

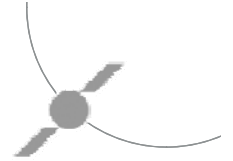
WBU- ISOG Forum

Eutelsat's new role in Latin America

Eloi Stivalletti

November 5th, 2013

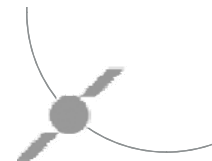
Eutelsat's new role in Latin America



- Strategic step to scale up presence in Latin America with the acquisition of Satmex**
- Combined Eutelsat and SATMEX fleets over Latin America brings a new dynamic to the region:
 - currently have **7 satellites** over the region
 - **5 satellites** on track for launches starting in early 2014 to early 2016 with coverage over the region
- Global network of 31 satellites in orbit, 9 on track for launches by mid 2016 (4 fully owned, 2 SATMEX** and 3 in partnership with RSCC)

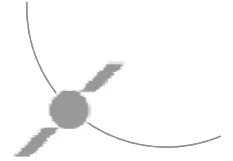


*** Closing is expected by year-end 2013, subject to gov't and regulatory approvals and other customary conditions*

A large, light blue oval graphic that serves as a background for the title text. It has a white circular arc on its left side and a small orange circle at the start of this arc.

Upcoming Satellites with Coverage in LATAM

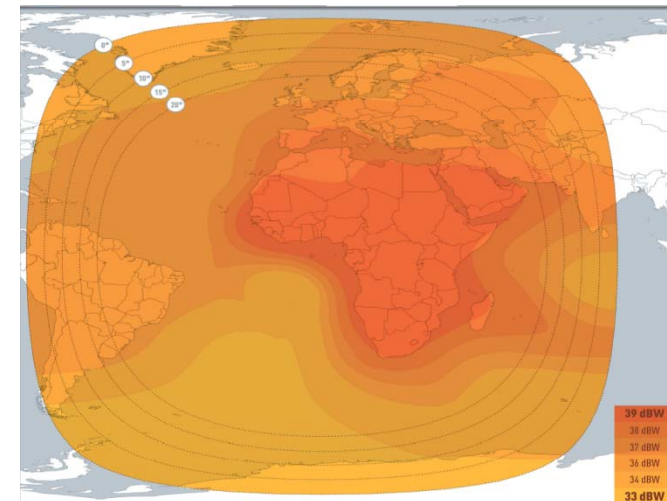
EUTELSAT 3B & EUTELSAT 8 West B – 2014-15



EUTELSAT 3B

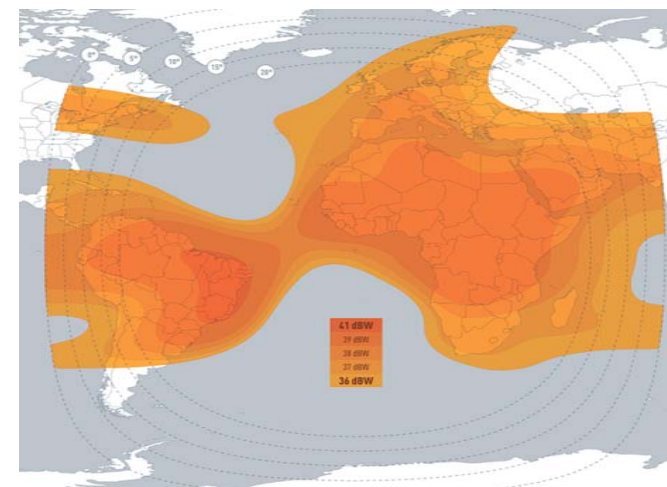
- New tri-band Satellite at 3°E
- Europe, Africa, Middle East, Central Asia and Brazil
- Transponders Ku, C and Ka bands
- Launch date: **Q2 2014**

C-Band (predict)

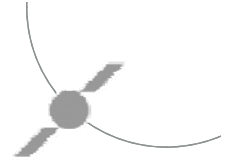


EUTELSAT 8 West B

- Middle East, Africa and South America
- New C-band capacity at 8°W
- Ku-band and C-band transponders
- Launch date: **Q3 2015**



SATMEX 7 & SATMEX 9 - 2015

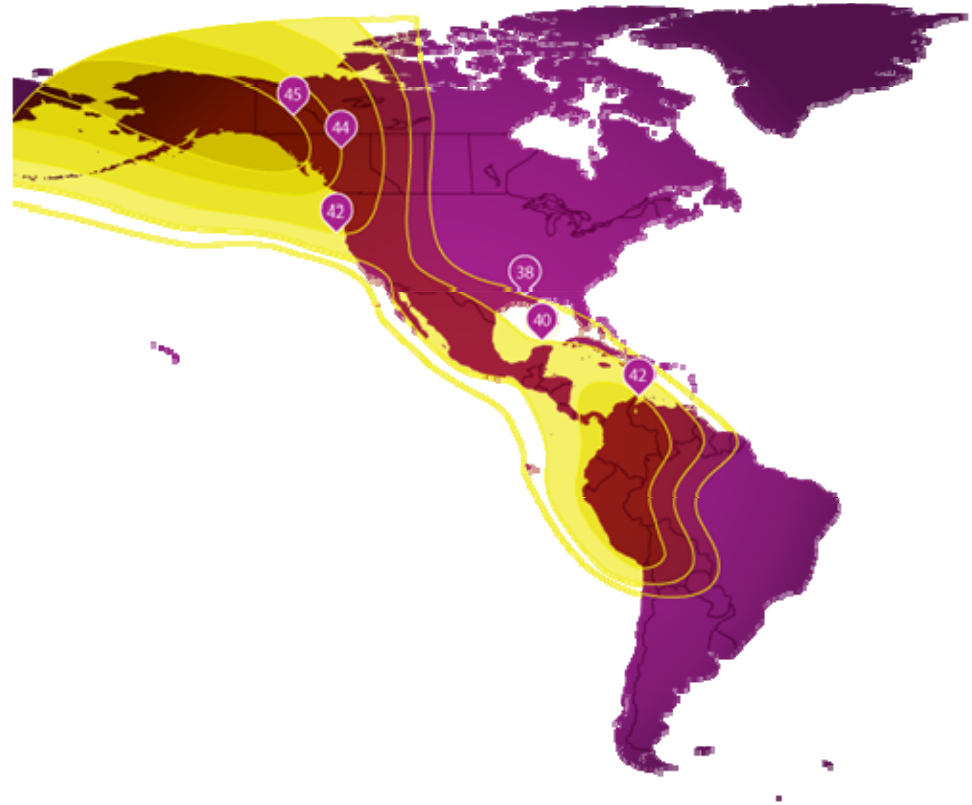


SATMEX 7

- New Satellite at 114.9°W
- Americas
- Transponders Ku and C bands
- Launch date: **Q1 2015**

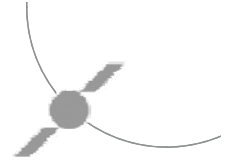
SATMEX 9

- New Satellite at 116.8°W
- Americas
- Transponders Ku bands
- Launch date: **Q4 2015**



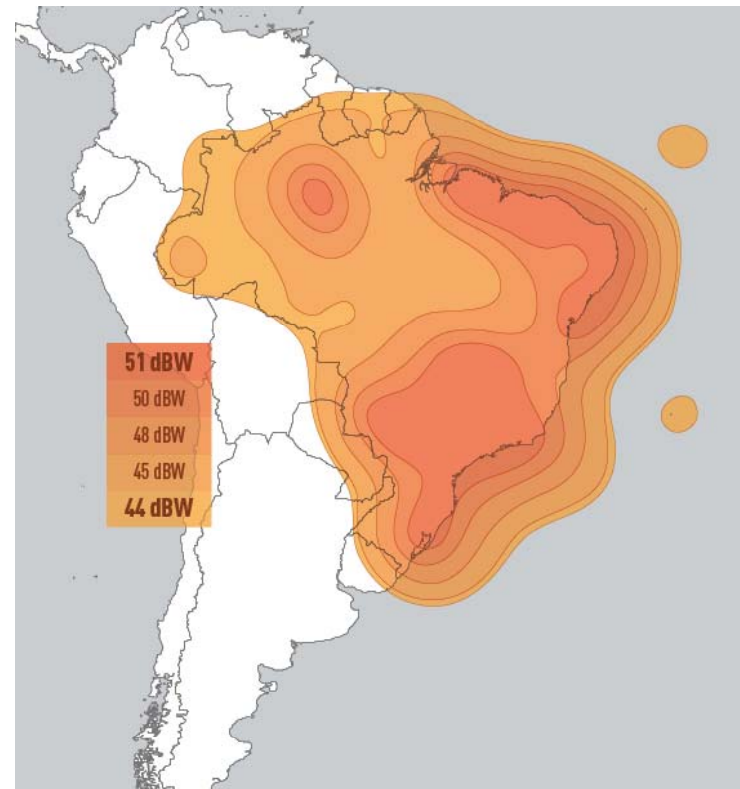
SATMEX 7 C band (Predict)

EUTELSAT 65 West A - 2016



- Brazilian Orbital Position @ 65°W
- Latin America focus
- Tri- band Satellite
- Transponders in Ku, C and Ka-bands
- Launch date: **late 2015 - early 2016**

Example of Brazil Ku-Band (predict)



- ✓ strategic orbital position for video application
- ✓ excellent visibility in All Latin American Countries

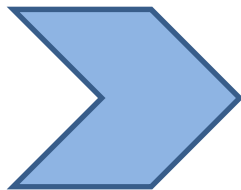


Eutelsat's new role in Latin America

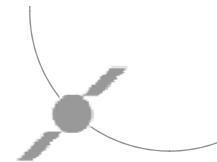


Eutelsat together with SATMEX :

- We have a significant amount of new capacity that will become available in the near future in Latin America in the C, Ku and Ka bands to meet the rising requirements of the region
- We will provide one-stop services for the world-wide requirements of customers via Eutelsat's global network



We are the dynamic actor on the Latin America scene and intend to make our mark!



● Thank you !

eloi@eutelsat.com.br