



FIRST QUARTER 2023-24 REVENUES

26 October 2023

Key Events



Highlights



- ✓ Operating Verticals down -2.4% like-for-like on a year-on-year basis, up +2.9% on a sequential basis¹
- ✓ Continued robust double-digit growth in Mobile Connectivity on the back of strong commercial momentum
- ✓ Commercialization of the final beam of EUTELSAT QUANTUM. All of the satellite's capacity is now commercialized, just 18 months following its entry into service
- ✓ Successful entry into service of the EUTELSAT KONNECT VHTS satellite, driving connectivity growth with 500 Gbps of incremental capacity and firm commitments totalling c.€450m
- ✓ Eutelsat/OneWeb combination project approved on 28 September 2023
- ✓ Further strong commercial momentum at OneWeb; backlog close to \$1.0bn, up 66% year-on-year
- ✓ All financial objectives for Eutelsat Group are confirmed; they replace Eutelsat standalone objectives

Record commercial performance by EUTELSAT QUANTUM



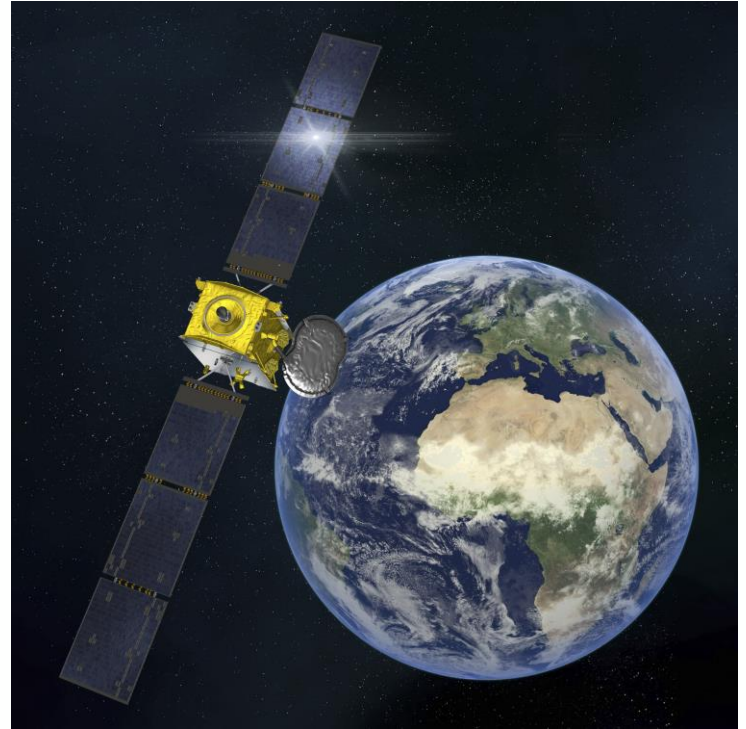
EUTELSAT QUANTUM fully commercialized

Software-defined satellite with real-time adaptability to address customers' business needs, including in-orbit full reconfiguration and beam customization

Final beam commercialized in the summer of 2023

All of the satellite's capacity is now commercialized, just 18 months after its entry into service, a record ramp-up for a fully incremental satellite

A **balanced commercial profile**, with four beams serving Government Services and four in Mobility



EUTELSAT QUANTUM

Successful entry into service of EUTELSAT KONNECT VHTS

Driving connectivity growth



KONNECT VHTS

Most advanced very high-throughput satellite (VHTS) system to support the development of our European Connectivity businesses

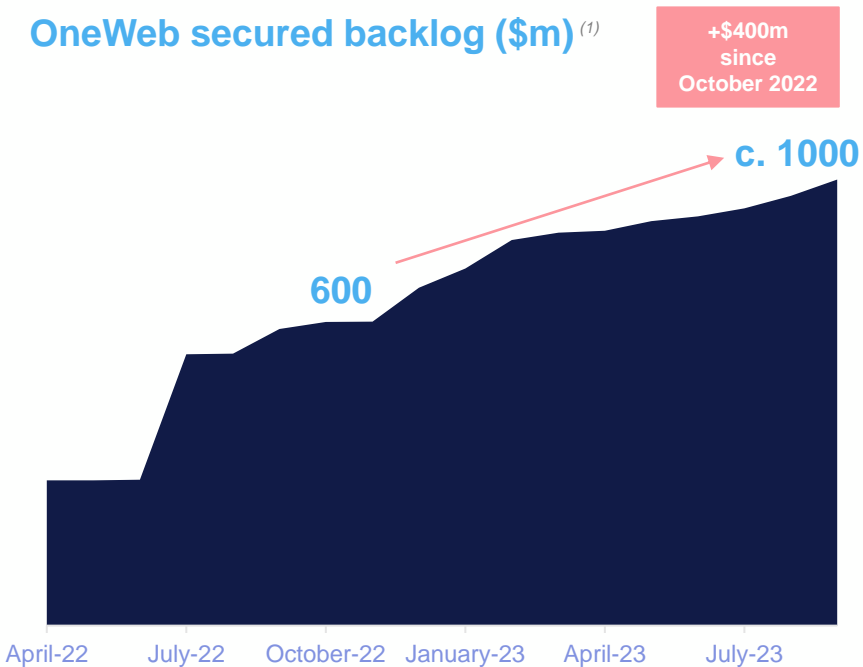
With a Ka-band **incremental capacity of 500 Gbps**, making it the largest ever European geostationary satellite

Embarking the **most powerful on-board digital processor ever put in orbit**, offering capacity allocation flexibility, optimal spectrum use, and progressive ground network deployment

c. €450m of firm pre-commitments, namely from Orange, Telecom Italia and Thales Alenia Space, underpinning revenue growth objectives in the coming years

Eutelsat / OneWeb Combination is now live

OneWeb secured backlog (\$m) ⁽¹⁾



(1) Including the \$275m Take-or-Pay Agreement with Eutelsat.



Approval of the combination on 28 September 2023



Strong synergy potential to be tapped from Day 1



Continued commercial momentum for LEO-based connectivity solutions



On track to reach global coverage by year-end



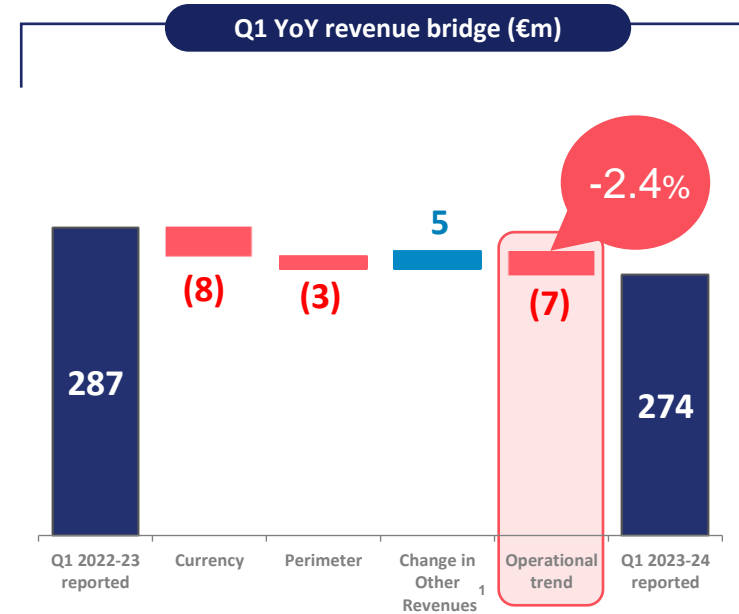
Already generating revenues across several verticals, such as Data and Government

Operational performance











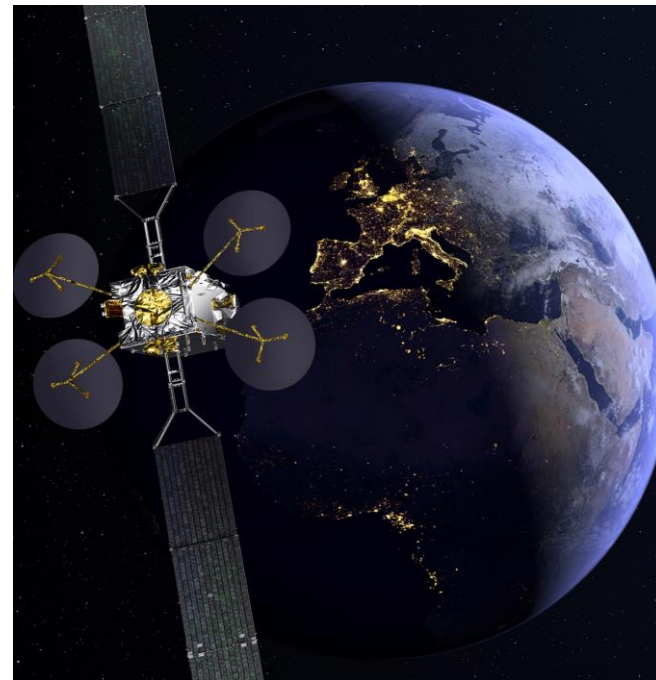
First Quarter 2023-24 revenues

- ▶ Total revenues of €274m, down -0.8% like-for-like
- ▶ Negative currency effect
 - €/\$ rate of 1.09 vs 1.02 last year
- ▶ Positive swing of €5m in 'Other Revenues'
 - Of which €5m related to hedging
- ▶ Revenues of the Operating Verticals down 2.4% like-for-like YoY



Q1 revenues by application

	REVENUE CONTRIBUTION ¹	REVENUES (€m)	LIKE-FOR-LIKE ² YOY CHANGE
 VIDEO		164	-9.5%
 GOVERNMENT SERVICES		34	+1.1%
 MOBILE CONNECTIVITY		35	+44.1%
 FIXED CONNECTIVITY		40	-2.6%
TOTAL OPERATING VERTICALS		273	-2.4%
OTHER REVENUES		2	€5m³

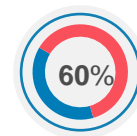


¹ Share of each application as a percentage of total revenues excluding "Other Revenues".

² Change at constant currency. The variation is calculated as follows: i) Q1 2023-24 USD revenues are converted at Q1 2022-23 rates; ii) the contribution of BigBlu retail broadband operations from 1st July 2022 to 30 September 2022 is excluded from Q1 2022-23 revenues; iii) Hedging revenues are excluded.

³ Of which €5m related to hedging revenues.

Video



▶ Q1 revenues of €164m, down 9.5% YoY like-for-like¹

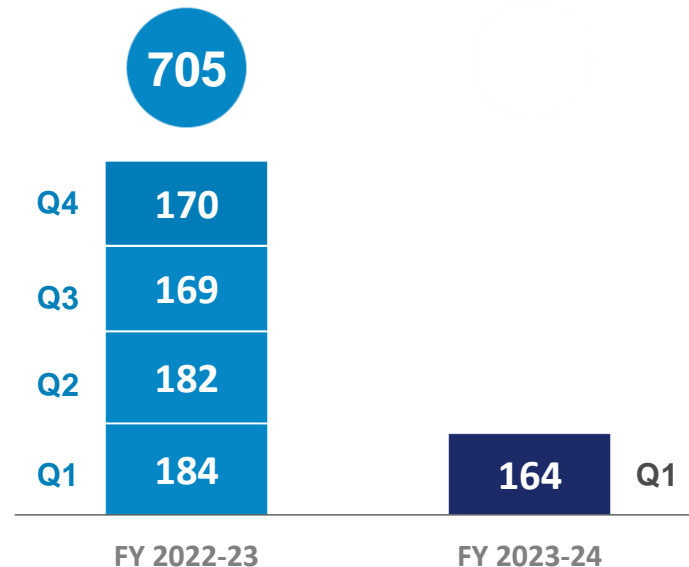
- Impact of the early non-renewal of the Digitürk contract from mid-November 2022
- Effect of sanctions against certain Russian and Iranian channels
- Lower occasional use in Professional video

▶ Revenues down 3.4% QoQ

- Lower revenues in Europe

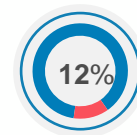
▶ Over the Full-Year, mid-single digit decline

- Excluding the effect of Russian and Iranian sanctions, embarked for a full 12 months vs six months in FY 2022-23



¹ At constant currency and perimeter

Government Services



▶ **Q1 revenues of €34m, up 1.1% YoY like-for-like¹**

- Contribution of the EGNOS GEO-4 contract on HOTBIRD 13G

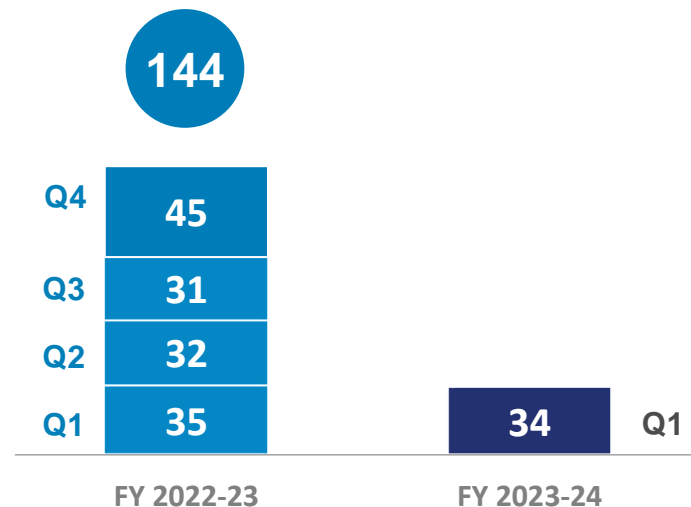
▶ **Revenues down 25.2% QoQ**

- One-off contract of €14m with the German space agency, DLR, booked in Q4 FY 2022-23

▶ **Excluding this impact, +9.5% QoQ like-for-like**

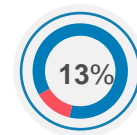
- Increasing traction with European customers

▶ **Over the Full Year, revenues will benefit from the EGNOS GEO-4 contract, set to generate €100m in revenues over 15 years**



¹ At constant currency and perimeter

Mobile connectivity



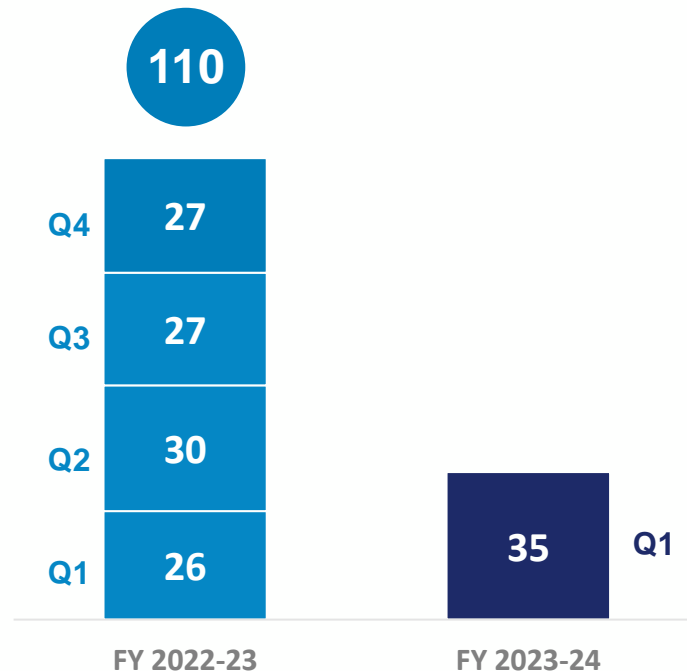
▶ Q1 revenues of €35m, up 44.1% YoY like-for-like¹

- Commercialization of the final beam on EUTELSAT QUANTUM for a maritime mobility client
- Entry into service of EUTELSAT 10B, with significant pre-commitments and recent deals, especially in Maritime, such as the multi-year, multi-million contract with Marlink

▶ Revenues up by 29.8% QoQ

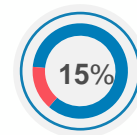
▶ Double-digit growth expected over FY 2023-24

- Strong demand for both GEO and LEO based connectivity solutions



¹ At constant currency and perimeter

Fixed connectivity



► Q1 revenues of €40m, down 2.6% YoY like-for-like¹

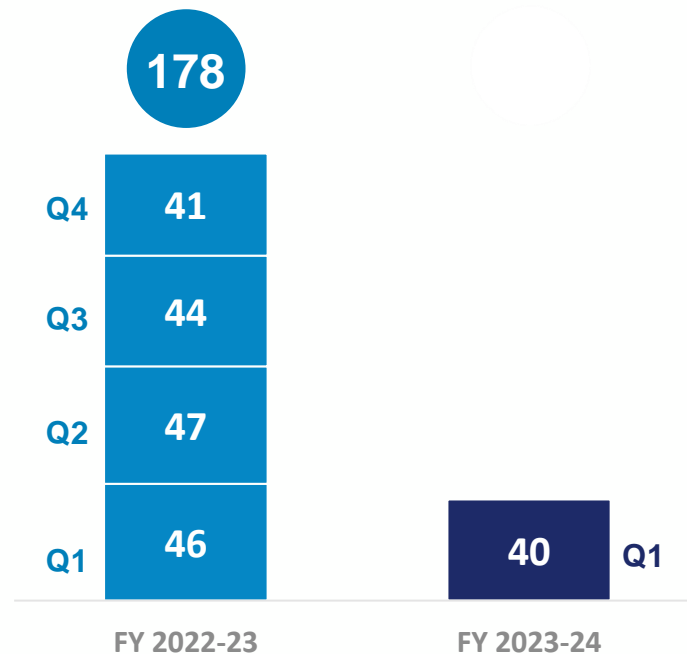
- Wholesale agreements with Orange, TIM, Hispasat and Swisscom fully embarked

► Revenues up by 6.5% QoQ

- Resale of OneWeb capacity for data usages in Alaska

► Set to deliver double-digit growth over the Full Year

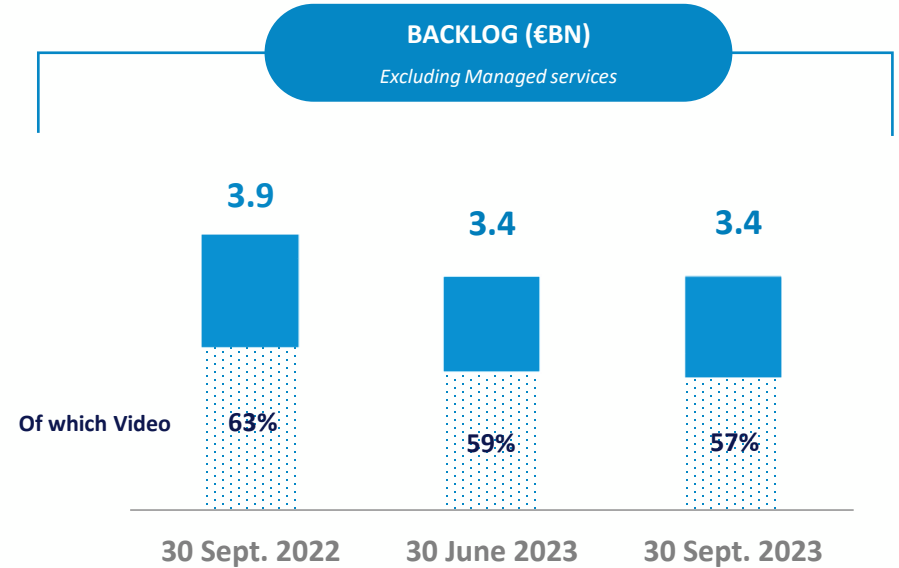
- Entry into service of KONNECT VHTS
- Contribution from LEO connectivity offers



¹ At constant currency and perimeter

Backlog

- ▶ **Broadly stable versus end-June 2023**
- ▶ Consumption of the Video backlog, in the absence of major renewals, compensated by strong commercial momentum in Connectivity
- ▶ Representing 3.0 years of revenues
- ▶ **Video** accounting for **57% versus 63% a year ago**



Outlook



Eutelsat Group Financial Objectives confirmed



GROUP REVENUES

- ▶ Between €1.32-1.42bn in FY 2024,
- ▶ Between €1.55-1.75bn in FY 2025,
- ▶ Circa €2.0bn in FY 2027

ADJUSTED EBITDA

- ▶ Between €725-825m in FY 2024,
- ▶ Between €900m-1.1bn in FY 2025,
- ▶ Circa €1.4bn in FY 2027

CASH CAPEX



- ▶ €725-875m per annum on average, over the period FY 2024 to FY 2030, after synergies

LEVERAGE

- ▶ Medium-term net debt / EBITDA ratio of c. 3x

*Note: This outlook is based on a €/\$ rate assumption of 1.00 and current perimeter and on the nominal deployment plan outlined below.
It assumes no further material deterioration of revenues generated from Russian customers.*

Upcoming launches

	EUTELSAT 36D	FLEXSAT AMERICAS
Orbital Position	36° East	-
Approx. Entry into service date ¹	H2 2024	2026 (delivery)
Manufacturer		
Coverage	Africa, Russia, Europe, Middle East	Americas
Applications	Video Government	Connectivity
Total capacity (TPX ² /Spotbeams)	70 transponders in Ku-band UHF payload	Over 100 Gbps
o/w expansion ²	UHF payload	-

¹ Calendar year

² Excludes unannounced redeployments

Q&A

