



EUROPEAN SATELLITE OPERATORS SET TOP LEVEL AGENDA

ESOA holds annual meeting

Betzdorf, 4 April 2003

The key executives of Europe's satellite operators met on April 4 in Betzdorf (Luxembourg) for a Board meeting followed by the yearly General Assembly of ESOA, the European Satellite Operators Association.

The Board elected Giuliano Berretta, Chairman of the Management Board and CEO of Eutelsat, as Chairman. He will succeed Romain Bausch, President and CEO of SES GLOBAL whose term as Chairman of ESOA has now expired, and Mr Berretta will lead ESOA through its second year. Dan Goldberg, President and CEO of New Skies, was elected Vice Chairman of the Board. Both appointments are for a one-year term.

ESOA will pursue five priorities in 2003:

- Provide input into the development of the Green Paper on European Space Policy at the levels of both the European Commission and European Space Agency. ESOA recently proposed to the EC the setting up of a specific Satellite Telecommunications programme alongside Galileo and GMES, in order to address the development of new Satcoms applications and terminals in Europe and thereby provide support for the sector as a whole.
- Represent the views of European satellite operators in Europe and around the world to help remove trade, regulatory and market access barriers facing them. More particularly, ESOA will establish a road map for the preparatory work, in conjunction with the EC, for the next WTO Doha round of GATS negotiations and follow-through on its implementation.
- Actively support satellite service providers by stimulating the increase of research and development funding for ground equipment and satellite based applications.

ESOA members confirm the importance of the expansion of broadband services in the development and growth of Satellite Telecommunications. Satellites will be key to universal broadband access in the enlarged European market as well as globally, and facilitate a reduction in the 'Digital Divide'. An important obstacle towards this in Europe, as has been repeatedly stated, is the availability of low-cost consumer terminals.

ESOA firmly believes that the specific proposal made at the Green Paper launch, and subsequently reported by the press, for Europe to make available an initial funding of just 100 Million Euro to ensure the availability of an initial supply of interactive, open-standard terminals would achieve a much needed boost to the whole industry.

- Promote the role of satellites in the European Commission's e-Europe broadband programme. e-Europe was launched in 1999 to bring Europe on-line. Satellites, with their total coverage of Europe and multi-casting capabilities, are an excellent spectrum-efficient method for delivering rich content.
- Continue to pursue the important issues of frequency use, frequency access and frequency availability for satellite communications, notably in the context of the upcoming WRC 03. ESOA is particularly concerned to see fewer constraints on the use of existing allocations in the uplink Ku-bands of 13.75-14.00 GHz and 14.25-14.50GHz, supports extra allocation of spectrum for MSS services in L-band, and underlines the importance of adequate available spectrum in the 20/30GHz Ka-band for the expansion of new services.

ESOA is also particularly concerned by initiatives taken by certain National Regulatory Authorities to increase the burden of regulation in satellite downlink bands which could impact on the deployment of new services and broadband in Europe.

Members of ESOA are Eurasiasat SAM, Europe* Star, Eutelsat S.A., Hispasat, Inmarsat Ventures PLC, New Skies Satellites NV, Nordic Satellite AB, SES GLOBAL, Telenor and Telespazio.

Arianespace is an Associated Member of ESOA.

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Background

EURASIASAT SAM is an international satellite operator, headquartered in Monaco. Joint-venture between Turk Telekom and Alcatel Space, Eurasiasat SAM operates Eurasiasat-1 / Turksat 2A satellite from its 42°E orbital position, co-located with Turksat 1C. Belonging to the Turksat fleet family, Eurasiasat-1 satellite provides high-quality services over all Europe (Western, Central and Eastern), Near & Middle East as well as Central Asia. Eurasiasat 1 covers more than 80 countries and 20% of world population. Eurasiasat provides any type of television and telecommunication services such as Internet via Satellite, TV broadcasting, DTH bouquet transmission and contribution. From 42°E position, more than 100 TV and 60 radio channels are broadcast over Europe or Central Asia.

www.eurasiasat.com

Europe*Star is a satellite operator headquartered in London, a joint venture between Alcatel Space and Loral Space & Communications. Europe*Star operates its own mission control centre in Toulouse, and has regional marketing offices in Cape Town and New Delhi. Europe*Star leases capacity for full-time and occasional use services. Brought into service January 2001, Europe*Star 1 has five high-power beams covering Europe, Southern Africa, Middle East, Indian subcontinent and South East Asia. A second satellite, Europe*Star B, provides additional capacity for markets in Central and Eastern Europe.

www.europestar.com

Eutelsat S.A. With capacity commercialised on 23 satellites that provide coverage from the Americas to the Pacific, Eutelsat S.A. is one of the world's leading satellite operators. Eutelsat's satellite infrastructure gives it the flexibility to offer direct-to-home broadcasting, video distribution and contribution services, corporate network solutions and a portfolio of IP applications including broadband Internet access and Internet backbone connections. From its strategic HOT BIRD™ orbital position at 13 degrees East and other orbital positions, Eutelsat transmits more than 1250 television and 700 radio stations reaching an overall audience of 107 million cable and satellite homes.

www.eutelsat.com

HISPASAT, Spain's regional satellite operator manages the orbital position 30 degrees West over the Atlantic, offering advanced services in Europe and America for broadcasting and telecommunications. Its system of three active satellites, 1B, 1C and 1D deliver digital and analogue services, as well as different modulation schemes. Their exceptional coverage over the American continent, Europe, the Azores and North Africa enable Latin American and European operators to develop new multimedia services or multicultural content over a digital platform, including major cable networks operators in South America. Hispasat has also contracted a new satellite AMAZONAS to be placed on the Brazilian orbital position 61 degrees West, to initiate operating the 63 equivalent Ku and C-band transponders by the year 2003, combining North and South American as well as transatlantic connectivity. Hispasat is a technology led company, developing a number of high-level RD projects in Europe. It is also an active partner in the Spanish Galileo Consortium, in close collaboration with the Galileo project in Europe, and in the European Galileo Services consortium.

www.hispasat.es

Inmarsat Ventures plc owns and operates a global satellite network and distributes its solutions through a worldwide group of service providers to end customers in the maritime, aeronautical and multinational corporate sectors. The Group's principal operational areas are: Global mobile satellite communications, transportable broadband communications solutions, and provision of content and applications to its key markets. Inmarsat Ventures group principal operational areas:

Inmarsat Ltd owns and operates a global satellite network and delivers its solutions through a worldwide group of service providers operating in over 80 countries who offer a comprehensive range of mobile communications services in the air, on land and at sea to approximately 260,000 customer terminals - Invsat Ltd provides integrated telecommunications systems and services, including satellite systems, radio systems and VSAT (very small aperture terminal) satellite solutions to oil and gas, maritime, government and emergency services customers. Rydex Corporation Ltd develops and provides wireless electronic mail, ship/shore messaging and automated data communications systems to the maritime industry.

www.inmarsatventures.com

New Skies Satellites (AEX, NYSE: NSK)

New Skies Satellites (AEX, NYSE: NSK) is one of only four fixed satellite communications companies with truly global satellite coverage, offering video, voice, data and Internet communications services to a range of telecommunications carriers, broadcasters, large corporations and Internet service providers around the world. New Skies has six satellites in orbit, ground facilities around the world and one additional spacecraft under construction. The company also has secured certain rights to make use of additional orbital positions for future growth. New Skies is headquartered in The Hague, The Netherlands, and has offices in Beijing, Johannesburg, New Delhi, São Paulo, Singapore, Sydney and Washington, D.C.

www.newskies.com

Nordic Satellite AB (NSAB), headquartered in Stockholm, Sweden, owns and operates the SIRIUS satellite system, a leading broadcasting and broadband infrastructure for the North and East European regions. The Sirius system consist of three satellites located at orbital positions 13 degrees West and 5 degrees East providing cost-effective solutions for TV and radio broadcasting, broadband-, VSAT- and occasional services. NSAB is an SES GLOBAL partner.

www.nsab-sirius.com

SES GLOBAL is the world's premier satellite company, born out of the combination of ASTRA, Europe's leading provider of satellite capacity for direct-to-home reception, and AMERICOM, one of the leading Fixed Satellite Services operators based in the U.S. SES ASTRA and SES AMERICOM are the operating companies of SES GLOBAL, with 29 wholly-owned satellites. The company also owns strategic holdings in first-class regional satellite service providers with 13 additional satellites, which are SES GLOBAL partner companies: AsiaSat and AMERICOM ASIA-PACIFIC in Asia, Star One and Nahuelsat in Latin America, as well as NSAB in Europe. 95% of the world's population live within the footprints of the SES GLOBAL satellite network. In addition, SES GLOBAL holds stakes in satellite technology companies Gilat and NDSatcom. SES GLOBAL shares are listed on the Stock Exchanges in Luxembourg and Frankfurt.

www.ses-global.com

Telenor is a worldwide provider of high quality telecommunications, data and media communication services, headquartered in Oslo, Norway. In the area of satellite broadcasting, Telenor is a leading provider of digital pay-TV services in the Nordic region, via its direct-to-home platform and its Thor satellites at the 1°W orbital location. Efficient fixed satellite network solutions are offered via VSAT systems in Europe and beyond. Telenor is also a leading global provider of mobile satellite services.

www.telenor.com

Telespazio, a Finmeccanica Company, is the “leading innovator” in space systems and satellite applications for business and institutions worldwide. Telespazio offers a complete range of satellite solutions: Space, fixed and mobile satellite telecommunications, broadband multimedia, navigation, advanced infomobility, TV services and remote sensing, in its own network of Space Centres.

Telespazio is engaged in the most important European space projects: from GALILEO to Cosmo-SkyMed. Telespazio is actively involved in the mission definition phase, in the development and integration of ground facilities, in the assistance for satellite launch and “in orbit” positioning (LEOP), telemetry, tracking and command (TT&C), in its own network of Space Centres – the Fucino Space Centre “Piero Fanti”, the most important civil teleport in Europe, the “Lario”, “Scanzano” and Matera Stations – and operates and manages applications and services based on most advanced satellite technology.

www.telespazio.it

Arianespace is the commercial launch services leader, holding more than 50 percent of the international market for satellites launched to geostationary transfer orbit (GTO). Created in 1980 as the world’s first commercial space transportation company, Arianespace has signed contracts for the launch of more than 250 satellite payloads.

www.arianespace.com