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Ooredoo chooses Eutelsat's high-performance KA-SAT satellite to launch new broadband services for businesses in Qatar

Photo credit: Ooredoo

Eutelsat Broadband inks its first distribution agreement in Middle East

Doha, Paris, 30 November 2015 - Eutelsat Communications (NYSE Euronext Paris: ETL), one of the world's leading satellite operators, today announced a distribution agreement between its Eutelsat Broadband subsidiary and Ooredoo, Qatar's leading communications company, to deliver an enhanced VSAT service for businesses called "VSAT Internet".

The new service will be based on the high-performance KA-SAT satellite dedicated to broadband services. By selecting the KA-SAT infrastructure, Ooredoo has chosen the fastest and highest-quality satellite broadband service in the Middle East. Ooredoo's "VSAT Internet" will deliver a reliable and competitively-priced solution that compares to terrestrial broadband, with download speeds up to 22 Mbps and upload speeds up to 6 Mbps. Through this service, Ooredoo aims to deliver communications support for a wide range of applications such as point-of-sale transactions, data processing, reservation systems and high-speed Internet access, ensuring business continuity.

Ooredoo's new service is particularly useful for businesses in remote locations operating notably in desert and coastal waters. It provides immediate access and the benefits of a flexible connectivity model with on-demand volume booster, and a secure system with a 24/7 command control centre (CCC) for constant monitoring. It is designed to deliver tailored

communication for businesses operating in sectors such as construction, hospitality, manufacturing, tourism and agriculture as well as government agencies and news agencies.

Waleed Al Sayed, Chief Operating Officer of Ooredoo Qatar, said: *“We’ve launched this new VSAT service to ensure that Qatar’s businesses have the best connections available 24/7 anywhere in the country. We are confident that this solution, powered by Eutelsat’s innovative KA-SAT satellite, will help us to better match service to the specific requirements of our enterprise customers.”*

Patrice Segura, Head of Sales France & MENA, Eutelsat Broadband, added: *“This distribution agreement marks a first for Eutelsat Broadband in the Middle East, leveraging on Eutelsat’s broad experience in broadcasting in the region. We are convinced that the performance of satellite broadband through KA-SAT will be ideally suited for answering business needs in the Gulf States and coastal waters.”*

“VSAT Internet” is available from QR 3,000 per month (774€). Data Packs are also available to boost volume after consuming the 200 GB monthly data quota. Customers benefit from one fixed public IP address per link.

For full details of all plans, pricing and offers available for business customers please visit <http://www.ooredoo.qa/en/vsat-internet>.

About Ooredoo

Ooredoo is Qatar’s leading communications company, delivering mobile, fixed, broadband internet and corporate managed services tailored to the needs of consumers and businesses. As a community-focused company, Ooredoo is guided by its vision of enriching people’s lives and its belief that it can stimulate human growth by leveraging communications to help people achieve their full potential. <http://www.ooredoo.qa>.

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

About Eutelsat Broadband

Eutelsat Broadband is a business unit of Eutelsat, one of the world's leading satellite operators. It provides satellite broadband services to residential and professional markets, as well as to broadcasters, across the European continent, North Africa and large parts of the Middle East. Its residential product tooway™ is the best in class satellite broadband solution and a unique cost-effective alternative to terrestrial access technologies in unserved and underserved areas, with download speeds up to 22 Mbps and upload speeds up to 6 Mbps. The connectivity needs of corporate customers and telcos are catered for by tooway™ Business solutions. tooway™ Business offers broadband packages with a wide range of data allowances up to 200GB a month and a host of flexible B2B features including Public IP addresses, Business Hour Protection and a full array of customisable options including guaranteed bandwidth speeds. Eutelsat Broadband also provides the latest IP based satellite news gathering solutions, with its NewsSpotter service.

For more information, visit: www.eutelsatbroadband.com and www.linkedin.com/company/eutelsat-broadband

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