

PR/36/12

Gulfsat expands business with Eutelsat. New capacity contract on EUTELSAT 8 West A to serve Middle East broadcast markets

Paris, 13 June 2012 - Eutelsat Communications (Euronext Paris: ETL) and Gulfsat, a leading service provider and satellite specialist in the Middle East and North Africa, today announced the signature of a new contract for capacity on Eutelsat's EUTELSAT 8 West A satellite at 8 degrees West. With this new multi-year lease, Gulfsat's fourth transponder with Eutelsat, the Kuwaiti operator is securing long-term access to satellite resources with premium reach over the Middle East.

Gulfsat already broadcasts more than 40 flagship TV channels from EUTELSAT 8 West A, including MBC Group's Al Arabiya news channel and Al Arabiya Al Hadath. The additional resources will support further growth at a key reference for Direct-to-Home broadcasting across the Middle East.

Mustafa Mourad, Chief Operating Officer of Gulfsat declared: *"We are delighted to pursue our longstanding relationship with Eutelsat that over our five years of collaboration has shown its total commitment to helping Gulfsat grow our broadcast business through high-quality satellite resources. We look forward to further strengthening of viewer choice from EUTELSAT 8 West A".*

Jean-François Leprince-Ringuet, Eutelsat Communications Chief Commercial Officer, said: *"This new contract adds further weight to the strong partnerships that Eutelsat nurtures with key players across the Middle East. It opens the door to further development of premium broadcast channels at the 8°West platform whose proximity to our 7°West neighbourhood facilitates Direct-to-Home reception of over 540 TV channels."*

About Gulfsat - www.gulfsat.com

Established in 1995 and headquartered in Kuwait, Gulfsat Communications is one of the leaders in the communications service industry and pioneers in satellite communications. Gulfsat designs, integrates, installs and provides advanced satellite solutions for enterprises, government organisations, broadcasters and home users. Gulfsat is a subsidiary of United Networks, which is part of KIPCO group, the region's leading investment group.

About Eutelsat Communications - www.eutelsat.com

Eutelsat Communications (Euronext Paris: ETL, ISIN code: FR0010221234) is the holding company of Eutelsat S.A.. With capacity commercialised on 28 satellites that provide coverage across Europe, as well as the Middle East, Africa and significant parts of Asia and the Americas, Eutelsat is one of the world's three leading satellite operators. As of 31 March 2012 Eutelsat's satellites were broadcasting more than 4,250 television channels, of which 1,100 broadcast via the HOT BIRD video neighbourhood at 13 degrees East which reaches more than 120 million cable and satellite homes in Europe, the Middle East and North Africa. The Group's satellites also serve a wide range of fixed and mobile telecommunications services, TV contribution markets, corporate networks, and broadband markets for Internet Service Providers and for transport, maritime and in-flight markets. Eutelsat's broadband subsidiary, Skylogic, markets and operates high speed Internet services through teleports in France and Italy that serve consumers, 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 750 commercial, technical and operational professionals. This culturally diverse staff comprises employees from 30 countries.

■ 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 |