FSS Industry: growth opportunities

Eutelsat in a snapshot

FY 2014-2015
- Operational performance
- Financial performance

Outlook

Appendices
- Q1 2015-2016 performance
- Industry information
- Other
The satellite value chain

Satellite manufacturers → Satellite launchers → Satellite Operators → TV broadcasters → Consumers and Businesses

Governments
A robust business model with high barriers to entry

Robust business model

- Significant backlog with long term contracts generating revenue visibility
- Economies of scale
- High operating margins
- Predictable operating cash flow

High barriers to entry

- Finite resource of orbital positions and frequencies, heavily regulated at international level with key commercial orbital positions have already been developed
- High upfront capex before operations
- High technology & technical expertise through satellite lifecycle
Solid industry growth prospects

Transponder demand for regular capacity

BY REGION¹

BY APPLICATION²

Total: +2.9%

(1) 2014-2019 CAGR for regular capacity

(2) 2014-2019 CAGR - EMEA + LATAM

Source: Euroconsult 2015
Video drivers: channel growth and image quality

**Channel growth**

TV Channels in EMEA and LATAM

- **CAGR:** +2.7%
  - **Europe:** -0.1%
  - **Others:** +3.9%

- **2014:** ~19,000
- **2024:** ~25,000

Source: Euroconsult 2015, EMEA and LATAM

- Predominantly driven by emerging Video markets

**Increased image quality**

HD penetration rate by major region

<table>
<thead>
<tr>
<th>Region</th>
<th>2014</th>
<th>2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Russia and Central Asia</td>
<td>10%</td>
<td>32%</td>
</tr>
<tr>
<td>SSA</td>
<td>5%</td>
<td>21%</td>
</tr>
<tr>
<td>MENA</td>
<td>12%</td>
<td>31%</td>
</tr>
<tr>
<td>LATAM</td>
<td>15%</td>
<td>38%</td>
</tr>
<tr>
<td>Central Europe</td>
<td>14%</td>
<td>47%</td>
</tr>
<tr>
<td>Western Europe</td>
<td>20%</td>
<td>67%</td>
</tr>
<tr>
<td>North America</td>
<td>37%</td>
<td>76%</td>
</tr>
</tbody>
</table>

Source: Euroconsult 2015

- Everywhere, including mature Video markets
- Current HD penetration on Eutelsat fleet: circa 12%
Video drivers: capacity requirements versus compression technology

**EVOLUTION OF IMAGE QUALITY**
*(number of channels)*

**NUMBER OF CHANNELS PER 36 Mhz TRANSPONDER**

<table>
<thead>
<tr>
<th>Ramp-up</th>
<th>Format</th>
<th>Modulation</th>
<th>MPEG-2</th>
<th>MPEG-4</th>
<th>HEVC</th>
</tr>
</thead>
<tbody>
<tr>
<td>1990s-2000s</td>
<td>SD</td>
<td>DVB-S</td>
<td>12</td>
<td>20</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td></td>
<td>DVB-S2</td>
<td>-</td>
<td>26</td>
<td>-</td>
</tr>
<tr>
<td>2000s-2010s</td>
<td>HD</td>
<td>DVB-S</td>
<td>2 to 3</td>
<td>5</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td></td>
<td>DVB-S2</td>
<td>3 to 4</td>
<td>6 to 8</td>
<td>12 to 15</td>
</tr>
<tr>
<td>2020s</td>
<td>UHD</td>
<td>DVB-S2</td>
<td>1 to 2</td>
<td>3 to 4</td>
<td></td>
</tr>
</tbody>
</table>

Source: Eutelsat

Source: Euroconsult 2015, EMEA and LATAM
INTERNET TRAFFIC GROWTH (IN EXABYTES/MONTH)

TRANSPONDER DEMAND FOR CORPORATE NETWORKS
(2014-2019 CAGR – for regular capacity)

Data: robust demand for interconnection

~10% demand CAGR in Eutelsat’s fastest growing markets

Source: Euroconsult 2015, CISCO VNI
Strong Demand for HTS Capacity

TRAFFIC USAGE ON HTS PAYLOADS BY APPLICATION (GBPS)

- Others
- Broadband
- Corporate networks
- Trunking

SATellite BROADBAND HOUSEHOLDS CAPTURED IN EMEA - "HTS" CAPACITY ('000)

- Sub saharan Africa
- Middle East & North Africa
- Russia & Central Asia
- Central Europe
- Western Europe
- Latin America

Source: Euroconsult 2015
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Eutelsat key data

- Revenues of €1.48bn
- Fleet of 38 satellites; global coverage
- Operating 1,175 transponders
- Broadcasting >5,800 TV channels
- Backlog of €6.0bn, representing 4.1 years of revenues

Data as of 30 September 2015, except revenues which are as of 30 June 2015
Breakdown of revenues by application

- **Video**: 63%
  - Direct-to-Home (DTH)
  - Cable headends
  - Professional Video

- **Data Services**: 16%
  - Mobile backhaul
  - Corporate networks

- **Value-Added Services**: 7%
  - Broadband Internet
  - Mobility (aircraft, ships)

- **Government Services**: 14%
  - Government and administration
  - Departments of Defense

As of 30 June 2015. % of revenues excluding Other revenues and Non-recurring revenues
Eutelsat’s global network

EUTELSAT FLEET
OCTOBER 2015

FUTURE SATELLITES:
- EUTELSAT 36C*
- EUTELSAT 9B
- EUTELSAT 117 West B

EUTELSAT 65 West A
EUTELSAT 172B
Eutelsat Quantum

stable orbit
inclined orbit
capacity on third-party satellites
Currently under deployment
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### Key Figures

| Revenues          | Revenues of €1,476m up 4.0% like-for-like  
<table>
<thead>
<tr>
<th></th>
<th>Increase of 9.5% on a reported basis</th>
</tr>
</thead>
</table>
| EBITDA            | Strong profitability: EBITDA of €1,132m  
|                  | Stable EBITDA margin of 76.7%           |
| Net result        | Group share of net income of €355m, up 17%  
|                  | Net margin of 24%                       |
| Financial Position| Robust free cash-flow generation         
|                  | Improved Net Debt / EBITDA ratio at 3.4  |
| Distribution      | Proposed dividend of €1.09 per share     
|                  | Payout ratio of 70%                     |

1. At constant perimeter and currency and excluding non-recurring revenues, based on proforma revenues of €1,377m for FY 2013-2014
Full Year revenues: €1,476m +4.0% like-for-like¹

<table>
<thead>
<tr>
<th>Revenue Contribution²</th>
<th>Revenues (€m)</th>
<th>Y-O-Y Change (%)³</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Like-for-like</td>
<td>Actual</td>
</tr>
<tr>
<td><strong>Video</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>63%</td>
<td>913</td>
<td>+3.5</td>
</tr>
<tr>
<td><strong>Data</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16%</td>
<td>227</td>
<td>+1.3</td>
</tr>
<tr>
<td><strong>VAS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7%</td>
<td>102</td>
<td>+14.8</td>
</tr>
<tr>
<td><strong>Government Services</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>196</td>
<td>+2.6</td>
</tr>
</tbody>
</table>

¹ At constant perimeter and currency and excluding non-recurring revenues
² Excluding Other revenues and Non-recurring revenues
³ Versus restated revenues for FY 2013-2014. Please refer to table in the Appendix
Video: Benefits of added capacity and new contracts

- **Revenues of €913m up 3.5%**\(^1\) like-for-like, underpinned by:
  - Resources added at 56° East and 7/8° West
  - Good performance of Eutelsat Americas
  - Higher revenues at 36° East, 7° East and 16° East

- **Offsetting impact of:**
  - Lower revenues at 28.5° East in Q1
  - Renegotiation of Russian contracts
  - Non-renewal at HOT BIRD of contracts with some service providers

- **5,793 channels broadcast at end-June 2015**

- **HD penetration at 11.9% vs. 10.2%**

---

\(^1\) On the basis of restated revenues at constant currency

\(^2\) Restated revenues adjusted including revenues for Satmex from July to September 2013 and adjusting for the impact of the KabelKiosk disposal and from reclassifications between applications
Revenues of €227m, up 1.3%\(^1\) like-for-like

Positive dynamics in LATAM
- Strong growth for regular capacity
- HTS payload on EUTELSAT 3B providing broadband services in Brazil

Ramp-up of new regular capacity on EUTELSAT 3B

Ongoing tough conditions in EMEA

---

\(^1\) On the basis of restated revenues at constant currency

\(^2\) Restated revenues adjusted including revenues for Satmex from July to September 2013 and adjusting for the impact of the KabelKiosk disposal and from reclassifications between applications
Revenues of €102m, up 14.8%¹

185,000 terminals activated on KA-SAT at 30 June 2015
- 31,000 terminals activated in FY 2014-15
- France, Italy, Germany and Norway the largest contributors to full-year growth
- Stabilisation of net additions in Q4

Sequential revenue rise reflecting notably:
- Rise in KA-SAT subscribers
- Seasonality in maritime mobility business
- Non-recurrence of negative one-off in Q3

¹At constant currency
Government Services: Challenging market

Revenues of €196m up 2.6%\(^1\) at constant currency and 12.5%\(^1\) at actual currency

- Contribution of new contracts on EUTELSAT 33B, EUTELSAT 36B and EUTELSAT 48D
- Good performance of Eutelsat Americas
- Negative impact of lower renewals in past 18 months

Low visibility in forthcoming year

- Increasing pricing pressure
- Impact of reduced operations
- Ongoing budgetary constraints
- Tougher procurement processes

\(^1\) On the basis of restated revenues

\(^2\) Restated revenues adjusted including revenues for Satmex from July to September 2013 and adjusting for the impact of the KabelKiosk disposal and from reclassifications between applications
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EBITDA up 9.5%
- Top-line growth
- Full-year contribution of Satmex

EBITDA margin stable at 76.7%
- Leverage from the overall increase in revenues
- Negative mix effect due to relatively higher growth of VAS
Net income of €355m, net margin at 24%

<table>
<thead>
<tr>
<th>Extracts from the consolidated income statement in €m¹</th>
<th>FY 2013-14</th>
<th>FY 2014-15</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>1,348</td>
<td>1,476</td>
<td>+ 9.5%</td>
</tr>
<tr>
<td><strong>EBITDA²</strong></td>
<td>1,033</td>
<td>1,132</td>
<td>+ 9.5%</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>623</td>
<td>662</td>
<td>+6.1%</td>
</tr>
<tr>
<td><strong>Financial result</strong></td>
<td>(132)</td>
<td>(116)</td>
<td>-12.3%</td>
</tr>
<tr>
<td><strong>Income tax</strong></td>
<td>(190)</td>
<td>(194)</td>
<td>+2.3%</td>
</tr>
<tr>
<td><strong>Income from associates</strong></td>
<td>15</td>
<td>19</td>
<td>+26.2%</td>
</tr>
<tr>
<td><strong>Group share of net income</strong></td>
<td>303</td>
<td>355</td>
<td>+17.2%</td>
</tr>
</tbody>
</table>

- Higher D&A reflecting Satmex consolidation and fleet investment
- Other operating income and expenses of €(3.7)m in FY 2014-2015 vs. €(8.5)m in FY 2013-2014
- Full impact of Dec. 2013 €930m bond
- Positive forex impact of €21m (-€7m in FY 2013-2014)
- Higher income before tax
- Lower tax rate reflecting activation of tax loss carry-forwards in LATAM and non recurrence of FY2013-2014 tax settlement
- Increased contribution from Hispasat
- Net margin of 24%

¹ Rounded to closest million
² EBITDA defined as operating income before depreciation, amortisation, impairments and other operating income/(expenses)
Strong cash flow generation, up 33%

In €m

% of revenues

FY 2013-2014

778

550

451

58%

Cash flow from operations

Organic investments

External growth

FY 2014-2015

1,035

70%

1

Acquisition of Satmex (€566m) net of disposals in equity investments or subsidiaries (€16m)
Free cash flow: €542m

Net operating Cash Flow: €3,779
- Capex: €493
- Interest paid, net: €1,035
- Dividend Payment: €149
- Change in long-life leases: €214
- Change in the currency component of cross-currency swap: €118
- Other: €36

Net Debt at 30-06-14: €3,779
Net Debt at 30-06-15: €3,841

Footnotes:
1 Including non-controlling interests; €78m to shareholders of Eutelsat Communications
2 including the short-term portion of these leases
Sound financial structure

- **Ongoing funding optimisation**
  - Early refinancing and partial reimbursement of €800m term loan
  - Extended debt maturity and financial charges reduction of c.€15m\(^1\) pa pretax

- **Average weighted debt maturity of 4.1 years**

- **Average cost of debt after hedging of 3.8%**

- **Strong liquidity:**
  - Cash of €420m
  - €650m available revolving lines of credit

\(^1\) Excluding arrangement fees and hedging instruments

---

**NET DEBT / EBITDA RATIO\(^2\)**

<table>
<thead>
<tr>
<th></th>
<th>30-Jun-14</th>
<th>30-Jun-15</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3.5(^3)</td>
<td>3.4</td>
</tr>
</tbody>
</table>

\(^2\) Based on net debt at the end of the period and last twelve months\(^1\) EBITDA

\(^3\) Proforma of Satmex acquisition.
Debt maturity profile

Note: Maturities are provided on a calendar year basis – figures based on accounts as of 30 June 2015

\[1\] With two possible extension facilities of one year each subject to lenders agreement
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Our framework for profitable growth

<table>
<thead>
<tr>
<th>Three priority growth opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Video</strong></td>
</tr>
<tr>
<td>- New platforms in developing markets</td>
</tr>
<tr>
<td>- Higher definition</td>
</tr>
<tr>
<td>- New services to address changing customer usages</td>
</tr>
<tr>
<td><strong>Broadband and Mobility</strong></td>
</tr>
<tr>
<td>- Selective investments in HTS</td>
</tr>
<tr>
<td>- Broadband growth</td>
</tr>
<tr>
<td>- Development of Mobility</td>
</tr>
<tr>
<td><strong>Geographic footprint</strong></td>
</tr>
<tr>
<td>- Investments geared towards highest growth markets</td>
</tr>
</tbody>
</table>

**Underpinned by:**

- Ongoing cost containment measures
- Capex optimisation
- Innovation to drive growth and efficiency
Video: Growth opportunity in Africa

Underpenetration of African market

- Channels per m inhabitant:
  - Africa: 2
  - Western Europe: 11

- HD penetration (%):
  - Africa: 5
  - Western Europe: 20

Source: Euroconsult, 2015

DTT transition to boost channel line-up

- Number of countries completing digital switchover per year:
  - 2014: 2
  - 2015: 6
  - 2016: 10
  - 2017: 16
  - 2018: 23
  - 2019: 30

Source: Digital TV Research and African Telecommunications Union

Growth in Pay-TV subscribers

- Pay TV subscribers (M) in SSA:
  - 2010: 5.3
  - 2014: 9.7
  - 2020: 16.2

Source: Global Satellite TV forecast, Digital TV research, May 2015

Advertising revenues supporting FTA

- TV advertising revenues (M USD) in Africa and MENA:
  - 2010: 2065
  - 2014: 3130
  - 2019: 5018

Source: Global entertainment and media outlook 2015-2019, PWC

Channel growth of ~6% CAGR by 2023
Video: Strong position of Eutelsat in Africa

### 36° E
- E36A
- E36B
- E36C
- Focus on English and Portuguese speaking countries
- MultiChoice anchor customer
- Resources to be added with EUTELSAT 36C

### 16° E
- E16A
- AMOS-5 ¹
- Focus on West Africa
- Unified neighbourhood with Amos creating leading FTA position

### 7° E
- E7A
- E7B
- New DTH Hotspot for East Africa, mostly English-speaking
- Resources enhanced with EUTELSAT 7B in July 2014

¹ Owned by Spacecom, operating at 17° East
Satellite broadband: Opportunity in emerging markets

- Insufficient scale of terrestrial broadband networks
  - Fixed line infrastructure less developed
  - Mobile networks for broadband less deployed and often congested
  - Roll-out of terrestrial networks takes time

- High cost, limited performance and low reliability of such services where they exist

- Higher proportion of areas with rural population favours satellite
  - Network expansion often un-economic in areas with lower ARPUs and limited density

- HTS satellites significantly improving cost per Mbps

Pyramid research September 2013, WEF, Global information technology report 2014
Broadband: Offline population exceeding 4 billion

LATAM, SSA, Russia and South-East Asia
the regions with the strongest potential
Eutelsat is addressing this opportunity

**Dedicated payloads on existing and future satellites**

- **E3B**
  - 5-Steerable Ka-band spotbeams over Brazil
  - Full payload already sold
  - ~ 4Gbps of capacity
  - LAUNCHED

- **E36C**
  - 18 Ka-band spotbeams covering Russia
  - Local JV in charge of commercialization
  - 11.6 Gbps of capacity
  - TO BE LAUNCHED IN Q4 2015

- **E65WA**
  - Up to 24 Ka-band spotbeams over LATAM
  - Wholesale agreement for the Brazilian payload (75%) already sold to Echostar
  - 37.5 Gbps of capacity
  - TO BE LAUNCHED IN Q1 2016

**African Broadband initiatives**
African Broadband: Two initiatives allowing timely access to the market and progressive ramp-up

Amos-6

- Multi-year lease of Amos-6 HTS Ka-band payload in partnership with Facebook
  - 18 HTS Ka-band spot beams
  - ~18 Gbps o/w c. 50% for Eutelsat
- Eutelsat to build ground network
- Service expected to start end-2016

Follow-on Satellite

- Procurement of a a new-generation HTS satellite from TAS
  - All-electric satellite
  - New Spacebus Neo platform
  - Unprecedented flexibility
  - Baseline mission: 65 spotbeams, ~75 Gbps with options to upscale
- Launch expected in 2019
Expansion of regular capacity of c. 20%\(^1\) focused
- On high growth markets, especially Latin America

Expansion of HTS capacity targeting fast-growing Broadband and Mobility markets
- EUTELSAT 36C: Russia (11.6 Gbps)
- EUTELSAT 65 West A: LATAM (37.5 Gbps)
- EUTELSAT 172B: APAC (1.8 Gbps)

\(^1\) Increase in number of 36 Mhz-equivalent transponders expected between end-June 2015 and end-Dec. 2017, excluding HTS capacity. Calculation based on nominal deployment plan and including unannounced redeployments.
### Updated deployment plan

<table>
<thead>
<tr>
<th>Position</th>
<th>Launch</th>
<th>Manufacturer</th>
<th>Launcher</th>
<th>Coverage</th>
<th>Applications</th>
<th>Capacity (TPE / Spotbeams)</th>
<th>O/w expansion 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>36° East</td>
<td>Q4 2015</td>
<td>Airbus DS</td>
<td>Proton</td>
<td>Russia</td>
<td>Video SSA</td>
<td>48 Ku 18 Ka²</td>
<td>19 Ku 18 Ka²</td>
</tr>
<tr>
<td>9° East</td>
<td>Q1 2016</td>
<td>Airbus DS</td>
<td>Proton</td>
<td>Europe</td>
<td>Video</td>
<td>47 Ku</td>
<td>12 Ku</td>
</tr>
<tr>
<td>116.8° West</td>
<td>Q1 2016</td>
<td>Boeing</td>
<td>SpaceX</td>
<td>LATAM</td>
<td>Video Data GS</td>
<td>48 Ku</td>
<td>48 Ku</td>
</tr>
<tr>
<td>65° West</td>
<td>Q1 2016</td>
<td>SSL</td>
<td>Arianespace</td>
<td>LATAM</td>
<td>Video Data Broadband</td>
<td>24 Ku 15 C 24 Ka³</td>
<td>24 Ku 15 C 24 Ka³</td>
</tr>
<tr>
<td>172° East</td>
<td>H1 2017</td>
<td>Airbus DS</td>
<td>Arianespace</td>
<td>Asia-Pacific</td>
<td>Data GS Mobility</td>
<td>42 Ku 24 C 11 HTS Ku⁴</td>
<td>19 Ku 11 HTS Ku⁴</td>
</tr>
<tr>
<td>To be defined</td>
<td></td>
<td>To be defined</td>
<td>Not allocated</td>
<td>Flexible</td>
<td>Data GS Mobility</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

1 Total capacity of the HTS payload: 11.6 Gbps
2 Total capacity of the HTS payload: 37.5 Gbps
3 Total capacity of the HTS payload: 1.8 Gbps
4 Total capacity of the HTS payload: 1.8 Gbps
5 Total capacity of the HTS payload: 75 Gbps for the baseline mission. Option to double the capacity

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Electrical propulsion. **EUTELSAT 115 West B and EUTELSAT 117 West B will enter service 7 to 9 months after launch; and EUTELSAT 172 B c. 4 months.**

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1 excludes unannounced redeployments
Progressive ramp-up of new capacity

- EUTELSAT 115 WB
  - Approx. launch date (calendar year): Q4 2016-17
  - Approx. entry into in service (calendar year): H1 2018

- EUTELSAT 8 WB
  - Approx. launch date (calendar year): October 2016-17
  - Approx. entry into in service (calendar year): H1 2018

- EUTELSAT 36C
  - Approx. launch date (calendar year): Q4 2017

- EUTELSAT 9 B
  - Approx. launch date (calendar year): Q4 2017
  - Approx. entry into in service (calendar year): H1 2018

- EUTELSAT 117 WB
  - Approx. launch date (calendar year): Q1 2018
  - Approx. entry into in service (calendar year): H1 2018

- EUTELSAT 65 WA
  - Approx. launch date (calendar year): Q1 2018
  - Approx. entry into in service (calendar year): H1 2018

- EUTELSAT 172B
  - Approx. launch date (calendar year): Q1 2018

All the dates indicated are on a calendar year basis.
<table>
<thead>
<tr>
<th><strong>Financial outlook</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong> (At constant currency, excl. non recurring revenues)</td>
</tr>
<tr>
<td>Growth of 2-3% in 2015-2016</td>
</tr>
<tr>
<td>Growth of 4-6% in 2016-2017</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
</tr>
<tr>
<td>EBITDA margin above 76.5% to June 2017</td>
</tr>
<tr>
<td><strong>Capex</strong></td>
</tr>
<tr>
<td>Average of €500m per year to June 2018</td>
</tr>
<tr>
<td>Including cash outflows related to ECA loan repayments and capital lease payments</td>
</tr>
<tr>
<td><strong>Leverage</strong></td>
</tr>
<tr>
<td>Investment grade ratings</td>
</tr>
<tr>
<td>Objective of Net debt / EBITDA below 3.3x</td>
</tr>
<tr>
<td><strong>Distribution</strong></td>
</tr>
<tr>
<td>Payout ratio of 65% to 75% of Group share of net income</td>
</tr>
</tbody>
</table>
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  - Other
Q1 Business highlights

- Q1 revenues up 8.4% and 2.0% at constant currency putting us on track to deliver full-year objectives

- Several contracts signed in in all geographies and applications contributing to an order book of €6.0bn

- Successful launch and entry into service of EUTELSAT 8 West B boosting MENA coverage

- Entry into service ahead of schedule of EUTELSAT 115 West B bringing additional resources in LATAM

- Launch of African Broadband initiative
  - Lease of AMOS-6 Ka-band payload in partnership with Facebook
  - Procurement of a follow-on stand-alone HTS Satellite

- Launch of “Future Video Initiative” with SES to advance the adaptation of the satellite industry to evolving video landscapes
Q1 revenues: €388m, +2.0% at constant currency

<table>
<thead>
<tr>
<th>Application</th>
<th>Revenue Contribution²</th>
<th>REVENUES³ (€m)</th>
<th>Y-O-Y CHANGE (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>AT CONSTANT CURRENCY</td>
<td>ACTUAL</td>
</tr>
<tr>
<td>Video</td>
<td>62%</td>
<td>229</td>
<td>-1.6</td>
</tr>
<tr>
<td>Data</td>
<td>16%</td>
<td>59</td>
<td>-0.3</td>
</tr>
<tr>
<td>VAS</td>
<td>8%</td>
<td>30</td>
<td>+12.4</td>
</tr>
<tr>
<td>Government Services</td>
<td>14%</td>
<td>53</td>
<td>-0.7</td>
</tr>
</tbody>
</table>

1. +8.4% at actual rate
2. The share of each application as a percentage of total revenues is calculated excluding “other revenues” and “non-recurring revenues”.
3. Total revenues of €387.7m also include Other revenues of €16.7m
Revenues of €229m down 1.6% at constant currency\(^1\)

Good performance of Eutelsat Americas, 7° East and 16° East

Ongoing impact of non-renewal at HOT BIRD of contracts with some service providers

Renegotiation of Russian contracts

5,855 channels broadcast at end-September 2015

HD penetration at 12.3% vs. 10.9%

Entry into service of new capacity in October

New contracts signed in Europe, Africa and Latam

\(^1\) + 0.8% at actual rate
Revenues of €59m, down 0.3%\(^1\) at constant currency

Positive dynamics in LATAM

Ramp-up of new regular capacity on EUTELSAT 3B

Lower revenues at 53° East following the rationalization of capacity in May 2015

Ongoing pricing pressure in EMEA

\(^1\) +14.9% at actual rate
Revenues of €30m, up 12.4%\(^1\)

190,000 terminals activated on KA-SAT at 30 September 2015
- 24,000 terminals activated in past 12 months

Positive contribution of the maritime mobility business to year-on-year growth

\(^1\) + 13.1\% at actual rate
Revenues of €53m down 0.7% at constant currency\(^1\)

Early termination of a significant contract with a distributor
- Attendant termination fee recognized in ‘Other revenues’

New contracts, notably at 172° East

Contract renewals currently underway
- Outcome likely below previous year, in line with expectations

Continued low visibility
- Increasing pricing pressure
- Impact of reduced operations
- Ongoing budgetary constraints
- Tougher procurement processes

\(^1\) 19.2\% at actual rate
Backlog representing 4.1 years of revenues

Backlog of €6.0bn, slightly down on end-June
- Backlog consumption
- Negative impact of the early termination of a contract in Government Services
- Positive impact of new contracts signed this quarter notably at:
  - 3° East (CANAL+ Overseas),
  - 28° East (with Arqiva)

4.1 years of revenues

Video accounting for 83%

The backlog represents future revenues from capacity lease agreements (including contracts for satellites not yet delivered). These capacity lease agreements can be for the entire operational life of the satellites.
Operational TPEs\(^1\) broadly stable year-on-year

- Rationalization of capacity at 53° East
- 3 transponders returned at 56° East
- Relocation of EUTELSAT 28A

Fill Rate

- Slight increase year-on-year
- Sequential decline reflecting mainly the early termination of a significant contract with a distributor in Government Services

\(^1\)The number of operational and leased transponders was previously reported on the basis of physical transponders including HTS spotbeams. To better reflect actual capacity volumes, the number of transponders (operational and leased) and the fill rate is henceforth disclosed on the basis of the number of 36 MHz-equivalent transponders (TPE) for regular capacity, excluding HTS capacity.

Based on 36 MHz-equivalent transponders (TPE), excluding HTS capacity (KA-SAT 82 spot-beams and EUTELSAT 3B’s 5 Ka-band spot beams)
Agenda

- FSS Industry: growth opportunities
- Eutelsat in a snapshot
- FY 2014-2015
  - Operational performance
  - Financial performance
- Outlook

Appendices
- Q1 2015-2016 performance
- Industry information
- Other
Average Revenue Per Transponder (m$) 2012-2014

Source: Euroconsult 2015 - Average Revenue per Transponder for regular capacity only
Typical capex for a satellite program

- 50% Satellite
- 28% Launcher
- 14% Insurance
- 8% Capitalized costs
LEO constellations

LEO offers lower latency than GEO orbit

In LEO, satellites are moving with respect to earth surface

LEO constellations face feasibility and cost challenges:
- Complexity and cost of ground antennae on the end-users side
- Cost of the ground segment
- Efficiency
- Go-to market approach, particularly in emerging markets
- Regulatory uncertainty regarding spectrum and country licencing
FSS Industry: growth opportunities

Eutelsat in a snapshot

FY 2014-2015
- Operational performance
- Financial performance

Outlook

Appendices
- Q1 2015-2016 performance
- Industry information
- Other
Continued audience growth at Eutelsat Video neighbourhoods

Audience growth at Eutelsat’s top 8 Video neighbourhoods

- **Audience (M homes)**
  - 207 in 2010
  - 274 in 2014
  - +32% growth

Growth in DTH households

- **DTH households (M homes)**
  - 53% in 2010
  - 58% in 2014
  - +44% growth

DTH is leading TV reception mode in Western Europe

- **Reception modes in 2014**
  - DTH (+1 pts vs. 2010)
  - Cable (-3 pts)
  - IP TV (+10 pts)
  - DTT / Analogue (-8 pts)

With the exception of DTT, all other reception modes are not exclusive.

Source: Eutelsat TV Observatory
Eutelsat Quantum: cutting-edge technology

- Software-defined class of satellites
- First satellite to be delivered at the end of 2018
  - Manufactured by Airbus Defence and Space
- Incomparable flexibility in terms of:
  - Coverage
  - Bandwidth
  - Power and frequency configurability
- Premium capacity through footprint shaping and steering, power and frequency band pairing that customers will be able to actively define
- Targeting for users operating in Government, Mobility and Data markets

**Example of a coverage hopping between 2 markets**

Most of the capacity is devoted to Cairo, during day-time in Africa

Most of the capacity is devoted to NYC, during day-time in Americas
KA-SAT High Throughput Satellite

- Operational since Mid-2011 covering extended Europe\(^1\) and the Mediterranean Basin

- Adressing mainly:
  - Internet Broadband market in areas with limited or no Internet service (Tooway)
  - In-flight connectivity

- Spotbeam architecture vs. widebeam for traditional satellites enables reuse of frequencies
  - Total throughput of 90 Gbps
  - Significantly lowered cost per Mb

- Connexion to a network of ten ground stations

- 185,000 broadband terminals activated at end June 2015

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\(^1\) Extended Europe: Western Europe, Central Europe, Russia and Central Asia, Middle East and North Africa, Sub Saharan Africa
EUTELSAT 8 West B: incremental resources at leading video neighbourhood

EUTELSAT 8 West B: incremental resources

- Launched on 20 August, operational early October
- Capacity: 42 Ku-band and 20-C band TPE\(^1\)

Enhanced resources
- Incremental resources
- Increased power
- More coverage options
- Higher in-orbit security

Positive response from customers:
- Ku-band incremental capacity already fully sold

7/8° WEST: leading video Neighbourhood in MENA

- Strong partnership with Nilesat
- Audience of 52 M TV Homes, x2 in 4 years
- > 1,000 channels broadcast
- Main customers:

\(^1\) Number of 36 Mhz equivalent transponders
EUTELSAT 115 West B: extended coverage of the Americas

Entry into service
- Launched in March 2015
- First all-electric satellite
- In service in October

Coverage
- Extended coverage of the Americas
- Truly Pan-American footprint

Applications
- Focus on Data Services: Backhaul, VSAT, Social connectivity, Mobility, Government initiatives, Broadband

Capacity
- Ku-band: 41 TPE\(^1\)
- C-band: 24 TPE\(^1\)

Commercial
- Positive response from customers: capacity secured ahead of entry into service by Elara, Axesat and Hunter

\(^1\) Number of 36 Mhz equivalent transponders
Shareholder structure

EUTELSAT SHAREHOLDING STRUCTURE AS OF 30 JUNE 2015

Free float and others 67.13%
Bpifrance 26.03%
CIC\(^1\) 6.84%

(1) China Investment Corporation
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