



Press release

SES INKS MAJOR CAPACITY DEAL WITH TELEFONICA TO CONNECT VIVO MOBILE PHONE USERS ACROSS NORTHERN BRAZIL

Luxembourg– February 06, 2014 – Global satellite operator SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESG) today announced the signature of a major capacity agreement with Telefonica Global Solutions to enhance and extend the reach of Telefonica’s popular VIVO mobile voice and data services across the Northern and Northeast region of Brazil. VIVO is the largest national mobile voice and data service provider in Brazil.

As part of the multi-year, multi-million dollar deal, Telefonica will utilise 290 MHz of C-band capacity aboard SES’ NSS-7 satellite to meet fast-growing demand for VIVO mobile services in both underserved cities and tough-to-reach rural towns. VIVO voice and data offerings, including high-speed broadband 3G, will be delivered over reliable SES capacity into urban hubs such as Macapá and Boa Vista to serve the Amazon region’s largest metropolitan areas, with a combined population of more than two million people.

The vital C-band connectivity will also enable the delivery of VIVO services, through mobile backhaul 2G, into many isolated Amazon communities for the very first time, opening up new opportunities for economic development. This is the latest deal in a close Telefonica-SES relationship aimed at enabling the delivery of a broad range of communications services throughout the Latin American region, where connectivity and content delivery is in high demand.

“This important agreement with SES represents a milestone for mobile connectivity across Northern and Northeast region of Brazil, as it opens the door to higher quality voice and data services and the opportunities they bring to the region,” said Ignacio García-Comín, Satellite and New Services Business Unit of Telefonica Global Solutions. “Reliable capacity and trusted expertise are essential elements of our growing relationship with SES, as we strive to anticipate and meet the escalating demand for mobile voice and internet access services,” added Ignacio.

“The Telefonica Global Solutions-SES relationship is enabling people and businesses across Latin America to experience highly reliable, flexible and innovative content and connectivity services,” explained Dolores Martos, Vice President of Latin America Sales for SES. “VIVO consumers can enjoy top quality services, even in communities and regions of Brazil that - until now - were underserved and out of reach.”

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About SES

SES is a world-leading satellite operator with a fleet of 55 geostationary satellites. The company provides satellite communications services to broadcasters, content and internet service providers, mobile and fixed network operators and business and governmental organisations worldwide.

SES stands for long-lasting business relationships, high-quality service and excellence in the broadcasting industry. The culturally diverse regional teams of SES are located around the globe and work closely with customers to meet their specific satellite bandwidth and service requirements.

SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESG) holds participations in Ciel in Canada and QuetzSat in Mexico, as well as a strategic participation in satellite infrastructure start-up O3b Networks. Further information under: www.ses.com.

About the NSS-7 satellite

With coverage of Latin America, NSS-7 at 20 degrees West is ideal for telecom, video and broadband services. It is also a leading satellite for the distribution of transatlantic traffic and telecom services across Africa.