



M7 Deutschland to acquire KabelKiosk platform from Eutelsat

Luxembourg, Paris, 20 May 2014 – Eutelsat Communications (NYSE Euronext Paris: ETL) today announced the sale to M7A Group S.A., trading under the name of M7 Deutschland, of Eutelsat visAvision GmbH., that operates the KabelKiosk platform of digital channels and interactive services for cable and IPTV networks in Germany.

M7A Group is an affiliate of M7 Group, one of the fastest growing operators of TV platforms in Europe and particularly well positioned to ensure KabelKiosk's continuing development, including the launch of its new IPTV and OTT video delivery platforms.

The transaction includes a long-term agreement for the lease of multiple transponders at Eutelsat's 9° East orbital position. Eutelsat will also continue to provide uplink services for the KabelKiosk platform from its teleports in Italy and France. Eutelsat and M7 Deutschland have moreover agreed they will establish a strategic partnership for connected TV, combining broadcast and on-demand video services.

Michel de Rosen, Chairman and CEO of Eutelsat, commented: *"Having built a strong video distribution platform in Germany it is now time for a new shareholder to drive KabelKiosk forward as it embarks on a new chapter of expansion. Following the recent launch by M7 of its new Hungarian pay-TV venture from our 9° East video neighbourhood, the transaction announced today strengthens our relationship with the M7 group of companies. I take this opportunity, on behalf of all at Eutelsat, to express our appreciation to the KabelKiosk team, led by Martina Rutenbeck and Alessandro Lanfranconi, for the energy and dedication they have applied to building a vibrant business that is well positioned to move ahead with its next phase of growth."*

Kees Färber, Managing Director of M7 Deutschland, added: *"The acquisition of KabelKiosk is an excellent opportunity for us to enter into the German market for TV platform operators. We are confident that KabelKiosk will further grow its existing cable business, as well as achieve additional growth through the exciting new opportunities provided by the new IPTV and OTT delivery platforms."*

Martina Rutenbeck, Managing Director of KabelKiosk, said: *“By leveraging M7’s significant expertise in platform operations, we are well positioned to continue to expand our cable activity and, at the same time, to accelerate our diversification into IPTV/OTT service provision.”*

KabelKiosk generated approximately €25 million of revenues in Eutelsat’s 2012-2013 financial year. The terms of the sale agreement remain confidential. Subject to regulatory approvals and other customary conditions the transaction is expected to close in July.

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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About M7 Deutschland

M7A Group S.A., trading under the name of M7 Deutschland, and M7 Group S.A. belong to the CDS Group of companies. M7 Deutschland is the platform of choice for cable and IPTV networks in Germany for the distribution of digital channels and interactive services. M7 Group is a European Provider of Satellite Services for consumers and business customers. M7 Group operates the following brands: CanalDigitaal and Online.nl in the Netherlands, TV Vlaanderen in Flanders and TéléSAT in French speaking Belgium, AustriaSat and HD Austria in Austria and AustriaSat Magyarország in Hungary and CS Link and Skylink for the Czech and Slovak market. All brands offer tailor made packages for clients adapted to the local culture and language in these countries. Today, M7 Group SA serves more than 3 million viewers who use a small satellite dish to receive hundreds of digital national and international TV and radio channels. Since 2011, M7 Group SA also provides Internet and telephony services to its customers in The Netherlands and Belgium. In addition, through its subsidiary Stream Group, M7 delivers enhanced interactive video, OTT and multiscreen services in Europe and Asia through its Solocoo platform.

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