



Koropi, 14/11/2016
Refer No. 37024

To: Hellenic Telecommunications & Post Commission,
60 Kifisias Avenue,
Marousi 151 25
Email Address: mss_aero_cgc@eett.gr<mailto:mss_aero_cgc@eett.gr>

Subject: Public Consultation for MSS - AERO CGC

Sir/Madame

We are very pleased to see the EETT's balanced and constructive proposals put forward in the 'Public Consultation for MSS – Aero CGC', which ultimately seek to authorise Inmarsat's highly innovative European Aviation Network (EAN) services in Greece, and in particular the terrestrial component (Aero CGC).

In response to Questions 1 and 2, we would like to take this opportunity to express our general support for such proposals in the new regulation as they respect the principle of service neutrality and welcome technological innovation.

In response to Question 3 regarding competition: In view of the nature of Inmarsat's planned service (an aeronautical communications backhaul service to airlines) and the unique technical configuration of Inmarsat's network itself (integrated with the Europasat satellite system), we fully agree with the EETT's view (in Section 5.5) that the provision of such services has no impact in terms of competition with terrestrial mobile services in Greece.

Since the signing of a partnership agreement in June 2014, Hellas Sat have been working closely with Inmarsat in the satellite development programme that relates to Europasat (manufactured by Thales Alenia Space), which will deliver the aeronautical connectivity services on an EU-wide basis through EAN, making use of the



Aeronautical ground components (Aero CGC) to which the Public Consultation relates. The joint satellite will carry both Inmarsat's Europasat payload for EAN and Hellas-sat's own Ku-band payload ('Hellasat 3') that will replace our existing Hellas-sat 2 satellite and provide more growth capacities to our Live TV customers with diversified footprints in Europe, Middle East and Africa.

Yours Faithfully,

A handwritten signature in blue ink, appearing to read "Christodoulos Protopapas".

Christodoulos Protopapas
President & CEO
Hellas Sat S.A