



## **Wireless Innovation selects Eutelsat's KA-SAT satellite for mobile office and critical communication services for business customers**

**Paris, UK, 30 April 2014** - Eutelsat Communications (NYSE Euronext Paris: ETL) has signed a distribution agreement with Wireless Innovation, a leading provider of end-to-end wireless communication services, to enable it to use Eutelsat's KA-SAT High Throughput Satellite to provide critical communication services and connectivity for temporary and mobile offices to the utilities, renewables, construction, asset management and military sectors in Europe.

Wireless Innovation specialises in providing satellite and radio based SCADA/telemetry backhaul solutions to UK and global electricity, water, oil and gas companies. Its team of data communications experts is active in over 100 countries, offering consultancy, design, installation, support and billing to its customer base.

Phil Rouse, Managing Director at Wireless Innovation, said: "Eutelsat's KA-SAT gives us the flexibility to provide our customers with instant access to high speed broadband and data communications services anywhere across Europe. This capability is essential in core markets where operations often take place in remote environments. We have already begun to use the KA-SAT service to meet customer demand and we are building a range of tailored communications solutions for our customers around the service."

Jean-François Fenech, General Manager of Eutelsat Broadband, said: "Wireless Innovation's choice of KA-SAT is new evidence of the capacity of our high throughput platform to serve professional markets where clients across different sectors expect their unique needs to be addressed in terms of reach, flexibility, security and quality of service. We are delighted to strike this partnership with an industry leader that has an expert understanding of satellite communications and how they can contribute to end-to-end solutions for its customers."

KA-SAT, the first High Throughput Satellite (HTS) in Europe is a new generation of multi-spotbeam, high capacity satellite optimised for broadband communications. Its spotbeam configuration enables frequencies to be reused 20 times and takes total satellite throughput to beyond 90 Gbps. KA-SAT is able to offer high bandwidth and operate with small, competitively-priced end user terminals. It allows businesses in remote or low Internet connectivity areas to quickly and effectively establish data services and scale them to meet their needs.

## About Eutelsat Communications

Established in 1977, Eutelsat Communications (NYSE 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 36 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 32 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](http://www.eutelsat.com)

### ■ Press

Vanessa O'Connor	Tel: + 33 1 53 98 37 91	<a href="mailto:voconnor@eutelsat.com">voconnor@eutelsat.com</a>
Frédérique Gautier	Tel: + 33 1 53 98 37 91	<a href="mailto:fgautier@eutelsat.com">fgautier@eutelsat.com</a>
Marie-Sophie Ecuier	Tel: + 33 1 53 98 37 91	<a href="mailto:mecuer@eutelsat.com">mecuer@eutelsat.com</a>

### ■ Investors and analysts

Leonard Wapler	Tel. : +33 1 53 98 35 30	<a href="mailto:lwapler@eutelsat.com">lwapler@eutelsat.com</a>
Cédric Pugni	Tel. : +33 1 53 98 35 30	<a href="mailto:cpugni@eutelsat.com">cpugni@eutelsat.com</a>

## About Wireless Innovation Ltd ([www.wireless-innovation.co.uk](http://www.wireless-innovation.co.uk))

Wireless Innovation Ltd was formed from a management buyout in 2004 and is a leading supplier of global satellite and cellular communication solutions. It has been providing SCADA and Telemetry backhaul systems to UK, Europe and Global customers for over 15 years. During this time, Wireless Innovation Ltd has built on over 100 years experience of the integration of a range of wireless solutions with a number of different SCADA & Telemetry systems. This knowledge forms the basis of the company's unique approach to project implementation. Specifically, Wireless Innovation Ltd specialises in delivering a complete, turnkey solution for all satellite communications. Wireless Innovation are pioneers in wireless data communications, with customers in over 80 countries, and hold the Queen's Award for Enterprise (International Trade.)

### For further information

Graham Hart-Ives  
ghi@wi-ltd.net  
Tel: +44 7734 785 244