

YTD and Q3 2015 Results

Ended 30 September 2015

Date
30 October 2015



Q3 2015 highlights

Differentiated strategy focusing on four market verticals



Video



Fixed Data



Mobility



Government



- ▲ SES's global business generating revenue and profit growth
- ▲ Pioneering the commercial introduction of Ultra HD
- ▲ Solid medium-term growth drivers in Global Video, Next Generation Data and 'fibre in the sky'

Financial highlights

	YTD 2015 EUR million	Growth as reported	Growth at constant FX ⁽¹⁾
Revenue	1,492.6	+6.1%	-2.9%
EBITDA	1,106.5	+5.4%	-3.6%
Profit after tax ⁽²⁾	473.5	+3.7%	n/a

▲ Diversified, global revenue profile driving increase in reported revenue and profit

1) At constant FX refers to the restatement of comparative figures to neutralise currency variations and thus facilitate comparison

2) Profit before share of joint ventures and associates' result and non-controlling interests

Regional revenue developments (YTD 2015)

Europe



EUR **760.1** million

+0.3% as reported⁽¹⁾

+0.4% at constant FX⁽¹⁾

- ▲ Further growth in Services and Infrastructure revenue
- ▲ Final four txps sold to ETL (YTD 2014: eight txps sold)
- ▲ UHD agreements with pearl.tv, TERN and Sky Deutschland

North America



EUR **292.8** million

+15.8% as reported⁽¹⁾

-4.1% at constant FX⁽¹⁾

- ▲ Two U.S. Government-funded hosted payloads
- ▲ UHD agreements with Fashion One, High 4K TV and NASA UHD
- ▲ Impact of AMC-15/-16 capacity renewal agreements

International



EUR **439.7** million

+11.1% as reported⁽¹⁾

-7.3% at constant FX⁽¹⁾

- ▲ StarTimes additional capacity and services for DTH in Africa
- ▲ Major mobility contracts with GEE and KVH
- ▲ Offset by transition of ARSAT capacity to own satellite and impact of stronger USD on certain Fixed Data customers

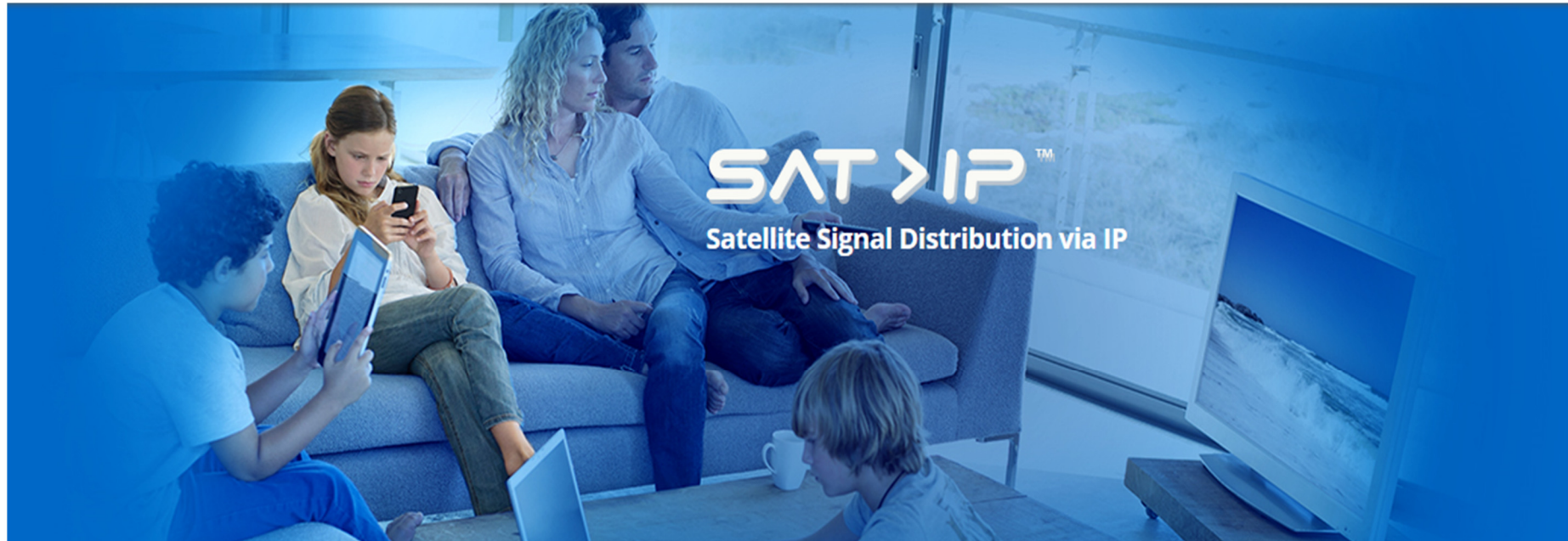
¹⁾ Growth vs. YTD 2014

Capturing the benefit of consumer demand for high quality video

- ▲ HD channels grew **18.6%** (YOY); now represents **over 30%** of all SES channels
- ▲ Achieving important milestones in accelerating the commercial introduction of Ultra HD



Gaining industry-wide momentum and support for SAT>IP



- ▲ Satellite-enabled solution to complement linear experience, with non-linear capabilities
- ▲ Delivering satellite signal to any connected IP device
- ▲ SAT>IP Alliance established to encourage SAT>IP's development and adoption

Developing SES's Next Generation Data and Mobility business



- ▲ Expanding commercial relationship with Global Eagle for aeronautical connectivity
 - Significantly enhancing the passenger experience with up to double the capacity provided
- ▲ SES Techcom partnership with Post Telecom to develop worldwide cloud-based ICT solutions
- ▲ Multi-year capacity contract with Softwire to provide e-learning services in Nigeria

O3b building on a first and highly successful year of operations



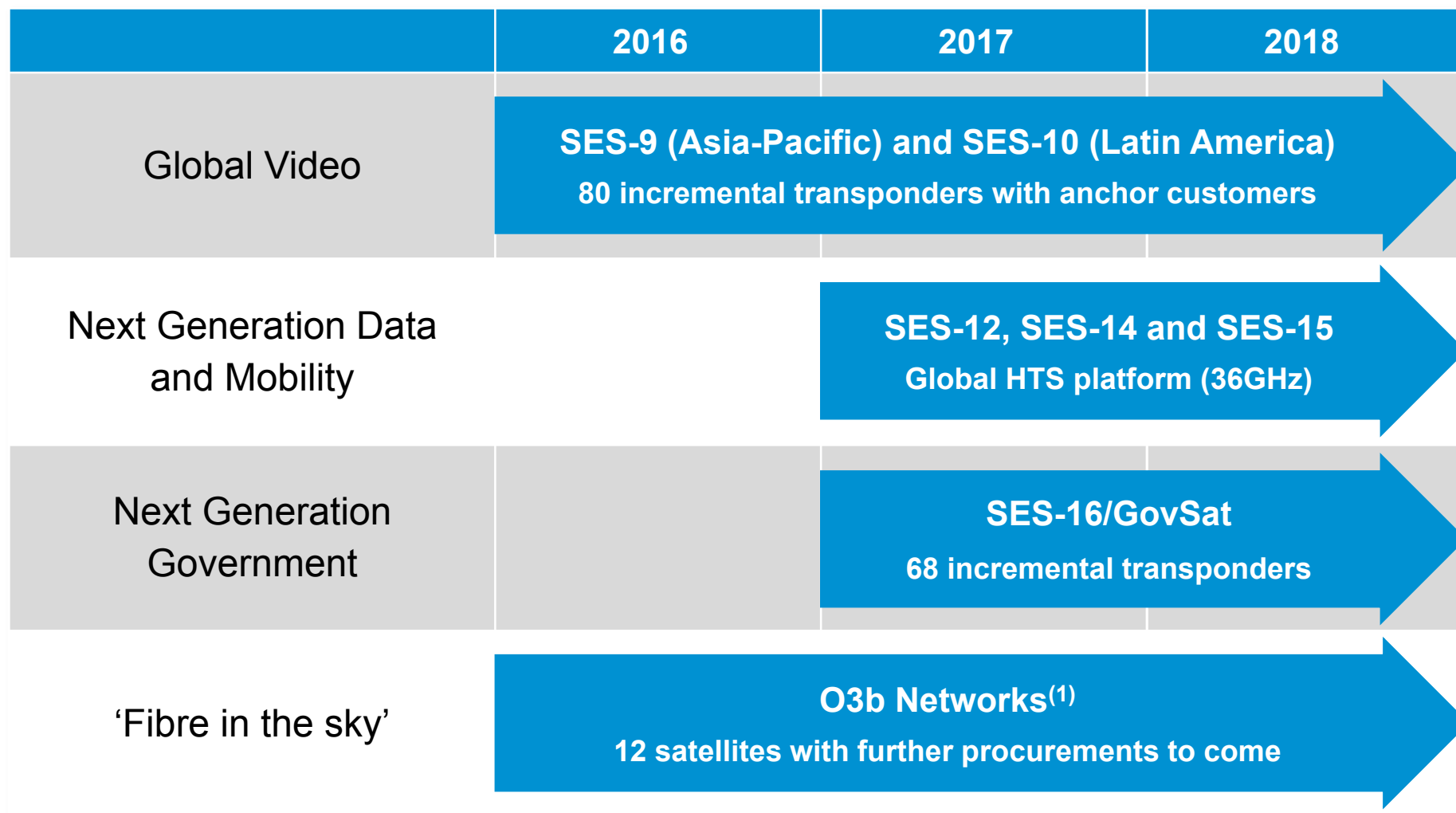
"It is a game changer for us, it is also a game changer for the guests we're going to attract to come on board. It enables us to provide the same level of connectivity as they experience in their homes today."



"Digicel provides faster downloads, higher productivity and the best value in Samoa ... We provide these vital benefits to our customers because of our low latency services - and that is one of the primary features of O3b."

- ▲ 'Fibre in the sky' network now serving **40** customers across 31 countries
- ▲ Fastest growing satellite network in terms of capacity contracted
- ▲ Current 12 satellite constellation capable of delivering over **190** Gbps of total capacity

Delivering sustained medium-term growth



1) SES has a 45% interest in O3b Networks

FINANCIAL REVIEW

Padraig McCarthy, CFO



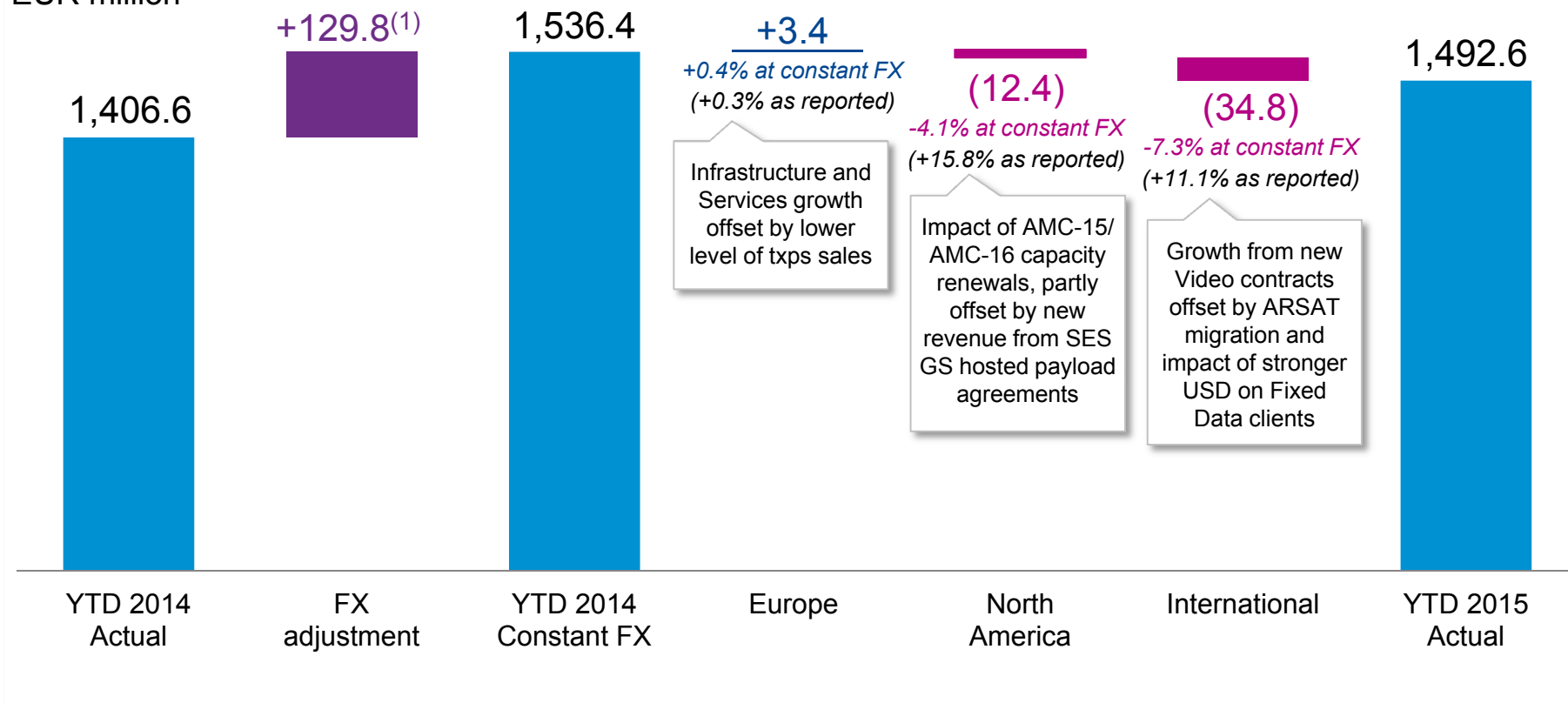
Financial highlights

	YTD 2015 EUR million	YTD 2014 EUR million	Growth as reported	Growth at constant FX
Revenue	1,492.6	1,406.6	+6.1%	-2.9%
EBITDA	1,106.5	1,049.7	+5.4%	-3.6%
EBITDA margin	74.1%	74.6%	-50 bps	-60 bps
Profit after tax	473.5	456.8	+3.7%	n/a
Profit of the group	375.5	437.9	-14.2%	n/a
Net Debt/EBITDA ratio	2.62 times	2.87 times		
Contract backlog	EUR 7.1 billion	EUR 7.3 billion		

Revenue up 6.1% (-2.9% at constant FX)

Revenue walk

EUR million



1) 9.2% translation uplift with U.S. Dollar strengthening by 17.6% vs. EUR. YTD 2015 average FX rate of EUR 1: USD 1.1222 (YTD 2014: EUR 1: USD 1.3621)

Fleet utilisation

Utilised transponders ⁽¹⁾	Q3 2015	Q3 2014	Change
Europe	302	292	+10 txps
North America	264	269	-5 txps
International	520	549	-29 txps
Total utilised transponders	1,086	1,110	-24 txps
Total available transponders	1,502	1,534	-32 txps

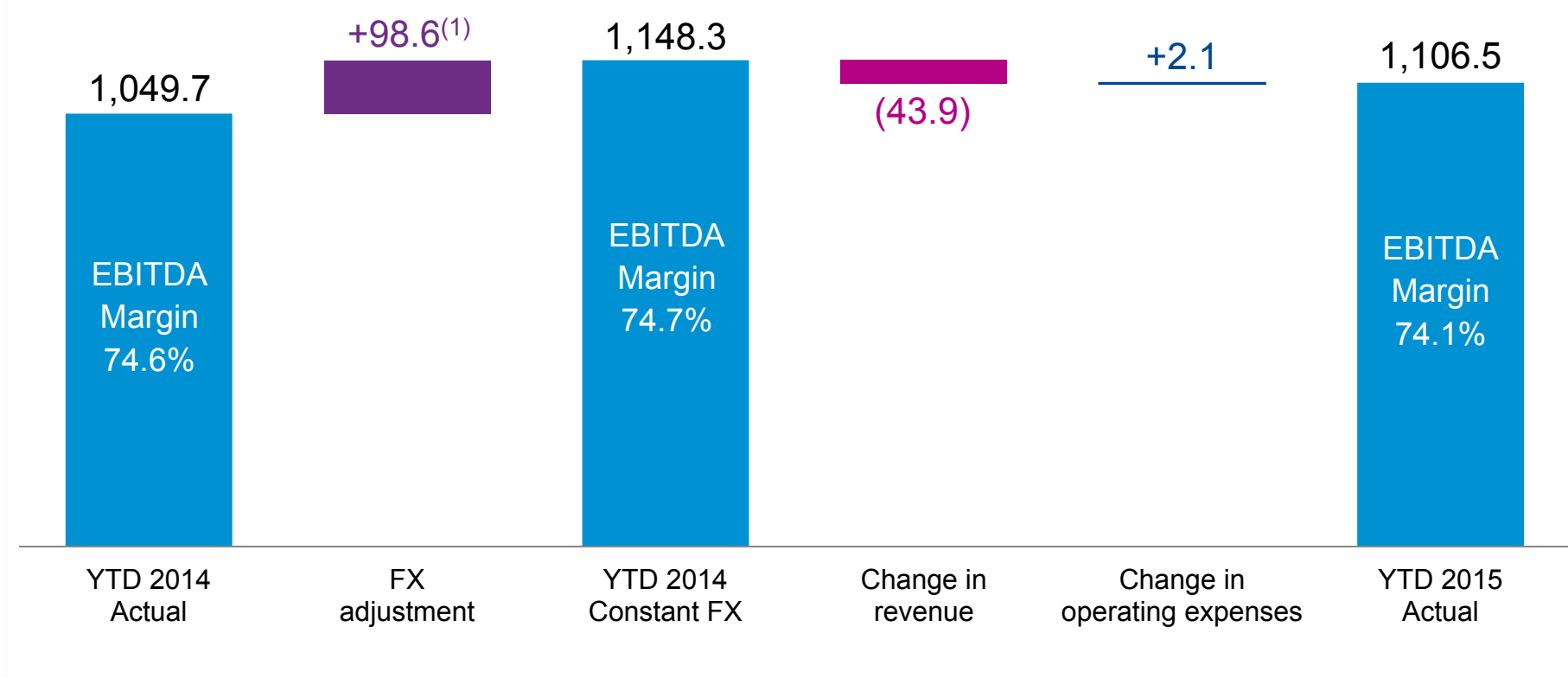
- ▲ Available capacity impacted by NSS-7's transfer to inclined orbit (-74 txps)
- ▲ Utilised capacity grew by **20 txps**, excluding NSS-7 and ARSAT migration
- ▲ Group fleet utilisation of 72.3% (Q3 2014: 72.4%)

1) 36 MHz equivalent. Excluding satellites in inclined operation, for which pricing is lower than station-kept operations

EBITDA up 5.4% (-3.6% at constant FX)

EBITDA walk

EUR million



1) 9.4% translation uplift with U.S. Dollar strengthening by 17.6% vs. EUR. YTD 2015 average FX rate of EUR 1: USD 1.1222 (YTD 2014: EUR 1: USD 1.3621)

Infrastructure and Services revenue and EBITDA margin

	Revenue			EBITDA margin	
	YTD 2015 EUR million	Growth as reported	Growth at constant FX	YTD 2015	YTD 2014 at constant FX
Infrastructure	1,274.2	+5.2%	-3.9%	84.0%	84.1%
Services	380.5	+16.2%	+5.6%	16.2%	15.8%
Elimination/ unallocated ⁽¹⁾	(162.1)	+22.9%	+8.1%	n/a	n/a
Total	1,492.6	+6.1%	-2.9%	74.1%	74.7%

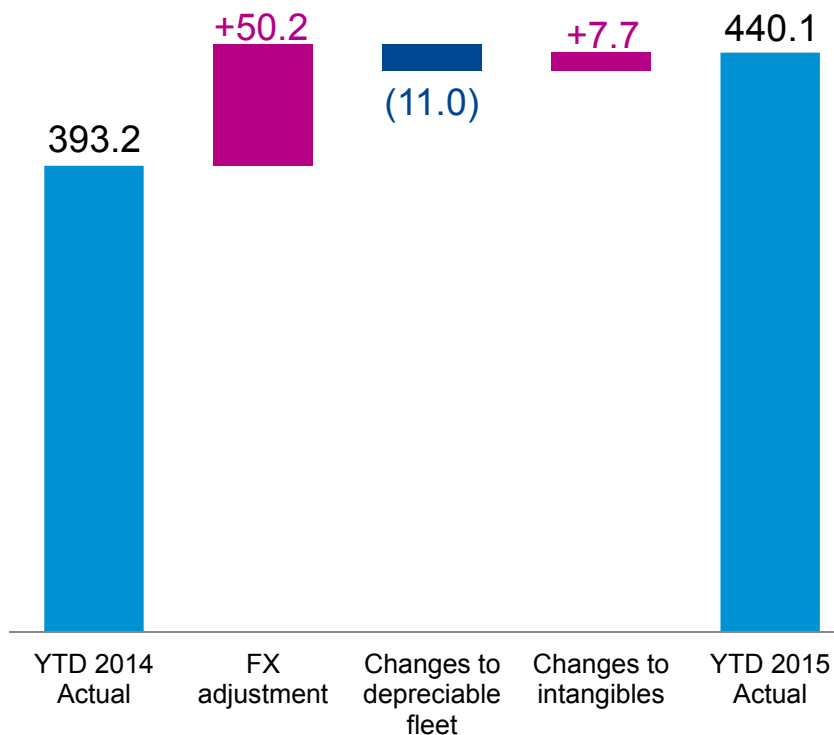
- ▲ Lower Infrastructure costs partly offset by increased variable cost of sales from Services
- ▲ Infrastructure and Services margins maintained
- ▲ Group margin impacted by increase in proportion of Services revenue from 23.3% to 25.5%

1) Revenue elimination refers mainly to "pull through" capacity provided by Infrastructure to Services

Other items contributing to Net Profit

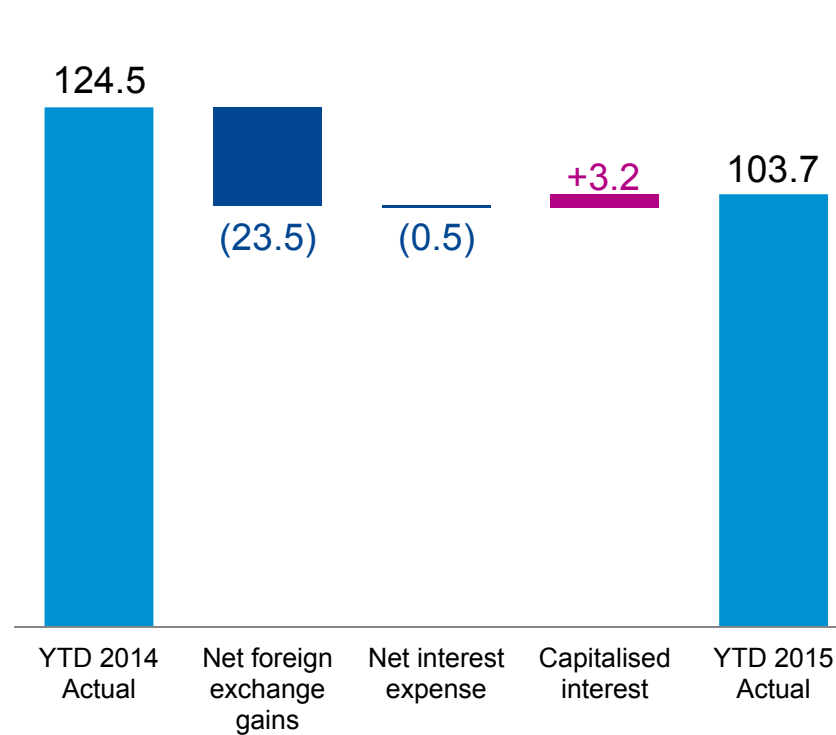
Depreciation and amortisation walk

EUR million



Net financing costs walk

EUR million



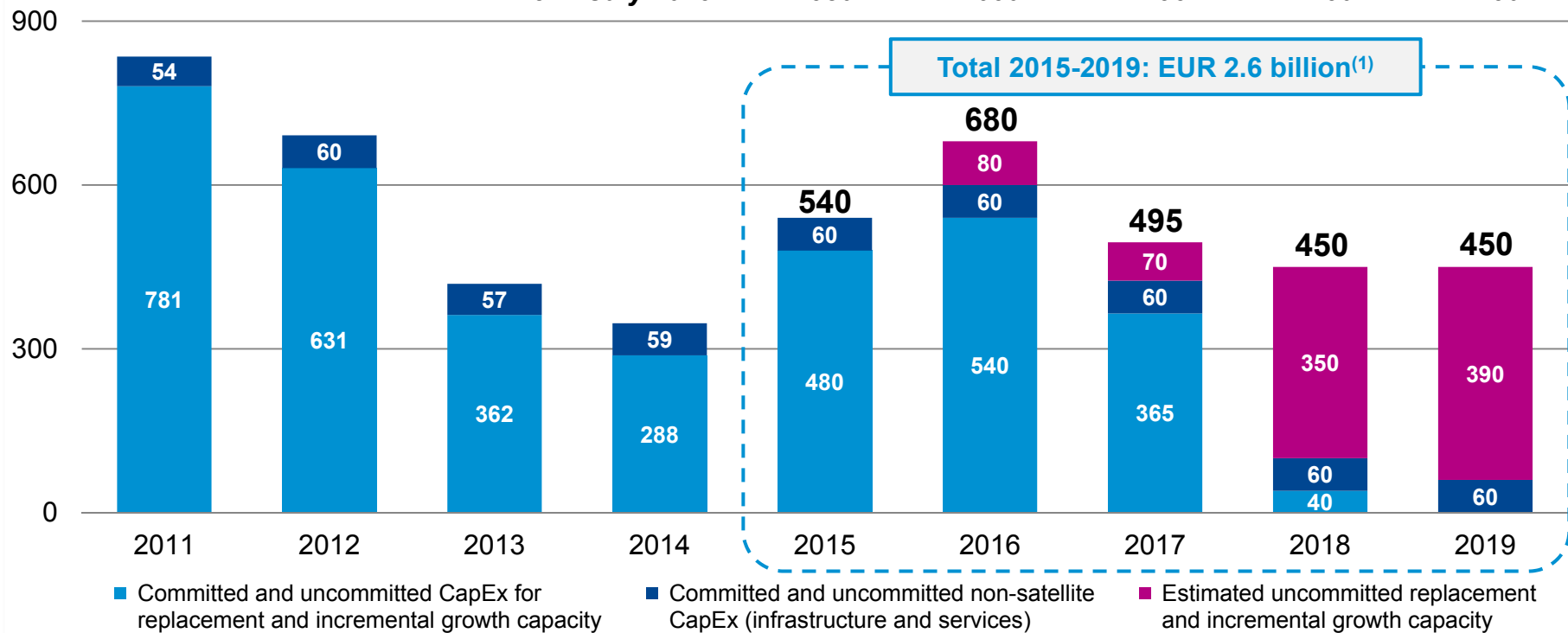
▲ Effective tax rate was 15.9% (YTD 2014: 14.1%)

▲ Share of associates' loss EUR 95.5 million, principally relating to O3b Networks

Lowering replacement CapEx; accelerating growth

Capital Expenditure profile

EUR million



▲ Changes to CapEx profile primarily due to impact of launch delay

¹⁾ Based on EUR 1: USD 1.20. Including capitalised interest, and excluding financial or intangible investments

Financial guidance unchanged

At constant FX ⁽¹⁾	Revenue	EBITDA
FY 2015	Around minus 3%	Around minus 3.5%

- ▲ Guidance on other key financial elements for FY 2015 also unchanged
- ▲ SES-9 launch is targeted for end-Q4 2015
- ▲ SES will provide an update on its future guidance with the FY 2015 results (February 2016)

1) SES's financial guidance assumes nominal satellite health and launch schedule

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