



## **PRESS RELEASE**

Date: 4 September 2007

### **Arqiva expands into key American markets**

- **Key strategic step puts Arqiva front and center in international teleport industry**
- **Enhanced access to Arqiva's extensive infrastructure in Europe and worldwide, now available to American broadcasters**
- **Responsive, passionate team of professionals with long-standing customer relationships**
- **Service transitions have been seamless and flawless**

**Washington, DC.** In a key strategic step, Arqiva has expanded its reach into the American market with the recent acquisition of British Telecom's (BT) satellite broadcast services business. The new operation includes long-term customer contracts, operations and personnel located in the USA.

Arqiva has a long pedigree in the UK for excellence as a leader in broadcasting and mobile technologies. With this acquisition, the company now has an inventory of over 100 uplinks at ten international satellite teleports providing access to over 60 satellites worldwide. In total, Arqiva's resources reach over 90% of the world's population.

The US acquisition is the latest in an impressive list of successes, including an award for World Teleport Operator of the Year in 2007 by the World Teleport Association. It is part of a broader purchase of BT satellite broadcast business, including operations in Europe, for 25 million pounds sterling (\$50 million) which was announced in April this year.

Simon Thrush, Senior Vice President and head of Arqiva's US operation, says: "For Arqiva this is an important entry into a key market. And for US customers looking for international access, we offer satellite coverage and fiber infrastructure that aren't attainable directly from the US. Essentially, we have become a gateway to the entire non-US broadcast world."

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From comprehensive, full-time video and data to occasional-use satellite services, Arqiva offers a full array of services for broadcasters in the US via two teleports: one in Washington, DC; and one in Los Angeles, CA. Each teleport offers a wide choice of satellite connectivity options, as well as a dedicated fiber link between the US and the UK.

“To date, the transition of services has been seamless,” continues Thrush. “Our people have a reputation for customer service and excellent, long-standing relationships, as well as a long pedigree in broadcasting—it really is our core business.” He continues, “Our customers also know that we’re a full-service provider, not just a transponder broker. And because we’re independent of any specific satellite operator, we can be more flexible and move much faster.”

Arqiva is already a well established and successful service provider. The company provides much of the infrastructure behind television, radio and wireless communications in the UK and has a growing presence in Ireland and mainland Europe. This acquisition now adds the US market to Arqiva’s expanding infrastructure.

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### **About Arqiva**

Arqiva operates at the heart of the broadcast and mobile communications industry and is at the forefront of network solutions and services in an increasingly digital world. The company provides much of the infrastructure behind television, radio and wireless communications in the UK and has a growing presence in Ireland, mainland Europe and the USA.

For broadcasters, media companies and corporate enterprises Arqiva has end-to-end capability ranging from outside broadcasts, satellite newsgathering, studios, playout, satellite distribution and terrestrial transmission, the latter including digital switch over and mobile TV development.

In the communications sector the company supports cellular, wireless broadband, video, voice and data solutions for the mobile phone, public safety, public sector, public space and transport markets.

Arqiva has its headquarters in Hampshire, with other major UK offices in London, Buckinghamshire and Yorkshire. It now has ten international satellite teleports, over 60 other manned locations, and around 3500 shared radio sites throughout the UK and Ireland including masts, towers and rooftops from under 30 to over 300 metres tall.

The company is owned by a consortium of investors led by Macquarie Communications Infrastructure Group and has five operating divisions: Terrestrial Media Solutions, Satellite Media Solutions, Mobile Media Solutions, Wireless Solutions and Public Safety.

Major customers include ITV, Channel 4, Five, the BBC, BSkyB, Classic FM, the five UK mobile operators, the RNLI and the Metropolitan Police.

[www.arqiva.com](http://www.arqiva.com)

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