INFORMATION DELIVERY VIA SATELLITES **Dr Hector Fenech** 7 June 2016 eutelsat

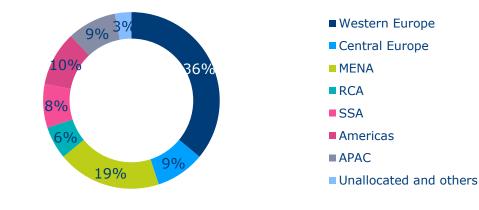
EUTELSAT: A LEADING GLOBAL SATELLITE COMPANY

KEY DATA

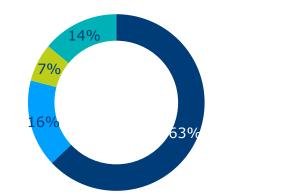
- Over 30 years of satellite operations
- ► Fleet of 40 satellites; global coverage
- Continued investment: 5 further satellites to launch
- Operating >1,100 transponders
- ► Broadcasting >6,000 channels
- Revenues: €1.48bn
- ▶ Backlog of €6.2bn, representing 4.2 years of revenues

REVENUE BREAKDOWN

By geography



By application



■ Video

■ Data services

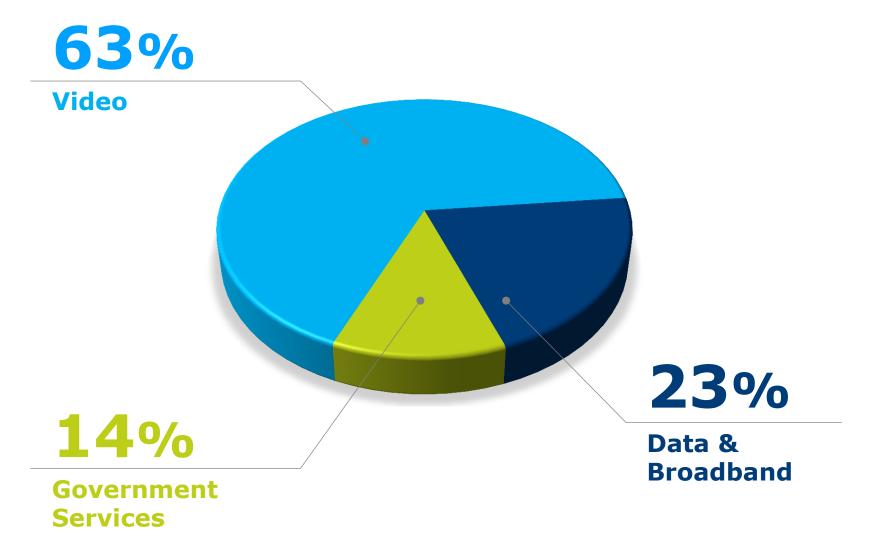
■ Value-Added Services

■ Government Services

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



EUTELSAT: BALANCED SERVICE PORTFOLIO







- High Throughput Satellites (HTS) deliver broadband access using small terminals
- Launched on 26 December 2010, KA-SAT started providing broadband services on 31 May 2011
 - → It provides a full coverage of Europe and large parts of the Mediterranean Basin.
- KA-SAT with its total capacity of more than 90Gbit/s represents:
 - → The world's highest capacity HTS system at the time and
 - **→** Europe's first HTS satellite system
- E36C provides broadband services over Russia
 - → Launched 2015
- E65W over Latin America
 - → Launched march 2016

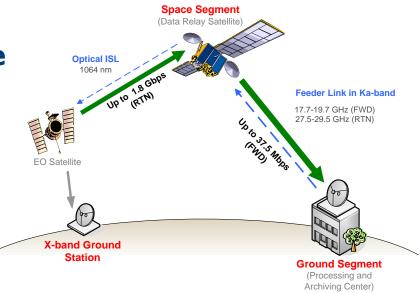


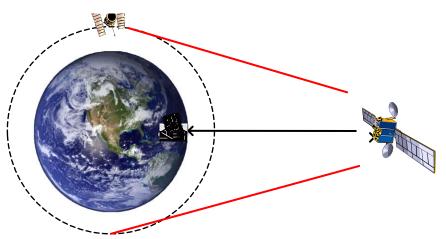




EUROPEAN DATA RELAY SYSTEM

- It is estimated that 6 terabytes of data need to be downlinked every day within the GMES programme
- EDRS-A was launched as hosted payload on E9B on 29 Jan 2016
- It provides a 1.8 Gbps link from an earth observation satellite to earth
 - → No specific requirement for polar earth stations
 - → No tracking required for the earth station
 - → Increased connectivity: 40min to 90 min instead of 20 min
 - → Data delivered directly to the selected service area







EUTELSAT QUANTUM

- This is the first software defined commercial satellite in Ku-band
- The contract was signed in July 2015 and the satellite is scheduled to be in orbit in 2019
- It is designed for operational flexibility:
 - → 8 uplink and 8 downlink beams that can be defined in orbit over the visible earth
 - → A Ku-band frequency plan and channelisation that can be defined in orbit
 - → RF power allocation
 - → Sharing beams amongst a number of users
- This allows a better resource utilisation
 - → A better match between what the user demands and the satellite delivers

