



## European Satellite Operators Association ('ESOA') joins Trade Commissioner Mandelson and Indian Trade Minister Kamal Nath at 7<sup>th</sup> EU – India Summit in Helsinki

**Helsinki, 12<sup>th</sup> October 2006**

Andy Sukawaty, Chief Executive Officer of Inmarsat plc today represented the European Satellite Operators' Association today on a CEO Roundtable at the 7<sup>th</sup> EU-India Business Summit held in Helsinki, Finland. Inmarsat currently holds the Chair of the European Association which works with institutions and regulators to influence market access and policy issues on behalf of its ten member companies.

Mr. Sukawaty addressed Trade Commissioner Mandelson and Indian Trade Minister Kamal Nath under the Finnish Presidency of the EU alongside the CEOs of Nokia, Fiat & Ferrari, Roche, Royal Sun Alliance and other major industrials at the summit which was held under the theme of "Opening Up new Business Opportunities". The 7<sup>th</sup> EU-India Business Summit is a high-level event back to back to the EU-India Political Summit which provides a unique opportunity to promote business interests vis-à-vis both Indian and EU leaders.

Prior to the Summit, Andy Sukawaty commented: *"India represents an important market for satellite operators. The sheer size and population of the nation dictates the usefulness of satellite services which can connect remote regions and assist development with applications such as distance-learning and telemedicine without the time and resources associated with deploying a land-based infrastructure. This latter characteristic makes satellites an attractive and cost-effective solution for governments as well as enhancing the choice and opportunities for development for India's population. ESOA wants to ensure the decision-makers, both in the EU and India, understand and support this."*

ESOA members today face serious barriers to entering this market. India's government currently decrees preferential treatment for Indian satellites used to provide direct-to-home TV broadcasting services as well as imposing foreign ownership restrictions and cumbersome obligations on mobile satellite service operators.

Participants at the roundtable shared views on what EU and Indian businesses could do to relaunch the DDA negotiations and on what the major issues for business of an EU-India trade and investment agreement to complement the WTO could be. They encouraged the EU Trade Commissioner and Indian Trade Minister to ensure that trade in services, and in particular telecommunication services, will be negotiated and they urged for a rapid conclusion of the negotiations so as to provide new business opportunities to both European and Indian companies.

The activities and other details about the Association can be found at ESOA's website [www.esoa.net](http://www.esoa.net). Members of ESOA are: EADS SPACE Services, Eurasiasat, HellasSat, Hispasat, Inmarsat, SES New Skies, SES Sirius, SES GLOBAL, Telenor Broadcasting Holding and Telespazio. Arianespace, EADS SPACE and International Space Brokers are Supporting Members of ESOA.

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