Corporate Presentation

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

Kiev, Ukraine, 13-15 November 2000
An International Satellite Enterprise

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

Connectivity for Europe, Africa, Asia and the Americas

November 2000
# EUTELSAT in brief

## Organisation
- Creation: 1977
- Definitive IGO Status: 1985
- Transfer of Assets and Activities to Eutelsat S.A.: July 2, 2001

## Satellite Resource
- Satellites in Orbit: 18
- Satellites to be launched: 5

## Financials
- 1999 Turnover (total): 469 MEu
- 2000 Forecast Turnover: ~660 MEu

## Ownership
- 48 European Shareholders

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November 2000
<table>
<thead>
<tr>
<th>Service</th>
<th>Capacity Occupied</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumer TV &amp; Radio</td>
<td>≈56%</td>
</tr>
<tr>
<td>TV distribution and Contribution</td>
<td></td>
</tr>
<tr>
<td>Internet Backbone</td>
<td>≈41%</td>
</tr>
<tr>
<td>Internet Access</td>
<td></td>
</tr>
<tr>
<td>Intra-/Extranet</td>
<td></td>
</tr>
<tr>
<td>Corporate Networks</td>
<td></td>
</tr>
<tr>
<td>Dedicated Multimedia &amp; Interactive Services</td>
<td></td>
</tr>
<tr>
<td>Mobile Communications</td>
<td>≈3%</td>
</tr>
<tr>
<td>Telephony</td>
<td></td>
</tr>
<tr>
<td>Company</td>
<td>Percentage</td>
</tr>
<tr>
<td>-------------------------------</td>
<td>------------</td>
</tr>
<tr>
<td>Telecom Italia</td>
<td>20.37 %</td>
</tr>
<tr>
<td>France Telecom</td>
<td>20.05 %</td>
</tr>
<tr>
<td>British Telecom</td>
<td>19.19 %</td>
</tr>
<tr>
<td>Deutsche Telekom</td>
<td>10.03 %</td>
</tr>
<tr>
<td>KPN</td>
<td>4.72 %</td>
</tr>
<tr>
<td>Telekomunikacja Polska</td>
<td>3.72 %</td>
</tr>
<tr>
<td>Belgacom</td>
<td>3.49 %</td>
</tr>
<tr>
<td>Telefonica</td>
<td>2.42 %</td>
</tr>
<tr>
<td>&amp; many other International Telcos</td>
<td></td>
</tr>
</tbody>
</table>
Financial Performance

Total turnover in MEuros

- 1996: 293 MEuros
- 1997: 376 MEuros
- 1998: 455 MEuros
- 1999: 469 MEuros
- 2000: ~660 MEuros (predicted revenues in 2000)

November 2000
Growth in Transponder Capacity

In absolute numbers

<table>
<thead>
<tr>
<th>Year</th>
<th>1996</th>
<th>1997</th>
<th>1998</th>
<th>1999</th>
<th>2000</th>
<th>2001/2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>100</td>
<td>150</td>
<td>200</td>
<td>250</td>
<td>300</td>
<td>450</td>
</tr>
</tbody>
</table>

November 2000
EUTELSAT Consumer Television Offering

TV Channels Available
(October 2000)

- Total (800)
  - Digital (732)
  - Analogue (68)

November 2000
HOT BIRD™ Household Penetration

EUTELSAT households (in millions)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>North Africa, Middle East</td>
<td>2.7</td>
<td>4</td>
<td>4.7</td>
<td>7.8</td>
</tr>
<tr>
<td>Central, Eastern Europe</td>
<td>12.7</td>
<td>13.1</td>
<td>15.9</td>
<td>17.3</td>
</tr>
<tr>
<td>Western Europe</td>
<td>44.7</td>
<td>47.1</td>
<td>50.1</td>
<td>55.9</td>
</tr>
<tr>
<td>Total</td>
<td>60.1</td>
<td>64.1</td>
<td>70.6</td>
<td>81.1</td>
</tr>
</tbody>
</table>

Growth 1998/99

- Total: +15%
- North Africa, Middle East: +66%
- Central, Eastern Europe: +9%
- Western Europe: +12%
Innovations

Reception innovations

Double Feed
one Antenna - two positions

DiSEqC™
remote reception switch

Monoblock
Double Feed with DiSEqC™

Multi-Feed
for Inclined Orbit


EDP
EUTELSAT Digital Platform

Skyplex
Multiplex in the Sky

D-SAT
EUTELSAT Wideband DAMA System

Ka-Band
broadband Return Link by Satellite

Broadcasting innovations

November 2000
Hot Bird™- Widebeam downlink

November 2000
W3 - Fixed beam downlink

W 3 at 7 degrees East
Fixed beam downlink coverage
SESAT - Fixed & steerable beam downlink

November 2000
W4 - Russian and CIS downlink

November 2000
International backbone via satellite

November 2000

EUTELSAT
Business networks

HUB: 3.5 to 6m
Thin route telephony

VSAT

VSAT

PSTN

Capacity on demand

NMS

Urban area

SCPC/DAMA

Rural area

Public phone

November 2000
Telemedicine and health education

City hospital A

Health education centre

Rural community centre

City hospital B

Rural health care centre
Leisure - TV and Radio

- Broadcast station
- Cable network
- SMATV
- DTH

November 2000
The Future
## Satellites to be Launched

<table>
<thead>
<tr>
<th>Satellite</th>
<th>Launch</th>
<th>Position</th>
<th>Trp</th>
<th>Freq.</th>
<th>Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUROBIRD&lt;sup&gt;™&lt;/sup&gt;</td>
<td>1Q/01</td>
<td>28.5° E</td>
<td>24</td>
<td>Ku</td>
<td>Western Europe</td>
</tr>
<tr>
<td>ATLANTIC BIRD&lt;sup&gt;™&lt;/sup&gt; 2</td>
<td>2Q/01</td>
<td>8° W</td>
<td>26</td>
<td>Ku</td>
<td>Europe, Americas</td>
</tr>
<tr>
<td>ATLANTIC BIRD&lt;sup&gt;™&lt;/sup&gt; 1</td>
<td>3Q/01</td>
<td>12.5° W</td>
<td>24</td>
<td>Ku</td>
<td>Europe, Americas</td>
</tr>
<tr>
<td>HOT BIRD&lt;sup&gt;™&lt;/sup&gt; 6</td>
<td>1Q/02</td>
<td>13° E</td>
<td>32</td>
<td>Ku/Ka</td>
<td>Europe</td>
</tr>
<tr>
<td>HOT BIRD&lt;sup&gt;™&lt;/sup&gt; 7</td>
<td>2Q/02</td>
<td>13° E</td>
<td>40</td>
<td>Ku</td>
<td>Europe</td>
</tr>
<tr>
<td>EXPRESS AM 1</td>
<td>1Q/03</td>
<td>40° E</td>
<td>12*</td>
<td>KU</td>
<td>Europe, Asia</td>
</tr>
</tbody>
</table>

* capacity leased according to an arrangement with RSCC