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Optimus chooses Eutelsat's KA-SAT satellite to launch a new range of IP services for enterprises in Portugal

Using Eutelsat's KA-SAT High Throughput Satellite, Optimus brings fast IP access to Portuguese enterprises beyond terrestrial broadband networks

Lisbon, Paris, May 14, 2012 - Eutelsat Communications (Euronext Paris: ETL), Europe's leading satellite operator, today announced a distribution agreement between its Skylogic subsidiary and Optimus, one of Portugal's leading telecom operators, to deliver IP services to enterprises in Portugal via the high-performance KA-SAT satellite.

By selecting the KA-SAT infrastructure, Optimus has chosen the fastest and highest-quality satellite broadband service in Europe. Optimus' new range of services will be commercialised under the "Net Sat ON" brand to deliver a reliable and competitively-priced solution that compares to terrestrial broadband. Through "Net Sat ON", Optimus aims to bring fast IP access to business, local administrations and home offices across Portugal, notably in areas beyond reach of terrestrial networks. Currently more than 5% of Portugal's population has no broadband access and a further 5% live in areas underserved with broadband services with less than 4 Mbps.

According to João Ricardo Moreira, Head of Marketing at Optimus: *"We have chosen this new technology in order to ensure continuity of a quality service supported by a network of excellence. We are confident that this solution, powered by Eutelsat's innovative KA-SAT satellite, will increase our flexibility and enable us to better match service to the specific requirements of our enterprise customers."*

Achille De Tommaso, CEO of Skylogic added: *"As one of the major players in telecommunications in Portugal, with a broad experience of the business market, Optimus is the ideal partner to expand reach of satellite broadband across the country. We are convinced that the performance of satellite broadband through KA-SAT will make its mark in meeting the challenge of building a strong and equitable digital landscape."*

About Eutelsat Communications

Eutelsat Communications (Euronext Paris: ETL, ISIN code: FR0010221234) is the holding company of Eutelsat S.A.. With capacity commercialised on 29 satellites that provide coverage across Europe, the Middle East, Africa and significant parts of Asia and the Americas, Eutelsat is one of the world's three leading satellite operators. Eutelsat's satellites broadcast more than 4,000 television channels, of which over 1,000 from the HOT BIRD video neighbourhood at 13 degrees East which serves 120 million cable and satellite homes in Europe, the Middle East and North Africa. The Group's satellites also provide a wide range of fixed and mobile telecommunications services and TV contribution services. Eutelsat's broadband subsidiary, Skylogic, markets and operates access to high speed internet services through teleports in France and Italy that serve enterprises, local communities, government agencies and aid organisations in Europe, Africa, Asia and the Americas. Headquartered in Paris, Eutelsat and its subsidiaries employ just over 700 commercial, technical and operational professionals from 30 countries. www.eutelsat.com

For further information

■ **Press**

Vanessa O'Connor	Tel: + 33 1 53 98 37 91	voconnor@eutelsat.fr
Frédérique Gautier	Tel: + 33 1 53 98 37 91	fgautier@eutelsat.fr
Marie-Sophie Ecuier	Tel: + 33 1 53 98 37 91	mecuer@eutelsat.fr

■ **Investors and analysts**

Lisa Finas	Tel: +33 1 53 98 35 30	investors@eutelsat-communications.com
Leonard Wapler	Tel. : +33 1 53 98 31 07	investors@eutelsat-communications.com

For further information about Optimus

www.optimus.pt

TINKLE

João Martins/ jmartins@tinkle.pt
+ 351 912 454 299 / 213 40 71 26
Tânia Melo / tmelo@tinkle.pt
+ 351 912 584 282 / 213 40 71 27
Sandra Antunes / santunes@tinkle.pt
+ 351 933 032 131 / 213 40 71 20