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## **EUTELSAT AND SPEEDCAST TEAM WITH FURUNO FOR SATELLITE-BASED COMMUNICATIONS AT SEA IN KU-BAND**

**FURUNO, world leader in maritime navigation and communication systems, has entered the MVSAT airtime broadband market in Ku-band with its new “SafeComNet” service using the innovative seamless Auto Beam Switching (ABS) Ku-band service from its partners Eutelsat and SpeedCast**

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Eutelsat Communications (Euronext Paris: ETL) and SpeedCast announce a major commercial agreement with Furuno, one of the leading companies in the maritime equipment and service sectors. According to the agreement, Eutelsat and SpeedCast will provide its innovative seamless ABS Ku-band broadband maritime service, satellites capacity and teleports services to support Furuno’s new “SafeComNet” service which provides maritime fleets with seamless communications across all the major shipping lanes and regions covered by Ku-band.

Furuno’s SafeComNet service is principally targeting operators of merchant shipping and fishing fleets who want to integrate enhanced on-board applications in order to optimise productivity and improve crew welfare. The satellite broadband-based service will enable secure offshore Virtual Private Networks to be established with land-based offices so that a ship in effect becomes a mobile office fully integrated into an overall network. Additional services to crew including internet access, email, GSM connectivity, Video-on-Demand and IPTV services could also be carried through the same satellite broadband connection.

With the launch of SafeComNet, Furuno is entering the MVSAT airtime business to complement its core products and services with a unique proposition. Using SpeedCast and Eutelsat’s Ku-band maritime broadband network, Furuno will be able to offer the maritime industry the innovative “Auto Beam Switching” technology in Ku-band, which offers a seamless service with no manual intervention for crew as vessels pass from one satellite coverage to another.

The new service will serve key shipping routes using Ku-band capacity, principally on Eutelsat and AsiaSat satellites. In addition to a fixed fee per ship, irrespective of usage, the use of small one-metre stabilised satellite antennas marks a major innovation. Compared with 2.4 metre C-band systems, Ku-band antennas will reduce equipment costs by more than 50% and the space occupied on deck by more than 60%.

Commenting on the agreement with Furuno, Arduino Patacchini, Eutelsat's Director of Multimedia said: "We are very excited to build with Furuno a highly-targeted broadband access solution for the shipping industry. The development of this service underscores Eutelsat's objective to expand and diversify our range of mobile satellite broadband products into transport markets at sea and in flight."

Pierre-Jean Beylier, CEO of SpeedCast in Hong Kong added: "We are delighted to sign a partnership agreement with such a recognised company in the maritime industry as Furuno. Our service required an established maritime partner with sales and maintenance capabilities and that is definitely what Furuno brings to the table. With this partnership, Furuno will now be able to offer its customers a true "one-stop-shop" solution which includes equipment, bandwidth, servicing and applications. This opens the promise of a seamless and cost-effective broadband telecommunications service for the maritime industry."

"In response to the constantly growing demand for reliable and efficient maritime communications solutions offering increased bandwidths at affordable rates, Furuno decided to team with two of the world-leading satellite service providers, Eutelsat and SpeedCast, to launch SafeComNet. Our partnership allows us to combine hardware offered by Furuno with satellite airtime services for our "One Stop Shop Solution" of all-inclusive satellite-based broadband communications services. Our co-operation with Eutelsat and SpeedCast will help improve the connectivity at sea required by an increasing number of ship-owners worldwide." said Freddie Hansen, Managing Director of Furuno Denmark.

#### **About Eutelsat Communications**

Eutelsat Communications (Euronext Paris: ETL, ISIN code: FR0010221234) is the holding company of Eutelsat S.A.. With capacity commercialised on 24 satellites that provide coverage over the entire European continent, as well as the Middle East, Africa, India and significant parts of Asia and the Americas, Eutelsat is one of the world's three leading satellite operators in terms of revenues. At 30 September 2008, Eutelsat's satellites were broadcasting more than 3,180 television channels and 1,100 radio stations. Almost 1,100 channels broadcast via its HOT BIRD™ video neighbourhood at 13

degrees East which serves over 120 million cable and satellite homes in Europe, the Middle East and North 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 services through its teleport in Italy that serves enterprises, local communities, government agencies and aid organisations in Europe, Africa, Asia and the Americas. Headquartered in Paris, Eutelsat and its subsidiaries employ 538 commercial, technical and operational experts from 27 countries.

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

### **For further information**

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### **About SpeedCast**

Founded in September of 1999, SpeedCast is a leading satellite communications service provider in Asia Pacific, Middle East and Africa. Fully owned by Asia Satellite Telecommunications Co. Ltd. (AsiaSat) SpeedCast is specialized in delivering communications solutions ranging from Broadband Internet to managed bandwidth to triple play networks. It is also a pioneer in the delivery of digital media content and turnkey video platforms to Service Providers and Media Broadcasters, including 3G TV and DVB-H solutions. Operating on many different satellites in both C-band and Ku-band, and partnering with Tier 1 carriers for fibre requirements, SpeedCast and its 80 partners worldwide provide first-class services and 24/7 technical support.

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