

# Satellite & Teleports Investment

## Overview

A strategic investor has a unique opportunity to acquire a stake in one of the leading satellite teleports based in central Europe and is a provider of solutions for broadcast over satellite. The Company's main services are: Channel Distribution & Contribution, Turnaround, OTT, Equipment Co-Location, Play-Out Remote & Managed, Opt-Out service, CAS Encryption, Pt to Pt IP backbone & IP trunking, Telemetry, Tracking & Control, Time delay service.

The company has access to all the major prime satellites. From Nilesat, Arabsat Yahsat and others for the Middle East countries to ABS, Thaicom and others for the Far Eastern countries and other Asian countries and from Optus for Australia and New Zealand to Galaxy 19 and other satellites for North America – the company has access to all of these and more.

## Key Facts

STN found in 2004, and it has access to all the major prime satellites, offer more than 500 channels with geographical coverage of Europe, Middle East, Asia, Africa and America.

**Company Value:** EUR 30 Million

**Certificated for ISO 9001:2000**

**The Teleport Facility:**

- 65 RX Antennas from 1.8 to 9 meters in diameter
- 21 TX Antenna from 2.4 to 9 meters in diameter
- 5500 Rack Units Fully equipped

**The Company provides Highest Level of Security:** Restricted Area Access, Uninterruptible Power Supply, 24/7 On-site Support, Lightning deflection system, De-Ice antenna system, Rain deviation system.

**The Company's premises:** office building 520 m<sup>2</sup> and 20,000 m<sup>2</sup> of land

**Shareholders:** 100% privately owned

Financial Information		in '000€			
Consolidated P&L	2013	2014	2015	2016	
Revenue	13,050	15,447	17,537	16,868	
Total Assets	16,066	16,250	16,857	15,377	
Total Liabilities and Equity	16,066	16,250	16,857	15,377	



## Management Team

**CEO Andrej Lovsin**

He co-founded STN with his sons in 2004. He was a Senior Executive in a large construction company and did projects worldwide.

**CCO Mitja Lovsin**

In 2004 he co-founded STN and is responsible for successful commercial strategy and development of STN ever since.

**CTO Tomaz Lovsin**

Co-founder. He is responsible for all legal matters, technical operations and development of STN since its beginnings.

## Investment Highlights

- **Become a partner of one of the world's leading SAT Communication provider**
- **Join a long-term profitable growth strategy**
- **Invest in a highly profitable business model, which is sustainable and has strong visibility**
- **Take advantage of promising new sources of growth**

The growth potential of Fixed Satellite Services is huge. And the STN has other sources of growth, such as the consumer broadband market, digital multimedia market.

- **Enjoy an attractive remuneration**

The Company's sound financial structure, high-quality performance and visibility on its future, not only enables us to lead a significant investment program that supports long-term growth, but also to offer an attractive remuneration policy to our investors.

<http://www.obor-invest.com>