



Via Sat Brasil books full High Throughput Payload on EUTELSAT 3B satellite for broadband services across Brazil

Paris, 15 May 2014 – Via Sat Brasil today announced that it has concluded a multi-year contract with Eutelsat do Brasil, the Brazilian affiliate of Eutelsat Communications (NYSE Euronext Paris: ETL) for the entire High Throughput payload on the EUTELSAT 3B satellite that is scheduled for launch on May 26.

Working closely with Via Sat Brasil, Eutelsat will configure the Ka-band payload on its new satellite to deliver full coverage of Brazil via five steerable Ka-band spotbeams. It is the first time that Brazil will benefit from nationwide satellite coverage in the Ka-band to complement fixed and mobile terrestrial infrastructure used for broadband services.

Via Sat Brasil will use EUTELSAT 3B to complement its existing coverage of specific areas of Brazil for consumer and SME markets. It will notably expand the service it can provide to enterprise markets and offer a response to increasing demand for Internet connectivity from high-tech companies operating in rural areas beyond terrestrial broadband arteries. The company also plans to diversify into satellite Internet access on selected airline routes between Brazil's main business hubs.

Antonio Castro, CEO of Via Sat Brasil commented on the agreement: *“Via Sat Brasil is very excited about the arrival of EUTELSAT 3B over all of Brazil. Its unique architecture will enable us to offer high-quality ICT solutions that will reduce the digital divide across the entire country. Thanks to the broadband service we will offer, no business will be deprived of the opportunity to grow because connectivity simply doesn't meet their requirements.”*

Michel de Rosen, Chairman and CEO of Eutelsat, added: *“This landmark agreement with Via Sat Brasil reflects our strategy to provide bespoke satellite resources for market-leading partners in key countries in Latin America. Our broadband customers want the assurance that their satellite partner has the highest levels of understanding of IP markets and this is where Eutelsat has a competitive edge. Through the experience already garnered with our KA-SAT High Throughput Satellite, we are in an exceptional position to work with clients worldwide on broadband deployment for enterprises and consumers on ground, in-flight and at sea. This agreement with Via Sat Brasil is new evidence of the value of this competence, and we look*

forward to partnering with them on delivering users across Brazil a high-quality Internet experience.”

With offices in Rio de Janeiro, Eutelsat do Brasil is part of Eutelsat Americas that provides satellite capacity and services to telcos, broadcasters, ISPs and government agencies across the Americas.

About Via Sat Brasil

Established in 2011, Via Sat Brasil is a young telecommunications operator assembling a team with significant experience in satellite communications. Via Sat Brasil is the first telecom operator to offer satellite broadband in certain areas of Brazil (Sao Paulo, Minas Gerais, Espirito Santo, Rio de Janeiro, Goiás e Distrito Federal), using the Ka Band that has transformed the market for high-speed Internet. Via Sat Brasil recently acquired a new shareholder, Brastrading Inc (focused on Telecom distribution and logistics in Latin America) that has injected expertise in supply chain and business structure.

For more about Via Sat Brasil please visit www.viasatbrasil.com.br

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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

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