

# Bit Market Services

Informazione Regolamentata n. 20076-64-2016	Data/Ora Ricezione 16 Novembre 2016 23:33:21	AIM -Italia/Mercato Alternativo del Capitale
---	--	---

Societa' : Giglio Group S.p.A.

Identificativo : 81704

Informazione  
Regolamentata

Nome utilizzatore : GIGLIONSS01 - x

Tipologia : AVVI 16

Data/Ora Ricezione : 16 Novembre 2016 23:33:21

Data/Ora Inizio : 17 Novembre 2016 08:40:21

Diffusione presunta

Oggetto : Eutelsat selects Giglio Group for its  
distribution service through HotBird for a  
turnover increase of more than 10mln  
euros over the next three years

*Testo del comunicato*

Vedi allegato.



***EUTELSAT SELECTS GIGLIO GROUP (M-THREE SATCOM) SERVICE FOR ITS DISTRIBUTION SERVICE THROUGH HOT BIRD TO HAVE A TURNOVER INCREASE OF MORE THAN 10 MILLION EUROS OVER THE NEXT THREE YEARS.***

**The broadcasting service via Hot Bird will be henceforth provided only through a limited number of operators selected by Eutelsat: M-Three Satcom, which since 2004 has successfully managed a growing number of radio and TV on different Hotbird transponders, of which it is part.**

*Milan, 17 November 2016* – M-Three SatCom, a company owned by Giglio Group (Aim Italy-Ticker **GGTV**), is announcing a positive moment in the structure of management and distribution services through the DTH Hot Bird satellite (Eutelsat 13Est). Following the rationalization by Eutelsat of the distributors structure and authorized teleports, the broadcasting service via Hot Bird will henceforth be provided only by a very limited number of operators, including M-Three SatCom that was selected based on a series of technical and operating parameters and commitment demonstrated in the development of the service, regarding the aspect of the new generation of HD and UHD channels. This choice is especially strategic for M-Three SatCom and may result in a significant increase in turnover for the Group to the amount of over 10 million Euros over the next three years.

Since 2004, M-Three Satcom, has successfully managed a growing number of radio and TV on the different orbital positions, and on different Hot Bird transponders. In 2016, it continued in the activation - or handled the transition from SD - of High Definition channels. The two teleports M-Three SatCom in Milan and Rome manage, in addition to the Hot Bird, a series of orbital positions which allow the diffusion of signals worldwide these are linked and coordinated with the same satellite operators and teleports partners, under the logic of a worldwide network which assists the broadcasters for any eventual coverage needs.

***Michele Magnifichi, CEO of M-Three SatCom,*** informs that: "We are pleased and proud of Eutelsat's choice, which rewards our efforts and constant investments towards the quality and reliability in the management of the service. We are confident that with a very small number of selected distributors, and with greater coordination, while respecting normal competitive conditions, we will concentrate our efforts in improving the quality of services. Already in 2016 we have increased the use of skills above all for the new channels in High Definition, and we are certain of further expansion in 2017 with an ever increasing demand for this type of service both in Italy and at an international level".

The new Eutelsat strategy, based on a net reduction of the authorized Hot Bird distributors and precise guidelines on the commercial management of the service, is to stabilize and enhance the Hot Bird service confirming it as the main vehicle for the uncoded broadcast or pay mode/ on demand TV channels and radio in Italy and in that vast area which covers Europe, the Mediterranean basin and the middle East, with over 150 million receptions and an estimate of more than 600 million users.

M-Three Satcom, a company 100% owned by Giglio Group, represents a point of reference for the broadcasting sector and includes among its customers, major television networks and private and public radio, such as: RAI, Mediaset, RTL102.5, Radio24, Viacom, QVC, Radio DeeJay, Discovery, HSE24 and many other international broadcasters.

### **Information concerning M-Three SatCom Spa**

Founded in 2004, M-Three SatCom provides services and solutions at the highest level for broadcasting in the radio and television sector, and for companies with special requirements for connecting and the distribution of information. The range of services offered is based on **three interdependent business units**:

**Teleport services**, characterized by distribution platforms for DTH on Hot Bird 13 from Rome and Milan, several contribution platforms on Eutelsat satellites, co-location and connectivity services in optic fiber;

**Outside Broadcast** for the production and broadcasting of any event in the field of news media, sports or entertainment, based OB Van and DSNG SD and HD, and innovative services via IP;

**System Integration** offers complete solutions for the entire production chain in the broadcasting field, from design to providing turnkey compression systems and signal delivery. M-Three SatCom provides its services to some of the major radio and television networks and players in the world of media, including: RAI, Discovery, Viacom, Mediaset Group, La7, RTL102.5, Radio DeeJay, CCTV, ESPN, Eurosport, Associated Press, NHK and many others.

### **Information concerning Giglio Group:**

**Giglio Group**, a group founded by Alessandro Giglio in 2003 and listed on the AIM market Milan Stock Exchange since 7 August 2015, it is a social and e-commerce TV media company. The following companies are part of the Group:

**Giglio Group SpA**, the holding company which owns two television channels on digital terrestrial Italian- Acqua and Play.me - it provides technological services to the companies of the Group and to third parties.

**Nautical Channel Ltd**, is the only international channel, distributed in 45 countries, 5 continents and in 6 languages, entirely dedicated to boating and water sports. From 1 April 2015, Nautical

*Channel is visible in HD throughout Europe and in Russia. Since November 2014, Nautical Channel is totally controlled by the Giglio Group.*

**Giglio TV HK Ltd**, is a start-up which was founded in July 2014 that manages the Group's activities in China. It is the first and unique Italian television group to be present in Asia on all major TV platforms and web with its contents entirely dedicated to the Italian Lifestyle.

**M-Three SatCom**, founded in 2004, it provides services and top-level solutions for the broadcasting radio and television sector, and for companies with special requirements for connecting and the distribution of information.

**Giglio Fashion SpA**, is currently the largest Italian distributor Business to Business which is entirely specialized in online fashion, the new market place at a global level for Fashion. By creating its own sales network, it is able to involve the main and the major world market players, Giglio Fashion supplies thirty major digital retailers in the world.

**Giglio Usa** – established in April 2016 with headquarters in New York, it is the company that manages and monitors the Group's activities in North America, an increasingly strategic market for Giglio Group activities.

**Giglio Shanghai** - is the company that oversees the Group's activities in China, this market is historically represented by Giglio Group, as well as being one of the most strategic markets for the future.

**Press Office**

Spriano Communication  
Matteo Russo e Cristina Tronconi  
mob. 347/9834881  
[mrusso@sprianocommunication.com](mailto:mrusso@sprianocommunication.com);  
[ctronconi@sprianocommunication.com](mailto:ctronconi@sprianocommunication.com);

**Nomad:**

Banca Finnat EuramericaS.p.A.  
Palazzo Altieri, Piazza del Gesù 49  
00186 Roma  
Tel.: +39 06 699331

Fine Comunicato n.20076-64

Numero di Pagine: 5