



YAHSAT ANNOUNCES PARTNERSHIP WITH NEWTEC FOR ITS PIONEERING SERVICE PROVISION MODEL

Contract awarded to Newtec incorporates its multiservice VSAT platform Newtec Dialog® as well as a fully integrated OSS/BSS solution to deliver service on Yahsat's Al Yah 3 satellite

Rio de Janeiro, 15 October, 2015 – UAE-based satellite operator Yahsat, announced during Latin America Satellite Congress the contract award to Newtec for the delivery of service platforms and operating systems in support of the company's planned extension across Brazil in 2017.

Yahsat has awarded a new contract to Newtec – a specialist in designing, developing and manufacturing equipment and technologies for satellite communications – for its Newtec Dialog® multiservice VSAT platform including VSAT baseband hubs, user terminals, as well as the Operating Support System (OSS) and Business Support System (BSS). The contract also caters for the supply of various types of Customer Premise Equipment (CPE). The turnkey solution provided by Newtec, in partnership with Tech Mahindra, is integrated with an Oracle platform, bringing Tier-1 capabilities to the OSS/BSS layer. Tech Mahindra comes with over 20 years of experience in delivering OSS/BSS solutions to global telecom operators and has a strong presence in Brazil.

Customers and their satisfaction remain the focus of Yahsat, and the collaboration with Newtec provides the company the opportunity to adopt best-in-class products, given Newtec's commitment to its 30 years of continued R&D in the field of satellite communication, and the development of new features and functionalities that future-proof Yahsat's platform investments.

This partnership intends to maximise flexibility and innovation, and will allow Yahsat and its customers to benefit from a broader product range and wider implementation, better serving the needs of its various markets - from consumer and enterprise broadband customers, to the provision of backhaul services for telecom operators and ISPs.

David Murphy, Yahsat Chief Commercial Officer said, "We are excited to bring our innovative and affordable satellite services also to Brazil. This latest contract award to Newtec signifies the first time a satellite operator is set to integrate a fully-fledged OSS/BSS into the VSAT service platform for both wholesale and consumer segments. By doing so, we are extending our service offering and ensuring a high level of customer experience for all", Mr. Murphy continued.



Marcio Tiago, Yahsat's Brazil Country Director added, "Yahsat is committed to addressing the market needs across Brazil by implementing a best-in-class platform, coupled with a flexible OSS/BSS platform, which together provide greater capacity and functionality for a wide range of customers. Yahsat's pre-defined high-speed broadband bundles will provide speeds up to 15-20 Mbps, while the platform will also enable customised solutions to meet wholesale and corporate requirements."

Serge Van Herck, CEO at Newtec said, "We are pleased Newtec will play a major part in Yahsat's expansion into new and existing territories, markets and market segments. As a multiservice platform, Newtec Dialog® guarantees optimal modulation and bandwidth allocation, whether it is being used for enterprise, consumer broadband, cellular backhaul or mobility on traditional or HTS satellites. The VSAT hubs also feature Newtec's patented return link technology, Mx-DMA™, which enables services to run more efficiently and reliably than ever before over satellite."

Newtec's Bart Van Utterbeeck, Vice President South America added, "Yahsat and its customers will be benefitting from high quality services through the advantages from the Newtec Dialog solution. It will allow Yahsat to build its network and to adapt the provided services as their business grows and diversifies across Brazil and abroad."

Yahsat's third satellite, Al Yah 3, is scheduled for service launch in early 2017, extending the company's commercial Ka-band coverage to an additional 19 countries and 600 million users across Brazil and Africa. Al Yah 3 will cover more than 95% of Brazil's population. This latest partnership is in preparation for these developments, and is in line with Yahsat's strategy to appeal to wider demographics in the markets in which it operates. While Newtec is the preferred partner for the Brazilian market, the Newtec platform may also be deployed in other territories across Yahsat's footprint.

The partnership reinforces Yahsat's commitment to expanding its footprint in growing markets, strengthening Yahsat's position as the world's eighth largest operator in terms of revenue.

Ends



About Al Yah Satellite Communications Company PrJSC, "Yahsat"

Yahsat provides multipurpose satellite solutions (government and commercial) for broadband, broadcast, government, and communications use across the Middle East, Africa, and Europe in addition to Central and South West Asia. Based in Abu Dhabi, UAE, and wholly owned by Mubadala Development Company, the investment vehicle of the Government of Abu Dhabi, Yahsat is the first company in the Middle East and Africa to offer multi-purpose ka-band satellite services including:

- YahClick - offers broadband satellite solutions for home and business
- YahService - offers managed solutions and government capacity
- YahLink - offers IP trunking solutions, corporate networking and backhauling capacity
- Yahlive – a joint venture between Yahsat and SES, offers premium services to broadcasters and a select choice of TV channels

Yahsat's first satellite Y1A was successfully launched in April 2011, and the company's second satellite Y1B was successfully launched in April 2012. Yahsat has announced the manufacturing of its third satellite, Al Yah 3, planned for delivery in Q4 2016, with services to be rolled out early 2017, extending their commercial Ka-band coverage to an additional 19 markets reaching 60% of Africa's population and over 95% of Brazil's population, marking the company's first entry in to Brazil.

For more information visit www.yahsat.ae or www.mubadala.ae

About Newtec

Newtec, www.newtec.eu, is specialized in designing, developing and manufacturing equipment and technologies for satellite communications. As a pioneer in the industry, Newtec is dedicated to creating new possibilities for the broadcast, consumer and enterprise VSAT, government and defense, cellular backhaul and trunking and mobility, offshore and maritime markets. Our products and technologies can be applied in a wide range of single and multiservice applications from DTH broadcasting, video contribution and distribution and disaster recovery and backbones for backhauling, to small and medium enterprises, SCADA networks, manned and unmanned aircrafts, trains, border control, Morale, Welfare and Recreation (MWR) and maritime.



For over 30 years, our dedicated team of specialists has set industry standards with the most efficient, scalable and economical technology solutions. New challenges and customer needs offer opportunities to explore new boundaries. This empowers us to work even harder, helping customers to perform their best so that, together, we can make the world a safer, more informed and connected place. As a result, more than 3 billion people watch TV every day thanks to Newtec technology.

Newtec is a European company founded in 1985. Through commercial offices in Sint-Niklaas (Belgium), Dubai (UAE), Singapore, Beijing (China), Sao Paulo (Brazil) and Stamford, CT (USA) as well as an extensive network of over 100 certified partners, Newtec can meet customer's needs worldwide.

For more information contact Kerstin Roost, Public Relations Director at Newtec via Kerstin.Roost@newtec.eu .