

PRESS RELEASE

Pioneering Latin America IPTV operator Telefónica del Sur grows from strength to strength

IPTV service secured by Latens software Conditional Access continues success

Belfast, UK, & Santiago, Chile - November 4 2009 – Leading software Conditional Access and Middleware company Latens today announce that Telefónica del Sur (Telsur), Chile's pioneering telecommunications company now have over 25,000 IPTV subscribers.

One of the most innovative and leading providers of quad play services in Chile, Telsur offers a combination IPTV, Voice, Internet and Tele-Vigilance services.

In partnership with Latens, Telsur has revolutionised the TV landscape in Latin America. Launched in July 2007, Telsur's 'WiTV' IPTV service is now in the second phase of deployment which sees the company heavily investing in upgrading and expanding their network and IPTV services and feature set.

Telsur offers 120 channels of standard definition digital TV with electronic program guide (EPG), parental control and video on demand (VoD) capabilities. Latens software only Conditional Access (CAS) is highly integrated with Telsur's IPTV partners including Minerva's iTV middleware, set top boxes from Amino, and in-home multimedia distribution from Ruckus.

"Latens have been an invaluable partner to us through our entire IPTV deployment and growth phases, helping us to overcome many problems and to become a leading IPTV provider. As a software only solution, Latens CAS has allowed us to grow rapidly and scale without risk." Says Robert Massé, Gerente de Tecnología de Telefónica del Sur.

Latens software-based CAS provides operators of IPTV, Cable, DTH, DTT and Hybrid networks with the most advanced content and revenue protection. Unlike traditional

legacy systems, Latens software CAS uses dynamically renewable technology which provides many advantages to operators over traditional smart-card based solutions.

Using renewable technology allows operators to be confident of protecting revenue streams whilst reducing operational expenditure (OPEX). In addition, Latens software-only CAS allows Pay-TV operators to follow a business model that reflects regional requirements, without the additional capital expenditure (CAPEX) imposed by smart-cards.

“Securing the content of one of the leading IPTV providers in Latin America is a great endorsement of Latens software CAS.” says Alex Borland, Business Development Director at Latens. “We are proud to be working closely with Telsur as they develop their network, and we are looking forward to continuing to support Telsur by protecting their content and enabling them to grow their subscriber base.”

About Telefónica del Sur

Telefónica del Sur, the leading telecommunications company in the south of Chile, is a 74.4%-owned subsidiary of Quiñenco. With more than 308,000 clients, it covers both residential and business clients in the 8th, 9th, 10th, 11th and 14th regions of the country, including the cities of Concepción, Temuco, Valdivia, Osorno, Puerto Montt and Coyhaique.

Over the past several years, Telefónica del Sur has been undergoing an important transition from a traditional fixed telephony provider to a multi-product telecommunications operator offering wireless local telephony, Internet (ISP), WiTV (IPTV), security services (tele-vigilance) and specialized telecom services for businesses. For more information visit www.telefonica.cl

About Latens

Latens is leading the way in fully DVB[®] compliant software Conditional Access and Middleware, enabling operators of IPTV and broadband Pay TV networks around the world to securely deliver next generation entertainment services to set-top boxes, PCs, mobile devices and home networks. With offices in Atlanta, India, Singapore and Belfast, Latens' customer base stretches to over 100 installations in more than 20 countries. For more information visit www.latens.com

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