Camusat's 2000 employees work on the African continent. The company operates on the five continents with over 40 subsidiaries.

About Eutelsat Communications

Established in 1977, Eutelsat Communications (Euronext Paris: ETL, ISIN code: FR0010221234) is one of the world's leading and most experienced operators of communications satellites. The company provides capacity on 38 satellites to clients that include broadcasters and broadcasting associations, pay-TV operators, video, data and Internet service providers, enterprises and government agencies.

Eutelsat's satellites provide ubiquitous coverage of Europe, the Middle East, Africa, Asia-Pacific and the Americas, enabling video, data, broadband and government communications to be established irrespective of a user's location.

Headquartered in Paris, with offices and teleports around the globe, Eutelsat represents a workforce of 1,000 men and women from 37 countries who are experts in their fields and work with clients to deliver the highest quality of service.

For more about Eutelsat please visit www.eutelsat.com

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