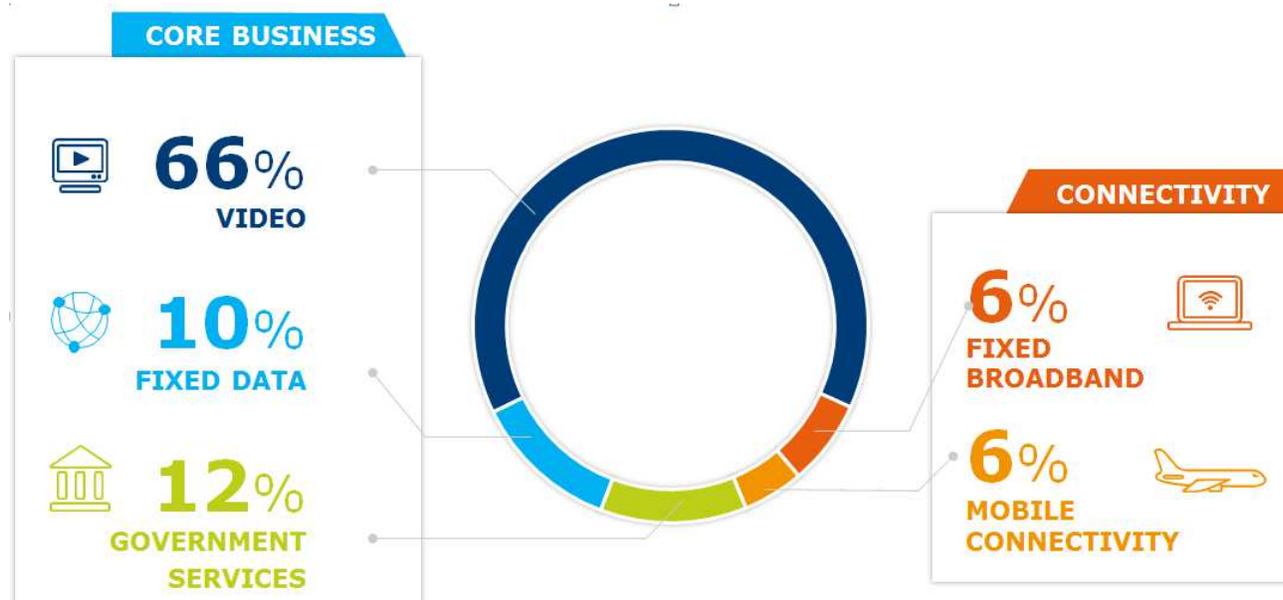


Key figures

- 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

As of 30 June 2018



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Core business

1. Video Applications

Eutelsat's leading activity spans across Direct-to-Home broadcasting, content distribution to terrestrial headends (cable, DTT, IP...), programme exchanges and satellite newsgathering. These activities continue 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, reaching 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 networks in remote areas using VSAT (Very Small Aperture Terminals). The main users of corporate networks are companies operating in financial services, the oil and gas industry and retailing.

For **mobile (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 the internet infrastructure 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 recognition systems, in particular for the **US administration**.

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Eutelsat's fleet features high flexibility and strong reach across 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 competitively-priced broadband solutions for consumers, enterprises and public agencies since 2011. Beginning 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 launched broadband services in August 2018 through its subsidiary Konnect Africa, based on the operation of the Al Yah 3 satellite, which will be followed by the launch of the KONNECT satellite in 2020, which will offer increased capacity in very high bandwidth, guaranteeing more powerful speeds 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 China Unicorn, 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 and China Unicorn' 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>
EUTELSAT 7C	Africa, Middle East, Turkey	Q1 2019	44 Ku
EUTELSAT 5 West B	Europe, MENA	Q1 2019	35 Ku
EUTELSAT QUANTUM	TBD	H2 2019	N/A
KONNECT	Africa	H2 2019	65 Ka / 75 Gbps
KONNECT VHTS	Europe	2021	500 Gbps
EUTELSAT HOTBIRD 13F	Europe, MENA	2021	80 Ku
EUTELSAT HOTBIRD 13G	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, KONNECT VHTS and HOTBIRD 13F and 13G) enter service between 4 and 6 months after launch.*

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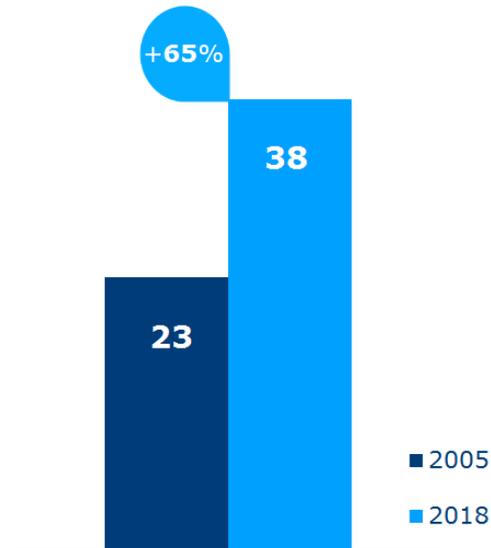
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An expanding satellite fleet

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
Washington D.C.

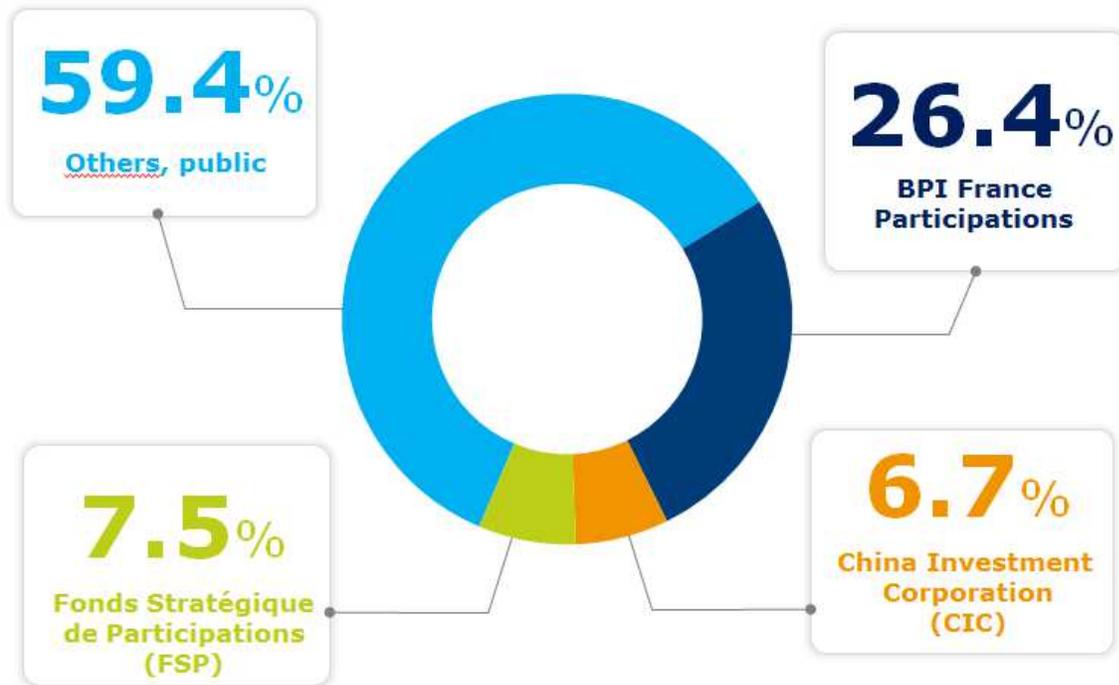
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Eutelsat Communications capital structure



As of 8 March 2016

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