London – 24 May, 2017: <u>Quiptel</u> and <u>Verimatrix</u> today announced a partnership that will offer the first secure OTT service in West Africa enabling thousands of residents on Bonny Island in Nigeria to stream live and on-demand TV uninterrupted.

Combining the video delivery expertise of Quiptel, with the Verimatrix award-winning revenue security solutions, a closed system design that turns DStv (a Sub Saharan TV service) content into a standalone OTT service, overcoming traditional satellite TV transmission issues caused by heavy rainfall and network congestion.

Gert Rieder, Falcon Media House CEO and Executive Chairman, comments; "We're thrilled to be providing the first secure OTT service in West Africa which will help thousands of people on Bonny Island to enjoy high quality content streaming. As leading experts in our field working to the highest standards, we're proud to partner with Verimatrix, whose award-winning security credentials enable video service providers to cost-effectively extend their networks and enable new business models".

Nigeria's entertainment and media market grew by 19.3% in 2014, to reach $4.0 billion and is the fastest-expanding major market globally. The stand-alone OTT service is due to go live during the summer and will consist of 21 channels at launch with more to be added. Integration with the Verimatrix Video Content Authority System (VCAS™) solution will ensure premium content is delivered securely.

Steve Oetegenn, President of Verimatrix, comments: "Our integration with Quiptel's technology enables service providers to take advantage of the quickly expanding OTT video market in a fully secure fashion. Our joint customers can now deploy and easily scale knowing that they have the best-of-breed platform, featuring our award-winning revenue security".

The service is delivered to STB's in the home and includes features such as VoD and multiscreen support (mobile & tablets). The main challenge involved solving how to deliver the content to the home whilst avoiding congestion. Even with fibre to the front door, there can be bandwidth challenges when there are lots of users streaming content. Quiptel enables users to benefit from seamless video experiences across devices.

About Falcon Media House
About Falcon Media House: Falcon Media House (LSE:FAL) is a multi-divisional,

global internet media group. We are building a new breed of media & entertainment business for the way people want to consume live and on-demand video content. Our goal is to create an ecosystem where great technology meets great entertainment ideas and finds the right audience. The Group is capitalising on explosive demand for digital video, streamed "live" and "on-demand" known as the Over-The-Top (OTT) video streaming market.

About Quiptel
Quiptel is a B2B OTT platform provider passionate about streaming and delivering outstanding digital video and TV services across any network to any device with its proprietary, patented Adaptive Transfer Rate™ (ATR ™) technology. Leading service providers and broadcasters rely on Quiptel to deliver intuitive and reliable experiences. Powered by the [Quiptel Media Platform (QMP),](#) a robust, flexible and scalable software solution, our patented, innovative approach to intelligently deliver video across existing networks ensures impeccableQ0S & QoE even in the most challenging environments. Quiptel is a Falcon Media House company. http://www.quiptel.com/

About Verimatrix
[Verimatrix](#) specialises in securing and enhancing revenue for multi-network, multi-screen digital TV services around the globe and is recognised as the global number one in revenue security for connected video devices. The award-winning and independently audited Verimatrix Video Content Authority System ([VCAS™](#)) family of solutions enables next-generation video service providers to cost-effectively extend their networks and enable new business models. The company has continued its technical innovation by offering the world's only globally interconnected revenue security platform, [Verspective™ Intelligence Center](#), for automated system optimisation and data collection/analytics.