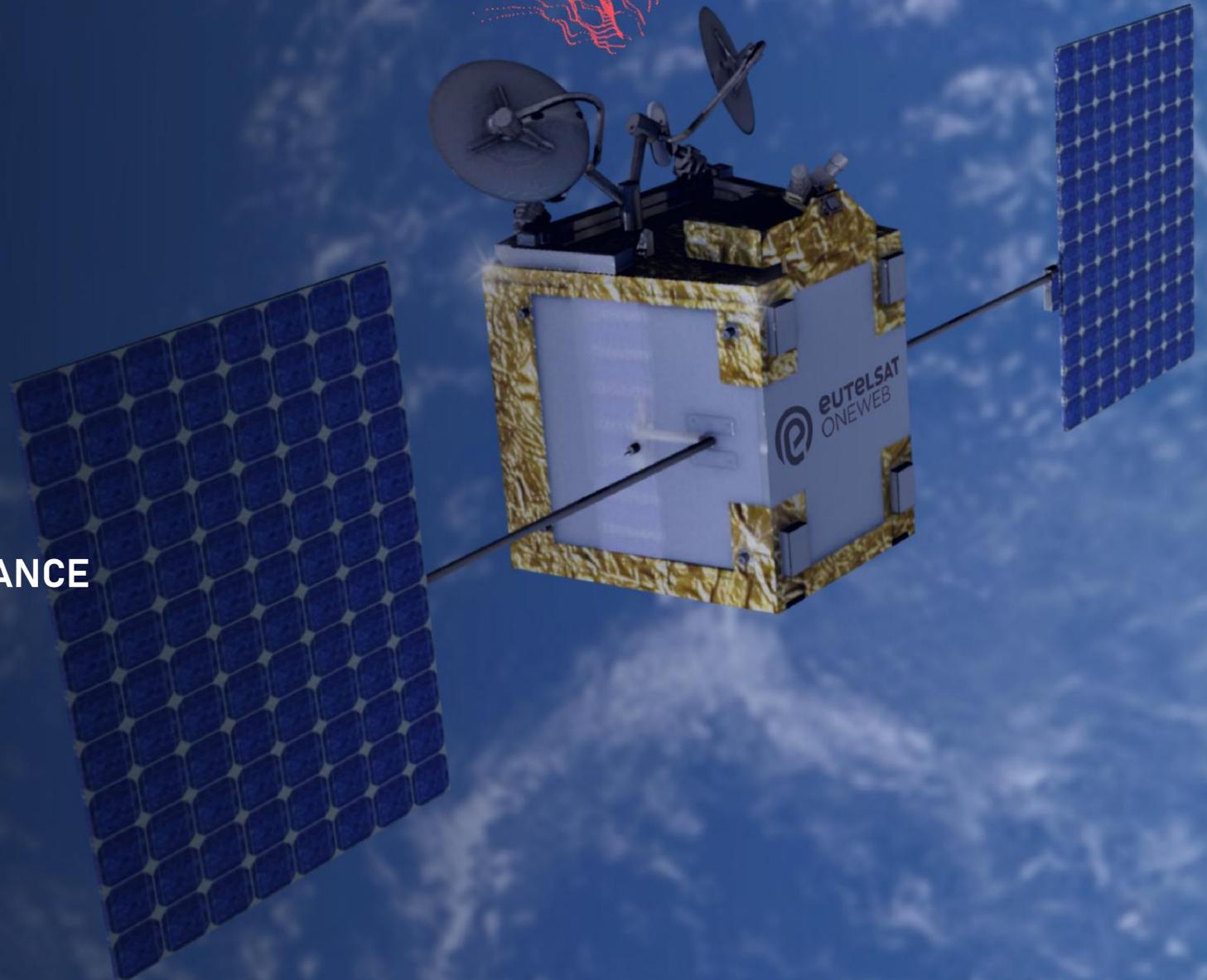


# INVESTOR PRESENTATION

March 2026

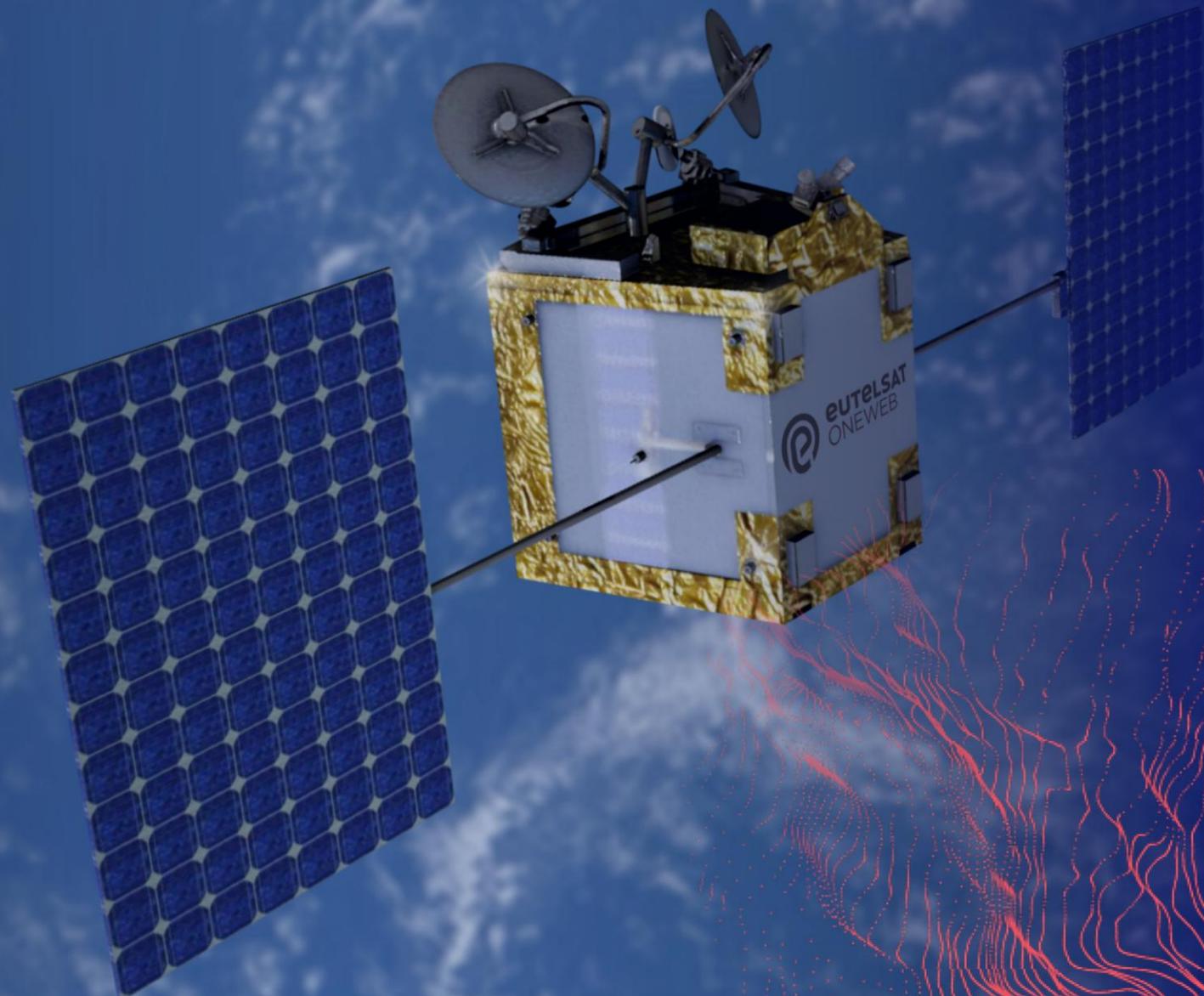
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- 04** FINANCIAL OUTLOOK
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# EUTELSAT IN A SNAPSHOT

**01**



# Eutelsat at a glance

## *The only European LEO Solution*

**650+**

LEO satellites

**31**

GEO satellites<sup>1</sup>

**#1**

Sole non-US based  
LEO operator

**1,000+**

Distributors and  
service providers

**€1.2bn**

FY 2024-25  
revenue

**€3.4bn**

Dec-25 revenue  
backlog

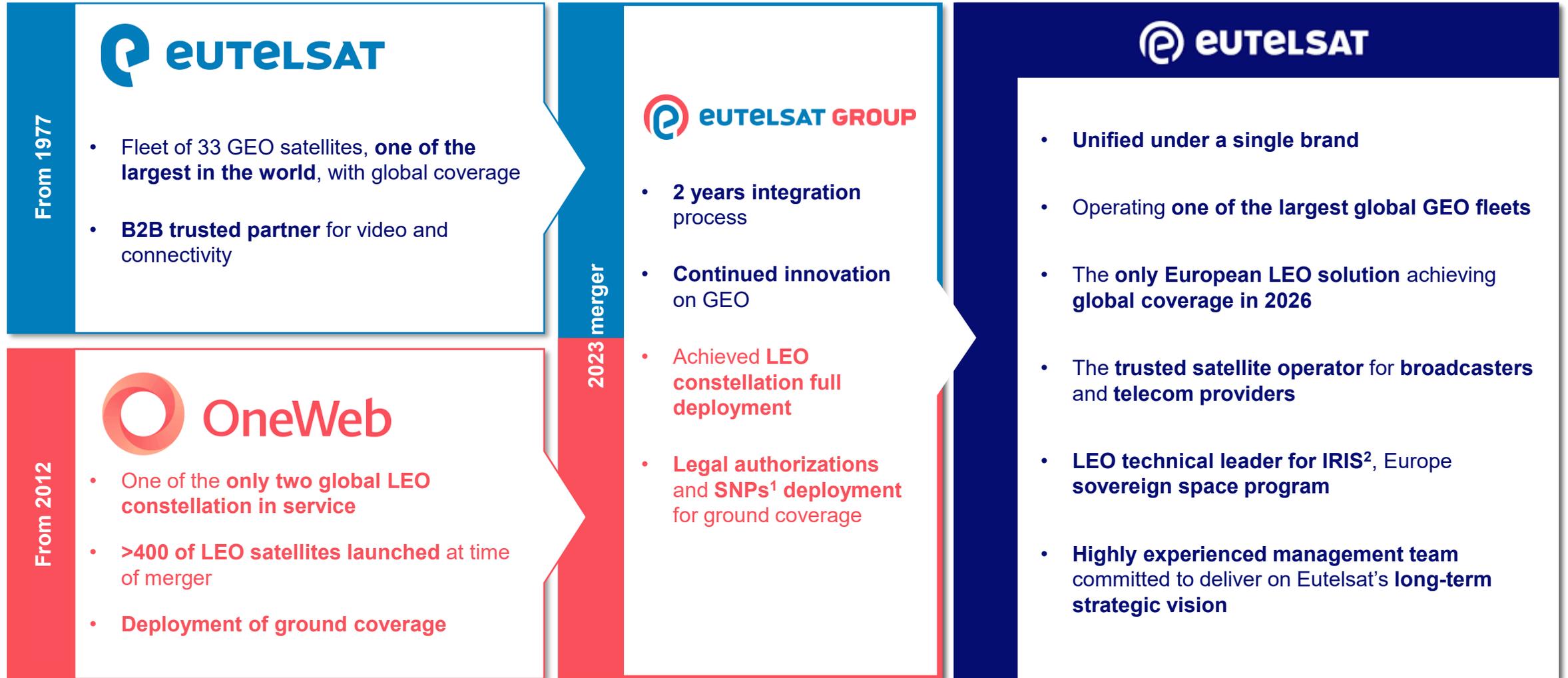
**60%**

LEO H1'2025-26  
l-f-l revenue growth  
vs. H1'2024-25

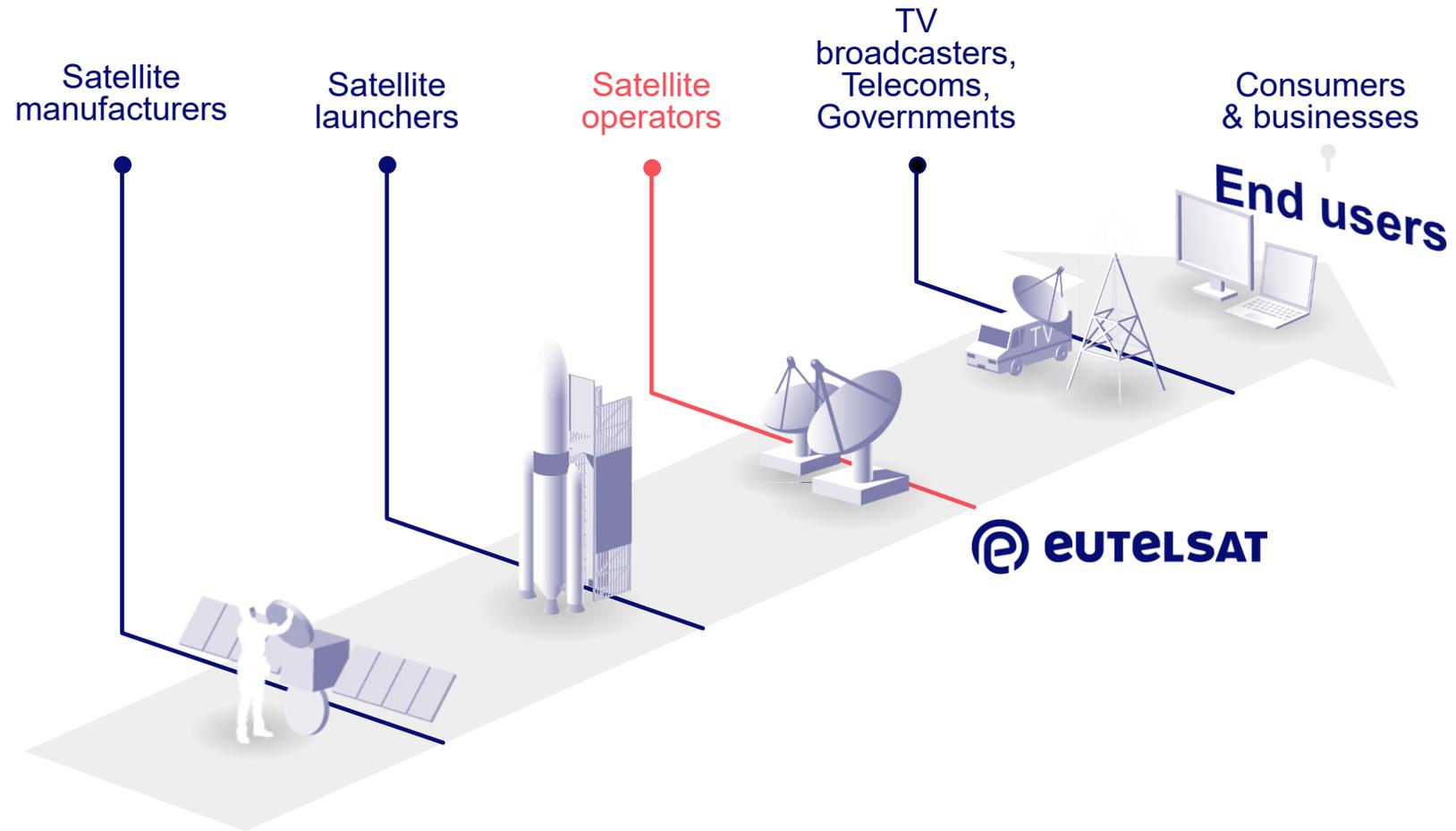
**52.1%**

H1'2025-26 Adj.  
EBITDA margin

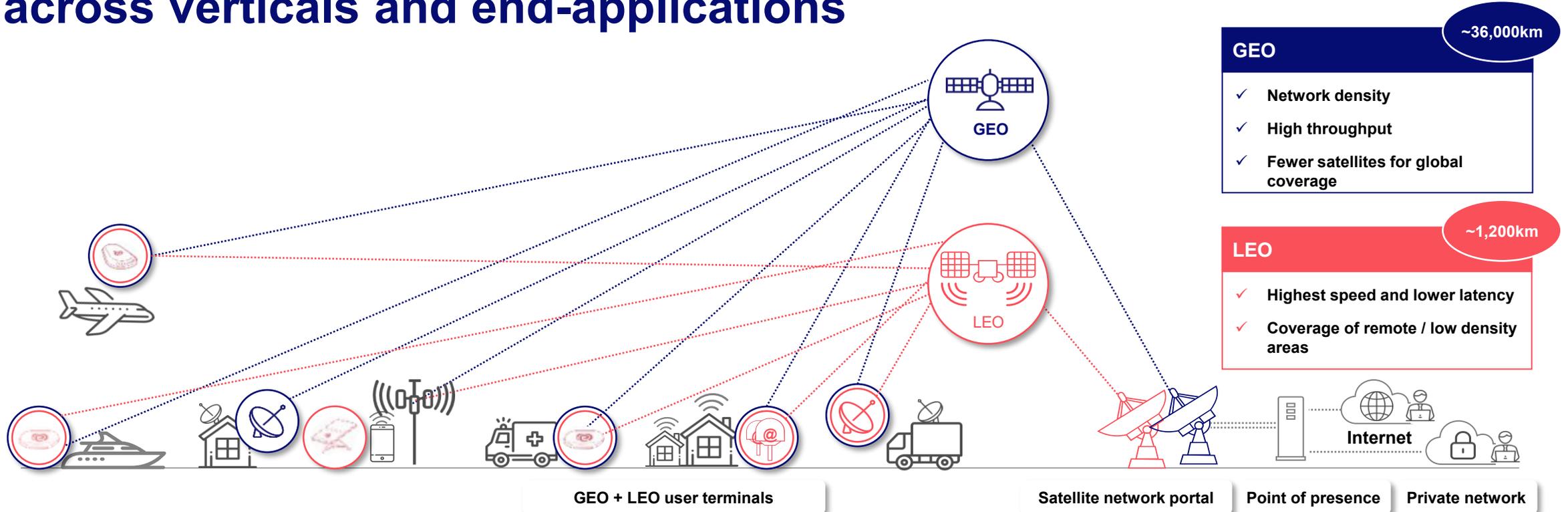
# Building the European connectivity champion



# Eutelsat within the satellite value chain



# Complementary technologies with B2B/B2G compelling use cases across verticals and end-applications

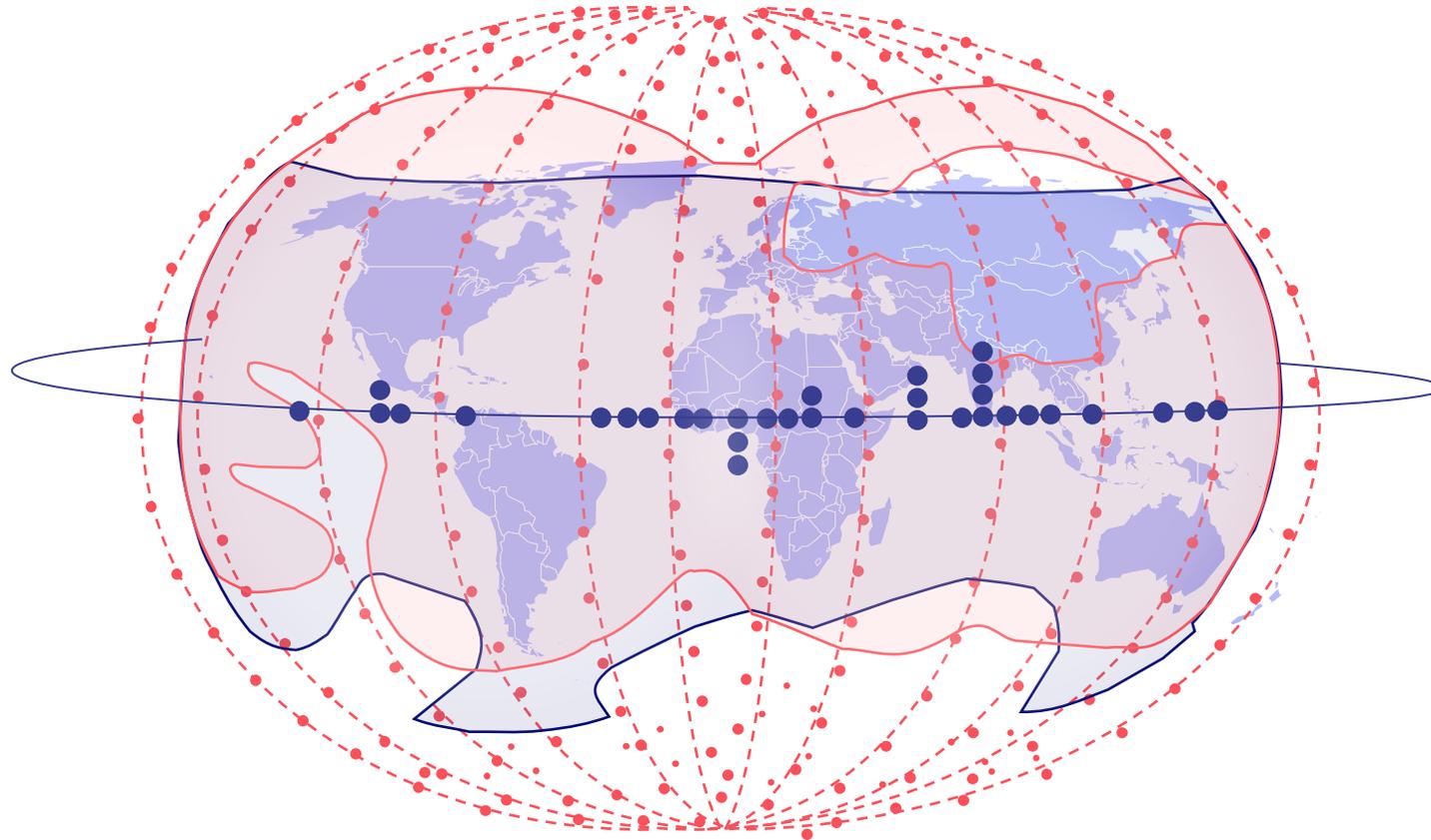


- | GEO                                      | ~36,000km |
|--|-----------|
| ✓ Network density                        |           |
| ✓ High throughput                        |           |
| ✓ Fewer satellites for global coverage   |           |
| LEO                                      | ~1,200km  |
| ✓ Highest speed and lower latency        |           |
| ✓ Coverage of remote / low density areas |           |

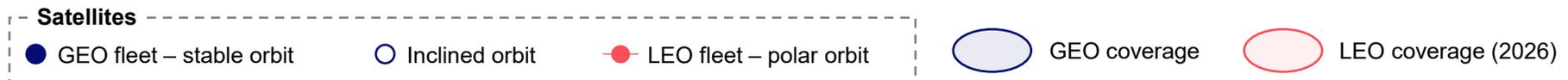
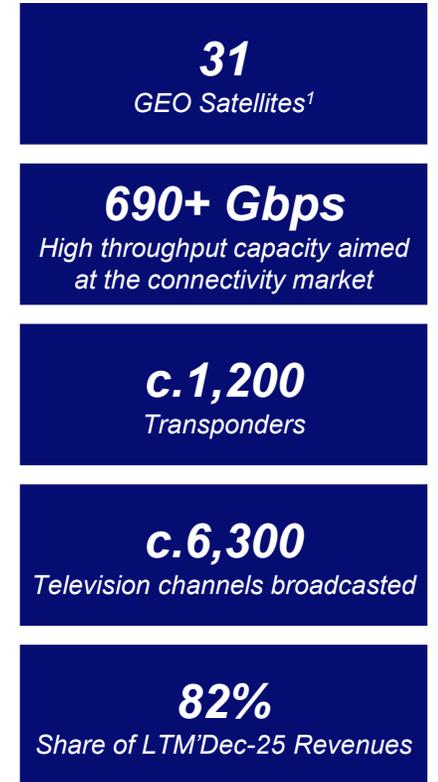
|             | Connectivity  |                                       |   |                      |
|-------------|---|---------------------------------------|---|----------------------|
| Segment     | 47%   | 22%                                   | 13%   | 18%                  |
| Tech        | ✓ GEO   | ✓ GEO / LEO                           |   |                      |
| Application | Direct-to-home<br>Cable headend<br>Professional video | Mobile backhaul<br>Corporate networks | In-flight connectivity<br>Maritime connectivity | Military<br>Security |

# A fleet of assets combining GEO's high resiliency with LEO's low latency and high throughput

## LEO highlights

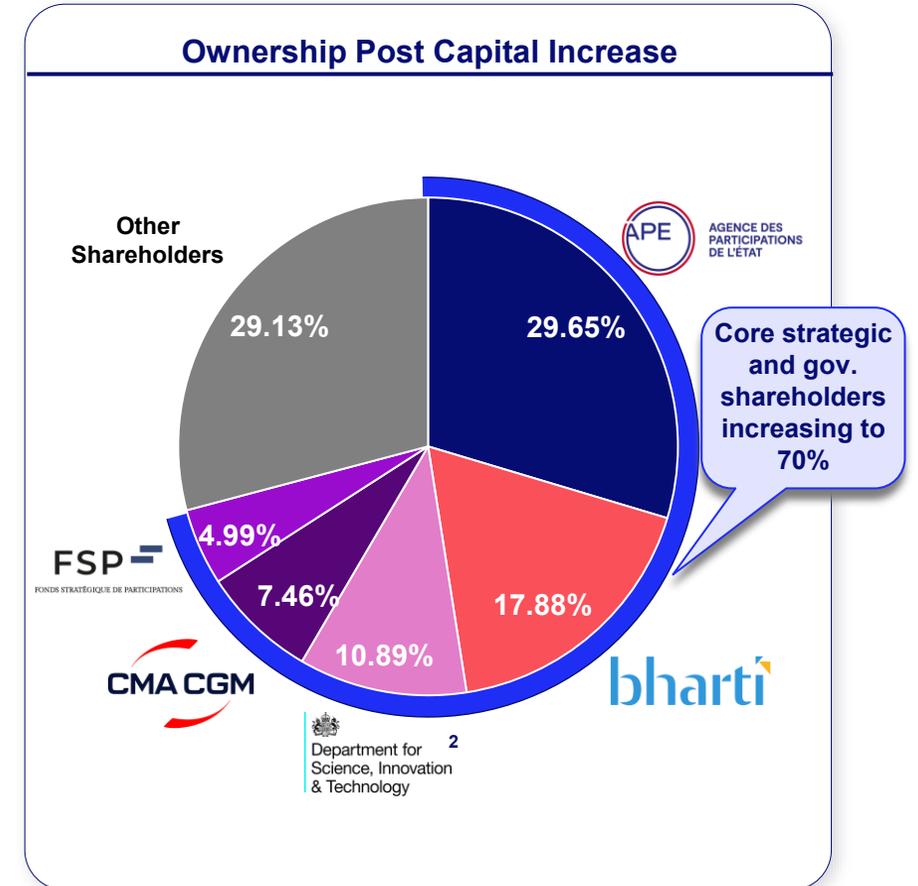
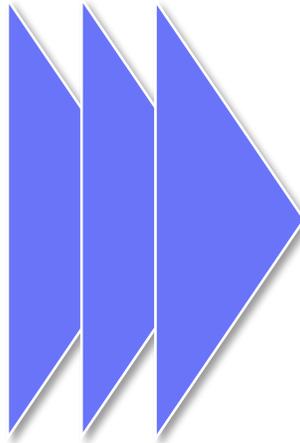
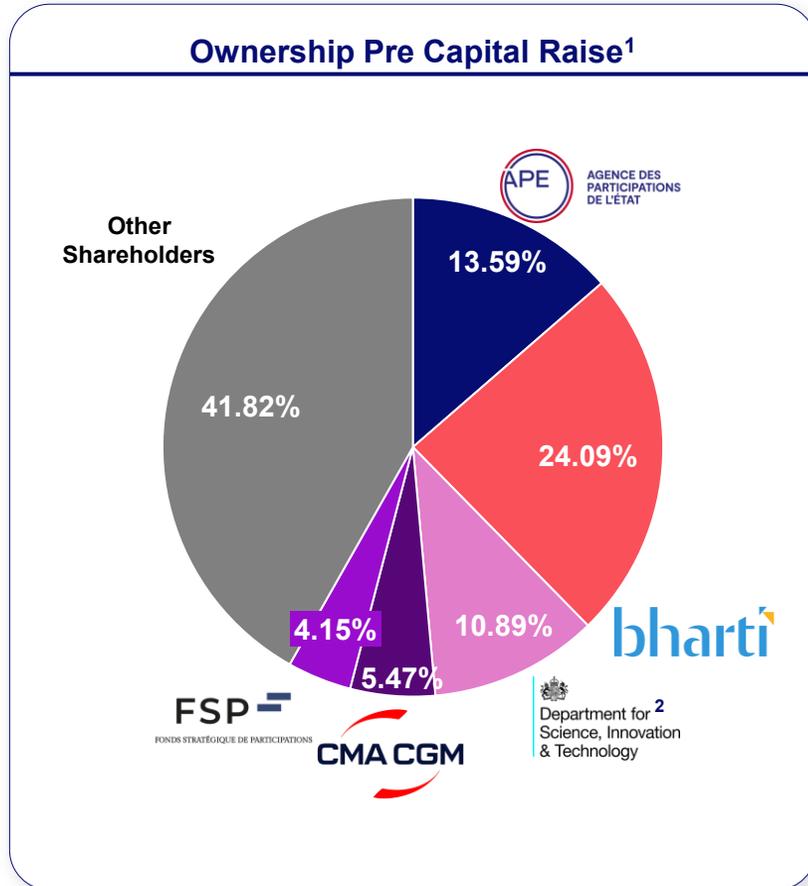


## GEO highlights



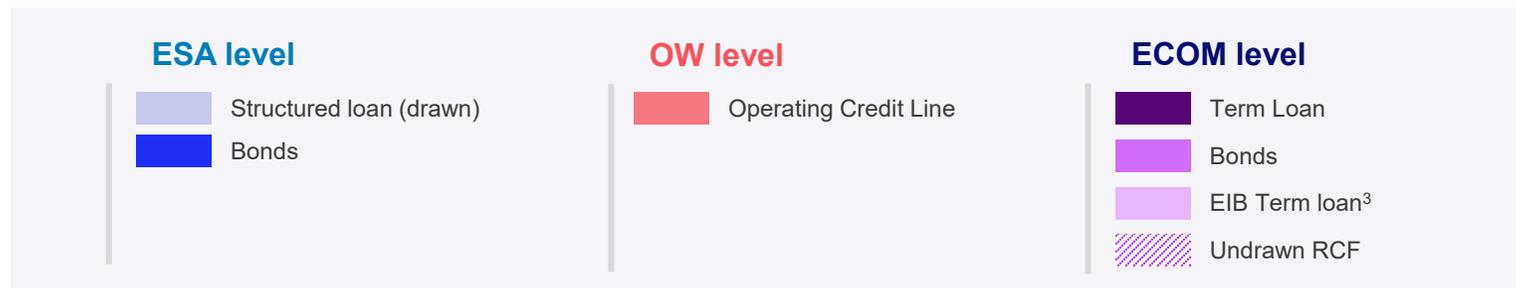
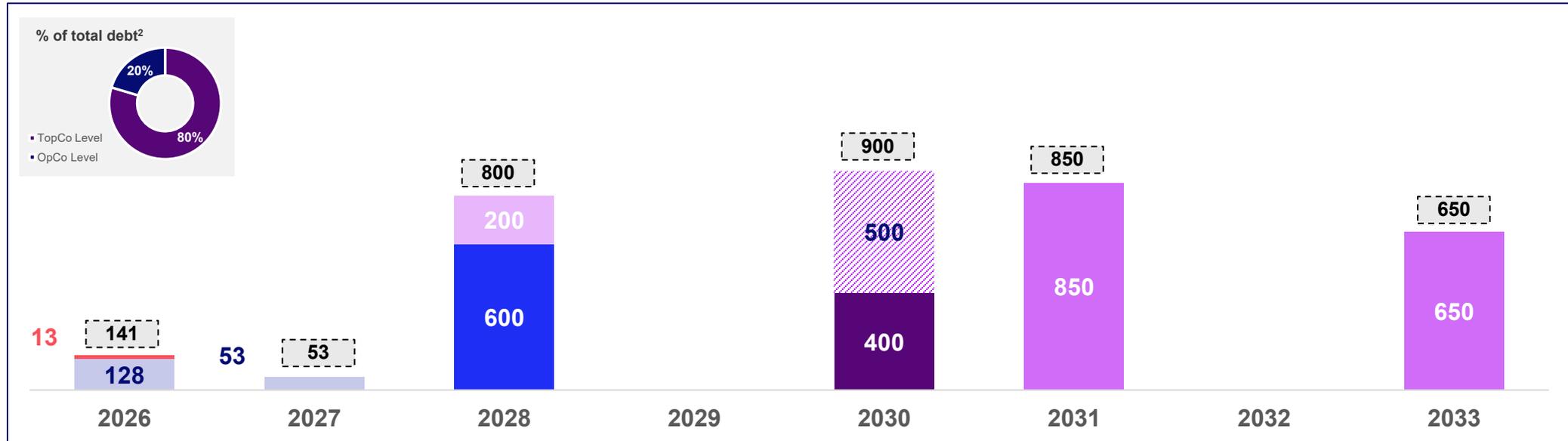
# €1.5bn fresh equity from governments & key strategics shareholders

Total equity package of €1.5bn split between a €828m Reserved Capital Increase and a subsequent €670m Rights Issue completed in December 2025



# Bond & Bank Debt maturity schedule

## Debt maturity schedule<sup>1</sup> post re-financing plan (€m, calendar year)



# EUTELSAT CSR MISSION

Our CSR mission revolves around four primary pillars all of which are in perfect alignment with our sustainable business model

As a member of the United Nations Global Compact since 2019, Eutelsat contributes to the achievement of 10 of the 17 SDGs



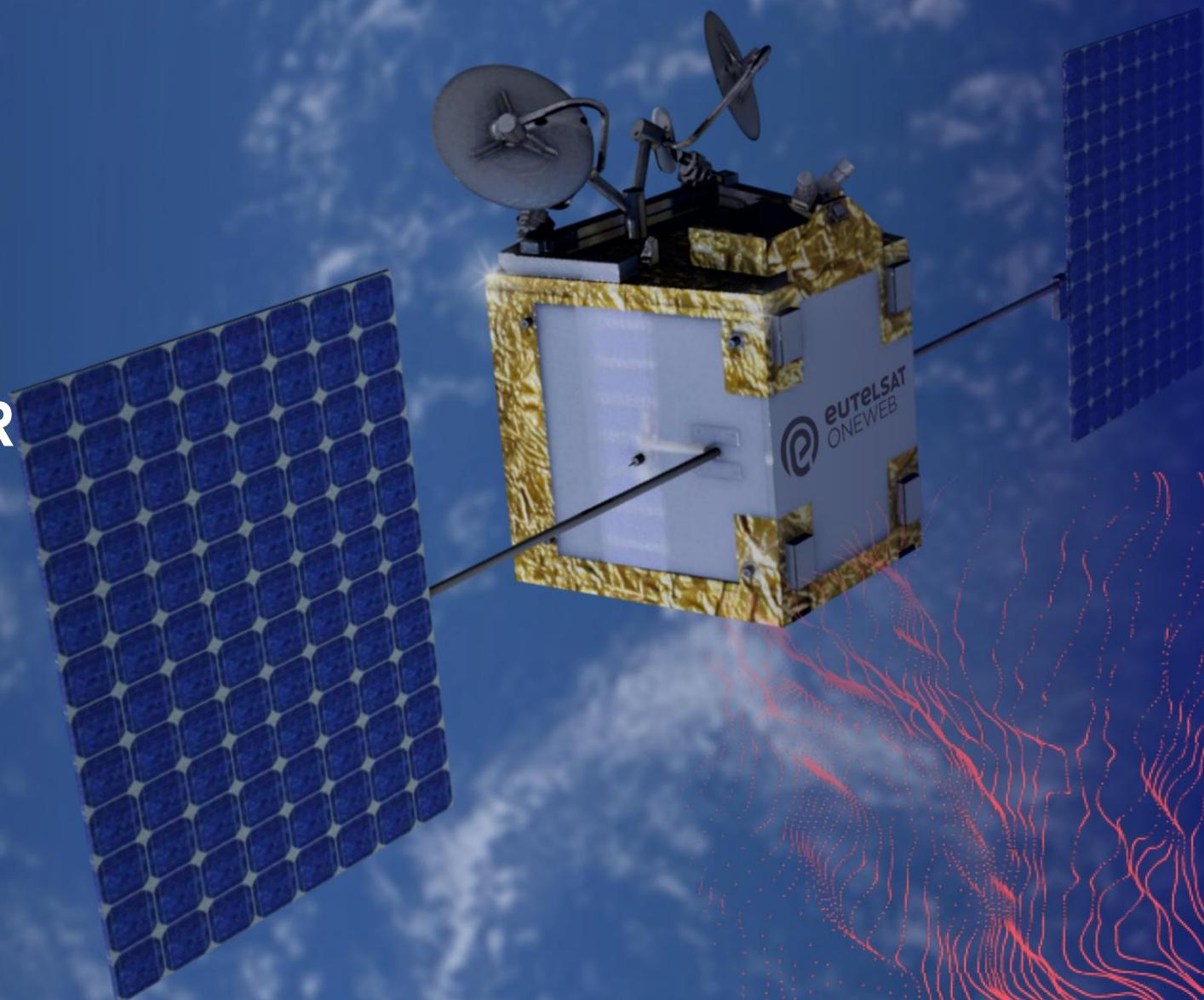
# CSR APPROACH & KEY COMMITMENTS

|   | MISSION                                   | APPROACH   | KEY COMMITMENTS*  | STATUS AS OF 30 JUNE 2025  |
|---|---|--|---|--|
|    | <b>RESPONSIBLE USE OF SPACE</b>           | Ensure that Eutelsat applies sustainability standards and regulations to its own operations and protect dark and quiet skies by minimising the impact of Eutelsat satellites. Protect dark and quiet skies by minimizing the impact of the Eutelsat spacecraft.  | 1. Achieve annually a 100% End-of-Life deorbiting success rate for satellites.  | 1. In FY25 two GEO Satellites were successfully moved to graveyard orbit. No LEO satellites removed from orbit in FY25.  |
|    | <b>BRIDGING THE COMMUNICATIONS DIVIDE</b> | Focus on reducing digital inequality by connecting underserved communities and promoting global access to information.   | 2. Connect 1 million unconnected people in Africa by 2027.  | 2. <b>1,303,849</b> users-mark connected, two years ahead of its planned schedule  |
|    | <b>ENVIRONMENTAL IMPACT</b>               | Reduce the Eutelsat carbon footprint in compliance with the Paris Agreement.<br><br>Work with our customers and suppliers to understand the full impact, across the value chain, of the services provided by Eutelsat, and the potential for reducing this impact.   | 3. Absolute carbon reduction of Scopes 1&2 of <b>50%</b> by 2030 from a baseline of 2021.<br><br>4. A reduction in satellite carbon Intensity per Mbit/s of <b>52%</b> by 2030 from a baseline of 2021.   | 3. Absolute carbon reduction Scope 1 & 2 of <b>-47%</b> vs. 2021<br>4. A reduction in satellite carbon intensity of <b>-82%</b> vs. 2021<br>(Note: This represents an interim measurement of performance and is not an indicator of final performance in 2030) |
|  | <b>SOCIAL EMPOWERMENT</b>                 | Focus on improving the gender diversity by increasing female representation at all levels of the company.<br><br>Ensure that employee feedback is regularly solicited, analysed and acted upon to ensure employee engagement in the working environment and culture of the company.<br><br>Provide regular training on key subjects such as diversity, inclusion and anti-corruption to all staff, ensuring staff with elevated exposure levels are given enhanced anti corruption training. | New targets were set during 2025 to increase female representation within the workforce by 2027:<br><br>5. Achieve 33% female representation across the total workforce.<br><br>6. Achieve 35% female representation within the top two management levels reporting to the CEO. | 5. Female representation across the workforce of <b>29%</b><br><br>6. Female representation within the top two management levels of <b>31%</b>   |

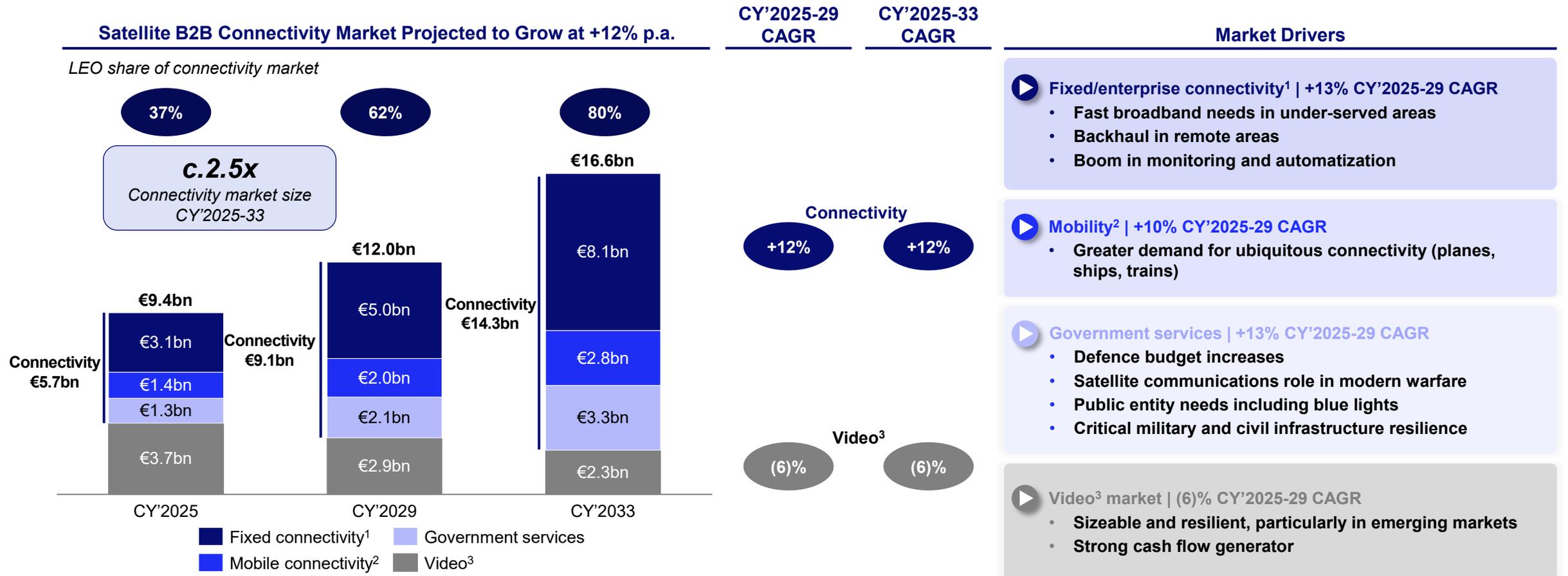
\*As all of the requirements of the governance are essential and often legally binding, no specific key commitments for the business are necessary.

READY FOR NEXT CHAPTER

 02

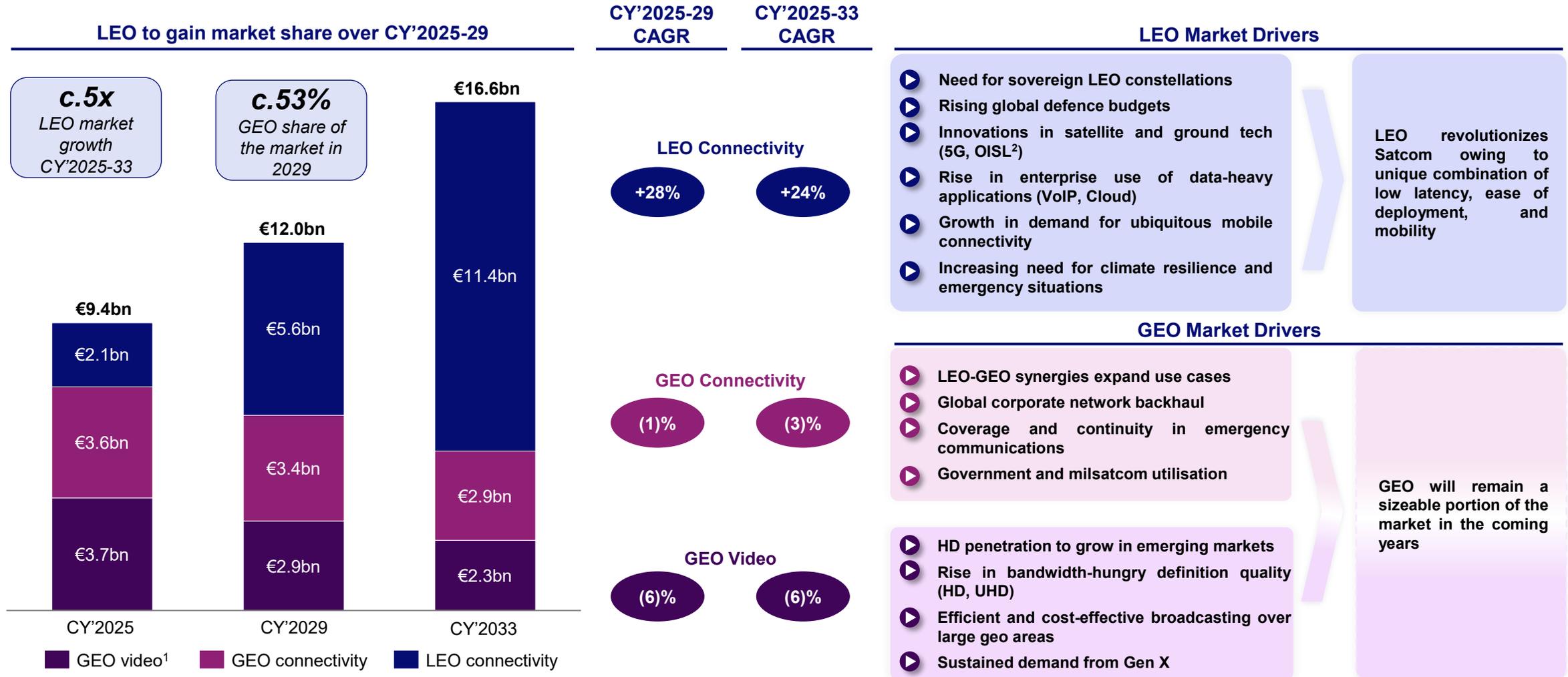


# Strong momentum in B2B connectivity market over the next years



**Total satellite B2B market is expected to grow +12% per annum between CY'2025 and CY'2029**

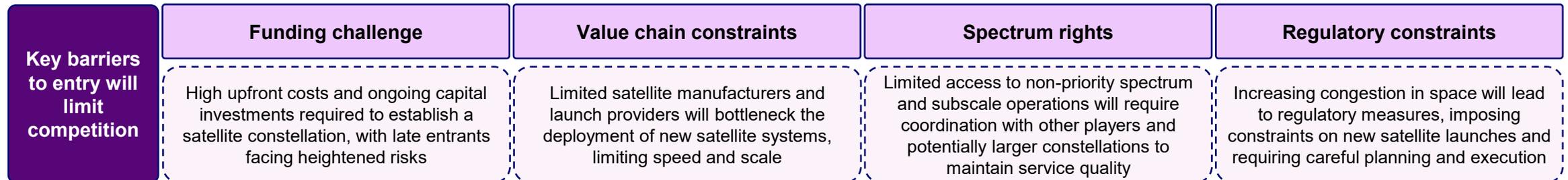
# LEO unlocking new use cases and powering connectivity market growth



# One of two in-market LEO operators with multiple barriers to entry

|                             | LEO satellite operators – in service   |   | LEO satellite operators – not in service before 2027   |   |   | Legacy GEO operators – no proprietary LEO   |  |
|-----------------------------|--|---|--|---|---|---|--|
|                             |  eutelsat |  STARLINK |  amazon LEO |  TELESAT |  Chinese constellations<br>(Guowang, Thousand Sails) |  SES <sup>▲</sup> Intelsat |  Viasat <sup>W</sup> inmarsat |
| Operational LEO fleet today | ✓  | ✓   | ✗  | ✗   | ✗   | ✗   | ✗  |
| Location                    |           |            |             |          |    |                            |                               |
| B2B offering                | ✓<br><i>Core focus</i>   | ✓   | ✓  | ✓<br><i>Core focus</i>  | ✓   | ✓   | ✓  |
| Multi-orbit constellation   | ✓  | ✗   | ✗  | ✓   | ✗   | ✓<br><i>GEO/MEO</i>   | ✗<br><i>via partnership</i>  |
| Priority spectrum rights    | +++  | ++  | -  | -   | -   | +++   | -  |

 Sole LEO European satellite operator



# Commercial momentum building across other verticals

**Mobile connectivity – In-flight connectivity roll-out**

- Simple capacity offering through packages tailored to aviation end-customer's needs
- Flexible pricing strategy allowing airlines to choose end-customer pricing
- Multi-orbit capacity to cover both low latency usage (LEO) and global GEO coverage

Commitments for the use of our service in **1,500+** airplanes

**AIR CANADA**  
e.g. 200 airplanes already equipped with Eutelsat's UTs

**Strong distribution partnerships with current market leaders** (50-70% market share) - committed to deliver Take-or-Pay long-term contracts

**Commercial aviation**  
AVIONICS, INTELSAT, Panasonic, HUGHES TELEMATICS, INC.

**Business aviation**  
gogo BUSINESS AVIATION, satcom direct

**Fixed connectivity – Increasing demand for backhauling**

**Telstra**

Delivering **LEO backhaul** to Telstra's customers in **remote / hard-to-reach** regions in Australia  
Up to 25 Gbit/s of LEO capacity being delivered **across 300+ sites**

**Other Distribution Partners**

中華電信  
Chunghwa Telecom

orange™

**Video – Strong customer stickiness**

- Significant installed base of antennae pointed at the satellites
- Captive relationships with long term contracts of typically 5 years
- Strong pricing power as costly for customers to switch capacity provider

**~€1.3bn backlog**  
~40% of total group backlog as of 31 December 2025

# Ideally positioned to capitalize on geopolitical shifts as Europe's leading space connectivity player



**Strategic role in governmental and defence communications, which are essential amid current geopolitical landscape**



**New focus in Europe on governmental connectivity sovereign initiatives, civil and military safety**



**End of the peace dividend means increased spending on defence and communications**



**A key role in European soft power, with the governance and technological lead of the IRIS<sup>2</sup> project, and being firmly established in Europe with over 1,000 employees**



**Eutelsat and France's Ministry of the Armed Forces announced landmark framework agreement, 18th June 2025**

- Supply of priority-access space resources, notably through LEO constellation
- Hosting of ancillary mission for the French armed forces and associated maintenance services
- Enhancement of LEO constellation for military grade use
- Framework for up to 10 years of collaboration between Eutelsat and the French Ministry of Armed Forces, valued at up to €1bn in expenditure



**Eutelsat is in talks with suppliers to provide both military-grade and standard terminals, March 2025**

- Sole European provider with a LEO constellation, offering similar connectivity as Starlink
- Relevant for military use thanks to its technical characteristics
- Recent concerns that US might use Starlink as a lever in mineral talks with Ukraine
- Eutelsat already delivering its services in Ukraine with MBS as distribution partner



**Chunghwa Telecom selects Eutelsat OneWeb for Low Earth Orbit (LEO) satellite services, November 2023**

- Agreement signed between Chunghwa and Eutelsat to gain access to its LEO satellite internet service from Oct-2024
- Enhances Taiwan's signal resilience and constitutes a protection in case of geopolitical events



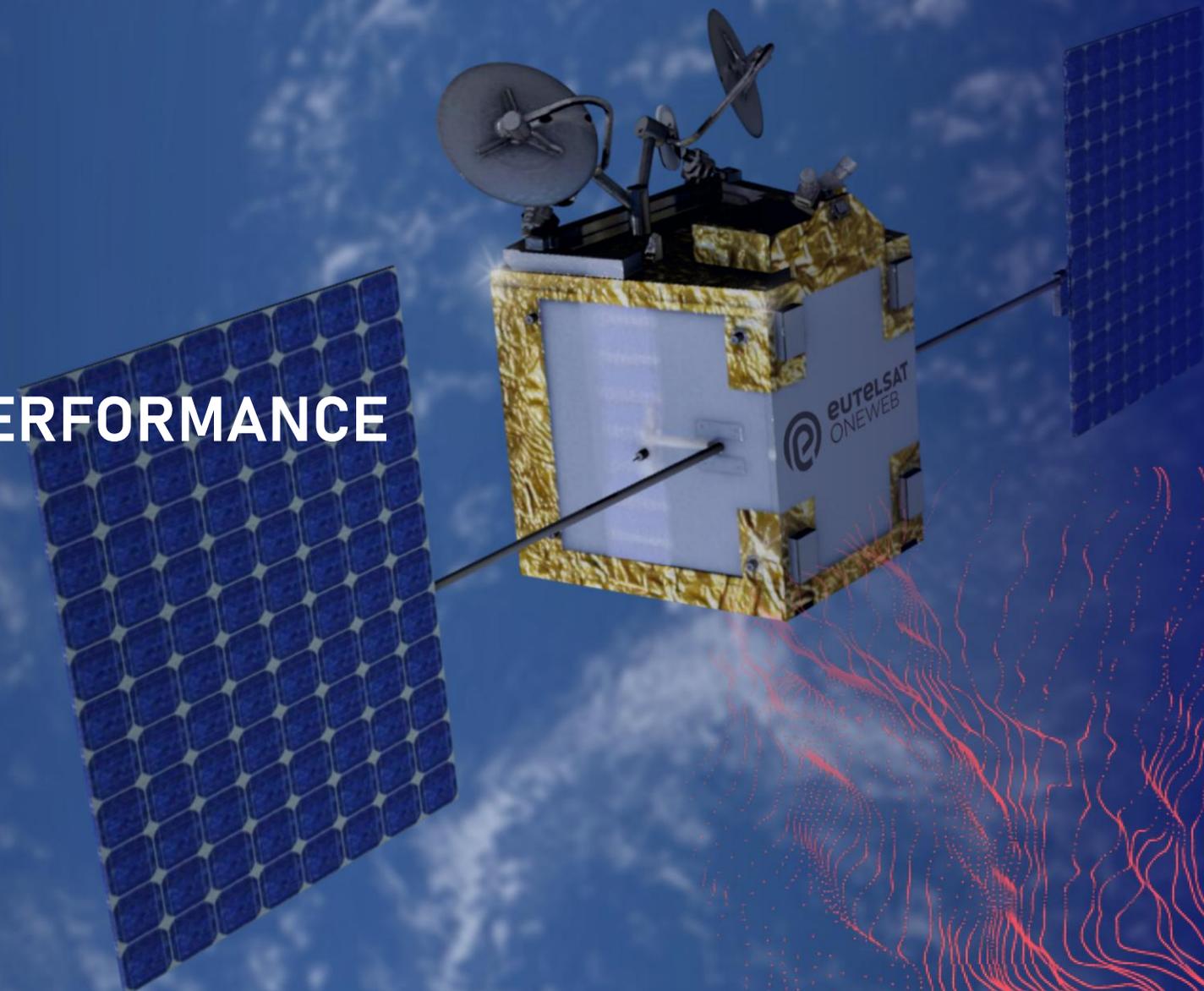
**Contract with the UK's FCDO for OneWeb LEO's connectivity, July 2025**

- Delivered through trusted distribution partner NSSGlobal, to support vital diplomatic, defence, policing, and disaster response operations
- Reflecting critical role of LEO services play in enhancing operational effectiveness and enabling secure, low-latency communications for government operations

# IRIS<sup>2</sup> – Substantial incremental capacity starting in 2030+ in a compelling financial framework

|  |   |  |
|--|---|--|
|  <p>Incremental secured capacity</p>                                  | <ul style="list-style-type: none"><li>• <b>264 LEO satellites</b> expected entry into service in 2030+</li><li>• <b>EU</b> and member states as <b>anchor customers</b></li><li>• Exclusive <b>sellable LEO commercial</b> capacity of at <b>least 1.5 Tbps</b></li><li>• We project that the <b>12-year concession</b>, signed in December 2024, will generate <b>at least €6.5bn revenues</b>, with the first contributions arising from the launch of IRIS2 operations and continuing through the concession's end</li></ul> |  <p><b>€6.5bn</b><br/>Revenues</p>            |
|  <p>Delivers Next-Gen capex with preferential financing framework</p> | <ul style="list-style-type: none"><li>• <b>Replaces the need for Next-Gen</b></li><li>• Secured framework with <b>total funding of €10.6bn</b> o/w <b>60% public</b> funding</li><li>• <b>Eutelsat's c.€2bn Capex</b> mostly starting post FY'2027-28</li></ul>   |  <p><b>c.€2bn</b><br/>Capex</p>               |
|  <p>Reinforces Eutelsat's strategic role</p>                          | <ul style="list-style-type: none"><li>• Leading <b>LEO designer</b> for SpaceRise consortium</li></ul>  |  <p><b>Largest</b><br/>Private Investor</p> |

# FIRST-HALF FY 2025-26 PERFORMANCE

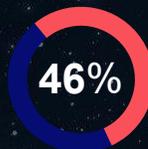


# Revenues by vertical



VIDEO

REVENUE  
CONTRIBUTION<sup>1</sup>



REVENUES  
(€m)

266.5

LIKE-FOR-LIKE<sup>2</sup>  
YOY CHANGE

-12.3%



FIXED  
CONNECTIVITY



132.1

+17.2%



GOVERNMENT  
SERVICES



98.6

+7.7%



MOBILE  
CONNECTIVITY



76.6

+8.5%

TOTAL OPERATING VERTICALS

573.8

-0.6%

OTHER REVENUES

17.8

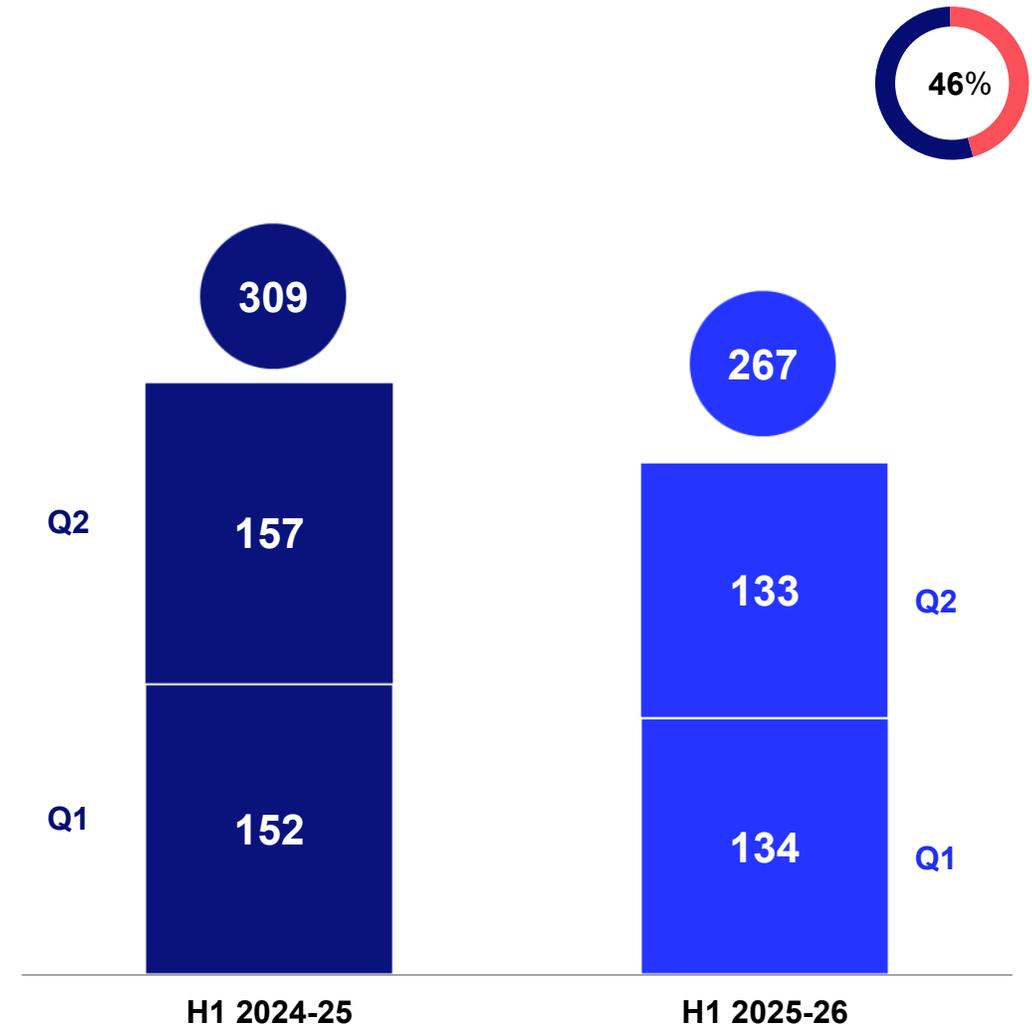
<sup>1</sup> Share of each application as a percentage of total revenues excluding "Other Revenues".

<sup>2</sup> Change at constant currency. The variation is calculated as follows: i) H1 FY 2025-26 USD revenues are converted at H1 2024-25 rates; ii) Hedging revenues are excluded.

# Video

- ▶ H1 revenues of €266.5m, down 12.3% YoY like-for-like<sup>1</sup>
  - Additional sanctions on Russian channels
  - Underlying trend in mature business
- ▶ Q2 revenues of 133m, down 14.1% YoY<sup>1</sup>
  - Broadly stable QoQ
- ▶ Renewals and with long-standing partners at key orbital positions:
  - beIN for the distribution of direct-to-home services across the MENA region
  - Polsat Plus renewal of multi-year, multi-transponder contract on HOTBIRD

<sup>1</sup> At constant currency



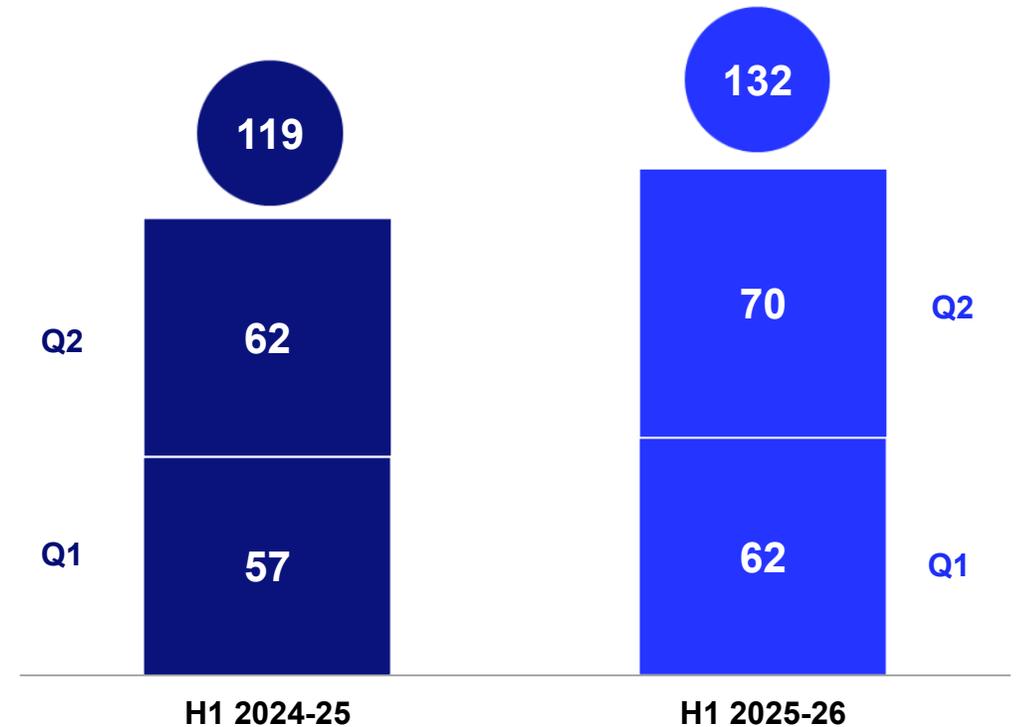
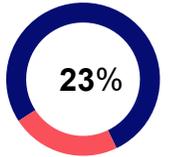
# LEO revenues up 60%, representing over 1/3 of Connectivity revenues

| In € millions       | H1 2024-25   | H1 2025-26   | Change      |                            |
|---------------------|--------------|--------------|-------------|----------------------------|
|                     |              |              | Reported    | Like-for-like <sup>1</sup> |
| <b>Connectivity</b> | <b>290.7</b> | <b>307.3</b> | <b>5.7%</b> | <b>11.8%</b>               |
| o/w LEO             | 73.9         | 110.5        | 49.5%       | 59.7%                      |
| o/w GEO             | 216.7        | 196.8        | -9.2%       | -4.5%                      |

# Fixed Connectivity

- ▶ H1 revenues of €132.1m, up 17.2% YoY like-for-like<sup>1</sup>
  - Continued growth of LEO-enabled connectivity solutions
  - One off impact, resulting from the anticipated use of capacity by a GEO customer, for an amount of c. €7m
- ▶ Q2 revenues of €69.7m, up 18.3% YoY<sup>1</sup> and +11.9% QoQ
- ▶ Eutelsat reinforced its presence in Africa:
  - Distribution agreement with Angola's MSTelcom for LEO services
  - Multi-million, multi-year agreement with Paratus for services across Southern Africa

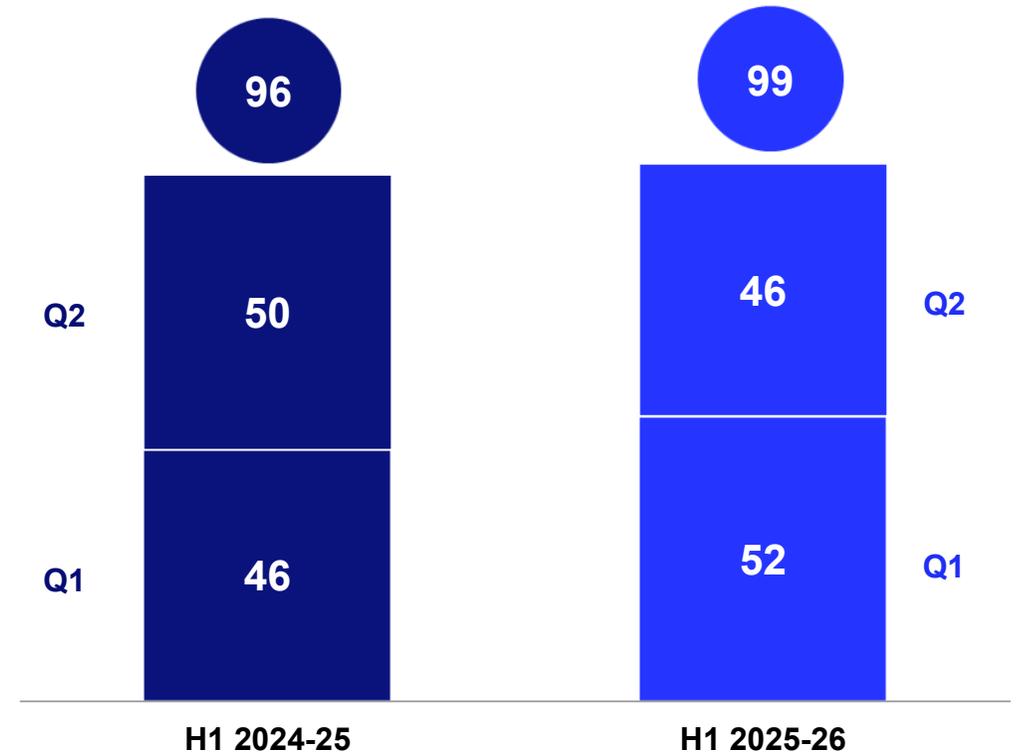
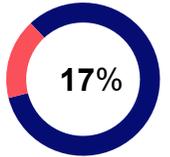
<sup>1</sup> At constant currency



# Government Services

- ▶ Q1 revenues of €98.6m, up 7.7% YoY like-for-like<sup>1</sup>
  - Growth of LEO-enabled solutions, notably with services delivered in Ukraine
  - Increased demand from other governments
- ▶ Q2 revenues of €46.2m, down 2.2% YoY<sup>1</sup>, and -11.7% QoQ
  - Softer revenues in the U.S.
  - Lower terminal sales in Q2 than in Q1
- ▶ Key highlights:
  - Partnership with Airtel for relief operations in Sri Lanka
  - Launch of the military-grade manpack terminal for OneWeb, developed in partnership with Intellian Technologies

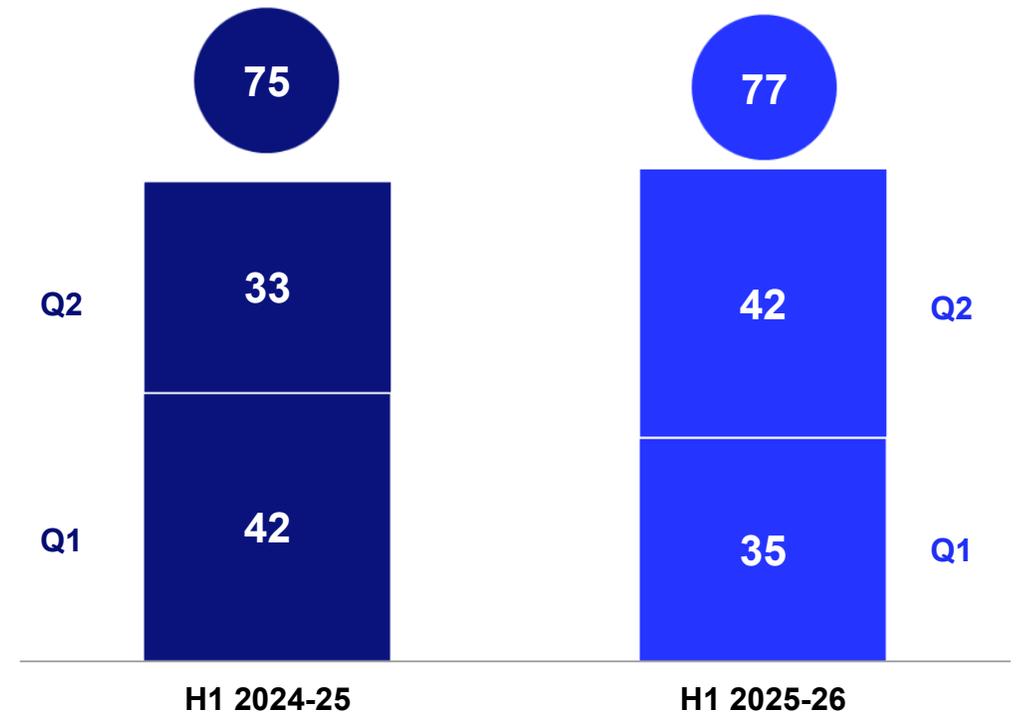
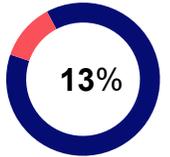
<sup>1</sup> At constant currency



# Mobile Connectivity

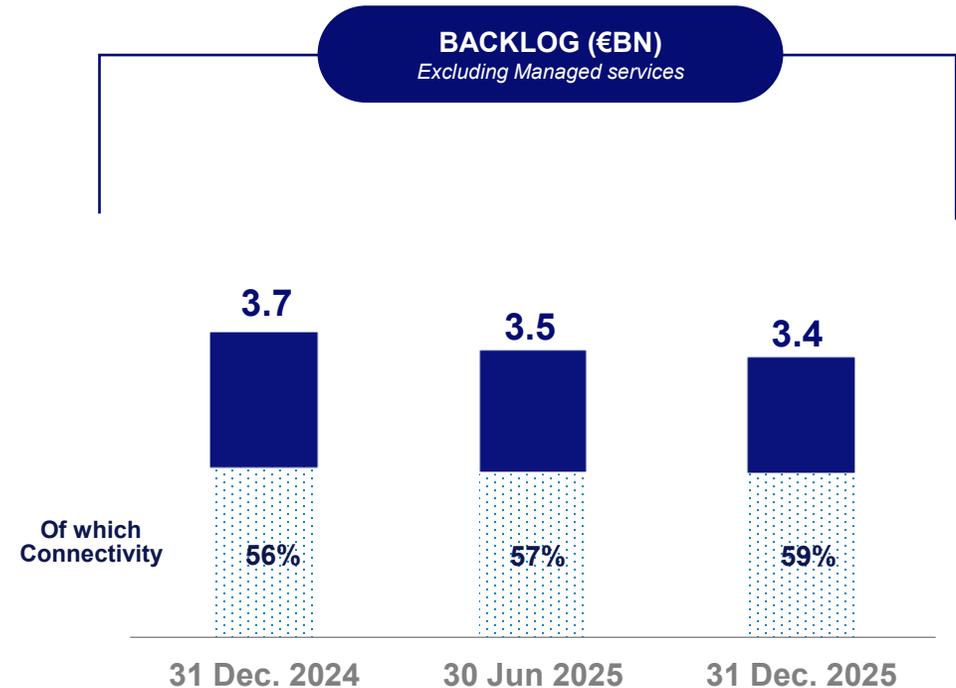
- ▶ H1 revenues of €76.6m, up 8.5% YoY like-for-like<sup>1</sup>
  - Activation of contracts with aero mobility customers
- ▶ Almost 600 installations out of a backlog of over 1,500 aircraft vs 100 installations and a backlog of 1,000 aircraft at end FY25
- ▶ Q2 revenues of €41.9m, up 34.5% YoY<sup>1</sup>, and +21.1% QoQ
- ▶ Commercial highlights including
  - Multi-year, multi-orbit partnership with CMA CGM Group and Marlink to integrate OneWeb into the connectivity solutions of CMA CGM's global maritime fleet
  - OneWeb LEO connectivity being deployed to connect passenger trains in Gabon in partnership with Airtel Gabon

<sup>1</sup> At constant currency

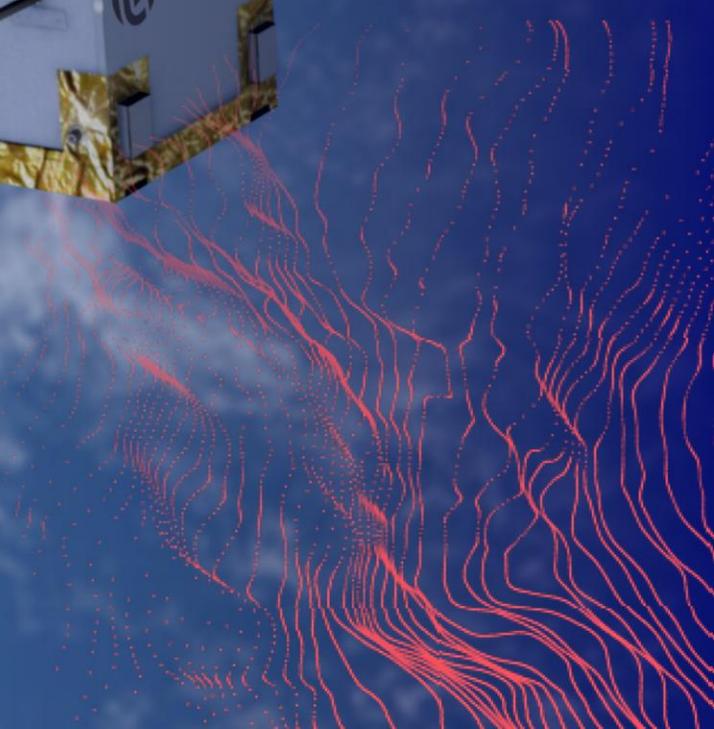


# Backlog

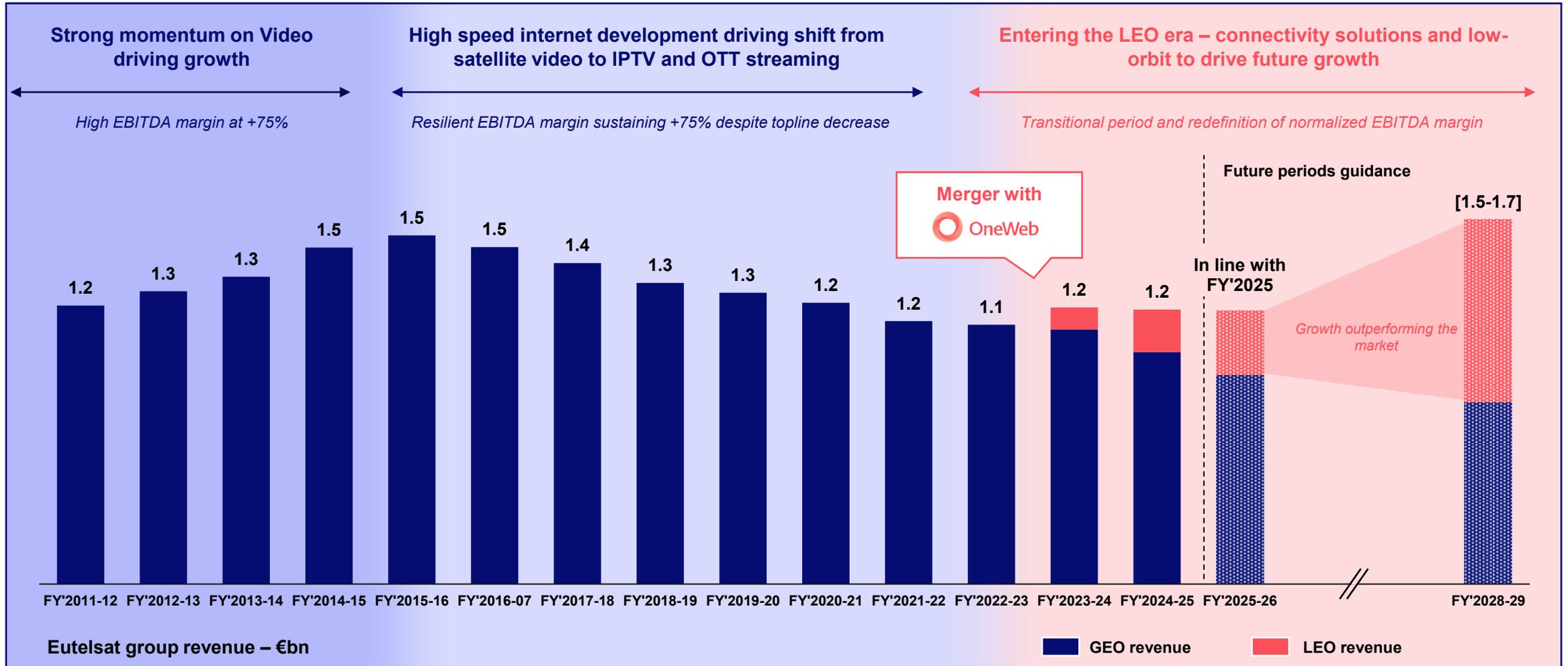
- ▶ Backlog at €3.4 billion on 31 December 2025 vs. 3.7 a year earlier
- ▶ Representing 2.7 years of revenues
- ▶ Connectivity accounting for 59%
- ▶ Evolution of the backlog reflecting increasing weight of LEO business in the mix:
  - Shorter contracts
  - Only the guaranteed element of the 'take-or-pay' contracts are recognised



# FINANCIAL OUTLOOK & CAPEX ROADMAP



# At an inflection point – LEO and connectivity demand to drive the next growth cycle

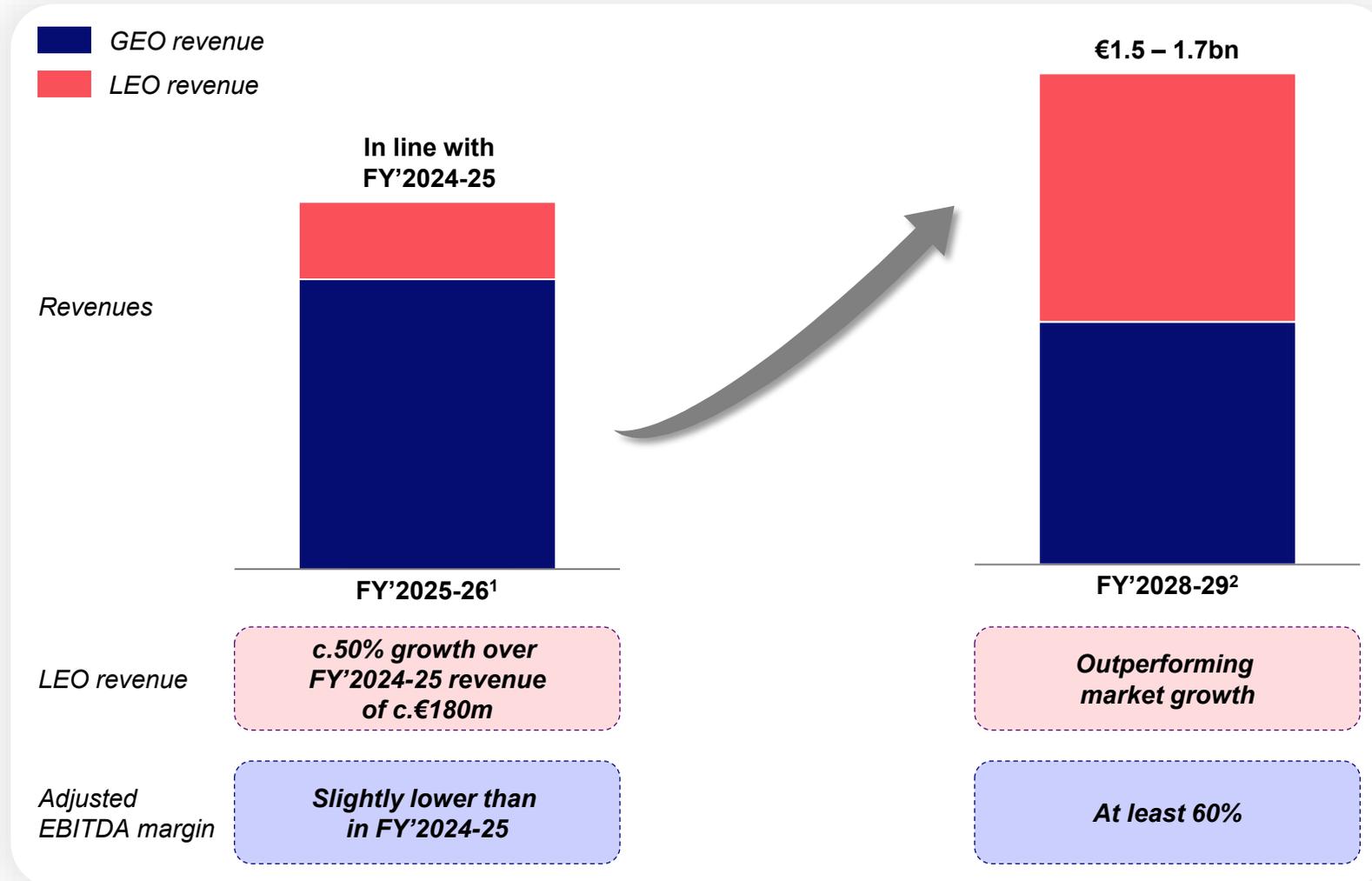


# Full focus on revenue growth drivers

Supported by +12% connectivity market CY'2025-29E CAGR (28% LEO market CAGR)



# Solid growth and industry-leading margin profile



**FY'2025-2026 Capex**

- ▶ €1.0bn to €1.1bn gross Capex

**FY'2026-29 outlook**

- ▶ €1.5bn to €1.7bn revenue expected in FY'2028-29
- ▶ LEO revenue growth outperforming market growth over the period
- ▶ Operating leverage expected to drive mid-to-high single-digit percentage point improvements in EBITDA margin by FY'2028-29

**Long-term outlook Post-FY'2028-29**

- ▶ B2B connectivity market growing at double digit rate
- ▶ LEO market growing at c.19% p.a.

# Financial objectives<sup>1</sup> confirmed

## REVENUES

- ▶ FY 2025-26 revenues of the four operating verticals around the same level as FY 2024-25
- ▶ LEO revenues up c. 50%

## ADJUSTED EBITDA

- ▶ FY 2025-26 Adjusted EBITDA margin slightly below the level of FY 2024-25
- ▶ FY 2028-29 Adjusted EBITDA margin at c.65% vs c.60% previously taking account of disposal of ground segment

## GROSS CAPEX

- ▶ Around € 900m in FY 2025-26 vs between €1bn and €1.1bn previously

## LEVERAGE

- ▶ Net debt / Adjusted EBITDA c. 2.7x at end FY 2025-26 vs 2.5x previously including proceeds from disposal of ground segment

<sup>1</sup>At constant rate and perimeter and assuming: (i) no additional impact on revenues due to sanctions imposed on channels broadcast on the group's fleet (ii) the nominal launch and entry into operation of satellites in course of construction in accordance with the timetable envisaged by the Group; (iii) no incidents affecting any of the satellites in-orbit.

# Comprehensive funding plan designed for execution of CAPEX roadmap

## Comprehensive financing plan

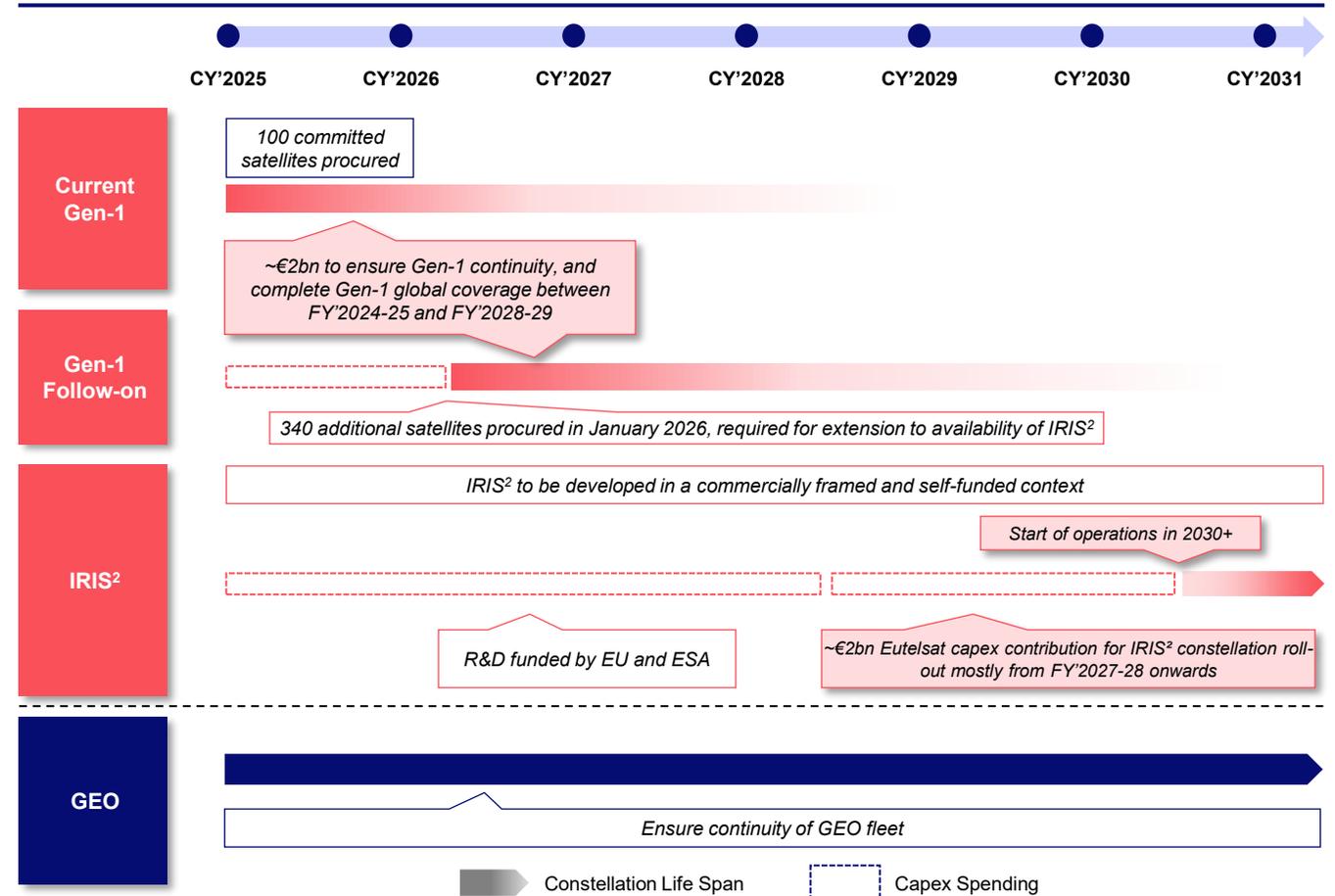
|  |  |   |
|--|--|---|
| ✓  | Committed <sup>1</sup> €400m Bank Term Loan and fully undrawn €500m RCF with a 4.0x covenant             | } Capex plan over FY'2026-29 fully funded |
| ✓  | €1.5bn Capital Increase  |   |
| Signed   | c. €1.0bn ECA <sup>2</sup> financing backed by BPI to cover part of the 440 satellites' procurement cost |   |
| Ongoing <sup>3</sup>   | Cash overfunding for future capex  |   |
| Enhanced group operating cashflows from GEO and LEO constellation until IRIS <sup>2</sup> launch |  |   |
| ✓ <sup>3</sup>   | Bond refinancing with extended maturities  |   |
| <b>Resulting in a well funded structure</b>  |  |   |

2.7x net leverage by year end FY'25-26

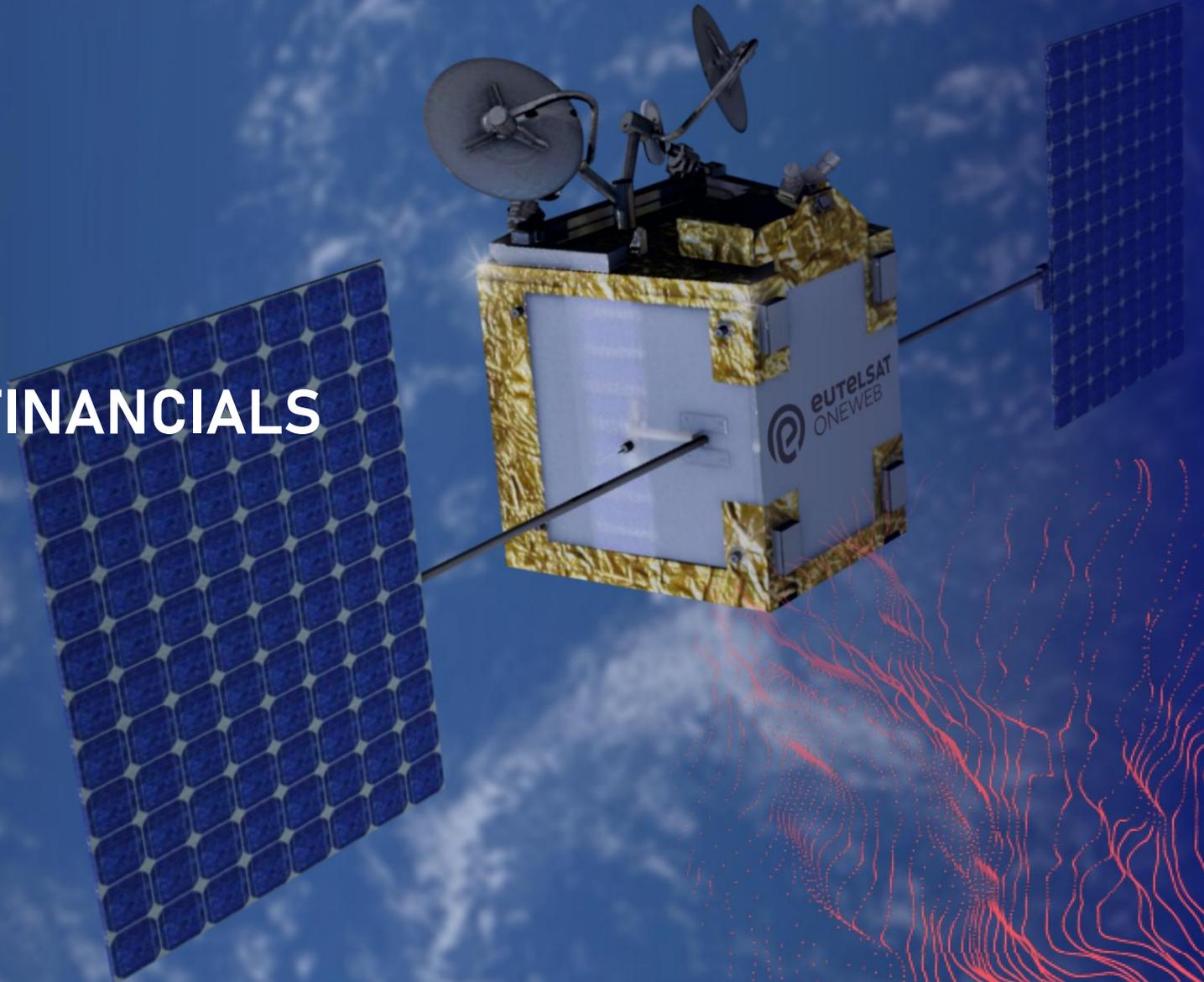
€1.8bn PF cash balance<sup>4</sup>

Simplified Group financing structure and cash circulation

## Capex Deployment Timeline



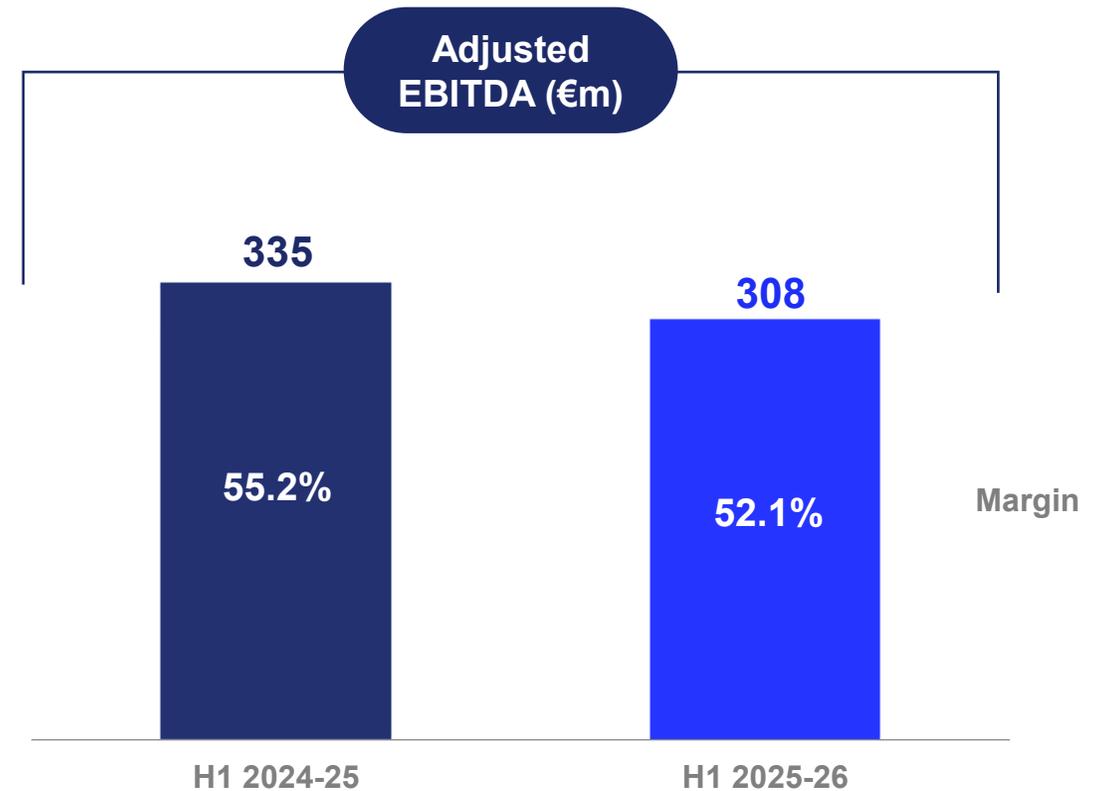
# APPENDIX: H1 FY2025-26 FINANCIALS



# Profitability

- ▶ Reported Adjusted EBITDA of €308.2 million down by 8.0% and down by 6.1% on a like for like basis<sup>1</sup>
- ▶ Opex contained at +€12.1 million
  - Increase in COGS
  - Partially offset by the re-evaluation of share-based compensation schemes
- ▶ EBITDA margin of 52.1% versus 55.2% a year earlier, down 3.1 points on a reported basis and 3.4 points like for like<sup>1</sup>
  - Loss of revenues due to Russian sanctions
  - Effect of product mix within LEO revenues during the ramp-up stage

<sup>1</sup> Change at constant currency and without hedging effect



# Net result

Six months ended December 31

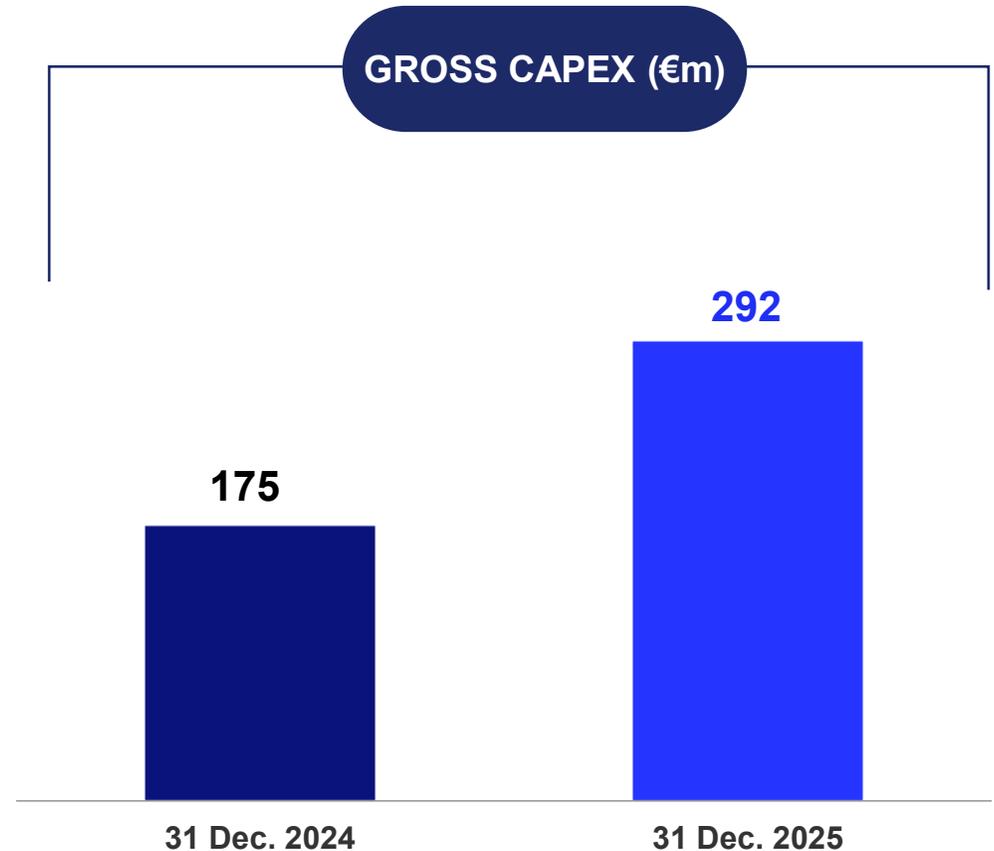
|   | 2024           | 2025           | Change (%)   |
|---|----------------|----------------|--------------|
| <b>Revenues</b>   | <b>606.2</b>   | <b>591.6</b>   | <b>-2.4%</b> |
| <b>Adjusted EBITDA<sup>1</sup></b>                              | <b>334.9</b>   | <b>308.2</b>   | <b>-8.0%</b> |
| Depreciation and amortisation                                   | (433.7)        | (356.7)        | -17.7%       |
| Other operating income (expenses)                               | (690.8)        | (69.6)         | n.a.         |
| <b>Operating result</b>   | <b>(789.6)</b> | <b>(118.2)</b> | <b>n.a.</b>  |
| Financial result  | (99.1)         | (95.0)         | -4.2%        |
| Income tax  | (7.6)          | (21.3)         | n.a.         |
| Share of result from associates                                 | (1.0)          | (2.9)          | n.a.         |
| Portion of net income attributable to non-controlling interests | 24.0           | 0.9            | n.a.         |
| <b>Group share of net result</b>                                | <b>(873.2)</b> | <b>(236.5)</b> | <b>n.a.</b>  |

<sup>1</sup> Adjusted EBITDA defined as operating income before Interest, Tax, Depreciation and Amortisation, impairment of assets and other operating income and expenses

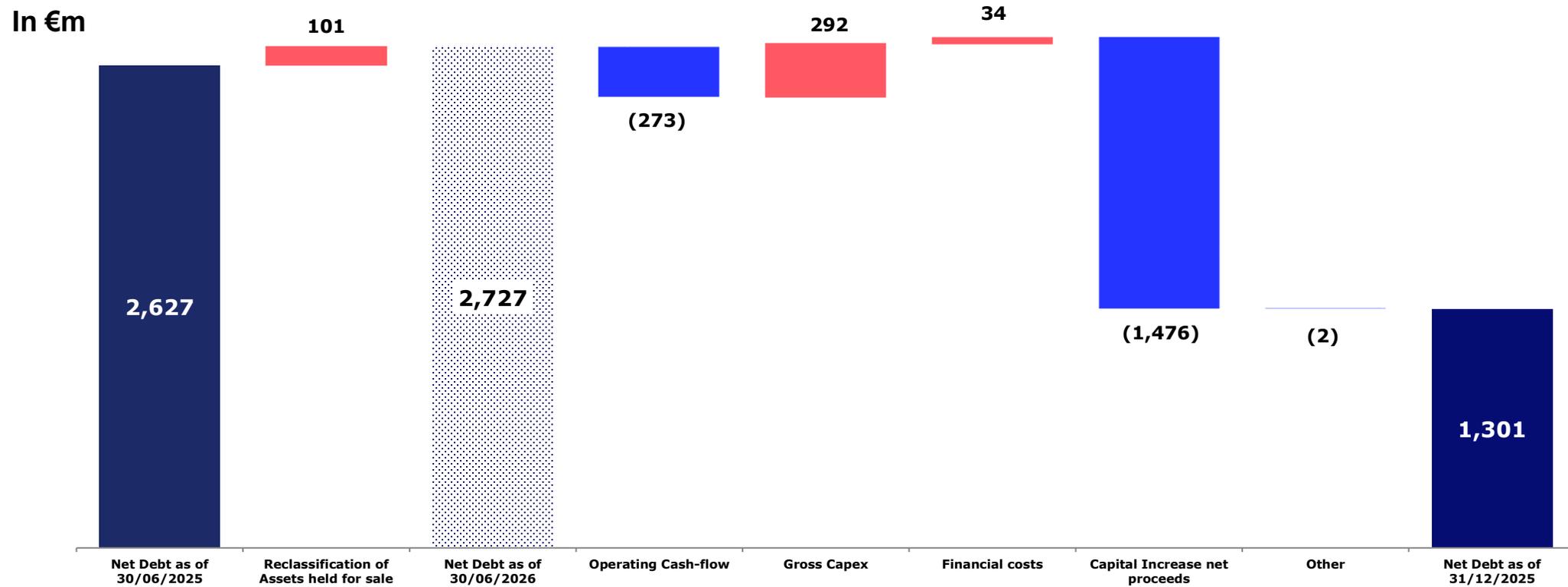
- ▶ Decrease of Other operating expenses.
- ▶ D&A decrease reflecting notably the end of the amortisation of certain intangible assets, the extension of useful life of the LEO constellation, as well as a favourable currency impact.
- ▶ Lower interest following the full repayment of the 2025 bond.
- ▶ Corporate Tax rate of 10%.

# Capital Expenditure

- ▶ Gross Capex of €292 million compared with €175 million a year earlier
  - Timing of key milestones in LEO investment programs
- ▶ Most of FY 2025-26 investments to be deployed in the Second Half
- ▶ Capex now expected around €900 million
  - Phasing of LEO programs
  - Increased vigilance on GEO CAPEX
- ▶ Cancellation of Flexsat Americas procurement
  - Resulting in future capex saving of over €100 million euros

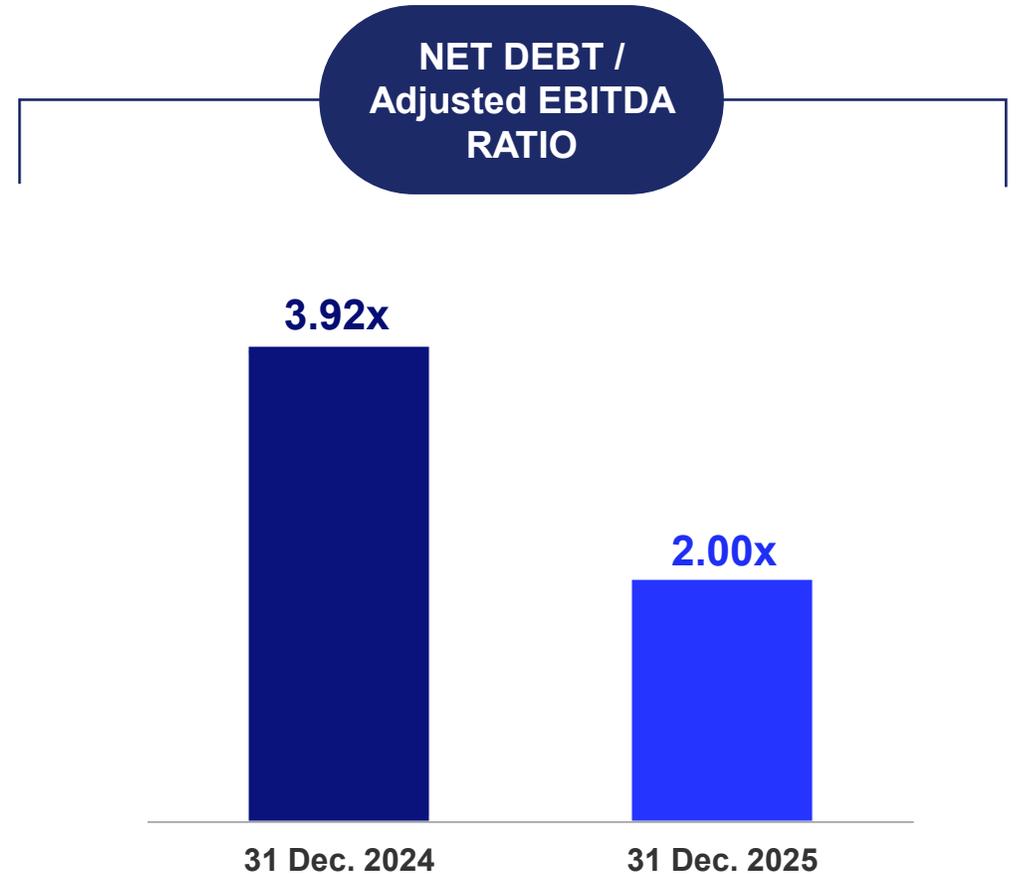


# Net debt



# Financial structure

- ▶ Net Debt/Adjusted EBITDA ratio of 2.00x
  - Versus 3.92x at end-December 2024 and 3.88x at end-June 2025
- ▶ Average cost of debt after hedging of 4.17%
  - versus 4.84% in H1 2024-25
- ▶ Average weighted maturity of 2.3 years
  - Versus 3.0 years at end-December 2024
- ▶ Undrawn credit lines and cash c. €2.1 billion



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