EUTELSAT

DEMYSTIFYING COMPLEX CONNECTIVITY | KEEPING IT SIMPLE!

Digital Ship, Hamburg

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DEMYSTIFYING COMPLEX CONNECTIVITY

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TOPICS TO DISCUSS

▶ Eutelsat ADVANCE - Reliable Backbone Connectivity for Service Partners to Innovate

▶ Future-proof technology with competitive advantage

▶ Towards a multi-orbit GE/LEO strategy to answer to all needs

▶ Q & A

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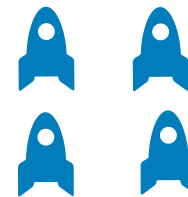
A KEY PLAYER IN THE SPACE BUSINESS

PIONEER IN SPACE

40 YEARS OF EXPERIENCE

34 SATELLITES FOR GLOBAL COVERAGE

ONGOING INVESTMENT PROGRAMME

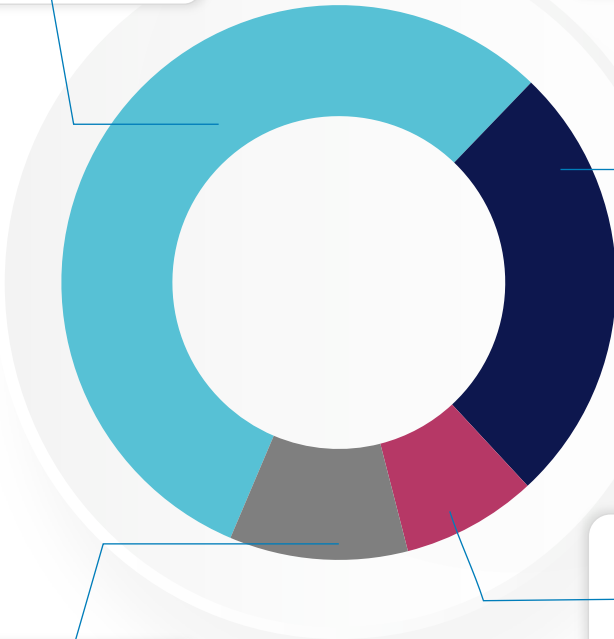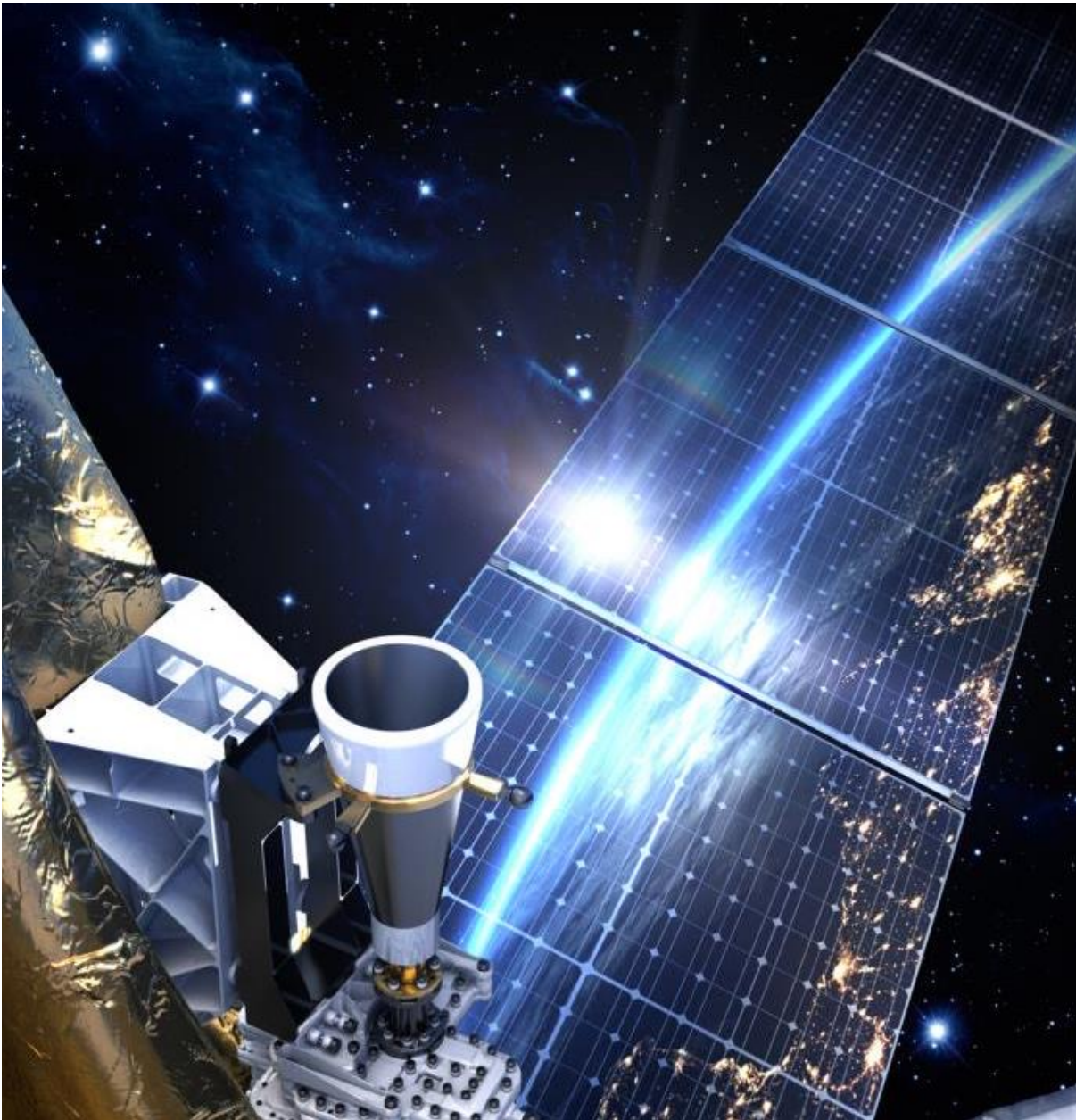**4** SATELLITES LAUNCHED in Q4 2022

+ Order of new Flexsat

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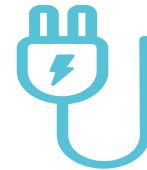# OWNERSHIP

55.8%
Free float & others

25.9%
Bpi France

10.4%
CMA-CGM

7.9%
Fonds Stratégique de Participations (FSP)

Situation December 2022

THE EUTELSAT CONTRIBUTION TO FUTURE OF SATELLITE COMMUNICATIONS

Accelerating the transition to ALL-ELECTRIC satellites
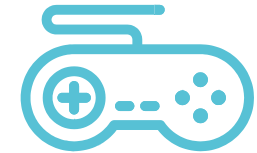
Spearheading a new generation of SOFTWARE-DRIVEN satellites

Pioneering very high throughput VHTS technology to amplify capacity everywhere

OneWeb Satellites

Combination of Eutelsat and OneWeb getting the best of GEO and LEO

EUTELSAT + ONEWEB
A LEAP FORWARD IN SATELLITE CONNECTIVITY

▶ **Signature of a MoU** with the objective of creating a leading global player in connectivity through the combination of both companies in an all-share transaction

▶ **Eutelsat will combine its 36-strong fleet of GEO satellites with OneWeb's constellation of 648 LEO satellites**, of which 428 are currently in orbit

▶ Eutelsat shareholders and OneWeb shareholders[1] would each hold 50% of the Eutelsat shares

▶ Eutelsat would own 100% of OneWeb (excluding the "Special Share" of the UK Government)

▶ **The transaction values OneWeb at $3.4bn** implying a value of €12 per Eutelsat share

▶ **Completion of the transaction** expected around by end of H1 2023

▶ Combined entity strongly positioned to address the **fast-growing global connectivity market**

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EUTELSAT AMBITIONS IN MARITIME CONNECTIVITY

First to launch

a Global Ku-band iDirect Service with Automatic Beam Switching in 2008

Global Mbps Network

serving Maritime, Enterprise, Government and Aviation
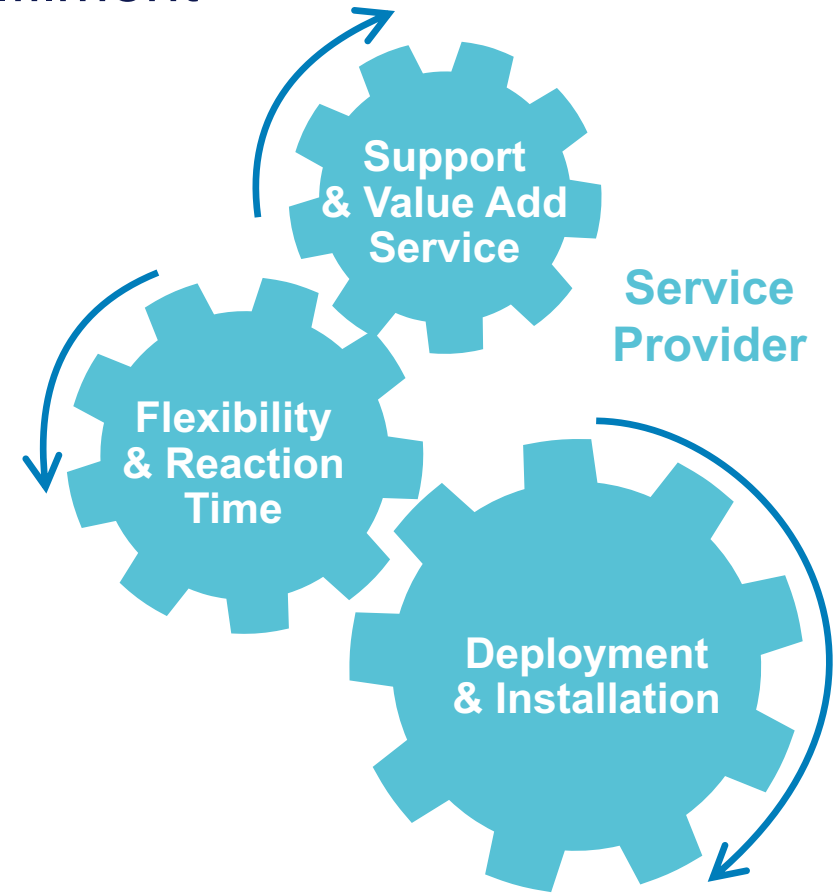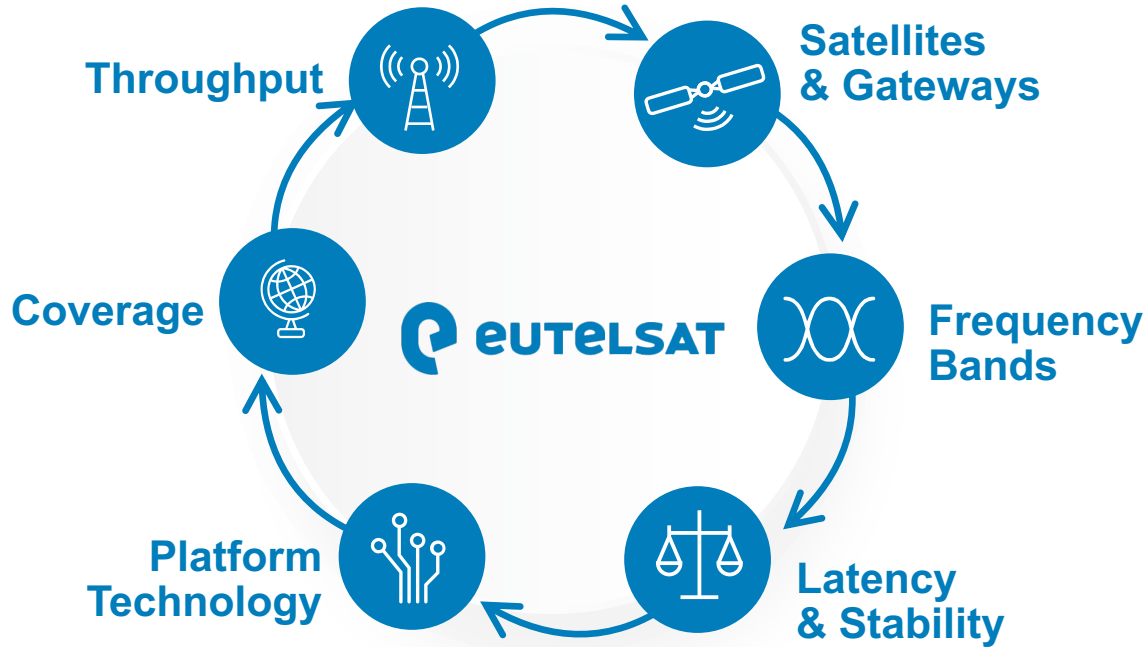
100% Indirect distribution

now extending form MHz to Mbps, one step further in our mission

Lower barriers of entry

for new players in the maritime connectivity world: you

eutelsat

EASING THE BURDEN FOR MARITIME SERVICE PROVIDERS

Solidifying partnerships for direct touch, indirect fulfilment

Throughput

Satellites & Gateways

Coverage

euTELSAT

Frequency Bands

Platform Technology

Latency & Stability

Support & Value Add Service

Service Provider

Flexibility & Reaction Time

Deployment & Installation

Maritime operators require optimisation of all from above today, to enable the digitalisation goals in supporting a host of downstream applications and crew connectivity requirements

euTELSAT

INTRODUCING EUTELSAT ADVANCE

A global satellite network-as-a-service that integrates all capacity in a simple and seamless way.

Distributed by an ecosystem of Service Partners.

FLEXIBLE

→ **Highly flexible solution**

→ **Full Management & Control**

→ **Multiple Markets**

SCALABLE

→ **No CAPEX for clients**

→ **Bandwidth can be increased or decreased**

→ **Services scalable UP and DOWN**

GLOBAL

→ **ONE SINGLE integrated platform**

→ **Seamless connectivity (Eutelsat & 3rd party)**
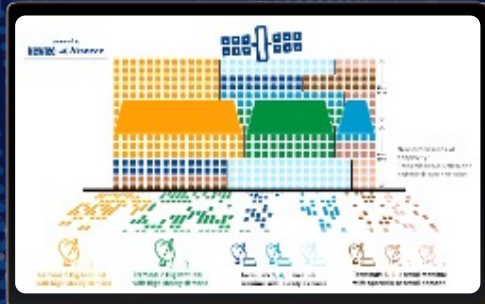
EASY TO IMPLEMENT

→ **Fully AUTOMATED CATALOGUE management**

→ **Minimum time-to-market**

HIGH PERFORMANCE

→ **Reliable, resilient, high-capacity, high-speed communications across regions**

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BEST PLATFORM TECHNOLOGY WITH USER EXPERIENCE FOCUS

## NEWTEC Dialog Network embedding MRC technology globally

→ More Efficiency & Scalability

→ Highest Performance

→ Best Quality of Experience

Reliable, redundant, future-proof ecosystem

24/7 Support with expert NOC

→ Level 2 Customer with On-call 24/7 Support : Single Point Of Contact for all ETL partners for operational matters

→ Continuous improvement KPI and streamlined processes

→ High level of Trouble Shooting & Fault recovering

EUTELSAT NOC
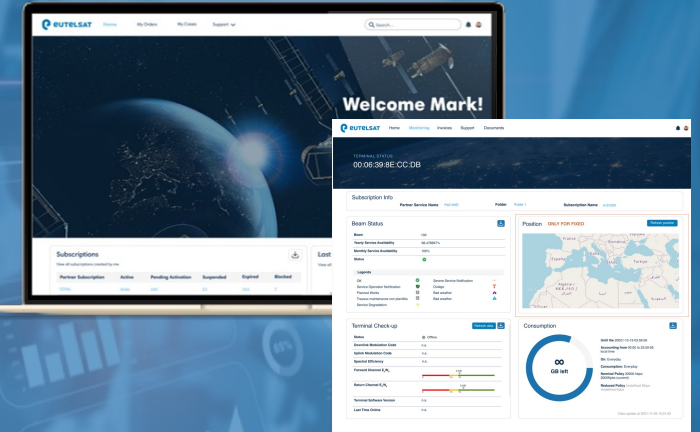
→ Online service provisioning and self-management of services

→ Network management and monitoring tools

→ Short term services available for full flexibility

→ Partner Portal, End-Customer Portal & Web services available

Automation & Streamlined Operational Support

PORTFOLIO OF SERVICES TO MEET EVOLVING NEEDS

Eutelsat ADVANCE MERCHANT

Packaged and VNO SLA-based services designed for optimal data assurance

Eutelsat ADVANCE CRUISE & FERRY

High Mbps focused VNOs, used on a multi-regional basis

Eutelsat ADVANCE YATCHING

Predefined high performance And flexible VIP packaged plans

Eutelsat ADVANCE OFFSHORE

Packaged and VNO SLA-based services designed for optimal data assurance

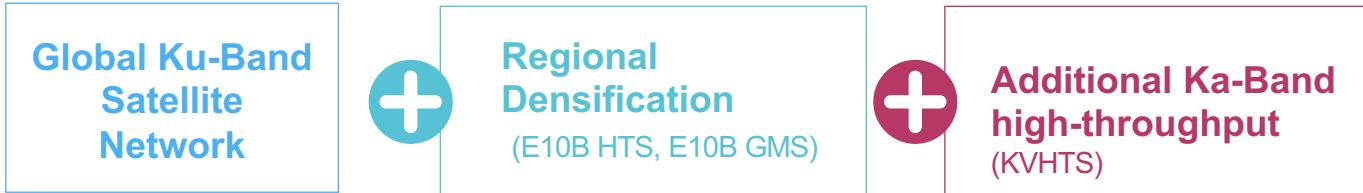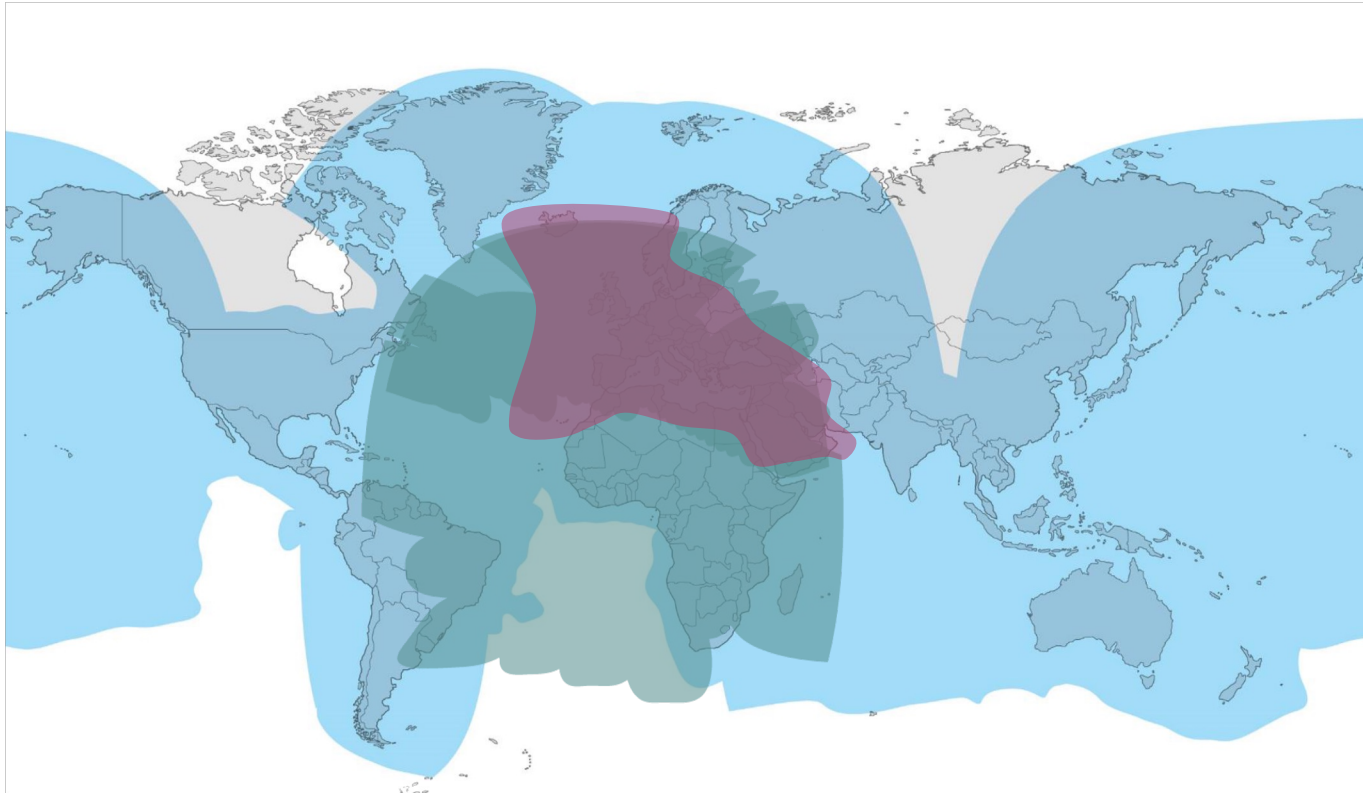|	MERCHANT	CRUISE & FERRY	YATCHING	OFFSHORE
Coverage	Multi-Regional or Global	Multi-Regional	Regional / Multi-Regional	Global
Needs	Wide range of levels of service (Best Effort to High QoS 50% CIR)	High QoS and Bandwidth	Wide range of high-performance plans (up to 15/5 100% CIR)	High QoS / symmetrical services
Business Drivers	Resilient Connectivity (i.e. Satellite Redundancy)	Flexible & Scalable Solutions which allow to increase and/ or port capacity across vessels/ regions	Flexible & Scalable Solutions which allow to accommodate seasonal changes/ volume	CIR for critical comms, reliability

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A COMPREHENSIVE ECOSYSTEM
WITH PROGRESSIVE INTEGRATION OF FUTURE CAPACITIES

Global Ku-Band Satellite Network

+

Regional Densification
(E10B HTS, E10B GMS)

+

Additional Ka-Band high-throughput
(KVHTS)

UNIFIED VIA

Eutelsat's Global Orchestration System

- Unified OSS / BSS / Portal / APIs
- Ground Network Infrastructure, PoPs
- QoS / DPI Systems

MARITIME LEO VALUE PROPOSITION

High-speed	Up to 100Mbps+ using marine UT
Low latency	70ms between UT and Eutelsat PoP
Global coverage	Including Arctic
Security	Full channel encryption
Reliability	Embedded fault tolerance and spare satellites
Compact UT	Dual 53, 73m marine parabolic antenna
Low capital UT	~ 10% of the price of Offshore 2.4m stabilized antenna
	~ ¼ of the price of Maritime VSAT antenna

In a nutshell

→ Offshore Live NOW
→ Mobility Trials starting Q1 2023

→ Double antennas 74cm first,
→ Hardware + Services

→ Simple packages with GB allowance
→ 3 speeds for 3 main segments

10/2 Mbps
Fishing
Merchant

50/10 Mbps
Tankers
Yachts

75/15 Mbps
Offshore
Passenger

UT: User Terminal   *PoP: Point of Presence*

Q&A

THANK YOU

…to Digital Ship and all participants!

MORE INFORMATION:

▶ Website: https://www.eutelsat.com/en/satellite-communication-services/maritime-connectivity.html

▶ Contact: ppetitjean@eutelsat.com