



## Facts & figures 2012

### → About Eutelsat

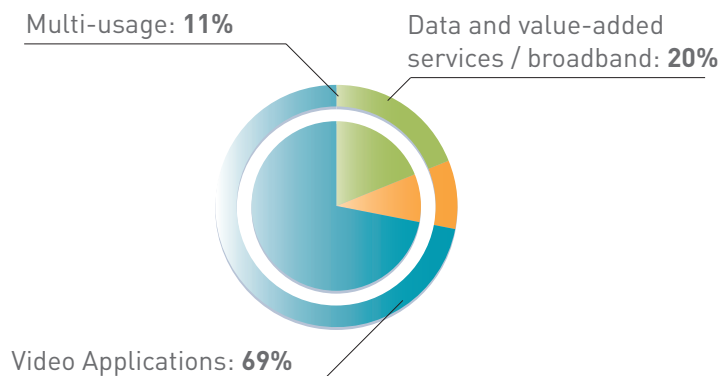
Through capacity commercialised on 28 satellites positioned to serve users in 150 countries in Europe, Africa, Asia and the Americas, Eutelsat is one of the world's leading satellite operators. Our extensive satellite system is used for video broadcasting to cable and satellite homes, satellite news gathering, broadband access, IP content distribution, corporate networks, fixed and mobile telecommunications services. Our company focus is on delivering the highest quality of service through technological performance and market expertise. To achieve our goals, we have built premium satellite neighbourhoods, invested in on-ground infrastructure for satellite control and value-added services, and developed strong partnerships that enable immediate response to customers who range from pay-TV platforms to government agencies and enterprises. We are fully committed to further improving performance and customer service through new satellites and technological innovation.

Headquartered in Paris, with sales offices in key markets and a wholly-owned broadband subsidiary called Skylogic, Eutelsat's expertise in satellite communications spans over three decades. Our company assembles the knowledge and experience of men and women of 30 nationalities, who share a common drive to serving our community of users and to opening satellite communications to an ever broader sphere of applications and services.



### → Portfolio of activities (As of 30 June 2011)

"Increasing demand for satellite capacity to propel forward an expanding digital economy."

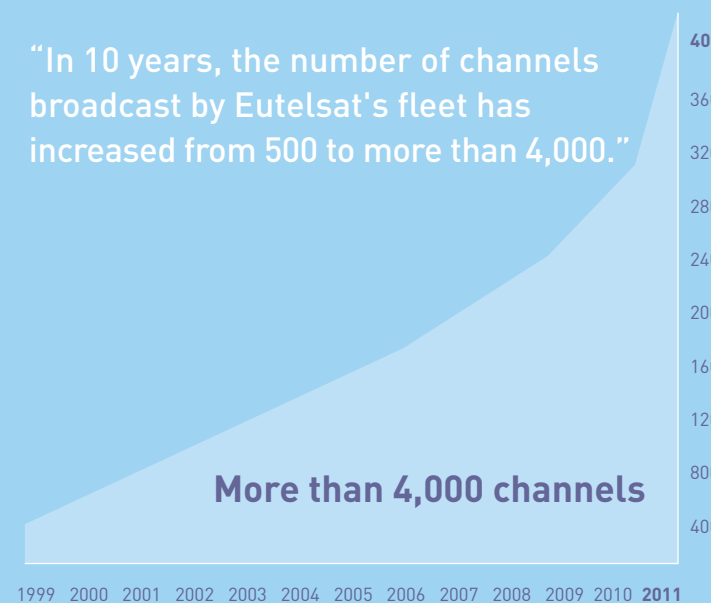


Excluding other income and non-recurring income



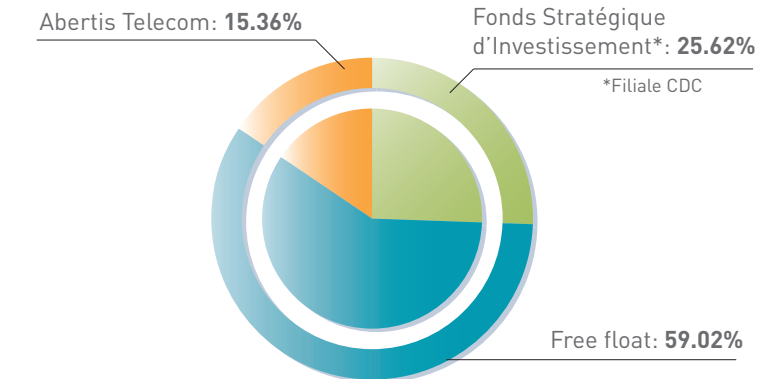
### → A world leader in cable & satellite broadcasting

"In 10 years, the number of channels broadcast by Eutelsat's fleet has increased from 500 to more than 4,000."



More than 4,000 channels

### → Capital structure (January 2012)



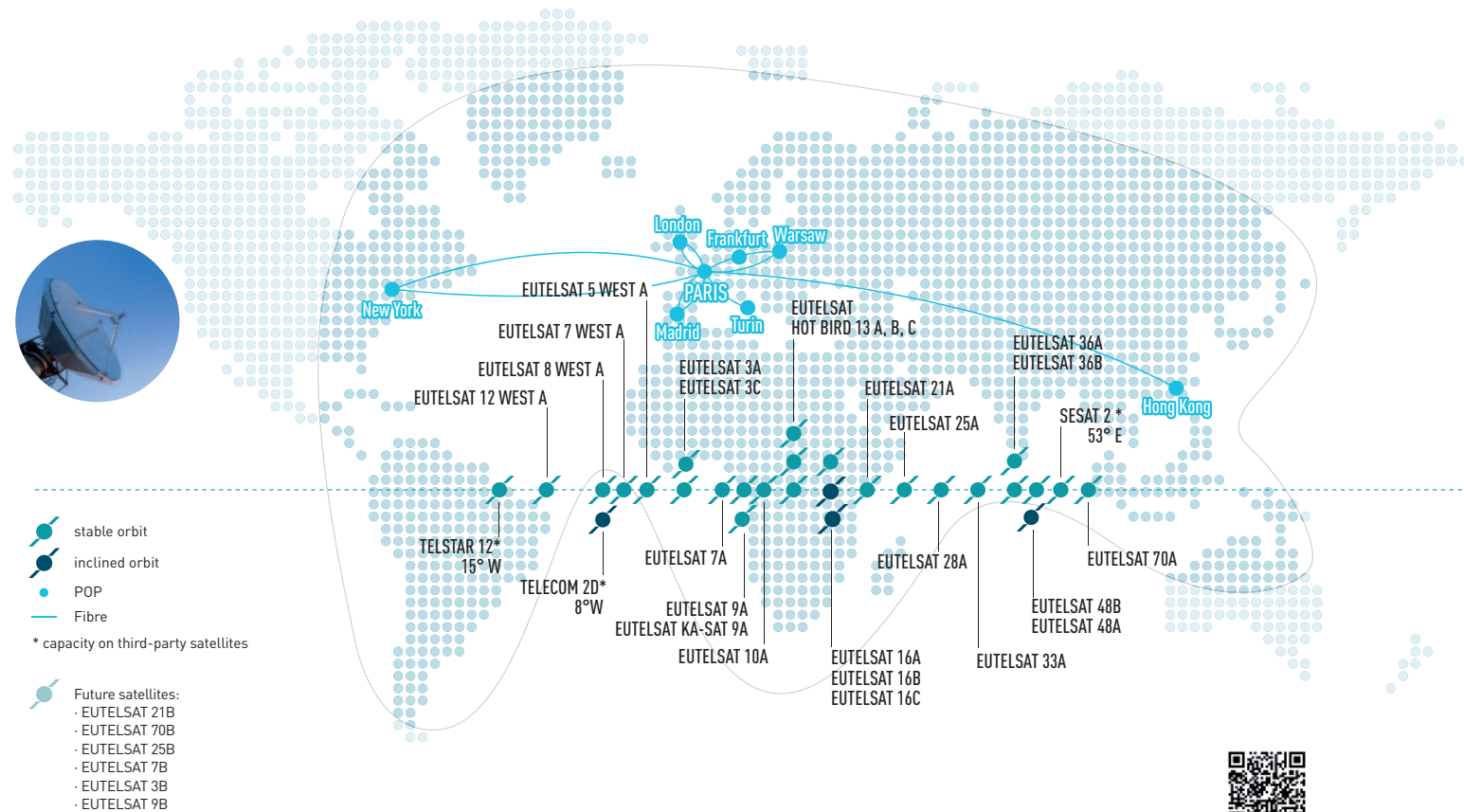
### → Subsidiaries & representative offices

- Eutelsat Beijing (China)
- Eutelsat Benelux (Belgium, the Netherlands, and Luxembourg)
- Eutelsat do Brasil (South and Central America)
- Eutelsat GmbH (Germany, Austria, Switzerland)
- Eutelsat Inc. (North America)
- Eutelsat Ltd. (UK, Ireland)
- Eutelsat Madeira Lda (Madeira)
- Eutelsat Polska (Poland)
- Skylogic - broadband subsidiary based in Turin, Italy

## Facts & figures 2012

## THE EUTELSAT SATELLITE SYSTEM

[SITUATION MARCH 2012]



Download the Eutelsat App



Michel de Rosen  
Chief Executive Officer,  
Eutelsat Communications

In a fast-changing communications environment, satellites are uniquely placed through their ubiquitous coverage and bandwidth to provide a first-class platform for delivering content direct to end users and to the edge of terrestrial networks. For millions of television viewers, satellites open the door to a multi-channel environment. For thousands of enterprises, they contribute to retaining a competitive edge and building global presence. In emergency situations, they often represent the sole means of establishing or restoring communication for critical relief operations.

Through a combination of technology leadership and total commitment to customer service, Eutelsat has built a reputation for operational excellence and innovation. With reach of up to 150 countries, our satellite resources and the quality of our service have gained the confidence of a solid base of customers who include broadcasters, pay-TV and telecom operators, Internet Service Providers and government agencies. Delivering a constant flow of new TV applications, including high-definition, 3D and mobile video, playing our part in reducing the digital divide and propelling forward the digital revolution, are just some of the opportunities ahead which will consolidate our role as a player at the heart of the information society.



## → Application & services

### VIDEO APPLICATIONS

- Direct broadcasting of TV channels and radio stations
- Distribution of television channels to terrestrial networks (cable, DTT, IP...)
- Television contribution links
- Professional video networks for programme exchanges

### PROFESSIONAL DATA NETWORKS

- Private networks for interconnecting LAN/WAN and extending voice networks
- Data broadcasting services
- Corporate television and videoconferencing
- Professional mobile services for messaging and positioning

### INTERNET SERVICES

- Internet backbone connectivity
- Broadband access for enterprises and consumers
- Satellite-based Virtual Private Networks
- Multicasting and IP content distribution

## → Key Facts

- Capacity commercialised on 28 satellites
- Satellites located at 19 positions on the geostationary arc between 15° West and 70.5° East, covering up to 150 countries in Europe, Africa, Asia and the Americas
- Broadcasting more than 4,000 television channels and 1,200 radio stations
- Audience of over 200 million cable and satellite TV homes
- Teleports in France and Italy providing broadband services throughout the Eutelsat coverage zone, on land, in flight and at sea
- Workforce of 700 men and women of 30 nationalities
- Consolidated revenues: €1 168 million financial year 2010-2011 (+11.5%)



### CONTACT

70 rue Balard  
75502 Paris Cedex 15  
France  
tel: +33 1 53 98 47 47  
fax: +33 1 53 98 37 00  
www.eutelsat.com

