

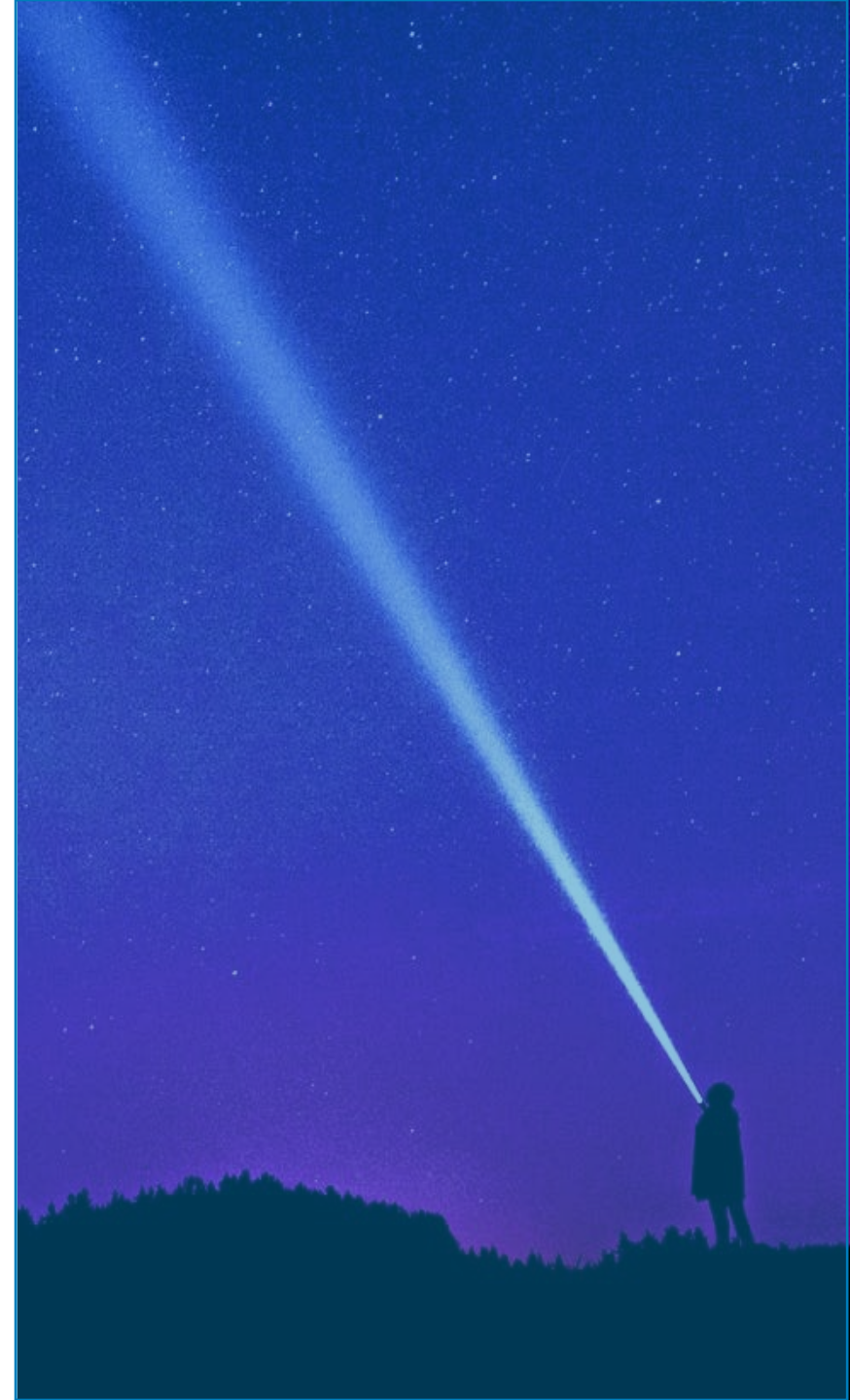


# GEO/LEO STRATEGY

## System and Applications

# EUTELSAT GEO/LEO STORY

- **Apr21 : Eutelsat enters LEO space** through \$550 million investment in OneWeb
- **Oct 21 : Eutelsat raises to 23%, its shareholding in OneWeb**, making Eutelsat OneWeb's second largest shareholder
- **Mar 22' : Eutelsat and OneWeb sign global distribution partnership** to address key connectivity verticals
  - Global multi-year agreement reflects deepening cooperation and showcases operational synergies between the two companies
  - First step towards development of **combined GEO/LEO connectivity solutions**, putting the partners in unique competitive position
- **July 22' : Eutelsat and OneWeb sign a memorandum of understanding for a merger of the two companies.**



## OUR AIM

Seamless and transparent global GEO/LEO solutions to best suit customer needs in delivering global reliable connectivity.



## 5 core tenets guiding the **transformation** over the next 3 years

### One-Stop Shop

Global Portfolio of Services with complimentary multi band multi-orbit GEO LEO GEO/LEO

### Integrated Service

LEO-GEO systems fully integrated with a unique portfolio of services & network, unified portal

### Reduced TTM

integrated portfolio of services ready to be activated, , for easy & fast deployments

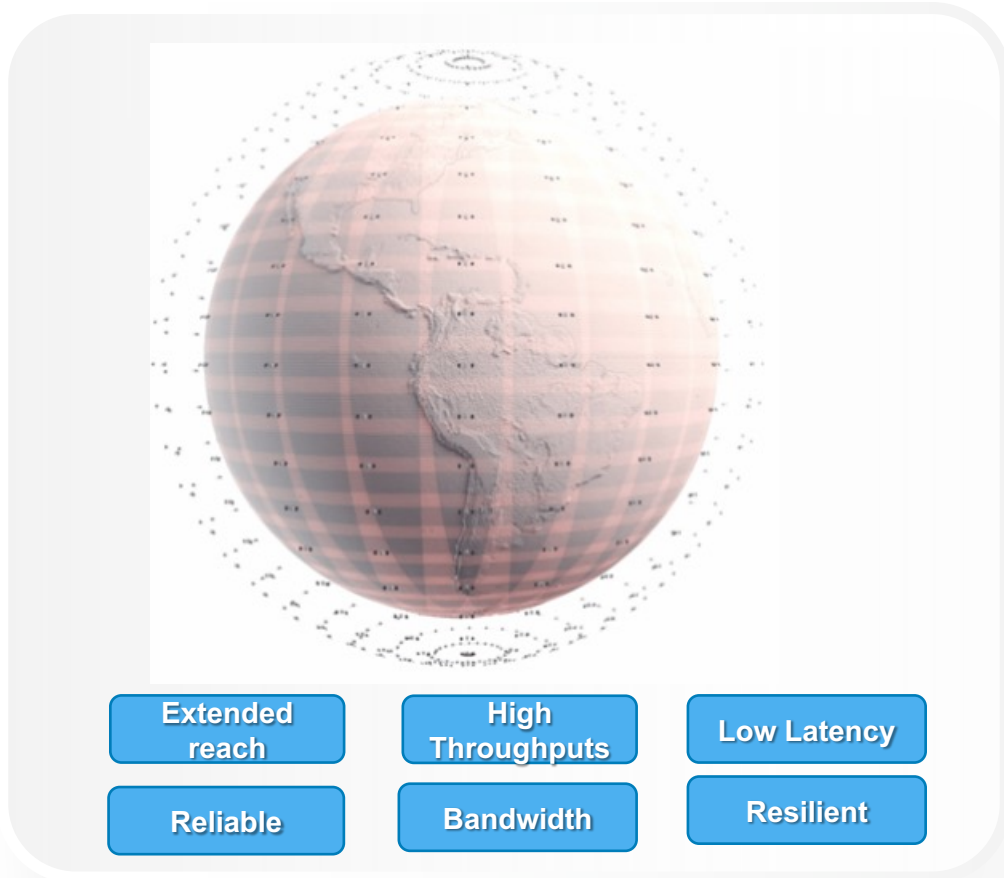
### No Compete

100% indirect distribution with full partner support on delivering the most fitted GEO/LEO solutions

### Experienced support

High-quality support, by one of the world's most experienced leading satellite operators

# COMPLIMENTARY GEO/LEO ECOSYSTEM



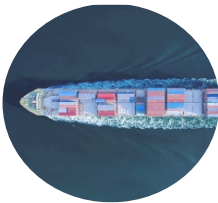


## GEO Capacity +LOW LATENCY LEO LAYER

- 36 GEO satellites
- 648satellites in 12planes (1200km above the Earth)
- 588active
- 60spare (5per plane)
- 4Satellite and Service Operations Centers(SOCs)
- 30+ Points of Presence (PoP) and growing
- 70+ Satellite Network Portals (SNP's)

Full-fledged global portfolio of high-performance GEO/LEO services



# MOBILITY USE-CASES

Vertical	<div> Maritime</div>				<div> Aviation</div>	<div> Government</div>
	Merchant	Offshore	Cruises & Ferries	Yachting	Commercial, Biz Jet	Special Forces, Sea
GEO/LEO interest	★★★	★★★	★★★	★★★	★★★	★★★
Business drivers	Global Coverage	Bandwidth, speeds	Throughput, Latency	Bandwidth & speeds	Coverage, Terminals	Reach, latency, throughput
<div><div><div><div><div><b>Use-case 1 : Northern routes</b></div><ul style="list-style-type: none"><li>• <b>LEO Standalone</b></li><li>• End-User : Ice Exploration (offshore/scientific)</li></ul></div><div><b>Use-case 2 : Full Global Coverage</b><ul style="list-style-type: none"><li>• GEO/LEO load balancing</li><li>• End-User : Containers / Tankers going globally</li></ul></div><div><b>Use-case 3 : Latency Sensitive Aps</b><p>GEO Normal Use + LEO for latency sensitive aps</p><p>End-User : Offshore remote Operations</p></div><div><b>Use-case 4 : Optimized Throughput</b><ul style="list-style-type: none"><li>• <b>GEO main, LEO for traffic peaks / latency sensitive apps</b></li></ul></div></div><div><div><b>Use-case 2 : Flat panel</b><ul style="list-style-type: none"><li>• <b>LEO Standalone</b></li><li>• Low-latency / high speed booster</li></ul></div><div><b>Use-case 5 : Global MB densification</b><ul style="list-style-type: none"><li>• <b>LEO main, GEO equator densification</b></li></ul><p>Global VVIP Yachting offer + Densification booster over europe</p></div><div><b>Use-case : Polar Routes</b><ul style="list-style-type: none"><li>• <b>LEO Portfolio</b></li><li>• End-User : Aircraft operating across extreme northern/southern routes</li></ul></div><div><b>Use-case : Global Coverage / Resiliency ++</b><ul style="list-style-type: none"><li>• GEO/LEO integrated antenna</li><li>• Drivers : improved service experience &amp; better consistency for end user</li><li>• End-User : Commercial / Business jets –</li></ul></div><div><b>Use-case 3 : COTP</b><ul style="list-style-type: none"><li>• <b>GEO main/LEO backup or</b></li><li>• <b>GEO/LEO HW FOB (ops)</b></li></ul></div><div><b>Use-case 7 : COTM</b><ul style="list-style-type: none"><li>• <b>GEO/LEO HW On the move ops (vehicles)</b></li></ul></div><div><b>Use-case 8 : Land &amp; Navy Welfare</b><ul style="list-style-type: none"><li>• <b>GEO/LEO HW (GEO broadcast, LEO RX/TX data)</b></li><li>• <b>Restraint environment</b></li></ul></div></div></div></div>						