

**EUTELSAT HOSTS MEETING OF D-STAR INTERNATIONAL
DISTRIBUTOR NETWORK IN PARIS**

**Eutelsat outlines its broadband objectives for supporting the roll-out of
satellite 2-way broadband services in Europe, Middle East and Africa**

Paris, 26 November 2003

Eutelsat, one of the world's leading satellite operators, this month held the first convention of distributors of its D-STAR broadband service at its Paris headquarters in order to present the roadmap for two-way satellite broadband in Europe, Africa and the Middle East.

The objective of the meeting was to brief distributors on the roll-out of satellite broadband that is attracting an increasing number of businesses located beyond ADSL broadband solutions who have requirements for high-speed Internet access and other broadband services.

The meeting also was also the opportunity to present the full set of turnkey services deployed by D-STAR service providers for users who include businesses, schools and universities, local communities and maritime companies. Key applications offered include distance-learning, telemedicine, video-conferencing, voice over IP and multimedia content delivery for animating retail outlets with product information.

In addition to representatives from 13 D-STAR distributors in Europe, North Africa and the Middle East, the meeting was attended by representatives from the installer network, antenna suppliers and ViaSat, which manufactures the satellite IP terminal used.

Arduino Patacchini, Eutelsat's Multimedia Director, said: "Ongoing and close cooperation and exchange between the complete chain of players are key

success factors for D-STAR. By assembling our distributor network together with installers, antenna manufacturers and the D-STAR terminal supplier, we have been able to fully focus on what customers expect from two-way satellite broadband and involve all the players who are active in delivering this service in its continued development.”

The D-STAR terminals use 90cm antennas that are connected to Eutelsat’s multimedia platforms in France and Italy and use capacity on its satellites for serving Europe, Africa and the Middle East. With this infrastructure Eutelsat is actively contributing to the take-up of broadband in Europe by enabling use of sub-one metre antennas and efficient bandwidth consumption for two-way services. Eutelsat and partners have deployed six new multimedia platforms over the last 12 months in order to support national and regional broadband programmes, three of them to strengthen the D-STAR service in Ku-band and in C-band over Africa. Eutelsat offers D-STAR through capacity on six of its satellites. The service will also be offered through its newly launched e-BIRD™ satellite which is due to go into service at 33 degrees East in the second week of December and which has been specifically designed for two-way broadband services.

About Eutelsat

With capacity commercialised on satellites that provide coverage from the Americas to Far East Asia, Eutelsat is one of the world's leading satellite operators. This satellite infrastructure gives the company the flexibility to offer direct-to-home broadcasting, video distribution and contribution services, corporate network solutions, positioning and communications services for mobile users and a portfolio of IP applications which include broadband Internet access and Internet backbone connections. Eutelsat has developed a range of turnkey broadband products (D-STAR, D-SAT, OPENSKY™) for local communities, SMEs, SoHos and consumers beyond ADSL access. It has also set up a subsidiary called Skylogic Italia to market and operate broadband services through its multimedia platform in Turin (Italy). Eutelsat's satellites broadcast more than 1,300 television and 700 radio stations to an audience of 107 million cable and satellite homes.

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