



## Press release

### **SES AND AIRBUS DEFENCE AND SPACE SIGN STRATEGIC PARTNERSHIP AGREEMENT TO LAUNCH NEW OFFERS TO ENTERPRISE MARKETS**

*Mining, energy, humanitarian sectors to benefit from high quality managed satcom services delivered jointly by SES's global satellite fleet and Airbus Defence and Space's new Terralink offerings*

WASHINGTON, March 16, 2015 – SES S.A. (NYSE Euronext Paris and Luxembourg Stock Exchange: SESG) and Airbus Defence and Space announced today that they have signed a multi-year multi-transponder agreement to deliver managed satcom services to corporate customers in Africa and globally.

Airbus Defence and Space will couple the latest satellite technology from SES and its most advanced satcom developments as a platform for new Terralink services planned to launch later in 2015. These services will further complement and strengthen the Airbus Defence and Space connectivity portfolio of powerful, reliable and cost-effective satcom-enabled communication solutions to meet the growing connectivity needs of customers in the mining, energy and humanitarian sectors.

As part of the long-term partnership agreement, Airbus Defence and Space will utilise additional capacity on the SES-5 satellite, and the SES teleport in Luxembourg combined with its own teleport in Aussaguel, France, to secure full coverage and flexibility on its VSAT (Very Small Aperture Terminal) services across the African continent. This agreement encompasses the possibility to expand Ku-band capacity on SES's ASTRA 2G, ASTRA 4A and NSS-12 satellites.

“Our partnership with SES supports our provisioning of connectivity services to mining, energy and humanitarian customers who rely on high bandwidth data and high quality voice to operate effectively in Africa. We are enabling greater collaboration through applications like video conferencing, improved welfare through personal communication and better operational efficiency through, for instance, machine to machine communication and inter-site corporate networks,” said Evert Dudok, Head of Communications, Intelligence and Security at Airbus Defence and Space.

“This new agreement illustrates our long-term partnership with Airbus and reaffirms SES's ability to provide world class services. As the world's leading global satellite operator, with over 50 satellites and a well-connected teleport network, we are able to provide integrated solutions in both space and ground infrastructure to enable our international customers to offer full-fledged connectivity solutions across multiple continents,” said Ferdinand Kayser, Chief Commercial Officer at SES.

Airbus Defence and Space provides highly reliable managed satcom services with guaranteed speed and high burst rates. These services keep business-critical connections up and running, to enable corporate networks and broadband connectivity for a wide range of customers throughout Africa and globally.

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### **About Airbus Defence and Space**

Airbus Defence and Space is a division of Airbus Group formed by combining the business activities of Cassidian, Astrium and Airbus Military. The new division is Europe's number one defence and space enterprise, the second largest space business worldwide and among the top ten global defence enterprises. It employs some 38,000 employees generating revenues of approximately €13 billion per year.

### **About SES**

SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESG) is the 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 satellite 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 holds a participation in O3b Networks, a next generation satellite network combining the reach of satellite with the speed of fibre.

Further information under: [www.ses.com](http://www.ses.com).