

Press release

SES AND CCNL CONDUCT SATELLITE INSTALLER TRAINING IN NIGERIA

State-of-the-art installer training programme to support CCNL's growth in Nigeria

LUXEMBOURG/ABUJA, 19 September 2016 -- SES S.A. (Euronext Paris and Luxembourg Stock Exchange: SESG) announced today an Elevate training programme together with Cable Channels Nigeria Ltd. (CCNL). The training will run for four days and will see over 50 installers being trained with hands-on knowledge of installing a satellite dish.

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. CCNL 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.

In May of this year, SES and CCNL signed a multi-year agreement to provide a strategic and reliable 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. The pilot phase signaling the beginning of the DSO commenced with the switchover in Jos.

In addition to providing capacity and managed end-to-end services, SES – with its Elevate installer training programme – will now help ensure that CCNL's customers receive the best service for the installation of their satellite reception equipment.

"This partnership with SES will help bring digital switchover nearer to completion, which is a clear benefit to the Nigerian consumer," said Rajiv Mekkat, CEO, CCNL. "With the pilot phase of the switchover to digital terrestrial broadcasting in Nigeria well underway, the roll-out of digital satellite services is another example of DSO creating jobs and opportunities for Nigerians. The Elevate programme provides consumers with the means to have satellite equipment professionally installed by accredited installers, creating more skilled jobs in Nigeria."

SES Vice President Marketing, Paul Freeman, expressed excitement at the partnership with CCNL and added that the goal is to bring satellite TV services closer and at their best to more Nigerians. He further remarked, "The Elevate training programme was borne out of a need to complement the satellite and digital television roll-out on the African continent with quality installations. It also serves to empower and benefit local business growth across the digital broadcasting environment through skills development. In addition to the training sessions, installers are provided with specialised tools, free training material and downloadable manuals."

For further information please contact:



Markus Payer
Corporate Communications
Tel. +352 710 725 500
Markus.Payer@ses.com

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About SES

SES (Euronext Paris and Luxembourg Stock Exchange: SESG) is the world-leading satellite operator with a fleet of more than 50 geostationary satellites. Focusing on value-added, end-to-end solutions in four key market verticals (video, enterprise, mobility and government), SES provides satellite communications services to broadcasters, content and internet service providers, and mobile and fixed network operators, as well as 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's subsidiary, MX1, is one of the leading media service providers and offers a full suite of innovative digital video and media services.

Through its ownership of O3b Networks, a next generation satellite network combining the reach of satellite with the speed of fibre, SES significantly enhanced existing video and data capabilities. SES is the first satellite provider in the world to deliver a differentiated and entirely scalable GEO-MEO offer with powerful technical capabilities across numerous market segments and geographies.

At SES we are shaping new ecosystems and laying the groundwork for new foundations.

Further information available at: www.ses.com

About SES ELEVATE

ELEVATE, launched in 2012, is the SES Quality Assurance and Accreditation training programme for installers across the African continent. This programme aims to create an engaged installer network essential to support DTH growth in Africa. The ELEVATE certificate provides the opportunity to generate more income, further develop skills, learn cutting edge techniques and improve the overall quality of installations.