



New Skies unveils new two-way DVB-RCS hub for cost-effective broadband satellite Internet services across Asia

Company to employ Newtec hub in Hong Kong and the NSS-6 pan-Asian satellite to deliver next-generation Internet service named IPsys[®] Broadbandsm

SINGAPORE, June 10, 2004 – New Skies Satellites N.V. (AEX, NYSE: NSK), the global satellite communications company, today unveiled a new **DVB-RCS satellite network hub** located at its partner mediaport facility in Hong Kong, which will access the NSS-6 pan-Asian satellite **to deliver cost-effective two-way broadband services**.

The new two-way service will be offered as part of New Skies' highly successful IPsys[®] family of value-added Internet services and will be known as IPsys[®] Broadbandsm. IPsys Broadband will allow ISPs, telecommunications companies, network integrators and other resellers to aggressively target the corporate enterprise market throughout Asia with competitive and high-quality broadband services. The service is currently undergoing beta testing and will be commercially available in late 2004.

Maurice Liu, New Skies' vice president of sales for Asia Pacific, said: "In many parts of Asia, last-mile terrestrial connectivity cannot support the bandwidth requirements of large corporate enterprises or ISP networks. Even current satellite solutions typically require extensive terrestrial networks in order to connect remote sites to two-way satellite gateways.

"Using the New DVB-RCS delivered by Newtec hub and the NSS-6 satellite, the IPsys Broadband service will allow our customers to establish two-way networks by directly linking remote sites to the hub entirely independent of terrestrial infrastructure, while also employing low-cost, non-proprietary end-user terminals and extremely small antennas. The new service will bring cost-effective next-generation broadband Internet services to areas where often there are no Internet access options, let alone broadband services."

The IPsys Broadband service will significantly expand the broadband reach of New Skies' customers, enabling them to provide an ubiquitous level of service as well as integrated networks throughout the IPsys Broadband footprint. These capabilities will allow them to develop new market segments where terrestrial solutions are not available and where satellite solutions previously were too expensive, for example the deployment of distance learning services to schools throughout Indonesia.

Michael Schwartz, New Skies' senior vice president of marketing and corporate development, said: "Our customers have told us that the biggest impediment to the deployment of two-way broadband services has been the large, up-front investment required for the hub and associated management systems. **IPsys Broadband overcomes this limitation by allowing multiple small- and medium-sized regional service providers to aggregate their networks on New Skies' Multi-ISP hub.** New Skies has worked closely with Newtec to develop a sophisticated management system **that allows each service provider to fully manage their own network of Satellite Interactive user Terminals**, effectively creating a 'hub within a hub' **without the need for large capital investment.**"

The hub will employ Newtec's DVB-RCS technology and NSS-6's high-powered Ku-band capacity to enable high-speed, two-way IP transmissions between customer sites and the hub at speeds up to 8 Mbps on the downlink and return links up to 2 Mbps. The IPsys Broadband service will provide end users a true 'Broadband Experience' through the use of TCP/IP acceleration, pre-fetching technology and web caching enabling super-fast performance for commonly supported applications such as web browsing and file downloads. Further service enhancements will allow our customers to competitively target the enterprise market through the support of Virtual Private Networks (VPN) and VOIP.

"It's not only the speed of the connection that is important to our customers, but also the look and feel of the service. Too many satellite delivered broadband services to date have been all about the satellite and not about the service. This is one of the unique differences of IPsys Broadband: it's a complete service that allows our customers to

launch new networks while giving them the flexibility and control that comes with managing their own hub, but without the substantial start-up costs,” Schwartz, added.

About Newtec

Newtec is a Belgium-based satellite communications equipment manufacturer and total solution provider, offering highly reliable products and services throughout the entire world. The company provides satellite equipment for a wide variety of applications, including:

- Video and audio exchange networks,
- High-rate IP backbone links,
- One-way (business TV) and two-way access networks,
- Broadcast uplink stations (DTV and IP broadcast),
- Primary TV distribution networks.



About New Skies Satellites (AEX, NYSE: NSK)

New Skies Satellites is one of only four fixed satellite communications companies with truly global satellite coverage, offering video, data, voice and Internet communications services to a range of telecommunications carriers, broadcasters, large corporations, Internet service providers and government entities around the world. New Skies has five 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, Hong Kong, New Delhi, São Paulo, Singapore, Sydney and Washington, D.C.

New Skies is the world's largest satellite provider of IP services, with 20 platforms delivering more than 1 Gigabyte of capacity to 100 customers in 50 countries. The deployment of this latest two-way hub is part of New Skies' strategy of introducing next-generation two-way broadband services around the world. IPsys® and IPsys® Broadbandsm are, respectively, a registered trademark and a service mark of New Skies Satellites N.V. Additional information is available at www.newskies.com.

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