



As of 25 May 2018

### Overview

SES believes in creating value by driving a premium customer experience delivered via satellitebased communications solutions. As the world-leading satellite operator with a fleet of more than 50 satellites in geostationary earth orbit (GEO) and 16 in medium earth orbit (MEO), the company provides satellite communications services to broadcasters, content and internet service providers, mobile and fixed network operators and business and governmental organisations worldwide.

In Q2 2018, SES will be launching SES-12, a satellite that aims to elevate the experiences of people, communities and businesses throughout Asia-Pacific and the Middle East. The satellite is uniquely designed with both state-of-the-art powerful wide beam and high throughput capabilities to provide satellite communications services across the region. This sophisticated satellite will feature a payload of 6 wide beams and 72 high throughput user spot beams, making SES-12 one of the largest geostationary satellites that SES has ever procured.

SES-12 joins SES's network of seven geostationary satellites and 16 MEO satellites that provide unparalleled coverage to over 20 countries in Asia-Pacific.

# SES-12: Services and coverage

SES-12 features the best of both wide beams and high throughput spot beams to serve diverse connectivity needs. The satellite will provide expansion and replacement capacity to serve the data, mobility, government and video sectors in the Asia-Pacific region.



SES-12 has both wide beam and high throughput capabilities that will meet the diverse needs of our video and data customers. With high throughput capabilities that enable the rapid transmission of massive amounts of data, SES-12 is SES's answer to soaring connectivity demand in the aviation industry, especially across Asia-Pacific, where the number of connected aircraft will increase from more than 1,000 in 2017 to over 5,500 by 2026. The region will be the world's third largest in terms of connected aircraft, after North America and Europe.<sup>1</sup>

Over the next decade, high throughput satellites (HTS) such as SES-12 are also anticipated to be a driving force behind the steady roll-out of connected vessels and cruise liners. The total number of maritime in-service terminal in Asia will more than double from 73,000 in 2017 to over 175,000 by 2026.<sup>2</sup>

<sup>1</sup> Euroconsult

<sup>2</sup> Northern Sky Research



In the next decade, Asia will witness the largest growth in enterprise VSAT sites at 7% CAGR to reach almost 1 million by 2026.<sup>3</sup> Governments who want to bridge the digital divide and launch connectivity programmes will be the key growth driver, followed by banking, and SES-12 will be key in meeting this demand. With over 1 billion people lacking 3G/4G coverage, Asia will lead the cellular backhaul via satellite growth.

SES-12, in combination with SES-8, will reach 18 million TV homes from its 95°E orbital position. The satellite provides pay-TV operators the reliability and scalability to deliver higher quality, richer and more immersive end-user experiences; anytime, anywhere and on any screen. SES-12's spot beams will also enable broadcasters to bring localised video content to specific cities and provinces in a cost-effective manner.

## Satellite manufacturer and launcher

SES-12 was built by Airbus Defence and Space and is designed to operate for 15 years in geostationary orbit, with a payload comprised of 68 high-power physical Ku-band transponders and 8 physical Ka-band transponders. The satellite has a launch mass of 5,400 kg, 19 kW of electrical power, two solar wings with five solar array panels on each wing for a wingspan of 45m.

SES-12 will be launched on SpaceX's flight-proven Falcon 9 – rocket from Cape Canaveral Air Force Station, Florida. The satellite will use electric propulsion to bring it to its orbit at 36,000 kilometres above the equator and subsequent on-orbit manoeuvres.

## SES in Asia-Pacific

SES has maintained its regional headquarters in Singapore since 1999. The company's core business is the provision of satellite communications services and solutions for clients in the broadcast, enterprise, maritime & aeronautical as well as government sectors, through its constellation of over 50 GEO satellites and network of 16 MEO satellites.

Today, SES leads the direct-to-home (DTH) market in the Asia-Pacific region, where it carries the highest number of pay DTH channels (almost 1,000 channels). When launched, SES-12 will join seven other SES satellites to reach 32 million Asia-Pacific TV homes from two prime video neighbourhoods at 95°E and 108.2°E.

SES's Asia-Pacific operations are led by Imran Malik, Vice President, Asia-Pacific, SES Networks and Yew Weng Soo (Soo), Vice President, Sales and Market Development, Asia-Pacific, SES Video.

## Contact

To find out more about SES, or to enquire about interview opportunities, kindly contact: Suzanne Ong Senior Manager, Global Public Relations, SES Tel: +31 65 555 4319 Suzanne.Ong@ses.com

<sup>&</sup>lt;sup>3</sup> Northern Sky Research 2017