Delivering the Next Generation of Data

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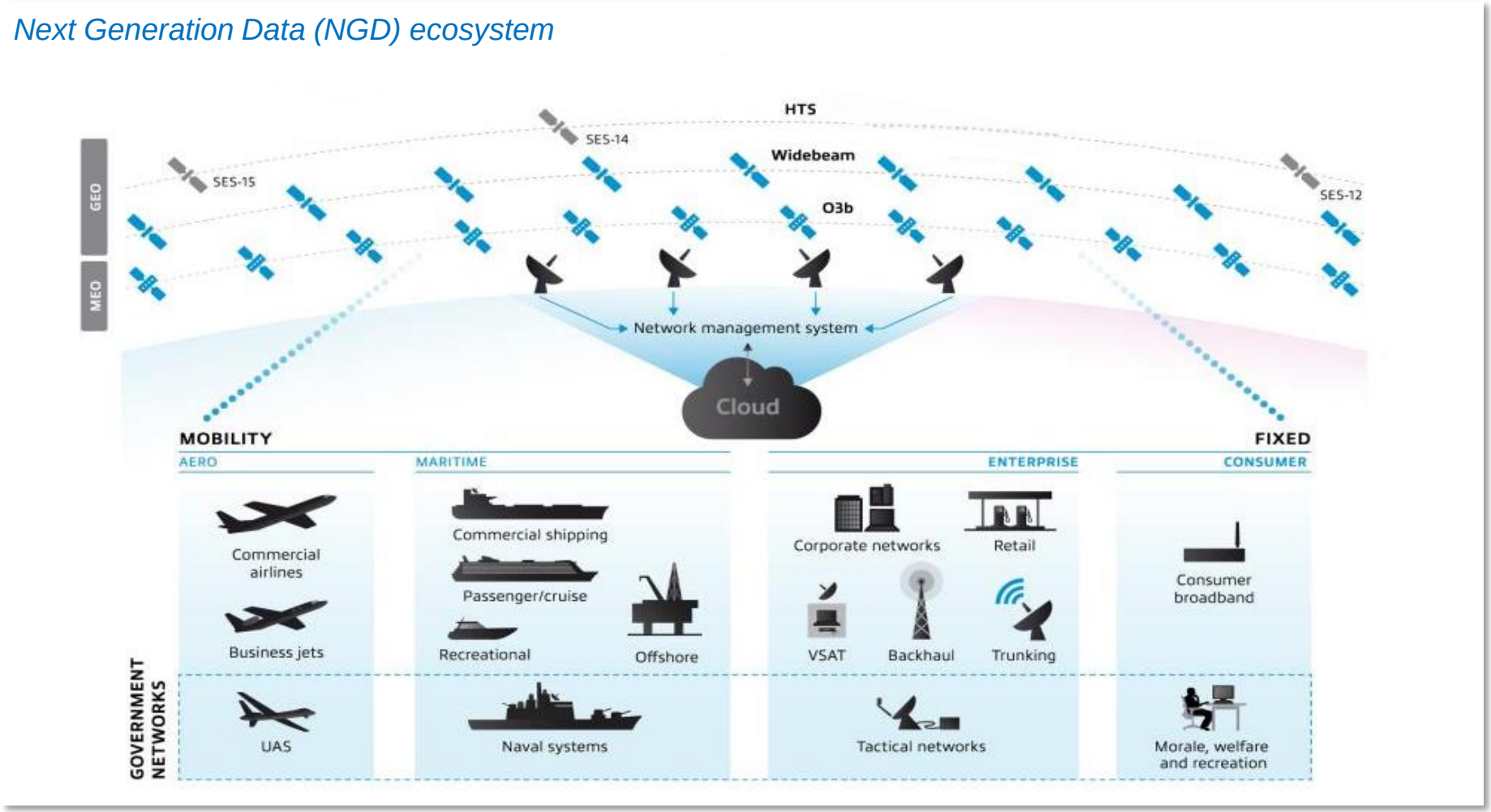
Summary

- Proliferation of global data usage/applications represents a significant growth opportunity
- Commonalities across data verticals support a global, integrated satellite-enabled solution
- SES is an important provider of data solutions/services
- SES building differentiated capabilities to serve major global data requirements

Proliferation of global data applications

Next Generation Data (NGD) ecosystem



Broadband becoming a universal requirement

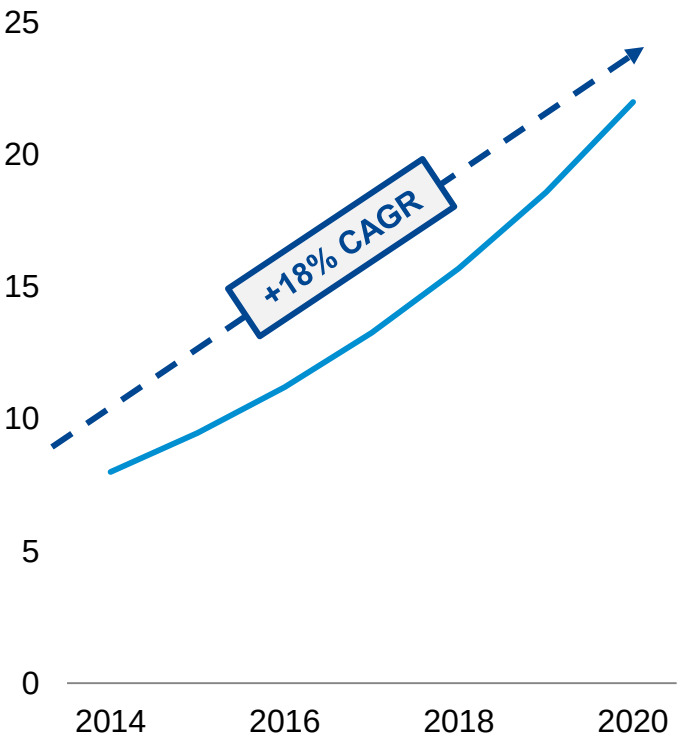
Fixed Data

Mobility

Government

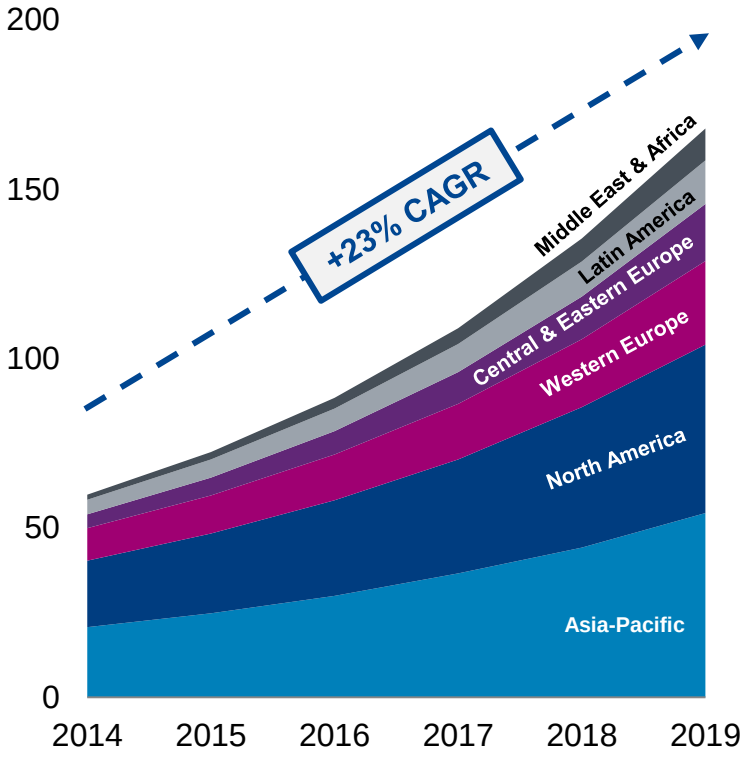
Projected global IP traffic demand(1)

Gigabytes per capita per month worldwide



Data traffic by region(1,2)

Exabytes per month



▲ Users want higher speeds and uninterrupted connectivity everywhere

1) Cisco VNI
2) One exabyte equals one billion gigabytes

Growing demand for mobile connectivity

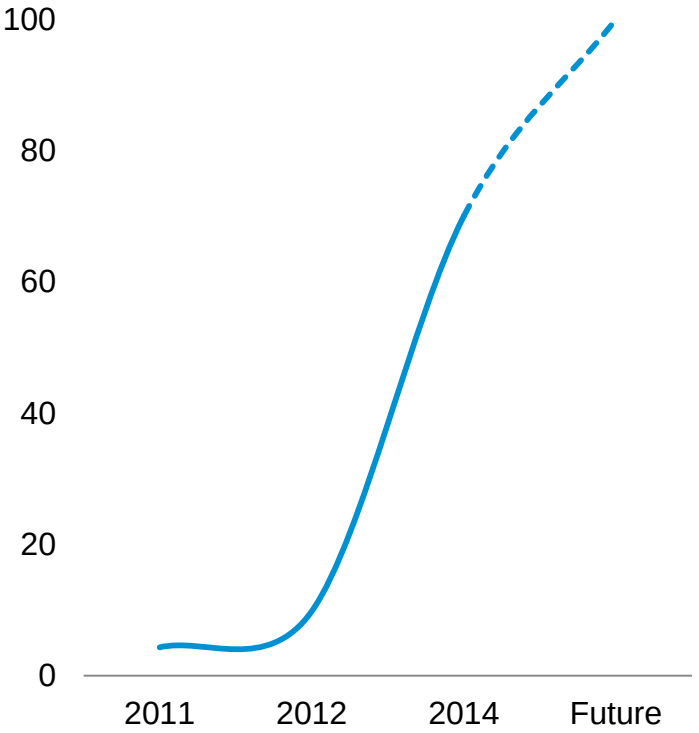
Fixed Data

Mobility

Government

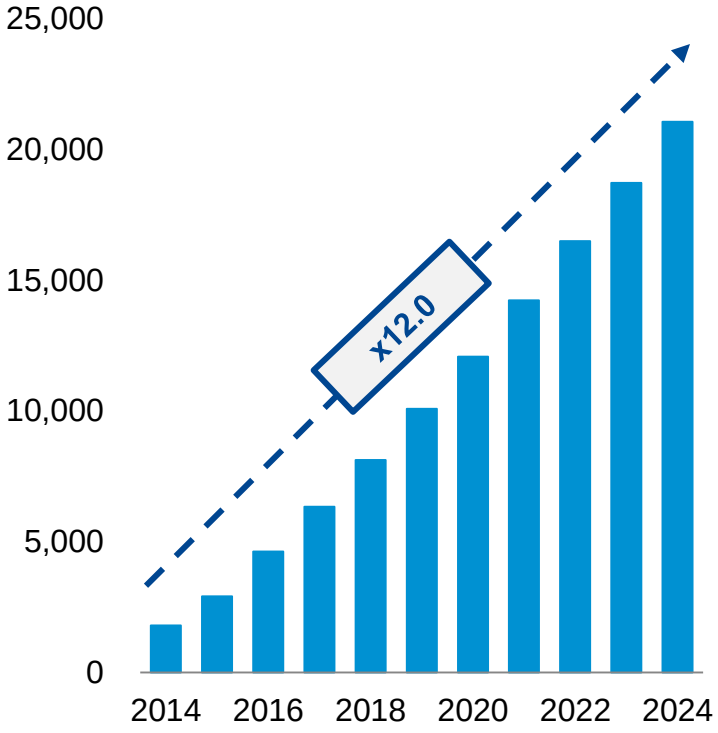
Projected peak throughput per aircraft(1)

Mbits per second



Aeronautical connectivity(2)

FSS in-service units (planes equipped)



▲ Airlines and maritime responding to growing ‘bring your own device’ usage

1) Source: Gogo, SES Analysis
2) Source: NSR (Ku-band and HTS in-service units)

Governments expanding their data requirements

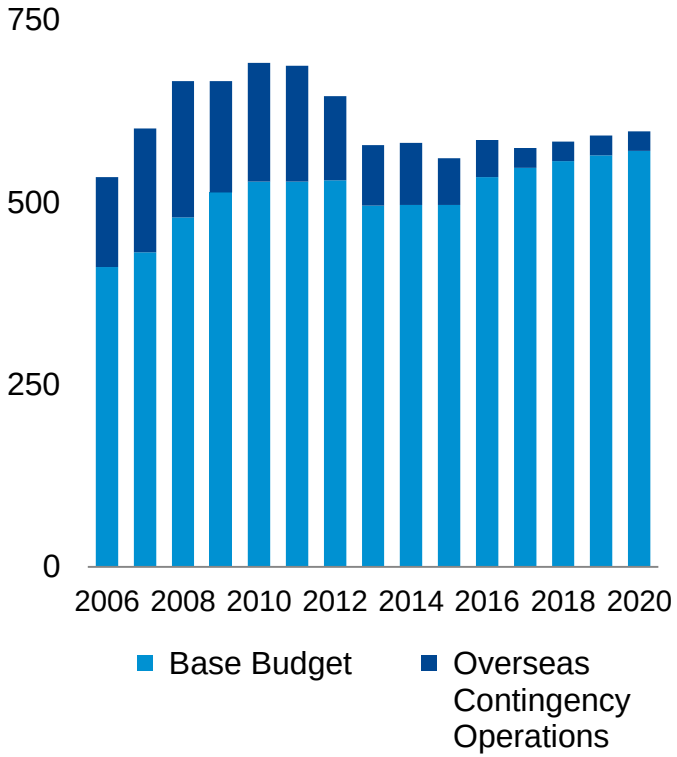
Fixed Data

Mobility

Government

U.S. DoD spending[1]

USD billion (at constant FX)



UAV/ISR platform bandwidth consumption[2]

Mbits per second

Predator

Reaper

Global Hawk

3-5 Mbits

5-10 Mbits

10-50 Mbits

▲ Increasing use of more bandwidth-intensive government data applications

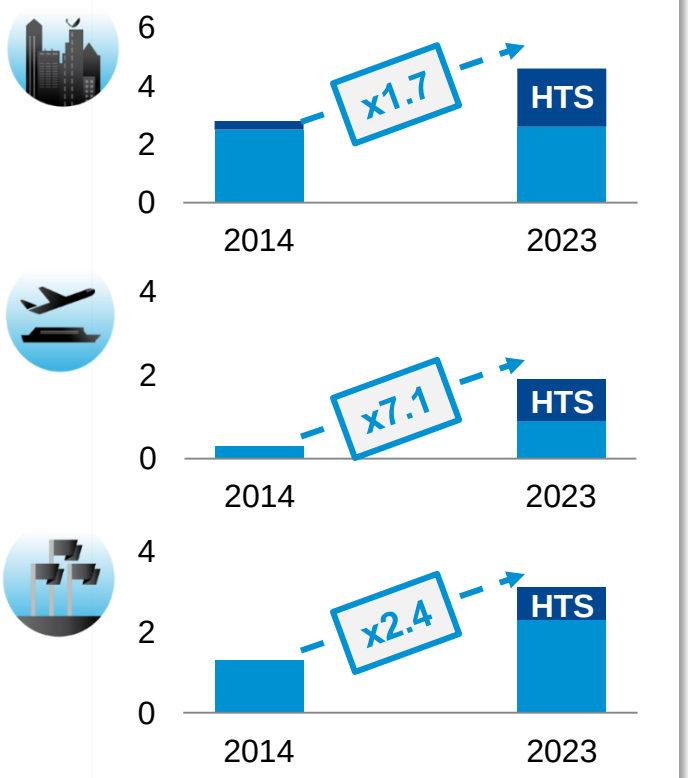
1) Source: US Congressional Budget Office
2) Source: SES Analysis

Positive growth outlook across data verticals

Infrastructure Provider | **Network Platform** | **Data Services Provider**

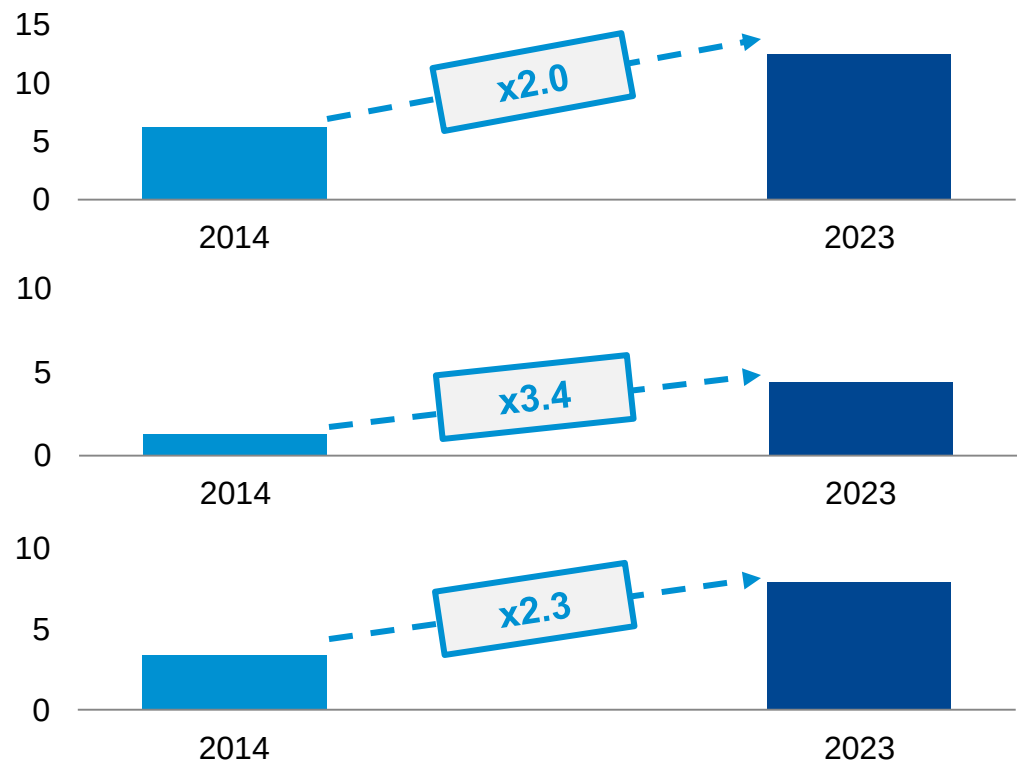
Satellite capacity revenue[1]

USD billion



Network Platform and Service provider revenue[1]

USD billion



1) Source: NSR

Commonalities exist between data verticals

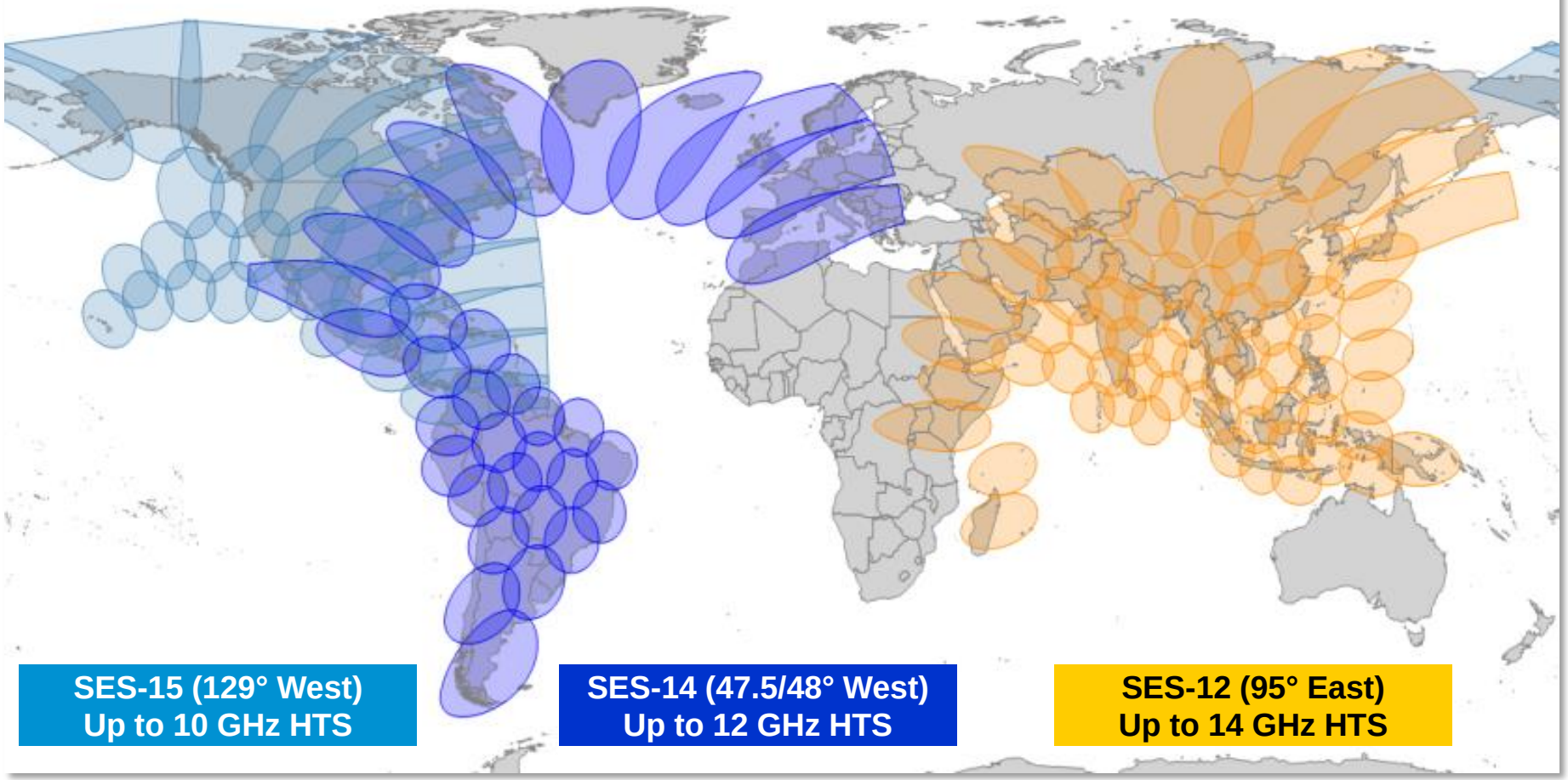
Cross-vertical commonalities



- Most customers want global/quasi-global coverage and capacity
- Higher throughput and improved cost efficiency, enabled by HTS, is essential
- Both GEO HTS and O3b can play a key role in shaping each vertical
- Network/platform layer critical to possess beyond ‘raw’ MHz
- Value chains across each vertical are adapting and evolving
- Co-development of solutions with customers is essential

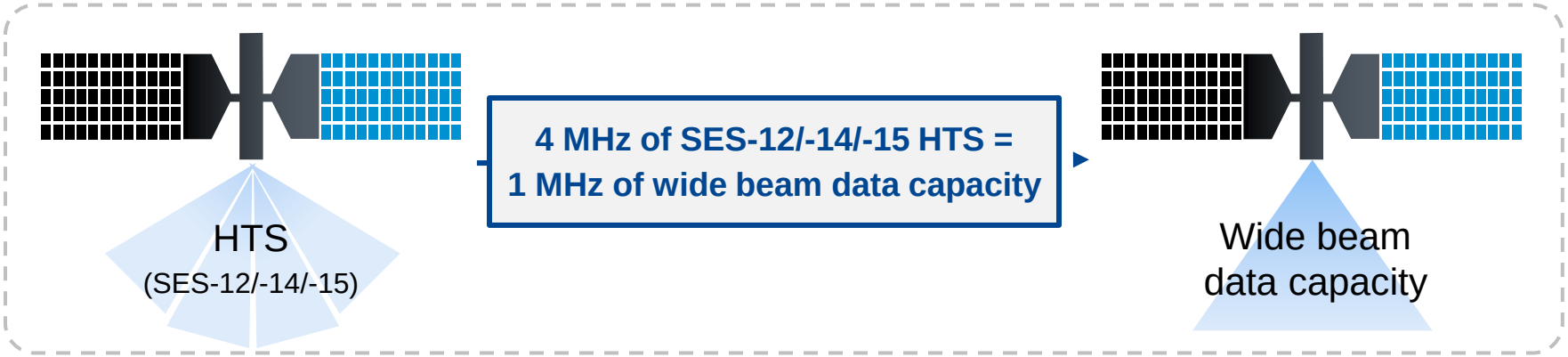
Providing a global HTS platform

SES-12, SES-14 and SES-15 HTS spot beam footprints



HTS delivers a more competitive data solution

- Spectrum re-use via spot beam architecture expands available capacity
- Reduces unit transmission costs
- Revenue modelling of HTS capacity on SES-12/-14/-15 can be done as follows:
  - Total supply of HTS capacity is measured in MHz (not Mbit/s); e.g. SES-12 = 14,000 MHz (14 GHz)
  - Assume HTS payload has same maximum revenue potential as one quarter of traditional wide beam data capacity (e.g. SES-12's HTS payload equivalent to 3.5 GHz of wide beam capacity, or 97 TPEs)
  - Timing of ramp-up and typical fill rate also equivalent to wide beam capacity

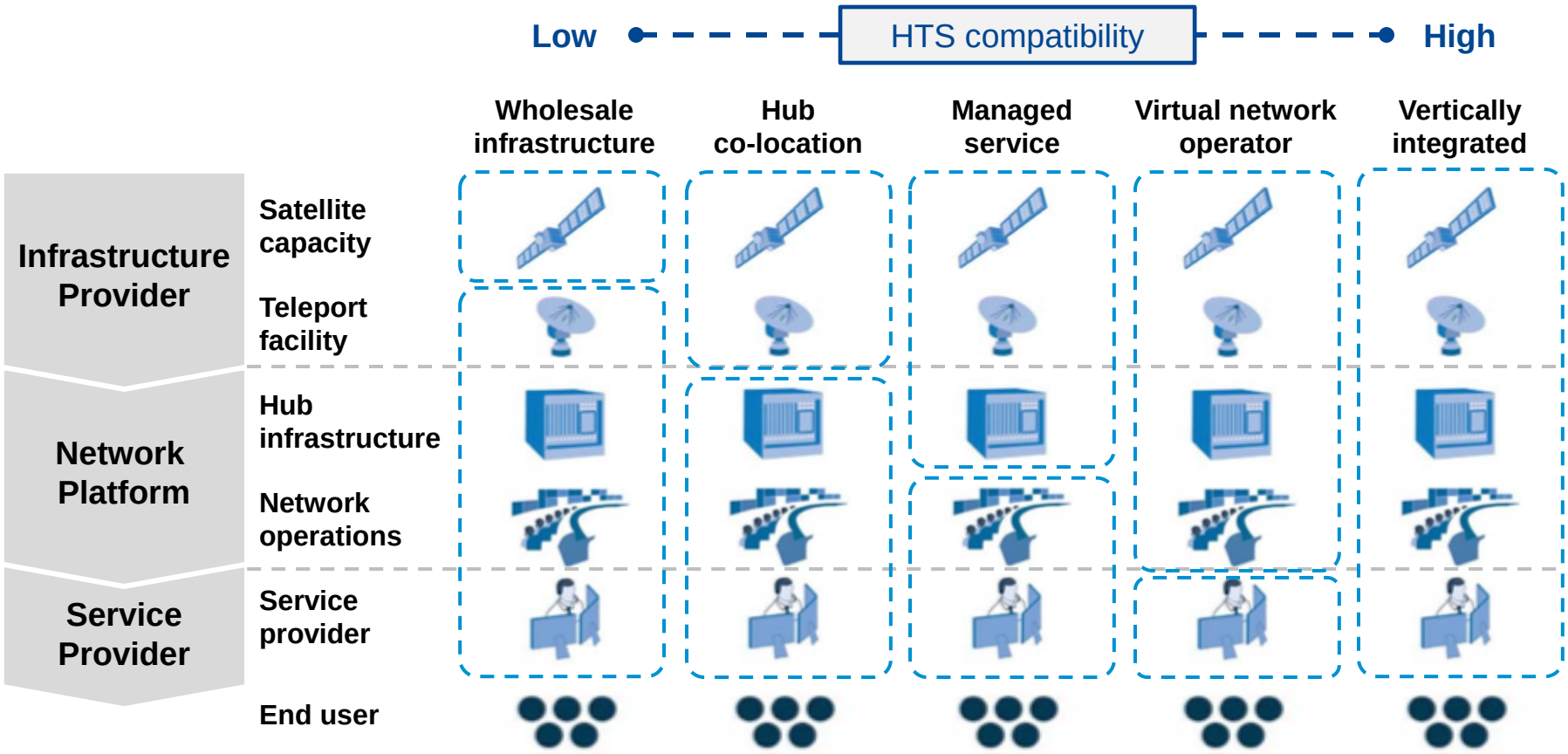


HTS (GEO & MEO) appeals to a range of customers

	GEO wide beam	+ GEO HTS	+ MEO HTS
Broadcast	☑		
Enterprise VSAT	☑	☑	
Mobile backhaul 2G	☑		
Mobile backhaul 3G/4G		☑	☑
Oil & Gas, Mining	☑	☑	☑
Trunking			☑
Consumer broadband		☑	
Aeronautical	☑	☑	
Maritime	☑	☑	☑
U.S. Government	☑	☑	☑
International	☑	☑	☑

HTS requires integration of network/platform layer

Models for addressing the Next Generation Data value chain(1)

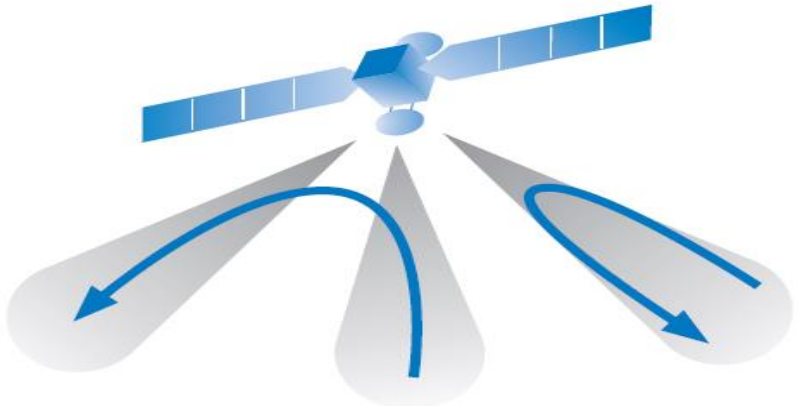


1) Source: IDirect

Building a Government satellite

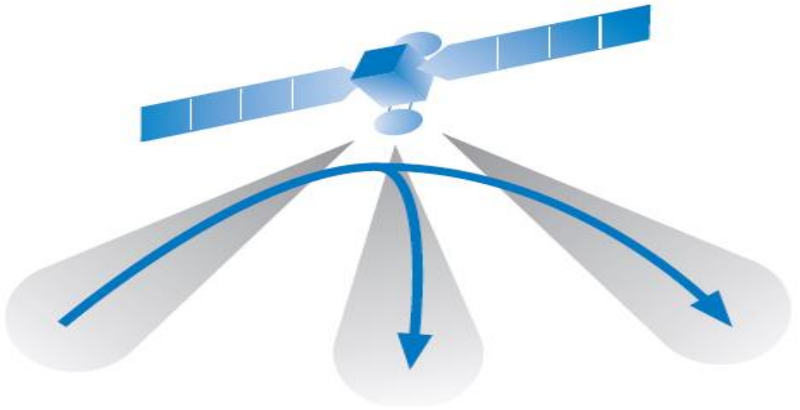
SES-16/LuxGovSat

Beam-to-beam and In-beam connectivity



Anchor Beam | Mission Beam 1 | Mission Beam 2

Beam-to-multi-beam connectivity



Anchor Beam | Mission Beam 1 | Mission Beam 2

- Government satellite carrying X-band and military Ka-band transponders (68 TPE)
- Multiple, high powered, fully steerable global spot beams
- Robust design featuring selective antennas and anti-jamming system
- Creating opportunities in military bands over strategically important geographic areas
- Innovative investment structure together with Luxembourg Government

Conclusion

- Evolving NGD environment represents a significant growth opportunity for SES
- Providing differentiated capabilities across three key data verticals
- More efficient and affordable HTS capacity an essential part of the NGD offer
- Strengthening SES's value chain position
- SES's GEO infrastructure, highly complemented by O3b's MEO HTS services

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