

ARABSAT AND NEWTEC SIGN NEW MULTI-MILLION EURO AGREEMENT

New Newtec Dialog® deployment will strengthen existing partnership and provide the base for Arabsat's new HTS services in the Middle East and Africa



Photo left: Wael Al Buti VP & Chief Commercial Officer at Arabsat and Thomas Van den Driessche, CEO at Newtec

IBC2018, AMSTERDAM, Netherlands, 15 September 2018. Newtec – a specialist in designing, developing and manufacturing equipment and technologies for satellite communications – and Arab Satellite Communications (Arabsat) have signed a new multi-million Euro contract, expanding their long-term partnership.

The new agreement will enable the launch of new High Throughput Satellite (HTS) services in the Middle East and Africa, including Enterprise and VNO services, IP Trunking and mobile backhaul for 3G and 4G services.

Under the partnership, Arabsat will deploy a Newtec Dialog® platform with a variety of Newtec's DVB-S2X Wideband modems. The specific modem used for each customer will depend on the market being served, with Newtec's portfolio providing vertical-specific solutions to deliver the best connectivity experience for any satellite application.

*"Expanding our partnership with Newtec in this way will help us meet rising market demand for high-throughput and high-performance services, pushing the boundaries of what is available today," said **Khalid Balkheyour, CEO at Arabsat.** "We chose to partner with Newtec after careful consideration of the market. We are confident that Newtec's proven expertise will enlarge our addressable market and maximize the benefits of HTS to achieve highest efficiency and throughput. This helps us provide the high-quality, cost-effective services our customers expect."*

Once launched, the new services will use Arabsat satellite capacity, with the initial hub expected to be installed in Europe within the next month.

Newtec Dialog is a multiservice VSAT platform which enables operators to build and adapt satellite networking infrastructures according to specific needs. With Newtec's modems, it provides a choice of three return technologies, including MF-TDMA, SCPC and Newtec's unique, dynamic Mx-DMA® which combines the best qualities of both to provide dynamic bandwidth allocation with the highest level of efficiency.

*"Our Newtec Dialog platform has a strong association with maximizing revenues to achieve the highest profitability, and with minimized risk, especially when being used to maximize the benefits of HTS networks," said **Thomas Van den Driessche, CEO at Newtec.** "We are proud Arabsat has chosen us to enlarge its addressable market and serve its most demanding customers, building on our long-term and very valued partnership."*

Newtec is showcasing the Newtec Dialog multiservice platform and its modem portfolio at IBC2018 in hall 1, booth A49, while Arabsat is exhibiting at stand B38, also in hall 1. IBC is taking place at the RAI Amsterdam until Tuesday, September 18.

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Your Contacts

Newtec

Kerstin Roost
Strategic Marketing & Public Relations Director
Tel: +491772190820
Kerstin.Roost@newtec.eu

Arabsat

Saad Al Tehaif
Director, Public Relations & Media
Email: Saadt@arabsat.com

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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, 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 cellular backhauling, to small and medium enterprises, SCADA and oil and gas networks, aircrafts and vessels.

Since 1985, 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 headquartered in Sint-Niklaas, Belgium. Through additional commercial offices in 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.

About Arabsat

Founded in 1976 by the 21 member-states of the Arab League, Arabsat, www.arabsat.com, has been serving the growing needs of the Arab world for over 40 years, operating from its headquarter in Riyadh-KSA and two Satellite control stations in Riyadh and Tunis.

Now one of the world's top satellite operators and by far the leading satellite services provider in the Arab world, it carries over 500 TV channels, 200 radio stations, pay-tv networks and wide variety of HD channels reaching tens of millions of homes in more than 80 countries across the Middle East, Africa and Europe – including an audience of over 170 million viewers in the Middle East and North Africa (MENA) region alone tuned into Arabsat's video "hotspot" at 26° E.