



# First Quarter 2024-25 REVENUES

*29 October 2024*



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# Agenda

- ▶ Recent Highlights
- ▶ Q1 2024-25 Performance
- ▶ Outlook



# Recent Highlights

The background of the slide features a desert landscape at sunset. In the foreground, there are several large, white, geodesic satellite dish antennas mounted on metal lattice structures. The ground is sandy with some snow or light-colored soil. In the distance, there are low mountains and a small vehicle on a dirt road. The sky is a mix of orange, yellow, and blue, with a few faint satellite orbits visible in the upper part of the frame.

- First Quarter Operating Verticals revenues of €297 million, up 5.5% in line with expectations; Full year financial objectives confirmed
- Growth in Connectivity on the back of LEO-enabled solutions
- Successful launch of the latest batch of 20 OneWeb satellites, reinforcing the constellation
- Multi-launch agreement with Mitsubishi Heavy Industries, adding further optionality for access to space

# Successful launch of 20 OneWeb Satellites

- ▶ Launched on October 19
- ▶ Latest launch adds additional satellites in low Earth orbit to OneWeb constellation
- ▶ New satellites will increase network strength and redundancy



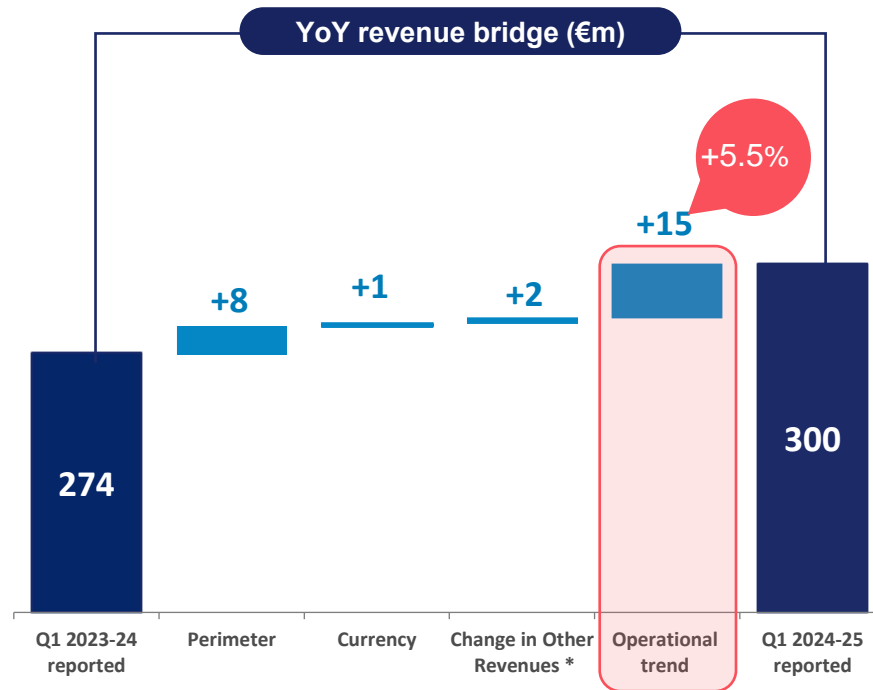
# Q1 2024-25 Performance



# First Quarter 2024-25 revenues

- ▶ Total revenues of €300m, up +5.9% like-for-like<sup>1</sup>
- ▶ Slight positive currency effect
  - €/\$ rate of 1.09 vs 1.09 last year
- ▶ Positive swing of €2m in 'Other Revenues'
  - Of which €0.2m related to hedging
- ▶ Revenues of the Operating Verticals up 5.5% like-for-like YoY

<sup>1</sup> Change at constant currency and perimeter. The variation is calculated as follows: i) Q1 FY 2024-25 USD revenues are converted at Q1 2023-24 rates; ii) Q1 2023-24 revenues are restated with the contribution of OneWeb from 1st July to 30 September 2023; iii) Hedging revenues are excluded..



\* Including Hedging revenues representing a €1m impact

# Q1 Revenues by vertical



VIDEO

REVENUE  
CONTRIBUTION<sup>1</sup>



REVENUES  
(€m)

151.8

LIKE-FOR-LIKE<sup>2</sup>  
YOY CHANGE

-7.3%



FIXED  
CONNECTIVITY



56.5

+30.1%



GOVERNMENT  
SERVICES

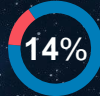


46.4

+20.3%



MOBILE  
CONNECTIVITY



42.0

+18.8%

TOTAL OPERATING VERTICALS

296.7

+5.5%

OTHER REVENUES

3.0

+€1.5m<sup>3</sup>

<sup>1</sup> Share of each application as a percentage of total revenues excluding "Other Revenues".

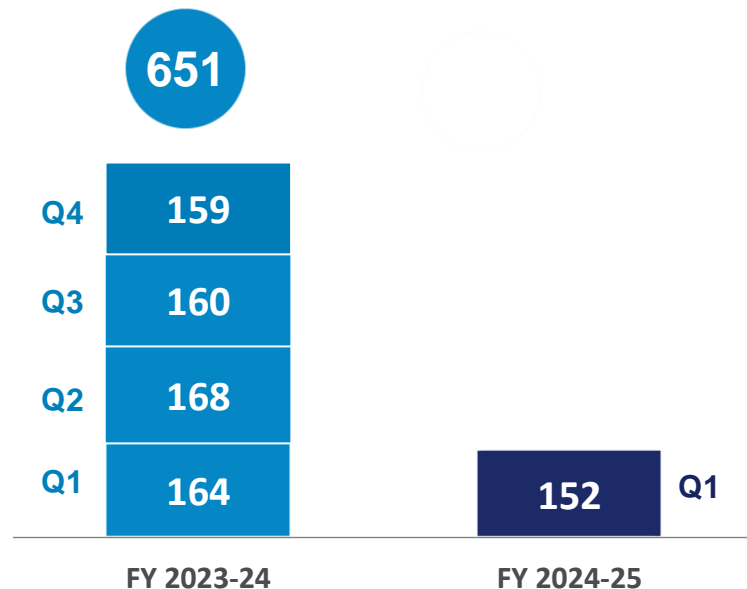
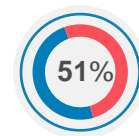
<sup>2</sup> Change at constant currency and perimeter. The variation is calculated as follows: i) Q1 FY 2024-25 USD revenues are converted at Q1 2023-24 rates; ii) Q1 2023-24 revenues are restated with the contribution of OneWeb from 1st July to 30 September 2023; iii) Hedging revenues are excluded.

<sup>3</sup> Of which €0.2m related to hedging revenues.



# Video

- ▶ Q1 revenues of €151.8m, down 7.3% YoY like-for-like<sup>1</sup>
  - ▶ Secular market decline
  - ▶ Lower occasional use in Professional Video
- ▶ Q1 revenues down 4.5% QoQ<sup>1</sup>
- ▶ Several new and renewal contracts secured



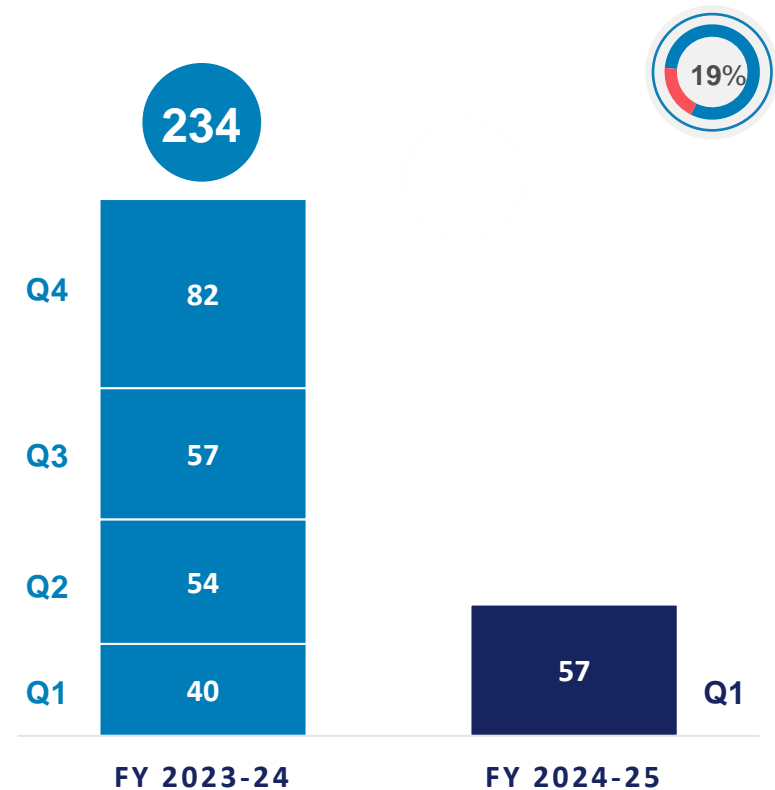
<sup>1</sup> At constant currency and perimeter

# Fixed connectivity

- ▶ Q1 revenues of €56.5m, up 30.1% YoY like-for-like<sup>1</sup>
  - Acceleration in LEO services
  - Calendar effect of the entry into service of K-VHTS
- ▶ Q1 revenues down by 30.9% Q-o-Q<sup>1</sup>
  - High level of equipment sale
  - Catch-up revenues recognition in Q4 FY24
- ▶ Recent commercial wins in LEO:
  - Multi-year agreement with Bayobab (MTN Group), for enterprises and cellular backhaul across Africa.
  - Contract with SoftBank to deliver connectivity for businesses and government agencies throughout Japan, marking Eutelsat's entry into the Japanese market

 SoftBank

 bayobab

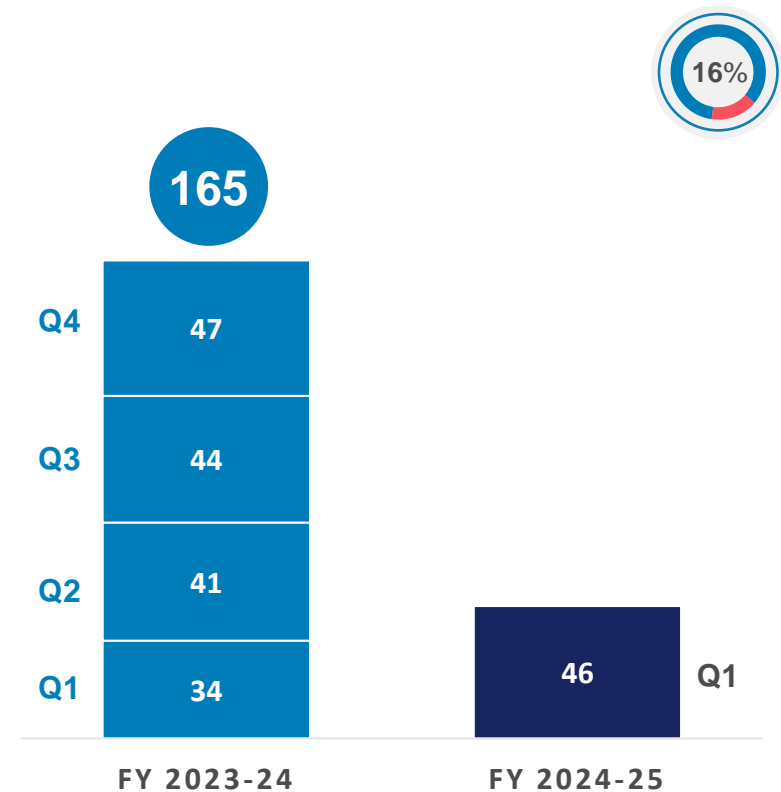


<sup>1</sup> At constant currency and perimeter

# Government Services

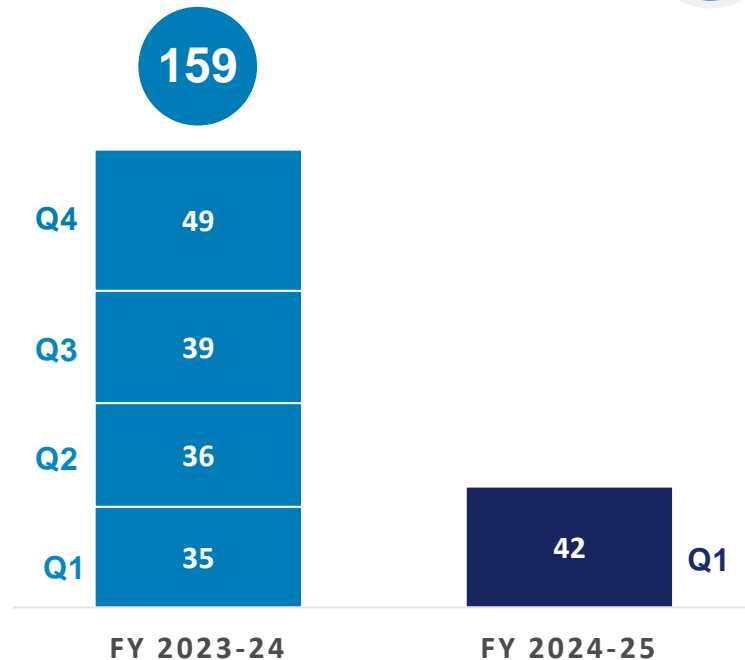
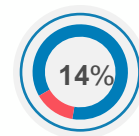
- ▶ Q1 revenues of €46.4m, up 20.3% YoY like-for-like<sup>1</sup>
  - Contribution from LEO-enabled connectivity solutions
- ▶ Q1 revenues -1.0% QoQ<sup>1</sup>
- ▶ Fall 2024 renewal campaign with US Department of Defence confirming improved trend of Spring 2024
  - ▶ Renewal rate above 80%

<sup>1</sup> At constant currency and perimeter



# Mobile connectivity

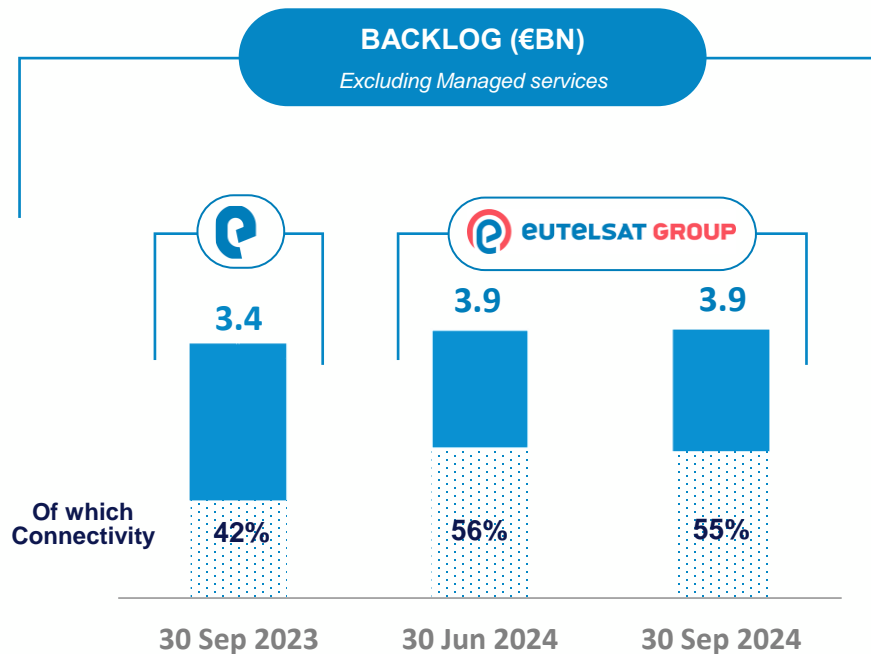
- ▶ Q1 revenues of €42.0m, up 18.8% YoY like-for-like<sup>1</sup>
  - Ongoing strong growth of LEO-based connectivity solutions
  - Solid GEO performances, notably in aviation.
- ▶ Q1 revenues down by 14.6% QoQ<sup>1</sup>
  - Equipment revenues recognized in Q4 FY24.
- ▶ Inmarsat Maritime selects OneWeb low Earth orbit network for integration into its NexusWave managed connectivity solution.



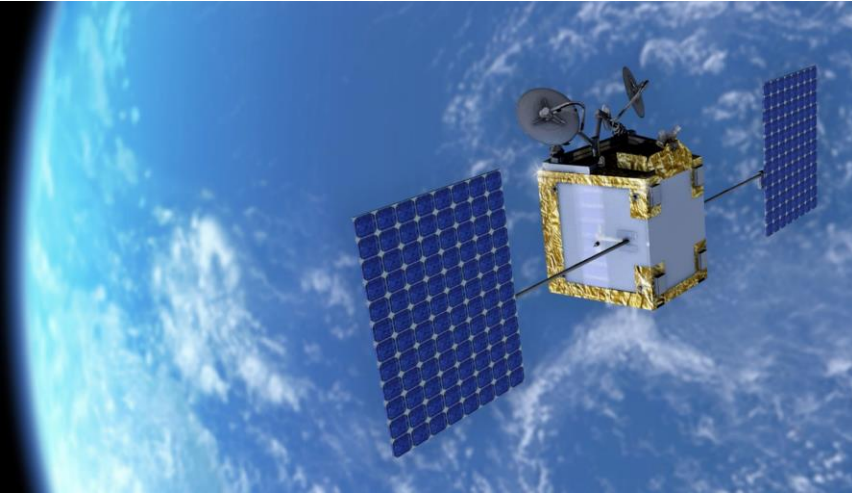
<sup>1</sup> At constant currency and perimeter

# Backlog

- ▶ Backlog at €3.9 billion on 30 September 2024 vs. €3.4bn on 30 September 2023
- ▶ Representing 3.2 years of revenues
- ▶ Connectivity accounting for over half



# Outlook



# Financial objectives<sup>1</sup> confirmed

**REVENUES<sup>2</sup>** ▶ FY 2024-25 revenues of the four operating verticals around the same level as FY 2023-24

**ADJUSTED EBITDA<sup>3</sup>** ▶ FY 2024-25 Adjusted EBITA margin slightly below the level of FY 2023-24

**GROSS CAPEX** ▶ Between €700 and €800m in FY 2024-25

**LEVERAGE** ▶ Targeting medium-term net debt / EBITDA ratio of c. 3x

*<sup>1</sup>At constant rate and perimeter and assuming no further material deterioration of revenues generated from Russian customers*

*<sup>2</sup>Outlook based on comparison with FY 2023-24 proforma basis as if OneWeb had been consolidated on July 1st 2023. FY 2023-24 revenues stood at 1,221m€ on a proforma basis*


*<sup>3</sup>Outlook based on comparison with FY 2023-24 proforma basis as if OneWeb had been consolidated on July 1st 2023. FY 2023-24 Adjusted EBITDA margin stood at 55.0% on a proforma basis*

# Q&A





# Appendix: GEO launch schedule

	FLEXSAT AMERICAS
Orbital Position	N/A
Delivery date <sup>1</sup>	2028
Manufacturer	
Coverage	Americas
Applications	Connectivity
Total capacity (TPX <sup>2</sup> /Spotbeams)	Over 100 Gbps
o/w expansion <sup>2</sup>	Over 100 Gbps

<sup>1</sup> Calendar year  
<sup>2</sup> Excludes unannounced redeployments

