Eutelsat Communications

2007-2008 fiscal year earnings

July 31, 2008

Giuliano BERRETTA
Chief Executive Officer

Jean-Paul BRILLAUD
Deputy Chief Executive Officer

Catherine GUILLOUARD
Chief Financial Officer

Disclaimer

This presentation does not constitute or form part of, and should not be construed as, any offer for sale of, or solicitation of any offer to buy any securities of Eutelsat Communications nor should it or any part of it form the basis of, or be relied on in connection with any contract or commitment whatsoever, concerning Eutelsat Communications assets, activities or shares. This presentation includes only summary information and does not purport to be comprehensive.

For further details please refer to the consolidated accounts of Eutelsat Communications as approved by the Board of Directors dated July 30, 2008 .

All statements other than historical facts included in this presentation, including without limitations those regarding Eutelsat Communications' position, business strategy, plans and objectives are forward-looking statements.

The forward-looking statements included herein are for illustrative purposes only and are based on management's current views and assumptions. Such forward-looking statements involve known and unknown risks. For illustrative purposes only, such risks include, but are not limited to: trends in fixed satellite services markets; development of Digital Terrestrial Television and High Definition television, development of satellite broadband services, Eutelsat Communications' ability to develop and market value-added services and meet market demand, the effects of competing technologies developed and expected intense competition generally in our main markets; profitability of our expansion strategy; postponement of any ground or in-orbit investments and launches including but not limited to delays of future launches of satellites, partial or total loss of a satellite either in a future launch or in-orbit; supply conditions of satellites and launch systems, satellite or third-party launch failure affecting launch schedule of future satellites ; litigation; our ability to establish and maintain strategic relationships in our major businesses; and the effect of future acquisitions and investments. Eutelsat Communications expressly disclaims any obligation or undertaking to update or revise any projections, forecasts or estimates contained in this presentation to reflect any change in events, conditions, assumptions or circumstances on which any such statements are based unless so required by applicable law.

These materials are being supplied to you solely for your information and may not be copied or distributed to any other person (whether in or outside your organisation) or published, in whole or in part, for any purpose.

eutelsat COMMUNICATIONS

2007-2008 fiscal year

1. Performance exceeding annual objectives

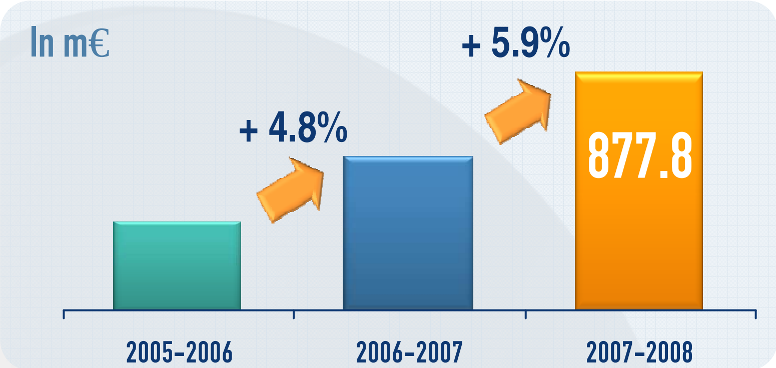
2. Further progression of operational indicators

3. Continuing improvement of financial indicators

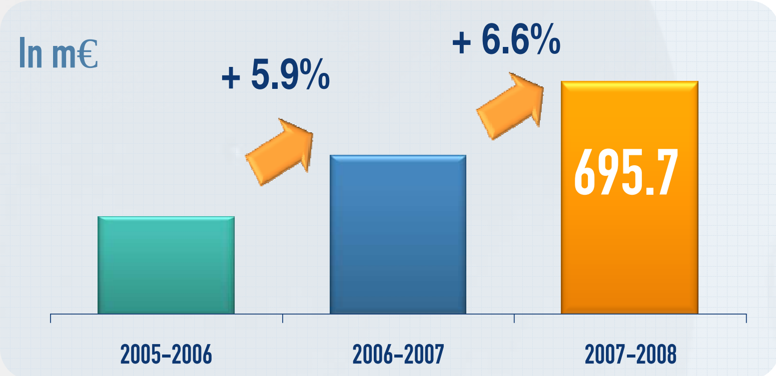
4. Next target: revenues above €1 bn by 2011

eutelsat COMMUNICATIONS

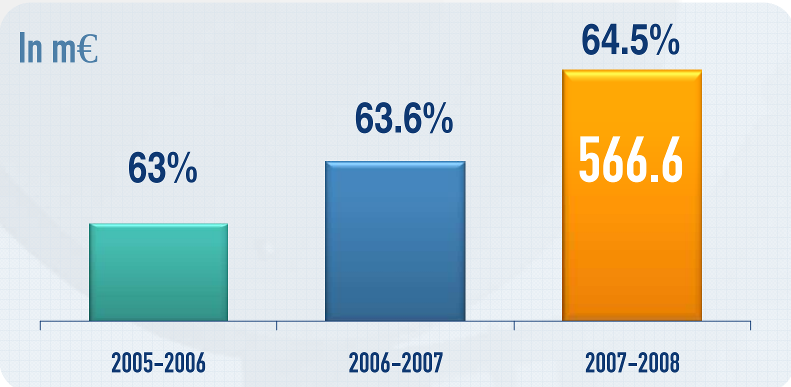
2007-2008: continuous progression of performance



- Revenue growth: +7.3% excluding non-recurring revenues,
  - Revenues exceed the 870 m€ objective
  - Sustained by Video applications and Value Added Services



- EBITDA: +6.6%, confirming the exceptional profitability of Eutelsat
  - EBITDA margin: 79.3%
  - World N°1 in terms of profitability among leading Fixed Satellite Service operators



- Operating cash flow grew by 7.4% at 566.6 m€
- Exceeds 60% of revenues for 3rd consecutive year

eutelsat COMMUNICATIONS

2007-2008: achievements in line with strategy

Strategic goal:
Maximise revenue per transponder

Stronger video neighbourhoods

- 515 new TV channels: + 19.7%
- New 9^0 East position (125 TV) successful
- HOTBIRD™ orbital position attractiveness and visibility
- Number 1 position in Extended Europe for HDTV, with 49 channels
- Strong activity in the Second Continent

Growing Value Added Services

- Continued growth of broadband access services for corporations and institutions
  - D-STAR terminals: +20%
- Commercial launch in 7 countries of the TOOWAY™ service for households
- Extension of teleports for video applications (300+ TV channels on teleports)

Investment and innovation

- 7 new satellites to renew, increase and secure in-orbit resources, including 2 ordered during the fiscal year:
  - KA-SAT (Ka-band) : broadband internet access for households and local TV or triple play
  - W3B to secure and develop 7° East orbital position

Business portfolio focused on Video Applications

VIDEO

75.5 %

Priority given to Video Applications
in resource allocation
Development of Value Added Services

- Video Applications: +10.0 %
- Value Added Services: +10.6 %

DATA & VAS

17.7 %

MULTIUSAGES

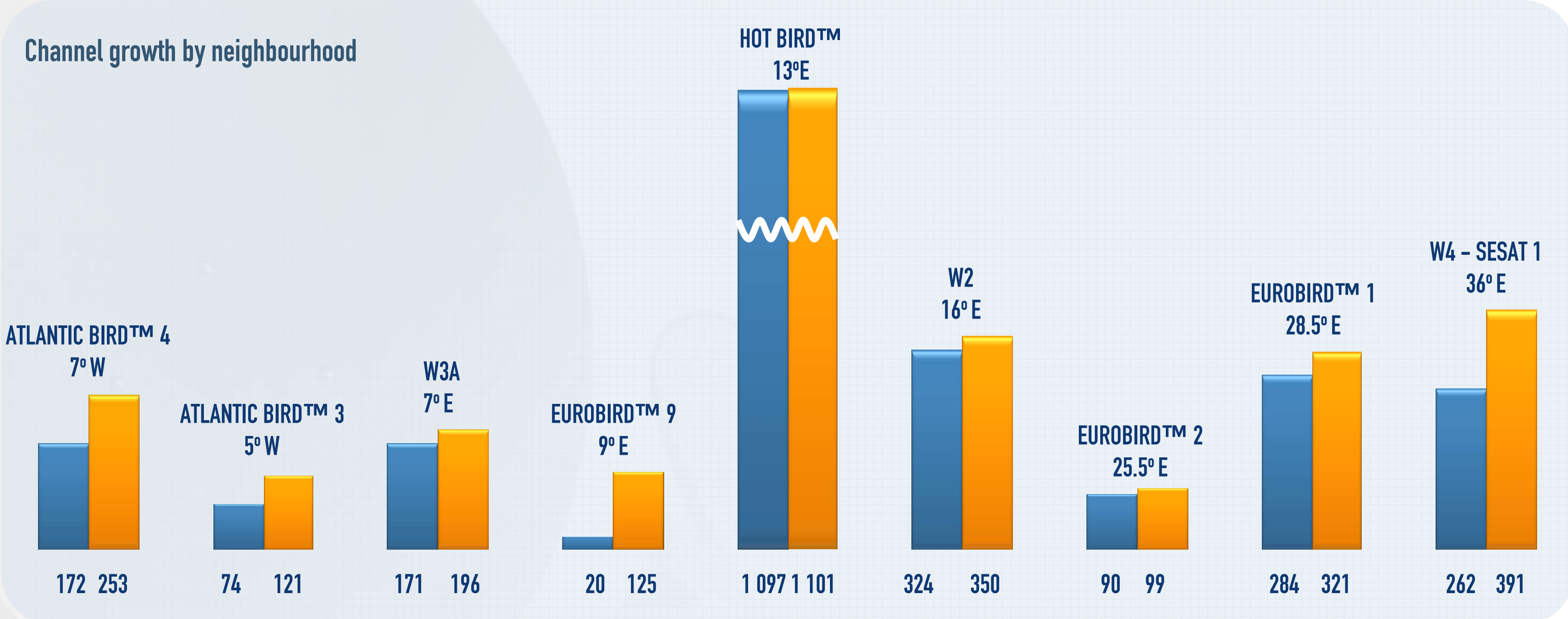
6.8 %

eutelsat COMMUNICATIONS

As a % of 2007-2008 revenues, excluding other revenues and non-recurring items of 17.8 m€ in 2007-2008

N°1 in Extended Europe with 3,123 TV channels : + 515 TV channels

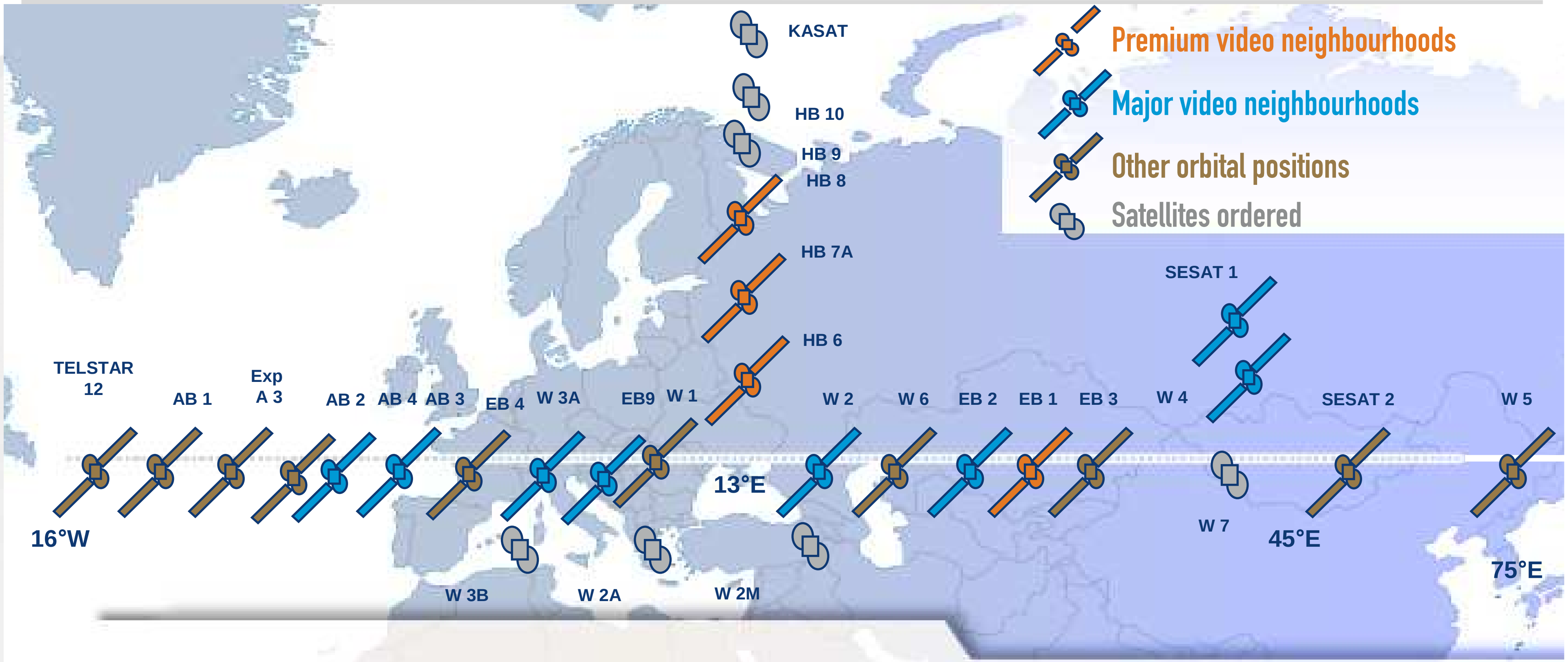
- HOT BIRD™: leadership confirmed with more than 1,100 TV channels
- EUROBIRD™ 9: immediate commercial success of this orbital position twinned with HOT BIRD™
- Major video neighbourhoods : +422 channels (+37.9%) driven by Russia, Africa and Middle East
- N°1 in Extended Europe for TVHD with 49 channels, of which 28 on emerging markets



New and expanding platforms:

Exemples of new channels:

INVESTMENTS: 664 Tpx + New Ka- and S-band resources by FY 2011



> 7 satellites to be delivered by 2010-2011 for a CAPEX program of 450 M€/year in average
> - 5 satellites to be launched before December 2009 (Hot Bird 9, W2M, Hot Bird 10, W2A and W7)
> - Insurance package "launch plus one year in orbit" covering the seven satellites currently in construction

>New resources in S Band and Ka Band for new applications

eutelsat COMMUNICATIONS

Increased securisation: towards 50% of revenues

13°East

- 1,100 TV channels, including 20 HD
- Anchor DTH platform for many pay-TV channels
- More than 48 million individual satellite dishes

REPRESENTING CLOSE TO 40% OF REVENUES*

100% immediate in-orbit sparing capability on this premium neighbourhood, following successful launch of HOT BIRD™ 9 and 10 in 2008/09

7°East

- Already close to 200 TV channels TV (DIGITURK)
- Leading telecom operators (EBU, Reuters)

REPRESENTING CLOSE TO 10% OF REVENUES*

- Procurement of W3B to be co-located with W3A by 2010
- Increase sparing through 30 transponders
- Overall capacity at 7°E raised from 44 up to 70 operational transponders

** Based on 2007-2008 revenues*

eutelsat COMMUNICATIONS

Opening new frequencies for new applications

Introduction of Mobile Services in S-Band

- First S-band payload in Europe on W2A
- Creation of Solaris Mobile Ltd in Ireland (JV between Eutelsat and SES)
- Mobile TV
- Bi-directional services (for example in vehicles, as a supplement to the Galileo project)

Introduction in Europe of Ka-band broadband services

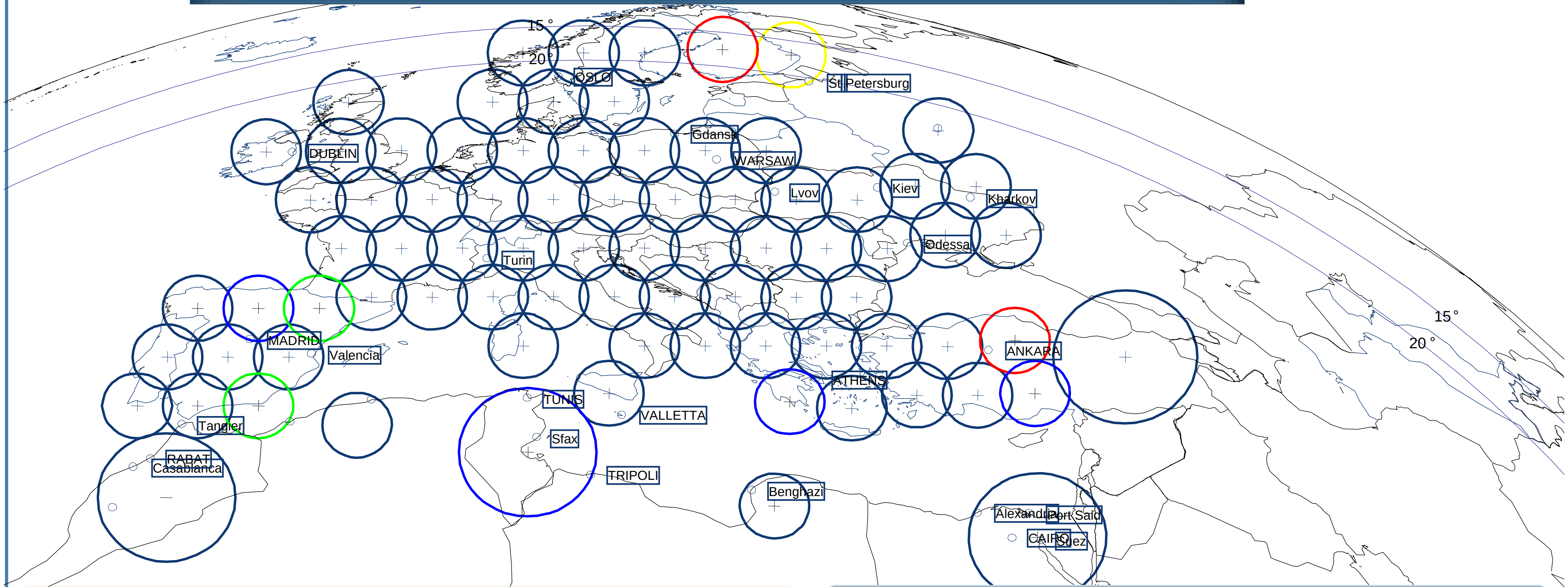
- Launched at the end of 2007 on HOTBIRD ™ 6 (4 Tpx Ka)
  - Expansion on EUROBIRD 3 satellite in Ku Band
  - Already distributed in 7 countries
- Deliver satellite IP speed broadband services to households at the edge of terrestrial networks
  - Already deployed by Swisscom to provide universal IP speed internet access in Switzerland
  - Selected to Piedmont (Italy) collectivity to bridge digital divide

Hybrid infrastructure combining terrestrial and satellite networks

eutelsat COMMUNICATIONS

KA-SAT TOOWAY™: Broadband for everybody, everywhere

- Satellite — To be launched mid-2010
- Number of spots: — over 80 Ka spots in Extended Europe
- FWD capacity per spot: — Above 450 Mbps



Integrated GROUND & SATELLITE infrastructure
Using state of the art DOCSIS® Surfbeam® technology already deployed in the US
Partnering with ViaSat, a technology leader

Universal access to high speed broadband
TRIPLE PLAY OFFER from 13ºE
Local and regional TV

2007-2008 fiscal year

1. Performance exceeding annual objectives

2. Further progression of operational indicators

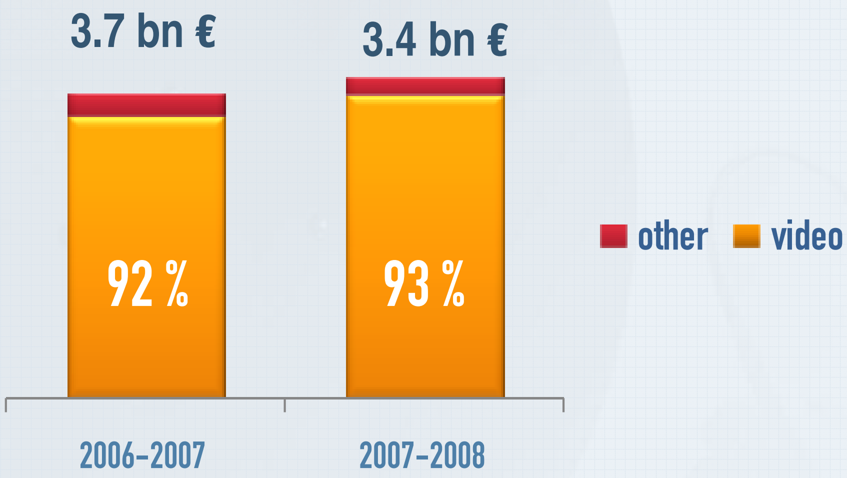
3. Continuing improvement of financial indicators

4. Next target: revenues above €1 bn by 2011

Strong Operational Indicators

Nearly 4 years of revenues secured by backlog

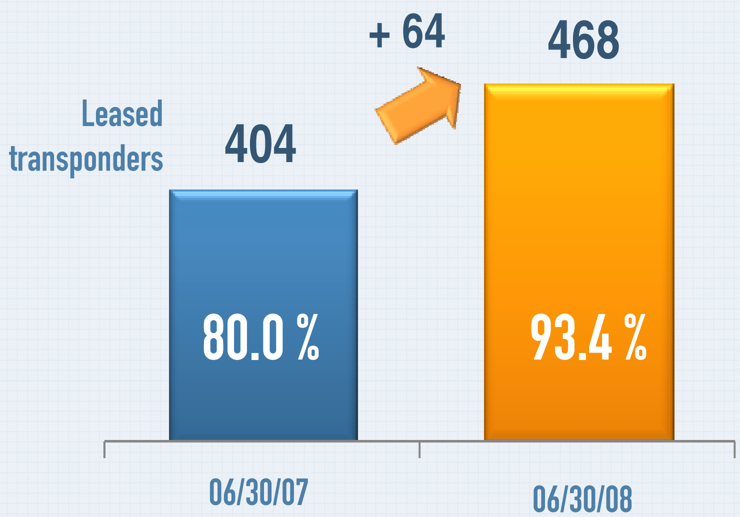
Weighted average residual life of contracts: 7.4 years



▶ ENSURING VISIBILITY ON REVENUES AND CASH FLOW

Exceptionally high fill rate reflects commercial dynamism

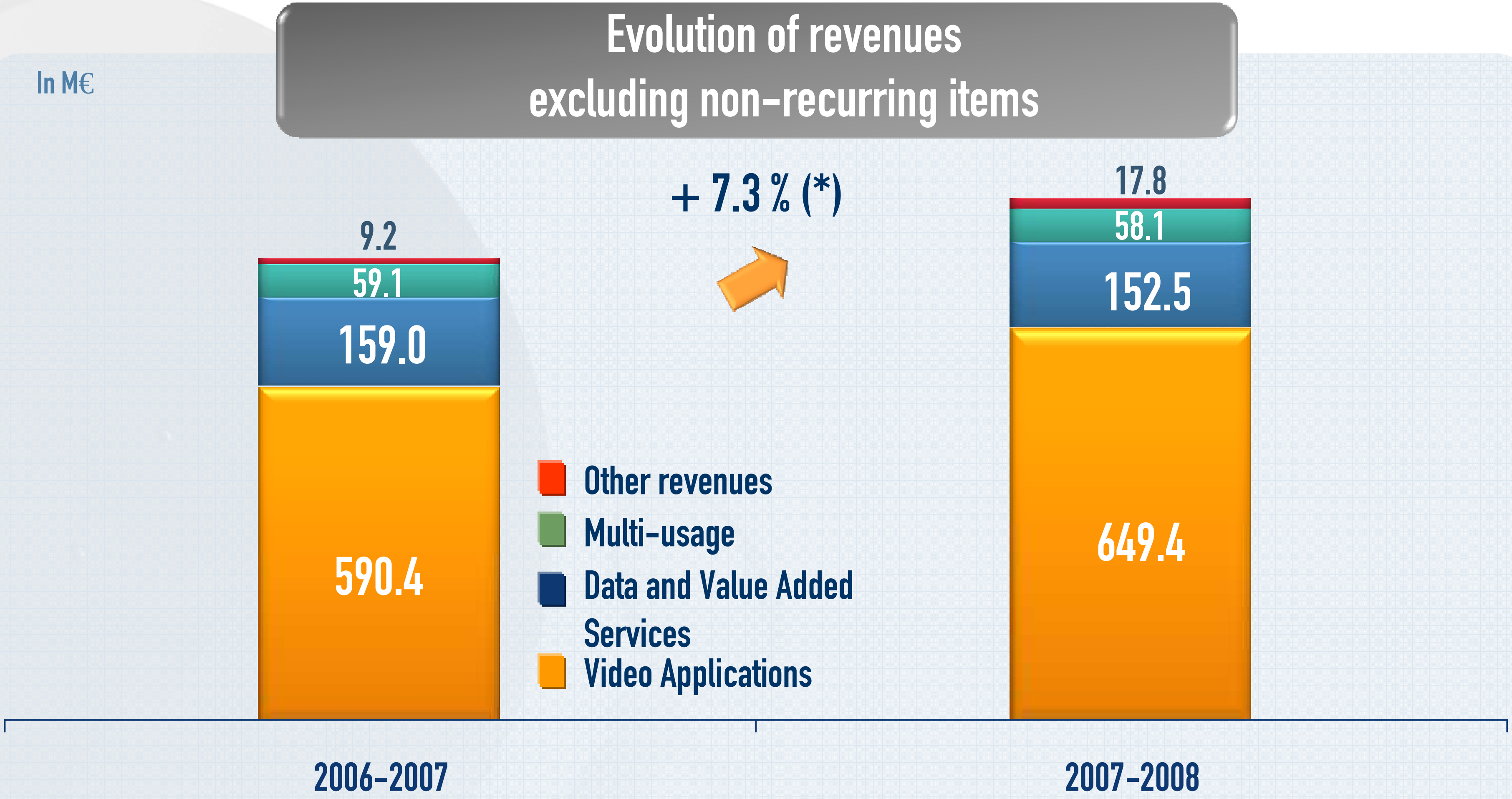
Fill rate



▶ ENSURING STRONG PROFITABILITY

eutelsat COMMUNICATIONS

Continuous revenue growth +5.9%, in advance on road map

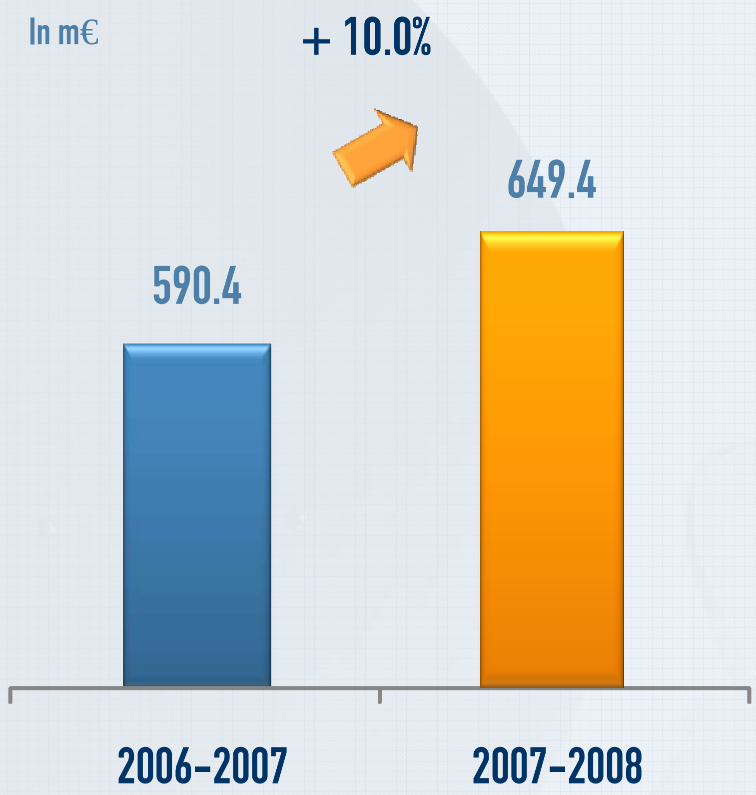


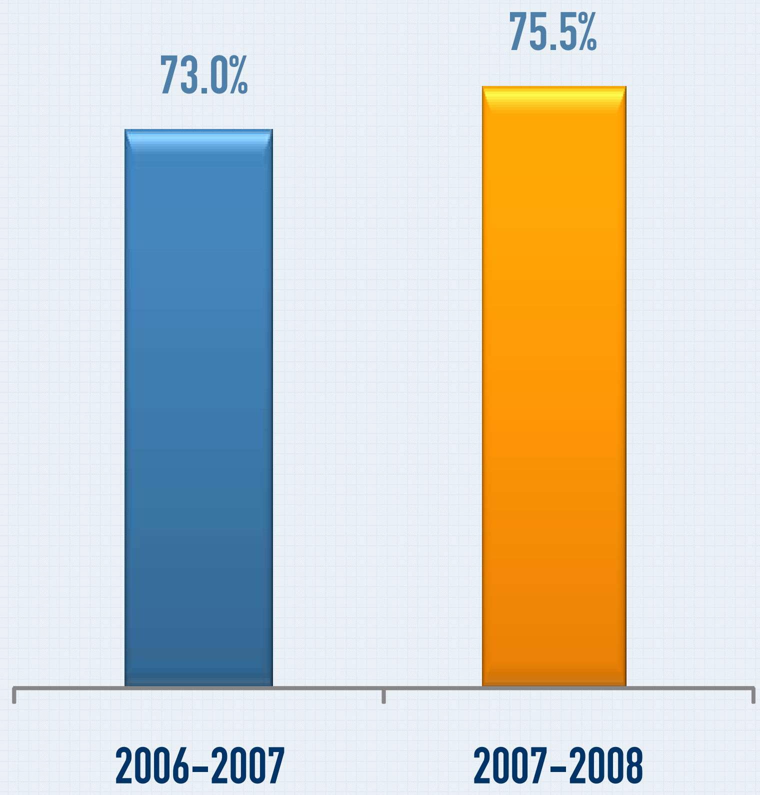
12 months ending June 30

(*) +9.5% excluding non-recurring revenues and at constant exchange rate

Video Applications: robust momentum with +10% growth

Double-digit growth sustained by Second Continent dynamics
More than ¾ of activities

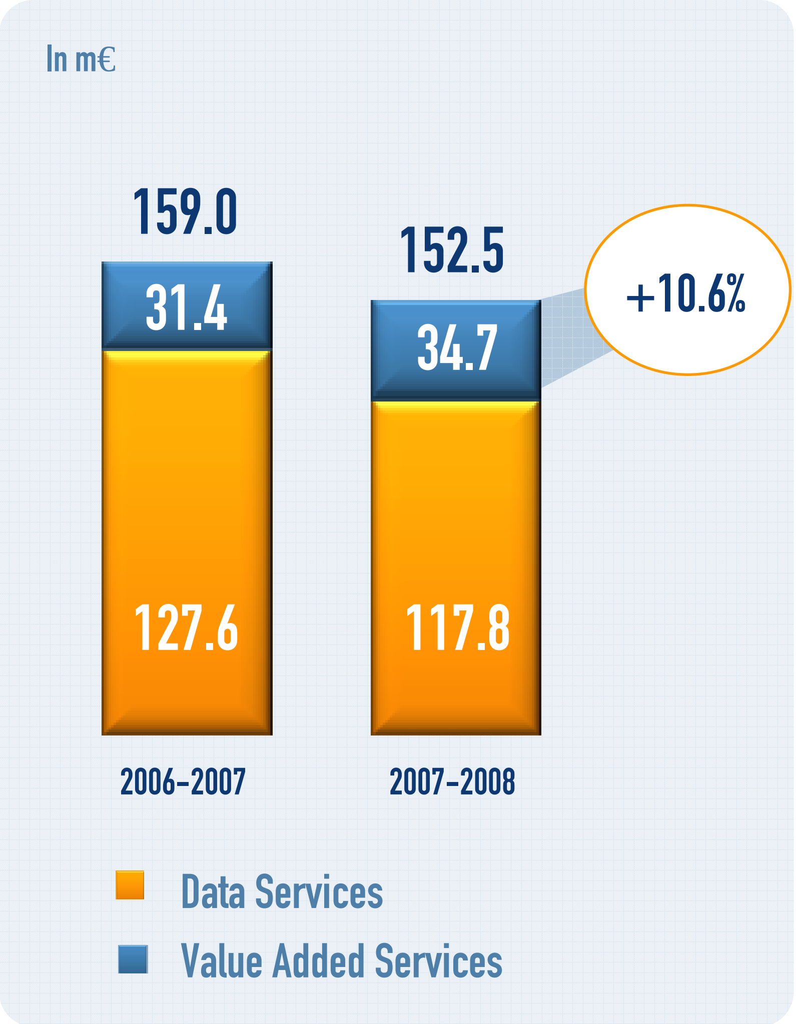




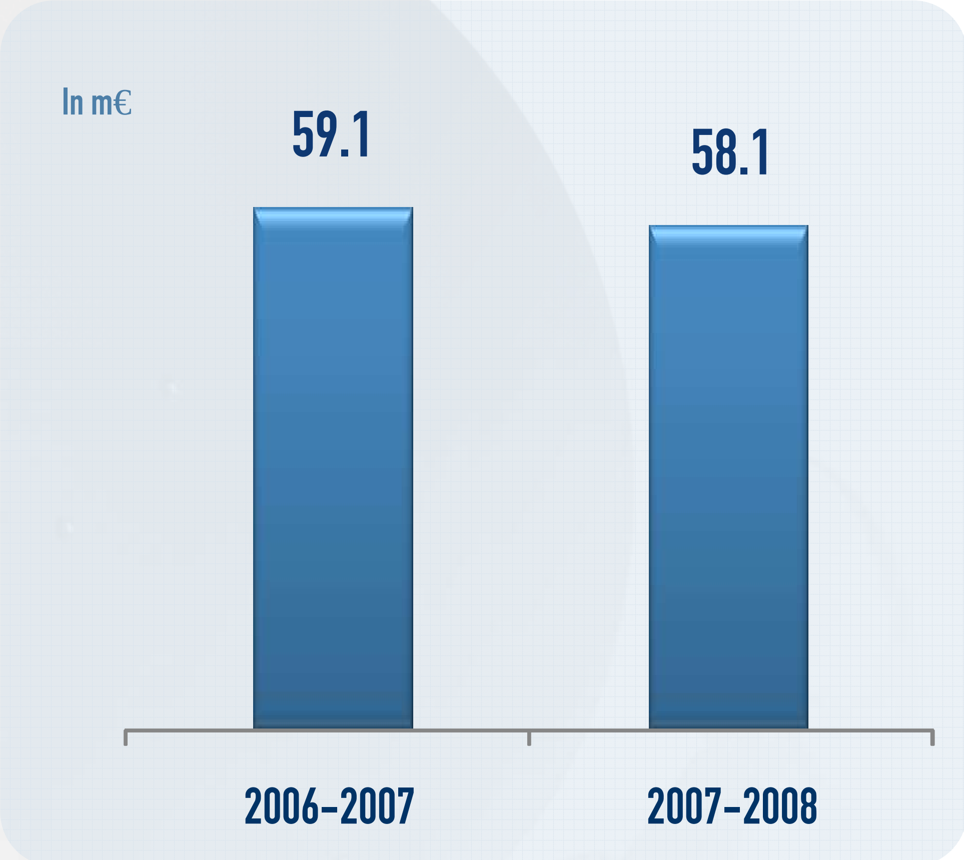
As a % of consolidated revenues
Excluding other revenues and non-recurring items

Data / Broadband : Development of Value Added Services

- Data Services revenues stabilized in Q3 and Q4
- Ongoing growth of D-STAR professional broadband service in areas not covered by terrestrial networks (Africa, Europe, Middle-East):
  - > + 1,478 additional terminals (+20%) over past 12 months
    - > Middle-East (+32% at 2,011 terminals)
    - > Africa (+13% at 3,255 terminals),
    - > Europe (+21% at 3,494 terminals).
- Deployment of an Internet and multimedia access service for passengers of the TGV Est high-speed trains operated by France's SNCF
- Initial Tooway™ commercial contracts
  - Swisscom



Multi-usage : +12% at constant exchange rate



- New contracts signed in 2007-2008
- Renewal of contracts which expired during the period under review
- Adverse impact of the €/US$ exchange rate

2007-2008 fiscal year

1. Performance exceeding annual objectives

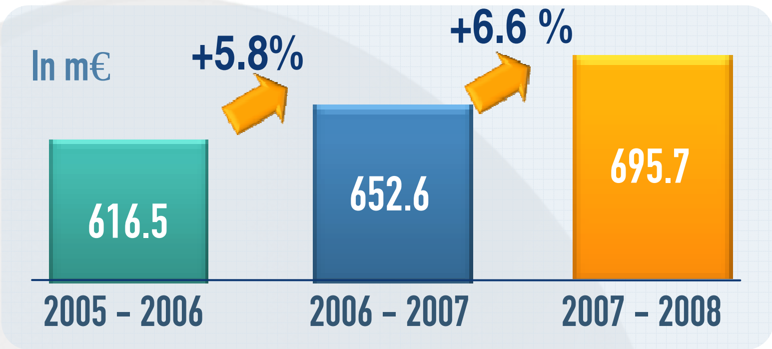
2. Further progression of operational indicators

3. Continuing improvement of financial indicators

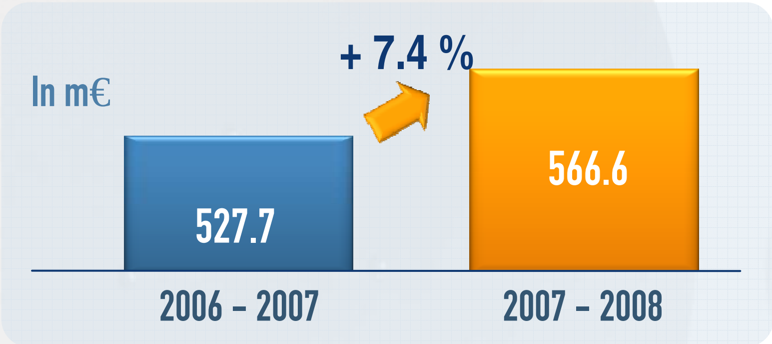
4. Next target: revenues above €1 bn by 2011

eutelsat COMMUNICATIONS

Continuing improvement of fundamentals



Further EBITDA* increase



Sharp increase of net cash flows from operating activities

► 64.5 % of revenues

Net Debt / EBITDA decreased to 3.48x, despite increase in CAPEX (+20.7%) and distribution to shareholders (+12%)

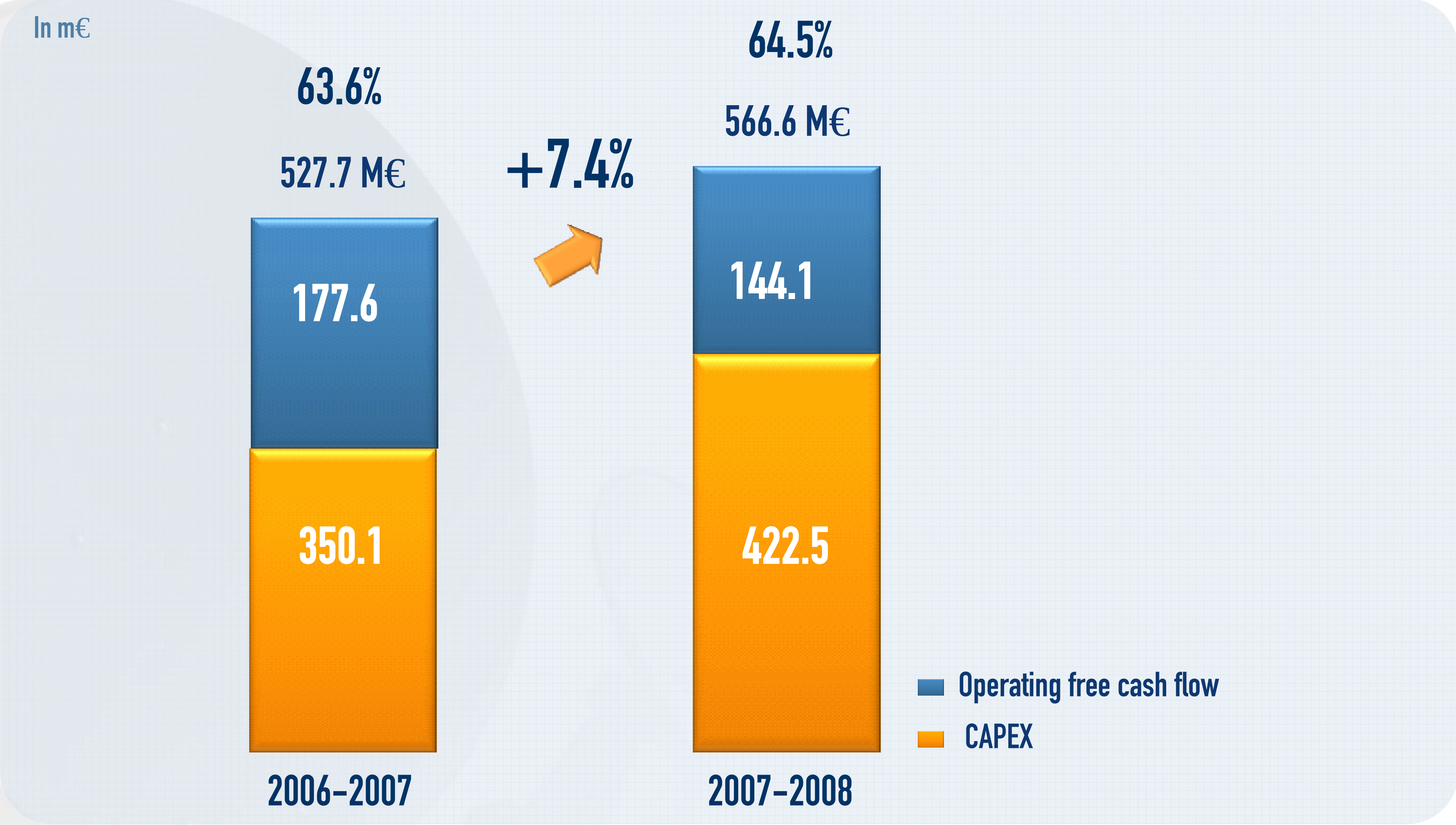
* EBITDA is defined as operating income before depreciation, amortisation and other operating income/charges (impairment charges, dilution profits (losses), insurance compensation, etc.).

All financial metrics are up

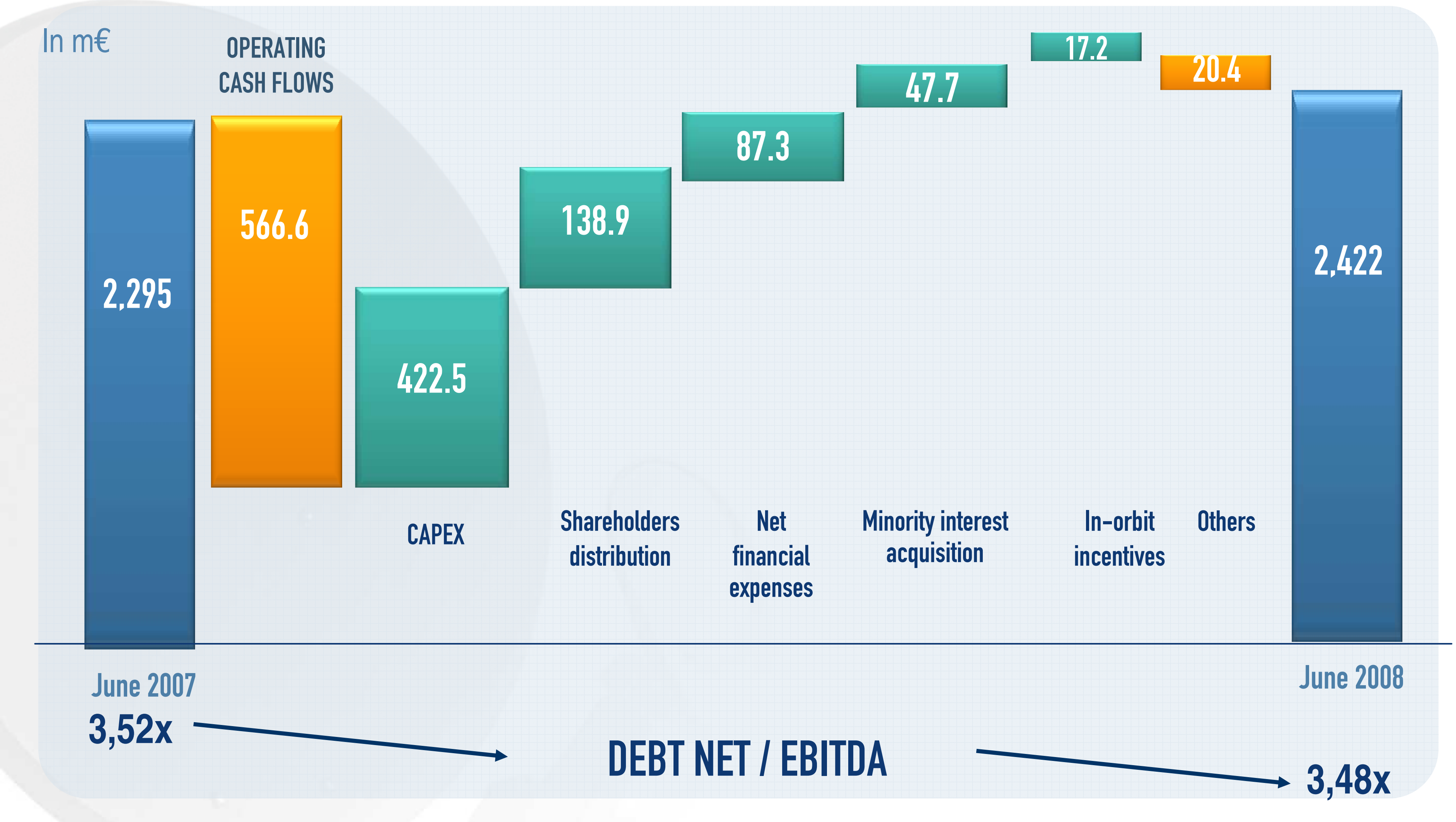
Condensed income statement IFRS – in m€	2006-2007	2007-2008	Change %	
Revenues*	829.1	877.8	+5.9 %	▶ Exceptionally high level of Other Revenues
EBITDA	652.6	695.7	+6.6 %	▶ Strict cost control ▶ Highest EBITDA margin at 79.3% (+0.6 pp)
Operating income	362.5	378.8	+4.5 %	▶ Impact of other operating expenses
Financial expenses net	(108.2)	(109.1)	+0.9%	▶ Optimisation of cash management and decrease of average cost of debt
Income tax	(92.2)	(97.5)	+5.8%	▶ 36 % effective tax rate
Income from equity investments	7.9	11.2	+42.3%	▶ Quality of Hispasat's performance
Minority interests	(10.6)	(11.1)	+5.0%	▶ Strong Eutelsat SA performance
Net income, Group share	159.4	172.3	+8.1%	▶ Distribution: 0.60 € per share

**Including satellite late delivery penalties for 11.4 m€ in 2006-2007*

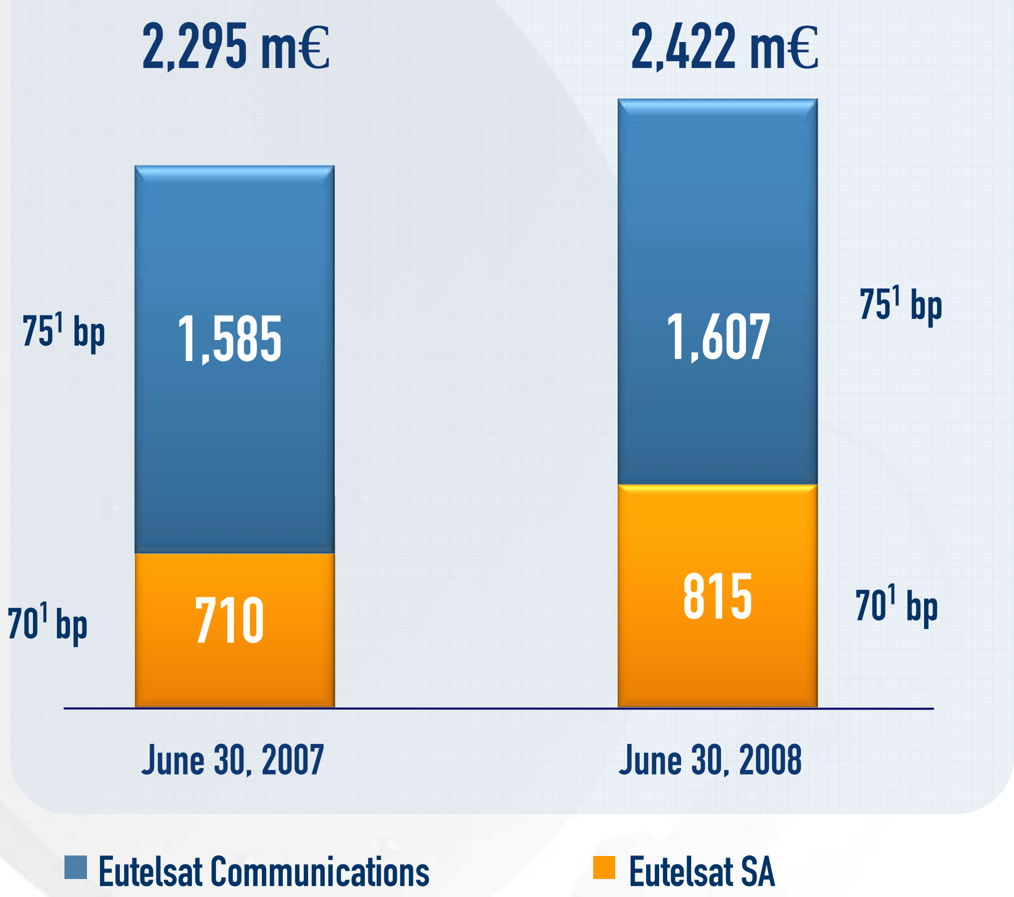
Operating cash flow above 64% of revenues



Net Debt contained, decreasing to 3.48x EBIDTA



Financial structure optimized in a difficult credit market

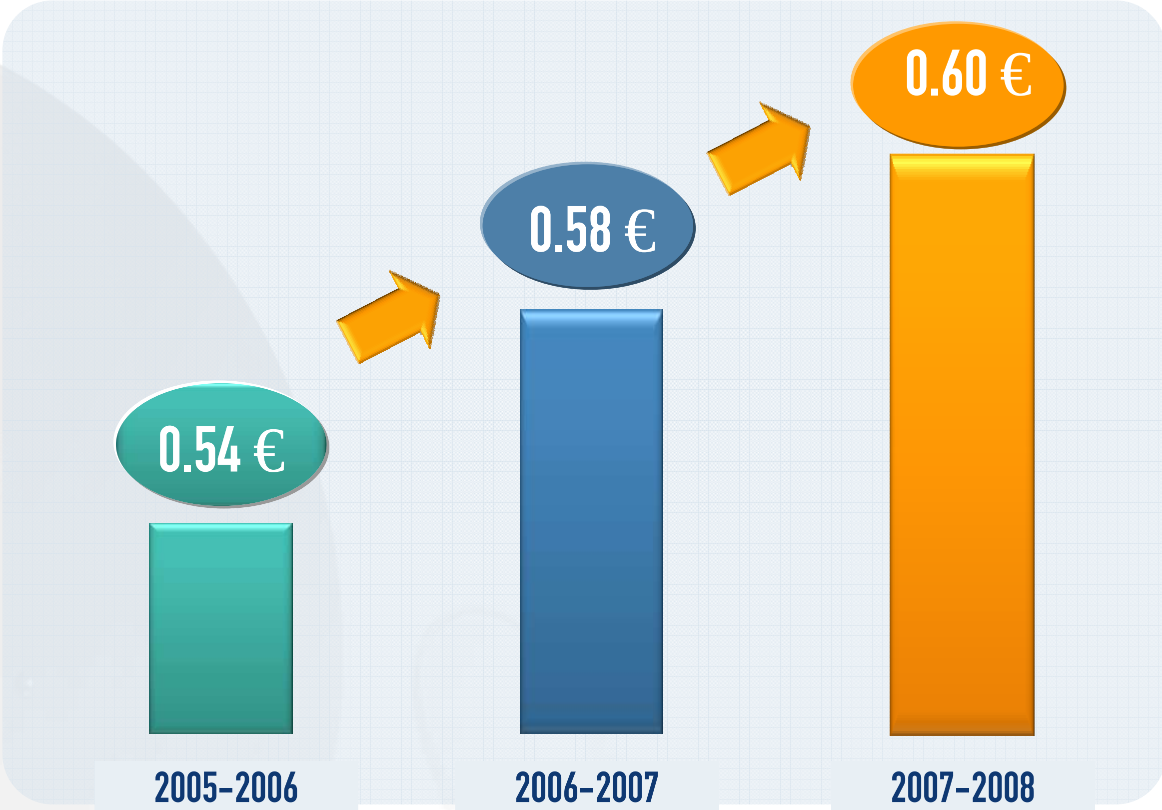


[1] Bank debt including liabilities from long-term lease agreements, net of cash

- Lower average cost of debt [2] : from 4.00% in 06-07 down to 3.87 % in 07-08
- Interest rate hedging:
  - Eutelsat SA debt largely hedged until November 2011
  - Eutelsat Communications' drawn debt fully hedged until June 2013
- Undrawn credit facility: 790m€
- Average maturity: 4.2 years

[2] Net average cost of debt after hedging

Steady growth in distribution



ATTRACTING DISTRIBUTION POLICY

VISIBILITY AND CONTINUOUS GROWTH

2007-2008 fiscal year

1. Performance exceeding annual objectives

2. Further progression of operational indicators

3. Continuing improvement of financial indicators

4. Next target: revenues above €1 bn by 2011

Next target: revenues above € 1 bn by 2011

Revenues	2008 – 2009:	Above 900 m€
	2009 – 2011:	Above 1 bn € (CAGR of 6% over the period)
EBITDA margin	2008 – 2009:	Above 78%
	2009 – 2011:	Above 77%
CAPEX	2008 – 2011:	450 m€/year on average
Distribution	Pay-out ratio of 50% to 75%	

eutelsat
COMMUNICATIONS

In summary, Eutelsat is…

- The 3rd largest operator of Fixed Satellite Services
- 30 years of uninterrupted growth
- The world N°1 in terms of profitability
- A key infrastructure for information society (telecommunications, television and broadband)
- 3,100 TV channels for more than 165 millions of cable and satellite households
- Structurally high operating cash flows

eutelsat COMMUNICATIONS

Appendices

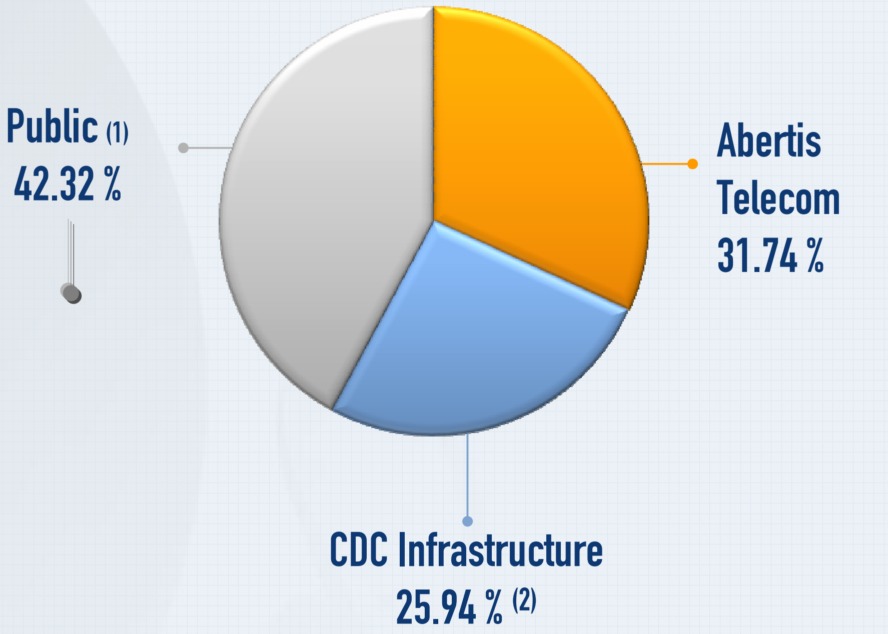
2007-2008: Another year of earnings improvement

Summary income statement IFRS – in m€	2006-2007	2007-2008	Change %	Highlights
Revenues	829.1	877.8	+ 5.9%	▶ Excluding one-off revenues: +7.3%
Operating expenses	(176.5)	(182.1)	+3.1 %	▶ Strict cost control
EBITDA	652.6	695.7	+ 6.6 %	▶ EBITDA margin: 79.3% (+0.6 pp)
Depreciation and amortisation	(300.8)	(300.9)		
Other operating revenues	10.8	(16.0)		▶ One-off depreciation of EUROBIRD™ 3 (-12 m€) ▶ Dilution from exercised stock options (-7.9 m€) ▶ Insurance compensation (+3.9 m€)
Operating income	362.5	378.8	+4.5 %	▶ Operating margin: 43.2%
Financial expenses, net	(108.2)	(109.1)	+0.9%	▶ Average cost of debt: 3.87%, down from 4.0%, after hedging
Income tax	(92.2)	(97.5)	+5.8%	▶ Effective tax rate: 36.2% (-0.1 pp)
Equity investments	7.9	11.2	+42.3%	▶ Reflects operational performance of Hispasat
Consolidated net income	170.0	183.4	+7.9%	
Net income, Group share	159.4	172.3	+8.1%	▶ Minority interests: 11.1 m€ (+5.0%) ▶ Ownership of Eutelsat SA: 95.91% on 06/30/08 vs 95.25% on 06/30/07

eutelsat COMMUNICATIONS

Eutelsat Communications share structure

Ownership structure



(1) *Public including instittutional minority shareholders and employees*

(2) *Subsidiary of Caisse des Dépôts et Consignations. Including 0.65% held by CDC Fonds Propres,*

New sources of growth

1995
HOT BIRD™
neighbourhood
established

2003
SKYLOGIC established
Launch of D-STAR

2007
Launch of
Tooway™ in Ka-band

2010
Launch of
KA-SAT

1983

2010

TELEPHONY

TELEVISION
& PROFESSIONAL NETWORKS

VALUE ADDED SERVICES

KA-SAT TOOWAY™

Multiple spotbeam architecture of Ka-band satellite
+ state-of-the-art technology for ground segment

Integrated infrastructure GROUND & SATELLITE managed by Skylogic
in partnership with ViaSat, a technology leader

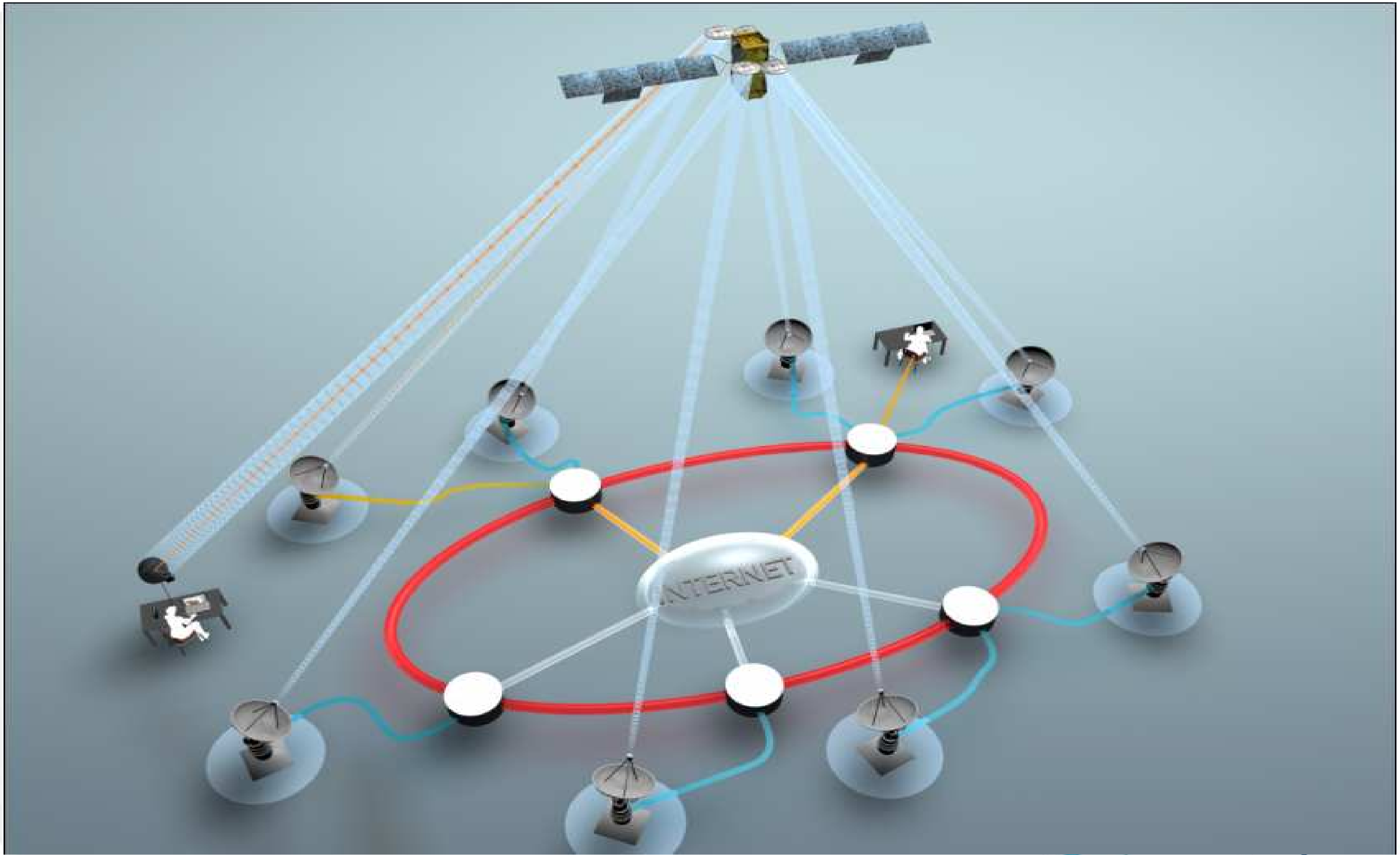
Local and regional television
Satellite-based "triple play " offer

Copositioned with HOT BIRD™ at 13 degrees East

Reception of TV in Ku-band and triple play services in Ka-band
through the same dish

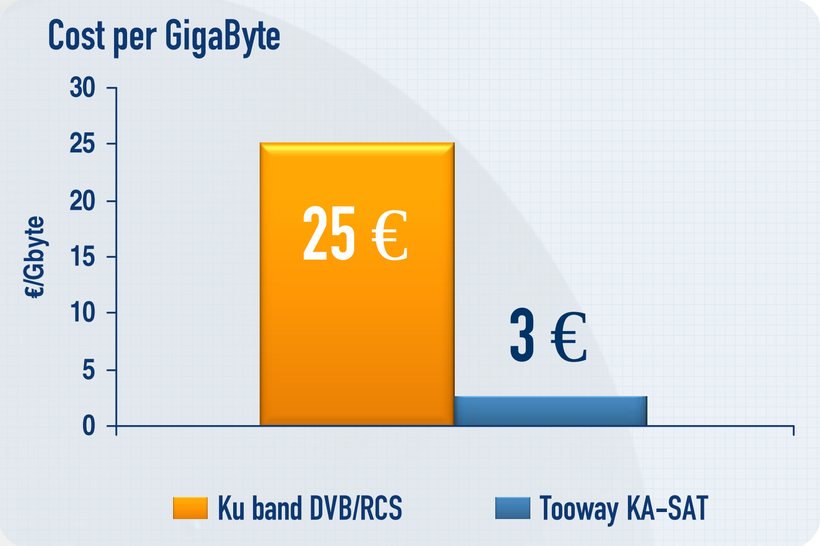
eutelsat COMMUNICATIONS

Ground segment design



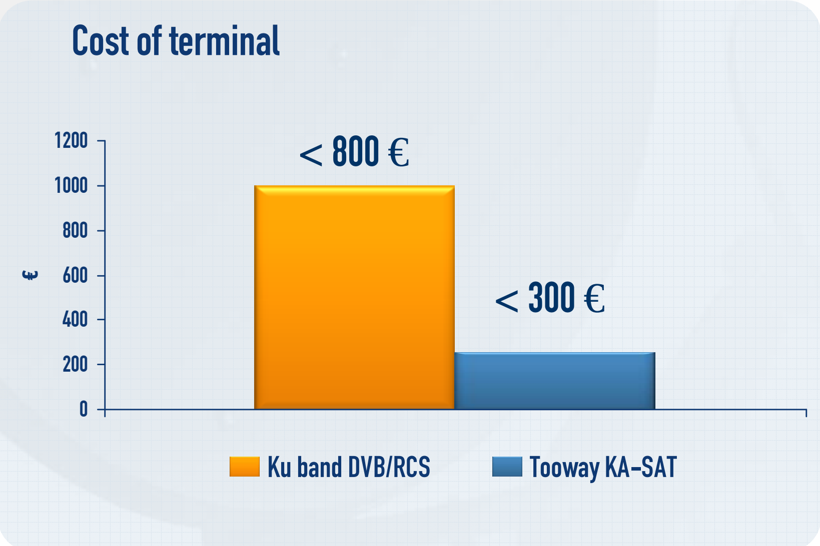
Artistic view non contractually binding

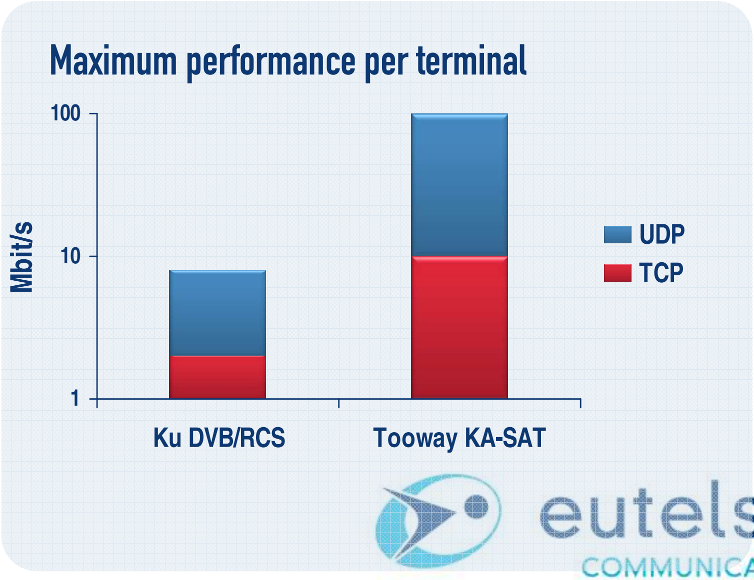
Significant advance in satellite broadband



- 8-fold reduction in cost per GigaByte compared with Ku-band satellites thanks to innovative design and ground infrastructure

- Use of state-of-the-art ViaSat Surfbeam® DOCSIS® terminals
- 3-fold reduction in cost of terminals to below €300





7 degrees East: a new premium neighbourhood with W3B

7°East

Fill rate > 90%
200 TV channels + key telecom services
Demand from customers for sparing capacity

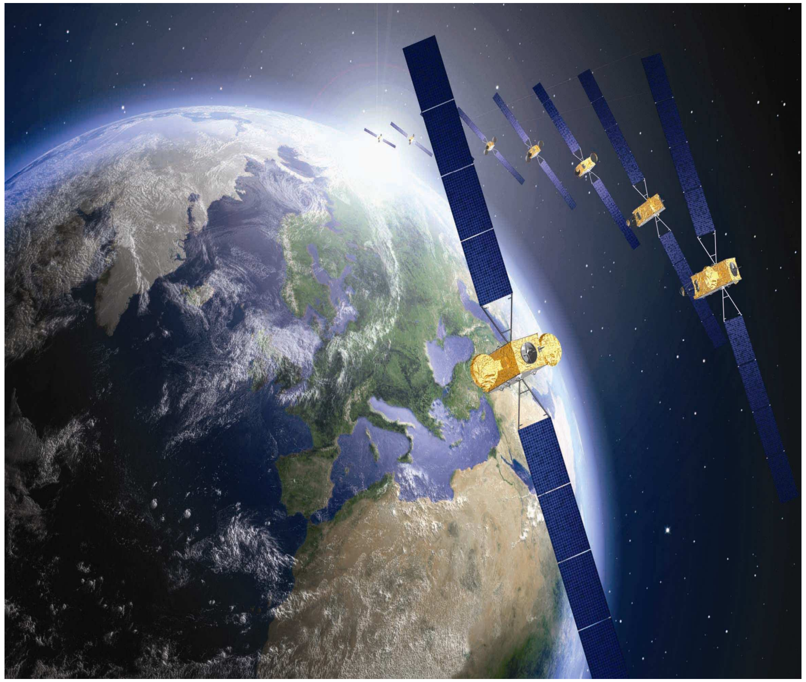
- Close to 10% of Group revenues, with key customers (Digiturk, European Broadcasting Union, Reuters...)
- W3B to be co-positioned with W3A at 7 degrees East mid-2010
  - +26 operational transponders, taking overall capacity at this neighbourhood to 70 transponders
  - Increased sparing through 30 transponders
- Satellite deployment program further secured in the event of launch failure of W2M, W2A or W7

** Sur la base du chiffre d'affaires total de l'exercice 2006-2007*

Strong and robust business model

A satellite infrastructure operator shows a typical cash flow profile of a "traditional" infrastructure operator

- High backlog, generating visibility on future revenues
- Economies of scale on Capex and Opex base
- High operational margin
- High and continuous operating cash flow



Eutelsat Communications

Full year 2007-2008

July 31, 2008

Giuliano BERRETTA
Chief Executive Officer

Jean-Paul BRILLAUD
Deputy Chief Executive Officer

Catherine GUILLOUARD
Chief Financial Officer