

The image is a composite background. The left side shows a satellite, Eutelsat 115 West B, in space. The satellite has a central body with various instruments and two long, rectangular solar panel arrays extending outwards. It is positioned above the Earth's horizon, which shows clouds and landmasses. The right side of the image is a solid blue vertical band. The bottom right corner shows the Eutelsat logo and name.

EUTELSAT 115 WEST B POWERING THE FUTURE

February 2015

OVERVIEW



Patricio Northland
CEO, Eutelsat Americas

"The launch of the next-generation EUTELSAT 115 West B satellite is a milestone that will position us as a major satellite operator across the continent. It will transform the 114.9° West orbital position that is already a neighbourhood of choice for fast-growing high-speed data and mobility markets in North and South America."

OVERVIEW



- ✓ **Eutelsat at a glance**
- ✓ EUTELSAT 115 West B: Powering the future
- ✓ Commitment to the region

EUTELSAT AT A GLANCE



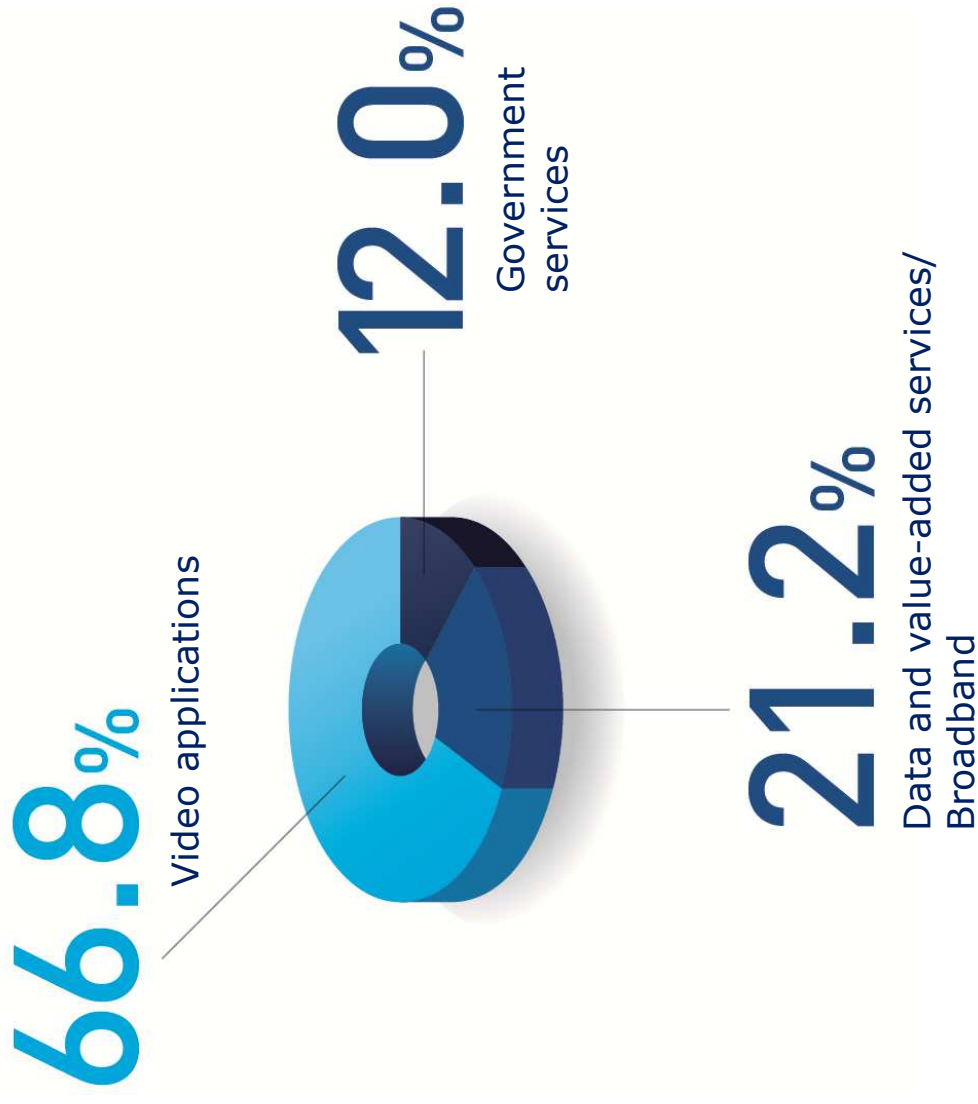
Taking you above and beyond

- ✓ One of the world's leading satellite operators
- ✓ Over 30 years of experience
- ✓ 34 satellites providing global reach
- ✓ 7 satellites* to launch by 2017 to serve high-growth markets
- ✓ Strong mix of video, data and broadband services
- ✓ An international company uniting 1,000 skilled professionals from 32 countries
- ✓ €1.35 billion consolidated revenues to 30 June 2014 (+5.0%)**

*6 fully owned, 1 in partnership with RSCC

**includes 6 months of Satmex operations (now Eutelsat Americas), for the year ended 30 June 2014

A BALANCED BUSINESS PORTFOLIO



- Operating +1,000 transponders
- Broadcast and broadband account for almost 90% of Group activity
- Group backlog* of €6.4 billion
- Video remains the largest contributor to backlog (84%)

As a % of Eutelsat Communications Full-year revenues at 30 June 2014 (excluding non-recurring and other revenues)

** Situation 30 June 2014*

PURSuing A FAR-REACHING IN-ORBIT EXPANSION PROGRAMME

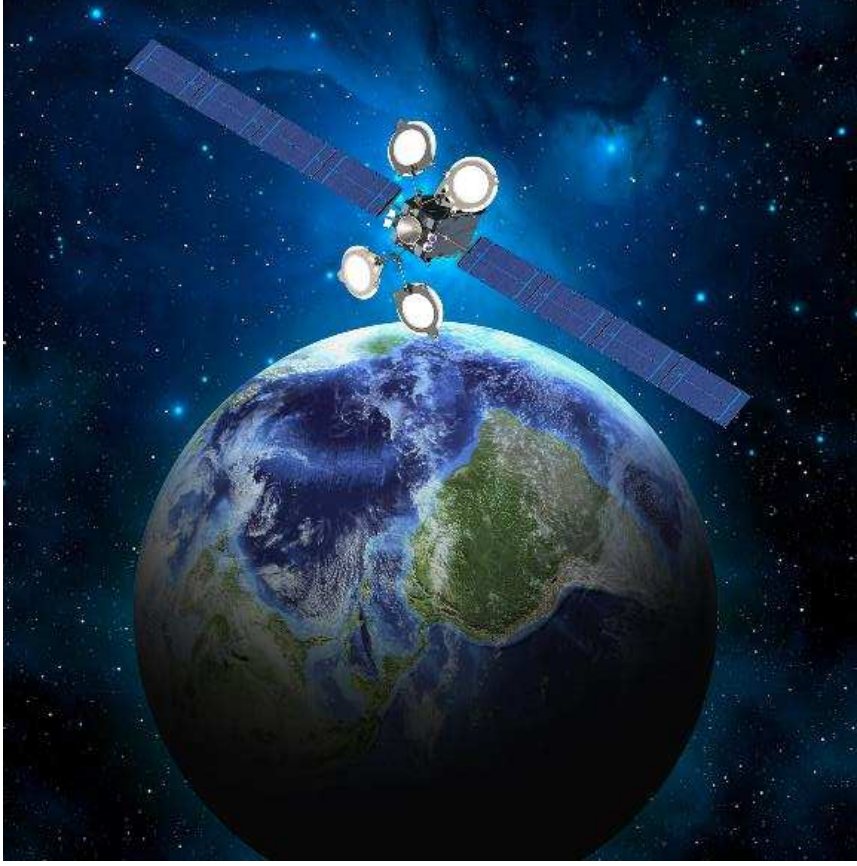


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EUTELSAT 115 WEST B: POWERING THE FUTURE

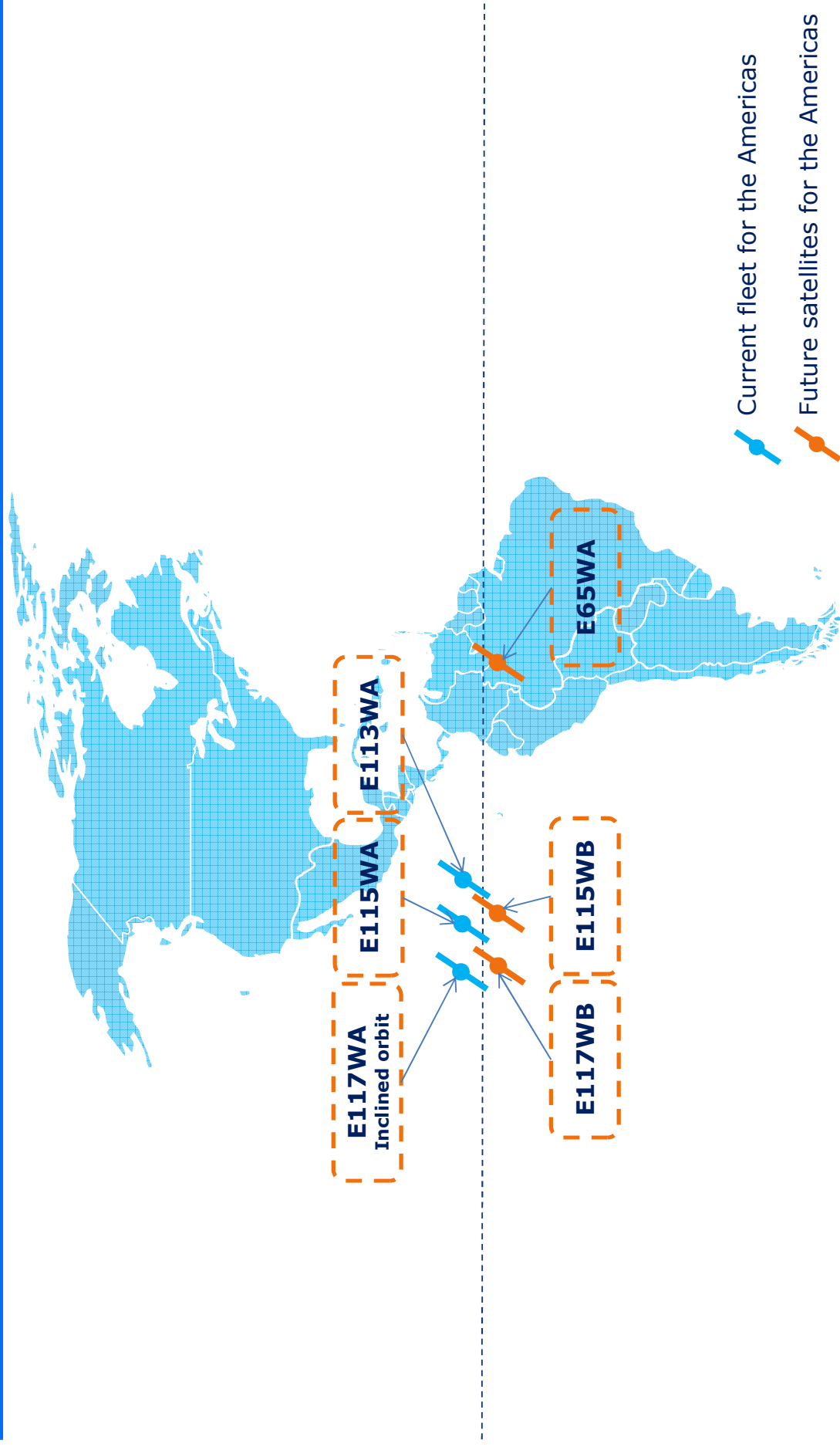


- ✓ Prime contractor: Boeing Defense and Space
- ✓ Launcher: SpaceX Falcon 9, scheduled for Q1 2015
- ✓ Location: 114.9°W for service continuity and expansion
- ✓ A next generation satellite
 - First all-electric satellite of our fleet (orbit raising and station-keeping)
 - Better performance = More efficient solutions for our customers
- ✓ Mainly focused on Data Services
 - Broadband Access
 - Enterprise Data
 - Cellular Backhaul
 - Government Initiatives
 - VSAT solutions

TRANSFORMING OUR PAN-AMERICAN FOOTPRINT

- ✓ EUTELSAT 115 West B will renew resources at 114.9° West by providing 12 (24 TPE*) transponders in C-Band and 34 (41.5 TPE*) transponders in Ku-Band, replacing EUTELSAT 115 West A's inclined orbit capacity and increasing Ku capacity by over 70%.
- ✓ First of three satellites that will transform Eutelsat's response to markets in the Americas by extending coverage to the whole continent.
- ✓ Will be followed into orbit later this year by EUTELSAT 117 West B and in 2016 by EUTELSAT 65 West A.
- ✓ Three investments designed to position Eutelsat as a major operator across the continent, reflecting its strategy to expand in high growth markets.

TRANSFORMING OUR PAN-AMERICAN FOOTPRINT

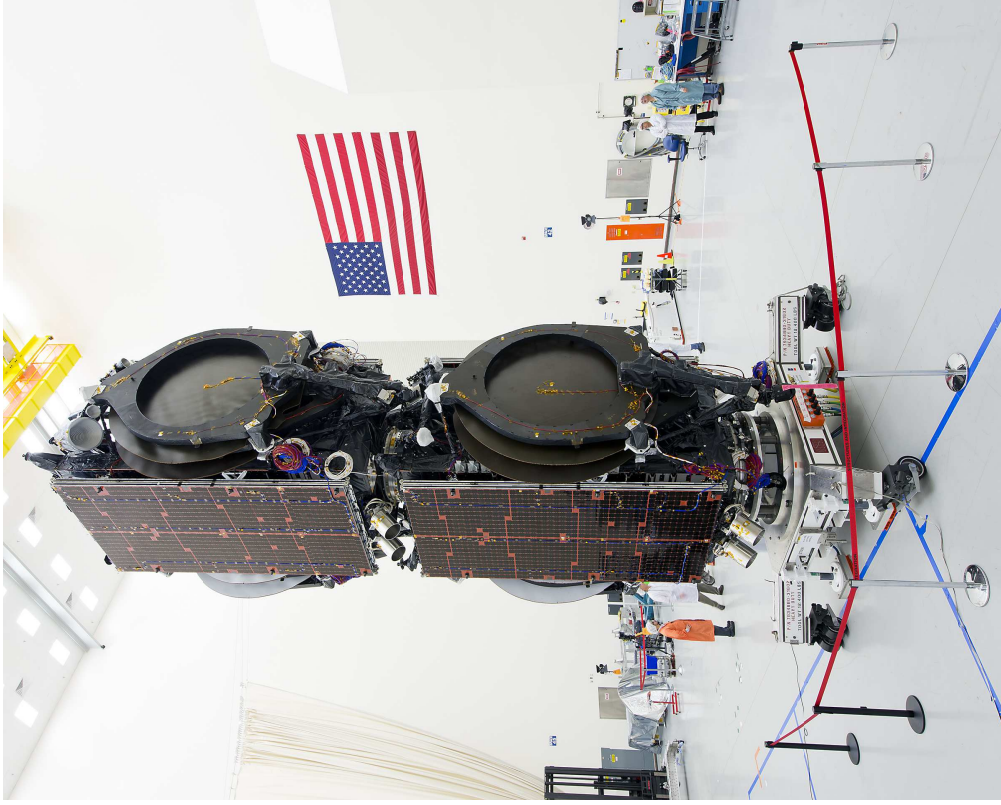


CAPTURING DIGITAL GROWTH

- Investments designed to capture growth of digital services across the region



EUTELSAT 115 WEST B: POWERING THE FUTURE



EUTELSAT 115 West B stacked with its co-passenger

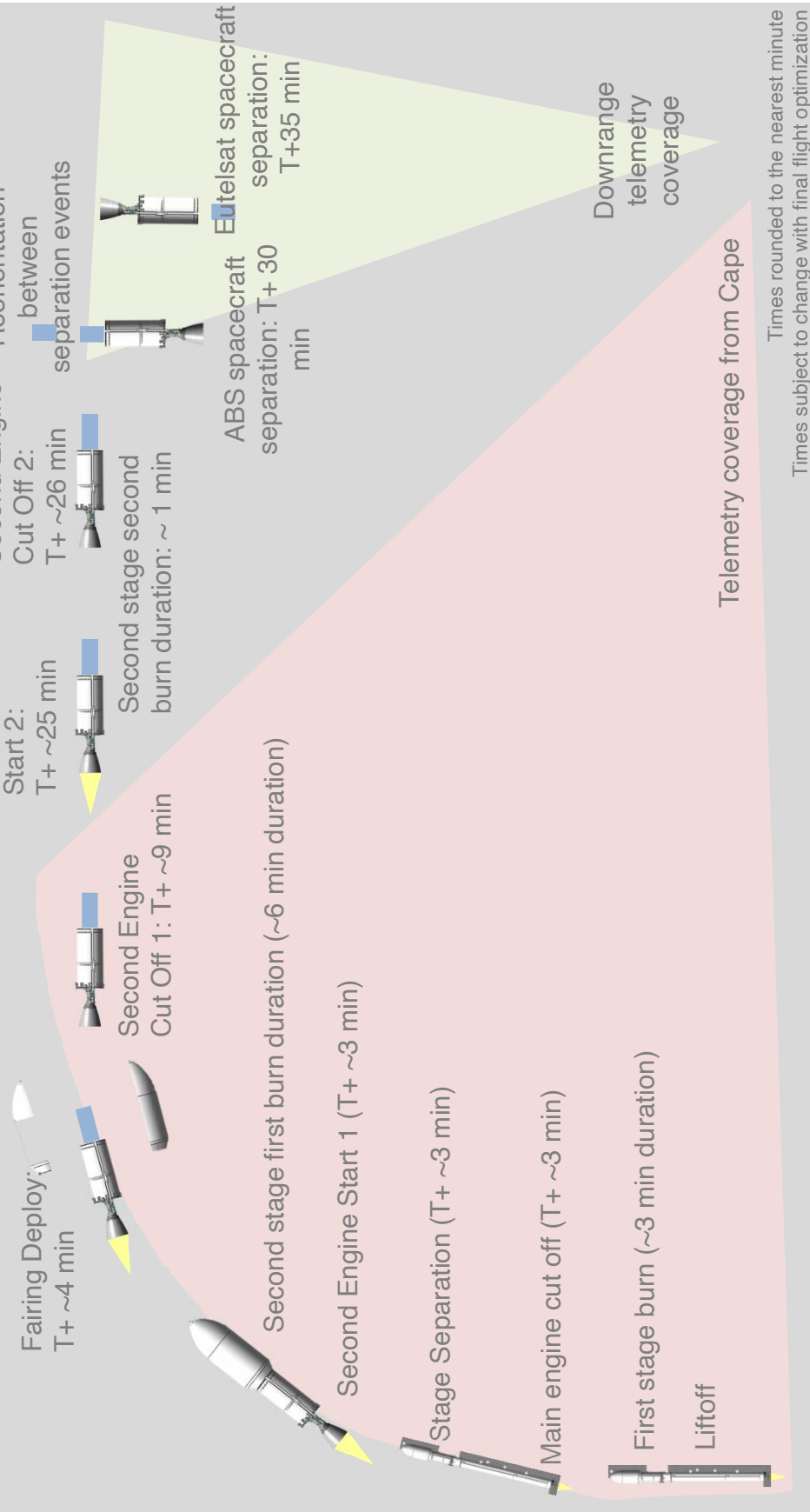
Photo: Boeing

EUTELSAT 115 West B is part of a groundbreaking procurement agreement involving the manufacture and delivery of four all-electric satellites featuring a revolutionary design that significantly reduces launch mass while keeping payload performance.

EUTELSAT 115 West B and its co-passenger will be the first-ever all-electric propulsion satellites to enter service

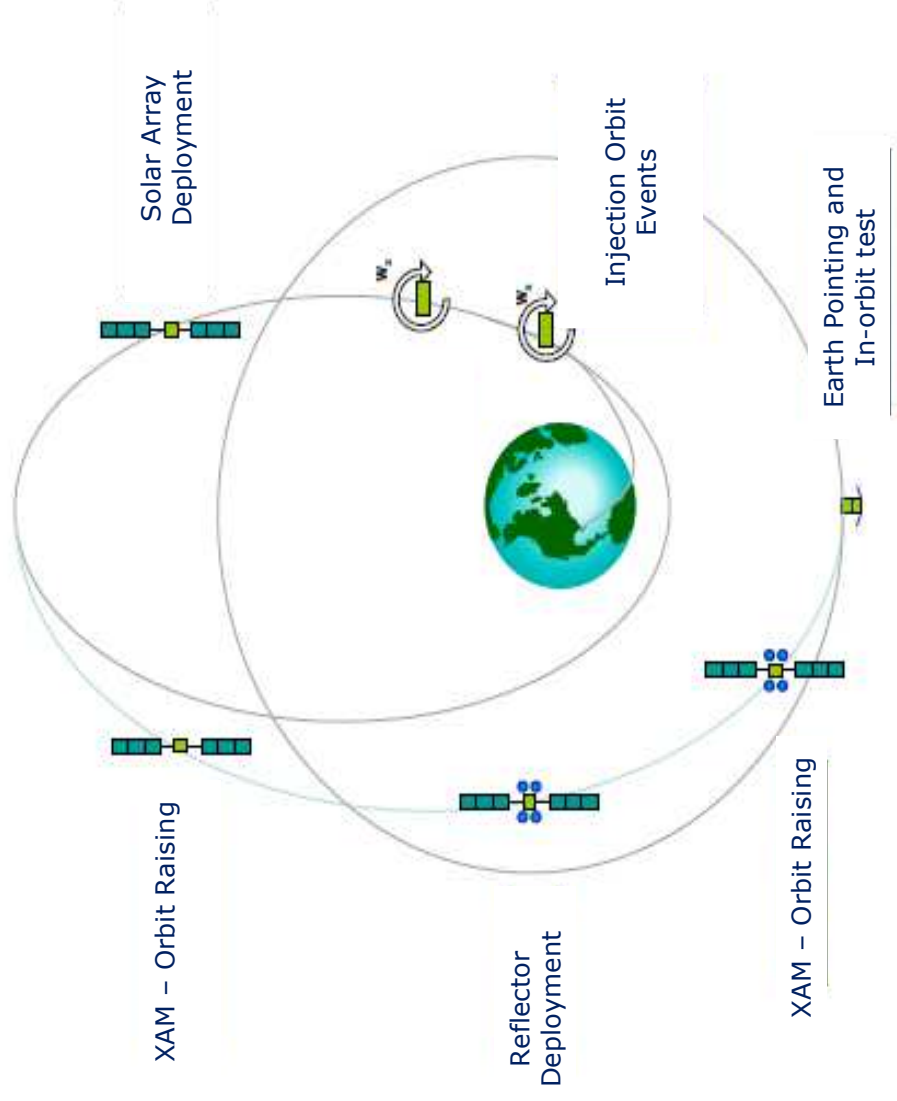
PIONEERING ELECTRIC PROPULSION FOR IN-ORBIT RAISING

Mission overview: Falcon 9 launch



PIONEERING ELECTRIC PROPULSION FOR IN-ORBIT RAISING

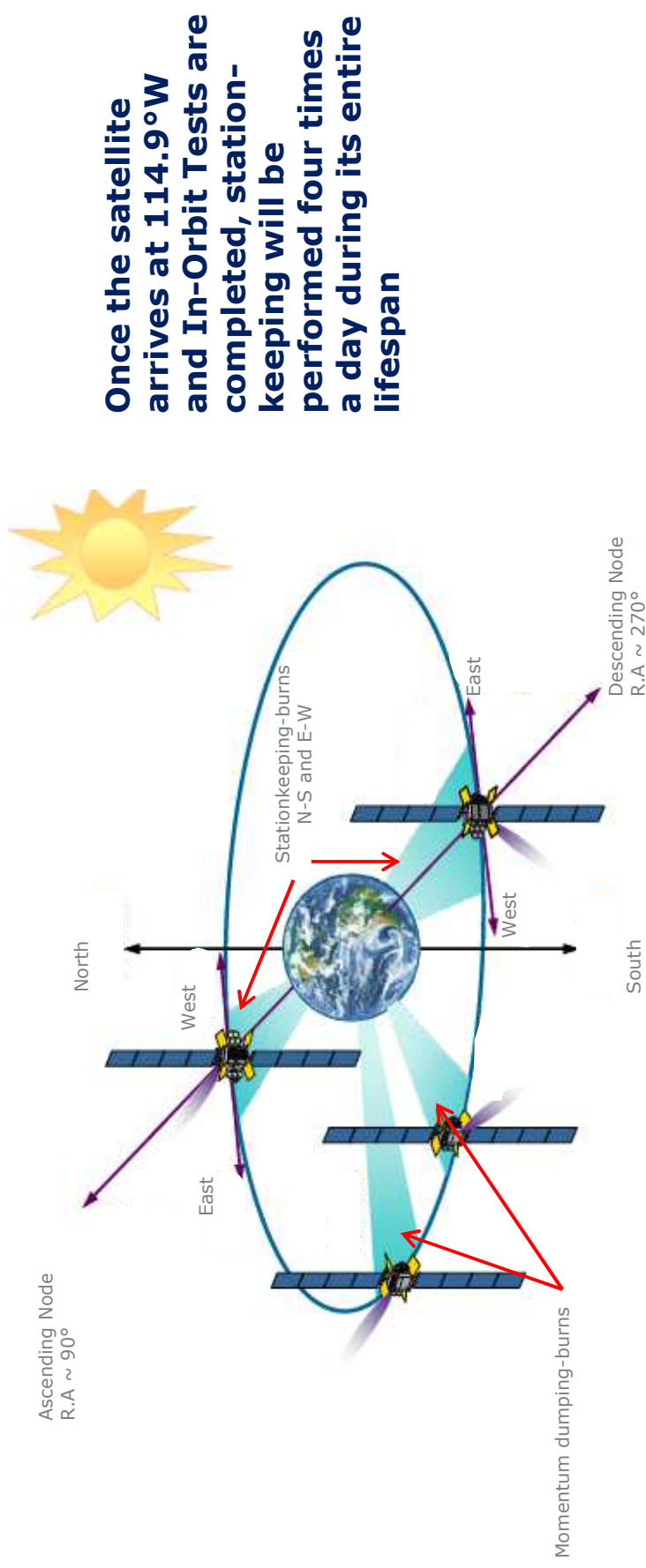
✓ Mission overview: All-electric orbit raising (~8 months)



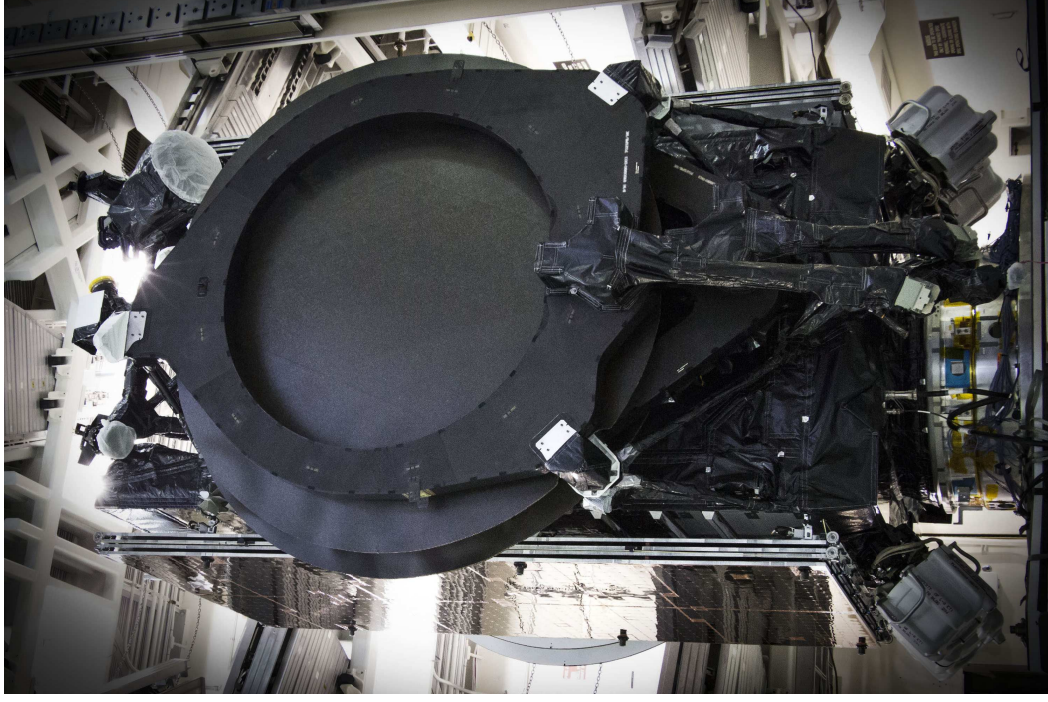
In orbit tests for c. 15 days after orbit raising is completed

ELECTRIC PROPULSION FOR STATION-KEEPING

Mission overview: XIPS 702SP standard station-keeping



EUTELSAT 115 WEST B: ENTERING NEW MARKETS



Entering new markets

- Alaska (C-Band)
- Canada (Ku-Band)

Strengthening Eutelsat Americas' position across the continent

- Optimized regional beams (Ku1 Mexico, Ku3 South America, semi-hemi C-Band)

C AND KU-BAND PAYLOAD, UNPRECEDENTED COVERAGE

✓ Ku-Band: Efficient performance to maximize throughput

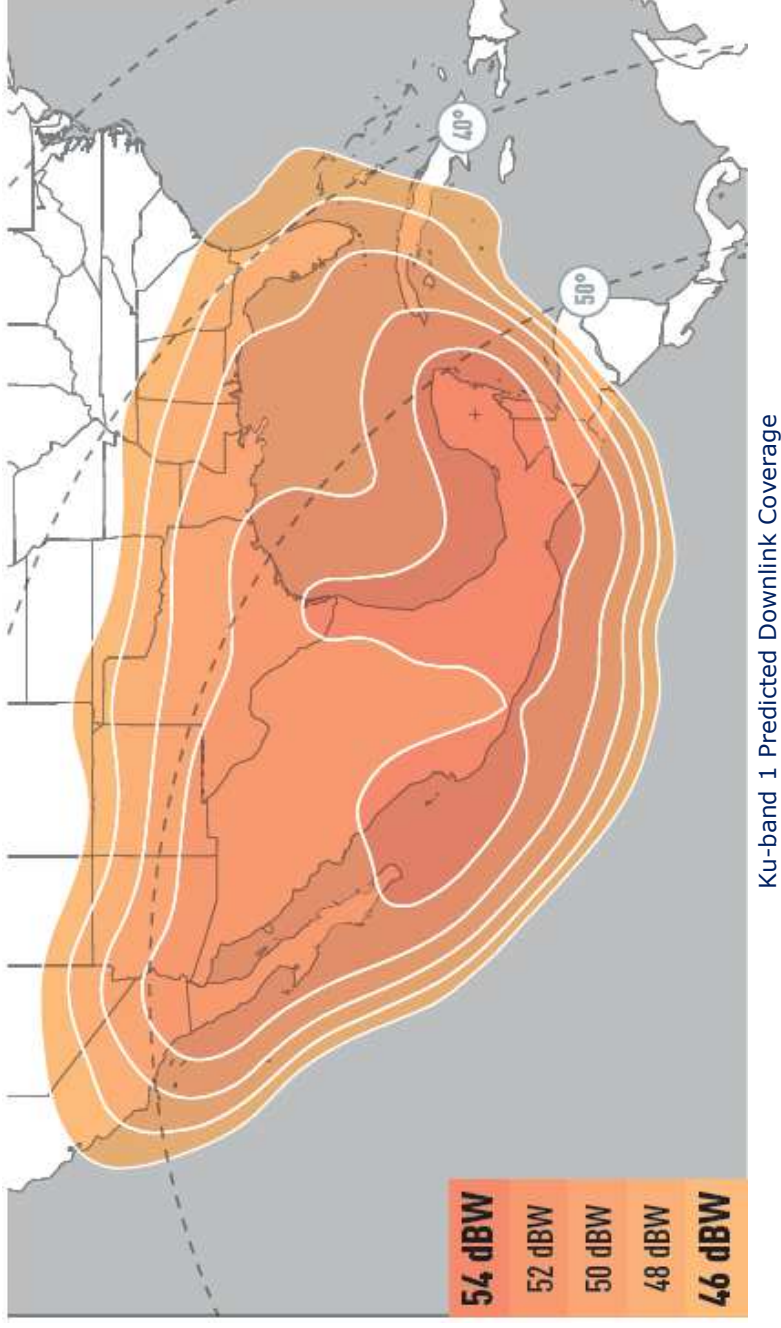
- Downlink of up to 34 (41.5 TPE*) transponders connected to 3 fixed beams covering the Americas, from Alaska to Patagonia
- Frequency reuse to maximize capacity between Canada and South America
- EIRP levels of more than 52 dBW in target areas

✓ C-Band: High availability to ensure optimal performance

- Downlink of up to 12 (24 TPE*) transponders connected to a single beam with groundbreaking coverage from Alaska to Peru
- Unprecedented coverage over Alaska

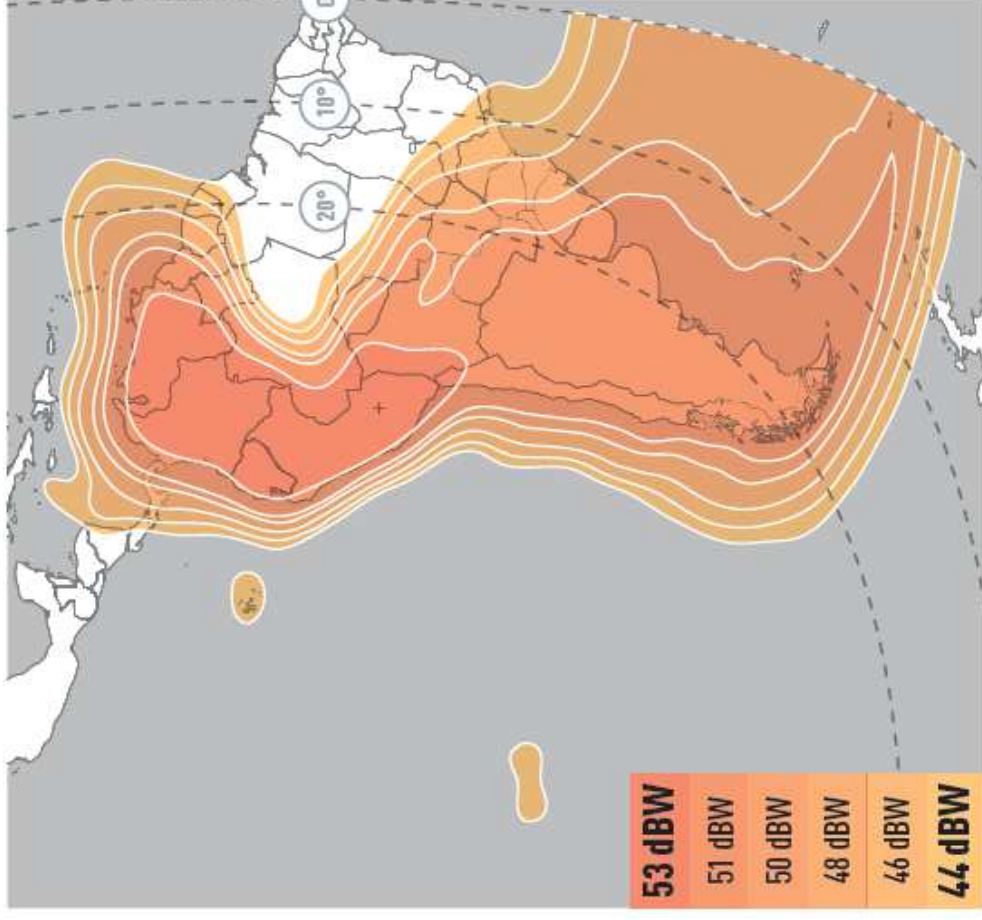
*36 MHz Transponder Equivalent

KU-BAND DOWNLINK UP TO 41.5 (36 MHZ EQUIVALENT) TRANSPONDERS



- Uniform EIRP levels of 53 dBW over Mexico
- Ideally suited for broadband, government connectivity initiatives and corporate networks

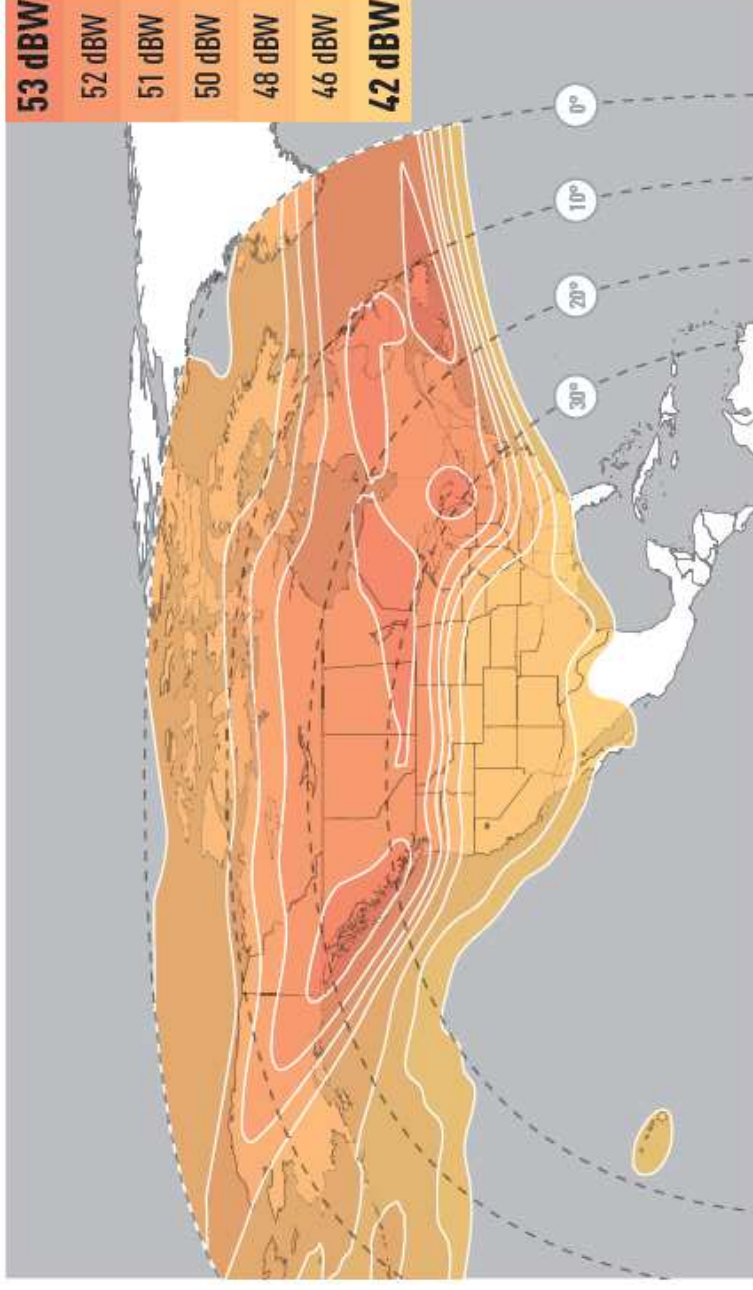
KU-BAND DOWNLINK UP TO 40 (36 MHZ EQUIVALENT) TRANSPONDERS



Ku-band 3 South American Predicted Downlink Coverage

- Uniform EIRP levels of 52 dBW over the Andean region and South Cone.
- High powered beam delivering maximum throughput for broadband.
- Strong contribution to narrowing digital divide in countries with mountainous terrain.

KU-BAND DOWNLINK UP TO 40 (36 MHZ EQUIVALENT) TRANSPONDERS



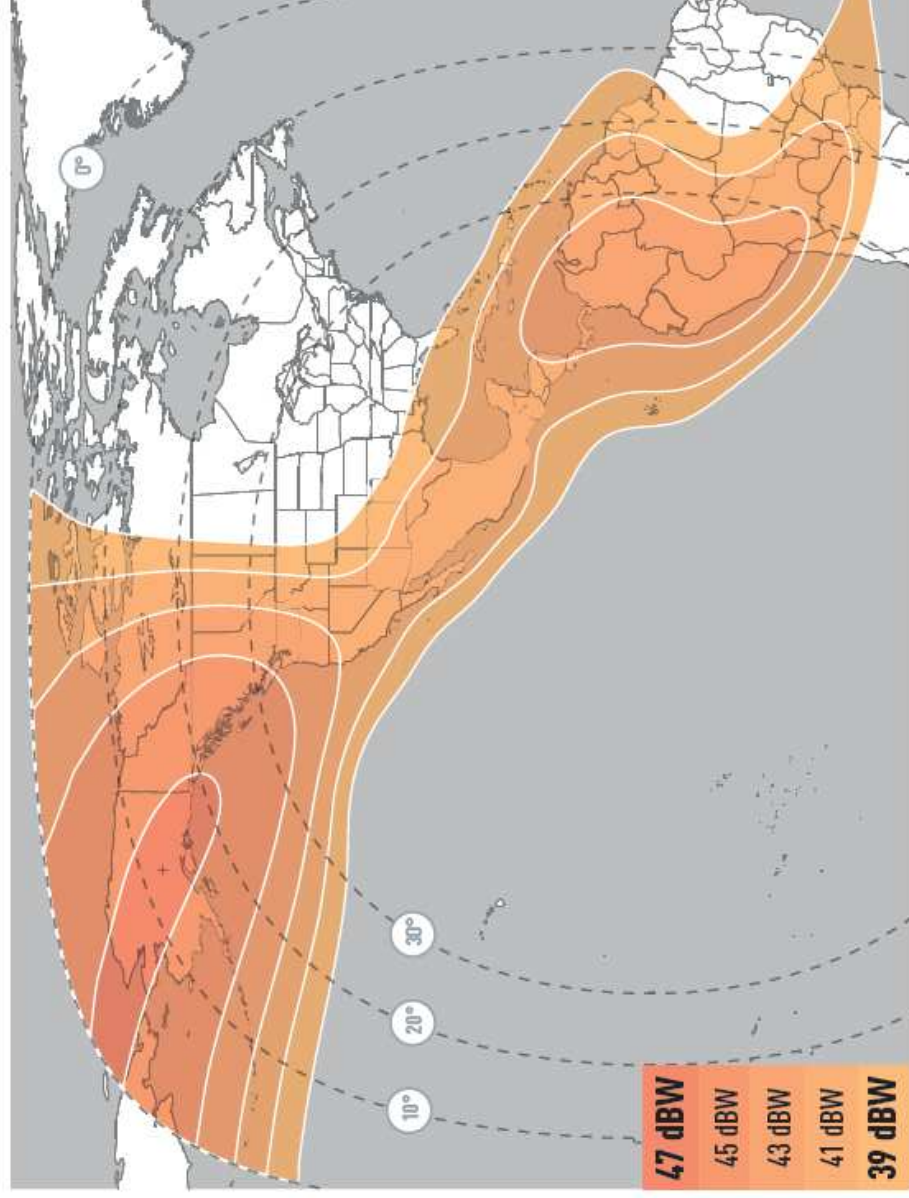
Ku-band 4 North American Predicted Downlink Coverage

- Uniform EIRP levels of 51 dBW over Canada and 53 dBW over the main urban areas.
- Ideally suited for DTH, mobility and corporate networks.

KU-BAND EFFICIENT PERFORMANCE FOR HIGH THROUGHPUT

Coverage	Applications	Customer Profiles
Regional coverage Canada/Mexico/South America	Data Broadband Mobility Cellular backhaul & trunking Government	ISPs Aeronautical, Maritime, Oil & Gas Telecom operators Government agencies, Social connectivity projects
	Video Occasional Use DTH/DTT	News, sports and entertainment Broadcasters

C-BAND DOWNLINK UP TO 24 (36 MHZ EQUIVALENT) TRANSPONDERS



C-band Pan-American Predicted Downlink Coverage

Hot spot of 46 dBW over Alaska and EIRP levels of 44 dBW over Colombia, Ecuador and Peru

Ideally suited for video distribution, mobility, cellular backhaul & trunking and government services

C-BAND HIGH AVAILABILITY FOR OPTIMAL PERFORMANCE

Coverage	Applications	Customer Profiles
Semi-Hemispheric From Alaska to Peru	Data Mobility Cellular backhaul & trunking Government Video Occasional Use Distribution services	Maritime Telecom operators Government agencies News, sports and entertainment Broadcasters

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SOCIAL CONNECTIVITY PROJECTS



*High throughput
levels mean more
Mbps for the
same amount of
MHz*

✓ The high performance of the Eutelsat satellite fleet has allowed for great success with government programs for social connectivity

✓ Highest throughput levels allow customers to optimize bandwidth. We offer more Mbps for the same amount of MHz.

✓ Networks over Colombia, Ecuador and Mexico selected our beams over other satellites in region

SOCIAL CONNECTIVITY PROJECTS

