

**Global connectivity,
Local delivery**



38 satellites

Reaching more
than 274 million
homes

Over 70 teleports
throughout the
world





CONNECTING THE WORLD

From our European origins over 40 years ago, Eutelsat has massively expanded its footprint and today serves clients across the globe.

Our network of 38 high-performance satellites, located between 117° West and 174° East, provides a unique portfolio of C, Ku and Ka-band resources. Together with a network of fully-owned and partner teleports, we provide clients with regional, intercontinental and global connectivity.

Video distribution is in our DNA. We have over 30 years of experience in Direct-To-Home (DTH) broadcasting and content delivery to other networks, including cable, IP and Direct-to-Terrestrial (DTT). By developing long-term relationships with key players, strong experience in established and emerging markets, steady channel growth (including HD and Ultra HD), attractive video neighbourhoods for targeted markets, and a portfolio of customer-centric innovation, Eutelsat has become a leading global player in satellite communications.

Reaching a total of more than 274 million homes in Western, Central and Eastern Europe, Russia, the Middle East and North Africa, and with direct access to the highly attractive markets of Sub-Saharan Africa, Asia-Pacific and the Americas, we are well placed to partner and serve global operators and local broadcasters.

Eutelsat works closely with telcos and service providers who use our satellites for data and broadband services which include internet connectivity, backhauling for mobile communications networks, IoT and connected objects, and corporate networks. Our satellites also provide direct-to-user connectivity for consumers, enterprises and government agencies.

We have longstanding experience in the VSAT market, where our satellites manage regional, continental and intercontinental networks operated by key vendors and service providers. These VSAT networks provide communications in remote areas and difficult terrains where terrestrial connections cannot be established. Eutelsat's C and Ku-band resources are also used for backhaul solutions for many of the world's leading 2G, 3G, and LTE service providers, providing rapid and cost effective service expansion into rural or hard-to-serve markets.



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Seven satellites to launch
by end 2021

**REACHING INTO
FIVE CONTINENTS**



THE EUTELSAT FLEET

September 2018

- stable orbit
- inclined orbit
- * capacity on third-party satellites

FUTURE SATELLITES :

EUTELSAT 7C
EUTELSAT 5 West B
EUTELSAT QUANTUM
KONNECT
KONNECT VHTS
HOTBIRD 13F
HOTBIRD 13G

- EUTELSAT 36A in inclined orbit.
Currently under redeployment



ENSURING SERVICE QUALITY 24 HOURS A DAY

Eutelsat's Operations Centres ensure the continuity and quality of all services on our satellites. With four main control centres in France, Italy and Mexico, and ground stations located at strategic locations around the world, transmitting frequencies are regularly scanned and end-to-end transmissions monitored until their point of reception. The teams working at our control centres operate 24/7, constantly monitoring our entire fleet of satellites to guarantee the best quality reception and transmission of services.

CONNECTING YOU AND YOUR MARKETS

Eutelsat's fleet of satellites covers the five continents, taking in almost all countries and 99% of the world's population. There are currently 38 satellites in our fleet, operating in geostationary orbit between 117° West and 174° East.

These premium orbital locations host several major video hotspots reaching the dynamic and sought-after TV markets of Europe, the Middle East, North Africa and Sub-Saharan Africa. Eutelsat also operates Europe's first all-Ka-band satellite, KA-SAT at 9° East, a powerful platform for delivering high-bandwidth services to users beyond the range of terrestrial networks.

In the Americas we have created significant extra capacity following the integration of Eutelsat Americas into our Group (formerly Satmex). Capacity for Asia Pacific has also been enhanced with the addition of the EUTELSAT 172B satellite in 2017.

The Eutelsat fleet will continue to expand over the coming years, with seven launches scheduled by end 2021. This new capacity is targeted at the fast-growing markets of the Middle East and Africa, while reinforcing our presence in long-standing European markets.

Global Teleport Network

AN EXTENSIVE NETWORK TO CONNECT YOUR AUDIENCES

Eutelsat provides a full range of services around the globe via our network of own and selected partner teleports, including video broadcast, content distribution and data services.

We own and operate teleports in France (Rambouillet/Paris), Italy (Turin and Cagliari), Madeira and Mexico (Iztapalapa and Hermosillo Sonora), offering the highest technical and security standards.

Rambouillet teleport was the first in the world to achieve full Tier 4 certification from the World Teleport Association (WTA), confirming our commitment to provide the highest quality of service to our customers as well as our infrastructure, security and operational procedures.

The teleports are complemented by a fibre-based terrestrial network and a number of Points of Presence (PoPs) located in major European and American cities. Internet access is provided via three major Tier 1 ISPs, and Eutelsat has access to a network of dedicated leased lines, PoPs and dark fibre.

Together with our extensive network of partner teleports, you can access our satellites from almost any geographical location around the globe.

TELEPORT PARTNERS

To maximise the number of uplink points to our satellites and facilitate solutions for clients, Eutelsat works with a network of over 70 partner teleports, of which more than 30 are already fully connected to Eutelsat's global fleet.

Our partner teleports are located in Europe, America, the Middle East, Africa and Asia-Pacific, and are operated by companies with whom we have close ties. Many of these teleports are also WTA certified.

We are permanently looking for partner teleports to increase the choice of solutions for our customers to access the Eutelsat satellite fleet. Teleports must sign self-certification approval according to pre-defined Eutelsat criteria.

ISO 27001 certification: Rambouillet Teleport
ISO 9001 certification for all operations: Rambouillet, Cagliari, Turin and Eutelsat Americas Teleports



Local Field Support

INDUSTRY-LEADING FIELD SUPPORT

Eutelsat's Field Support Service helps our customers launch and grow their networks. It is the most comprehensive Field Support offered by any satellite operator. The service is based on three pillars: training; a wide field support network; and innovation. With a dedicated System Integration Team, we offer true turnkey solutions to our customers throughout our fleet's footprint.

TRAINING

The System Integration Team has now trained over 12,200 engineers across five continents. This is the largest training scheme ever undertaken by a satellite operator. Our product and technical training programmes can be tailored as part of a sales promotion campaign. We have also developed a suite of training tools:

- Classroom courses in several technologies
- Installation films in 8 languages, 4 installation apps
- Roadshows to create installation and Point-of-Sales networks
- On-line university with courses in SNG, VSAT, Maritime,...

These tools, combined with our training expertise, enable us to offer a complete service to clients worldwide.

In addition, our "satellite" training programme ensures quality for DTH installations. We ensure the highest training standards and have implemented a certification process to guarantee performance levels. Roll-out started in Africa, where more than 1,000 satellite professionals have attended the programme, and it is now being expanded globally. We have also recently launched our dedicated NGO training scheme to enable satellite communications to fulfill its role in humanitarian aid.

FIELD SUPPORT NETWORK

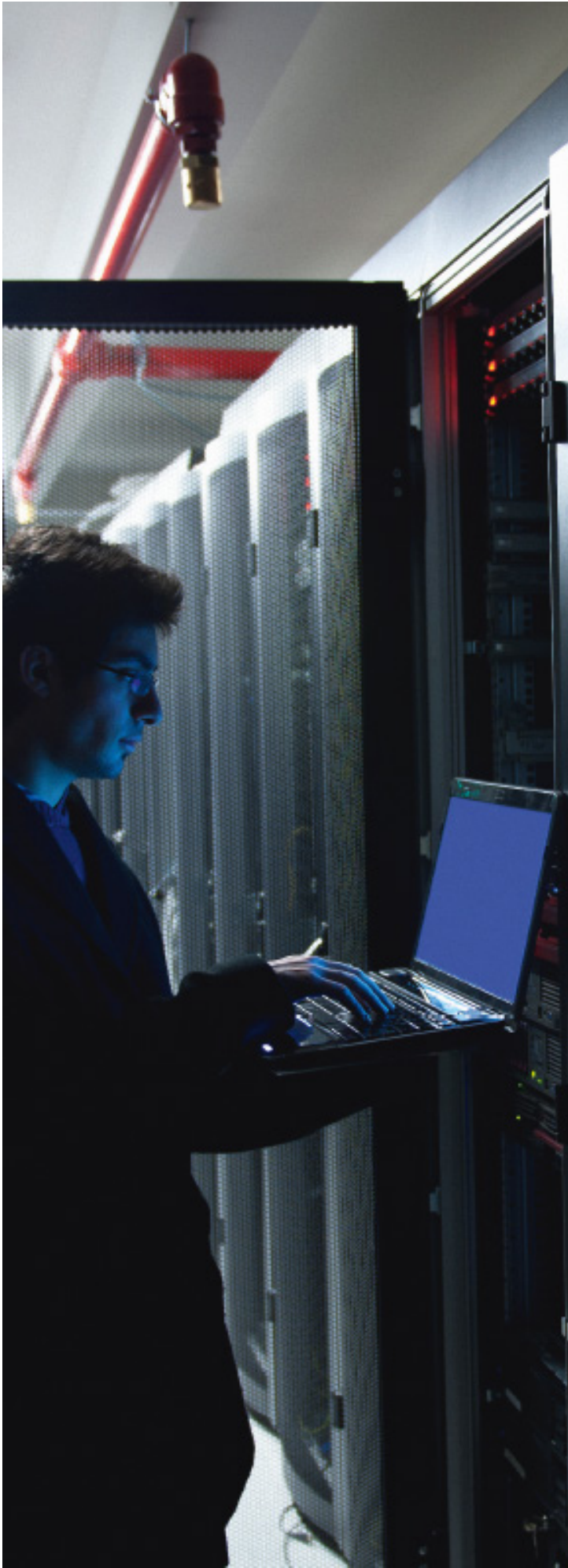
Our network of trained engineers is combined with Field Support Partners who have been carefully chosen to offer the highest level of service and customer-care backed by Eutelsat standards and quality guarantees. We work with a network of preferred local partners, covering four continents, who can offer DTH, VSAT, Data and Broadcast RF services tailored to your markets.

Eutelsat has invested more than any other satellite operator in creating a network that offers this depth of service across such a wide geographical footprint.

INNOVATION

We continue to create innovative new ways to make your life easier when working with us. Our satellite antenna pointing app allows installers to programme and point a VSAT system using their smartphone or tablet. It can also send a secure installation report to the distributor confirming the installation. The app has been adapted for DTH roll-out to alleviate the need for analyzers. All our apps are available on iTunes and Google Play.

We have also developed the first economically priced dichroic sub-reflector which can be adapted to any VSAT. We have eight dedicated multi-feeds for the Tooway system, allowing us to offer triple-play to our distributors and have developed a Ka/Ku circular universal LNB for DTH



12,200
trained field engineers

500,000+
installer video views

700,000+
app downloads

300,000+
terminals installed

Local Expertise

REGIONAL OFFICE NETWORK

In addition to an international sales team based at our Paris headquarters, Eutelsat's regional offices provide customised local support to clients in Europe, the Middle East, Africa, Asia Pacific and the Americas.

Wherever you are in the world, we are committed to making it easier than ever to get your services online with Eutelsat.

Europe

Cologne, Germany
London, UK
Madrid, Spain
Madeira, Portugal
Moscow, Russia
Paris, France
Rome, Italy
Turin, Italy
Turkey
Warsaw, Poland

Middle East

Amman, Jordan
Dubai, UAE

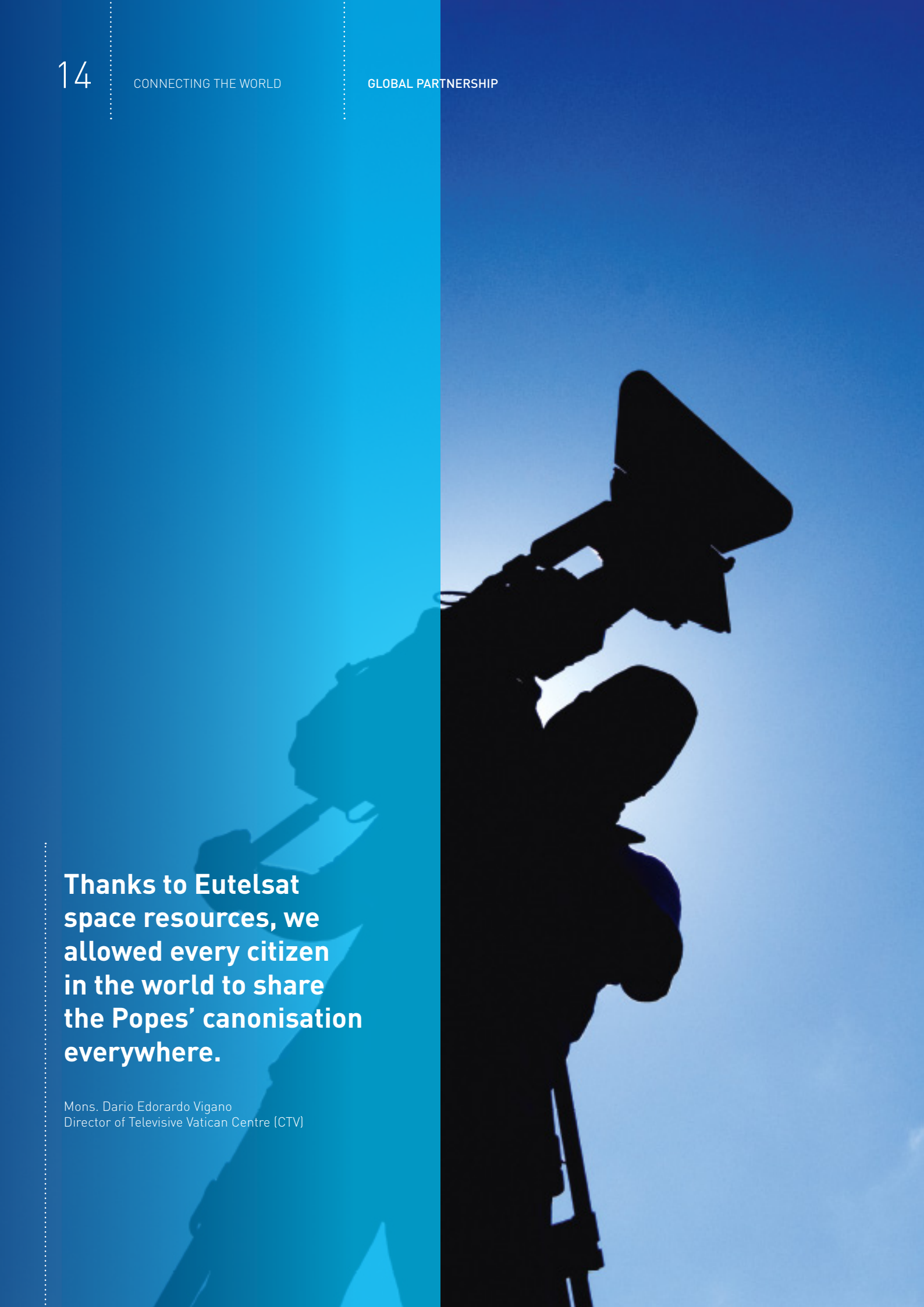
Asia

Beijing, China
Singapore

Americas

Los Angeles, USA
Mexico City, Mexico
Miami, USA
Panama
Rio de Janeiro, Brazil
Tampa, USA
Washington DC, USA



A silhouette of a person operating a large satellite dish is shown against a clear blue sky. The person is positioned in the lower right, looking up at the dish. The dish is a large, parabolic antenna mounted on a structure. The background is a gradient of blue, with a lighter blue area on the left and a darker blue area on the right.

**Thanks to Eutelsat
space resources, we
allowed every citizen
in the world to share
the Popes' canonisation
everywhere.**

Mons. Dario Edorardo Vigano
Director of Televisive Vatican Centre (CTV)

GLOBAL PARTNERSHIPS, LOCAL DELIVERY

FIRST WORLDWIDE ULTRA HD TRANSMISSION

The ceremony of the Opening of the Holy Door marking the beginning of the Jubilee Year of Mercy, in December 2015, was the first worldwide Ultra HD broadcast via satellite. Three Eutelsat satellites were mobilised for live coverage of the event produced by the Vatican Television Centre, with C-band coverage ensured worldwide reach through EUTELSAT 8 West B for Europe, Africa, Middle East and South America, EUTELSAT 113/117 West A for the Americas and EUTELSAT 172A for Asia and Oceania.

Ultra HD images were also available on a Direct-to-Home basis, via the HOTBIRD 4K1 channel, and the FRANSAT Ultra HD channel for audiences in France. In addition, the HD feed was included on EUTELSAT 70B for a DTH platform in Asia.

The worldwide premiere was routed through four teleports, with operations centralised from Eutelsat's teleport in Rambouillet, near Paris. Mobile units located in the Vatican and operated by Globecast uplinked images filmed in Ultra HD and HD by DBW Communication.

2018 FIFA WORLD CUP FROM RUSSIA WITH LOVE

Five Eutelsat satellites were mobilised to broadcast the 2018 FIFA World Cup Russia™ football matches across Europe, Russia and the Americas. The Eutelsat satellites were part of the broadcast infrastructure which enabled millions of viewers to benefit from a wide range of football-related content, including the matches, pre- and post-match interviews, coverage of teams training, and stories of the football fans travelling across Russia to watch their teams play.

During the month-long event Eutelsat satellites broadcast 5,500 hours of High Definition (HD) content, booked by several TV channels and service providers. The content was uplinked from 11 cities across Russia to the five satellites. Delivering HD-quality feeds, from widely dispersed stadiums to television networks based in Europe, Russia and the Americas, this major international event showcases the essential role satellite plays in providing global coverage, particularly when quality is of the utmost importance during the highly watched matches.

SATELLITE RECONNECTS THE CARIBBEAN

After two devastating hurricanes in the Caribbean in 2017, Télécoms Sans Frontières (TSF) set up an emergency telecoms solution to coordinate disaster relief across the area. As the world's leading international NGO, TSF specialises in technology and telecommunications for humanitarian crises. Satellite connections are at the core of their emergency interventions, enabling humanitarian responders to face the logistical challenges of the disaster and improve their own response.

TSF worked closely with partners to provide relief to the area and quickly set up communications links via satellite. They created an emergency satellite-based Wi-Fi network for emergency responders and to reconnect the populations, with Eutelsat providing Fixed Satellite Services with VSAT terminals for two-way communications in all the affected islands. The user-friendly, mobile and compact equipment enabled TSF's operators to use the equipment easily, with very little training. The EUTELSAT 12 West B satellite provided connectivity from the area directly to North and South America and also to Europe.

Eutelsat is one of the world's leading and most experienced operators of communications satellites.

The company provides capacity on 38 satellites to clients that include broadcasters and broadcasting associations, pay-TV operators, video, data and internet service providers, all sizes of enterprises and government agencies.

Eutelsat's satellites provide ubiquitous coverage of Europe, the Middle East, Africa, Asia-Pacific and the Americas, enabling video, data, broadband and government communications to be established irrespective of a user's location.

Headquartered in Paris, with offices and teleports around the globe, Eutelsat represents a workforce of 1,000 men and women from 44 countries who are experts in their fields and work with clients to deliver the highest quality of service.

EUTELSAT
70, rue Balard
75015 Paris
France
T : +33 1 53 98 47 47

For further information please contact us:
www.eutelsat.com/enquiries

