

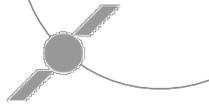
EUTELSAT COMMUNICATIONS

Corporate Overview

May 2012

Approved for Public Release, Distribution Unlimited

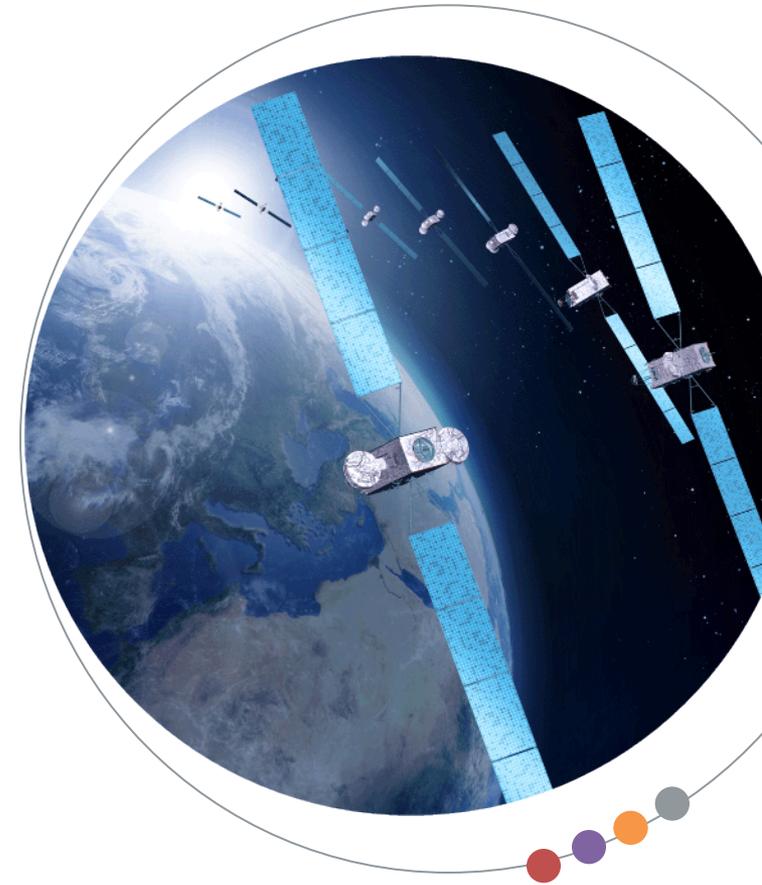
Eutelsat Communications – at a glance



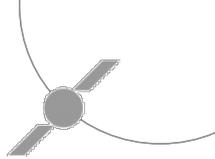
- More than 30 years of satellite operations
- 28 satellites in orbit, 6 to launch
- Prime orbital positions serving Europe, Middle East, Africa, Central Asia and with connectivity to the Americas
- Strong mix of Video, Data and Broadband services
- Broadcasting more than 4,000 TV channels, almost 300 in HD*
- 700 skilled employees from 30 countries
- €1 168m consolidated revenues to 30 June 2011 (+11.5%)**

•Situation 31 December 2012

** Eutelsat Communications financial year ends June 30

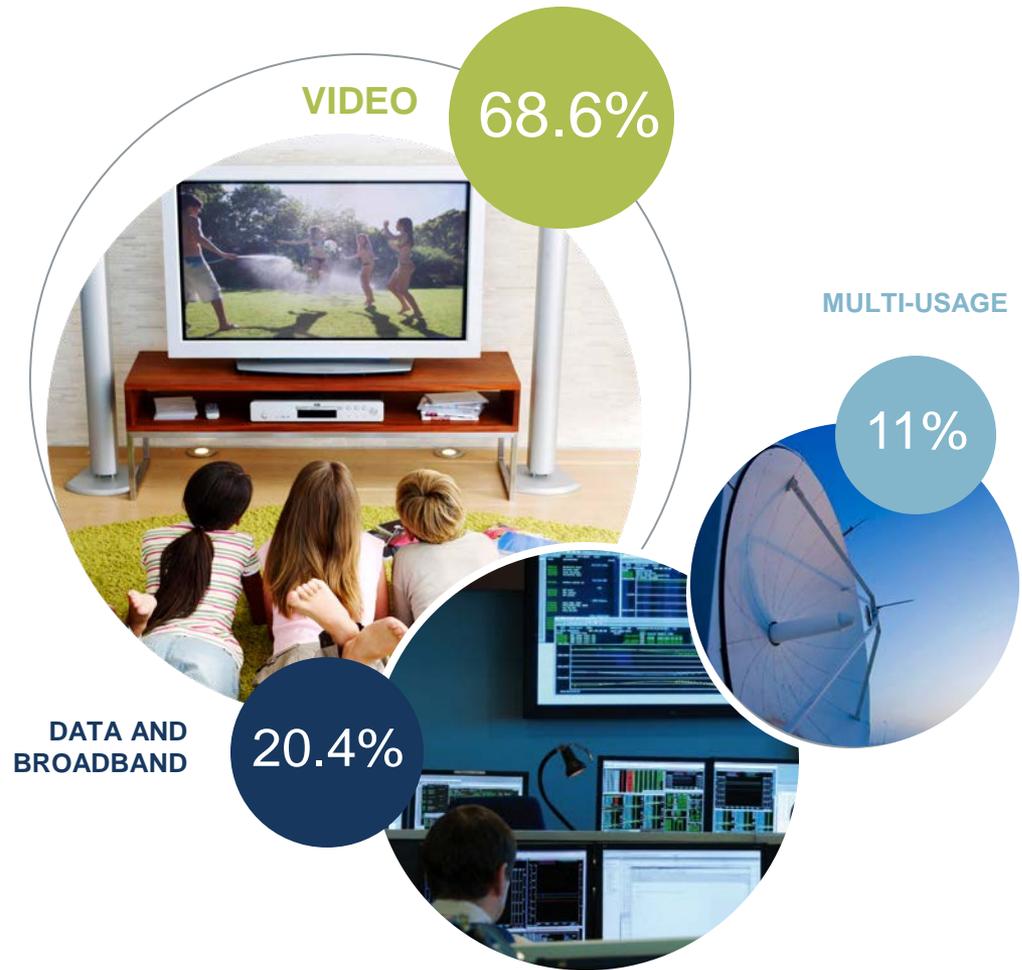


Broadcast and broadband: two pillars of the Information Society

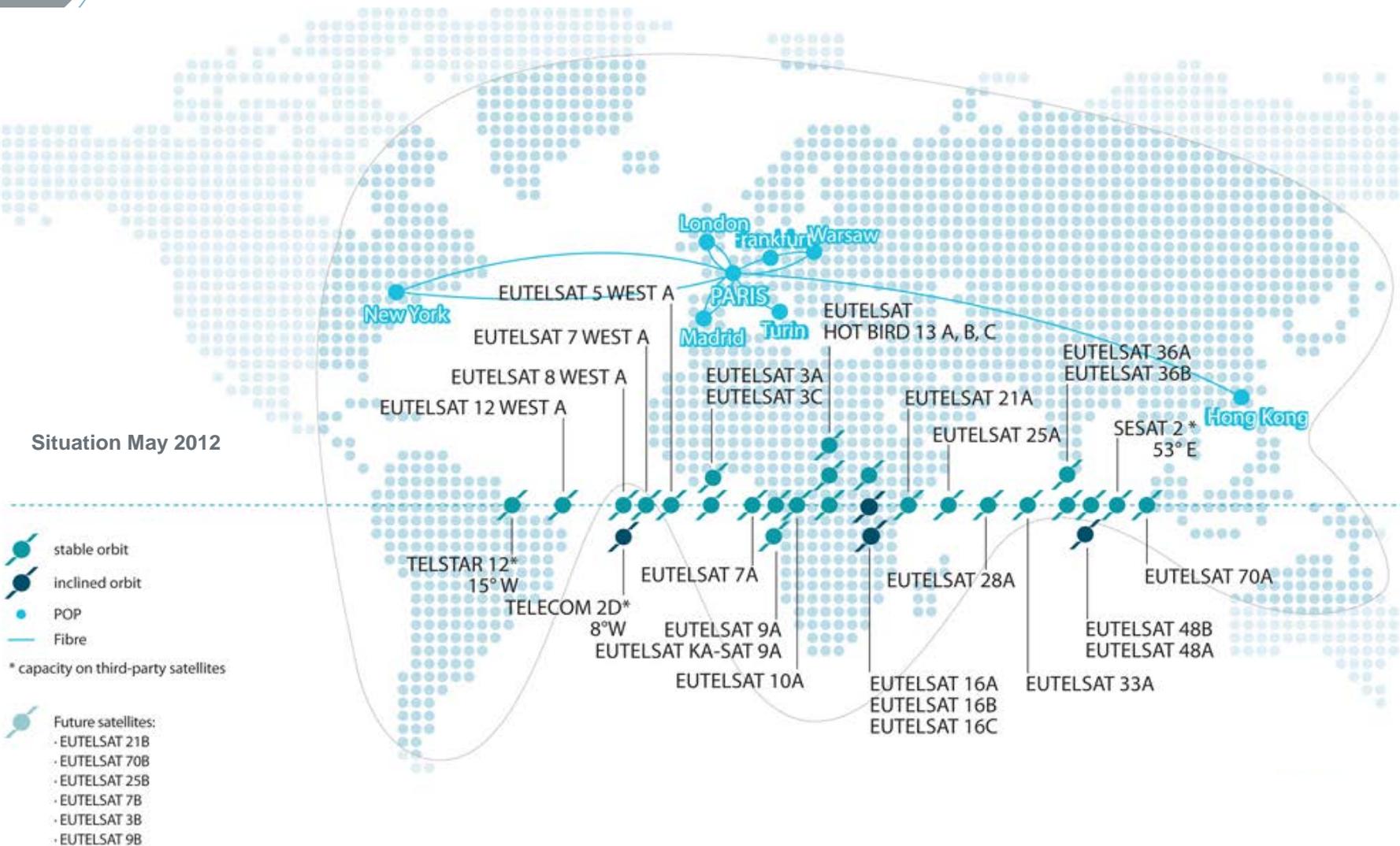
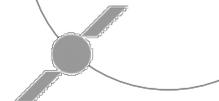


- Broadcast and broadband accounting for 90% of Group activity
- Group backlog of €4.96 billion representing approximately 4.2 years of revenues

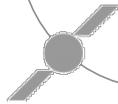
As a % of first half-year revenues
at 30 June 2011
(excluding non recurring and other revenues)



Pursuing a far-reaching in-orbit expansion programme



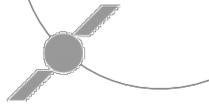
Leading satellite system for broadcasting in Europe, Middle East, Africa



- Growing video customer base
- More than 4,000 TV channels
- Close to 300 HD channels
- Audience of over 210 million homes equipped for Direct-to-Home reception (DTH) or cable



Sustained demand for Data and Broadband



→ Data services

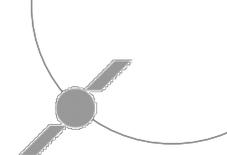
- Interconnection of corporate networks, GSM backhaul, Internet trunking
- Sustained demand in Africa, Central Asia, Middle East

→ Value-added services

- Consumer and enterprise broadband
- Mobility:
 - Broadband services for:
 - High-speed trains
 - Maritime
 - Aviation



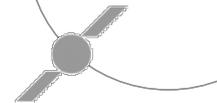
Fleet development programme



	Coverage	Launch period	Capacity
EUTELSAT 21B 21.5° E	Middle East, North Africa	Q4 2012	40 Ku-band
EUTELSAT 70B 70.5° E	Europe, Africa, Central Asia and South-East Asia	Q4 2012	48 Ku-band
EUTELSAT 25B 25.5° E	Middle East, North Africa	H1 2013	23 Ku/Ka-bands
EUTELSAT 7B 7° E	Europe, Africa, Middle East, Central Asia	Q1 2013	56 Ku-band
EUTELSAT 3B 3° E	Europe, Africa, Middle-East, Central Asia, South America	H1 2014	51 Ku, C, Ka
EUTELSAT 9B 9° E	Europe + four footprints in Italy, Germany, Greece and Nordic/Baltic regions	H2 2014	66 Ku-band Hosting the 1st data relay payload for the European Data Relay Satellite System (EDRS)

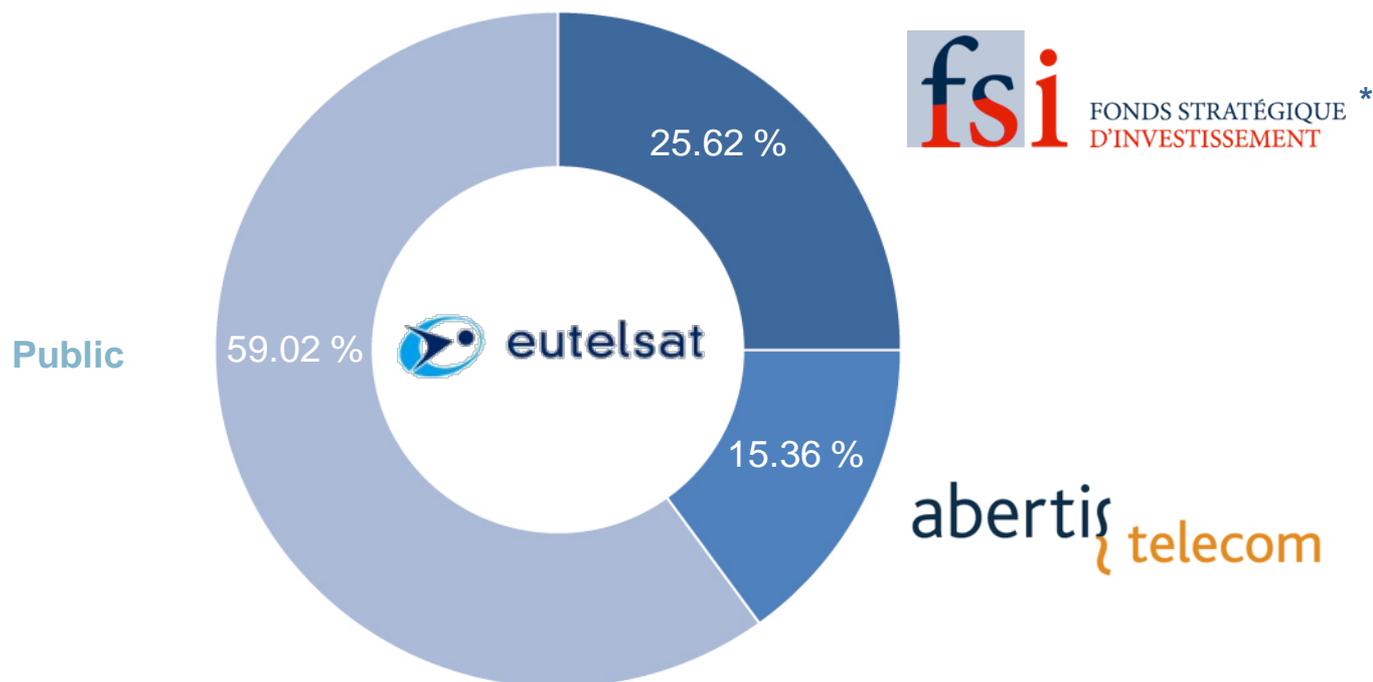
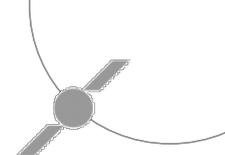


An International Group



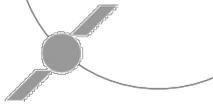
➔ 700 skilled professionals from 30 countries

Ownership Structure *(situation January 2012)*



** Controlled by the Caisse des Dépôts & Consignations*

In summary, Eutelsat is ...



- A key infrastructure complementing terrestrial platforms for
 - **Broadcasting**
 - **Broadband services**
 - **Telecommunications**
- 30 years of uninterrupted growth
- Exceptionally positioned in-orbit resources to serve high-growth market opportunities in established and emerging markets
- Continued investment to serve clients and expand satellite-based applications

