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PPC of Nigeria selects EUTELSAT 10A satellite to boost C-band resources for the oil and gas sector

20 MHz of capacity leased on EUTELSAT 10A's powerful African widebeam

Paris, 2 December 2013 – PPC (formerly Philips Projects Centre), one of the leading providers of integrated IT services in Nigeria, has selected Eutelsat Communications (NYSE Euronext Paris: ETL) to boost C-band resources needed to meet increasing demand from the oil and gas industry. PPC has signed a contract with Eutelsat for 20 MHz of capacity on the powerful EUTELSAT 10A satellite whose C-band footprint provides premium coverage of the African continent.

Created in 1991 as Philips Projects Centre, an affiliate of Philips Electronics N.V. of the Netherlands, PPC was transformed in 2002 into a Nigerian limited liability technology company. Its core activities are geared towards delivering specialised integrated ICT services for the energy, financial, medical and other utility and business sectors via three wholly-owned teleports in Nigeria that host hubs serving VSAT terminals and deliver 24/7 customer support.

The capacity leased on EUTELSAT 10A will notably enable PPC to expand its business in the energy sector for which it has developed unique expertise in remote and harsh environments.

PPC's General Manager of Operations, Patrick Ede, commented on the new contract: *"The strong features of EUTELSAT 10A combined with our teleport facilities equip us to meet stringent and growing requirements for highly secured communication. Our strategy is to leverage the strength of EUTELSAT 10A to meet unique customer requirements especially in the oil and gas industry and other sectors of the economy. With EUTELSAT 10A added to our portfolio of satellite resources, we are strengthening our Pan-African coverage and service provision."*

Rodney Benn, Eutelsat VP for Africa added: *"This new contract demonstrates the strong dynamics for VSAT services in Africa which should remain one of the highest in the world over the next 10 years. Satellites have well proven their ability to serve the considerable market of the interior of the continent and complement fibre, which is only viable in highly populated cities and microwave networks, which are restricted to urban areas. We are delighted to initiate this new relationship with PPC which over the last two decades has forged a reputation as an industry reference for complex network solutions serving clients operating in remote terrain and needing the highest quality of service."*

About PPC

PPC Limited (formerly Philips Projects Centre) is a limited liability company primarily geared towards providing specialized support services for turnkey engineering requirements, power and integration of systems. PPC was incorporated in 1991 as Philips Projects Centre, an affiliate of Philips Electronics N.V. of the Netherlands and adopted the PPC acronym as its name after a strategy-driven management buyout of the Dutch parent. With the buyout, PPC kept its old businesses and contacts, and also retained the exclusive distributorship of various professional Philips Business Units and Product Divisions. PPC is a dynamic and innovative systems integrator and service provider with valuable strength in systems integration of Telecommunications, Data network infrastructure, Security and Public address systems, Professional lighting, Tracking, Thermal imaging, Solar & DC power supply system, oil and gas instrumentation, telemetry and tele-protection. In addition to providing infrastructure and managed services pan Nigeria, PPC also covers 6 African countries. PPC is driven by a passion for quality and its staff holds one thing in common: "Good is not good where better is expected." This is why PPC remains ISO9001:2008 certified. PPC has its head office at 8 Kofo Abayomi Street Victoria Island, Lagos with operations spread across Nigeria. www.ppcng.com

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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, 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 30 September 2013 Eutelsat's satellites were broadcasting more than 4,600 television channels to over 200 million cable and satellite homes in Europe, the Middle East and 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 780 commercial, technical and operational professionals. This culturally diverse staff comprises employees from 30 countries. www.eutelsat.com

■ Press

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