

## Eutelsat Communications

### Taking you above and beyond

Satellites are a unique source of bandwidth in today's digital environment, offering universal coverage of all territories, delivering content direct to users and to terrestrial networks, and enabling complete communications networks to be rapidly set up in the most remote areas.

With a fleet of 38 satellites located in geostationary orbit from 117° West to 174° East, Eutelsat is a world-leading satellite operator in a footprint covering Europe, Africa, the Middle East, Asia and the Americas. Our high-performance satellites located at premium orbital positions and extensive ground infrastructure serve a solid client base of broadcasters, telecom operators, government agencies and ISPs from across the globe.



#### 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 currently under redeployment

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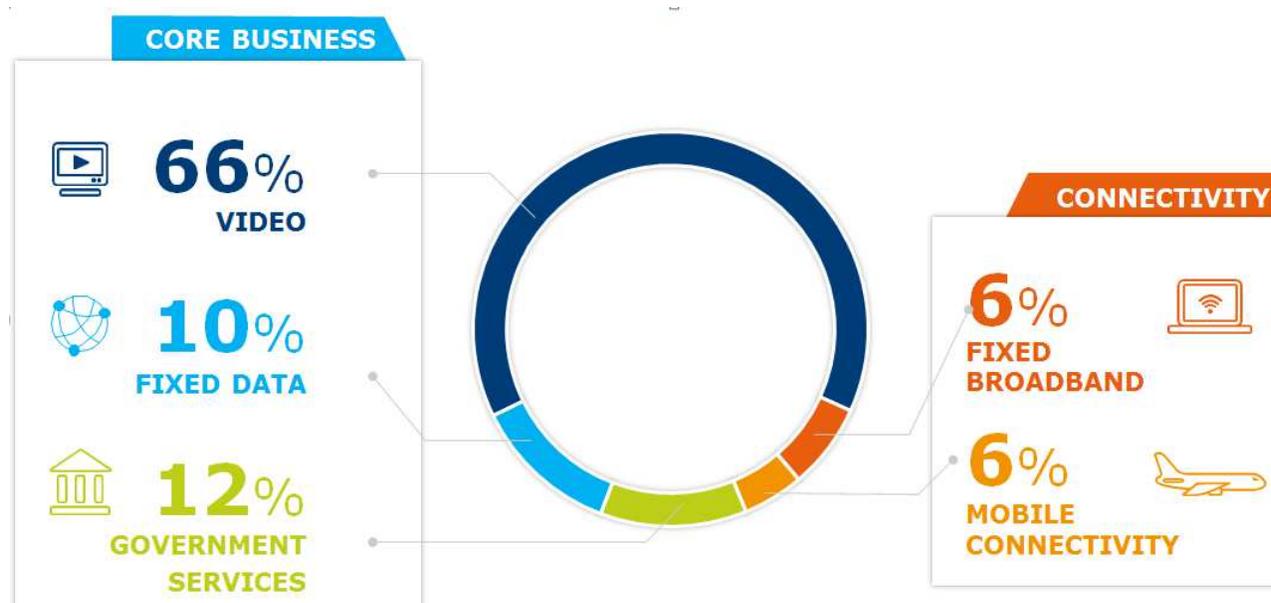
## Key figures

The continuing expansion of the digital communications universe and the need to extend connectivity to users wherever they are represent strong growth drivers for our group.

- Created in 1977
- First satellite launch in 1983
- Capacity on 38 satellites
- Seven satellites to launch
- Offices in Europe, Africa, Middle East, Asia, the Americas
- Broadcasting 6,900 television channels (over 1,450 in HD)
- Teleports in France, Italy, Madeira, Mexico
- 1,000 skilled employees from 46 countries
- FY 2017-2018 consolidated revenues of €1,407 million
- Quoted on Euronext Paris since 2005

## Portfolio of activities

Situation at 30 June 2018



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## Core businesses

### 1. Video Applications

Eutelsat's leading activity spans Direct-to-Home broadcasting, content distribution to terrestrial headends (cable, DTT, IP...), programme exchanges and satellite newsgathering. It continues to expand with the steady increase of digital and HD channels as well as the emergence of Ultra HD and closer integration with the IP ecosystem.

- Eutelsat's satellites broadcast over **6,900 channels**, of which **over 1,450 broadcast in HD**
- **Nine out of 10 TV homes** in **Middle East** and **North Africa** receive channels broadcast via a Eutelsat satellite
- Clients include **leading public and private broadcasters and service providers**: BBC, BSkyB, CCTV, Deutsche Welle, Digiturk, Discovery, France Télévisions, Grupo Televisa, Mediaset, MultiChoice Africa, Polsat, nc+, Nova, NTV+, RAI, Sky Italia, Tivu'Sat, Tricolor TV, TRT, Zee Group, EBU, Arqiva, Globecast and Telespazio
- Eutelsat has built **flagship video neighbourhoods** hosting high-power satellites that broadcast pay-TV platforms and free-to-air channels and reach large audiences. Eutelsat's premium video neighbourhoods serve Europe, Turkey, Russia, Africa, and the Middle East while neighbourhood are growing in Latin America and Asia.

### 2. Fixed Data

Eutelsat works closely with telcos and service providers who use C-band and Ku-band satellite capacity for backhauling mobile networks, Internet backbone connectivity and corporate networks.

Satellite-based **corporate networks** allow companies to connect their network in remote areas using VSAT (Very Small Aperture Terminals) terminals. The main users of corporate networks are companies operating in financial services, the oil and gas industry and retailing.

For **mobile telephony (Backhaul)** and **Internet backbone connectivity (Trunking)**, customers are mainly telecom operators and Internet Service Providers (ISPs) who rely on satellites to connect remote platforms to international Internet, and voice networks or to extend access to mobile networks in areas that are difficult to reach terrestrially.

Satellite links are also provided to support **NGO and governments'** actions to bridge the digital divide (tele-education, telemedecine...), either directly or through operating partners.

### 3. Government Services

Government services include contracts with **governments and administrations** for military and security applications. Eutelsat meets the satellite connectivity needs of intelligence, surveillance and reconnaissance systems, in particular for the **US administration**.

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Eutelsat's fleet features high flexibility and strong reach of Africa, the Middle East, Asia and the Pacific, regions that account for most demand. The **EUTELSAT QUANTUM** software-based reconfigurable satellite due to be launched in 2019 will also add unprecedented innovation and flexibility, that is particularly suited to customers in the Government Services sector.

## Connectivity

### 1. Fixed Broadband

Eutelsat's broadband connectivity solutions are a critical complement to terrestrial networks and are a key solution to **bridging the digital divide**. Our High Throughput Satellites, Very High Throughput Satellites and payloads are optimised to deliver affordable and high-quality broadband to consumers, professionals and companies beyond range of fibre and ADSL.

- In **Europe**, the **KA-SAT satellite**, with 82 spotbeams and a capacity of 90 Gbps, has been providing since 2011 competitively-priced broadband solutions for consumers, enterprises and public agencies. To enter into service in 2021, KONNECT VHTS will strengthen the resources available across the pan-European region, thanks to 230 beams and a capacity of 500 Gbps. This new-generation satellite will provide high-speed broadband across a pan-European region, notably through a distribution agreement with Orange.
- In **Latin America**, Eutelsat operates a High Throughput payload on the **EUTELSAT 65 West A** satellite in Ka-band. The payload is leased to EchoStar whose Hughes do Brasil affiliate provides broadband services in Brazil and to StarGroup that provides services in Latin America.
- In **Russia**, the **EUTELSAT 36C** satellite is equipped with a High Throughput payload covering Western Russia and offering broadband services through providers that include Tricolor TV.
- In **Sub-Saharan Africa**, Eutelsat's broadband venture, **Konnect Africa** launched in June community and Direct-to-User Internet access using affordable, off-the-shelf user equipment. In the first phase, Konnect Africa will roll out services using capacity on up to 16 Ka-band spotbeams on the Yahsat 1B satellite and will expand using 18 spotbeams on Yahsat's Al Yah 3 satellite, due to enter into service during summer 2018. In the 2020 timeframe Konnect Africa will scale up with Very High Throughput capacity featuring enhanced capacity and operational flexibility.

### 2. Mobile connectivity

Eutelsat's portfolio of assets for Mobile Connectivity (in-flight and maritime) are concentrated mainly at the 3° East, 10° East, 117° West and 172° East positions as well as on KA-SAT. Clients using our infrastructure to provide **In-flight Connectivity and Entertainment (IFEC) services** to commercial airlines include Panasonic, Viasat, Taqnia, Gogo and Global Eagle.

In June 2017, Eutelsat has launched the **EUTELSAT 172B** satellite that features a High Throughput payload over the Pacific Ocean region. This satellite is Panasonic's key growth platform for inflight broadband and live TV for airlines in the Asia-Pacific region.

Thanks to its high-power resources, the new-generation satellite KONNECT VHTS, will open new opportunities for in-flight connectivity businesses over Europe from 2021.

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## Satellite launch schedule

Eutelsat's fleet expansion programme is designed to ensure early replacement of satellites and to increase flexibility and quality of service. This strategy enables Eutelsat to provide service continuity, maintain a high level of infrastructure reliability and capture new market opportunities.

	<i>Coverage</i>	<i>Launch period</i>	<i>Capacity</i>
<b>EUTELSAT 7C</b>	Africa, Middle East, Turkey	Q1 2019	44 Ku
<b>EUTELSAT 5 West B</b>	Europe, MENA	Q1 2019	35 Ku
<b>EUTELSAT QUANTUM</b>	TBD	2019	N/A
<b>KONNECT</b>	Africa	2019	65 Ka / 75 Gbps
<b>KONNECT VHTS</b>	Europe	2021 <i>(entry into service)</i>	500 Gbps
<b>EUTELSAT HOTBIRD 13F</b>	Europe, MENA	2021	80 Ku
<b>EUTELSAT HOTBIRD 13G</b>	Europe, MENA	2021	80 Ku

\* *Chemical propulsion satellites (EUTELSAT QUANTUM, EUTELSAT 5 West B) generally enter service 1 to 2 months after launch. Electric propulsion satellites (EUTELSAT 7C, KONNECT and KONNECT VHTS) enter service between 4 and 6 months after launch.*

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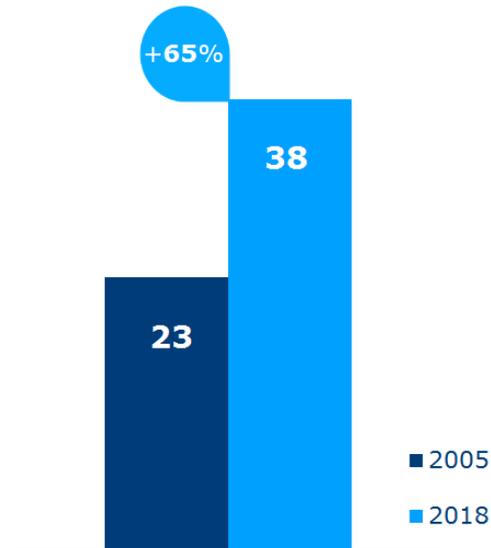
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## An expanding satellite fleet

Number of satellites in service



## Offices and teleports

**21**  
OFFICES

**6** TELEPORTS  
OVER **60**  
PARTNER TELEPORTS

**ONE**  
GROUP



Amman  
Beijing  
Cologne  
Dubai  
Istanbul  
Johannesburg  
London  
Madeira  
Madrid  
Mexico  
Miami  
Moscow  
Panama  
Paris, Group HQ  
Rio de Janeiro  
Rome  
Singapore  
Tampa  
Turin  
Warsaw  
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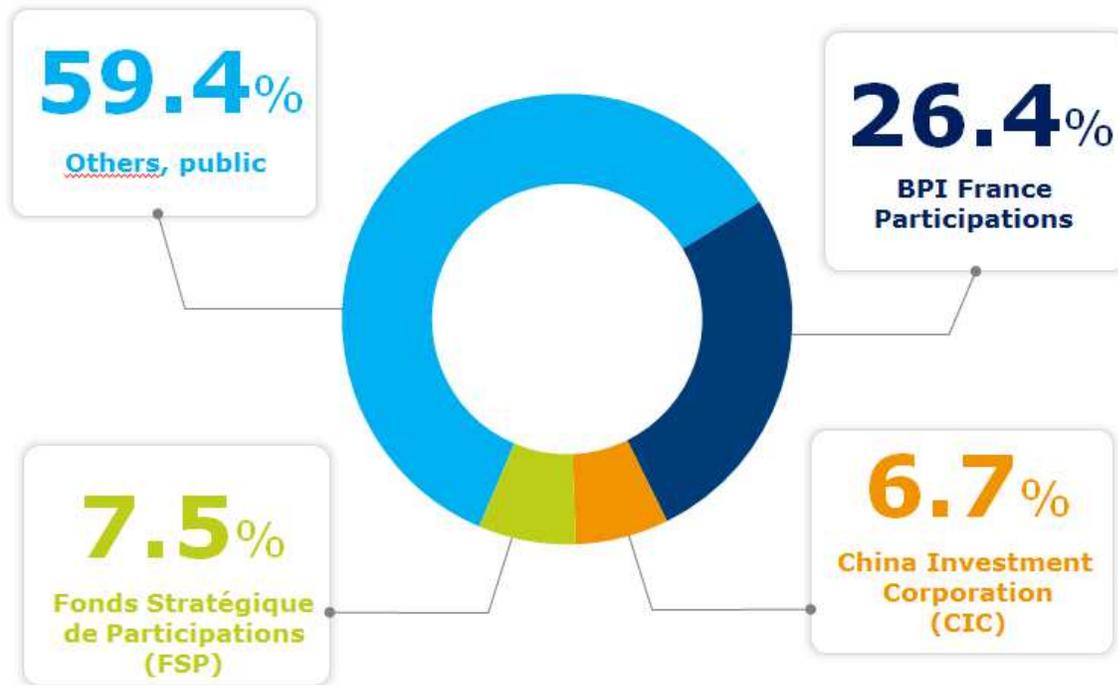
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## Eutelsat Communications capital structure



As of 8 March 2016

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