

Press release

SES MOVES OVER 25 MILLION HOUSEHOLDS IN NIGERIA TO DIGITAL

SES partners with CCNL to provide satellite platform for the Nigeria Digital Switchover process

LUXEMBOURG/LAGOS, 11 May 2016 – SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESG), a world-leading satellite operator, has signed a multi-year agreement with Cable Channels Nigeria Ltd. (CCNL) to provide a strategic, reliable and stable video platform, via SES's prime orbital position 28.2 degrees East, for the provision of Digital Terrestrial Television (DTT) and Direct to Home (DTH) broadcast platforms in Nigeria. SES will utilise teleport services provided by its local partner Computer Warehouse Group Plc. (CWG).

CCNL, a company licensed by the Nigeria National Broadcasting Commission (NBC), is the certified content aggregator and platform owner for the free-to-air DTT and DTH platforms in Nigeria, and is playing a key role in the Nigeria Digital Switchover (DSO) process by getting channels onto the land-based DTT network and onto satellite as DTH, both offered under the brand FreeTV.

"This agreement with SES will have a massive impact on consumers as we move towards the Nigeria DSO process. It moves over 25 million households from three to four analogue channels to 15 channels at launch, increasing to at least 30 channels in digital quality picture and sound," said Mohammed Bawa, Vice Chairman of CCNL.

SES will be providing the space segment and specific platform services for the DTH service which will be used to feed the DTT transmitters around the country - a Hybrid DTH/DTT solution. Using teleport services provided by SES local teleport partner CWG, the channels are aggregated from all over Nigeria by way of microwave, fibre, IP or satellite, and then multiplexed before uplink to the ASTRA-2F satellite at 28.2 degrees East.

"SES is proud to be CCNL's partner of choice and at the forefront of the DSO process of the most populous nation in Africa. The service will provide 100% coverage for Nigeria DSO through DTT and DTH and gives viewers the opportunity to receive high quality TV throughout the country, regardless of their location. It will also give them access to multiple local, regional and national channels," said Ibrahima Guimba-Saidou, Senior Vice President, SES Commercial in Africa.

"CWG Plc. is elated to be the teleport services provider for this landmark project, through its strategic alliance of over 15 years with SES. We believe that the introduction of 'Free to Air' (FTA) Direct to Home digital TV (DTH TV) to the Nigerian broadcasting landscape through digital technology will improve the clarity and quality of signals as well as create more awareness of local products and services. This noteworthy feat seamlessly aligns with CWG's goal of enabling growth through technology," said James Agada, Chief Executive Officer, CWG Plc.

"This is a monumental event, because with the switchover, we are revolutionising the broadcast landscape and architecture, as well as the local, state and national economy.



More importantly, we are democratising the right to know, the right to knowledge and the right to be informed,” said the Honourable Minister of Information and Culture, Alhaji Lai Mohammed, at the launch of the pilot phase of the Digital Broadcasting switchover in Jos, Plateau State, on Saturday, April 30, 2016.

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About SES

SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESG) 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 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 available at: www.ses.com

About CCNL

Cable Channels Nigeria Limited (CCNL) is a consortium of licensed Cable TV (MMDS) operators in the country with vast knowledge and experience spanning more than 20 years and some core investors. The consortium of licensed Cable TV (MMDS) operators started private broadcasting in Nigeria and pioneered digital PayTV broadcasting as the country set out on this journey of transition since 2009.

CCNL is licenced by the NBC as the official content aggregator for the DTT and DSAT Free-to-view platforms in Nigeria with the responsibilities to manage, market and promote

the platforms to the final consumer as a part of the Nigerian National Digital Switchover (DSO) Strategy.

About CWG Plc

Computer Warehouse Group Plc (NSE: CWG) is a leading provider of Information, and Communication Technology solutions, across West, Central, and Eastern Africa.

Through its diverse portfolio of solutions, CWG PLC, an ISO 9000:2008 certified company, enables customers to plan, design, optimise and execute their business vision with confidence, using proven technologies that provide efficiencies for tomorrow's competitive landscape.

As the foremost enabler of business where it operates, its technology powers more than 80% of businesses in the financial industry in Nigeria and 50% of the telecoms industry. CWG was named a World Economic Forum Global Growth Company (WEF-GGC) at the 2014 WEF Africa. To learn more, visit www.cwlgroup.com