



*Betzdorf, April 8th, 2002*

## **SES GLOBAL AND ALCATEL SPACE ANNOUNCE STRATEGIC PARTNERSHIP TO PROVIDE SATELLITE BROADBAND ACCESS SOLUTIONS BASED ON BBI / DVB-RCS TECHNOLOGY**

SES GLOBAL (Luxembourg Stock Exchange: SESG; Frankfurt Stock Exchange: SDSL), and Alcatel Space, a subsidiary of Alcatel (Paris: CGEP.PA; NYSE: ALA) today announced the formation of a strategic partnership for the implementation of two-way satellite based systems using SES' Broadband Interactive System (BBI) technology based on the DVB-RCS standard and targeting the Enterprise market.

SES pioneered the open DVB-RCS standard to provide two-way satellite broadband access using Ku and Ka-band frequencies to professional users such as corporations and small and medium-sized companies (SME). The BBI solution was launched commercially in November 2001.

Under the strategic partnership, SES GLOBAL will transfer to Alcatel Space the prime responsibility of the BBI technology development. By entering into the strategic agreement, Alcatel fully endorses the DVB-RCS standard for the large-scale implementation of two-way broadband services. Alcatel will continue the development of the system and ensure future supply of gateway and terminal products. Alcatel will work with industrial partners which are already committed to the development of DVB-RCS subsystems.

SES GLOBAL will cooperate with Alcatel in the definition of future product enhancements and in ensuring the broad commercial availability on a global basis of DVB-RCS products. The strategic partnership aims to further enhance the BBI technology by:

- improving satellite transponder efficiency and system capacity;
- optimising the cost and performance of end-user terminals;
- maximising the integration of broadband satellite and telecommunication networks;
- extending the variety of services supported by the BBI system.

SES GLOBAL will bring its wide experience of satellite-based services to the partnership. Alcatel, being a major supplier of telecommunication network as well as satellite equipment, will allocate important R&D resources to the development of DVB-RCS solutions, and will contribute some of its networking and radio technologies to the optimisation of the BBI platform.

The three-way partnership between SES GLOBAL, Gilat Satellite Networks and Alcatel Space/SkyBridge which was announced today to provide broadband services in Europe will procure DVB-RCS compatible equipment and services from Alcatel in addition to those already contributed by existing providers.

Pascale Sourisse, Alcatel Space Chairman and Chief Executive Officer stated: "Alcatel is committed to promoting the DVB-RCS standard around the world, and to ensuring availability of an efficient cost-effective platform for the professional market. Telecom operators and Service Providers will benefit from this partnership which will lead to a true "universal broadband delivery", complementing Alcatel's portfolio of broadband access solutions."

Robert Bednarek, Executive Vice President Corporate Development of SES GLOBAL, stated: "We are very excited to continue the development of BBI based on the DVB-RCS standard in cooperation with Alcatel Space. We are convinced that our new partner's experience and resources in the field of technical network implementation will be highly beneficial for the smooth roll-out of DVB-RCS-based solutions in the enterprise market."

### **About SES GLOBAL**

SES GLOBAL, the world's premier satellite company, was born out of the combination of ASTRA, Europe's leading provider of satellite capacity for direct-to-home reception, and AMERICOM, one of America's leading Fixed Satellite Services operators. SES ASTRA and SES AMERICOM are the operating companies of SES GLOBAL. The Company also owns strategic holdings in first-class regional satellite service providers, which are SES GLOBAL partner companies, including AsiaSat and AMERICOM ASIA-PACIFIC in Asia, Star One and Nahuelsat in Latin America, and NSAB in Europe. Approximately 95 percent of the world's population live

within the footprints of the SES GLOBAL satellite network. In addition, SES GLOBAL is a shareholder in satellite technology companies Gilat Satellite Networks Ltd. and ND Satcom. SES GLOBAL shares are listed on the stock exchanges in Luxembourg and Frankfurt. Visit SES GLOBAL at [www.ses-global.com](http://www.ses-global.com).

### **About Alcatel and Alcatel Space**

Alcatel designs, develops and builds innovative and competitive communications networks, enabling carriers, service providers and enterprises to deliver any type of content, such as voice, data and multimedia, to any type of consumer, anywhere in the world. Relying on its leading and comprehensive products and solutions portfolio, stretching from end-to-end optical infrastructures, fixed and mobile networks to broadband access, Alcatel's customers can focus on optimizing their service offerings and revenue streams. With sales of EURO 25 billion in 2001 and 99,000 employees, Alcatel operates in more than 130 countries. For more information, visit Alcatel on the Internet: <http://www.alcatel.com>

Alcatel Space ranks among the world's leading space systems prime contractors. Leveraging its dual expertise in civil and military applications, Alcatel Space develops satellite technology solutions for telecommunications, navigation, optical and radar observation, meteorology, and scientific applications. The company is also Europe's Number One prime contractor for Earth observation, meteorology and navigation ground segments, as well as space systems operations. A fully-owned subsidiary of Alcatel (100%), Alcatel Space generated 2001 revenues of 1.4 billion Euros and has 6,000 employees. For more information, please visit our website at [www.alcatel.com/space](http://www.alcatel.com/space)

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