

PRESS RELEASE

Ooredoo and Es'hailSat Sign Major Agreement to Enhance Satellite Communication for Qatar

Es'hailSat Achieves "Preferred Partner" Status as Two Companies Collaborate on Cutting-Edge Research, Development and Broadcast

Doha, Qatar, 2 December, 2015: Ooredoo and Es'hailSat today signed a major development and collaboration agreement that will see the two leading Qatari companies work together on a range of new satellite and world-class communication services for Qatar.

Under the terms of the agreement, Es'hailSat will become one of Ooredoo's preferred partners, and will work with Ooredoo to develop a cutting-edge portfolio of VSAT (Very Small Aperture Terminal) and other satellite services for customers in Qatar.

The two companies will collaborate on designs and specifications for developing world-class VSAT projects for leading enterprises in Qatar. Demand for VSAT services has risen sharply in recent years, particularly from businesses with operations in remote locations, such as deserts and coastal areas, and Ooredoo and Es'hailSat believe there is a strong opportunity for Qatar to achieve global leadership in this important area.

Waleed Al-Sayed, Chief Executive Officer, Ooredoo Qatar, said: "Satellite-supported communications are opening new frontiers for businesses in Qatar and across the region. By combining Ooredoo's industry expertise and Es'hailSat's growing fleet of satellites, we can position Qatar as a true leader in this growing field. Ooredoo continues to invest in Qatari-led innovation with our national partners, and we are confident that our work with Es'hailSat will enhance the range of corporate, broadcast, and government services available."

Ali Ahmed Al'Kuwari, President and CEO, Es'hailSat said: "Our agreement with Ooredoo will help drive home-grown innovation in the field of satellite communication, and stimulate the development of a full portfolio of new solutions to support business growth. Qatar is entering into an era of innovation and knowledge-led development, and our work with Ooredoo will bring important benefits for many of our nation's most important strategic industries."

Ooredoo offers one of the widest ranges of satellite services of any operator in the GCC, including Bandwidth Pooling, Maritime Solutions, and Auto-Acquire Antennas to support ad-hoc remote broadband. By working with Es'hailSat, which already operates Es'hail 1 and is in the process of preparing for the launch of Es'hail 2 to be followed by a full global fleet, the company believes it can build its leadership position to serve the whole region and ultimately the global telecommunications industry.

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About Es'hailSat

Es'hailSat, the Qatar Satellite Company was established in 2010. Based in Doha, Qatar, the company owns and operates satellites to serve broadcasters, businesses and governments. Es'hail 1, which shares a spacecraft platform with the European satellite operator EUTELSAT, was successfully launched on 29th August 2013. The satellite provides television, voice, Internet, corporate and government communications services across the Middle East and North Africa region and beyond. Es'hail 2 is currently under development and will be located at the 26 degrees East TV broadcasting hotspot. <http://www.eshailsat.qa>.

About Ooredoo

Ooredoo is Qatar's leading communications company, delivering mobile, fixed, broadband internet and corporate managed services tailored to the needs of consumers and businesses. As a community-focused company, Ooredoo is guided by its vision of enriching people's lives and its belief that it can stimulate human growth by leveraging communications to help people achieve their full potential. <http://www.ooredoo.qa>.