

INFORMATION DELIVERY VIA SATELLITES

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EUTELSAT: A LEADING GLOBAL SATELLITE COMPANY

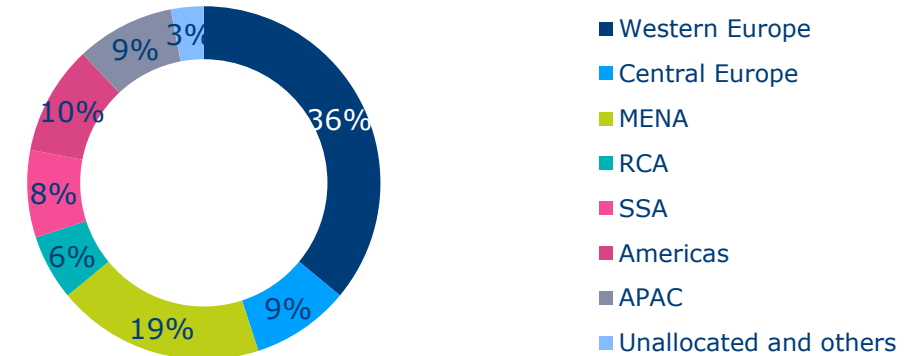
KEY DATA

- ▶ 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

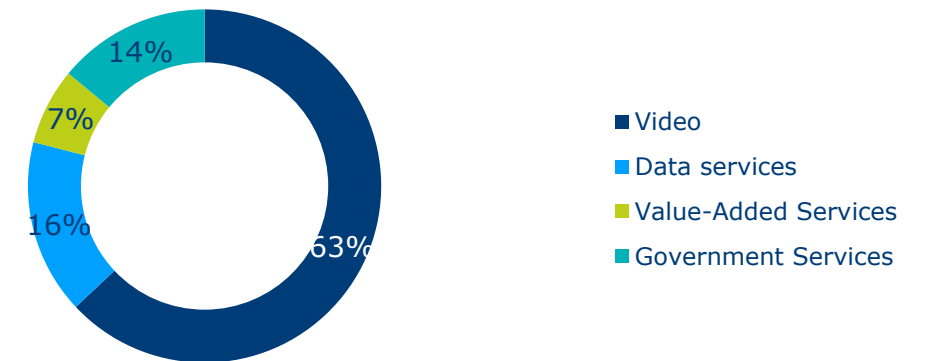
Data as of 30 September 2015, except revenues which are as of 30 June 2015

REVENUE BREAKDOWN

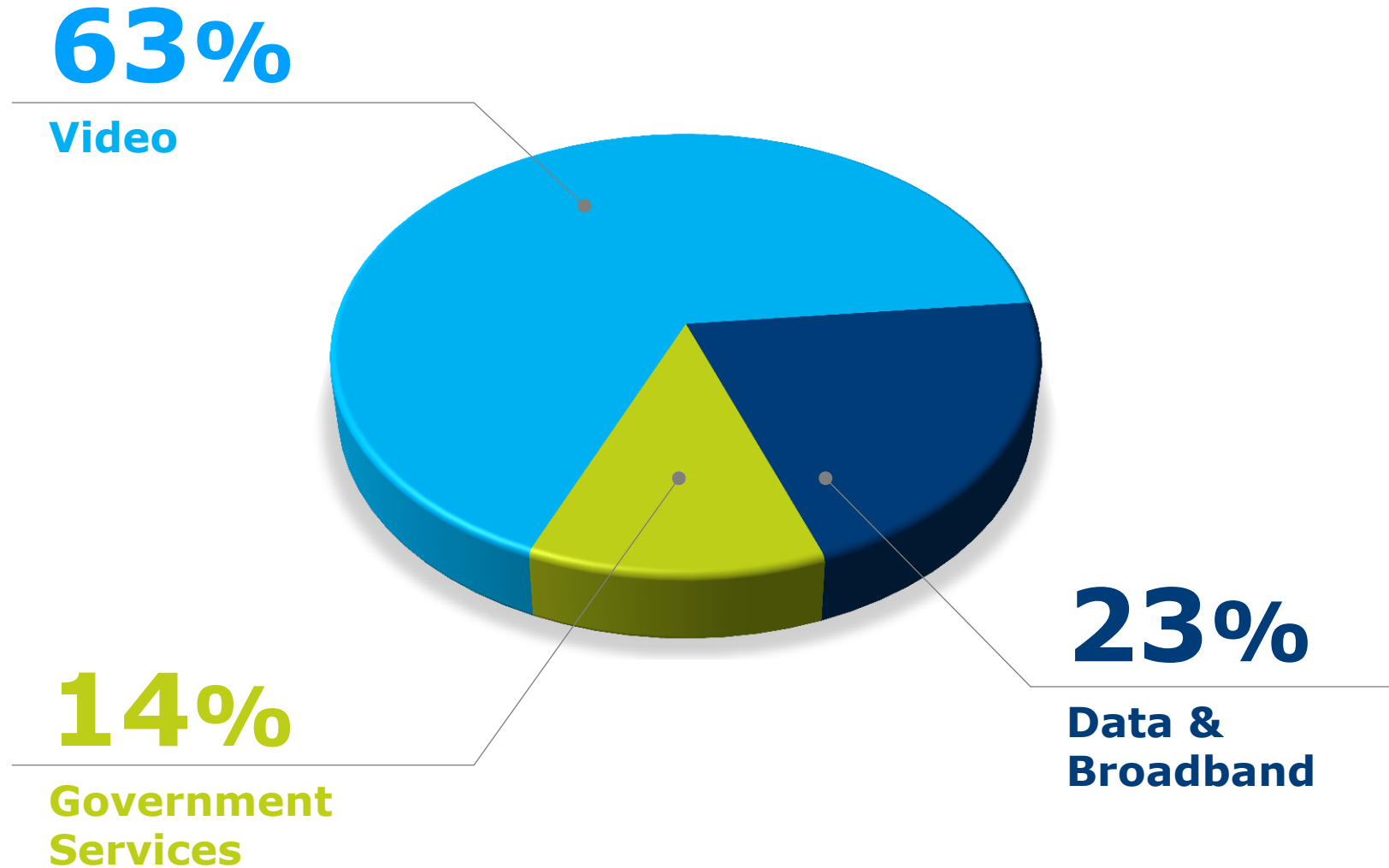
By geography



By application



EUTELSAT: BALANCED SERVICE PORTFOLIO



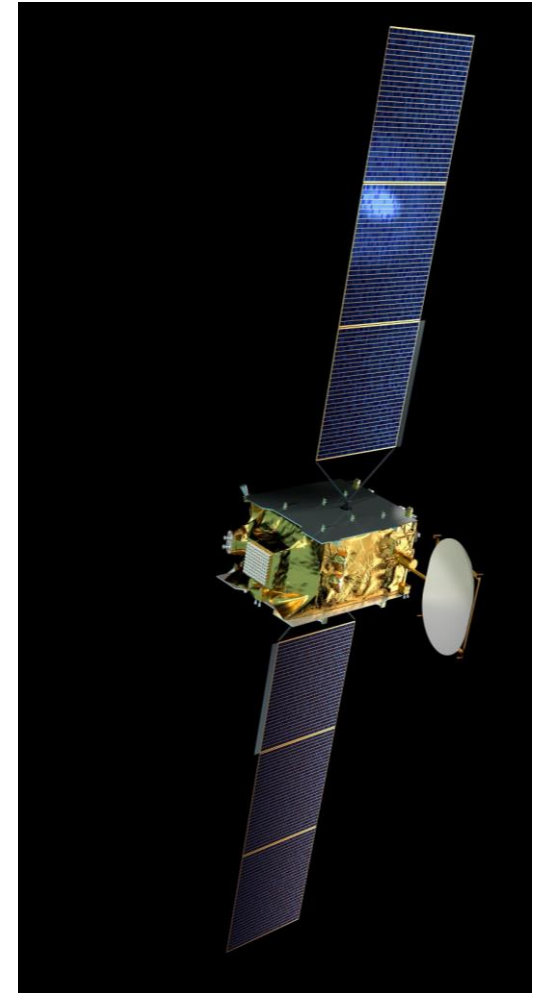


- /// **High Throughput Satellites (HTS) deliver broadband access using small terminals**
- /// **Launched on 26 December 2010, KA-SAT started providing broadband services on 31 May 2011**
 - It provides a full coverage of Europe and large parts of the Mediterranean Basin.
- /// **KA-SAT with its total 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



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





Thank you for your attention