

Eutelsat:

30 years of uninterrupted growth

In today's digital environment, satellites are a unique source of bandwidth, able to offer 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.

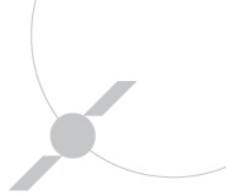
With a fleet of 28 satellites in geostationary orbit, Eutelsat is Europe's leading satellite operator and the third largest globally. Through high-performance satellites located at premium orbital positions and extensive ground infrastructure, Eutelsat has built a solid client base of broadcasters, telecommunications operators, government authorities and ISPs throughout a footprint across Europe, the Middle East, Africa, large parts of Asia and extending into North and South America.

Key figures

The continuing expansion of the digital communications universe, and user expectation to access digital services irrespective of their location, are strong growth drivers for the group.

- Created in 1977
- Capacity on 28 satellites located at 19 positions on the geostationary arc between 15° West and 70.5° East
- Six satellites to launch
- Broadcasting more than 4,150 television channels (over 300 HDTV) and 1,100 radio stations
- Audience of more than 210 million cabsat TV homes
- Teleports in France, Italy and Madeira
- FY 2010-2011 consolidated revenues of €1,168 million (+11.5%)
- Quoted on Euronext Paris
- 700 skilled employees from 30 countries





Key facts: Video applications

Video applications hold strong prospects for continuing growth for Eutelsat. This activity spans Direct-to-Home broadcasting, channel distribution to terrestrial headends (cable, DTT, IP...), professional programme exchanges and satellite newsgathering. It benefits from the progressive expansion of Standard Digital channels, the acceleration of HDTV roll-out and the emergence of new formats.

- Video represent 68% of Eutelsat's activity at 31 December 2011.
- The number of channels broadcast has increased from 3,000 to more than 4,150 over the last 5 years.
- Nine out of 10 homes equipped for cabsat reception in Europe, the Middle East and North Africa TV receive channels broadcast via Eutelsat.
- Eutelsat's customers include major public and private broadcasters and service providers including: ARD, BBC, Deutsche Welle, France Télévisions, RAI, TRT, Sony AXN, Zee Group, CNC, Eurosport, Discovery, MTV, CCTV, BskyB, Digiturk, Mediaset, Cyfra+, RAI, Sky Italia, DsTV Multichoice, Nova, NTV+, Tricolor, Polsat, TVN, Orange, the EBU, Arqiva, Globecast and Telespazio.
- Eutelsat's policy is to develop video neighbourhoods enabling broadcasters to optimise their audience. Starting from the HOT BIRD neighbourhood, seven additional neighbourhoods have been built to serve markets in Central Europe, Russia, Africa, the Middle East and Indian Ocean islands.

Key facts: Broadband and data services

Eutelsat in particular focuses development of data services towards regions with low penetration of terrestrial infrastructure. The Group works in close collaboration with telecom operators who use satellites to deploy applications for their own customers. The principal applications are corporate networks, interconnection of remote sites, monitoring of industrial infrastructure (oil and gas...) and distribution and exchange of data for financial, media and retail sectors. Professional and consumer broadband services have been developed for users underserved or underserved by cable and ADSL networks.

- Data and broadband represent 20% of Eutelsat activity at 31 December 2011.
- Teleports in Turin and Cagliari (Italy) are used to provide turnkey broadband services for consumers, enterprises and public agencies.
- The KA-SAT High Throughput Satellite entered into service in May 2011, opening a new platform for broadband services for professionals and consumers at speeds and prices comparable to terrestrial networks.

Key facts: Multi-usage

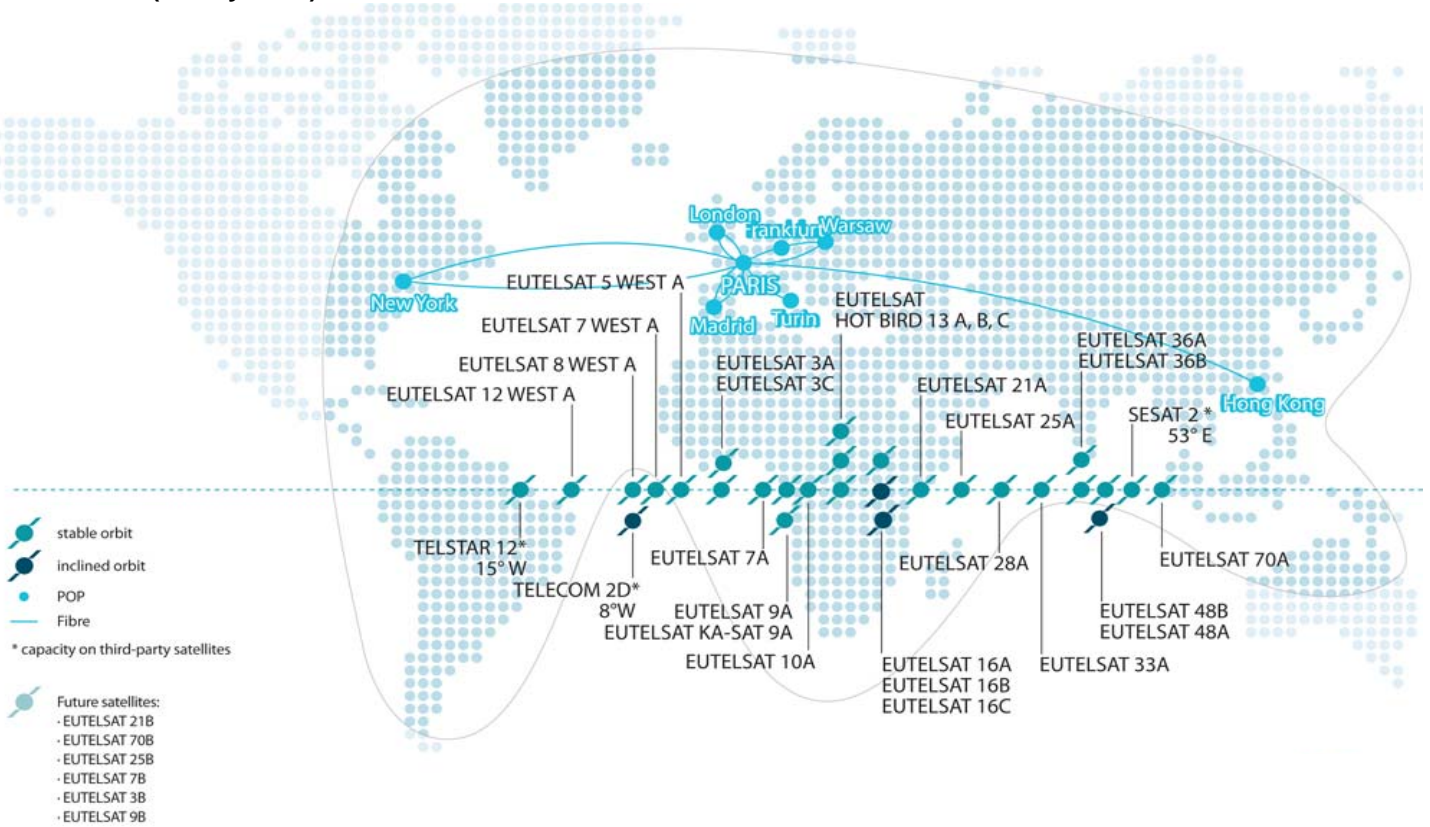
Multi-usage activity includes short-term contracts with governments and administrations that source satellite capacity from commercial operators to meet specific needs in certain regions.

- Multi-usage represents 12.5% of Eutelsat activity at 31 December 2011.
- Eutelsat's satellites are particularly well-placed to respond to demand for coverage in regions including Central Asia and the Middle East and to provide connectivity to Europe.





In-orbit resources (at May 2012)

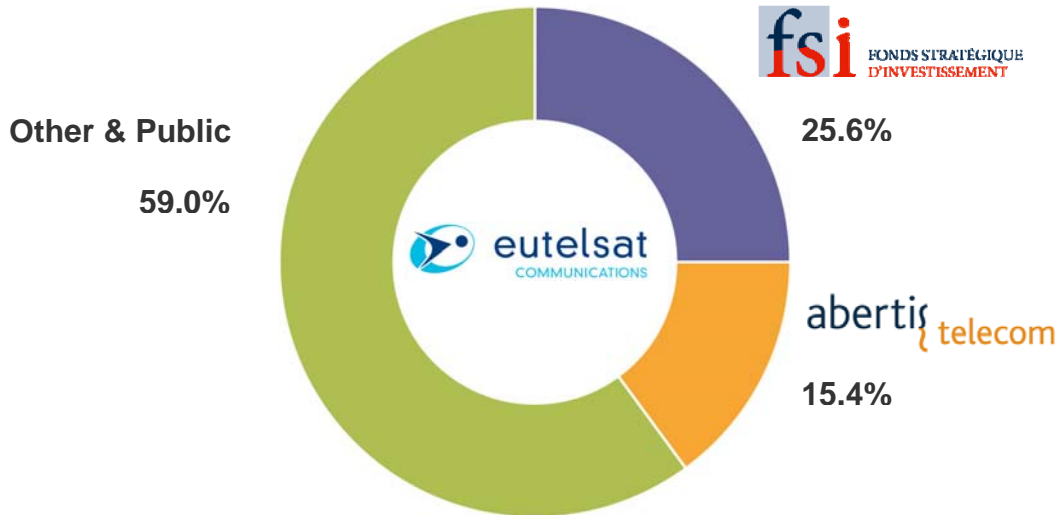


Satellites to launch

	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 Italy, Germany, Greece, Nordic/Baltic regions	H2 2014	66 Ku-band Hosting the 1st data relay payload for the European Data Relay Satellite System (EDRS)

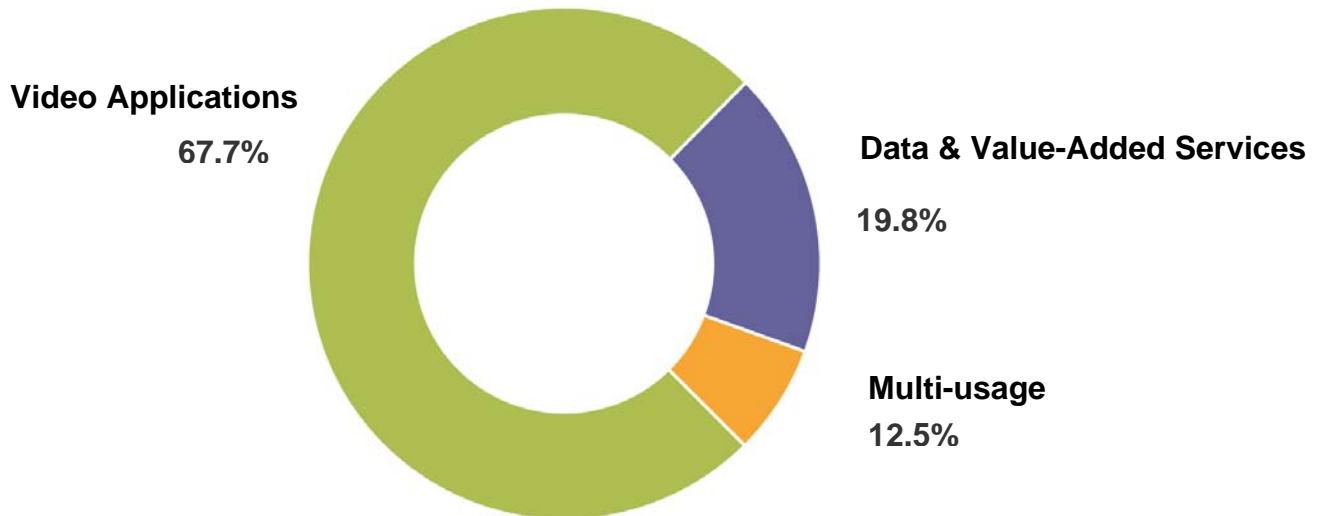


Capital structure of Eutelsat Communications



Revenue breakdown

Half-year revenue breakdown by application (at 31 December 2011)



Download the Eutelsat App for more information



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