



PRESS RELEASE

Date: 19 February 2008

Arqiva helps GTV achieve penetration and unprecedented growth in Africa

- **Arqiva successfully supports launch of new DTH platform in Africa**
- **Comprehensive 'bouquet' of services including network management, co-location, playout and live event handling**
- **Integrated infrastructure delivers a robust and flexible platform for future growth**
- **GTV exceeds 6-month target of subscribers**

Arqiva today announced it has successfully supported GTV in their plans to roll out in multiple markets in Africa, achieving unprecedented growth and exceeding targets. GTV, Africa's new and revolutionary digital pay-TV platform, is designed to make premium international and local entertainment content more accessible to more Africans.

GTV has exceeded expectations for its first six months and is well placed to hit target figures over its first 12 months. Its success lies in the provision of family targeted content at an affordable price, including FA Premiership, Italian Football League – Serie A, and many popular news and entertainment channels.

Arqiva is providing GTV with a comprehensive product portfolio from system design to playout and content aggregation. Content from a variety of sources, including Sony, Time Warner and the African Movie Channel, undergoes basic editing, quality control, technical correction and normalisation at Arqiva's Chalfont Grove studio facility in the UK.

Transmission master tapes are created through the addition of metadata, including timecodes, tape IDs and programme IDs, to support customer scheduling requirements. Master tapes are ingested and digitised before being played out and digitally archived from the Chalfont Media Centre.

Arqiva was approached by GTV in May 2006 and worked closely with key figures in GTV to determine a broad-based flexible solution to meet its emerging requirements. A multi-year

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contract was signed with Gateway Broadcast Services in March 2007. Following a pilot phase the full service went live on 28 May 2007 and GTV initiated its phased pan-Africa rollout with Kenya's launch on 29 July 2007. GTV is now available in 12 African countries with new markets being added each month. The projected roll-out covers all sub-Saharan countries with the exception of Nigeria and South Africa.

Playout features enabled on GTV's own channels, G Prime, G Sports 1 and G Sports 2, include advanced graphical overlay incorporating digital video squeeze-back effects and injection of remote data. International content is aggregated from various satellites and fibre backhauls including content substitution features for events to which GTV do not currently have the distribution rights.

For G Sports 1 & 2 Arqiva also provides a live event handling service which enables live interaction with studio-based material and raw live event contribution feeds. It also allows for the appropriate insertion of commercial breaks and manipulation of transmission schedules in real-time to compensate for the variable length of live events. All live events are recorded to the server, clipped to the correct length, given IDs and archived for repeat transmission. Arqiva also provides a fully managed co-location service for GTV's multiplexes, conditional access and EPG head-end equipment, which is integrated into Arqiva's Media Centre in the UK.

Julian McIntyre, founder and managing director of Gateway Broadcast Services, which provides the GTV service, said: "Arqiva has proved an ideal technology partner for our ground-breaking entry into the African market. Redefining pay TV in Africa from a luxury item to an accessible lifestyle choice is a tremendous undertaking, but Arqiva was able to fully appreciate our needs, pre-empt many of the complications and use their extensive experience, knowledge and technology to deliver an effective and robust platform from which to roll out GTV."

John Bozza, director of sales at Arqiva's Satellite Media Solutions division, said: "The integrated nature of Arqiva's infrastructure, with teams working closely together to deliver a comprehensive end-to-end solution for the customer, was a great advantage on this project. Our experience in working on projects of this size and nature, coupled with our ownership of the very latest studio, co-location and playout facilities, enabled us to deliver GTV with a fully flexible solution which can expand with the growth of the platform."

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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

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About GTV

GTV is a dynamic new Pan-African pay-TV service delivering choice, quality and innovation to a new breed of TV viewer. With a balanced and exciting choice of premium content, GTV is redefining pay-TV in Africa by offering it at a price point accessible to the mainstream. GTV is committed to supporting local content as well as offering major international programming ideal for the whole family.

GTV is already available in Kenya, Uganda, Tanzania, Rwanda, Malawi, Mauritius, Botswana, Zambia, Namibia, Ethiopia, Sierra Leone and Ghana and is currently proceeding with a phased roll-out across sub-Saharan Africa.

The GTV service is provided by Gateway Broadcast Services (GTV), a subsidiary of Gateway Communications. Gateway Communications is the leading provider of communications services to telecoms operators and corporations in Africa.

The direct-to-home, satellite-based service will deliver the highest quality digital reception across the continent. An advanced and efficient delivery platform will substantially reduce the cost and ease of set-up for customers. GTV is delivered across Gateway Communications' satellite infrastructure.

GTV was founded by Julian McIntyre, also President of Gateway Communications.

www.GTV.tv

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