Unleashing the Potential of an Empowered World with the Launch of O3b mPOWER
Beginning a New Era in Global Cloud-scale Connectivity

Delivering the most powerful, flexible and scalable satellite-based system

- Combining cutting-edge space and ground technologies
- Contracting seven super-powered MEO satellites, to be built by Boeing
- Delivering a multi-fold increase in performance, coverage and flexibility from 2021
- Enabling customers’ success by shaping markets with end-to-end solutions

Enhancing SES’s profitable growth trajectory, in line with financial framework

- Unlocking exponentially accelerating demand for connectivity anywhere, anytime
- Enhancing differentiated capabilities in Fixed Data, Mobility and Government
- Investment exceeds minimum hurdle rate; funded within existing CapEx envelope
- Generating important future CapEx synergies from unique GEO-MEO offering
## Delivering Unrivalled Connectivity and Managed Data Services

**O3b mPOWER**: the most powerful, flexible and scalable satellite-based system

| Flexibility                      | ▲ More than 30,000 formed beams fully-shapeable and steerable in real-time  
|                                | ▲ Unrivalled coverage of nearly 400 million square kilometres  |
| Scalability                     | ▲ Multiple terabits of throughput across a global ‘virtual fibre’ network  
|                                | ▲ Small, fast and easy-to-install terminals, reducing deployment time from days to hours  |
| Technology evolution            | ▲ Incorporating cutting-edge space and ground technologies across the ecosystem  
|                                | ▲ Seamless integration with existing GEO-MEO and terrestrial network  |
| Improved economics              | ▲ Lower cost/bit and ground equipment costs  
|                                | ▲ Improving SES’s CapEx efficiency, notably in context of upcoming GEO replacements  |
Redefining Satellite Connectivity to Expand Addressable Market

**CURRENT MEO**

12 satellites in service\(^{(1)}\) plus eight launched in 2018/2019

- Small cities and towns
- Large multi-national organisations
- Fixed rigs/larger production vessels
- Large cruise ships
- Larger fixed/mobile installations

**NEW OPPORTUNITIES WITH O3b mPOWER FROM 2021**

Seven super-power satellites

- Smaller cruise ships
- Smaller mobile production vessels
- Cloud access
- Data centres
- Remote offices
- Small towns and remote locations

\(^{(1)}\) Comprising nine operational satellites and three held as in-orbit back-up
Unlocking Exponentially Accelerating Demand for Connectivity

<table>
<thead>
<tr>
<th>Category</th>
<th>Applications</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Data</td>
<td>Telco/MNO: +47% CAGR in mobile data traffic by 2021&lt;sup&gt;(1)&lt;/sup&gt;</td>
</tr>
<tr>
<td></td>
<td>Cloud services: +70% managed IP traffic growth by 2020&lt;sup&gt;(1)&lt;/sup&gt;</td>
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<tr>
<td></td>
<td>Enterprise: +160% fixed internet traffic growth by 2020&lt;sup&gt;(1)&lt;/sup&gt;</td>
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<tr>
<td>Mobility</td>
<td>Energy: +55,000 in-service terminals by 2021&lt;sup&gt;(2)&lt;/sup&gt;</td>
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<tr>
<td></td>
<td>Aero: +12,000 connected aircraft by 2021&lt;sup&gt;(2)&lt;/sup&gt;</td>
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<tr>
<td></td>
<td>Maritime: +7,000 connected vessels by 2021&lt;sup&gt;(2)&lt;/sup&gt;</td>
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<tr>
<td>Government</td>
<td>U.S. Government: +12% U.S. Defense budget growth by 2021&lt;sup&gt;(3)&lt;/sup&gt;</td>
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<td>Global Government: &gt;50% increase in UAV-ISR in-service units by 2021&lt;sup&gt;(2)&lt;/sup&gt;</td>
</tr>
</tbody>
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▲ USD 17 billion total market opportunity (by 2022) for satellite-based applications<sup>(2)</sup>

1) Source: Cisco  
2) Source: NSR  
3) Source: U.S. Department of Defense. Base budget, excluding overseas contingency operations (funded annually)
Improving CapEx Efficiency By Unlocking GEO-MEO Synergies

**GEO-MEO Capital Expenditure (growth and replacement)**

<table>
<thead>
<tr>
<th>EUR million</th>
<th>Previous (H1 '17)</th>
<th>EURUSD 1.10 to 1.15</th>
<th>(Reduction)/increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY '16</td>
<td>588</td>
<td>64</td>
<td>524</td>
</tr>
<tr>
<td>FY '17</td>
<td>660</td>
<td>70</td>
<td>550</td>
</tr>
<tr>
<td>FY '18</td>
<td>430</td>
<td>90</td>
<td>120</td>
</tr>
<tr>
<td>FY '19</td>
<td>430</td>
<td>100</td>
<td>110</td>
</tr>
<tr>
<td>FY '20</td>
<td>430</td>
<td>100</td>
<td>110</td>
</tr>
<tr>
<td>FY '21</td>
<td>980</td>
<td>130</td>
<td>750</td>
</tr>
<tr>
<td>FY '22</td>
<td></td>
<td></td>
<td>570</td>
</tr>
</tbody>
</table>

- **Flexible and back-loaded future CapEx profile**
- **Enabling important GEO-MEO synergies** (up to two replacement GEO satellites from 2021)

1) *Cash CapEx including payload, launch, capitalised interest and excluding financial or intangible investments (based on FX rate of EUR 1: USD 1.15 as of FY '17)*
Empowering exponentially more people, communities and businesses with the opportunities created by truly cloud-scale connectivity.

**THE STRATEGY**
Empowering the growth of our business and expanding the role of satellite

**THE TECHNOLOGY**
Empowering a multi-terabit “virtual fibre” network virtually anywhere

**THE MARKETS**
Empowering new growth opportunities for more customers in more locations
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