

## Press release

### SES AND EUROSKYPARK STRENGTHEN THEIR TECHNOLOGICAL PARTNERSHIP

### AND SIGN A NEW CAPACITY AGREEMENT FOR THE ASTRA 3B SATELLITE AT 23.5° EAST

Luxemburg & Saarbrücken, Germany - 12 September 2014 - SES (NYSE Euronext Paris und Luxembourg Stock Exchange: SESG) and EuroSkyPark GmbH (ESP), a European market leader in stationary and mobile satellite connection solutions for industrial clients from the energy, utilities, plant engineering, logistics and security sectors, have just announced the signing of a comprehensive partnership agreement. It provides for greater technical cooperation between both companies and gives ESP long-term access to Ku-band capacities on the powerful ASTRA 3B satellite at the orbital position 23.5° East.



As part of this deal, SES TechCom will provide ESP with ground infrastructure, as well as offer its services and know-how for the continued development of ESP's solutions, such as system design and testing. For its part, SES will receive access, through ESP's globally leading systems and turnkey solutions, to the growing, dynamic market of secure satellite communications, security and surveillance solutions for industrial clients.

ESP, an affiliated company of Global Sky Park, intends to use to the additional capacities for key clients in the energy sector. The company has achieved rapid growth, in particular by restructuring energy generation and supply networks in western Europe. With next-generation ESP services, power grid operators can communicate securely, maintain communications without using terrestrial infrastructure during blackouts, become independent of external grid operators and improve network stability, while raising the security and redundancy of their own infrastructure to new, unprecedented levels.

"Our efficient services and solutions offer our customers a higher degree of reliability and security both in their communications systems and in the management of their infrastructure. This is true not only for international and national power grids, but also for conventional power plants, wind power parks at sea and on land, solar energy parks and hydroelectric stations in mountainous areas. However, we need reliable and flexible partners in order to be able to offer our services. SES TechCom provides us with technical support, tailor-made solutions and the necessary capacities to meet the high demands of our customers in terms of service availability at any time and to the highest level", said Thomas Maul, managing partner of EuroSkyPark and Global Sky Park.

Gerhard Bethscheider, CEO of SES TechCom added: "The M2M market segment for high-quality communications solutions offers dynamic growth opportunities for intelligent and secure satellite services. In all industrial sectors, especially in the energy business, where a high degree of reliability is the foundation for all modern economies, there are a range of satellite-based network solutions on offer which provide secure communications infrastructure both during normal operating times and in crisis situations. Our long-term partnership with EuroSkyPark gives us at SES TechCom the possibility of participating in this global growth trend with innovative satellite solutions."

Global Sky Park and EuroSkyPark provide stationary and mobile satellite connections to industrial customers in key international markets, including the energy, utilities, plant engineering, logistics and security sectors. In the on-shore wind power sector alone, EuroSkyPark added 4,500 wind parks to its network. These satellite connections manage 5 to 6 GW of energy.

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### **About SES**

SES is a world-leading satellite operator with a fleet of more than 50 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](http://www.ses.com).