

Eutelsat Germany's KabelKiosk unveils new-generation OTT and multi-screen services at ANGA COM

Cologne, 5 June 2013 - Eutelsat Germany, the leading provider of ready-to-use TV products and services for network operators in Europe, is radically expanding the scope of its KabelKiosk service with the unveiling at ANGA COM of a turnkey TV product for local and regional IP and cable network operators in Germany.

The new service is designed to help IP network operators optimise their fibre infrastructure by bolting video services onto their established portfolio of telephony and Internet services. It comprises comprehensive linear TV and non-linear services in addition to solutions for secure distribution of content to connected devices including iOS and Android smartphones and tablets. The new features will also be available for KabelKiosk's existing cable partners, enabling them to serve their DVB and IP customers with an advanced multi-screen product.

IP network operators in Germany that are mainly SMEs and affiliates of utility companies, each serve between 20,000 and 50,000 households and are expected to serve a technical reach of four million households by 2015. The development by KabelKiosk of a wholesale video solution enables them to transform their client relationship by jumpstarting sophisticated TV services under their own brand that are in step with consumer expectations for linear and non-linear content seamlessly connected across screens and devices.

Eutelsat Germany is installing a new headend solution that will be able to efficiently transform 50 HD and 100 SD channels into IP and manage applications that include on-demand services, HbbTV applications and live adaptive streaming to OTT set-top boxes, smartphones and tablets. KabelKiosk's new multi-screen product will be launched by the end of the year.

Martina Rutenbeck, Managing Director of Eutelsat Germany, commented at ANGA COM: "Our strategy with KabelKiosk is to assemble sophisticated video products that network operators can customise as much or as little as they want. The components of the new services unveiled at ANGA COM assemble the know-how of leading players in IPTV, OTT, Digital Rights Management and multi-screen services and we look forward to helping IP and cable operators enrich their offer to clients across Germany."

Partners involved in these developments include Tvinci for the OTT backend offering, Harmonic for the video headend, and Playready and Marlin for DRM. Rovi and PPS also helped supply

VOD and EPG solutions, while Farncombe, a provider of product strategy and technical consultancy to the TV industry, helped to integrate the solution.

About Eutelsat Communications (www.eutelsat.com)

Eutelsat Communications is the holding company of Eutelsat S.A. With capacity commercialised on 31 satellites delivering reach of Europe, the Middle East, Africa, Asia, significant parts of the Americas and the Asia-Pacific, Eutelsat Communications (Euronext Paris: ETL, ISIN code: FR0010221234) is one of the world's leading satellite operators. As of 31 March 2013, Eutelsat's satellites were broadcasting more than 4,600 television channels to over 200 million cable and satellite homes in Europe, the Middle East and Africa. The Group's satellites also provide a wide range of services for TV contribution, corporate networks and fixed and mobile broadband markets. Headquartered in Paris, Eutelsat and its subsidiaries employ over 780 commercial, technical and operational professionals from 30 countries.

For further information

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