



Press release



SES TECHCOM SERVICES AND POST TELECOM PARTNER TO DEVELOP SMART CLOUD-BASED ICT SOLUTIONS

The partnership opens the way towards significant developments in the telecoms industry

LUXEMBOURG, 14 August 2015 – SES Techcom Services, a wholly-owned subsidiary of leading satellite operator SES, and POST Telecom, a leading specialist in Information and Communications Technology (ICT) solutions and a subsidiary of POST Luxembourg, today announced that they have entered a new partnership to develop and introduce smart cloud-based ICT solutions worldwide.

POST Telecom offers enterprises a range of converged solutions, including server virtualisation and online storage, while SES Techcom Services provides a variety of state-of-the-art engineering services, such as broadband connectivity, cloud-based solutions for e-platforms and satellite infrastructure and network operations. The partnership will leverage their core competencies and cutting-edge ICT infrastructures to develop a range of innovative services.

Managing Director of SES Techcom Services Gerhard Bethscheider said, “The partnership with POST Telecom is particularly exciting as it enables the two organisations to jointly develop and commercialise satellite- and cloud-based communication services. This will be especially important for serving customer requirements as the telecom industry develops in the future. We look forward to working closely together with our partner in realising the great potential this agreement represents.”

POST Telecom’s Managing Director, Jean-Marie Spaus, added, “We are pleased to have signed this Memorandum of Understanding with SES Techcom Services and are confident the partnership will be of great benefit to both companies.”



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SES Pictures are available under <https://extranet.ses.com/18706236/pictures>

[SES White papers are available under http://www.ses.com/18681915/white-papers](http://www.ses.com/18681915/white-papers)

About SES

SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESE) 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 fiber.

Further information available at: www.ses.com.

About SES Techcom Services

SES Techcom Services is a 100% owned affiliate of SES, the world-leading satellite operator with a fleet of over 50 geostationary satellites, providing integrated end-to-end satellite solutions and operational services tailored to customers' needs worldwide. Services offered by SES Techcom Services, which is ISO 9001 certified, include the design and delivery of ground infrastructure and operational services, VSAT networks, broadband connectivity and turnkey teleport solutions. It also develops innovative solutions for eGovernment, eHealth and eEducation, as well as applications for

worldwide emergency satellite communications, such as emergency.lu, which provides connectivity within 48 hours in times of humanitarian crisis. An extension of this is the open-access eHealth platform SATMED which offers tools for a wide range of applications, including eHealth records and picture archives, eConsultancy, eLearning and videoconferencing, eGroup and content management tools and eSurveillance.

About POST Telecom

Founded in 1842, POST Luxembourg has been a public service company since 1992. The Luxembourg State is its sole shareholder. POST Luxembourg operates postal, financial and telecommunication services. POST is the leading provider of postal and telecommunication services in Luxembourg.

In the field of telecommunications, POST operates a fixed-line and mobile network providing a full range of voice, data and Internet services, including satellite uplinks. One of our significant investment projects has been the deployment of an ultra-high-speed fibre optic network in the Grand Duchy of Luxembourg.

Its subsidiary POST Telecom S.A. is the leading operator in mobile telephony.

POST serves its residential and professional customers, including banks, international insurance companies and European institutions. POST offers state-of-the-art technology and provides tailor-made services to the business community. Its international high-speed fibre optic network, TERALINK (www.teralink.biz), connects major financial and economic global players, both to and from Luxembourg.

A key stakeholder in the national economy, POST Luxembourg Group and its 19 subsidiaries employ over 4,000 staff members. It is one of the largest employers in Luxembourg.

www.postgroup.lu