

**Interview with
Mrs Ludmila Naumova,**

Senior Regional Director Data and Mobility, Russia and the CIS, SES

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1. At Satellite-2013 trade show in Washington Romain Bausch, SES President and CEO, mentioned 4 key regions for the company: Brazil, South Africa, India and Indonesia. Are there any changed or additions on this list? And what is a level of Russia/CIS market importance in SES strategy?

As a global satellite operator SES has been providing capacity to Russian/CIS customers for many years. We are focusing on emerging markets with growth potential and Russia/CIS is one of them, the region is dynamic having a large variety of very active businesses. Because the region spreads on a very large territory with extreme weather conditions we see an increasing demand for connectivity and a need for mobile backhaul. Thus satellite solutions continue to play a key role in helping link these new commercial projects, and contribute to provide connection to under-served areas by terrestrial networks.

Russia/CIS is an important market for us and we continue to invest in capacity in the region expanding our reach to meet the increased demand and to support our customers' growth. As proof of our commitment to this region, in addition to the dedicated coverage from our satellites NSS-6, NSS-12, NSS-9 and SES-4 located in the orbital position between 22°W and 183°E in both C and Ku-Band, the next satellite we are launching will be ASTRA 5B at 31.5° E which will provide coverage over Western Russia and Eastern Europe.

2. SES investments in O3b MEO satellites were lower than a cost of one HTS satellite. And the latency in MEO system is close to terrestrial cable systems, which is unreachable with GEO satellites. Why don't SES switch from GEO business to MEO one completely?

We own and operate a fleet of 54 geostationary satellites that are complemented by a network of teleports located around the globe. This far-reaching infrastructure enables our customers to reach 99% of the world's population. We have a track record of successful launches with an outstanding space segment availability of 99.99988% which is one of the highest rates in the industry. As every customer faces unique challenges, we always provide a tailored solution that best fits their specific requirements, which is why we believe GEO and MEO are complementary to each other and both have specific advantages.

Our investment in O3b, the world's first Medium Earth Orbit (MEO) satellite constellation with Ka-band beams, is to provide an alternative solution to meet the demands of the satellite industry and to expand the offerings to better cater to our customers' needs depending on their specific application and coverage needs. MEO satellites cover territories between 45° north and south of the equator.

Geostationary satellites remain ideal for applications such as Point-to-Point, Corporate VSAT networks, TV broadcasting, small bandwidth services, just to name a few. In addition to this, customers often reuse existing Ku and C-band equipment which is widely installed across various territories.

3. Which countries are sharing the concept of hosted payload? What is a (the) share of hosted payload business in SES revenues in 2012 and 2013 (forecast)? Do you see the (an) interest to hosted payload collaboration in Russia/CIS/Eastern Europe (and did SES make any offers already)?

Our ambitious fleet development programme offers plenty of opportunity for governments and institution to place a dedicated payload on an SES satellite scheduled for launch.

For example we support the European Geostationary Navigation Overlay Service (EGNOS) with 2 hosted payloads, ground network hosting and uplink chains.

Another example is a project on behalf of the US Department of Defense, the CHIRP (Commercially Hosted Infra-Red Payload) with 1 hosted payload on an SES satellite operating over the United States.

We welcome engagement with dependable partners across the world that need hosted payloads that have unique mission and schedule requirements that match what SES may be able to fulfill. Our growing fleet allows potential partners several attractive opportunities to host payloads in mutually beneficial ways; in addition we bring in our strong experience in technical integration and project management.

4. When Ultra HD will become a common technology?

Ultra HD provides a much more immersive viewing experience than HD. TV is not disappearing from the living room – on the contrary, consumers want bigger screens - provided they are slim, affordable and better quality.

Original Ultra HD productions are still rare but several broadcasters have started to shoot in Ultra HD resolution. Ultra HD television broadcasts require a new generation of Set-top Boxes and TV screens which will very likely be available as of 2015.

We think Ultra HD will see its commercial launch in the premium market segment in 2015-16 and become mass market like HD, but maybe at a bit slower pace as the benefits of Ultra HD become more evident with larger screen sizes. For Ultra HD to become mass market, it is very much dependent on the availability of great content and the commercial capability of studios and operators to invest into a 4K production chain. The elements of the value chain need first to come together.

5. Does SES develop a common position with other FSS operators for WRC-2015? What are SES suggestions on a future of (the) 3 GHz, 4 GHz and 5 GHz frequency bands hunted by mobile service providers for terrestrial broadband?

SES has always been an active player within the industry concerning the development of positions for WRC. Cooperation with other operators, and with administrations, is of the highest importance to us. Through various regional groups, like ESOA in Europe and CASBAA in Asia, and global groups like the GVF, active cooperation is ongoing. This is particularly the case for AI 1.1 of WRC-15, which deals with potential new spectrum for terrestrial broadband such as IMT and RLAN (or wifi). It is the view of SES, together with many other operators, that C-band is not a suitable band for terrestrial broadband. The main reasons for this are the technical incompatibility between satellite services on one side and terrestrial broadband services on the other side, as well as the fact that large amounts of spectrum have already been allocated for terrestrial broadband, and by far not all of it has been licensed or implemented.

It is worth mentioning that particularly in the 3GHz and 4GHz band, the views of the Russian administration are very much aligned with ours.

6. What are SES launch plans for 2014, and how all new satellites (are) divided between the rockets/launchers?

This year SES has launched three satellites over our two launch service suppliers: ILS and SpaceX. The next satellite that will be launched in 2014 is ASTRA 5B and will be launched by ArianeSpace. These three service suppliers are SES' partners, and together, help ensure us access to space in a context of heavy launch activity, as seen in the past.

We have also signed a launch contract with SpaceX to launch three additional satellites showing our commitment to diversify our strategic supplier base to secure access to space.

7. Who is currently operating German filing at 28.5 East; SES or Eutelsat?

Following the decision of the Arbitral Tribunal constituted under the rules of the International Chamber of Commerce of Paris that concluded the first phase of arbitration in September 2013 and a preliminary injunction by the regional civil court of Bonn, SES and Eutelsat Communications have collaborated in the best interest of customers to ensure a smooth transition of operations on frequencies at 28.5°E under a German filing. As of October 4, SES is operating and Eutelsat has ceased operating on these frequencies. The transfer was successfully completed in the night of 3-4 October.

8. Is SES considering Mobile Backhaul business as a significant part of service portfolio globally and in Russia? Who are your Russian customers for this service?

The growth in mobile services has been significant in the past few years. Even at an average 90% penetration of mobile communications worldwide, the trend will remain strong. Mobile connections will continue to rise as on one hand operators keep adding more users and on the other hand the society is becoming even more "connected". Mobile network operators

have been launching 3G and 4G networks to feed the escalating demand for access to mobile internet.

Boosting network capacity to meet increasing demand for mobile connectivity is not an easy task for the mobile operators who face many challenges to satisfy growing customer demand for reach, speed and broadband services. In order to ascertain that their networks are fully covered, mobile companies are now turning towards satellite operators to ensure there is coverage over the remote and inaccessible parts of the countries.

The satellite infrastructure has proven to provide reliable, timely, extensive and competitive coverage to support the mobile services adoption. .

SES is working very closely with key mobile network operators on global basis including Russia and more specifically Far East Russia and Siberia to find the most optimal and innovative solutions that will be resilient to growing traffic demand and changing application requirements.

It is part of our strategy to support our customers at the same path as the market is growing, providing them the capacity they need to fulfill their own customers' requirements.

Also SES has the technical expertise and local knowledge, to help local Telecom operators venture into the broadcasting business. We have numerous examples of mobile operators utilizing SES capacity to launch new TV packages to complement their existing services. This enables our customers to offer full multi-devices communication services to their customers.

9. Where do you see other growth potential for SES in 2014?

SES is the leading DTH satellite operator in the world. Our global fleet of 54 satellites is home to 44 DTH platforms and carries more than 6,000 channels to over 276 million homes. More than 1,700 HDTV channels are broadcast via our satellites, accounting for around 27% of all satellite-delivered HDTV channels in the world. Our expertise in serving our media customers in Western Europe and North America have enabled us to recreate a similar success in Asia-Pacific, Latin America and Africa, and we believe this growth will continue in 2014.

That aside, we have observed new growing opportunities in verticals applications and markets like in the maritime, oil and gas, railway and aeronautical industry. There is an increasing need for vessels and airplanes to offer anytime, anywhere connectivity to their customers on-board and for companies to contribute to differentiate their services. The aero market still has huge growth potential, as only a small percentage of commercial airlines are currently offering this kind of service to their customers. However I believe many airlines are currently looking into this and a few years from now, a majority of them will be able to offer in-flight broadband services in a bid to reduce churn and enhance customer satisfaction and retention.

The maritime market is clearly more mature with SES providing VSAT services to super tankers and container vessels markets over the last 10-12 years. Recent trends in bigger

ships, bigger ports, and increasing demand for upscale luxury cruises among many others all point to further growth in this category. Currently service providers are providing up to 100MBits per vessel improving their mobile connectivity for customers, crew welfare and operational communications. They will continue to require higher throughput, which is leading to an increase in demand for bandwidth.

Finally land mobility is where we see a more modest growth, with only a limited number of train operators offering VSAT services for broadband services. The train operator recognizes the need to provide continuous un-interrupted communication service to satisfy customer whom expect to be connected for business or leisure purpose, and satellite communication is the proven means to provide coverage along the major train routes.