



YAHSAT AND IEC TELECOM Group ENTER MoU TO EXPLORE FURTHER OPPORTUNITIES IN AFRICA

In anticipation of its new satellite launch, Yahsat to discuss potential strengthening of existing service partnership with IEC Telecom Group in additional markets

Ka-band technology with coverage extending to 18 African countries; overall covering 26 markets in total-

Abu Dhabi, 25 February 2016 – UAE-based satellite operator Yahsat has signed a Memorandum of Understanding (MoU) to explore the possibility of new joint opportunities with existing partner, IEC Telecom Group (IEC Telecom) in Africa. The agreement comes ahead of Yahsat taking delivery of its third satellite, Al Yah 3.

The launch of Al Yah 3 in Q1 of 2017 will see the entry of the company's satellite broadband product, YahClick, into 18 new African markets; almost tripling its existing presence across the continent.

Commenting on the MoU, David Murphy, Yahsat's Chief Commercial Officer, said: "We are pleased to be in discussions with IEC Telecom on developing our current relationship and strengthening our presence in Africa. We will look at potential ways to build on our long and valued history with IEC Telecom, which dates back to the pre-launch of our second satellite, Y1B in 2012. We look forward to sharing the same success we have garnered in the 8 African countries we currently serve."

Murphy added: "With investment, trade and industry set to continue to grow in Africa, having access to the internet and the potential for reliable, broadband connectivity via satellite is high. Building on our existing partnership would ensure YahClick delivers on its promise to have an unmatched service area and provides constant connectivity to aid the socio-economic development of the region."

IEC Telecom is one of the world's leading mobile and fixed satellite communications service providers and the MoU will explore ways for it to offer YahClick broadband products, services and value-added solutions to support the satellite operator's increased coverage across Africa.

"The possibility to add 18 additional markets, which Al Yah 3 will cover, would enhance and strengthen the IEC Telecom Group portfolio in the professional Ka-band VSAT marketplace," said Erwan Emilian, IEC Telecom Group's CEO. "With Yahsat, we would be able to continue meeting our goal of providing our Enterprise, Government, Humanitarian, O&G, Mining, Education and Health African customers, with enhanced Ka-band HTS connectivity backed by an unmatched network reliability and consolidated by our added-value services."

IEC Telecom Group Customers would benefit from the high-performance and excellent look angles for Africa offered by Al Yah 3. With the uplink based in Athens, and Luxembourg, customers would be able to land their traffic directly into Europe, Middle East and Africa, taking advantage of high-speed interconnection throughout these regions. Further, Yahsat and IEC Telecom's excellent standards of infrastructure and advanced data security gateway would ensure the highest levels of security for customers' sensitive data.



Yahsat's Africa expansion is enabled by the launch of the company's third satellite, Al Yah 3, due to enter service in early 2017. This will strengthen the company's services in 8 existing markets and entry into an additional 18 African countries, covering 60% of Africa's population.

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About Al Yah Satellite Communications Company PrJSC, "Yahsat"

Yahsat provides multipurpose satellite solutions (government and commercial) for broadband, broadcast, government, and communications use across the Middle East, Africa, and Europe in addition to Central and South West Asia. Based in Abu Dhabi, UAE, and wholly owned by Mubadala Development Company, the investment vehicle of the Government of Abu Dhabi, Yahsat is the first company in the Middle East and Africa to offer multi-purpose ka-band satellite services including:

- YahClick - offers broadband satellite solutions for home and business
- YahService - offers managed solutions and government capacity
- YahLink - offers IP trunking solutions, corporate networking and backhauling capacity
- Yahlive – a joint venture between Yahsat and SES, offers premium services to broadcasters and a select choice of TV channels

Yahsat's first satellite Y1A was successfully launched in April 2011, and the company's second satellite Y1B was successfully launched in April 2012. Yahsat has announced the manufacturing of its third satellite, Al Yah 3, planned for service launch in early 2017, extending their commercial Ka-band coverage to an additional 19 markets reaching 60% of Africa's population and over 95% of Brazil's population, marking the company's first entry in to Brazil.

For more information visit www.yahsat.ae or www.mubadala.ae

About IEC Telecom Group

IEC Telecom Group is one of the leading global satellite communications providers. With Headquarters in Paris, IEC Telecom operates worldwide with offices in Dubai, Abu Dhabi, UK, Norway, Kazakhstan, Afghanistan, Singapore and Sweden.

Historically a provider of mobile satellite communications, the Group recently developed its portfolio and is for years fully accredited to provide fixed communications based on KA-Band VSAT.

Thanks to considerable experience in the satellite market and strong technical expertise, the Group has become an international integrator of the major satellite network operators.



Providing satellite communications, hardware and services IEC Telecom Group has also developed a wide range of value-added services and solutions aimed at optimizing R.O.I. of Global Corporations' satellite telecommunications investment.

Since its creation in 1995, the Group has benefited from positive and stable growth and is now a strategic provider for many customers around the world.

More on our website iec-telecom.com

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