



Photo credit: (Shutterstock)

Nov 18, 2020 10:30 CET

## TIM commits to capacity on EUTELSAT KONNECT and KONNECT VHTS to expand high-speed broadband delivery

- *Long term strategic agreement covering Italian capacity on both satellites*
- *Confirming complementarity between satellite and telecoms operators in delivering instant, ubiquitous coverage*

**Paris, 18 November 2020** – Eutelsat Communications (Euronext Paris: ETL) has signed a Letter of Agreement with TIM for wholesale capacity on the EUTELSAT KONNECT and KONNECT VHTS satellites which will enable Italian households, even those living in the most isolated areas, to benefit from very high-speed fixed broadband via satellite from January 2021.

Under the agreement, TIM will purchase the entire Italian capacity on

EUTELSAT KONNECT which started operations this month, as well as the vast majority of the capacity covering Italy on the follow-on satellite, KONNECT VHTS, once it enters service. TIM will have exclusive rights for the distribution of satellite broadband in Italy on these satellites during the entire lifetime of the contract.

This multi-year agreement is expected to represent a total contract value of almost 150 million euros for Eutelsat. It follows a similar contract with Orange in France for capacity on both satellites, further highlighting the relevance of satellite as a cost-effective, off-the-shelf and reliable infrastructure to extend the coverage of telecom operators beyond the reach of terrestrial networks and ensure ubiquitous coverage of a territory.

In service since November 2020, EUTELSAT KONNECT has a total capacity of 75 Gbps and is able to assure full or partial coverage of up to 15 countries in Europe and 39 in Africa, offering speeds of up to 100 Mbps to both companies and individuals in the digital divide at competitive monthly rates. The KONNECT VHTS satellite will embark the most powerful on-board digital processor ever put into orbit and provide 500 Gbps of Ka-Band capacity over Europe, yet further enhancing the service.

Commenting on the agreement Rodolphe Belmer, CEO of Eutelsat said: *“We are delighted to announce this major agreement with TIM which will deliver high speed Broadband to all Italian households. Following the agreement with Orange for France and the acquisition of BBB Europe for retail, this agreement represents another important step in our distribution strategy, enabling us to further secure the ramp-up of our latest capacity and ensuring 2021 is a turning point in Fixed Broadband.”*

Luigi Gubitosi, CEO of TIM, added: *“This agreement with Eutelsat will enable TIM to accelerate the deployment of high-speed broadband, even to the most remote areas, thereby securing our commitment to reduce the digital divide throughout Italy. The periods of lockdown we have experienced have demonstrated more than ever the need for high speed and reliable connectivity, and we are delighted to be able to rely on Eutelsat’s next-generation capacity to make this a reality for thousands of customers.”*

Founded in 1977, Eutelsat Communications is one of the world's leading satellite operators. With a global fleet of satellites and associated ground infrastructure, Eutelsat enables clients across Video, Data, Government, Fixed and Mobile Broadband markets to communicate effectively to their customers, irrespective of their location. Over 6 600 television channels operated by leading media groups are broadcast by Eutelsat to one billion viewers equipped for DTH reception or connected to terrestrial networks. Headquartered in Paris, with offices and teleports around the globe, Eutelsat assembles 1,000 men and women from 46 countries who are dedicated to delivering the highest quality of service.

Eutelsat Communications is listed on the Euronext Paris Stock Exchange (ticker: ETL).

For more about Eutelsat go to [www.eutelsat.com](http://www.eutelsat.com)

<b>Media enquiries</b>		
Joanna Darlington	Tel.: + 33 1 53 98 31 07	<a href="mailto:jdarlington@eutelsat.com">jdarlington@eutelsat.com</a>
Marie Sophie Ecuier	Tel.: + 33 1 53 98 32 45	<a href="mailto:mecuer@eutelsat.com">mecuer@eutelsat.com</a>
Jessica Whyte	Tel.:+ 33 1 53 98 46 21	<a href="mailto:jwhyte@eutelsat.com">jwhyte@eutelsat.com</a>
<b>Investors</b>		
Joanna Darlington	Tel.: +33 1 53 98 31 07	<a href="mailto:jdarlington@eutelsat.com">jdarlington@eutelsat.com</a>
Cédric Pugni	Tel.: +33 1 53 98 31 54	<a href="mailto:cpugni@eutelsat.com">cpugni@eutelsat.com</a>
Alexandre Illouz	Tel.: +33 1 53 98 46 81	<a href="mailto:aillouz@eutelsat.com">aillouz@eutelsat.com</a>

**Follow us at:**

## Contacts



### **Marie-Sophie Ecuier**

Press Contact

Corporate Communications Director

Eutelsat corporate

[mecuer@eutelsat.com](mailto:mecuer@eutelsat.com)

+ 33 1 53 98 37 91



### **Jessica Whyte**

Press Contact

Media Relations Manager

Eutelsat corporate

[jwhyte@eutelsat.com](mailto:jwhyte@eutelsat.com)

+33 1 53 98 37 91