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# **NEC XON AND EUTELSAT ONEWEB SIGN DISTRIBUTION AGREEMENT FOR LEO CAPACITY IN SUB-SAHARAN AFRICA**

- **Multi-year master contract offering transformative, enterprise-leading connectivity**
- **Significant demand for LEO connectivity across Sub-Saharan Africa**
- **Significant step towards bridging the digital divide and elevating business connectivity across the continent**
- **NEC XON to be the training academy for Eutelsat OneWeb**

## products and services

**Cape Town, 15 November 2023:** Eutelsat OneWeb, the LEO internet operator and part of Eutelsat Group and NEC XON, a leading African Information and Communications Technology (ICT) integrator, have signed a multi-year master distribution agreement to bring high-quality LEO connectivity to Sub-Saharan Africa. The agreement encompasses installation, and comprehensive training across Sub-Saharan Africa.

Eutelsat OneWeb's LEO satellite-based network will provide high throughput, low latency connectivity to support rapid digital economy growth. This move supports the pressing need for seamless connectivity without borders, in applications such as cellular backhaul, oil and gas, agriculture, government and mining. The integration with NEC XON's high quality ICT services will enable cutting-edge connectivity designed for the demands of the African continent. Furthermore, the agreement provides for a bandwidth-and Service Level Agreement to ensure that customers get the speed and QoS they expect.

"As a global leader in ICT we are embracing Eutelsat OneWeb's satellite technology, where the collaboration signifies a pivotal leap towards a more connected Sub-Saharan Africa. This is in line with our commitment to equipping businesses across the continent with solutions that drive growth and innovation," says **Wally Beelders, Executive Communications Solutions at NEC XON.**

**Cyril Dujardin, co-General Manager of Eutelsat OneWeb,** says: "By teaming up with NEC XON, Eutelsat OneWeb is positioning its satellite prowess with regional expertise to reshape connectivity in Sub-Saharan Africa. This partnership demonstrates the LEO's power to transcend geographical constraints and unlock new applications such as connected agriculture, connected mine sites, connected enterprise and local government e-services.

NEC XON is developing innovative solutions that transform the way people live and work. By leveraging NEC's global expertise in information and communications technology (ICT) and combining it with NEC XON's deep understanding of the African market, this agreement will support the various needs of enterprise customers and ensure one-stop delivery of device terminals and customer support while keeping costs and energy consumption minimal. This is especially true for remote regions, where terrestrial and

mobile networks, have posed a natural and historical challenge and where traditional VSAT has its limitations.

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## **About NEC XON**

NEC XON is a leading African integrator of ICT (Information and Communication Technology) solutions and part of NEC, a global Japanese firm. The company has operated in Africa since 1963 and delivers communications, energy, safety, security, and digital solutions. It co-creates social value through innovation to help overcome serious societal challenges. The organisation operates in 54 African countries and has a footprint in 16 of them. Regional headquarters are in South, East, and West Africa. NEC XON is a level 1-certified broad-based black economic empowerment (B-BBEE (broad based black economic empowerment) business. Learn more at [www.nec.xon.co.za](http://www.nec.xon.co.za).

## **About Eutelsat Group**

Eutelsat Group is a global leader in satellite communications, delivering connectivity and broadcast services worldwide. The Group was formed through the combination of the Company and OneWeb in 2023, becoming the first fully integrated GEO-LEO satellite operator with a fleet of 36 Geostationary satellites and a Low Earth Orbit (LEO) constellation of more than 600 satellites.

The Group addresses the needs of customers in four key verticals of Video, where it distributes more than 6,500 television channels, and the high-growth connectivity markets of Mobile Connectivity, Fixed Connectivity, and Government Services.

Eutelsat Group's unique suite of in-orbit assets enables it to deliver integrated solutions to meet the needs of global customers. The Company is headquartered in Paris and the Eutelsat Group employs more than 1,700 people across more than 50 countries. The Group is committed to delivering safe, resilient, and environmentally sustainable connectivity to help bridge the digital divide. The Company is listed on the Euronext Paris Stock Exchange (ticker: ETL) and the London Stock Exchange (ticker: ETL)

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