



Full Year 2023-24 RESULTS

9 August 2024



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Agenda

- ▶ Key Events
- ▶ Operational Performance
- ▶ Financial Performance
- ▶ Outlook and Financial Objectives
- ▶ Summing Up



Highlights



- ▶ FY 2023-24 results in line with objectives¹ with Operating Vertical revenues of €1,268 million and adjusted EBITDA of €698m
- ▶ Eutelsat / OneWeb combination closed end-September 2023 creating the first GEO-LEO operator
- ▶ Growth in Connectivity thanks to acceleration of LEO revenues as well as incremental GEO capacity
- ▶ Robust commercial traction, notably with major, multi-application contract on OneWeb constellation with Intelsat.
- ▶ Operational successes including entry into service of KONNECT VHTS and EUTELSAT 10B, launch of EUTELSAT 36D, and completion of space-segment of OneWeb Constellation
- ▶ Successful refinancing of November 2025 EUTELSAT S.A. and RCF bond completed at the end of March with issuance of €600 million of senior notes, due 2029

¹ As a reminder, FY2023-24 objectives were updated in January as follows: i) Pro-forma with 12 months' OW figures; Based on a €/€ rate of 1.00; iii) Revenues was expected in a range of €1.25bn to €1.3bn; Adjusted EBITDA was expected in a range of €650m to €680m

FY 2023-24 objectives attained

	FY 2023-24	YoY Change		Reminder of FY 2023-24 Objectives
		Reported	Like-for-like	
P&L				
Total Revenues	€1,213m	+7.2%	+5.6% ¹	-
Operating Verticals Revenues	€1,209m	+6.5%	+5.9% ¹	-
Operating Verticals Revenues as per financial objectives²	€1,268m	-	-	€1.25bn to €1.3bn
Adjusted EBITDA	€719m	-12.9%		-
Adjusted EBITDA as per financial objectives²	€698m			€650m to €680m
CAPEX				
Cash Capex ³	€463m	-		€600m to €650m
Financial structure				
Net Debt / Adjusted EBITDA³	3.79x	+0.44 pt		3x in the medium term

¹ Unaudited change at constant currency and perimeter. The variation is calculated as follows: i) FY 2023-24 USD revenues are converted at FY 2022-23 rates; ii) the contribution of the BigBlu retail broadband operations from 1st July 2022 to 30 June 2023 is excluded from FY 2022-23 revenues iii) FY 2022-23 and FY 2023-24 revenues are restated to include the contribution of OneWeb as if the operation had been completed from July 1st, 2022; iv) Hedging revenues are excluded. ² Pro-forma with 12 months' OW figures and based on a €/€ rate of 1.00. ³ Alternative performance metrics. Please refer to Appendix 3 to the press release for more details.

Strong commercial momentum on

Major contracts boosting backlog

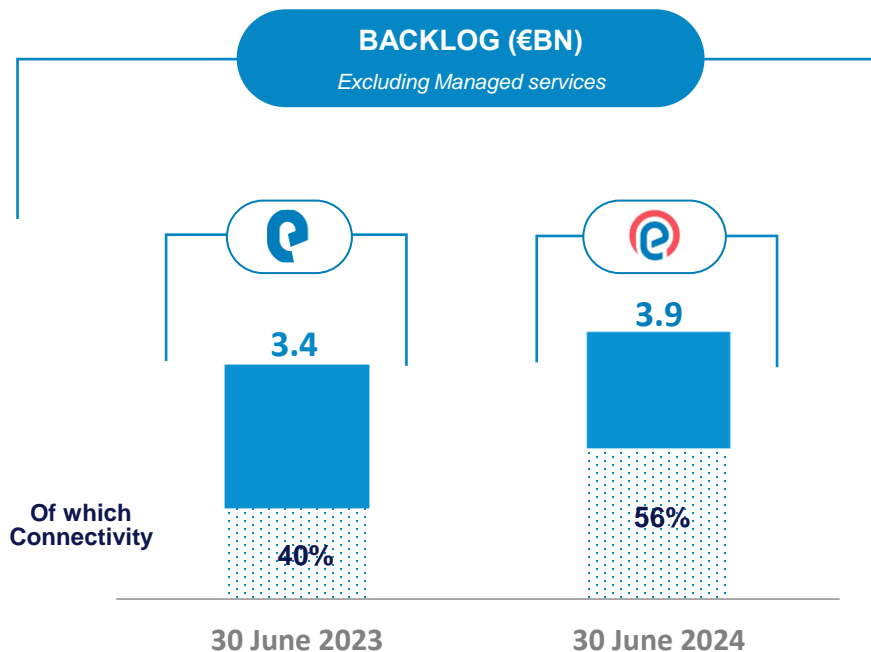


Reinforcing network of distributors



Growing Backlog

- ▶ Backlog at €3.9 billion on 30 June 2024 vs. €3.4bn in June 2023
- ▶ Representing 3.5 years of revenues
- ▶ Contribution of OneWeb offsetting the natural erosion of the backlog, especially in the Video segment
- ▶ Connectivity now accounting for 56% versus 40% a year ago, demonstrating momentum of telecom pivot

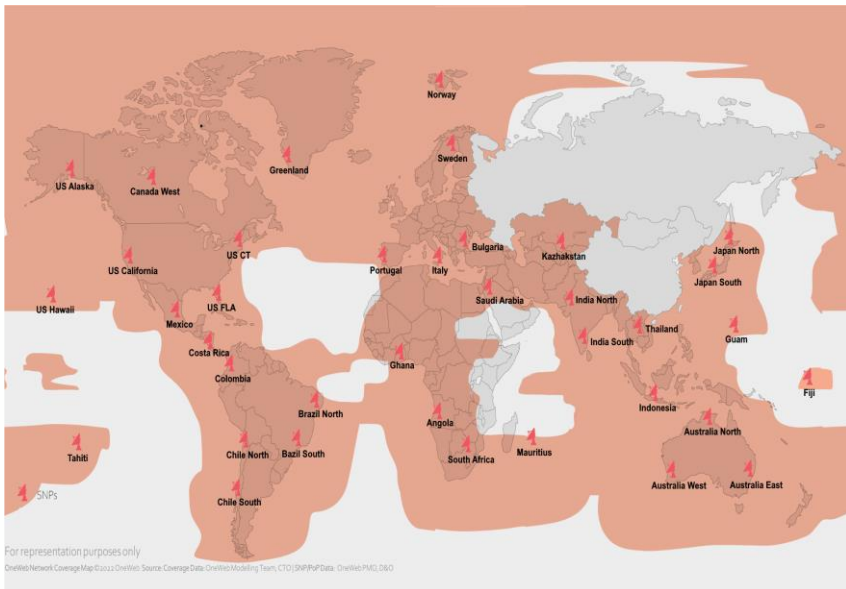


¹ Converted into Euros and excluding intercompany agreements

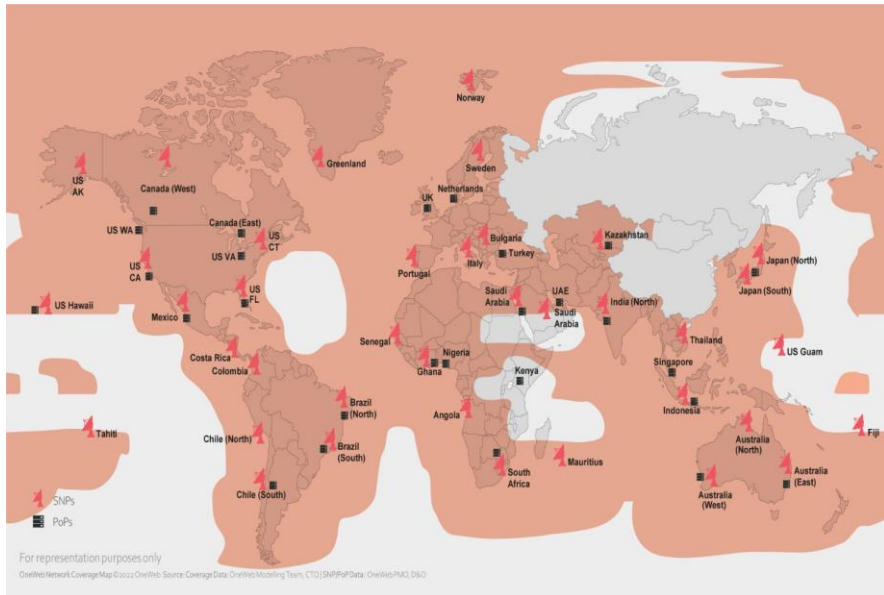
Network coverage on target

On track to 90% Global coverage by end of summer 2024

End-June 2024



End of Summer 2024 (E)



Operational performance



Note on FY 2023-24 presentation

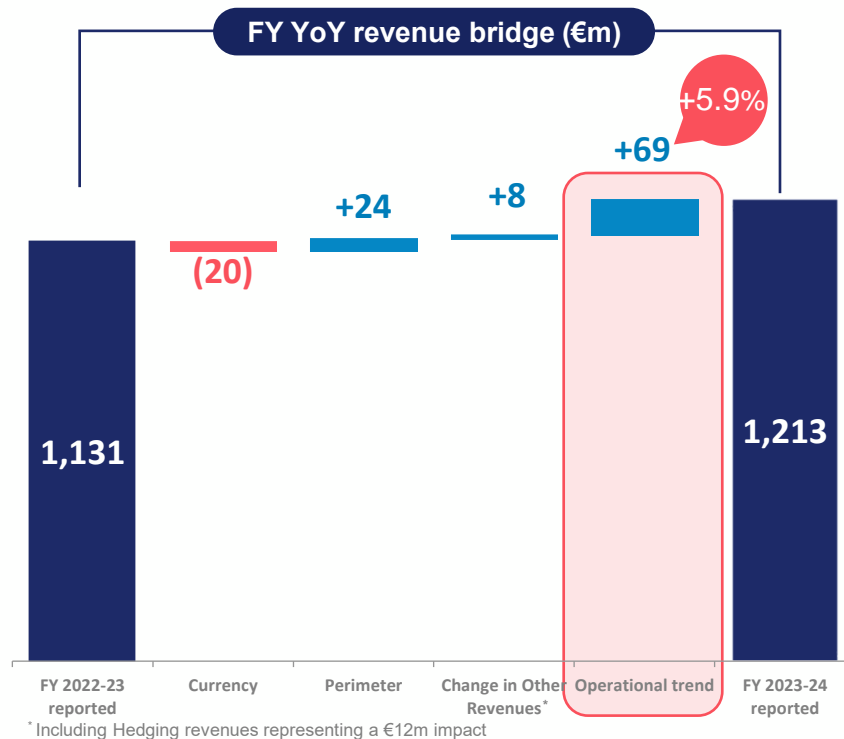
Reported indicators include OneWeb since October 1st 2023 (Operating revenues, Total revenues, Adjusted EBITDA, Financial result, Income Tax, Group Share of Net Income, Cash Capex, Net Debt, Net Debt/ Adjusted EBITDA, Backlog) and are compared to Eutelsat's reported FY 2022-23 performance on a standalone basis.

Revenue variations like-for-like are unaudited, and calculated as follows: i) FY 2023-24 USD revenues converted at FY 2022-23 rates; ii) the contribution of the BigBlu retail broadband operations from 1st July 2022 to 30 June 2023 is excluded from FY 2022-23 revenues iii) FY 2022-23 and FY 2023-24 revenues are restated to take into account the contribution of OneWeb as if the operation had been completed from July 1st 2022; iv) Hedging revenues are excluded.

FY revenues

- ▶ Total revenues of €1,213m, up +5.6% like-for-like
- ▶ Revenues of €1,268m as per per financial objectives¹
- ▶ Negative currency effect
 - €/\$ rate of 1.08 vs 1.04 last year
- ▶ Positive swing of €8.4m in 'Other Revenues'
 - Of which €12.1m related to hedging
- ▶ Revenues of the Operating Verticals up 5.9% like-for-like YoY

¹ i.e. Pro-forma with 12 months' OW figures and based on a €/\$ rate of 1.00

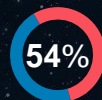


Revenues by verticals



VIDEO

REVENUE
CONTRIBUTION¹



REVENUES
(€m)

650.6

LIKE-FOR-LIKE²
YOY CHANGE

-6.8%



FIXED
CONNECTIVITY



234.1

+29.1%



GOVERNMENT
SERVICES

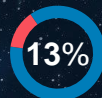


165.3

+5.0%



MOBILE
CONNECTIVITY



159.3

+49.3%

TOTAL OPERATING VERTICALS

1,209.4

+5.9%

OTHER REVENUES

3.7

+€8.4m³

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

² Change at constant currency and perimeter. The variation is calculated as follows: i) FY 2023-24 USD revenues are converted at FY 2022-23 rates; ii) the contribution of the BigBlu retail broadband operations from 1st July 2022 to 30 June 2023 is excluded from FY 2022-23 revenues iii) FY 2022-23 and FY 2023-24 revenues are restated to take into account the contribution of OneWeb as if the operation had been completed from July 1st 2022; iv) Hedging revenues are excluded.

³ Of which €12m related to hedging revenues.

Video

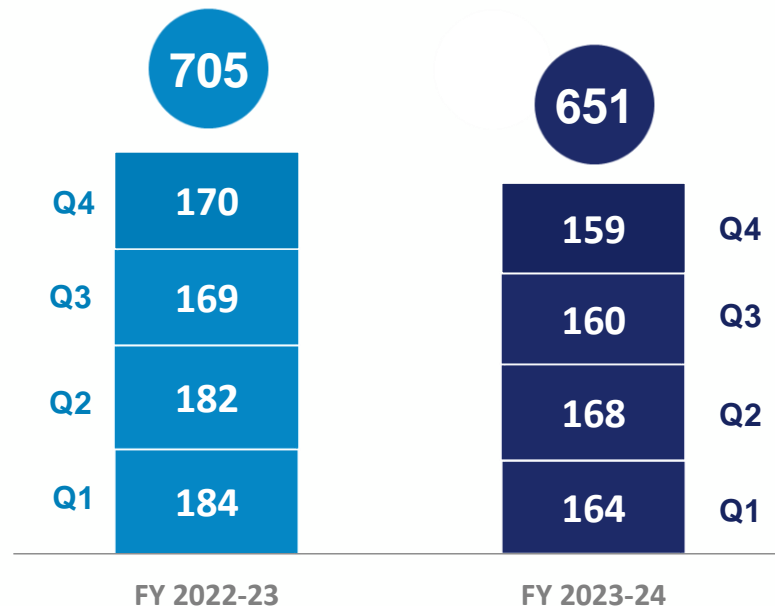
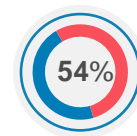
▶ FY revenues of €650.6m, down 6.8% YoY like-for-like¹

- Secular market decline
- Effect of sanctions against certain Russian and Iranian channels impacting H1
- Full year impact of early non-renewal of Digitürk contract with (from mid-November 2022)
- Headwinds and seasonality in Professional video

▶ Recent commercial successes showing relevance of satellite in the broadcast value chain:

- Renewal and extension of capacity by Poland's TVN Warner Bros. Discovery at Hotbird neighborhood
- Consolidation of United media Group of all its capacity on Eutelsat fleet

▶ Q4 Revenues of €159.3m down 6.2% YoY and broadly stable QoQ



¹ At constant currency and perimeter

Fixed connectivity

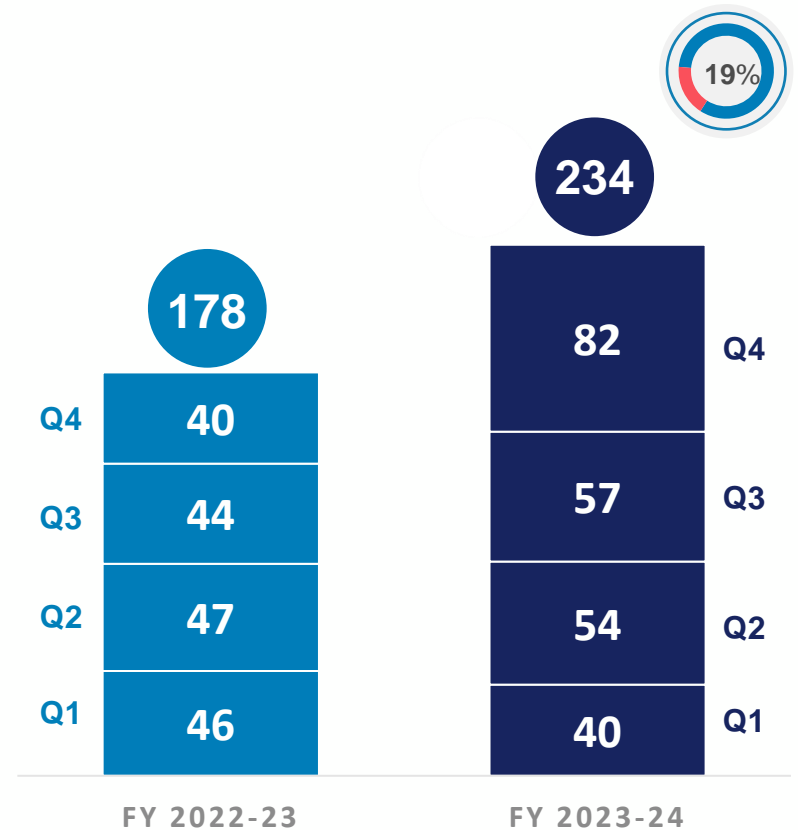
► FY revenues of €234.1m, up 29.1% YoY like-for-like¹

- Entry into service of KONNECT VHTS
- Progressive transfer of EUTELSAT KONNECT capacity to buoyant African market
- Uplift in OneWeb LEO contribution with the activation and progressive ramp up of commercial agreements in line with the progressive availability of the ground network

► Recent commercial wins including

- Capacity on EUTELSAT KONNECT contracted by Yahsat to drive growth across its satellite broadband footprint in Africa.
- Ku-band capacity on EUTELSAT 70B selected by InterSAT to extend Pan-African satellite services, complementing existing Ka-band agreement on the EUTELSAT KONNECT satellite

► Q4 revenues €82.2m, up 73.5% year-on-year and by 42.6% on a sequential basis



¹ At constant currency and perimeter

Government Services

► FY revenues of €165.3m, up 5.0% YoY like-for-like¹

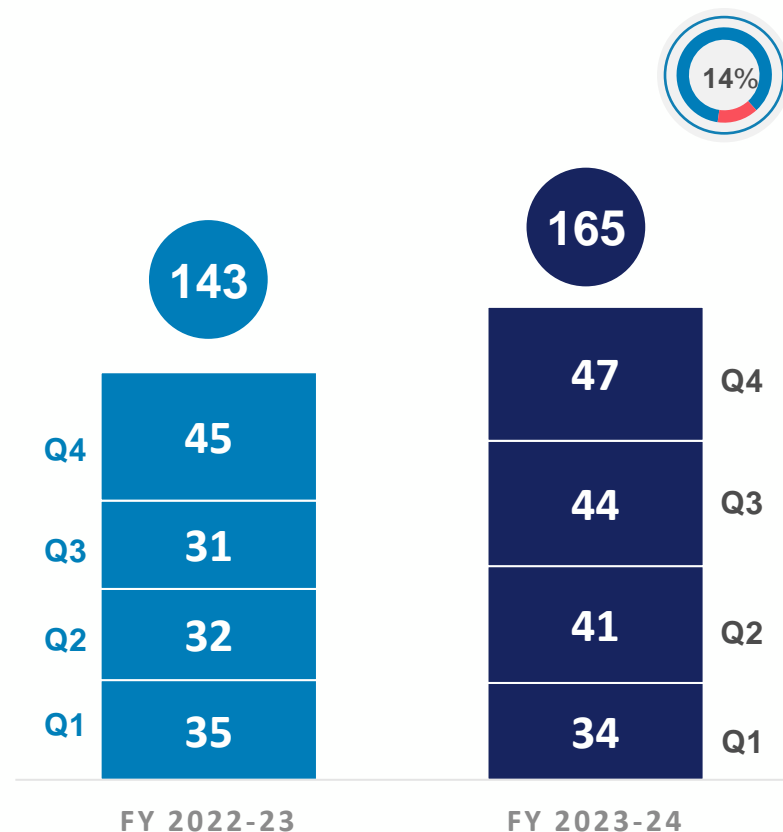
- Contribution of EGNOS GEO-4 contract on HOTBIRD 13G²
- Contribution from OneWeb's LEO- connectivity solutions
- More favourable outcomes of the past two United States Department of Defense renewal campaigns
- Partly offset by a tougher basis of comparison with FY 2022-23 due to a one-off contract of €14m with the German space agency, DLR

► Q4 revenues of €47m, down 14.5% YoY like-for-like

- Tougher basis of comparison with Q4 FY 2022-23 due to DLR contract
- Fourth Quarter revenues up 15.6% year-on-year excluding this impact,

¹ At constant currency and perimeter

² Generating €100m revenues over 15 years



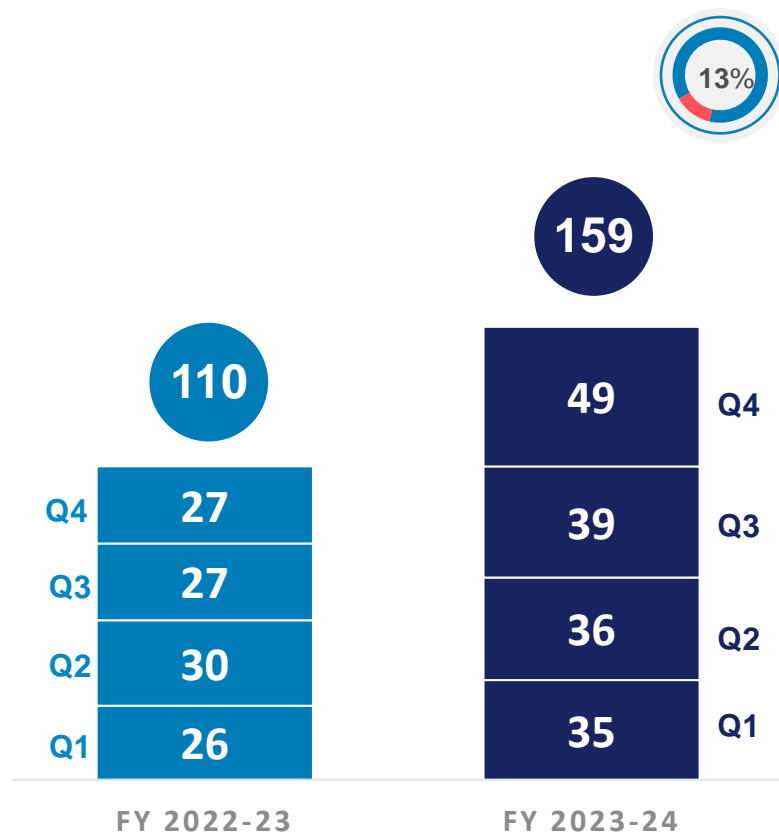
Mobile connectivity

▶ **FY revenues of €159m, up 49.3% YoY like-for-like¹**

- Entry into service of the high-throughput satellite, EUTELSAT 10B
- Contribution from OneWeb.

▶ **Q4 revenues stood at €49.4 million, up 80.4% year-on-year and up by 25.6% QoQ¹**

¹ At constant currency and perimeter



Financial performance

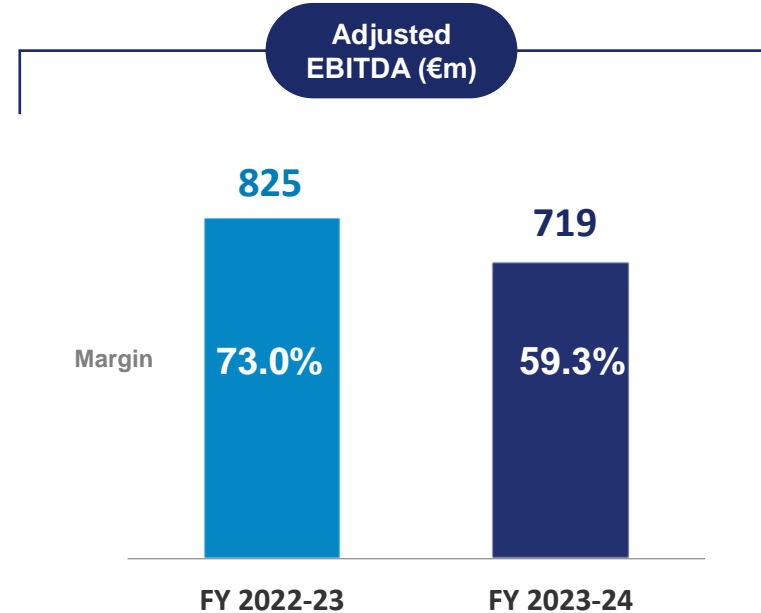


Profitability

- ▶ **FY 2023-24 Adjusted EBITDA at €718.9m down 12.9% YoY reported**
- ▶ **Reflecting:**
 - higher operating costs due to the impact of the consolidation of OneWeb
 - Cost rise nevertheless contained at +8.9%¹, reflecting cost control measures
- ▶ **Adjusted EBITDA margin at 59.3% vs 73.0% a year earlier**
- ▶ **Adjusted EBITDA of €697.5m as per financial objectives²**

¹ i) FY FY 2023-24 USD figures are converted at FY 2022-23 rates and ii) FY 2022-23 and FY 2023-24 figures are restated to include the contribution of OneWeb as if the operation had been completed from July 1st, 2022.

² ie. Pro-forma with 12 months' OW figures and based on a €/€ rate of 1.00



Net income

Extracts from the consolidated income statement in €m	FY 2022-23	FY 2023-24	CHANGE
Revenues	1,131	1,213	+7.2%
Adjusted EBITDA¹	825	719	-12.9%
Operating income	573	(191)	n.a.
Financial result	(91)	(124)	-36%
Income tax	(67)	28	n.a.
Group share of net income	315	(310)	n.a.

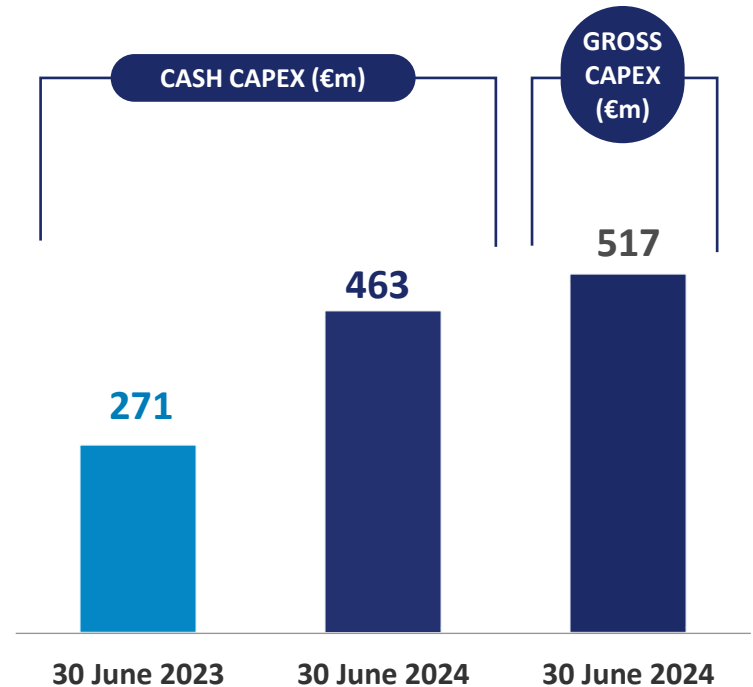
¹ Adjusted EBITDA defined as operating income before depreciation, amortization, impairments and other operating income/(expenses)

- Other operating costs of €208m, versus income of €204m last year, mainly due to last year's €352m payment related to Phase II of C-Band proceeds, as well as the fair value adjustment of shares owned by Eutelsat before the combination.
- Higher depreciation of €702m versus €456m a year earlier, reflecting perimeter effect of OneWeb and higher depreciation.
- Net financial result of -€123m versus -€91m a year earlier, reflecting higher interest costs partly offset by favorable evolution of foreign exchange gains and losses
- Income Tax gain of €28m versus charge of €67m last year, driven by the non-recognition of the deferred tax assets on OneWeb, partly offset by the recognition of deferred tax assets with respect to the French tax losses. In FY 2022-23, the tax charge reflected the 30% tax rate applied to the C-Band proceeds.
- Losses from associates of €23m versus €87m last year, change in consolidation treatment on OneWeb

Cash Capex

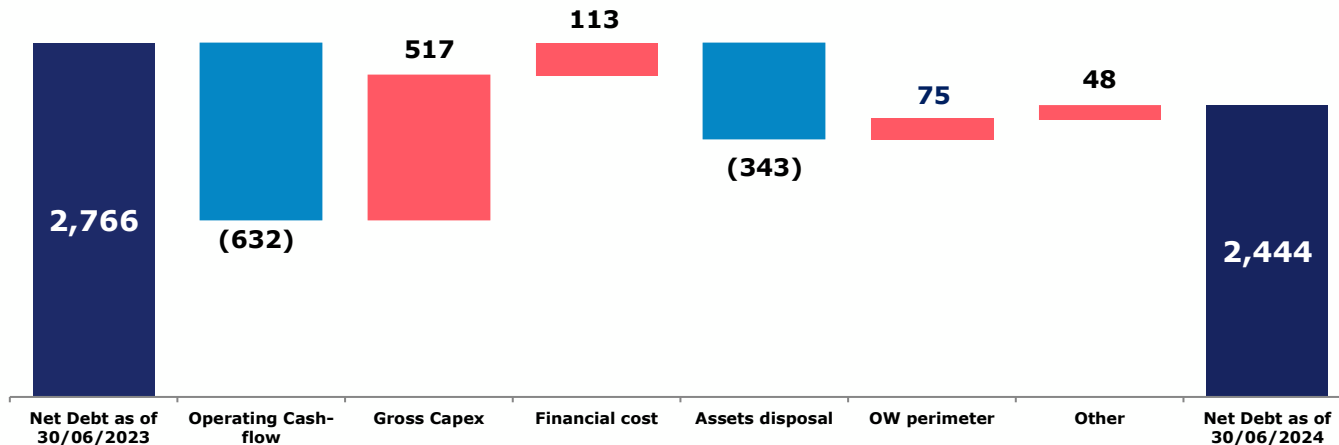
- ▶ **Cash Capex of €463 million**
 - Reflecting the consolidation of OneWeb
- ▶ **Below initial estimates due to LEO constellation phasing and capex delays**
- ▶ **Gross Capex¹ of €517 million**
- ▶ **From FY2024-25 onwards Gross Capex to be adopted as core indicator to provide clearer and more accurate representation of direct capital expenditures.**

¹ Excluding the financing of all or part of certain satellite programs under export credit agreements or through other bank facilities. Please refer to Appendix 3 to the press release for more details.



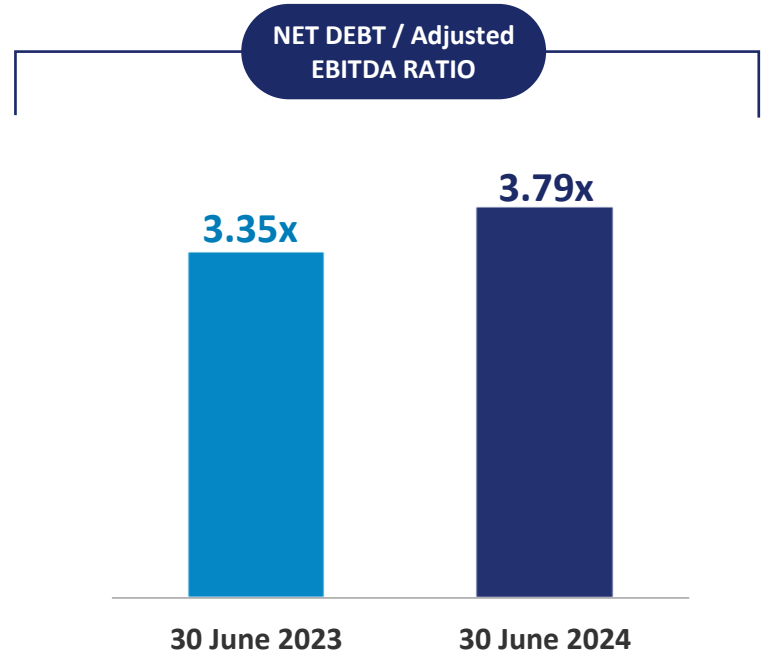
Change in net debt

In €m

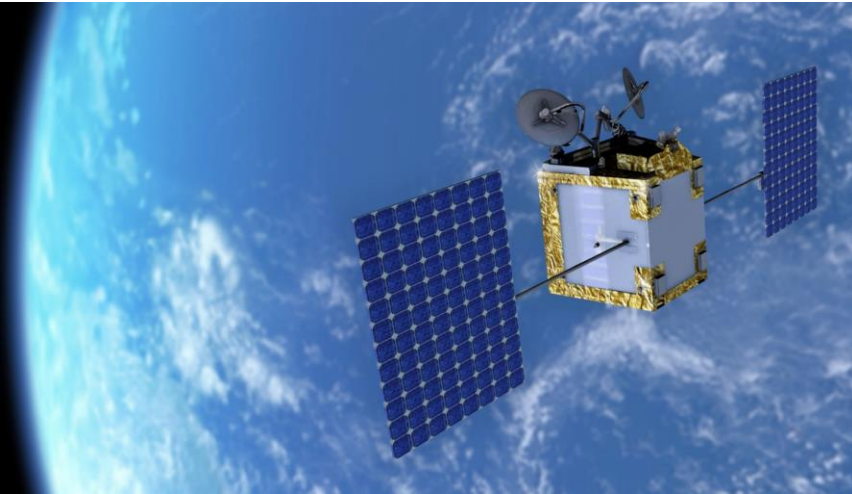


Financial Structure

- ▶ **Net Debt/Adjusted EBITDA ratio of 3.79x**
 - Versus 3.35x as of 30 June 2023 and 4.13x at end December 2023
- ▶ **Average cost of debt after hedging of 4.87%**
 - Versus 2.96% in FY 23
- ▶ **Average weighted maturity of 3.5 years**
 - Versus 3.6 y at end-June 2023
- ▶ **Undrawn credit lines and cash around €1.39 billion**



Outlook

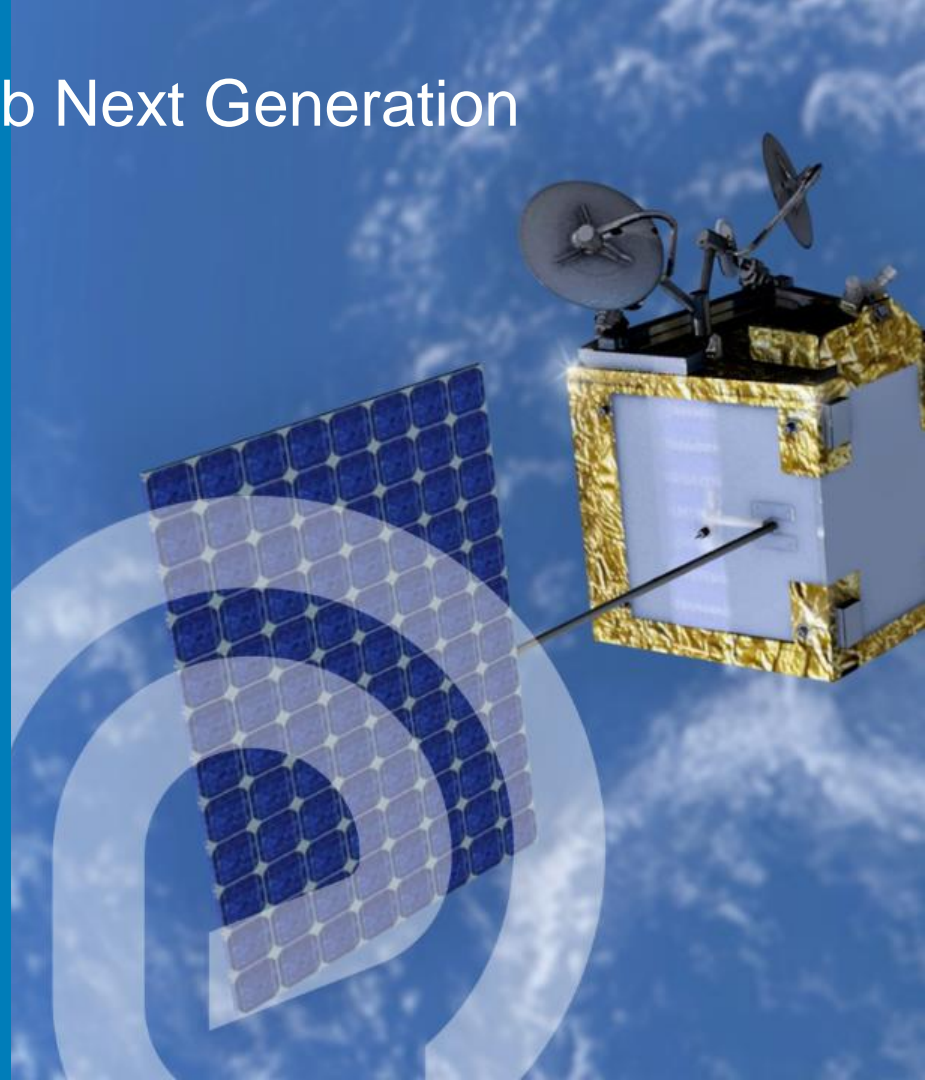


Key assumptions for FY 2024-25

- ✓ Progress on LEO ramp-up; full deployment of ground network expected by H1 2025
- ✓ Robust Connectivity growth, driven by acceleration of OW service revenues
- ✓ Offsetting Video revenues expected down by mid-single digits in line with the broader market
- ✓ Adjusted EBITDA embarking OW cost base at full operational run-rate; impact partially offset by further cost-savings measures

Progressive approach to OneWeb Next Generation constellation

- ✓ Future investments prioritising business continuity for customers
- ✓ Adapted to existing LEO network utilization
- ✓ Technology maturity
- ✓ Opportunities for partnerships
- ✓ Financing options linked to partnerships
- ✓ Within strict financial framework, and generating value for stakeholders



Eutelsat Group Financial objectives¹

REVENUES ▶ FY 2024-25 revenues of the four operating verticals around the same level as FY 2023-24

ADJUSTED EBITDA ▶ FY 2024-25 Adjusted EBITA margin slightly below the level of FY 2023-24

GROSS CAPEX² ▶ Between €700 and €800m in FY 2024-25

LEVERAGE ▶ Targeting medium-term net debt / EBITDA ratio of c. 3x

¹At constant rate and perimeter and assuming no further material deterioration of revenues generated from Russian customers

²This outlook supersedes all previous capex indications.

To sum up: Key takeaways

- ✓ FY 2023-24 results in line or exceeding objectives
- ✓ Debt refinancing secured with successful 2029 Bond Issuance
- ✓ Commercial traction in Connectivity driven by LEO offering, underpinning Backlog of almost €4bn
- ✓ FY 2024-25 to be a year of transition as we complete merger integration, prepare integrated LEO/GEO offer, define scope of OneWeb next generation
- ✓ Confidence in our ability to grow connectivity revenues in LEO, whilst maintaining market share in GEO, based on independent market forecasts and in-market experience of customer appetite for multi-orbit capacity

Q&A

