

via
eutelsat



Al Harbi Telecom
Al Jazeera Children's Channel
Inclarity
Multichoice Africa

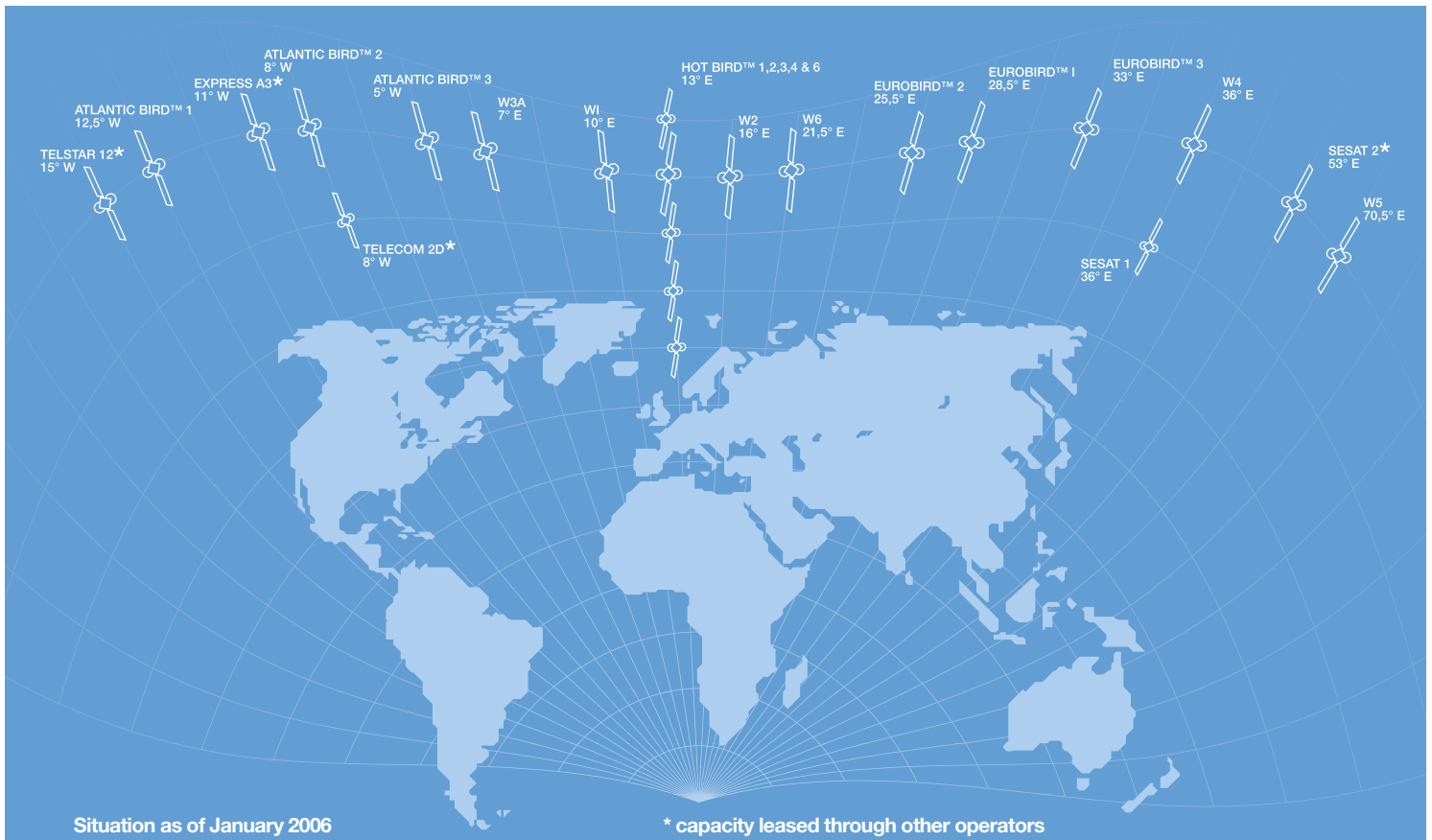
Nilesat
Omantel
Orascom

RTS 1
SNRT
Sodexam

Teledata
Telma
Visabeira

**YOUR SATELLITE PARTNER FOR
AFRICA & THE MIDDLE EAST**

FEBRUARY 2006



YOUR SATELLITE PARTNER FOR THE MIDDLE EAST AND AFRICA

MIDDLE EAST

- > ATLANTIC BIRD™ 1
12.5 degrees West (Ku-band)
- > ATLANTIC BIRD™ 2
8 degrees West (Ku-band)
- > ATLANTIC BIRD™ 3
5 degrees West (Ku- and C-band)
- > W3A: 7 degrees East (Ku-band)
- > W1: 10 degrees East (Ku-band)
- > HOT BIRD™ 2, 3, 4 & 6
13 degrees East (Ku-band)
- > W6: 21.5 degrees East (Ku-band)
- > EUROBIRD™ 2: 25.5 degrees East (Ku-band)
- > SESAT 1: 36 degrees East (Ku-band)
- > SESAT 2: 53 degrees East (Ku-band)
- > W5: 70.5 degrees East (Ku-band)

NORTH AFRICA

- > ATLANTIC BIRD™ 3
5 degrees West (Ku- and C-band)
- > ATLANTIC BIRD™ 1
12.5 degrees West (Ku-band)
- > ATLANTIC BIRD™ 2:
8 degrees West (Ku-band)
- > W3A: 7 degrees East (Ku-band)
- > W1: 10 degrees East (Ku-band)
- > HOT BIRD™ 2, 3, 4 & 6
13 degrees East (Ku-band)
- > W2: 16 degrees East (Ku-band)
- > W6: 21.5 degrees East (Ku-band)
- > EUROBIRD™ 2: 25.5 degrees East (Ku-band)
- > SESAT 1: 36 degrees East (Ku-band)
- > SESAT 2: 53 degrees East (Ku-band)
- > W5: 70.5 degrees East (Ku-band)

SUB-SAHARAN AFRICA

- > ATLANTIC BIRD™ 3
5 degrees West (C-band)
- > W3A : 7 degrees East (Ku-band)
- > W1: 10 degrees East (Ku-band)
- > W2: 16 degrees East (Ku-band)
- > SESAT 1: 36 degrees East (Ku-band)
- > W4: 36 degrees East (Ku-band)

OPERATING FACTS

- > Capacity commercialised on 22 satellites (18 fully owned by Eutelsat) from 15 degrees West to 70.5 degrees East
- > One of the world's youngest satellite systems (average age 4.4 years as of 30 June 2005)
- > Market presence in Europe, Africa, Asia, the Americas
- > Broadcasting over 1700 TV channels and 860 radio stations
- > Serving pay-TV platforms in Africa, France, Greece, Italy, Poland, Russia, Turkey, UK, Ukraine and the Indian Ocean islands
- > Installed base of almost 120 million cable and satellite homes in Europe, North Africa, Middle East
- > Teleports in France and Italy for broadband connectivity in Europe, Africa, Asia, and the Americas
- > Maritime and in-flight broadband services
- > 850 professional data networks in 70 countries
- > 480 employees from 25 countries



>> FOREWORD

Africa and the Middle East are today two of the world's most dynamic regions for broadcast and broadband communications. In both regions wireless technologies, led by satellite, sit at the heart of the deployment of new services that can reach every user. Once a satellite-based structure is in place, applications such as Internet access, backbone connectivity, Voice over IP, GSM trunking, Virtual Private Networks, television distribution and contribution can take off, giving enterprises, individuals and public institutions a valued economic and social links to the world.

In this special issue of our newsletter on Africa and the Middle East we invite you to read about the expansion and diversification of the satellite capacity and services made available to users through Eutelsat and our broadband affiliate Skylogic Italia. Through our in-orbit resource on 22 satellites which span the orbital arc from 15 degrees West to 70.5 degrees East, Eutelsat can provide a single footprint over sub-Saharan Africa in C-band, and Ku-band. We also serve the Middle East as far as the Gulf states and North Africa with Ku-band capacity that can provide a bridge to Europe, the Americas and Asia. In addition to meeting requirements for domestic or regional coverage, we can connect in a single hop ISPs to the Internet backbone in western Europe, support the expansion of pay-TV platforms through high-power footprints and the deployment of vital national education and security programmes in regions with no terrestrial infrastructure.

This flexibility and commitment to satisfy the diverse requirements of our users has enabled us to win the confidence of clients that include Arabsat, Nilesat, Noorsat, MultiChoice Africa, Orascom, Al Harbi, Algérie Telecom and Omantel. In the broadcast market, in addition to a new digital platform by Morocco's national broadcaster, SNRT, we have recently seen the arrival of new television channels such as the Al Jazeera Children's Channel and the expansion of MultiChoice Africa's DSTV platform.

For the future, Eutelsat remains committed to supporting growing demand from television companies, telcos, ISPs, enterprises and government agencies. Programmers at our HOT BIRD™ broadcast neighbourhood at 13 degrees East will soon benefit from our new HOT BIRD™ 7A and HOT BIRD™ 8 satellites which provide a single footprint into cable and satellite homes in Europe, North Africa and the Middle East. Our 36 degrees East location hosts two satellites with coverage optimised for sub-Saharan Africa and is one of our key growth positions.

We look forward to meeting you in 2006 and to working with you on the continued diversification of satellite communications throughout Africa and the Middle East.

Olivier Milliès-Lacroix
Eutelsat Commercial Director

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>> New digital multiplex from Morocco opens to millions

Morocco's national public broadcaster SNRT (*Société Nationale de Radio et de Télévision Marocaine*), has launched a new multiplex of six television channels and four radio stations on Eutelsat's HOT BIRD™ video neighbourhood at 13 degrees East.

The new multiplex is a landmark in digital broadcasting in Morocco, which is being driven by the Ministry of Communications. Channels offered in the multiplex include TVM, which is going digital after 13 years of analogue satellite broadcasting through Eutelsat. Five channels in the multiplex are broadcasting free-to-air, and can be received by direct-to-home antennas. The sixth channel (TVM National) is encrypted and delivered to terrestrial transmitters for analogue broadcasting in Morocco.

Olivier Milliès-Lacroix, Eutelsat's Commercial Director, was upbeat in commenting on this latest development in North Africa's broadcasting environment: "We are delighted to contribute to the expansion of the digital media sector in Morocco. This new contract consolidates our longstanding partnership with SNRT, which stretches back to 1992 with analogue broadcasting of TVM from our 16 degrees East location. SNRT is now able to broadcast five new channels, thereby substantially expanding and diversifying the information, education and regional programming it broadcasts to the viewing public".

The full listing of the TV and radio channels is as follows:

TV Channels:

Al Maghribia, TVM International, Arrabiâa, TVM Layoune, TVM National, Assadisa.

Radio Channels:

Koran Channel, National Arabic Channel, Radio Tamazight, International Radio Channel.



>> A boost for MultiChoice Africa

MultiChoice Africa, the leading pay-TV operator in sub-Saharan Africa, has boosted its programme offer on DStv to 90 channels broadcasting in English, Portuguese, French and Indian languages. DStv serves a subscriber base of more than one million homes in nearly 50 countries on the African continent and adjacent Indian Ocean islands.

The most recent additions to the MultiChoice line-up are E! Entertainment, Boomerang (cartoons), Metro TV (news), Tiji (French children's), CCTV E&F (news) and MTV Base (music). DStv uses a total of 12 transponders on the W4 and SESAT 1 satellites, which are collocated at Eutelsat's 36 degrees East neighbourhood, Africa's premier locality for consumer broadcasting.



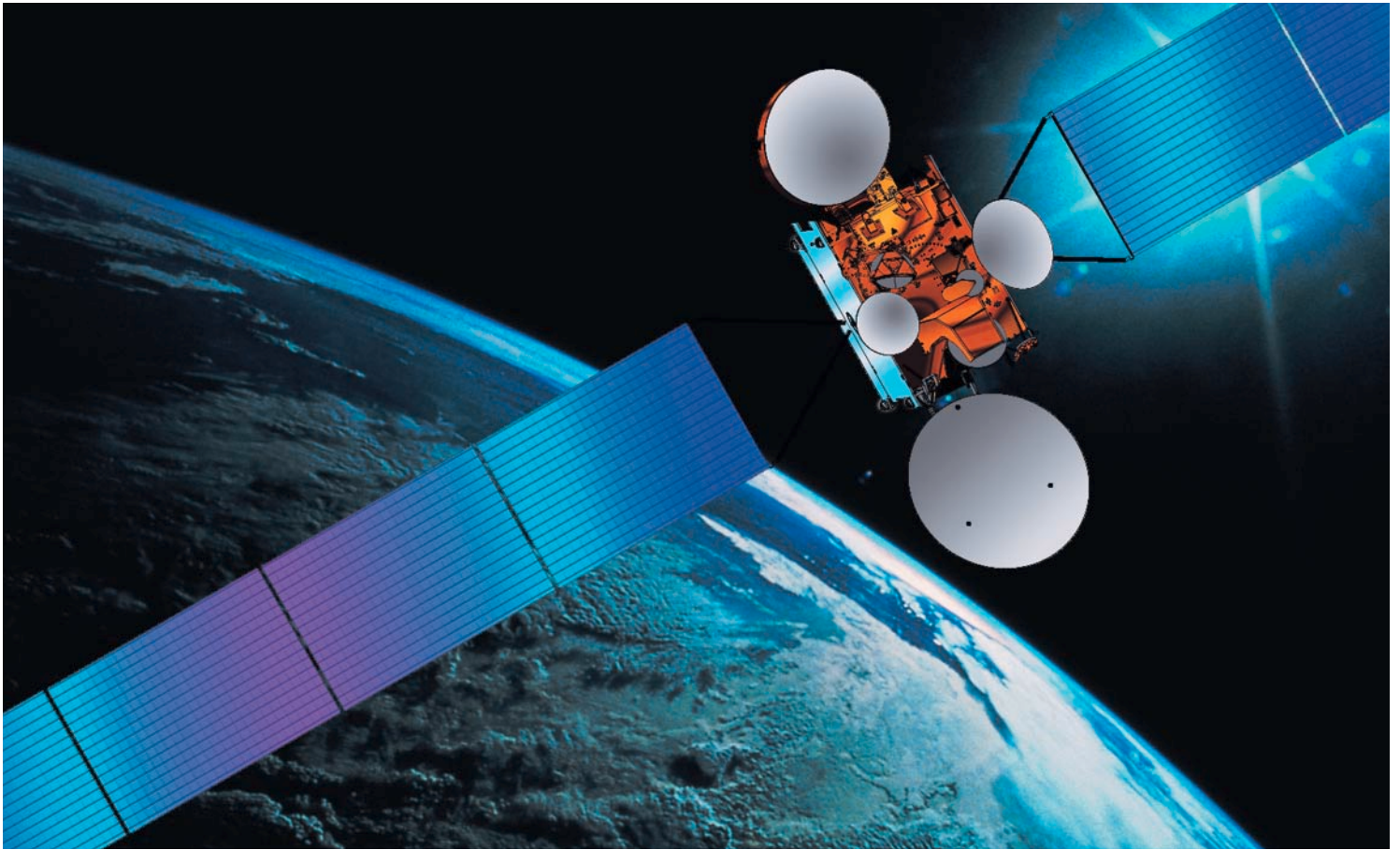
>> Senegal for all with W3A broadcast

Senegal's national television channel RTS-1 is now broadcasting its programmes via Eutelsat in Europe and sub-Saharan Africa, following the signing of a contract between Radiodiffusion Télévision du Sénégal (RTS) and Eutelsat.

The signing took place at Eutelsat's headquarters in Paris and was attended by Bacar Dia, the Senegalese Minister of Information, Daouda Ndiaye, the Managing Director of RTS, Jean-Paul Brillaud, Eutelsat's Deputy CEO and Olivier Milliès-Lacroix, Eutelsat's Commercial Director.

Daouda Ndiaye of RTS emphasised the importance of the deal, in commenting; "Eutelsat's W3A satellite complements our terrestrial distribution in Senegal, and also enables reception of our channel throughout sub-Saharan Africa and into Europe, thereby providing a vital connection for the region's expatriate population."

Eutelsat is supplying RTS with a full broadcast service operating in two Ku-band channels on its W3A satellite. The signals are transmitted from the company's teleport at Rambouillet, located near Paris. DTH reception of the channel, which broadcasts general entertainment programmes, is possible with 90-120 cm dishes and a standard digital receiver.



>> Nilesat expands resources at video neighbourhood

Egyptian satellite operator, Nilesat, has leased two transponders on Eutelsat's ATLANTIC BIRD™ 2 satellite, located at 8 degrees West, broadening its video neighbourhood for the region.

ATLANTIC BIRD™ 2 is located in the same neighbourhood as Nilesat's two satellites, Nilesat 101 and 102 at 7 degrees West, enabling the Cairo-based operator to develop its line-up of 280 television channels and 95 radio stations broadcast to an audience of around 15 million satellite and cable homes in the Middle East and Gulf states.

This new agreement shows Eutelsat's support for the development of a key video neighbourhood in the Middle East and the Gulf states. "The satellites at this neighbourhood present us with an excellent opportunity for growth in a dynamic broadcasting market in a way that is both cost-effective and efficient and it is a good opportunity to assure the spirit of cooperation" comments Amin Bassyouni, CEO of Nilesat.

>> Al Jazeera Children's Channel inaugurates its regional office in Jordan

As part of its ongoing commitment to Arab children, Al Jazeera Children's Channel, has inaugurated a regional office in Jordan, in a move designed to further extend its network and offer value-added services to its viewers. The new bureau, in Amman, is the fifth opened by JCC. It will work closely with children's educational institutions, NGOs, and governmental bodies to report the latest news from the region to the channel's young viewers in Europe, North Africa and the Middle East.

Al Jazeera Children's Channel (JCC) is a private shareholding company (PSC) established as a joint venture in the state of Qatar, between Qatar Foundation for Education, Science and Community Development and Al Jazeera Satellite Channel (JSC) to introduce edutainment to the Arab World.

Launched in September 2005, JCC broadcasts free-to-air into Europe through Eutelsat's HOT BIRD™ neighbourhood. The channel has deployed state-of-the-art studios and facilities to offer high quality TV production. On weekdays, it broadcasts new programmes for six of the 18.5 hours and seven of the 19.5 hours on week-ends.

For more information www.jcctv.net

>> Greater clarity for Inclarity on fixed wireless and GSM services

Inclarity's Global Satellite Networking Solutions division works with local partners in commercial markets to provide optimum communications and infrastructure, facilitating smooth communications.

Based in the United Kingdom, Inclarity has chosen Eutelsat's ATLANTIC BIRD™ 1 satellite for the lease of a full transponder for three years to provide GSM and fixed wireless networks for international connectivity for individuals and companies in Iraq.

Located at 12.5 degrees West, the ATLANTIC BIRD™ 1 satellite is optimised to provide multiple cross-connection between the Eastern seaboard of North America into Europe, North Africa and the Middle East.

These services will be extended across the whole of Iraq starting with two sites for fixed wireless services, Arbil and Duhok, and three sites for GSM services in Al Mawsil, Baghdad, and Sulaymaniyah.

>> Madagascar widens its network with W3A

As part of the country's drive to open up its digital network, Madagascar is giving businesses and individuals greater communications opportunities.

Madagascar telecommunications operator, Telma (formerly the national telecoms operator, Telecom Malagasy), has signed a contract with Eutelsat for capacity on W3A. The capacity will be used to deploy a VSAT network in Madagascar, supporting corporate and rural communications throughout the country.

The project is in line with the Government's decision to open up the digital network in Madagascar. The first phase will see some 200 VSATs installed across the territory for rural telephony and Internet access.

Businesses and communities alike will be able to benefit from this new, reliable data communications infrastructure, with services including Internet access, Voice over IP, videoconferencing, Virtual Private Networks (VPNs) and data broadcasting.

For further information visit www.telma.mg/

>> Visabeira gets fingers clicking in Africa

Local subsidiaries of Portuguese telecommunications company Visabeira are deploying fully packaged broadband Internet services for their cable TV networks in Luanda, Angola, and Maputo, Mozambique via W3A and Eutelsat's Rambouillet teleport.

Visabeira already provides a well-established cable TV service via its subsidiary TV Cabo, which has some 15,000 subscribers. The company is now enlarging its broadband Internet offer and has chosen Eutelsat's IP-trunking service to provide satellite Internet connectivity to cable headends in the cities of Luanda and Maputo. The service uses Eutelsat's unique Ka/Ku-band configuration on the W3A satellite. Direct access to the Internet from Africa is managed through a Ku-band uplink in a DVB multiplex in Africa, that is received in Ka-band at Rambouillet and enters the web at Telehouse 2 in Paris via a fibre link. On the return link, the IP content is sent back in Ka-band from Rambouillet to W3A and is received in an SCPC carrier in Ku-band in Africa.

With a variety of tailored broadband services for both residential and business users, clients can now not only enjoy cable television, but also benefit from broadband Internet services and e-mail access in their homes.

Full details of the services can be reviewed at www.grupovisabeira.pt

>> Mozambique broadens its Internet offer

Teledata, one of Mozambique's leading data services providers, has an agreement in place with Eutelsat to provide two-way broadband Internet services to residents and businesses throughout the country via W3A.

Jointly owned by TDM (Telecomunicações de Moçambique) and Portugal Telecom, Teledata is headquartered in Maputo, with branches in Beira and Nampula and over 10 PoPs throughout Mozambique. Its service offer includes broadband Internet access, electronic commerce applications, and videoconferencing.

Óscar Girão, Director of Operations and Engineering at Teledata explained why Eutelsat was Teledata's obvious provider of choice; "We chose Eutelsat as our main international carrier, not only because it is one of the major companies providing services in Africa, but most of all, because it is one of the few companies where the "size" of the customer doesn't matter. At Eutelsat, people are always interested in giving us the best support, and for us, that is the most important feature a service can provide."

Check out more about this service at www.teledata.mz



>> Network connectivity and broadband services in Saudi Arabia

Eutelsat's SESAT 1 satellite has been chosen by Al Harbi Telecom, a global VSAT provider in Saudi Arabia, with the association of Bayanat Al-Oula for Network Services, a licensed telecom service provider, to provide one-stop communications for ISPs and users in the public and private sector in Saudi Arabia. Al Harbi Telecom is leasing two Ku-band transponders on SESAT 1, located at 36 degrees East.

Olivier Milliès-lacroix, Eutelsat's Commercial Director said of the decision: "This new contract further consolidates our ability to address requirements in the dynamic Middle East market. Satellites have a unique competitive advantage through their ubiquitous coverage and ability to provide direct connectivity to other regions of the world."



>> VSAT networks in the Gulf

Oman Telecommunications Company (Omantel), the largest company in the Sultanate of Oman, has selected Eutelsat's W6 satellite to support the expansion of VSAT networks in rural areas that cannot be served through fibre or other terrestrial networks.

The capacity concerns one 36 MHz Ku-band transponder, leased for three years, which Omantel says will notably benefit companies operating in the energy sector, as well as mobile telecoms firms. Omantel is currently the sole provider of licensed public fixed, Internet and data telecommunications services in Oman.

Located at 21.5 degrees East, W6 Ku-band satellite provides superior coverage for Oman and surrounding regions as well as in Europe and North Africa.

>> Orascom expands broadband in Algeria

Orascom Telecom Algeria, a subsidiary of Orascom Telecom Holding Group, has chosen ATLANTIC BIRD™ 3 to expand its broadband infrastructure in Algeria.

Eutelsat has optimised the coverage provided by the steerable beam on this satellite for North African coverage in order to support demand from users, who include licensed telecom operators, to serve public administrations and companies from the Mediterranean coastline to remote locations in the Sahara desert.

Using the DVB-RCS standard for two-way broadband services, Orascom Telecom Algeria will enable its clients to have access to a broad range of communications services including Internet access, Virtual Private Networks (VPNs), data transfer solutions, videoconferencing and Voice over IP. The company is targeting enterprises operating in the oil, gas and mining sectors as well as public administrations, hospitals, schools, custom and immigration control etc.

In addition to the lease of 54 MHz bandwidth on ATLANTIC BIRD™ 3 (36 MHz for the forward link and 18 MHz for the return link), Eutelsat is also supplying turnkey engineering support for Orascom.

>> Côte d'Ivoire: satellite solution chosen for airport communications network

SODEXAM is mandated by the State authorities of Côte d'Ivoire to be in charge of airport, aeronautical and meteorological management and development throughout the country – 54 locations in total, spread over 322.400 square kilometers.

Air navigation safety requires the routing of flight plans and the dissemination to all airports of weather reports, updated hourly round the clock. Until now, this data had to be sent over the phone network or via HF radio, sometimes affecting its reliability.

Skylogic, the Eutelsat broadband subsidiary, in partnership with its local distributor Net Conseil, offered SODEXAM a satellite solution. Calling on the D-STAR product, a star-configured communications network has been based in the capital, Abidjan, connecting all the airports and weather sites. In addition to the system's abilities for routing aeronautical data, Voice over IP (VOIP) phone connections are also available free of charge.

The contract comprises an initial pilot phase, with ten sites now connected via the system, followed in a second stage by integration of all the remaining sites into the network by end 2006. Initial capacity will be 512kb/s, moving up to 1Mb/s within 6 months and possibly more thereafter. The system operates via Skylogic's platform located in Torino, Italy.



>> D-SAT IN DETAIL: FROM EUROPE TO AFRICA

What is Eutelsat's D-SAT service?

Launched in Europe in 1999, D-SAT provides public institutions and businesses with exceptionally high bitrate satellite communications solutions, which are totally independent of terrestrial infrastructure. D-SAT uses dynamically allocated satellite capacity, allowing bandwidth mutualisation and is well-suited for both land and maritime applications. In particular, telephony, LAN/WAN interconnection, Internet access, Intranets, tele-medicine, Virtual Private Networks (VPNs), corporate networks and the extension of GSM networks, all make good use of D-SAT.

How does it work?

D-SAT is based on a mesh network topology, which enables the system to send data from a customer's antenna directly to the satellite, without passing through a central hub or terrestrial infrastructure. Remote sites, located at a great distance from each other, can be connected in a private and fully secure closed network. Equipment for operation includes a send/receive terminal connected to an antenna with a diameter of typically 1.80 - 2.40 metres. D-SAT's unique design makes the service particularly suitable for corporate networks and for providing communications solutions to educational, governmental or military organisations; for example, COGEMA, a global pioneer in nuclear fuel cycles, uses D-SAT to connect its uranium mining sites in Niger to a site located in France.

Meeting with demand in Africa

The African market is tremendously diverse, with requirements for communication services in sub-Saharan Africa continuing to develop rapidly, notably for telephony services, Internet access and corporate networks.

David Hartshorn, Secretary General of The Global VSAT Forum (GVF), believes that African needs for communications are changing rapidly in this vast continent; "The winds of change are blowing across Africa. Research shows that, more than any other emerging region of the world today, Africa is moving to take advantage of the benefits provided by satellite-based communications. For instance, seven years ago there were no competitive satellite providers in sub-Saharan Africa. Today, almost every single sub-Saharan administration has introduced partial or complete competition for satellite services in their countries. This is because African governments now understand that improved telecommunications will help them achieve their policy goals."

However, businesses requiring reliable communications links may find that many existing VSAT networks in Africa operate on an SCPC basis. These are ideal for point-to-point links that satisfy requirements for substantial bandwidth between a few points but are less suitable for networks where data exchange demands flexibility and communal access. High-performance network solutions have increasingly become a

strategic necessity, particularly in remote areas where terrestrial infrastructure is inadequate, or inexistent.

Eutelsat's D-SAT service addresses this requirement by enabling users to securely interconnect affiliates or subsidiaries without the need of a local terrestrial communications infrastructure; one good example of an organisation that benefits from this set up is the Banque Internationale du Mali, which uses D-SAT to interconnect its headquarters with four affiliate sites around the country.

A growing team of partners

The geographic coverage of the D-SAT service has evolved from its original service provision over Europe, to reach Africa through C-band on Eutelsat's ATLANTIC BIRD™ 3 satellite. Since the end of 2005, Eutelsat has also added Ku-band capacity on W3A to provide sub-Saharan Africa with the same service, which is operated by Eutelsat's partner Transtel. Eutelsat is increasingly teaming up with high-quality partners to build a D-SAT distribution network. The company favours local partners with expert knowledge of the specific needs of countries or regions throughout Africa.

For further information on D-SAT send an email to: DSAT@eutelsat.fr



eutelsat
communications via satellite

Eutelsat S.A
70, rue Balard
F-75502 Paris Cedex 15
France

tel : +33 1 53 98 47 47
fax : +33 1 53 98 37 00
www.eutelsat.com