

Elara scales up capacity on Eutelsat fleet with multi-satellite agreement for data services in Latin America

Paris, 14 October 2015 – Elara Comunicaciones, a leading provider of telecommunications and technology services in Mexico, has once again boosted its capacity on the Eutelsat Communications (NYSE Euronext Paris: ETL) fleet through a multi-year, multi-transponder and multi-satellite agreement with Eutelsat Americas that will allow Elara to provide data services in Mexico and across Latin America.

The new agreement involves capacity on the next-generation all electric EUTELSAT 115 West B satellite, set to enter service this week, as well as on EUTELSAT 117 West A. The new resources will allow Elara to provide a broad range of data services for high-performance applications such as corporate networks, government initiatives, broadband connectivity, cellular backhaul, oil & gas and mobility services.

Elara and Eutelsat Americas have a longstanding relationship and have notably collaborated on the Mexican Ministry of Communications and Transport's México Conectado initiative, which seeks to provide broadband connectivity everywhere in the country. As a result of this agreement, Eutelsat will become Elara's number one supplier of satellite capacity.

Elara operates one of the top teleports in Mexico and is the only Mexican teleport ranked in 2014 by the WTA "World Teleport Association" as the #1 Teleport in economic growth. It has been included in the "Top 20 Worldwide Ranking" of independent teleports for three consecutive years. Its team has been widely recognised, with Elara's CEO, Jorge Villarreal, awarded the World Teleport Association's "Executive of the Year" title in 2015, among numerous other awards.

Patricio Northland, CEO of Eutelsat Americas, said: "We are delighted to continue to strengthen our relationship with Elara and appreciate the continued trust of Jorge Villarreal and his team in our fleet and service. We look forward to working closely with Elara to ensure we can continue responding to their changing needs in the region."

Jorge Villarreal, CEO of Elara Comunicaciones, added: "The partnership between Elara and Eutelsat Americas sets a clear roadmap to stay at the forefront of our industry, by providing us with state-of-the-art technology and next-generation satellites. This will maintain our market leadership and assure that our connectivity solutions exceed customer needs in every targeted sector."

EUTELSAT 115 West B is the first all-electric satellite in Eutelsat's global fleet. With 24 C-band and 41 Ku-band equivalent transponders connected to specific service areas including Alaska, Canada, Mexico and South America, exceptional elevation angles and EIRP levels throughout the region, EUTELSAT 115 West B takes Eutelsat's coverage of the Americas to a new level to offer cost-effective solutions for clients providing services that include video broadcasting, broadband access, cellular backhaul, VSAT solutions and social connectivity.

EUTELSAT 115 West B will be followed into orbit in first quarter 2016 by the all-electric EUTELSAT 117 West B satellite that will be located at 117° West to boost capacity for Latin America broadcast markets. EUTELSAT 65 West A, the third satellite in the expansion roadmap of Eutelsat Americas, is scheduled for launch during 2016. It will feature high-power coverage of Brazil and Latin America in C, Ku and Ka-bands.

About Elara

Founded in 2004, Elara Comunicaciones offers the best service experience to its clients, being a business consultant for their telecommunications needs. Elara is the most experienced teleport operator within the corporate market, for satellite telecommunication and technology services in Mexico. The company offers tailor made and innovative satellite solutions for GSM backhaul, quick start, back up and primary links, for vertical markets such as Oil and Gas, Mining, Carriers and Government. Elara has VSATs operating corporate traffic with voice, data and video, using its teleport located in Mexico City. Elara has the ISO 9001:2008 certification, thus guaranteeing the standardization of its services and processes, making the operation more efficient and allowing the company to be part of the sixty "Mejores Empresas Mexicanas" in 2014.

For more about Elara visit www.elara.com.mx

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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 39 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 visit www.eutelsat.com

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