



## TISCALI AND EUTELSAT PARTNER TO PROVIDE PAN-EUROPEAN BROADBAND INTERNET ACCESS VIA SATELLITE

**Paris, Milan, May 13<sup>th</sup>, 2003.** Tiscali, the European Internet Communication Company, and Eutelsat, Europe's leading satellite operator, announced today a partnership agreement whereby Tiscali will provide its European subscribers with one-way Satellite Fast Internet Access through Eutelsat's OPENSKY™ platform.

Thanks to this agreement, Tiscali will widen its Satellite product portfolio with the one-way satellite Internet service catered for a wider audience both in terms of functionality and pricing. This new offer follows the two-way Satellite broadband Internet service developed for high-skilled business users, which Tiscali launched as one of the first operators in Europe.

With this new offer Tiscali aims at reaching residential subscribers located in areas not covered by broadband ADSL or cable network through a hybrid technology. In Europe at least 50 per cent of the territory and 25 per cent of the overall population will remain out of reach of these terrestrial broadband networks, corresponding to a potential 25 million homes (Source: Eutelsat).

The roll-out of the new Tiscali Satellite Internet offer is scheduled to take off in the upcoming weeks in all 15 countries of the Tiscali Network.

"This agreement is a big step forward for affordable and ubiquitously available broadband services for the European consumer market", said Giuliano Berretta, Eutelsat CEO. "By marrying Eutelsat's OPENSKY™ technology with Tiscali's proven expertise and very dynamic market presence in Europe, millions of homes beyond reach of terrestrial broadband access will be able to gain access to broadband services. Through the addition of a Europe-wide satellite coverage to its existing network Tiscali is now in a unique position for offering a seamless service at pan-European level to all users irrespective of their location".

"Tiscali is strongly committed to the development of the broadband market in Europe. Satellite services are a big opportunity to serve Fast Internet connection easily and at low rates also in those areas where traditional broadband services are not available, said Renato Soru, Tiscali Chairman and CEO.

## About Eutelsat

With capacity commercialised on 23 satellites that provide coverage from the Americas to the Pacific, Eutelsat S.A. is one of the world's leading satellite operators. Eutelsat's satellite infrastructure gives it the flexibility to offer direct-to-home broadcasting, video distribution and contribution services, corporate network solutions and a portfolio of IP applications including broadband Internet access and Internet backbone connections. From its strategic HOT BIRD™ orbital position at 13 degrees East and other orbital positions, Eutelsat broadcasts more than 1250 television and 700 radio stations that reach an overall audience of 107 million cable and satellite homes.

[www.eutelsat.com](http://www.eutelsat.com)

## About OPENSKY™

The DVB-IP based OPENSKY™ platform is operated by Eutelsat from its network operation centre in the Paris area that reaches throughout Europe, North Africa and the near Middle East using Eutelsat's W3 satellite. The OPENSKY™ platform adds a high-speed satellite downlink to a regular Tiscali dial-up connection, boosting the performance for Tiscali Internet subscribers. The OPENSKY™ platform supports superfast web surfing and downloading at speeds of up to 2 Mbps. In addition, OPENSKY™ provides multimedia channels bringing streaming MPEG4 video channels and pre-packaged multimedia content directly to the PCs of Tiscali subscribers. Both Free-To-Air and Subscription channels are available in the OPENSKY™ content package.

Visit [www.eutelsat.net](http://www.eutelsat.net) for more information regarding OPENSKY™ or [www.myopensky.com](http://www.myopensky.com) to visit the OPENSKY™ portal.

## About Tiscali

Tiscali S.p.A., (Nuovo Mercato, Milan: TIS, Nouveau Marché, Paris: 005773), is the Internet Communication Company providing access, content and business applications, as well as innovative communications services. As of 31 December 2002, Tiscali had 7.3 million active users and 13.7 million monthly unique visitors (source: Nielsen NetRatings) to the Tiscali portals, confirming the company as one of the leading web properties in Europe.

Tiscali's corporate website can be found at [www.tiscali.com](http://www.tiscali.com)

## Tiscali Image and Pr Manager

Gianluca Nonnis

[nonnis@tiscali.com](mailto:nonnis@tiscali.com)

### Tiscali's press office

Image Building

Tel: +39 02 89011300

Simona Vecchies, s. [vecchies@imagebuilding.it](mailto:vecchies@imagebuilding.it)

Elisa Lavagna. [e.lavagna@imagebuilding.it](mailto:e.lavagna@imagebuilding.it)

### Eutelsat press office

Vanessa O'Connor, [voconnor@eutelsat.fr](mailto:voconnor@eutelsat.fr)

Frédérique Gautier, [fgautier@eutelsat.fr](mailto:fgautier@eutelsat.fr)

Tel : +33 1 53 98 38 88