



FIRST HALF 2014-2015 RESULTS

Thursday 12th February 2015

Agenda

/// **H1 2014-2015 highlights**

/// H1 2014-2015 operational performance

/// H1 2014-2015 financial performance

/// Outlook

Key Figures

Revenues	Revenues of €723m, up 11.6% + 4.3¹% at constant currency on a proforma basis
EBITDA	Strong profitability: EBITDA at €560m Stable 77.4% margin
Net result	Group share of net income at €161m Net margin of 22.2%
Financial Position	Robust cash-flow generation representing 70% of revenues Stable Net Debt / EBITDA at 3.5x
Distribution	Dividend of €1.03 paid on 11 December 2014 Payout ratio of 75% Scrip option take up of 66%

¹ Based on proforma revenues, excluding non-recurring revenues, of € 1,377 M for FY 2013-2014 (see table in appendix)

Highlights of Q2 2014-2015

- ✓ **Renewal of seven transponders at HOT BIRD with nc+**
- ✓ **Backlog at €6.1bn, representing 4.4 years of revenues**
- ✓ **Strong performance of Satmex**
- ✓ **Announcement of software-defined 'Eutelsat Quantum' class of satellites providing unprecedented flexibility**
- ✓ **Full-year and three-year financial targets confirmed**

Agenda


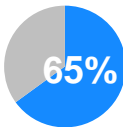

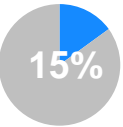

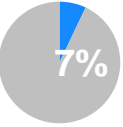

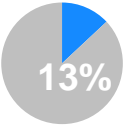
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First Half Revenues: €723m, +4.3% like-for-like¹

	REVENUE CONTRIBUTION ²	REVENUES (€m)	Y-O-Y CHANGE (%)		
			LIKE-FOR-LIKE ¹	ACTUAL	
 <p>Video</p>	 <p>65%</p>	452	↗	+3.5	+3.8
 <p>Data</p>	 <p>15%</p>	107	→	-0.7	+1.2
 <p>VAS</p>	 <p>7%</p>	51	↗	+18.8	+19.0
 <p>Government Services</p>	 <p>13%</p>	92	↗	+2.7	+5.5

¹ At constant perimeter and currency and excluding non-recurring revenues

² Excluding Other revenues and non-recurring revenues

Video: benefiting from additional capacity

Revenues up 3.5% like-for-like¹ reflecting

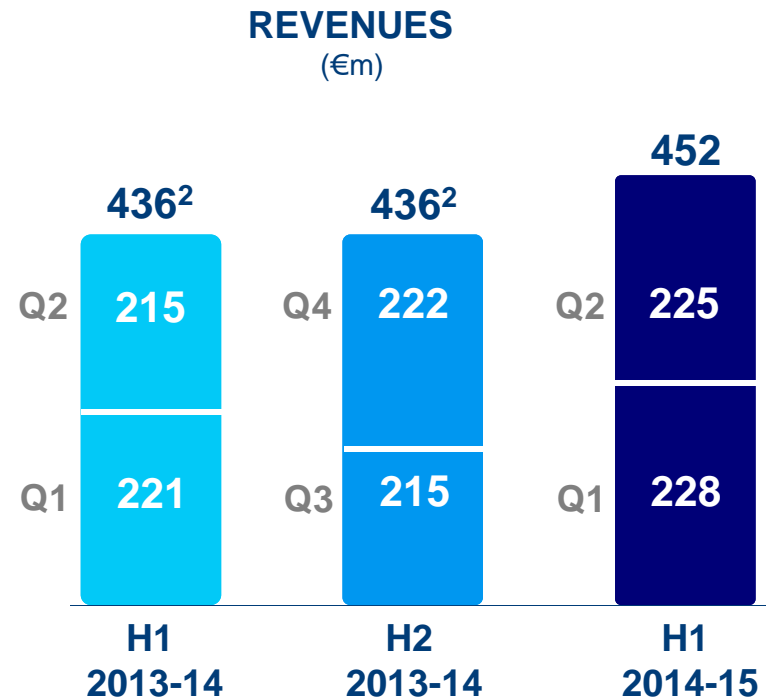
- Entry into service of Express-AT1 in May 2014
- Additional resources at 7°/8° West since September 2013
- Good performance of Satmex

5,741 channels broadcast at end-December 2014

- +13% y-o-y excluding Satmex

Improved HD penetration at 11.4%

- vs. 10.6% at end-December 2013

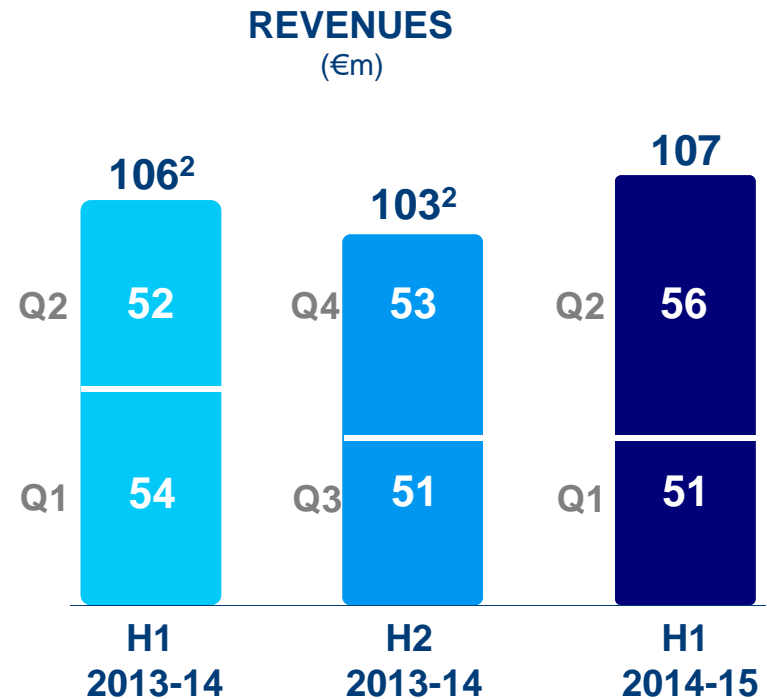


¹ Restated revenues at constant currency

² Restated revenues including revenues for Satmex from July to September 2013 and adjusting for the impact of the KabelKiosk disposal and from reclassifications between applications

Data: improving underlying trend

- ✓ Revenues of **€107m**, down **0.7%** like-for-like¹
 - underlying trend improving in Q2
- ✓ Take-up of capacity on EUTELSAT 3B
- ✓ Good performance of Satmex
- ✓ Ongoing competition in EMEA



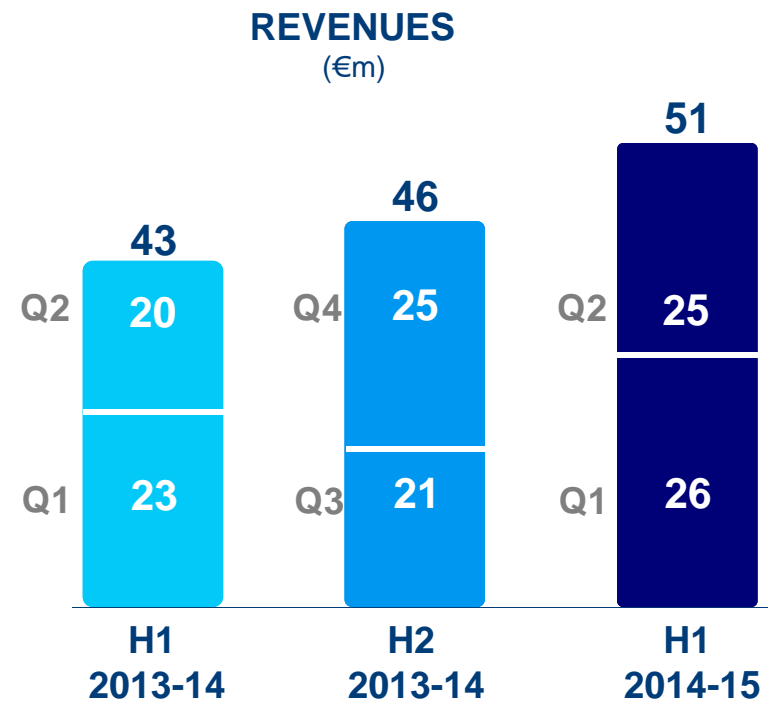
¹ On the basis of restated revenues at constant currency

² Restated revenues including revenues for Satmex from July to September 2013 and adjusting from reclassifications between applications

VAS: uptake on KA-SAT

- ✓ Revenues of **€51m up 19%¹**
 - Q2 seasonality of Maritime business
- ✓ **175,000 terminals activated on KA-SAT at 31 December 2014**
 - Main contributors: France, Italy and Spain
- ✓ **Distribution network further expanded**
 - OTE (Greece)
 - Telekom Austria Group

¹At constant currency



Government Services: improved performance

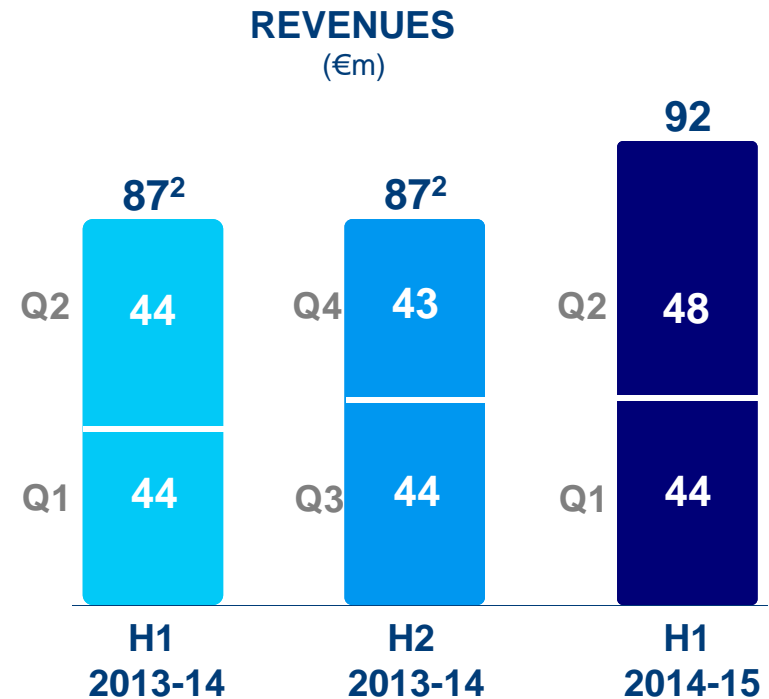
- / Revenues to **€92m** up **2.7%** like-for-like¹

- / New contracts at
 - EUTELSAT 33B
 - EUTELSAT 36B
 - EUTELSAT 48D

- / Good performance of Satmex

- / Impact of contract renewals last year

- / Positive impact of USD

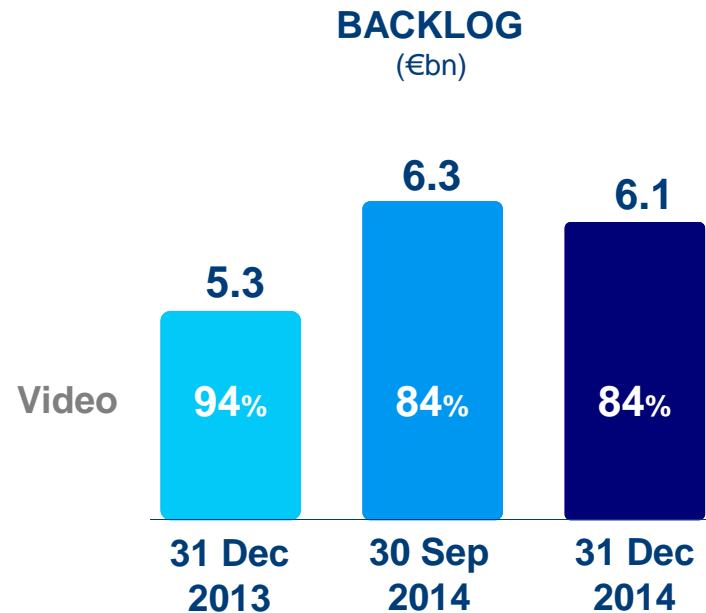


¹ On the basis of restated revenues at constant currency

² Restated revenues including revenues for Satmex from July to September 2013 and adjusting from reclassifications between applications

Backlog providing strong visibility

- Backlog of **€6.1bn**, up **14 % y-o-y**
 - +8% excl. Satmex
- 4.4 years of revenues¹**
- Video the largest component: **84%**
- New contracts at 3°East, 7°East and 16° East
- nc+ contract renewal at HOT BIRD not booked at 31st Dec
 - If included, the backlog would have been stable vs 30th Sept.



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.

Slight rise in fill rate

Operational transponders up 178 y-o-y

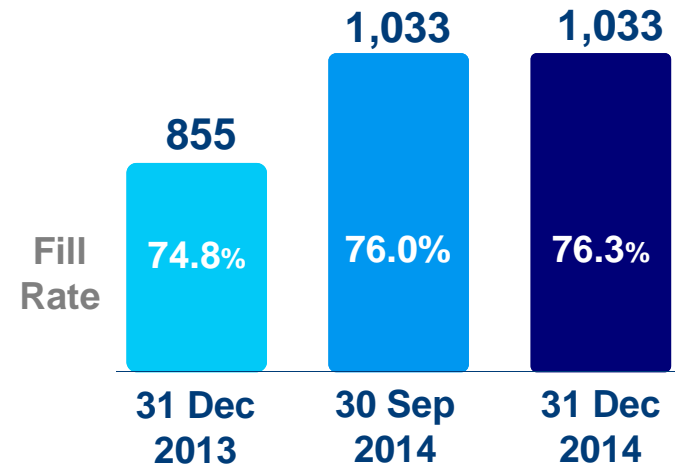
- Entry into Service of Express-AT1 and EUTELSAT 3B
- Integration of Satmex

Fill Rate of 76.3% slightly up on end-Sept

- Ramp-up of new capacity at 3° East and 7° East
- Take-up on KA-SAT

Fill rate of circa 80% excluding KA-SAT

OPERATIONAL TRANSPONDERS



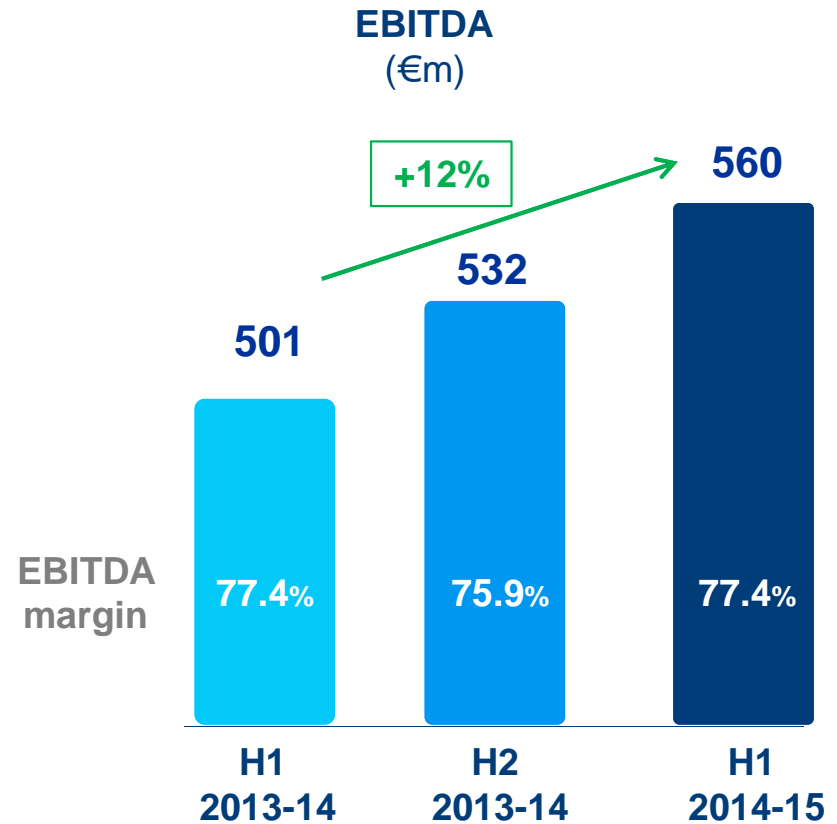
Number of transponders on satellites in stable orbit, back-up capacity excluded. KA-SAT's 82 spot beams as well as EUTELSAT 3B's 5 Ka-band spot beams are considered transponder equivalents. KA-SAT's fill rate is considered to be at 100% when 70% of the capacity is taken up.

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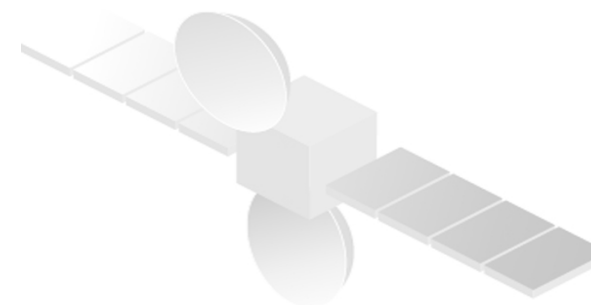
Stable EBITDA margin

- EBITDA up **12%** reflecting
 - Integration of Satmex
 - Beneficial effect of USD exchange rate
- EBITDA margin stable at **77.4%**
- Phasing of operating costs marginally beneficial to the first half



Net income of €161m, net margin at 22%

<i>Extracts from the consolidated income statement in €m¹</i>	H1 2013-14	H1 2014-15	Change
Revenues	647	723	+ 12%
EBITDA ²	501	560	+ 12%
Operating income	320	325	+2%
Financial result	(65)	(56)	-13%
Income tax	(109)	(109)	=
Income from associates	7	8	+5%
Group share of net income	147	161	+9%

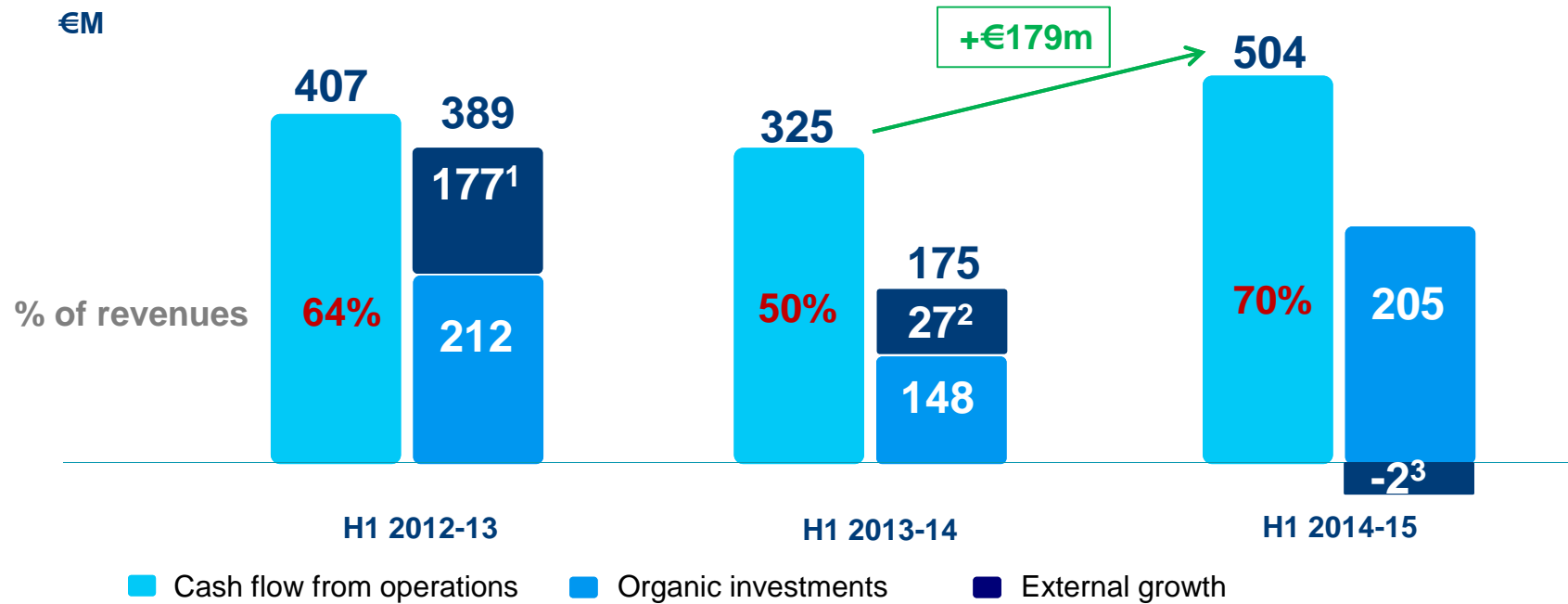


- Increase in D&A reflecting Satmex consolidation and investment in fleet
- Other operating income and expenses of -€2m in H1 14-15 vs. +€8m in H1 13-14
- Full impact of the €930m bond raised in Dec. 2013
- Positive impact of forex for €19m
- Higher capitalised interests
- Higher operating income
- Settlement of the French Tax Audit in H1 13-14
- Higher contribution from Hispasat
- Net margin of c. 22% of revenues

¹ Numbers rounded to closest million

² EBITDA is defined as operating income before depreciation, amortisation, impairments and other operating income/(expenses)

Strong cash flow generation



¹ Acquisition of EUTELSAT 172A for US\$228 M (€177m)

² Including

- €16m of disposals in equity investments and subsidiaries

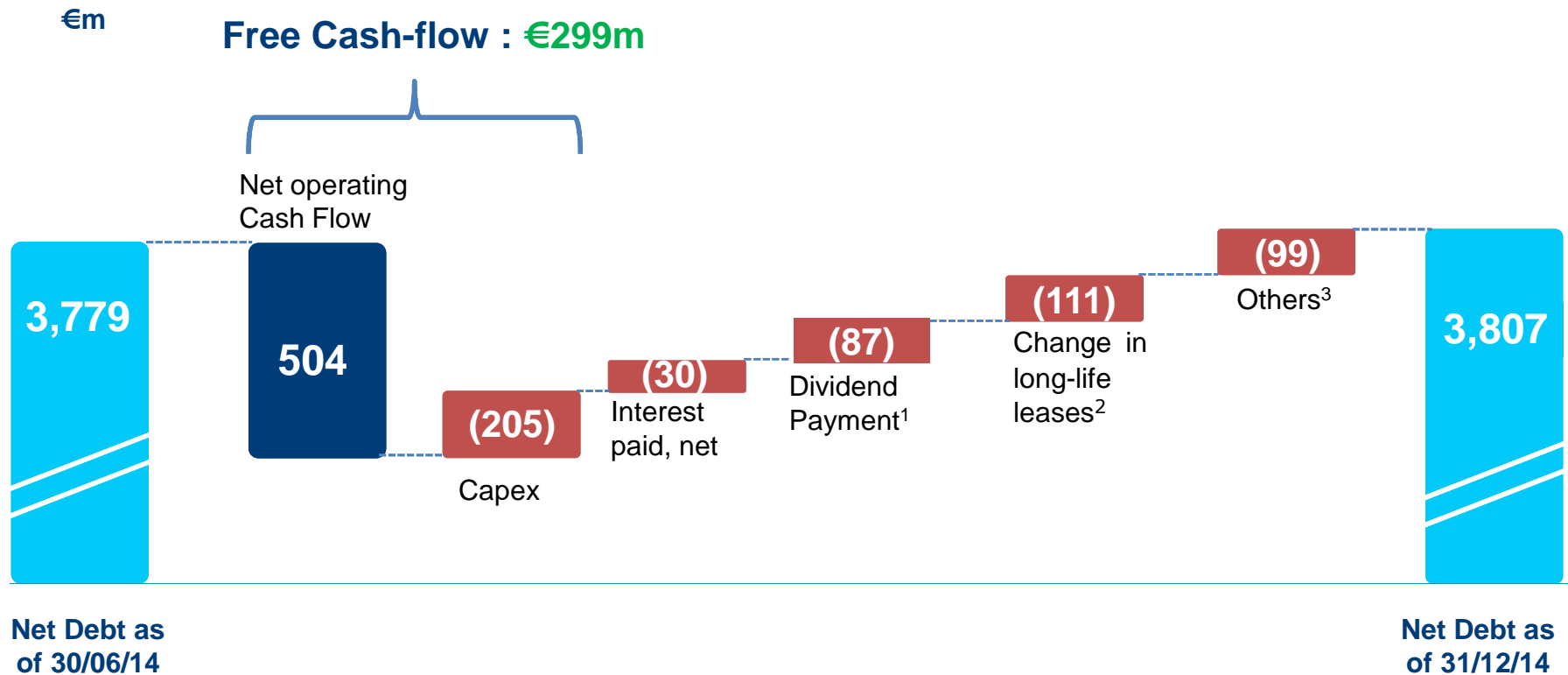
- €44m for the share of Satmex equity acquired as of 31 December 2013 (9.9% of Satmex equity)

Excluding the amount on Satmex notary escrow account as of 31 December 2013

(€537m accounted as current financial assets as of 31 December 2013)

³ Impact of the disposal of Kabelkiosk

Stable net debt



¹ Including non-controlling interests; €78 m to shareholders of Eutelsat Communications

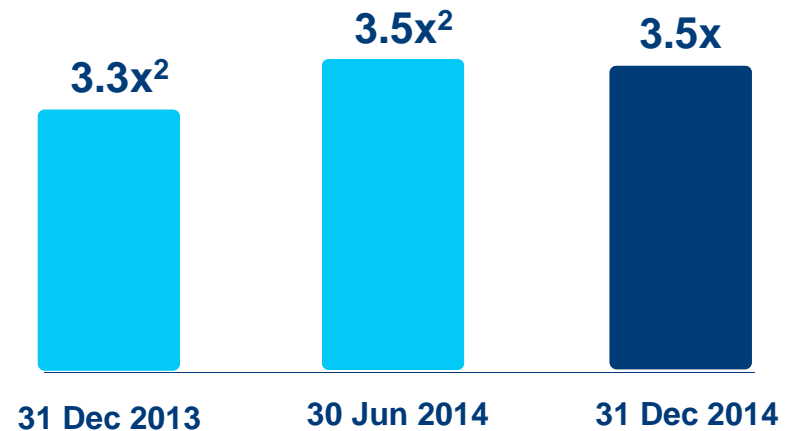
² including the short-term portion of these leases

³ including variation of the currency component of the cross-currency swap (-€71m) and proceeds from disposal of equity investments and subsidiaries

Sound financial structure

- ✓ Average weighted maturity of **3.9 years**
- ✓ Average cost of debt after hedging: **3.8%**
- ✓ Strong liquidity:
 - Cash of €469m
 - €650m revolving lines of credit available

NET DEBT / EBITDA RATIO¹



¹ Based on net debt at the end of the period and last twelve months' EBITDA
² Proforma of Satmex acquisition.

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- /// **Outlook**

Update on our growth drivers

H1 HIGHLIGHTS

VIDEO

- Higher definition
- Increased interactivity and hybrid solutions
- New platforms in developing markets

- ✓ Increased HD penetration
- ✓ Audience growth at our key neighbourhoods
- ✓ New contracts with TV platforms in Africa

DATA, BROADBAND AND MOBILITY

- Selective investments in HTS
- Broadband growth
- Development of Mobility

- ✓ Expansion of broadband Internet customer base
- ✓ Announcement of Eutelsat Quantum program

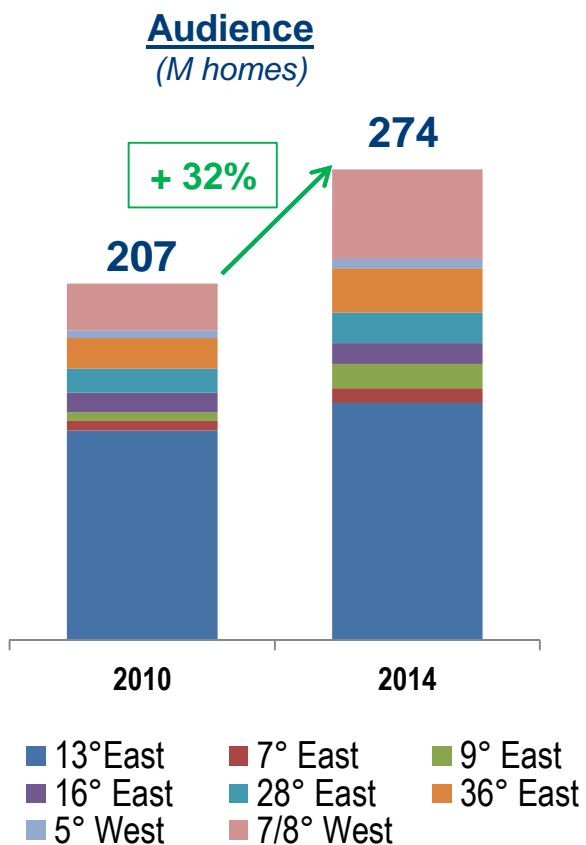
FAST-GROWING MARKETS

- Investments focused on highest growth markets, Latin America and Asia-Pacific

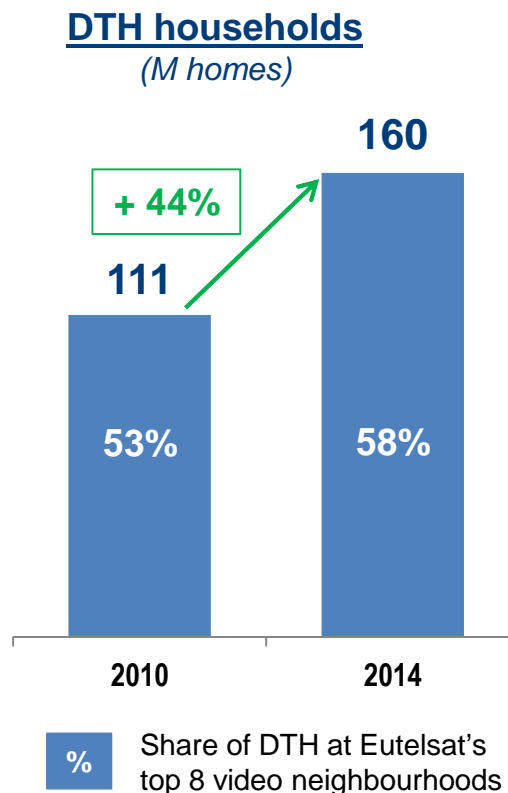
- ✓ Procurement of Eutelsat 172B
- ✓ Strong performance of Satmex contributing to all applications

Continued audience growth at Eutelsat Video neighbourhoods

Audience growth at Eutelsat's top 8 video neighbourhoods

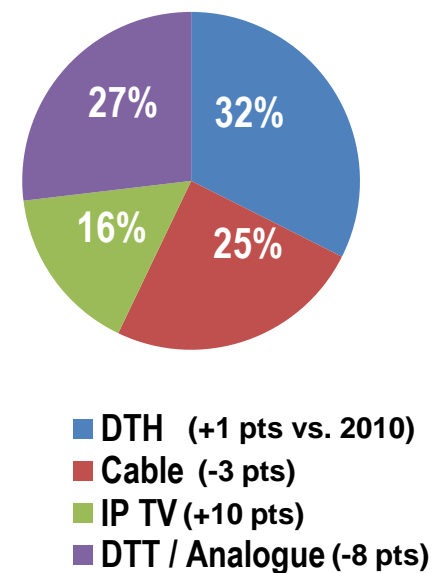


Growth in DTH households



DTH is leading TV reception mode in Western Europe

Reception modes in 2014



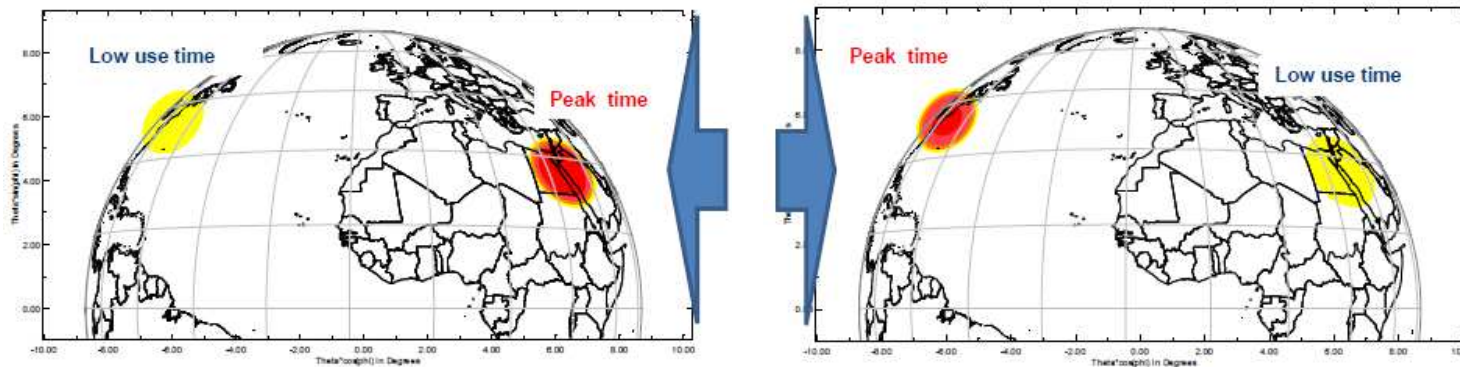
With the exception of DTT, all other reception modes are not exclusive

Eutelsat Quantum: cutting-edge technology

- ✓ Software-defined class of satellites
- ✓ First satellite to be launched in 2018
 - Manufactured by Airbus Defense 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

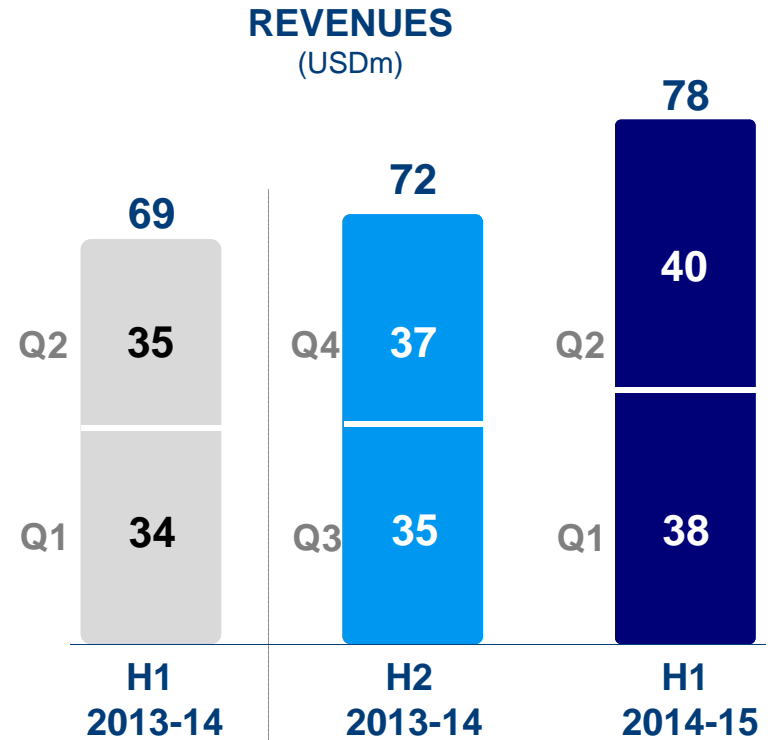


Most of the capacity is devoted to Cairo, during day-time in Africa

Most of the capacity is devoted to NYC, during day-time in Americas

Satmex a year on

- / **Dynamics of Latin American region confirmed**
- / **Integration well under way**
- / **Performance in line with expectations**
 - Robust double-digit revenue growth at end-December 2014
 - Improved EBITDA margin
- / **Solid commercial performance**
 - Strong backlog > USD400m
 - Important contracts with Millicom , Claro Peru, Televera
- / **Two satellites to be launched in 2015**
 - Complemented by Eutelsat 65 West A in 2016



Closing of the acquisition

Deployment programme supporting topline growth



	EUTELSAT 115 WEST B	EUTELSAT 9B	EUTELSAT 8 WEST B	EUTELSAT 36 C	EUTELSAT 117 WEST B	EUTELSAT 65 WEST A	EUTELSAT 172 B
Position	114.9° West	9° East	7/8° West	36° East	116.8° West	65° West	172° East
Launch	Q1 2015	Q2/Q3 2015	Q3 2015	Q4 2015	Q4 2015	Q2 2016	H1 2017
Manufacturer	Boeing	Airbus DS	TAS	Airbus DS	Boeing	SSL	Airbus DS
Launcher	SpaceX	Proton	Arianespace	Proton	SpaceX	N/A	Arianespace
Coverage	Americas	Europe	MENA, SSA LATAM	Russia SSA	LATAM	LATAM	Asia-Pacific
Applications	Data Gvt Servs	Video	Video Data	Video Data Broadband	Video Data Gvt Servs	Video Data Broadband	Data Gvt Servs Mobility
Capacity (txp)	34 Ku 12 C	50 Ku	40 Ku 10 C	52 Ku 18 Ka ¹	40 Ku	24 Ku 10 C 24 Ka	36 Ku 14 C 11 HTS Ku ¹
O/w expansion³	34 Ku 12 C	12 Ku	6 Ku 10 C	20 Ku 18 Ka ¹	40 Ku	24 Ku 10 C 24 Ka ¹	16 Ku ² 11 HTS Ku ¹

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

¹ Spotbeams - ² Doubling of regular Ku-band capacity - ³ excludes unannounced redeployments

Outlook Confirmed

Revenues (At constant currency, excl. non recurring revenues)	Around 4.0% growth for 2014-2015, like-for-like¹ Above 5% average growth in 2015-2016 and 2016-2017
EBITDA	EBITDA margin above 76.5% to June 2017
Capex	Average of €500m per annum to June 2017 Including cash outflows related to ECA loan repayments and capital lease payments
Leverage	Investment grade ratings Long-term Net debt / EBITDA target below 3.3x
Distribution	Payout ratio of 65% to 75% of Group share of net income

¹ Based on proforma revenues ,excluding non-recurring revenues, of €1,377 M for FY 2013-2014 (see table in appendix)

Questions & Answers



Appendix: Restated revenues for FY 2013-2014

In millions of euros	3 months ended				Full-year ended 30 June 2014
	30/09/2013	31/12/2013	31/03/2014	30/06/2014	
Video Applications	220.7	215.2	214.7	221.7	872.3
Data Services	54.2	52.0	50.6	52.5	209.2
Value-Added Services	23.0	20.1	20.5	25.0	88.7
Government Services	43.6	43.8	44.0	43.2	174.7
Other revenues	2.6	11.9	7.8	10.0	32.4
Sub-total	344.1	343.0	337.7	352.5	1 377.3
Non-recurring revenues	0.3	0.2	-	-	0.5
Total	344.4	343.2	337.7	352.5	1 377.8

Revenues published for Q1 2014-2015 and subsequently take account of changes in perimeter (acquisition of Satmex, disposal of KabelKiosk) as well as several reclassifications between the various applications in order to better reflect the final usage of the capacity. To facilitate comparison with financial year 2013-2014, the table above shows restated revenue using the same basis as financial year 2014-2015.

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