



# Corporate Presentation

Mr. Nikolai ORLOV, Marketing and Sales Manager, Russia and CIS

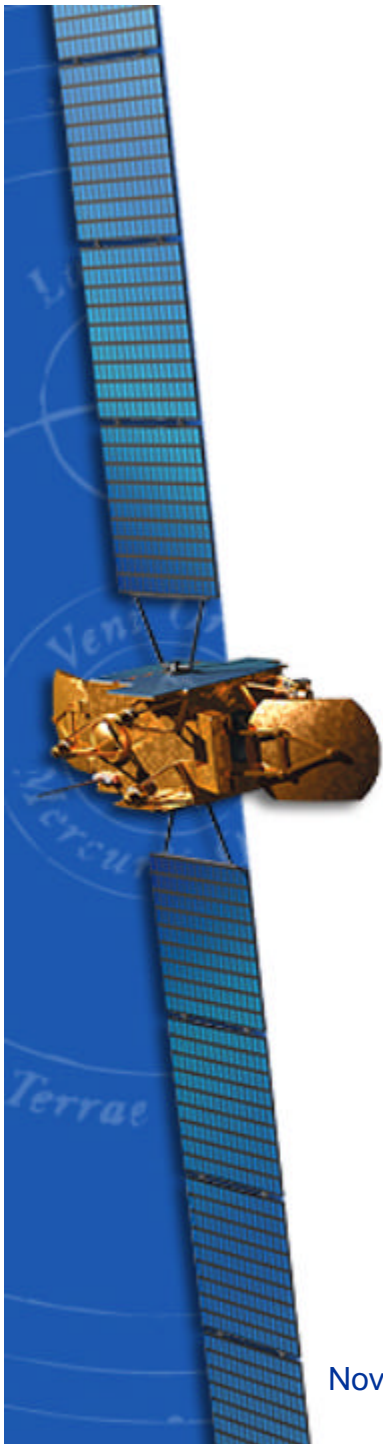
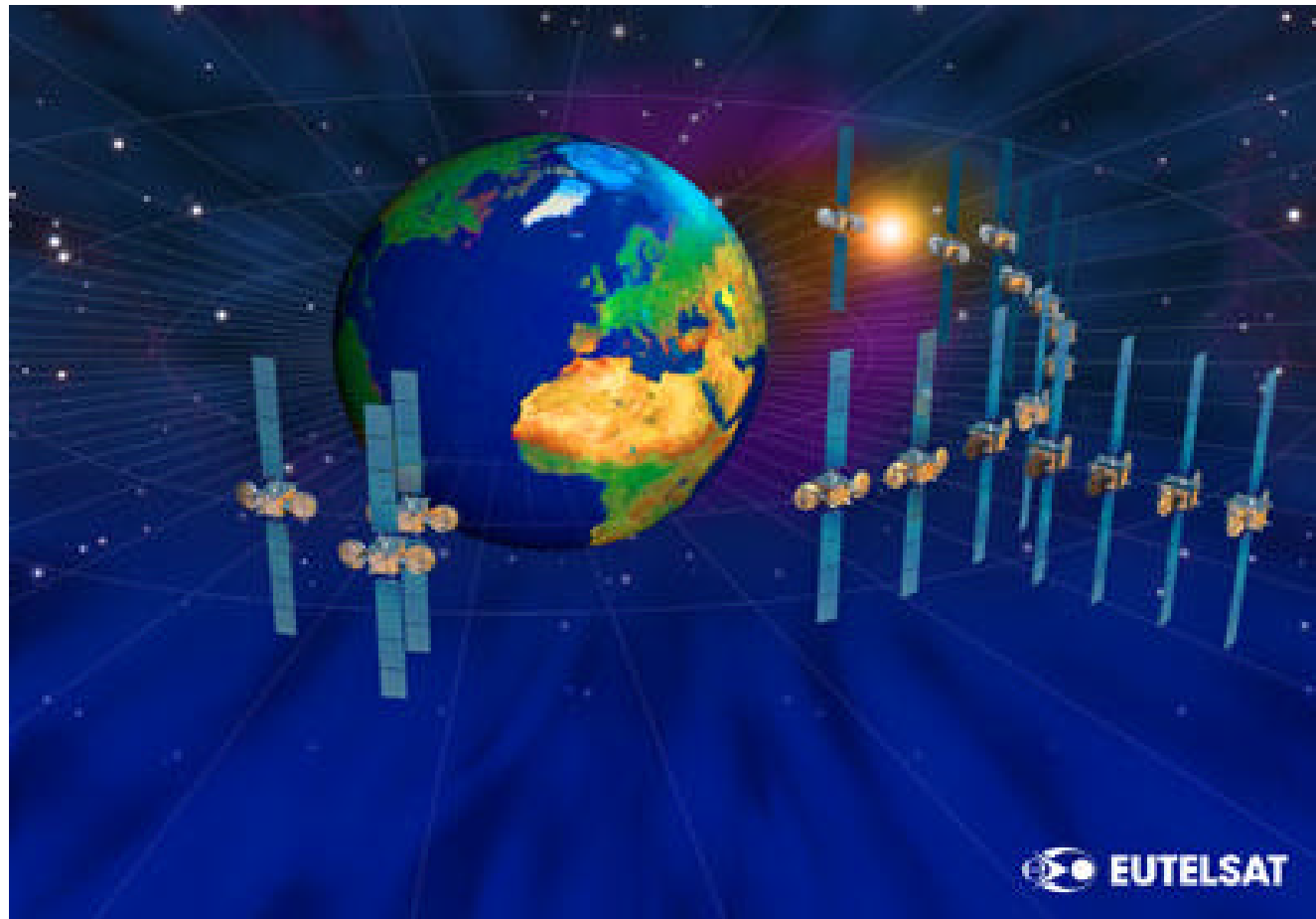
*Kiev, Ukraine, 13-15 November 2000*

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# An International Satellite Enterprise

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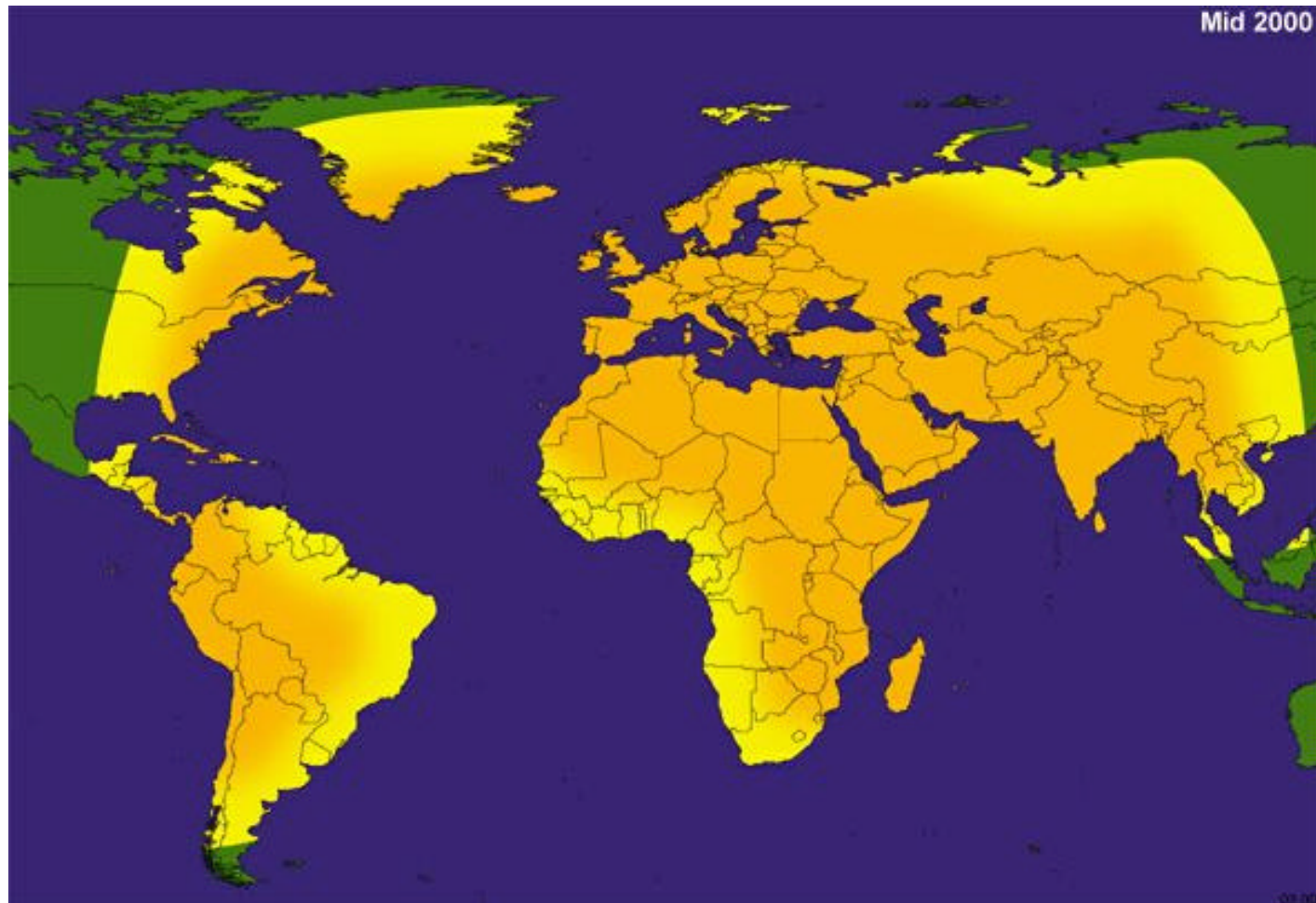
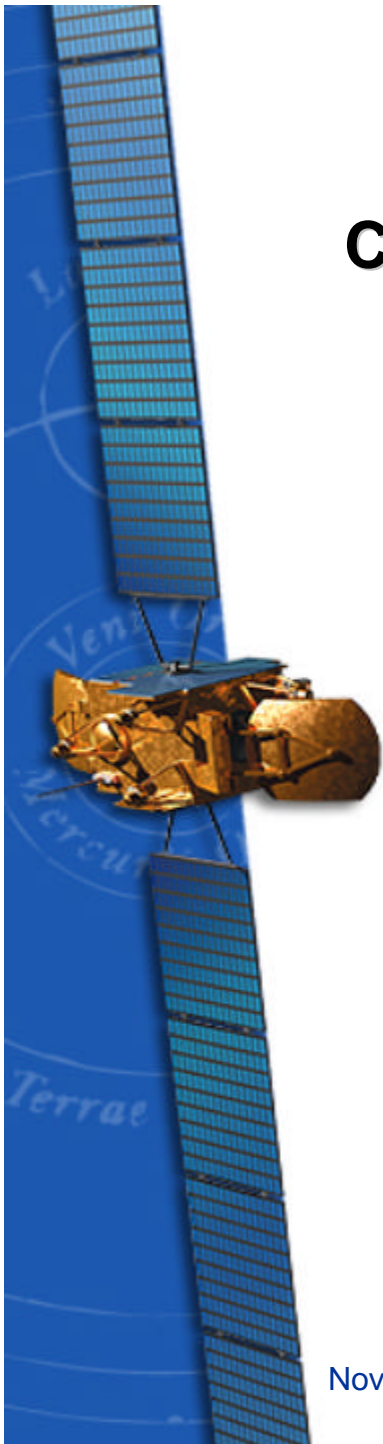
**18 Satellites In Orbit (12.5° West to 48° East)  
6 Satellites to be added over the next 24 months**



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# An International Satellite Enterprise

Connectivity for Europe, Africa, Asia and the Americas



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# EUTELSAT in brief

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<b>Organisation</b>	Creation	1977
	Definitive IGO Status	1985
	Transfer of Assets and Activities July 2, to Eutelsat S.A.2001	
<b>Satellite Resource</b>	Satellites in Orbit	18
	Satellites to be launched	5
<b>Financials</b>	1999 Turnover (total)	469 MEu
	2000 Forecast Turnover	~660 MEu
<b>Ownership</b>	48 European Shareholders	

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# Services on EUTELSAT Satellites

## Service

## Capacity Occupied

Consumer TV & Radio  
TV distribution and Contribution



≈56%

Internet Backbone  
Internet Access  
Intra-/Extranet  
Corporate Networks  
Dedicated Multimedia & Interactive Services



≈41%

Mobile Communications  
Telephony



≈3%

# Major EUTELSAT Signatories and Users



Telecom Italia

20.37 %



France Telecom

20.05 %



British Telecom

19.19 %



Deutsche Telekom

10.03 %



KPN

4.72 %



Telekomunikacja Polska

3.72 %



Belgacom

3.49 %

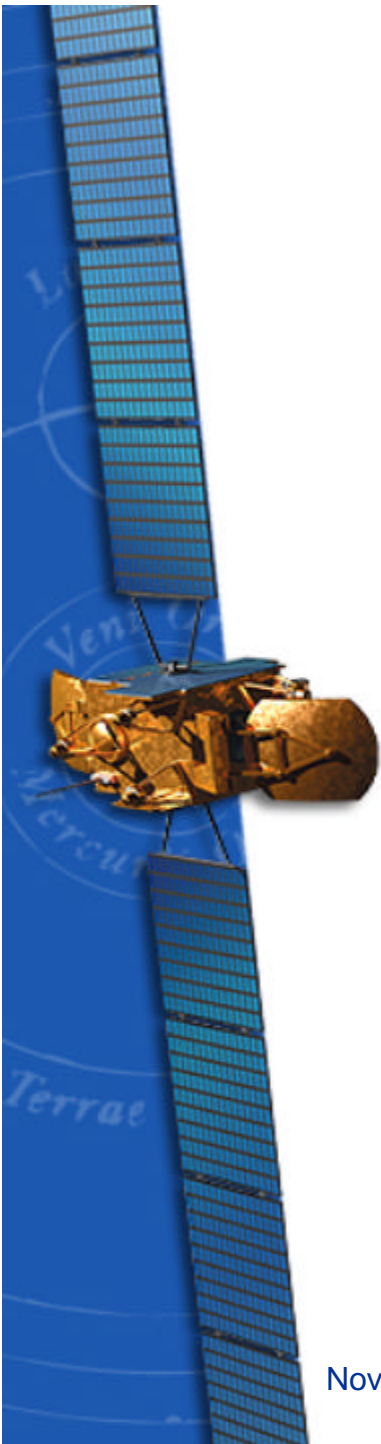


Telefonica

2.42 %

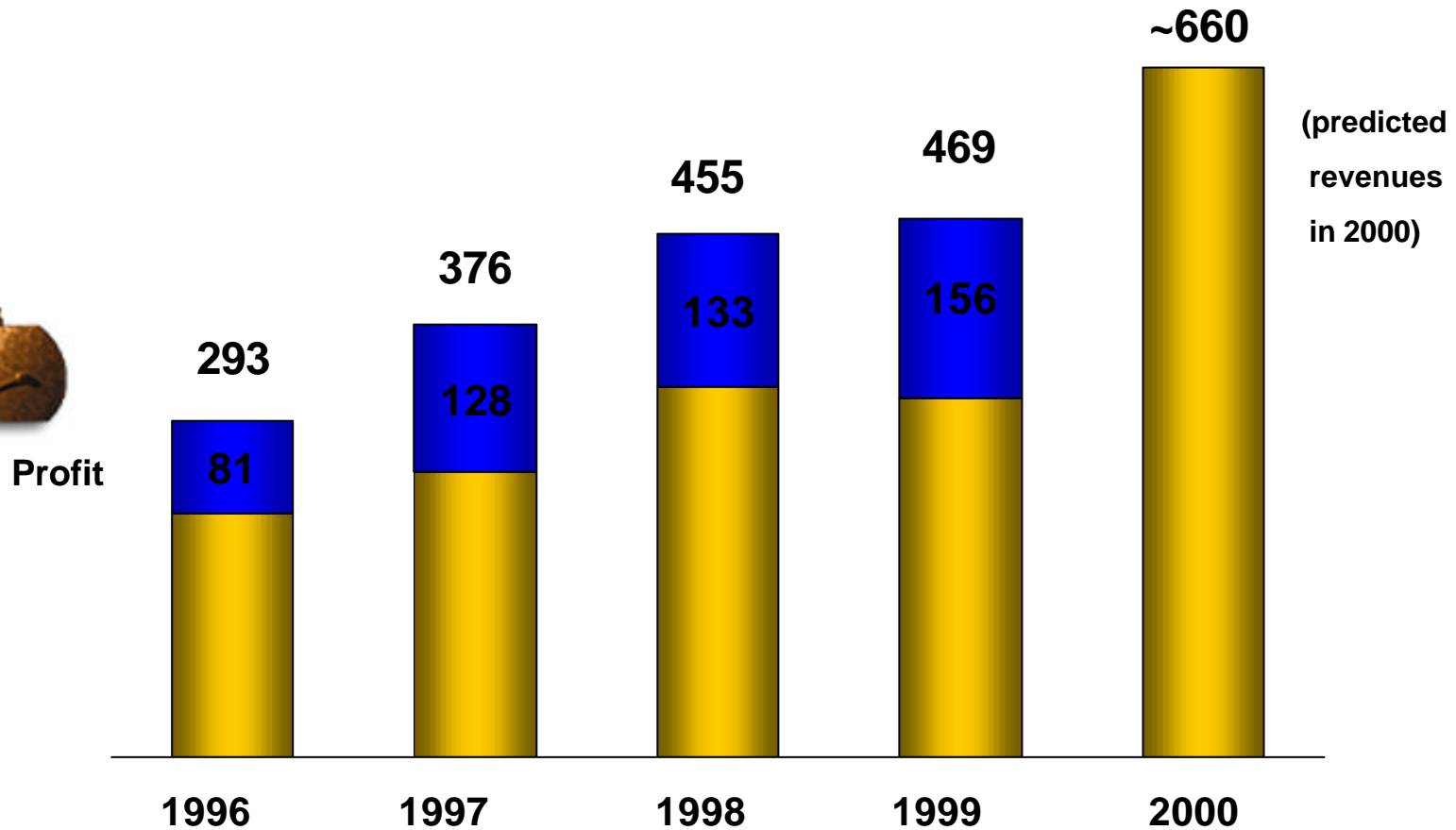
**& many other International Telcos**

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# Financial Performance

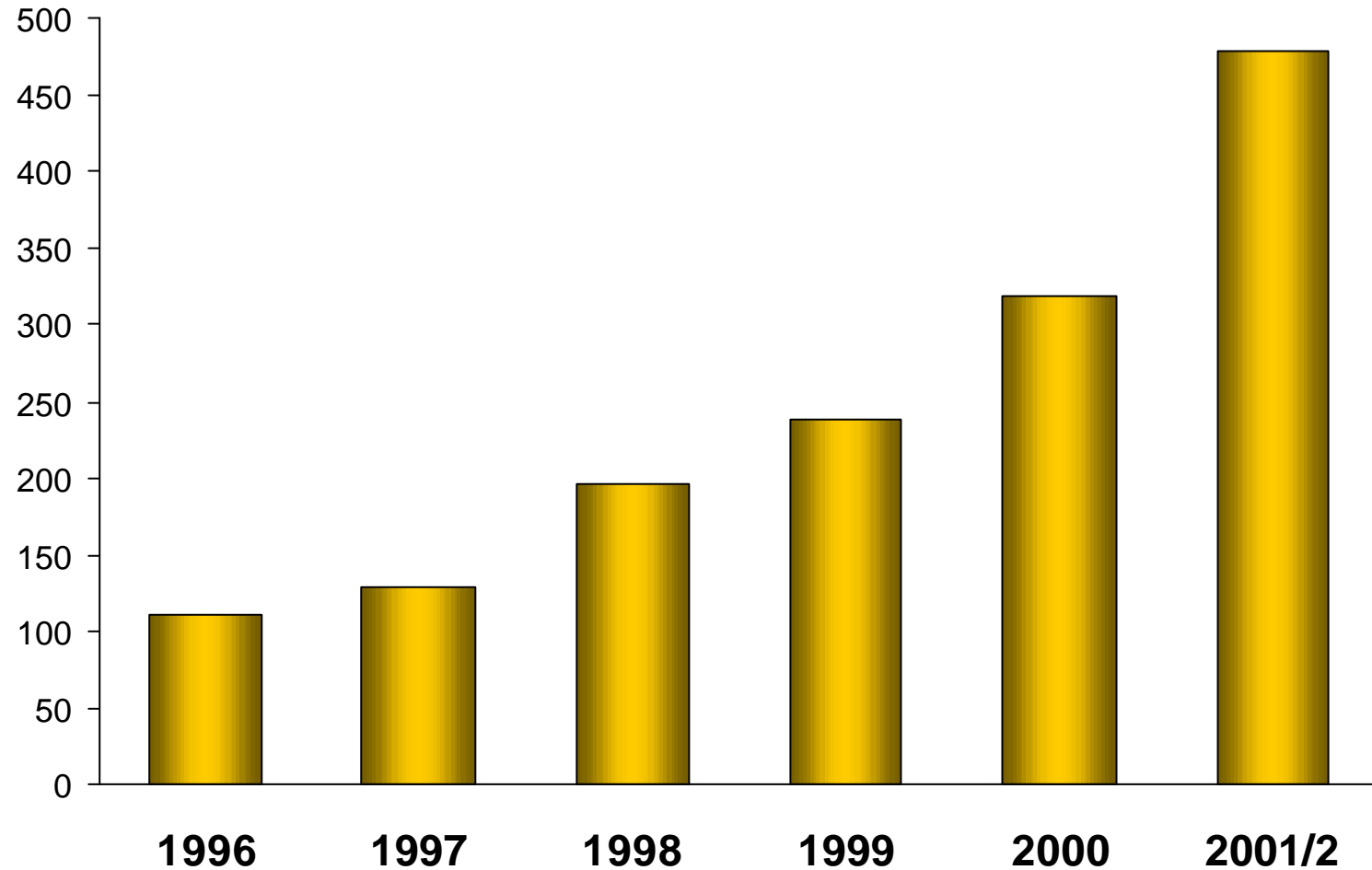
## Total turnover in MEuros



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# Growth in Transponder Capacity

In absolute numbers



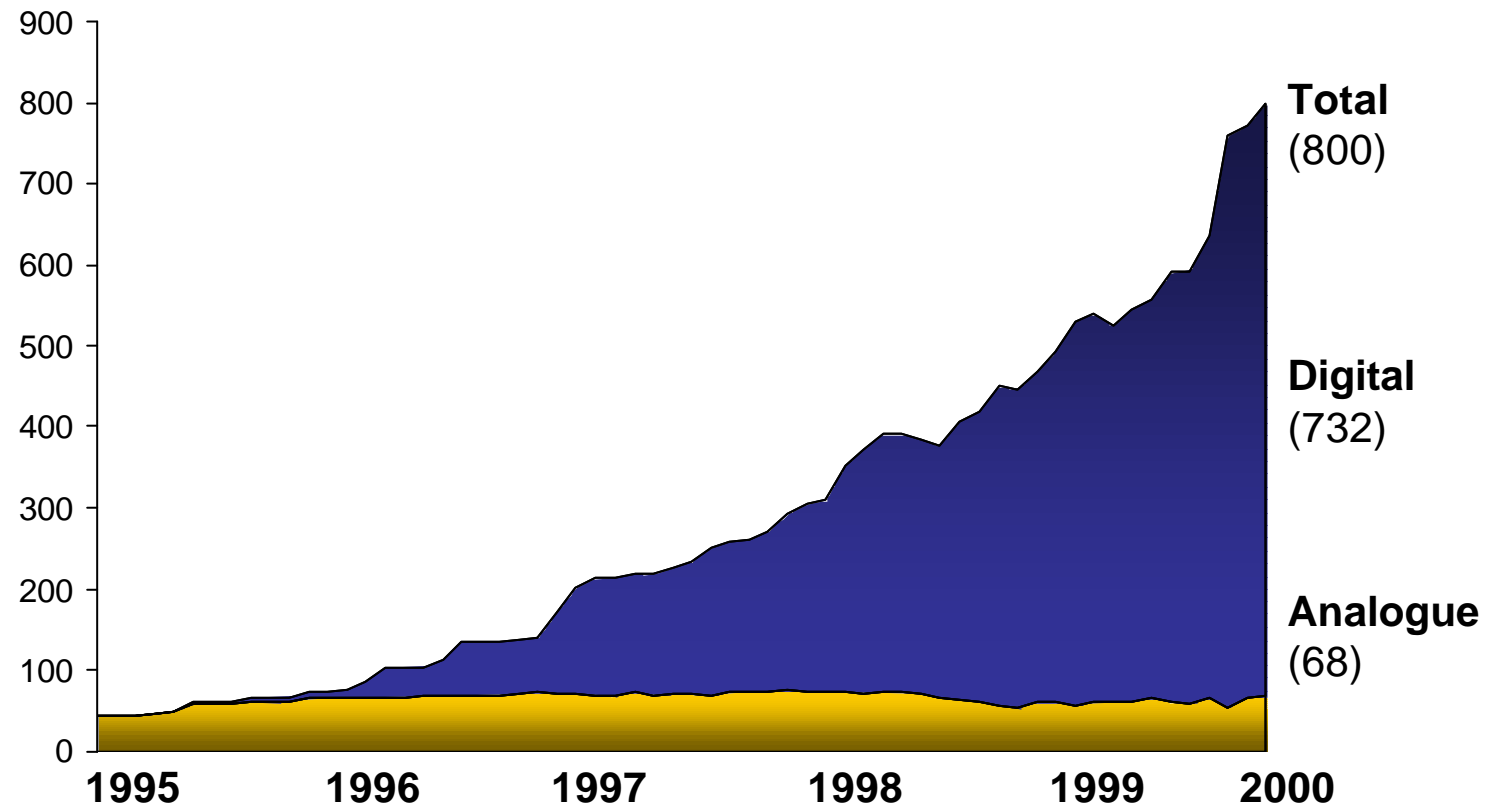
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# EUTELSAT Consumer Television Offering

## TV Channels Available

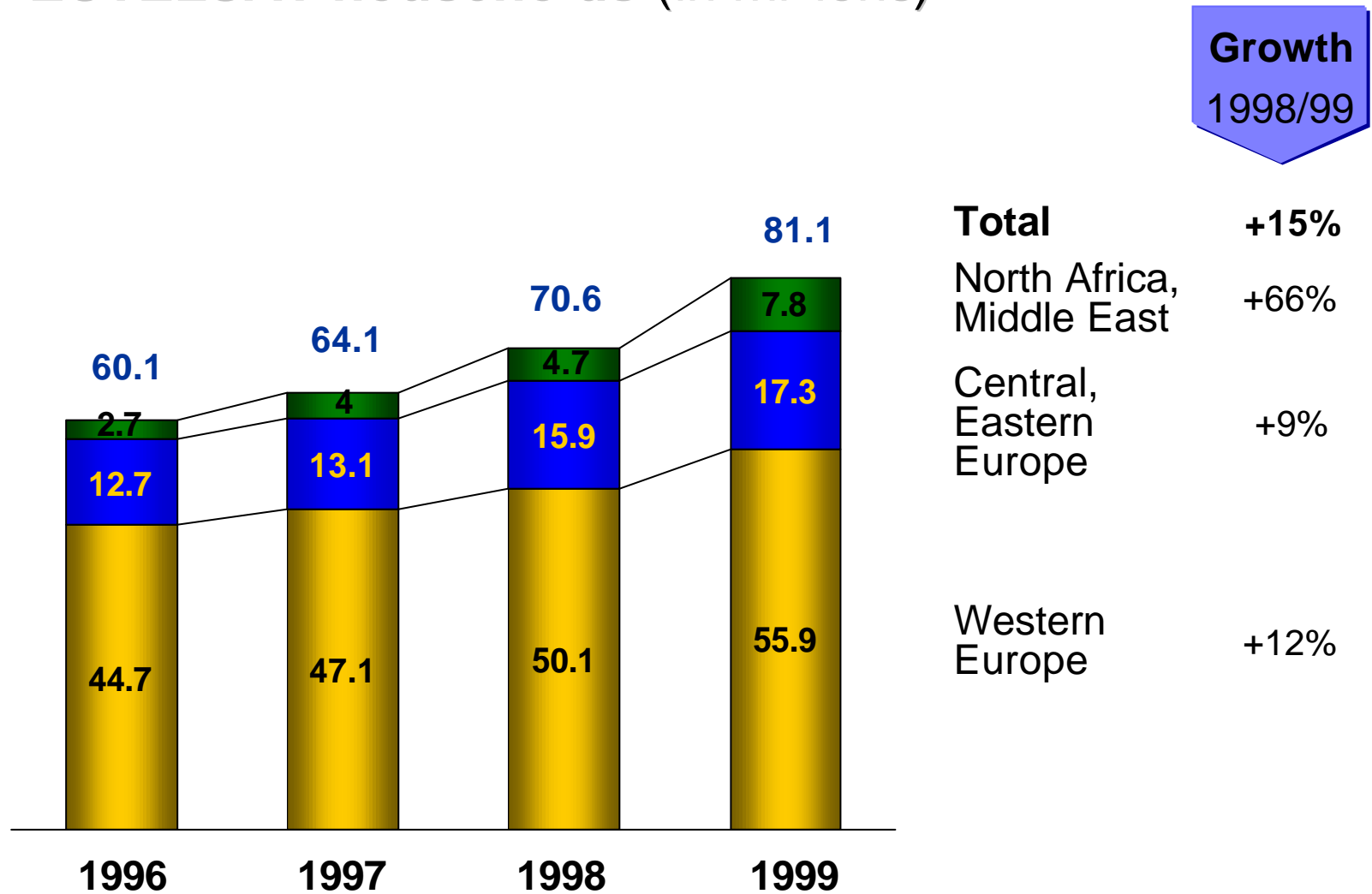
(October 2000)



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# HOT BIRD™ Household Penetration

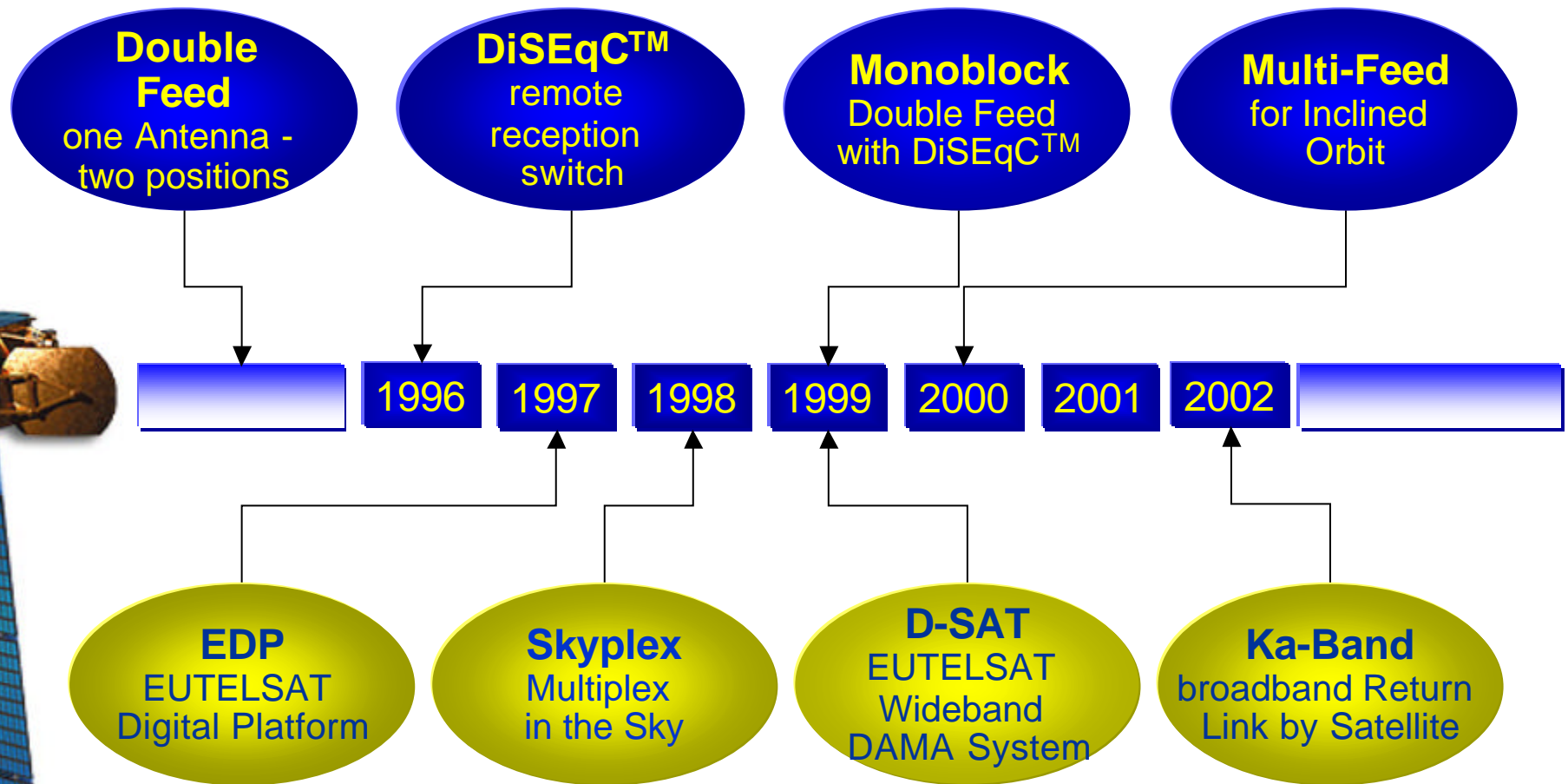
## EUTELSAT households (in millions)



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# Innovations

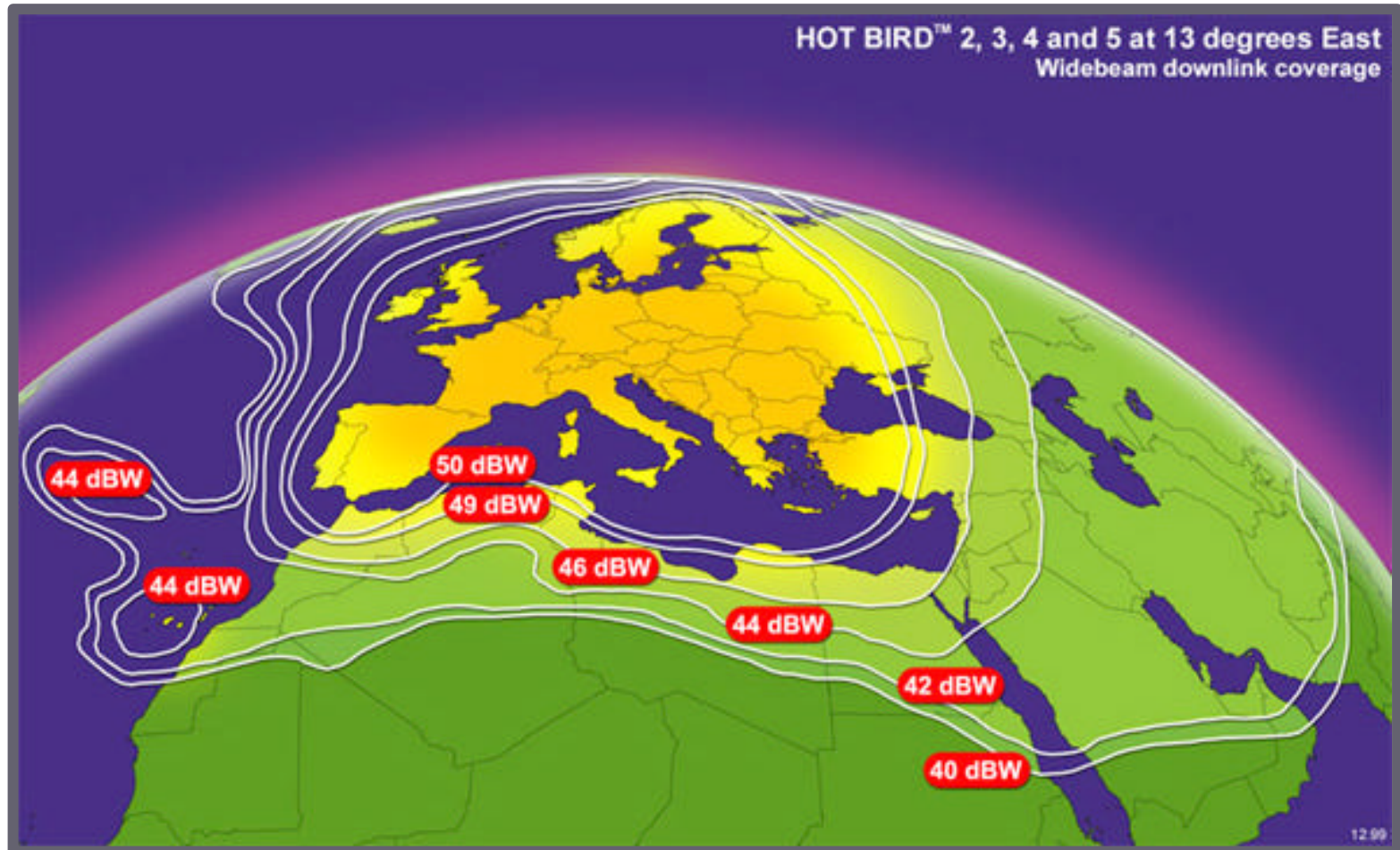
## Reception innovations



## Broadcasting innovations

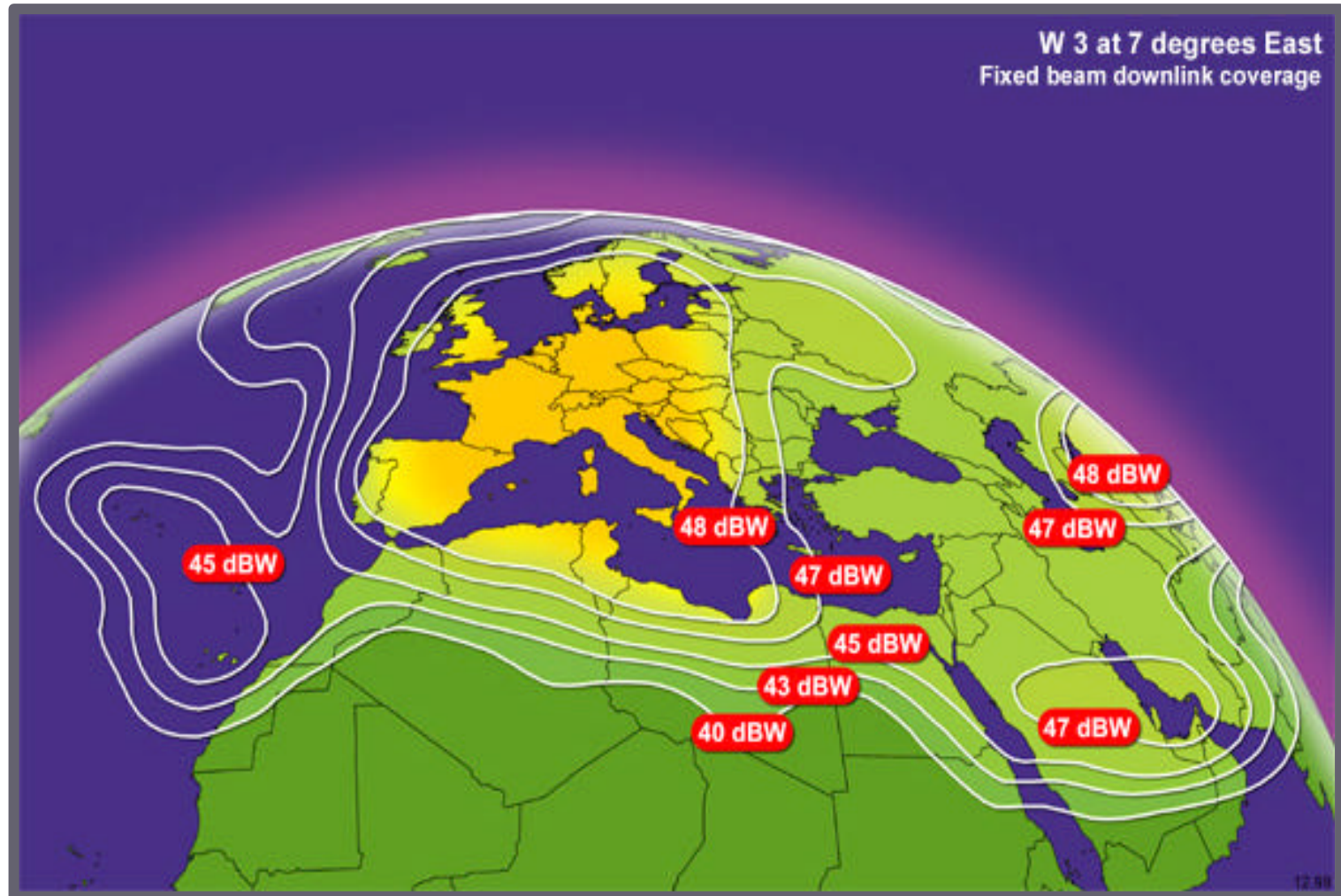
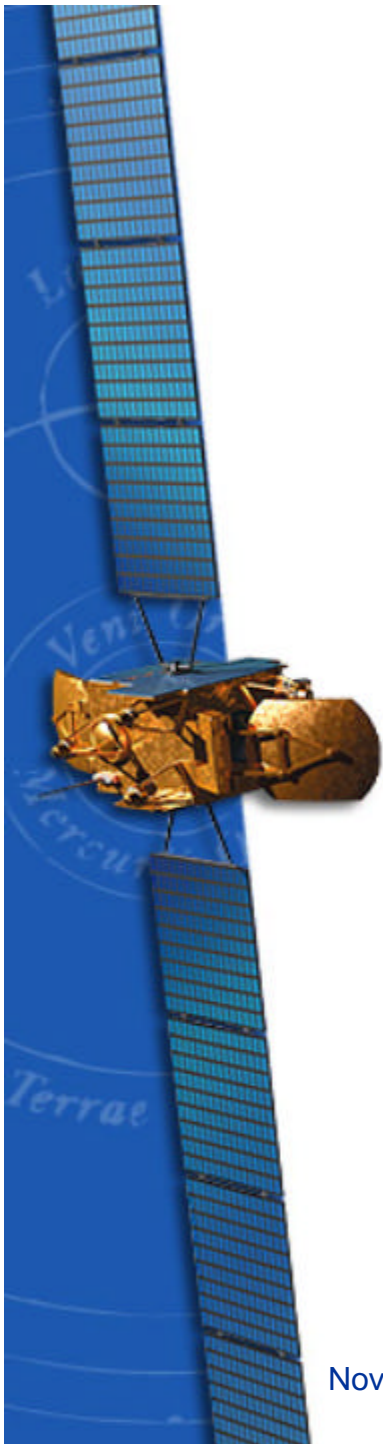
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# Hot Bird™- Widebeam downlink



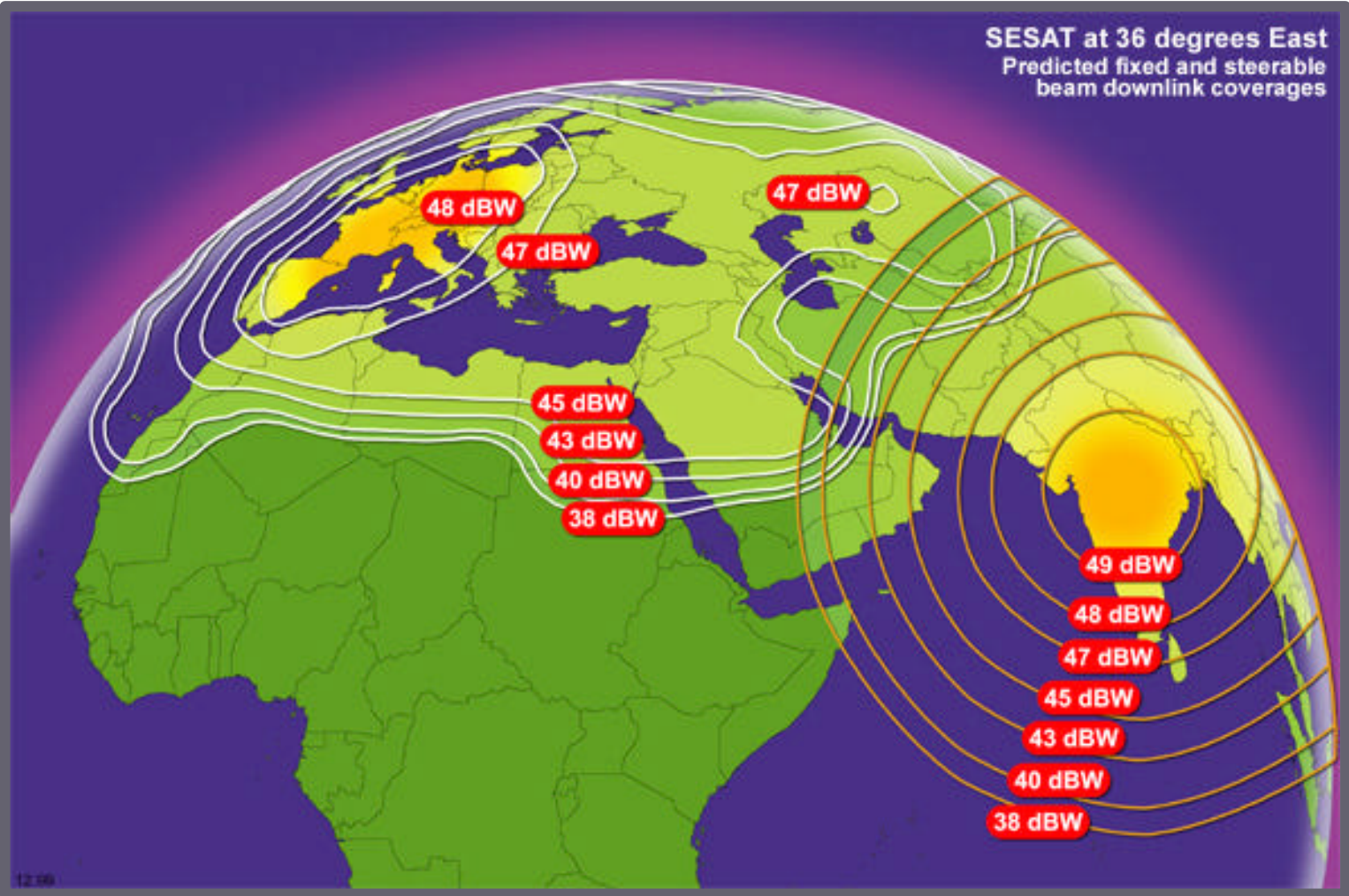
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# W3 - Fixed beam downlink



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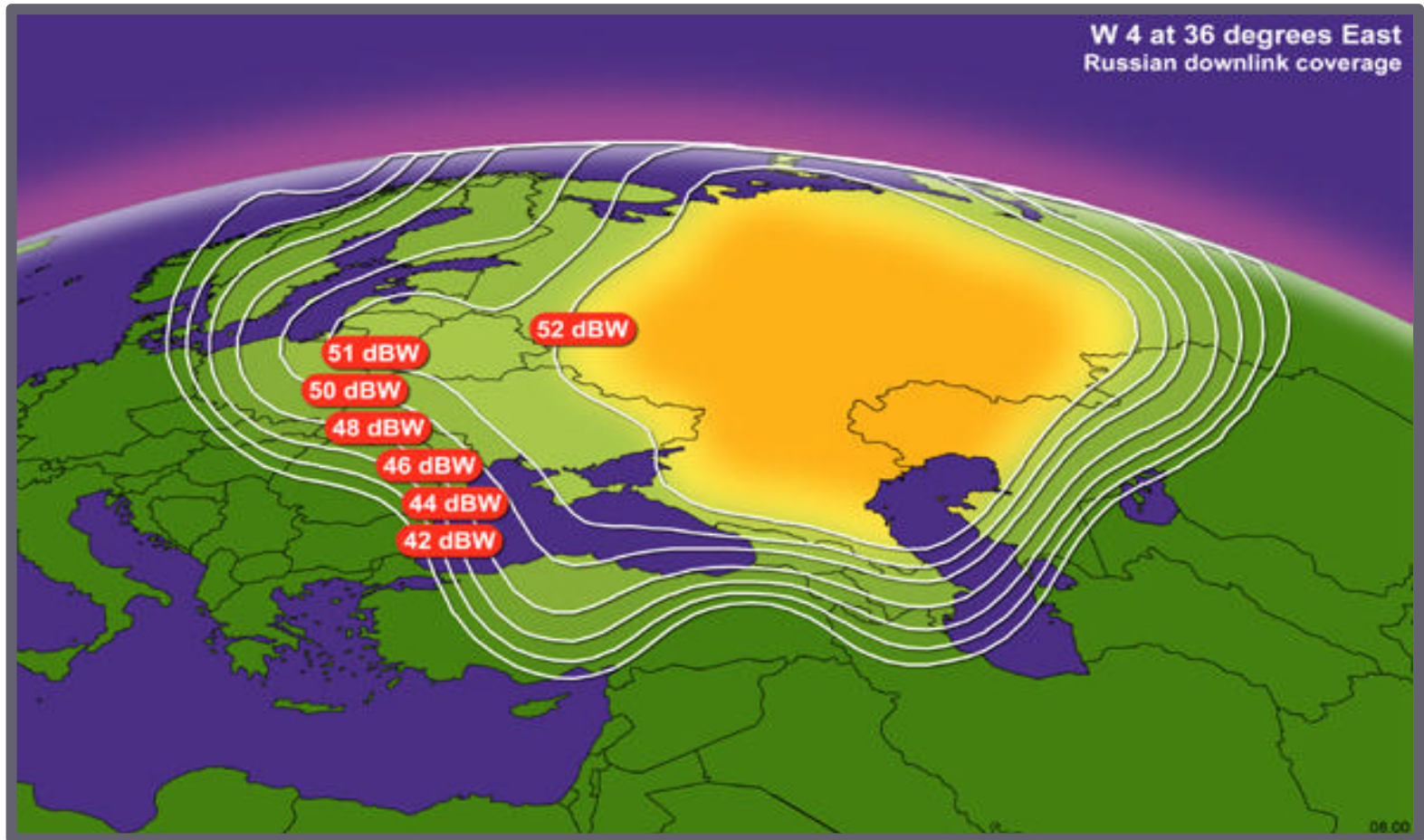
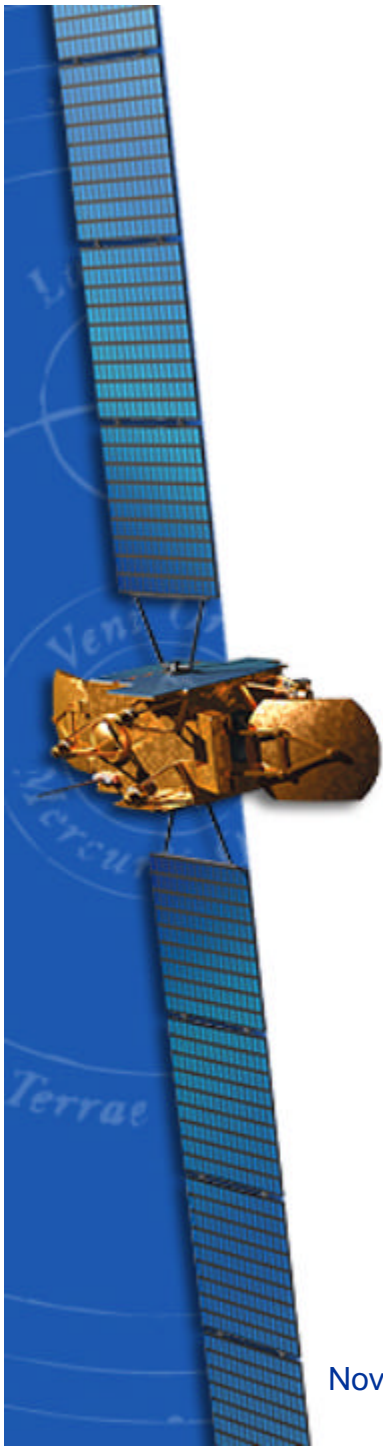
# SESAT - Fixed & steerable beam downlink



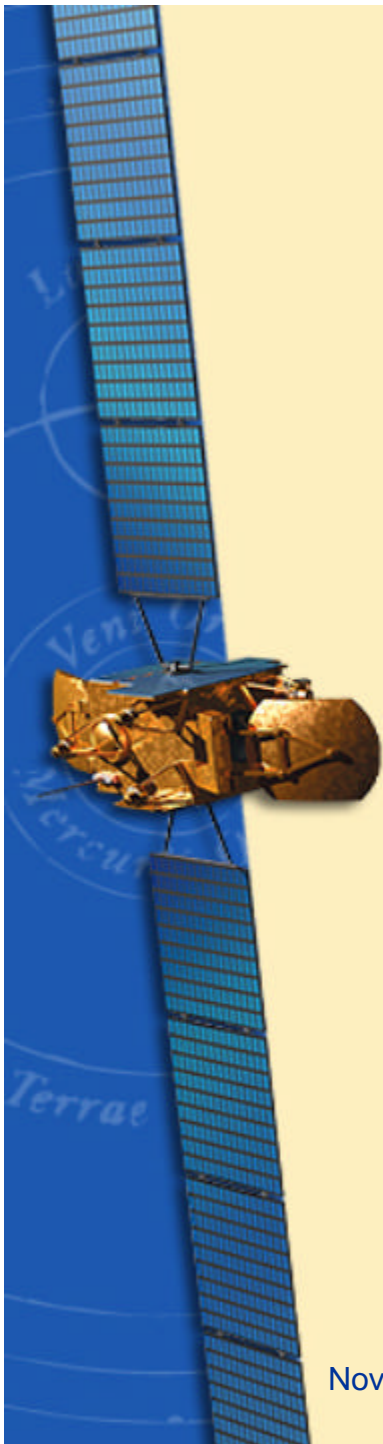
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# W4 - Russian and CIS downlink



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# Satellites and Services

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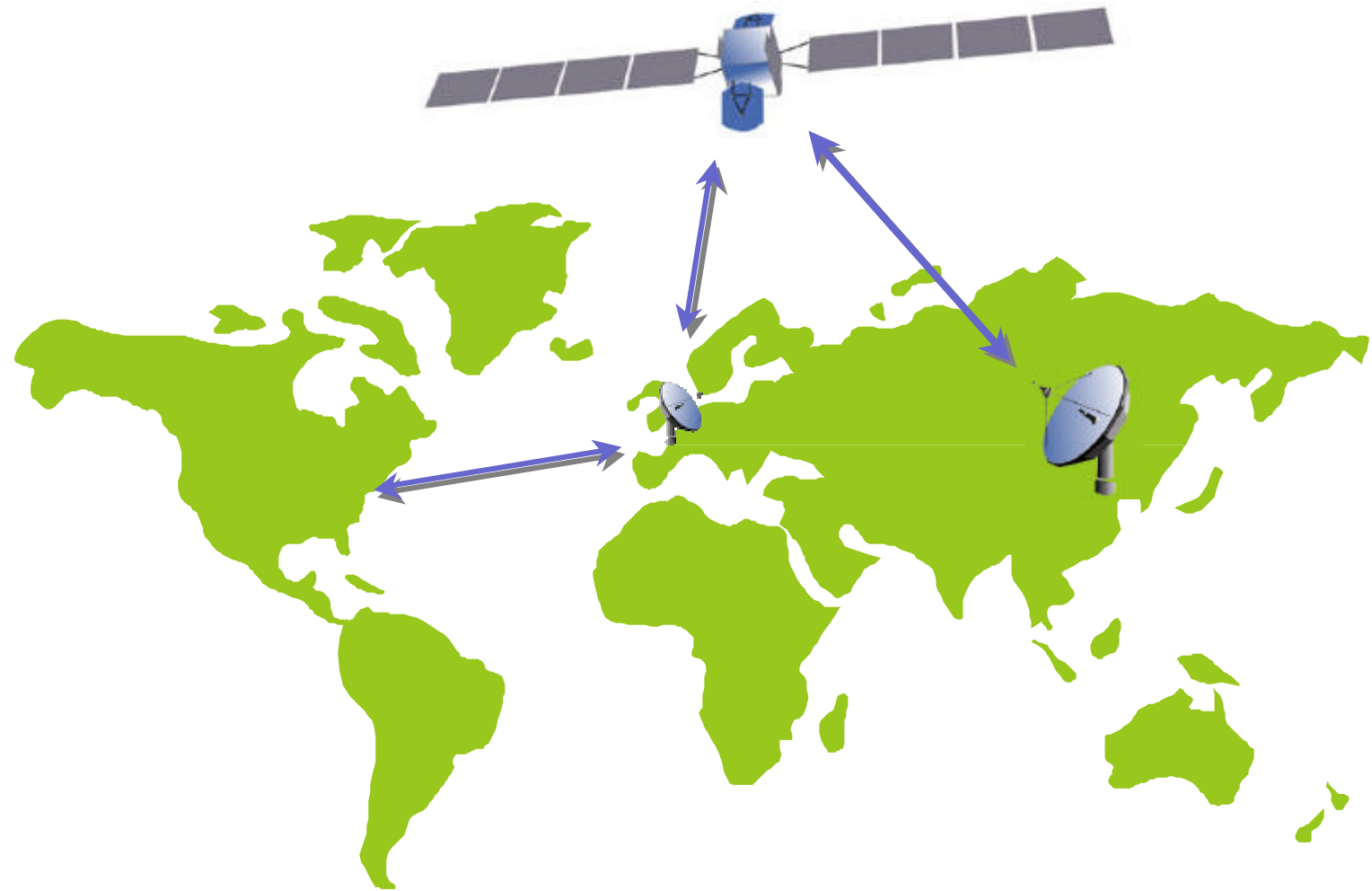
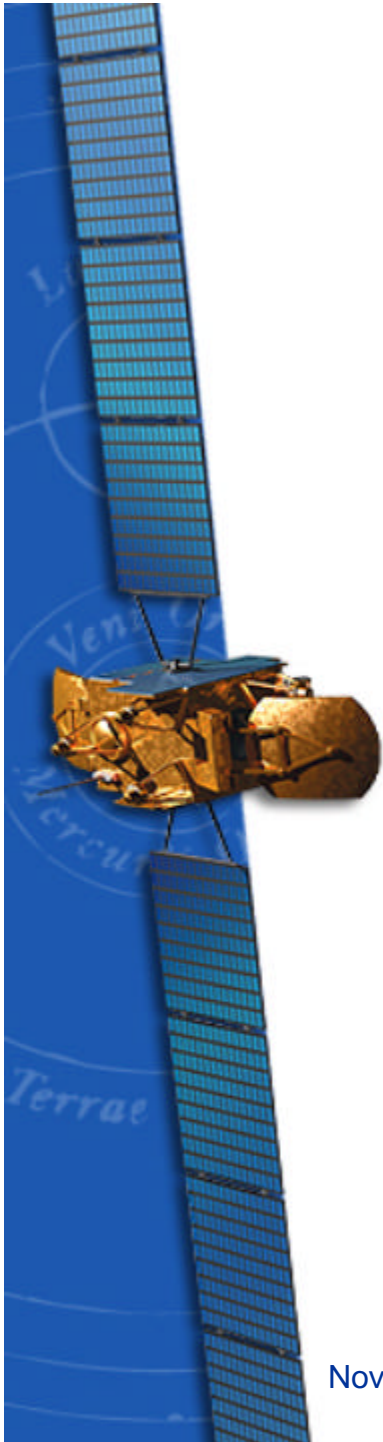
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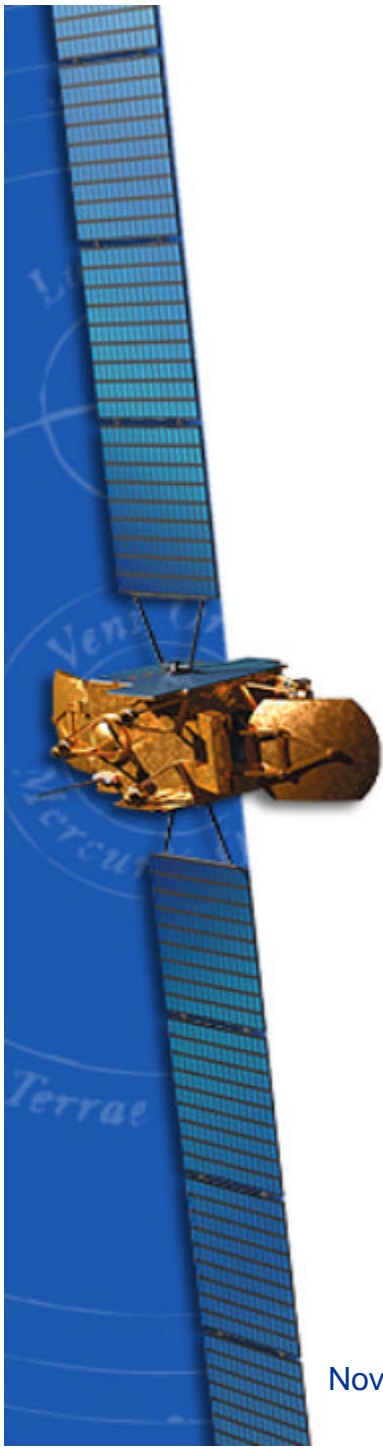
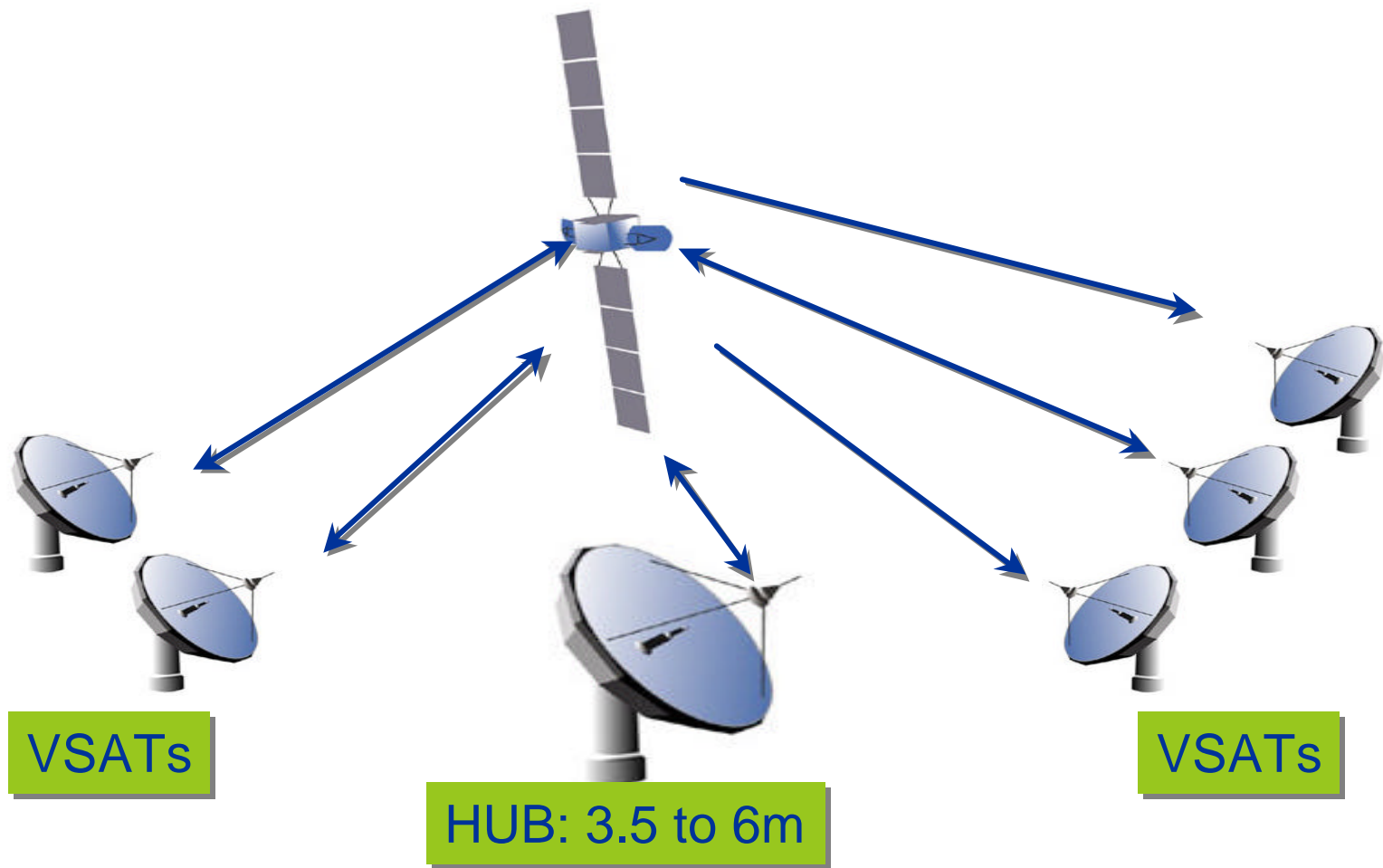
# International backbone via satellite

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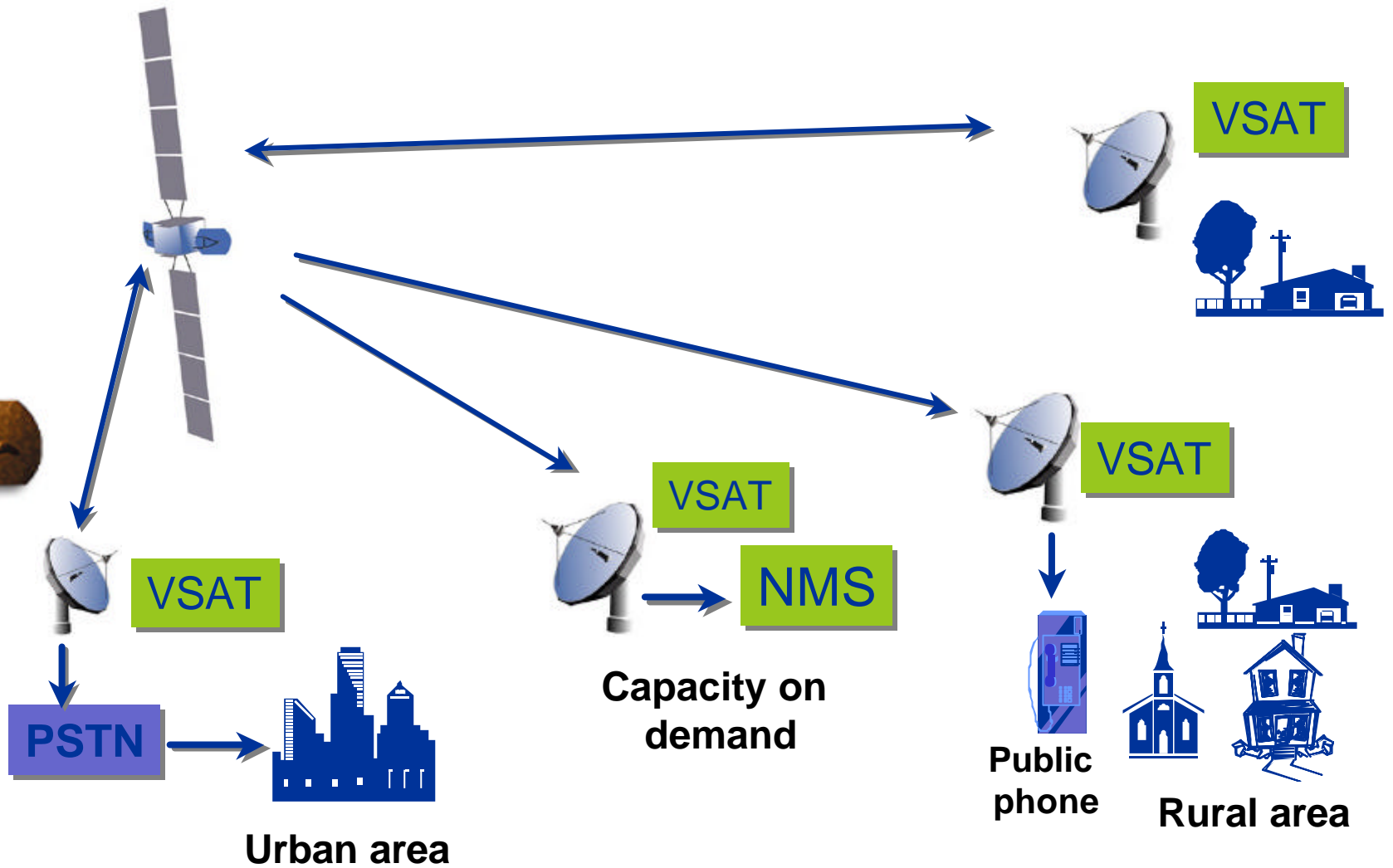
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# Business networks



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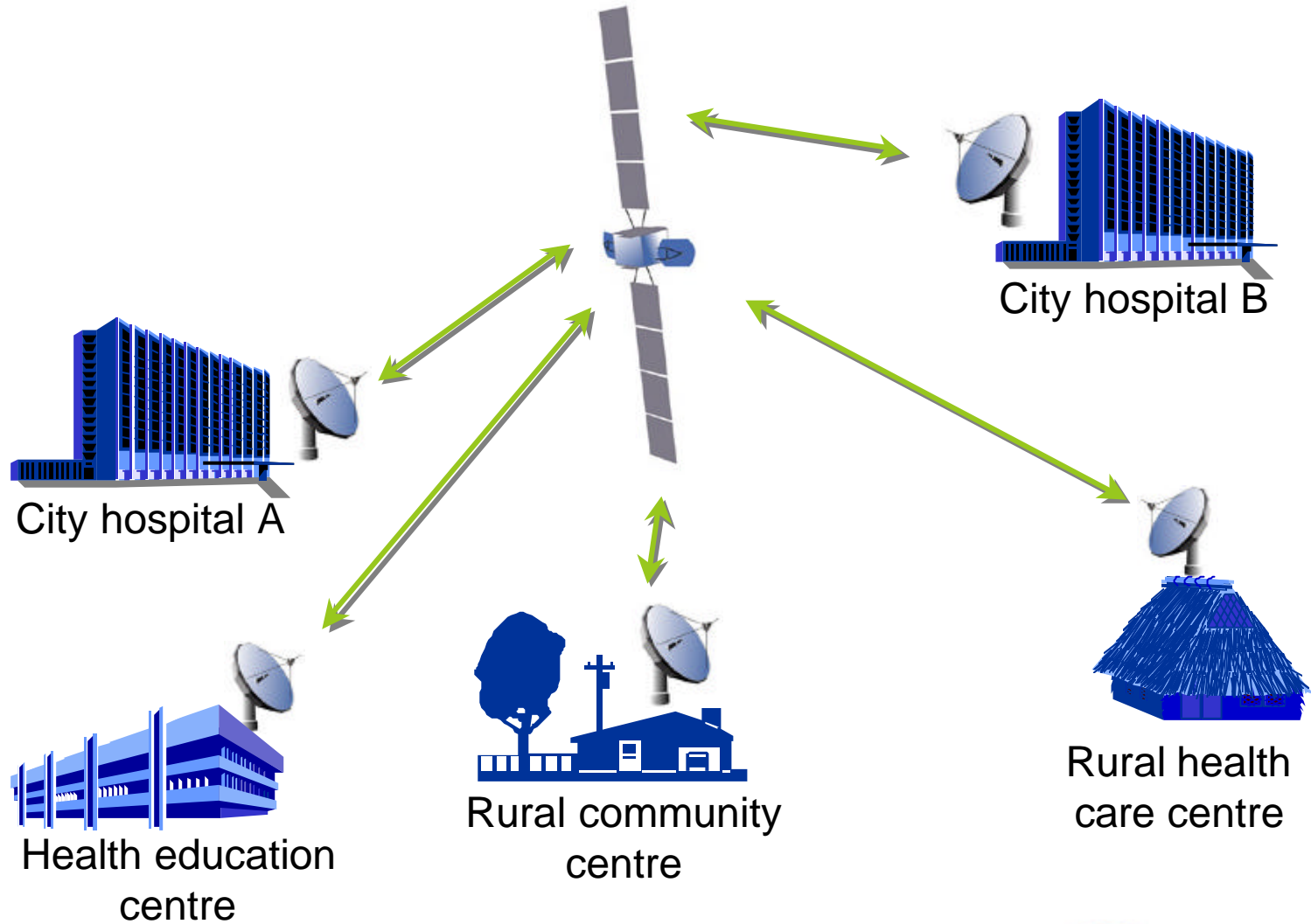
# Thin route telephony



SCPC/DAMA

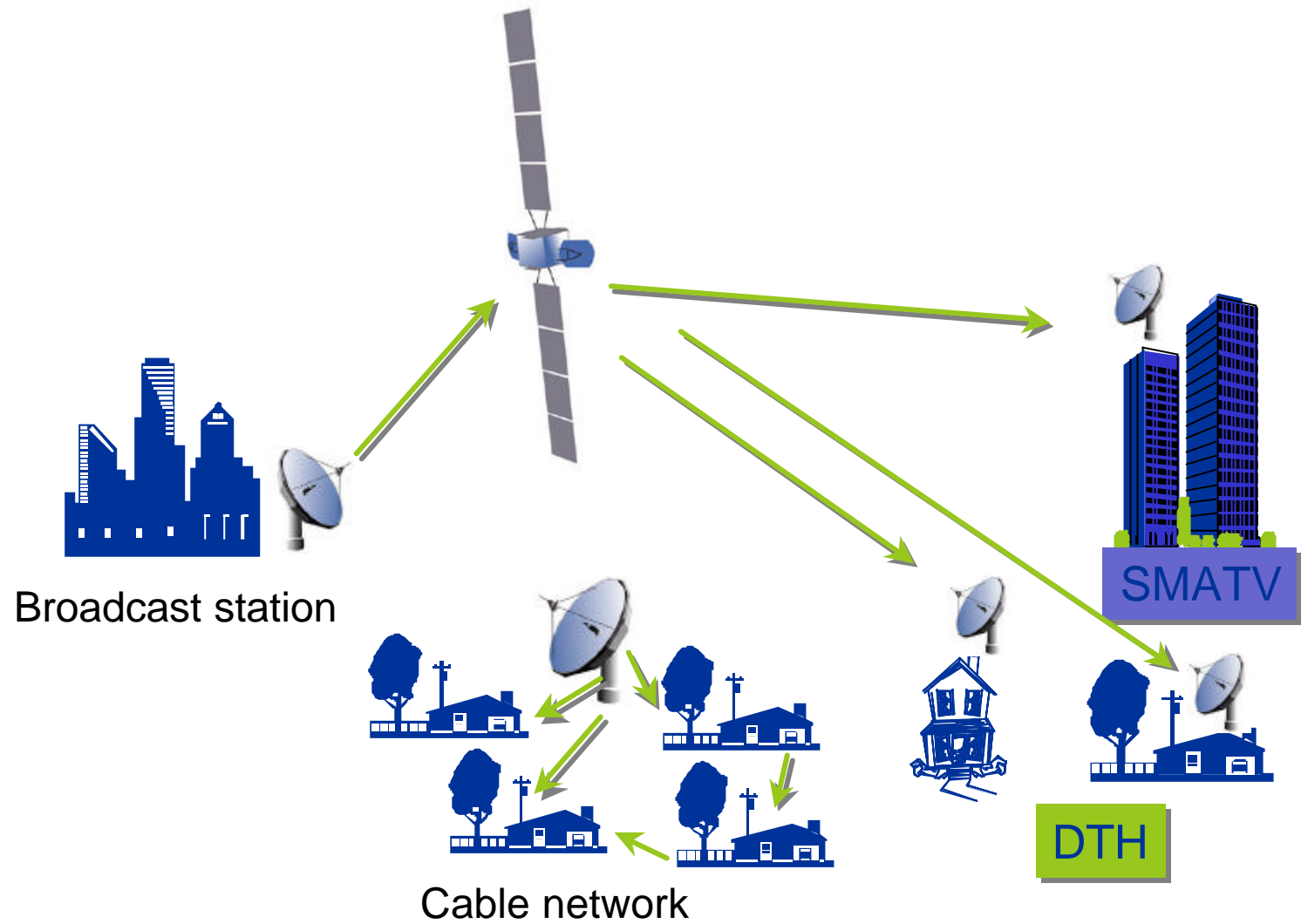
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# Telemedicine and health education

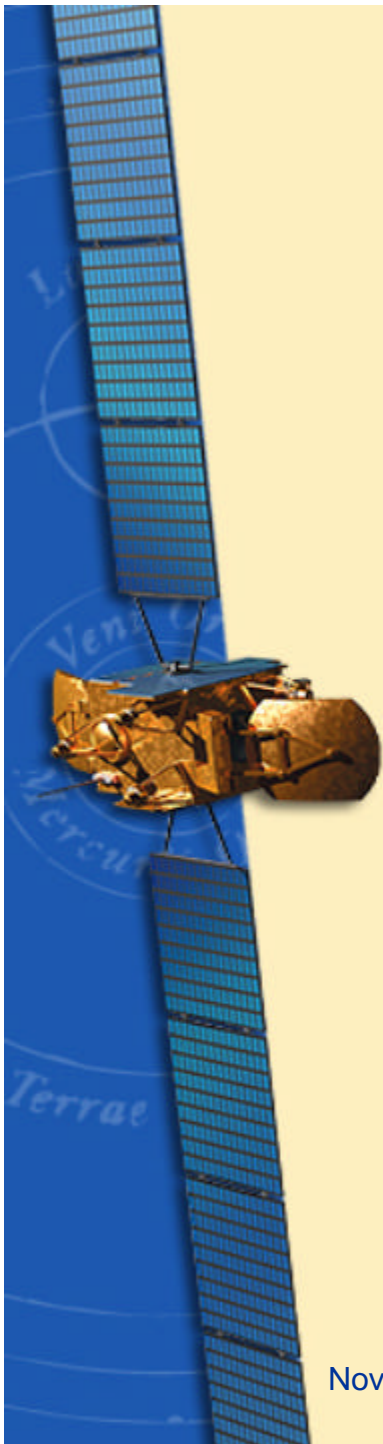


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# Leisure - TV and Radio



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# The Future

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# Satellites to be Launched

Satellite	Launch	Position	Trp	Freq.	Coverage
EUROBIRD™	1Q/01	28.5° E	24	Ku	Western Europe
ATLANTIC BIRD™ 2	2Q/01	8° W	26	Ku	Europe, Americas
ATLANTIC BIRD™ 1	3Q/01	12.5° W	24	Ku	Europe, Americas
HOT BIRD™ 6	1Q/02	13° E	32	Ku/Ka	Europe
HOT BIRD™ 7	2Q/02	13° E	40	Ku	Europe
EXPRESS AM 1	1Q/03	40° E	12*	KU	Europe, Asia

\* capacity leased according to an arrangement with RSCC

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The background features a blue field with white lines representing celestial orbits. Labels for these orbits include 'Orbita', 'Veni Orbita', 'Mercurii Orbita', and 'Terrae Orbita'. A constellation of white stars is scattered across the field. On the left, a satellite with two large solar panel arrays is shown in profile, appearing to orbit the central area.

# Space to Communicate

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