

Q1, 2008 Financial Review



28 April 2008

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Financial Highlights

- ▲ Recurring revenue up 9.1% to EUR 390 million
 - reported revenue almost unchanged, despite disposals and weaker US dollar
- ▲ Recurring EBITDA rose 9.2% to EUR 281 million
 - reported EBITDA slightly ahead at EUR 275.3 million
 - gross EBITDA margin increased to 70.5%
 - infrastructure EBITDA margin was 82.2%
- ▲ Operating profit up 23%, to EUR 165.5 million
- ▲ Net profit up 24% to EUR 120.9 million
- ▲ 15.2 million shares bought under share buyback programme in year to date
- ▲ Net debt/EBITDA stood at 2.9x at the end of the quarter
- ▲ Group transponder utilisation of 77% at 31 March 2008

Business Review

Business Highlights

- ▲ Growth (ex-currency) in all business units
- ▲ SES AMERICOM added 17 new transponder contracts
- ▲ SES NEW SKIES procured the NSS-14 satellite
- ▲ SES ASTRA market penetration rose to 117.2 million households
- ▲ Transponder utilisation rose to 77.3%, with the number of commercially available transponders reducing by 10 to 1,038
 - co-location of AMC-2 with AMC-4 (-24 transponders)
 - extended Ku-band activated on AMC-4 and AMC-6 (+6 transponders)
 - SIRIUS-4 entered commercial service (+8 transponders)
- ▲ SIRIUS-4 now operational
- ▲ SIRIUS-2 (renamed as ASTRA 5A) operating at new European orbital position of 31.5 degrees East
- ▲ AMC-14 launch anomaly resulted in declaration of total loss

Launch schedule

Successfully launched satellites - starting service in 2008:

ASTRA Satellites	Launch Date	Incremental txp's
Sirius-4	18-Nov-07	Europe 4 (+ 26 on Sirius-2 ¹⁾), Africa 6

Procurement program - starting service in 2008 and beyond:

ASTRA Satellites	Launch Date	Incremental txp's
ASTRA 1M	Q4 2008	
ASTRA 3B	Q4 2009	Europe 20 ²⁾ , Middle East 12
AMERICOM Satellites ³⁾		
AMC-21	Q3 2008	24
Ciel-2 (@ 70%) ⁴⁾	Q1 2009	32 (@70%: 22)
AMC-1R	Q3 2009	Latin America 7 ⁵⁾
AMC-5R	Q2 2010	32
NEW SKIES Satellites		
NSS-9	Q1 2009	
NSS-12 (8 R)	Q2 2009	30
NSS-14 (7R) ⁶⁾	Q4 2010	24 + 47

Change vs
publication:

18-Feb-08

Q2 2008

Q2 2008

Q4 2008

Replacement
Incremental
Replacement & Incremental

- ▲ Focus on growing market segments supports continued investment programme
- ▲ 9 satellites are in the pipeline for launch between 2008 and 2010: three in 2008, four in 2009 and two in 2010; plus the AMC-5R ground spare
- ▲ In total 237 incremental transponders ⁷⁾, providing a 23% increase in commercially available capacity (1,048 at 31.12.2007), support future growth
- ▲ All infrastructure projects meet or exceed IRR hurdle rate of 10-15%

Notes:

1. The launch of Sirius-4 has permitted the relocation of Sirius-2 adding 26 incremental txps at the new position 31.5°E
2. Of which 17 transponders are commercially available via prefill on ASTRA 1E
3. Excluding AMC-14 after the launch failure (reducing the incremental capacity by 32 transponders)
4. Ciel-2 will be launched by Ciel Satellite LP, in which SES AMERICOM holds a 70% economic interest
5. After the launch of AMC-1R up to 7 txps could be activated at 101°W for Latin America coverage
6. After the move of NSS-7 from 22°W to a new orbital position, NSS-14 will provide 24 additional txps at 22°W and NSS-7 47 additional txps elsewhere
7. Including Sirius-4 already launched, but starting service in 2008

Recent Services Developments

▲ *entavio*

- launched 1 September 2007
- slow consumer take-up to date
- marketing and other costs are being substantially reduced
- negative EBITDA impact to be reduced from EUR 21 million to EUR 16 million in 2008

▲ IP-PRIME

- commercial rollout gaining momentum
- target of 40 installed telcos expected to be exceeded in 2008

▲ *ASTRA2Connect*

- launched April 2007
- contracts in ten countries, via 12 service providers
- backlog of over EUR 165 million under existing contracts

Outlook

- ▲ Business outlook remains favourable for SES
- ▲ Infrastructure activities are growing
 - new capacity is coming online to meet demand
 - pricing is stable to gently rising
- ▲ Services activities are improving their performance
- ▲ Strong free cash flow generation, unaffected by USD weakness
- ▲ Share buyback and cancellation programme continues to deliver additional shareholder value

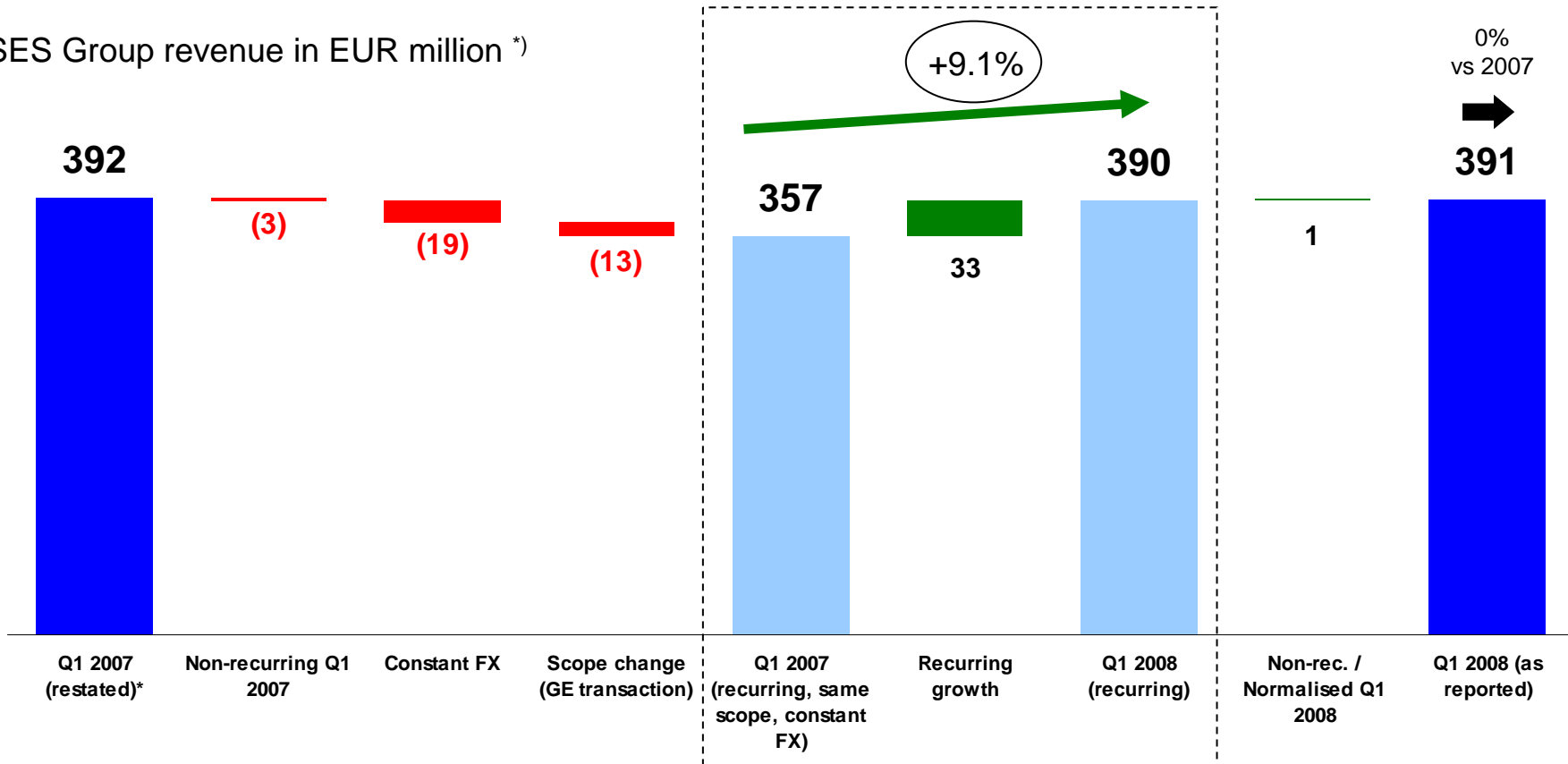
Financial Review

The impact of USD movements

- ▲ Because of the way the business and financing is structured, USD movements have limited impact on our delivery of net profit
- ▲ For every 1 U.S. cent movement against the euro (based on SES's current Business Plan):
 - Revenue \pm EUR 4.5 million
 - EBITDA \pm EUR 3.2 million
 - EBIT \pm EUR 1.5 million
 - Net profit \pm EUR 0.8 million
- ▲ Balance sheet is hedged, to protect shareholders' equity
- ▲ Free Cash Flow impact is practically neutral
 - satellite procurements largely in USD
 - balancing movement in operating cash flow

Revenue – Q1 2008

SES Group revenue in EUR million *)

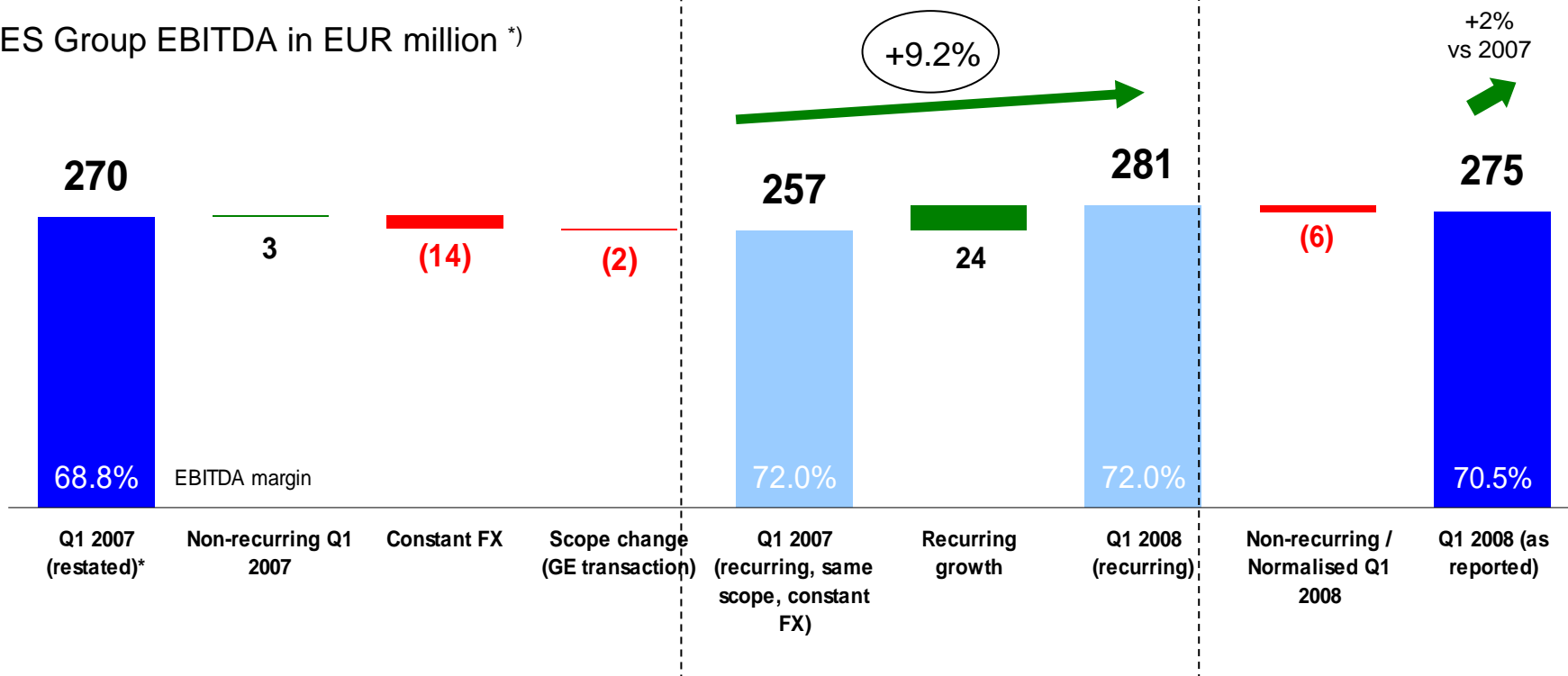


- ◆ Recurring revenue growth of 9.1% compared to Q1 2007 reflecting favourable development at SES ASTRA and SES NEW SKIES segments
- ◆ Services contribution to total revenues increased from 18.6% to 19.5%

*) The Group has elected to consolidate the financial results of joint ventures using the equity method, the alternate method allowed by IAS 31 ("Interests in Joint Ventures") with effect from January 1, 2008. The prior year comparative figures have been revised to be consistent with this new policy.

EBITDA – Q1 2008

SES Group EBITDA in EUR million *)



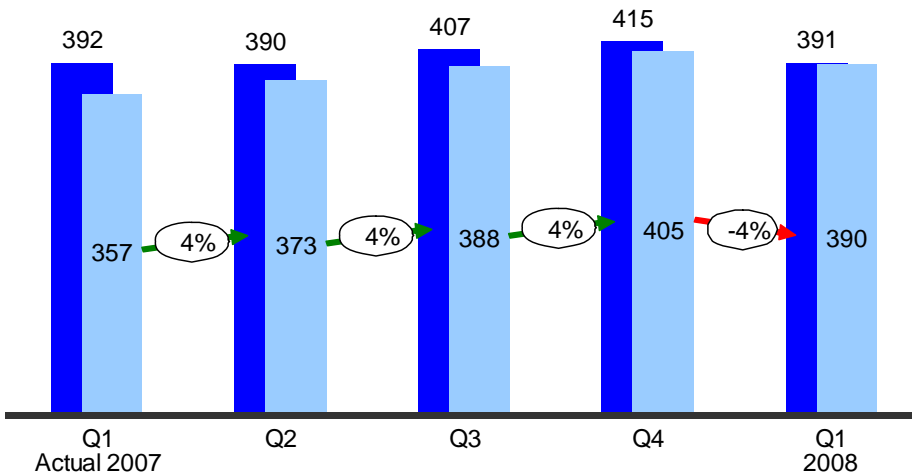
- ◆ Recurring EBITDA growth 9.2% compared to Q1 2007
- ◆ Driven by positive revenue development and supported by cost savings from a favourable in-orbit insurance agreement as well as by continued cost containment
- ◆ EBITDA margin remains stable despite a higher revenue mix towards services business segment

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Quarterly development

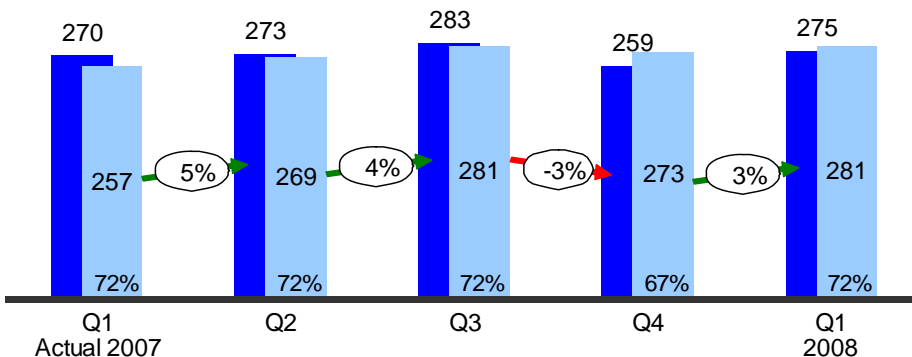
SES Group revenue in EUR million

■ as reported ■ recurring*



SES Group EBITDA in EUR million

■ as reported ■ recurring*



REVENUE:

- ◆ Recurring revenue growth of 9.1% comparing Q1 2008 with Q1 2007
- ◆ Q1 2008 revenues decrease compared to previous quarter resulting from seasonality of services business towards the end of the year

EBITDA:

- ◆ Recurring EBITDA growth of 9.2% comparing Q1 2008 with Q1 2007
- ◆ Compared to previous quarter EBITDA increases on a reported and recurring basis in Q1 2008
- ◆ Recurring EBITDA margin back on track at 72%



Business segmentation

EUR million

Q1 2008	Infrastructure				Total
	ASTRA	AMERICOM	NEW SKIES	OTHER & ELIM ^{*)}	
Revenues	205.5	74.0	56.6	0.1	336.2
EBITDA	172.2	58.0	46.1	0.0	276.3
Margin %	83.8%	78.3%	81.4%		82.2%

Q1 2008	Services				Sub-Total	Start-up initiatives	Total
	ASTRA	AMERICOM	NEW SKIES	OTHER & ELIM ^{*)}			
Revenues	43.1	21.3	11.8	0.0	76.2	0.8	77.0
EBITDA	5.6	1.2	2.0	0.0	8.8	(7.1)	1.7
Margin %	12.9%	5.6%	17.0%		11.5%		2.2%

	Infrastructure	Services	Start-up initiatives	Elimination / Unallocated *)	Total
Revenues	336.2	76.2	0.8	(22.6)	390.6
EBITDA	276.3	8.8	(7.1)	(2.6)	275.3
EBITDA margin	82.2%	11.5%			70.5%

◆ Infrastructure:

- Industry-leading infrastructure EBITDA margin of 82.2%, up 1.5% points on Q1 2007 (up 4.2% points on Q4 2007)
- EBITDA margin of 70.5% is 1.7% points better versus prior (up 8% points on Q4 2007) driven by a favourable development in all segments

◆ Services:

- Normalised EBITDA margin reaches 11.5% ^{**)} in Q1 2008 (11.2% in Q1 2007)
- Services revenue contribution increases to 19.5% in Q1 2008 (18.6% in Q1 2007)

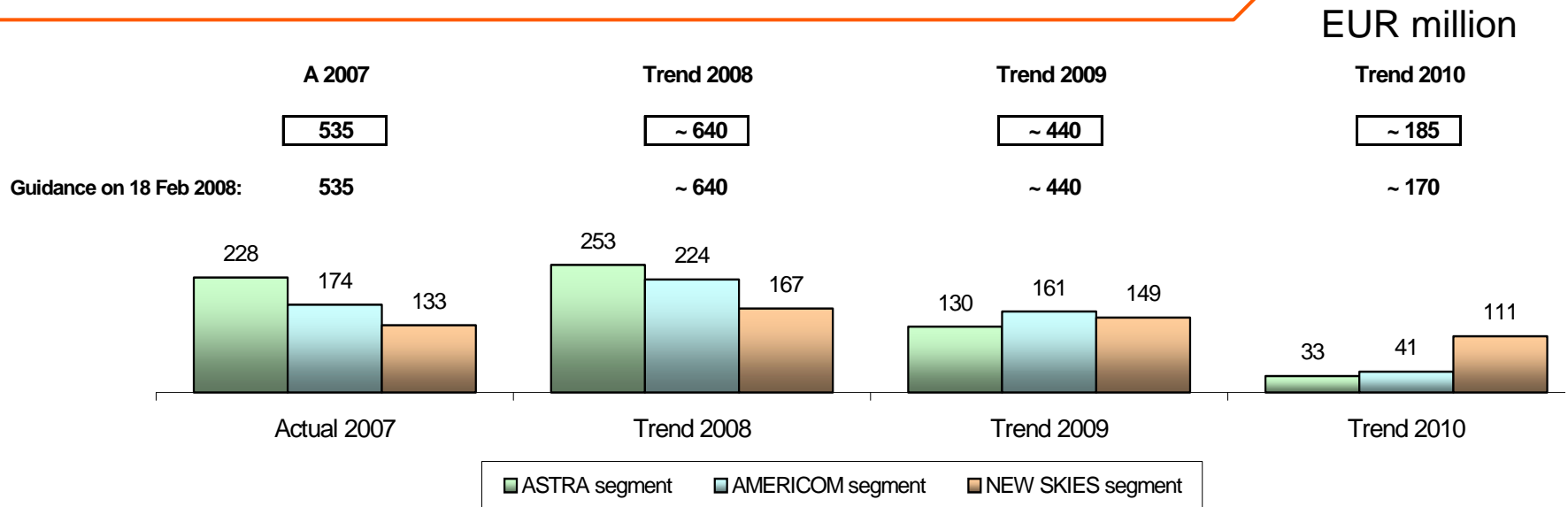
*) Revenue elim. refers to cross-charged capacity, EBITDA elim. to unallocated SES corporate expenses

***) EBITDA margins have been normalised for start-ups and one-offs in the period to reflect better the performance of on-going operations

Other financial lines – Q1 2008

- ▲ Depreciation & Amortisation reduced by EUR 25.0 million
 - Q1 2007 included the accelerated write-down of EUR 15.9 million due to the launch failure of NSS-8
 - favourable impact of weaker U.S. dollar
- ▲ Effective tax rate of 17.8%
 - effective tax rate for full year 2008 should remain below 20%
- ▲ Share of Associates
 - reduced to EUR -0.1 million
 - AsiaSat and Star One no longer in the group as a result of the GE transaction

Capital Expenditure schedule



- ◆ Committed satellite CapEx is essentially unchanged versus February guidance. The further weakening of the USD has been taken into account
- ◆ CapEx relating to as yet undisclosed replacement satellites and growth opportunities is not included
- ◆ CapEx associated with new replacement cycle began in 2007 for SES AMERICOM and will begin in 2009 for SES ASTRA
- ◆ Total 'purchase of tangible assets' and therefore cash outflow is higher than satellite CapEx as presented above
 - ◆ Expenditures for ground equipment, investments for services businesses and prepayments on backup launchers based on the Multi Launch Agreement (MLA) are not included; prepayments for MLA amount to approximately 60 MEUR in 2008
 - ◆ Maintenance CapEx for ground equipment and services business accounts for approximately 50 MEUR per annum in 2008 and thereafter

Note: CapEx is on cash basis; FX translation based on 1 EUR = 1.37 USD (A 2007), 1.50 (2008 – 2010)



Guidance for 2008

Analyst guidance					
EUR million	18 February 2008		28 April 2008		
	1 EUR = 1.44 USD	1 EUR = 1.50 USD	Revisions ^{1a)}	Upgrade ^{1b)}	New guidance 1 EUR = 1.50 USD
Total					
- Revenues ²⁾	1623 - 1663	1595 - 1635	(26)	11	1580 - 1620
- EBITDA ²⁾	1100 - 1140	1081 - 1121	(12)	17	1086 - 1126
Infrastructure					
- Revenues	1355 - 1395	1332 - 1372	(17)	11	1326 - 1366
- EBITDA	1097 - 1137	1080 - 1120	(17)	17	1080 - 1120
Services					
- Revenues ³⁾	345 - 375	339 - 369	0	0	339 - 369
- EBITDA ³⁾	43 - 53	41 - 51	0	0	41 - 51

1)a) AMC-14 launch failure, Entavio business model update, 1)b) better performance of infrastructure business
2) Total revenues and EBITDA include start-up activities in the services business segment
3) Services revenue and EBITDA exclude start-up activities

- ◆ Guidance as of 18 February has been revised for the continued weakening of the USD
- ◆ Revisions take into account AMC-14 launch failure and new Entavio business model
- ◆ Second upgrade in 2008 sees higher revenue and above all higher EBITDA profitability in the infrastructure segment

Financial outlook

- ▲ **2008:** Growth continues, associated with profitability improvement
 - Revenue growth reduces to approximately 4%, taking into account the AMC-14 launch failure and slower development of *entavio*, partly compensated by a favourable development in the infrastructure business segment
 - Infrastructure EBITDA margin is approaching 82%
 - Services business performance will further improve
 - Indebtedness of 3.5 times Net Debt/EBITDA remains the target, but may not be achievable before 2009, as high operating cash flows keep net debt at a relatively stable level despite continued share buybacks and increasing dividend payments
 - Higher profitability and lower number of shares will significantly increase EPS
- ▲ **2008-2010:** The revenue CAGR for 2008-2010 (based on 2007 recurring revenue) is expected to be approximately 5%, with an infrastructure EBITDA margin of around 82%