



# Press release

### ORANGE ROMANIA LAUNCHES TV-SERVICE WITH GLOBECAST ON ASTRA

Luxembourg/ Paris, 11 June 2013 – GlobeCast and SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESG) announced today that they are providing services to Orange Romania for the launch of a high quality satellite Direct-to-Home TV package this month. The package will use multiple transponders on ASTRA's 31.5 degrees East orbital position and will be broadcast in the DVB-S2 and MPEG4 technical standards. GlobeCast will provide contribution, encryption and encoding for Standard Definition and High Definition channels in the package.

Orange Romania will launch the new TV package to complement its existing mobile service, enabling the company to offer full multi-device communication services to its customers. Orange Romania booked this service through GlobeCast, which is providing a complete solution to bring Orange Romania's channels to the point of uplink and prepare them for broadcast on capacity that GlobeCast has leased from SES.

Jean-Francois Fallacher, Chief Executive Officer of Orange Romania, said: "Today Orange Romania is ready to provide high quality television services and to offer our Romanian customers truly attractive packages. Orange TV means the highest number of HD TV channels, the best satellite beam strength and coverage, dedicated customer care, multiscreen access, a smaller and efficient dish and other remarkable features that will allow us to offer an amazing TV experience. All these were brought to life with Orange Group's expertise and solid partnerships we developed with world renowned companies in the TV industry."

Philippe Fort, Chief Operating Officer of GlobeCast, said: "Our offices worldwide collaborated to ensure a full technical solution for GlobeCast's customer, Orange Romania, beginning with reception of the channels from Bucharest and ending with handoff to our partner SES for uplink to their powerful satellite. We are proud of the result and will continue to ensure excellent quality of service on the platform, leading to a high quality experience for the viewer."

Ferdinand Kayser, Chief Commercial Officer of SES, said: "Telecommunication operators increasingly invest in content distribution in order to complement their existing services. This agreement shows the growing importance of satellite as a technical infrastructure for linear television packages of telecommunication operators. In addition to its unrivalled technical reach, satellite offers a fixed cost structure that is not dependent on the number of households receiving a TV service. We are delighted that Orange Romania decided to launch its new service via ASTRA. This confirms the leading role that SES plays in Central and Eastern Europe and shows that our orbital slot 31.5 degrees East is becoming a new hot spot in this region."

For further information please contact:

GlobeCast

Press Contacts:

Matthew Rosenstein
+1 212 332 2178

matthew.rosenstein@globecast.com

SES
Markus Payer
Market Communication & PR
Tel. +352 710 725 500
markus.payer@ses.com





Bazeli Mbo: bazeli.mbo@globecast.com +33 1 5595 2604

Hani Sallim: haniati.sallim@globecast.com +65 6325 4222

Orange Romania
Veronica Dogaru
Corporate Communications Manager
Tel. +40(0)374 44 3076
veronica.dogaru@orange.com

#### **About SES**

SES is a world-leading satellite operator with a fleet of 53 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 broadcasting 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 (Euronext Paris and Luxembourg Stock Exchange: SESG) holds participations in Ciel in Canada and QuetzSat in Mexico, as well as a strategic participation in satellite infrastructure start-up O3b Networks. Further information under: <a href="https://www.ses.com">www.ses.com</a>.

Follow us on:

Twitter: https://twitter.com/SES\_Satellites

Facebook: <a href="https://www.facebook.com/SES.YourSatelliteCompany">https://www.facebook.com/SES.YourSatelliteCompany</a>

YouTube: <a href="http://www.youtube.com/SESVideoChannel">http://www.youtube.com/SESVideoChannel</a>

Blog: http://en.ses.com/4243715/blog

## About GlobeCast (www.globecast.com)

A subsidiary of France Telecom/Orange, GlobeCast is a leading provider of media management and global content delivery services for broadcasters and content creators. With a secure fiber and satellite network connected to dozens of teleports, technical operations centers, and points-of-presence worldwide, GlobeCast manages and transports millions of hours of video and other rich media each year. An integrator of audiovisual technology and a full service provider, GlobeCast works with all the actors in the audiovisual chain from production companies to broadcasters, retail organizations, cinema chains, and more. The company provides on-site service from major news and sporting events for coverage in SD, HD, or even 3D. Present in Europe, the Americas, the Middle East, Asia, Africa, and Australia, GlobeCast is also an expert in international television markets, and works with new and established broadcasters to reach and secure distribution with leading pay-TV operators around the world. See also: twitter @GlobeCast

## **About Orange Romania**





Orange is the market leader in Romania with 10,214 million clients and revenues of € 291 million at 31st of March 2013. Orange Romania is part of France Telecom-Orange, one of the world's leading telecommunications operators with over 230 million customers on five continents.

Orange offers its clients, both, individuals and companies, a complete range of communication solutions, from basic services up to integrated solutions for voice and mobile and fixed data.

For more information on the company's products and services, please visit www.orange.ro.