



Netgem, the worldwide technology leader of video entertainment solutions for the connected home reinforce presence in Asia Pacific. President of Netgem International relocates to Singapore to lead global operations

Singapore, Paris - 14th November – Netgem a technology provider of innovative video solutions for the connected home entertainment market announce today, the President of Netgem International, Christophe Aulnette, has relocated to Singapore to accelerate international growth. Mr Aulnette will lead the company's business development strategy in Asia Pacific and the emerging markets worldwide.

The latest announcement further underlines the company's commitment to the region, while keeping a focus on constantly providing cutting edge TV and entertainment solutions to operators, assisting them to increase and secure their subscriber base in an ever increasing competitive environment. This approach has made Netgem a recognized leader in the field of Hybrid IPTV/ Over The Top solutions for the connected home.

Commenting on the move, Christophe Aulnette, President Netgem International said, "I am delighted to be back in Singapore. Due to its strategic location and world class business infrastructure, Singapore offers Netgem International a globally recognized hub and business development platform to drive international sales worldwide. "

He added, "Asia Pacific is one of the world's most fast paced and creative regions, the growth and potential business opportunities are phenomenal. As TV consumption is by essence very specific to each market, we provide the best technology base and a superior consumer experience. We work in each market, with the operator's to turn this technology into TV/Video solutions that suit local needs by integrating the richness of local linear and non-linear content with global brands."

Under his leadership, Netgem has seen its international business grow for the past 4 consecutive years, having expanded its base to more than 20 customers spanning Australia to Mexico, and growing share of international revenue from 5 percent in 2009, to 65 percent in 2012.

Aulnette and his team will leverage Netgem's new offerings and business models, which help operators, address current market challenges. Netgem has realigned its solutions along two lines of products called DuoTV and TotalTV to assist operators address two major business opportunities that they face both in mature and developing markets:

1. Quickly expand and secure their subscriber base with very reactive and highly affordable TV solutions which targets all households that don't have highly priced Ultra Premium TV



offerings. This is the objective of Netgem's DuoTV offering which is based on Netgem's innovative platform combined with an innovative "TV as a service" business model.

2. Address the Premium segment at an aggressive price with the capacity to distribute, control and manage content throughout the connected Home. Netgem's Total TV offering has been designed with the goal of providing "Fiber-grade" experience to the multiple screens in the home.

As Netgem develops new products and services, it can rely on long standing partnerships with major OEM's in the region by leveraging their design capacities and their manufacturing bases in China and Taiwan.

Christophe Aulnette was appointed President of Netgem International in January 2013 and is a current board member of the company. With over 25 years of experience in the high tech sector, he has held several top executive positions in Europe including CEO of Altran, President of Microsoft France and in Asia where he spent three years as President of Microsoft South Asia in Singapore in 2000 and 2001.

About Netgem

Netgem is a technology provider of innovative video solutions for the connected home entertainment market. Combining proven technology assets with expertise in content and new video usage, including on new companion screens, Netgem solutions give multi-service operators around the world an edge to enhance and deepen the relationship with their subscribers. Netgem is headquartered in Paris, with offices in Europe, Asia and South America with over 4 million active households worldwide.

<http://www.netgem.com/>

Twitter: @Netgem

Press Contact Netgem: International

Singapore

Linda Ruck

Email: lindaruckcommunications@gmail.com

Ph: (+65) 94518100

Paris

Beatriz Ledesma

Email: ble@netgem.com

Ph: (+33) 1 55 62 56 80