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IABG SELECTS EUTELSAT FOR FULLY SECURE SATELLITE-BASED BROADBAND SOLUTIONS IN EUROPE, NORTH AFRICA, MIDDLE EAST
Leading German technology service provider leases four transponders on Eutelsat's W6 satellite

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Eutelsat, one of the world's leading satellite operators, today announced an agreement with IABG, a leading German technology service provider, for satellite capacity to expand its broadband services offer in the Middle East. IABG will use four transponders on Eutelsat's W6 satellite, which supplies a footprint optimised for companies and organisations with communications requirements between Europe, North Africa, the Sahara, the Middle East and the Gulf region.

The new services of IABG to these regions will include the implementation and management of fully secure satellite-based communication solutions and a new service for analysing communication network vulnerability. IABG is a privately owned company specialised in technology and science service provision. The company has four decades of experience in civilian and military services areas with clients who include Airbus for whom IABG is currently conducting calibration and durability tests for the new A380 airliner.

IABG will primarily target its services to organisations and enterprises in Germany, Italy, Austria and Switzerland who want to establish closer, faster and more secure communications links between their sites in the Middle East and Gulf regions and their headquarters in central Europe. The company already operates many hundreds of networks for large corporations and ISPs in the Middle East. For the transfer of these networks from other satellite systems and its new security services, IABG will use four of the 24 transponders on Eutelsat's W6 satellite.

"Eutelsat offers the highest standards in quality and security of its satellites. With W6, we are able to further extend the high reliability of our service offer in the Middle East. This new agreement also enables us to initiate our new high-end security solution via satellite," commented Hans Salzinger, Vice-President of IABG. "The concept of security is a leitmotif of

our company's business. Within the scope of our projects, IAGB is a market-leader in the operation of worldwide secure simulation networks," added Salzinger.

"By combining our W6 satellite with the exceptional know-how of IAGB, customers in German-speaking markets and in Italy are now able to establish fully secure satellite-based communication networks with their sites in North Africa, the Middle East and the Gulf regions, with the highest international standards," said Olivier Milliès-Lacroix, Commercial Director of Eutelsat S.A.

Today hundreds of international companies, carriers, ISPs and large organisations use complete end-to-end communication solutions provided by IAGB for Internet, voice, data and video transmissions via satellite. The company operates two teleports, in Ottobrunn and Weilheim, near Munich (Germany) which are connected to the Internet backbone and the company's own fibre network, and which are strategically located to be able to access satellites reaching Latin America, Africa, Europe, the Middle East and the Far East.

About IABG

IABG is a leading European service provider with over 1,000 highly qualified employees at 12 sites across Europe. The company is active in Automotive, ICT, Transport & Environment, Aeronautics, Space and Defence & Security with an annual turnover of € 140 million. The company is serving customers in the industrial and public sector and has more of 40 years of experience in offering tailored experimental, analytical and system solutions to its customers. www.iabg.de

About Eutelsat

With capacity commercialised on 23 satellites that provide coverage from North and South America to Far East Asia, Eutelsat is one of the world's three leading satellite operators. Its satellites are used for broadcasting more than 1,500 television and 800 radio stations to 120 million cable and satellite homes, for TV contribution services, corporate network solutions, positioning and communications solutions for mobile users, Internet backbone connections and broadband access for terrestrial, maritime and in-flight applications. Eutelsat has developed a range of turnkey broadband products for local communities, corporates, SoHos and consumers. Its broadband subsidiary Skylogic markets and operates services through multimedia platforms in France and Italy that serve sites in Europe, Africa, Asia and the Americas. Headquartered in Paris, and with staff of 450 commercial, technical and operational experts from 25 countries, Eutelsat generated turnover of €760 million for the 2003/2004 financial year.

www.eutelsat.com

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