

FULL YEAR 2021 RESULTS

**12 MONTHS ENDED
31 DECEMBER 2021**

24 February 2022

BUSINESS HIGHLIGHTS

Steve Collar, CEO

2021: ANOTHER STRONG YEAR OF EXECUTION

SOLID OPERATIONAL AND FINANCIAL PERFORMANCE

2021 REVENUE & EBITDA IN LINE WITH FINANCIAL OUTLOOK

RECEIVED OUR FIRST \$BILLION OF PROCEEDS FROM US C-BAND

INCREASING BASE DIVIDEND BY 25% TO €0.50 PER A-SHARE

DELIVERING ON KEY STRATEGIC VALUE CREATION DRIVERS

SES-17 & O3b mPOWER BACKLOG NOW >\$900M (+60% FROM Q4 2020)

ON TRACK TO GROW REVENUE & EBITDA FROM 2023

GOOD PROGRESS TOWARDS FURTHER \$3 BILLION FROM C-BAND IN 2023



SOLID FINANCIAL PERFORMANCE



<p>GROUP REVENUE €1,782M -2.6% YOY underlying⁽¹⁾</p>	<p>VIDEO REVENUE €1,046M -4.6% YOY underlying⁽¹⁾</p>	<p>NETWORKS REVENUE €735M +0.5% YOY underlying⁽¹⁾</p>
<p>ADJUSTED EBITDA⁽²⁾ €1,091M -3.3% YOY (constant FX)</p>	<p>ADJUSTED NET PROFIT⁽²⁾ €323M +69.1% YOY</p>	<p>ADJUSTED NET DEBT / ADJUSTED EBITDA 2.9x At a 6-year low</p>

1) At constant FX (comparative figures restated at the current period FX) and excluding periodic and other revenue; 2) Adjusted EBITDA and Adjusted Net Profit excludes restructuring charge (2021: €8M; 2020: €40M) and US C-band repurposing (2021: €779M pre-tax income; 2020: €33M net expense). Adjusted Net Profit also excludes Impairments and Tax on material items (restructuring charge, C-band repurposing, and impairments)

SUBSTANTIALLY IMPROVED VIDEO TRAJECTORY IN 2021



Solid execution, exceeding our outlook: -4.6% YOY vs. -8.0% YOY in 2020⁽¹⁾

€3.1B secured backlog reflects important renewals & new wins at core neighbourhoods

HD TV channels +6% YOY to >3,100 with signs of more broadcasters transitioning to HD

Ongoing positive trend in our unique HD+ B2C business plus continued recovery in Sports & Events

EXTENDING OUR MULTI-DECADE-LONG PARTNERSHIP



“We’re pleased to continue working with SES, a world leader in satellite provision. SES has been a valued partner to Sky for decades and this agreement represents the latest step in a long and successful relationship.”

Patrick Behar
Chief Business Officer, Sky

IMPORTANT PAY-TV SERVICES EXTENSION IN MEXICO



“Dish Mexico and SES first introduced an affordable DTH service to the region nearly a decade ago, and today we’re leveraging SES’s trusted technical expertise to offer a powerful DTH-OTT combination bound to redefine the viewing experience for our two-million-plus subscribers.”

Roger Quintin
GM / Director, Dish Mexico

SUPPORTING EXPANSION OF HIGH DEFINITION



“As a premium broadcast service provider in the European region, when CGTN approached us with their plans to move to HD, our obvious choice was to work with our long-term partner, SES.”

Shakunt Malhotra
Managing Director-Asia, Globecast

¹⁾ At constant FX (comparative figures restated at the current period FX) and excluding periodic and other revenue

EXPANDING OUR HD+ BUSINESS IN GERMANY

HD+
Sat

LEADING PLATFORM ADDING VALUE TO OUR KEY MARKET

- ▲ Now serving >2M paying subscribers
- ▲ 26 private HD & 3 UHD channels, plus >50 free HD channels, at a cost of just €6/month
- ▲ +7% increase in price of HD+ subscription was successfully implemented in Q1 2021
- ▲ Revenue of €129M, up 3% YOY

HD+
ToGo

TAKING THE HD+ EXPERIENCE WITH YOU EVERYWHERE

- ▲ Commercially launched in Q4 2021
- ▲ >50 channels in HD quality, plus restart functions and access to media libraries
- ▲ Stream on up to 2 devices simultaneously and in another EU country at no extra cost
- ▲ Additional cost of only €5/month (taking total HD+ subscription to €11/month)

HD+
IP

EXTENDING HD+ REACH TO NON- SATELLITE HOMES

- ▲ Commercially launched in Q1 2022
- ▲ 26 private and >50 public HD channels with access to restart functions and libraries for just €6/month
- ▲ App pre-installed in many new Panasonic TVs, discussions with other manufacturers
- ▲ Opportunity to expand HD+ into 19M cable and IPTV homes in Germany

HD+ Sender-Paket

26 Private
HD-Sender

3 Ultra
HD-Sender

50 Freie
HD-Sender

19.2°E: REALISING CAPEX EFFICIENCIES AND CREATING NEW OPPORTUNITIES

117M

TV homes enjoying
>875 TV channels

>€375M

Revenue from DACH
region (inc. HD+)

2 satellites

Replacing 4 satellites
launched in 2006-2011

>50%

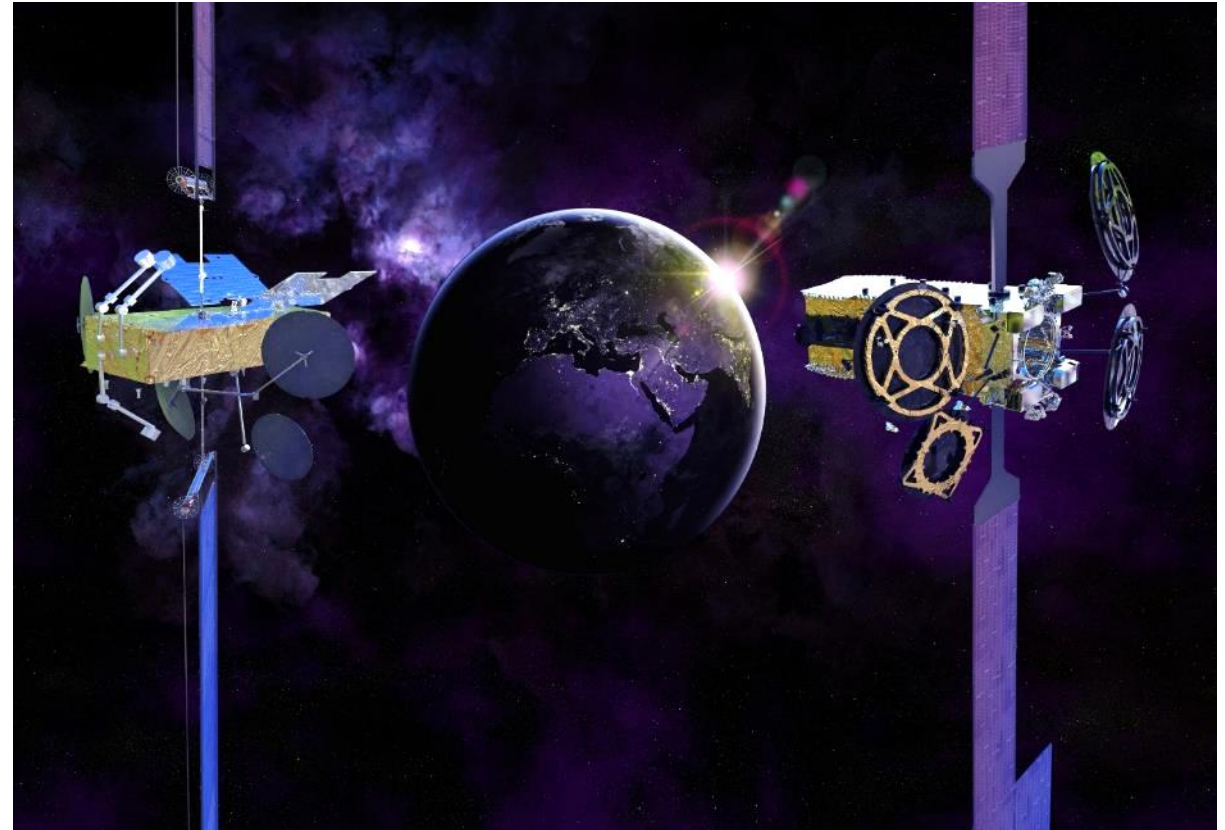
Reduction in
CapEx requirement

ASTRA 1P

High power classical DTH
satellite serving Europe

ASTRA 1Q

Next-generation
hybrid digital satellite



RESILIENT NETWORKS PERFORMANCE WITH YOY GROWTH IN H2 2021



Government (+3.8% YOY⁽¹⁾) - demand for our unique MEO- and GEO-enabled solutions supporting growth

Fixed Data (-1.8% YOY⁽¹⁾) - Telco/MNO expansion not yet offsetting lower wholesale and Pacific revenue

Mobility (-1.5% YOY⁽¹⁾) - Cruise and commercial Aviation recovering from extended COVID environment

Recovery in Mobility plus additional Cloud and MNO revenue leading to +1.1% YOY⁽¹⁾ growth in H2 2021

EXPANDING SERVICES FOR THE US GOVERNMENT



“The Department of Defense has vast and expansive information at their fingertips. By leveraging the O3b MEO constellation, deployed U.S. military personnel have access to near real-time decision-making intelligence at the tactical edge.”

Pete Hoene
CEO, SES GS

ENABLING GLOBAL CLOUD ADOPTION



“Our collaboration with SES is key to delivering on our vision of multi-orbit, cloud-enabled capability to meet critical industry needs.”

William Chappell
Vice President, Azure Global, Microsoft

REDEFINING MULTI-ORBIT SERVICES



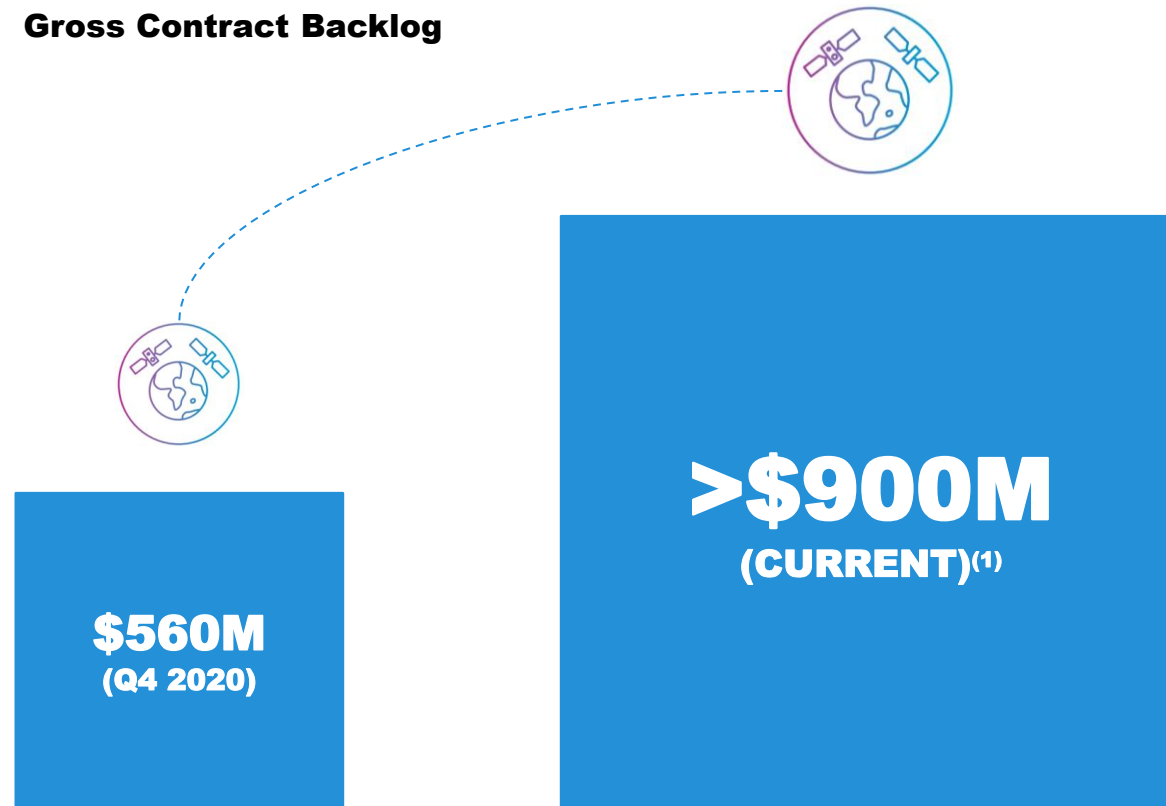
“Users can finally connect to as many satellites as they want, when they want, wherever they want and that’s a game-changer for enterprise, aero, maritime, government and defense.”

John Finney
Founder and CEO, Isotropic Systems

¹⁾ At constant FX (comparative figures restated at the current period FX) and excluding periodic and other revenue

GROWING COMMERCIAL MOMENTUM FOR OUR NETWORK OF THE FUTURE

SES-17 & O3b mPOWER Gross Contract Backlog



5 of the world's top 6 cruise lines, including:



Major MNO, Cloud, and Service Partners, including:



Landmark Joint Venture partnership in India:



¹⁾ Including major deals signed since 1 January 2022. (End-2021: gross backlog: \$800M. End-2020: gross backlog \$560M)

LANDMARK JOINT VENTURE PARTNERSHIP EXTENDING THE NETWORK REACH OF INDIA'S LARGEST TELECOM OPERATOR



GEO+MEO

JV will use SES' unique multi-orbit space network

~\$100M

Contract⁽¹⁾ using O3b mPOWER and SES-12, with room to grow

NEXT-GEN

Scalable and affordable broadband services in India

Up to 100 Gbps

Available capacity to unlock future market opportunities

ALIGNED

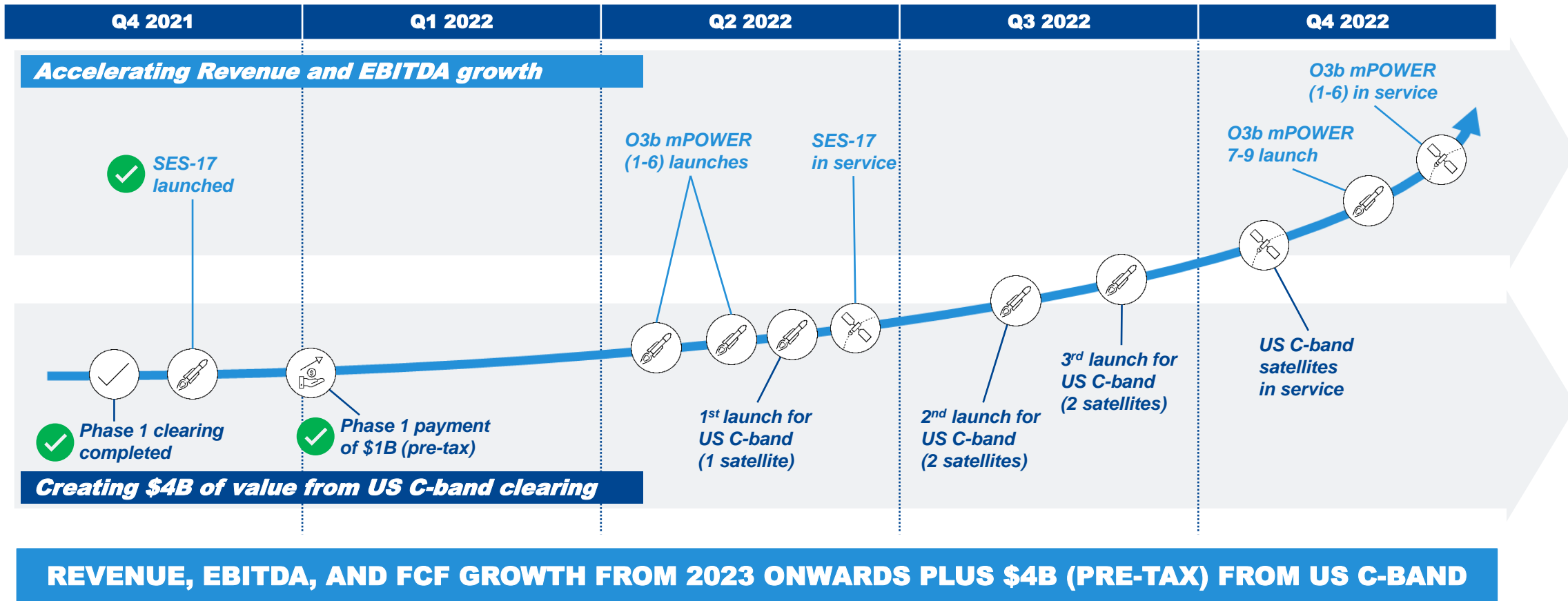
To India's National Master Plan for Multi-modal Connectivity

Nearly 550M

People in India are unconnected today⁽²⁾

¹⁾ Based on certain milestones; ²⁾ Source: Telecom Regulatory Authority of India (September 2021)

EXECUTING ON KEY STRATEGIC VALUE CREATION DRIVERS



REVENUE, EBITDA, AND FCF GROWTH FROM 2023 ONWARDS PLUS \$4B (PRE-TAX) FROM US C-BAND

Final launch dates are subject to confirmation by launch providers

FINANCIAL HIGHLIGHTS

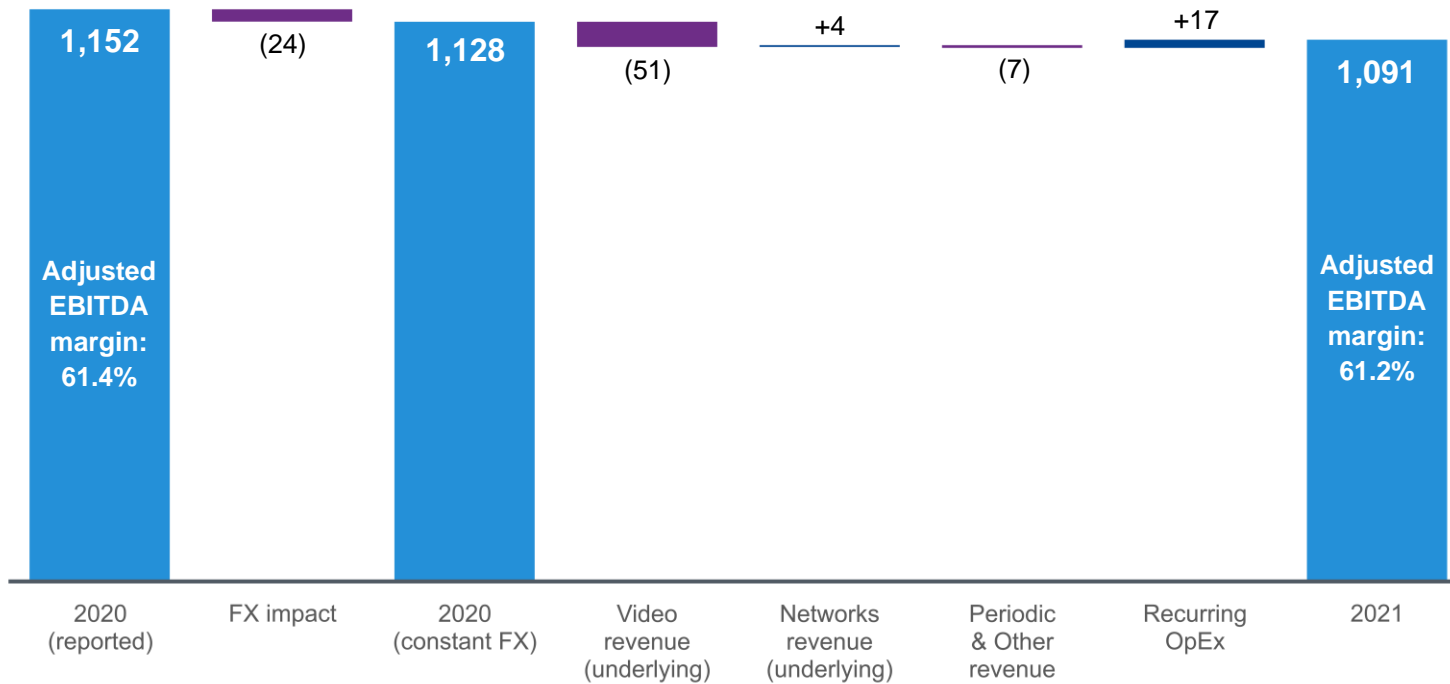
Sandeep Jalan, CFO



SOLID REVENUE AND ADJUSTED EBITDA IN LINE WITH OUR FINANCIAL OUTLOOK

Adjusted EBITDA margin reflects focus on the bottom line

Adjusted EBITDA Walk (in €M)



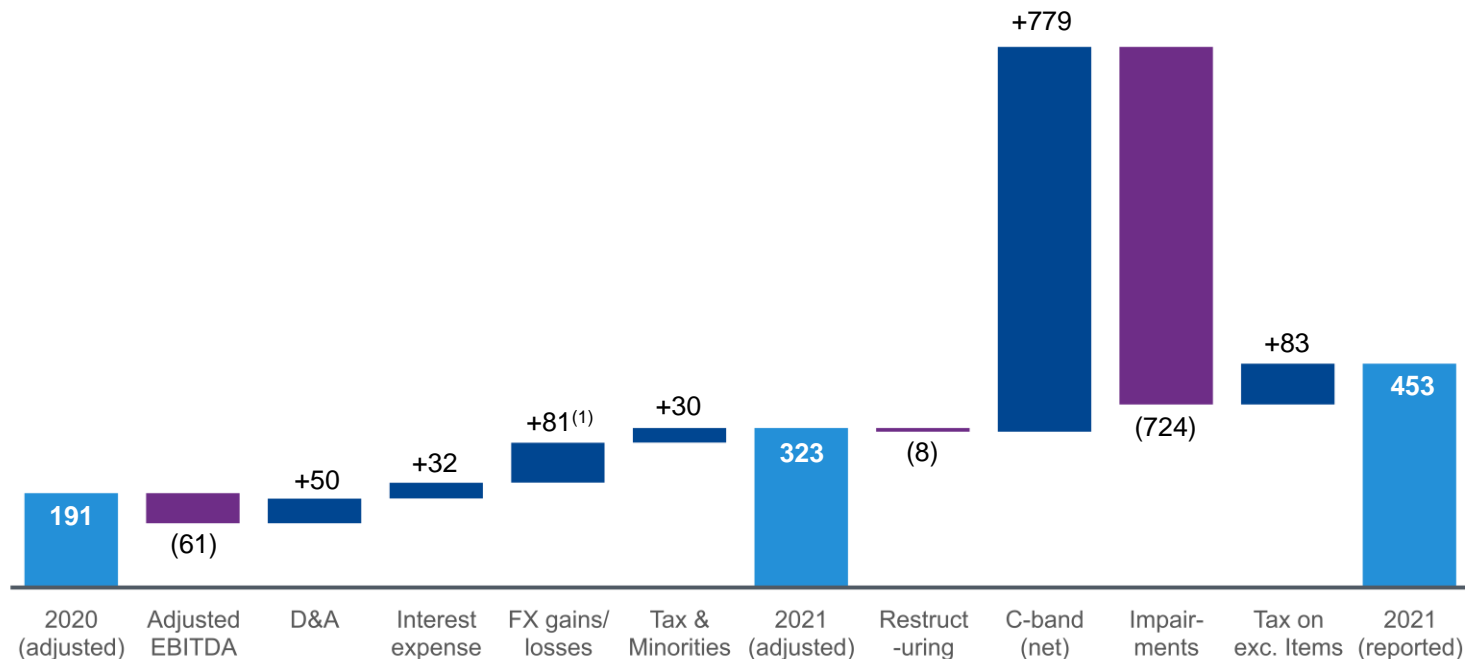
- ▲ Improving trajectory in Video (-4.6% YOY)
- ▲ Resilient Networks performance (+0.5%)
- ▲ Periodic and other revenue of €2M in 2021 (compared with €9M in 2020)
- ▲ Recurring OpEx down 2.4% YOY

Adjusted EBITDA excludes restructuring expenses and US C-band repurposing

COST REDUCTIONS SUPPORTING ADJUSTED NET PROFIT GROWTH

Adjusted Net Profit increased to €323M

Adjusted Net Profit and Net Profit Attributable to SES Shareholders Walk as reported (€M)



Adjusted Net Profit (2020 to 2021)

- ▲ Lower Adjusted EBITDA offset by reduction in D&A (-7% to €670M) and net interest expense (-21% to €120M)
- ▲ FX gain of €37M (2020: loss of €32M)
- ▲ Recurring tax expense of €34M (2020: €66M)

Adjusted Net Profit to Reported Net Profit (2021)

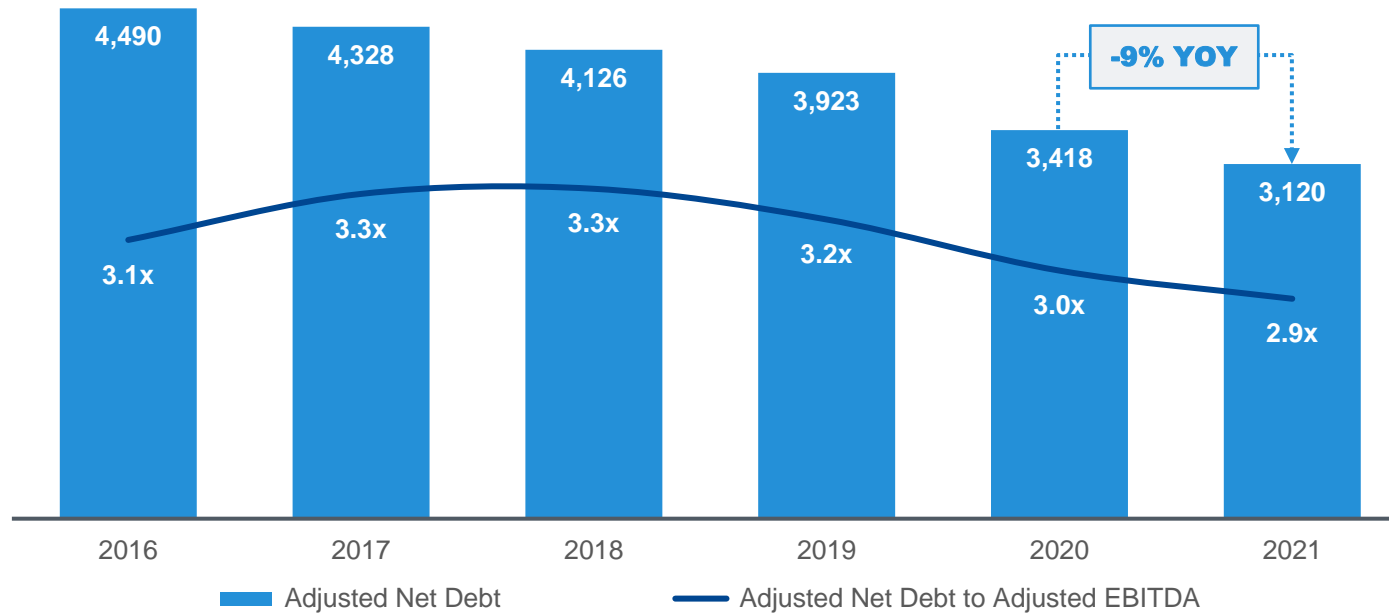
- ▲ Exceptional restructuring expenses of €8M
- ▲ US C-band: pre-tax income of €839M related to accelerated relocation payment and net non-reimbursable expenses of €60M
- ▲ €724M of non-cash impairments primarily related to the C-band relocation payment
- ▲ Tax benefit of €83M on exceptional items (net)
- ▲ Reported EPS of €0.92 (2020: loss of €0.30)

¹⁾ Also includes €13m fair value increase on financial assets (2020: nil) and interest income of nil (2020: €1 million)

NET DEBT AND LEVERAGE AT 6-YEAR LOW WITH REDUCED FUTURE INTEREST COST

Adjusted Net Debt down 9% YOY to 6-year low

Adjusted Net Debt (€M)⁽¹⁾ and Adjusted Net Debt to Adjusted EBITDA ratio (Times)



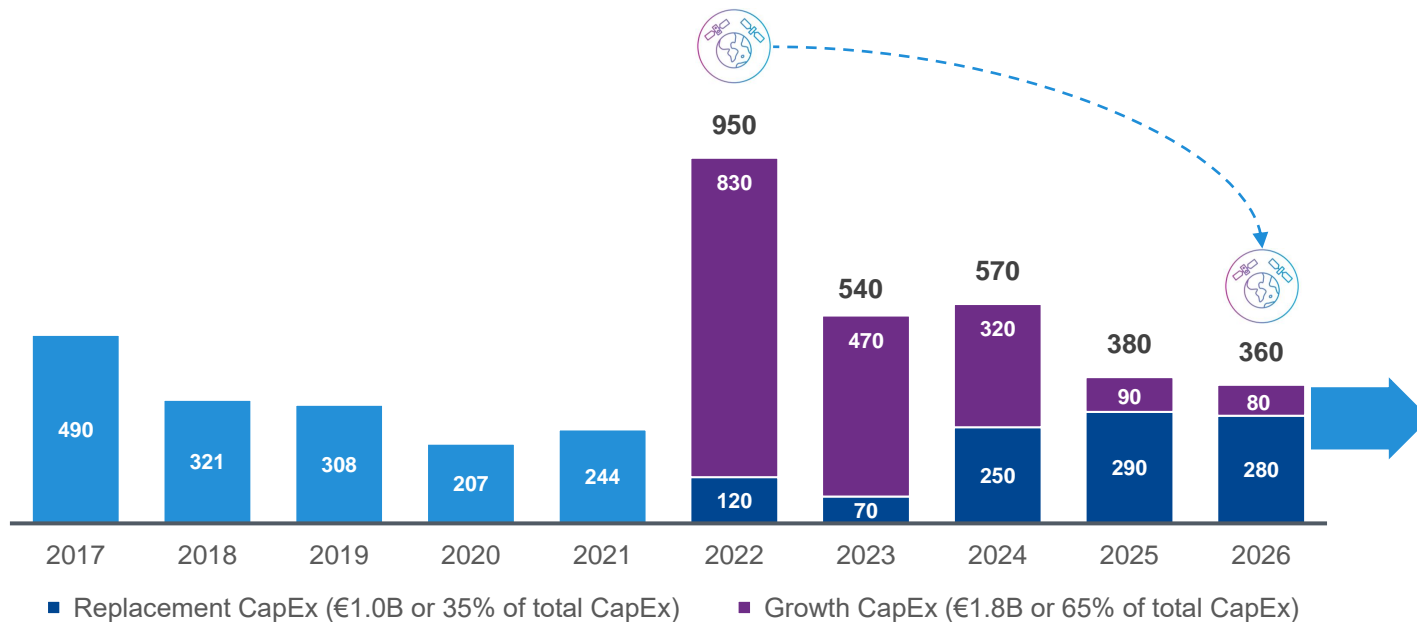
- ▲ Investment Grade Rating (Moody's: Baa2; and S&P: BBB-)
- ▲ YOY reduction in cost of debt⁽¹⁾ (weighted average cost from 3.3% to 2.9%) leading to annualised cash savings of ~€50 million
- ▲ High level of liquidity: €2.2B (€1.0B⁽²⁾) of cash and equivalents, plus €1.2B committed and undrawn revolving credit facility)
- ▲ Healthy senior debt maturity profile (7.5 years)
- ▲ No significant bond maturities before Q2 2023

1) Treats hybrid bonds as 50% debt and 50% equity, per the rating agency methodology; 2) Includes \$391M C-band accelerated relocation payment received end-December 2021 with a further \$586M received early-January 2022

LOWER CAPEX PROFILE AFTER 2022 SUPPORTIVE OF LONG-TERM EBITDA GROWTH AND CASH GENERATION

Meaningfully lower CapEx profile post 2022 growth investment peak

Expected Capital Expenditure (€M, excluding US C-band)⁽¹⁾



▲ Growth CapEx (SES-17 & O3b mPOWER) supporting profitable growth from 2023

- SES-17 expected to be in service by mid-2022 and O3b mPOWER (1-6) expected by end-2022

▲ Average replacement CapEx of €200M

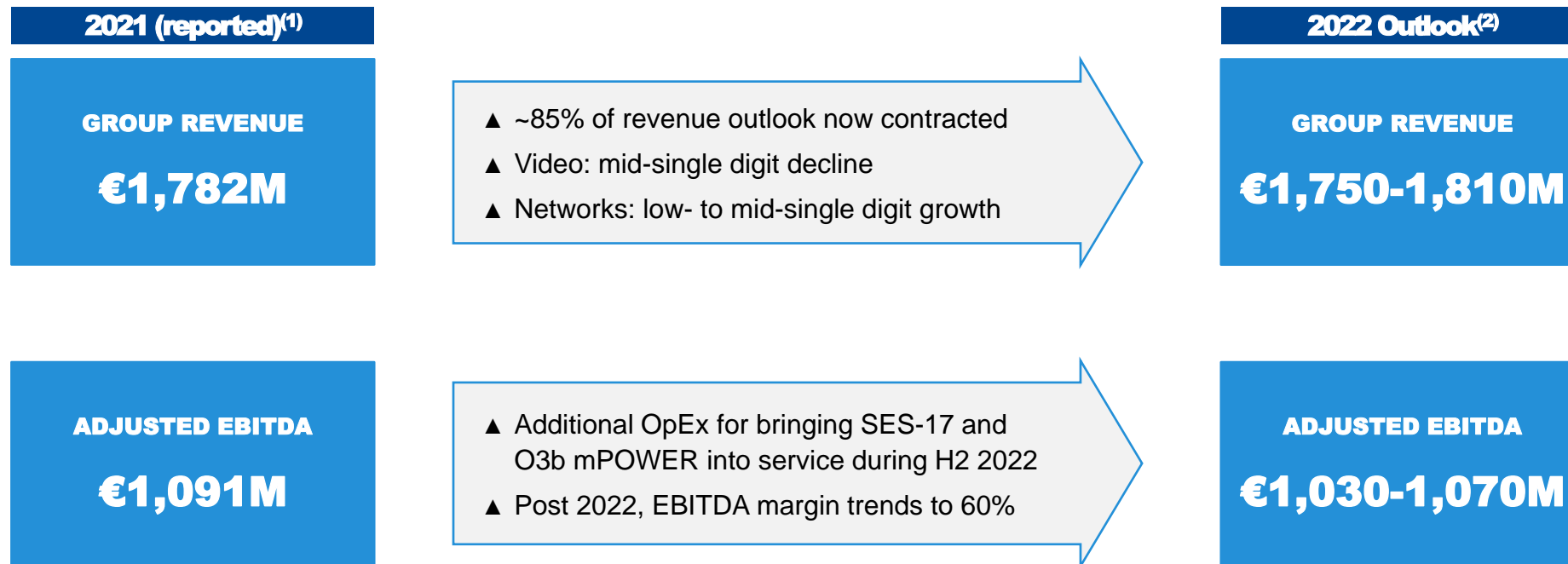
- Benefit of future fleet optimisation, such as at 19.2°E where CapEx needs reduced by >50%

▲ Lower total CapEx post 2022 peak with 2025 and 2026 CapEx not exceeding €380M

- Reflecting completion of major growth investment and a substantial portion of replacement needs

¹⁾ CapEx represents the net cash absorbed by the group's investing activities excluding acquisitions and financial investments. CapEx outlook assumes €/€ FX rate of €1 = \$1.13 and excludes repurposing of US C-band

2022 FINANCIAL OUTLOOK REFLECTS PATH TO SUSTAINED GROWTH FROM 2023 ONWARDS



- ▲ Acceleration of growth in Revenue, Adjusted EBITDA, and Free Cash Flow from 2023 propelled by differentiated investments in SES-17 and O3b mPOWER
- ▲ Fully protected contract backlog of €5.2B (gross backlog of €5.8B) underpinning future long-term cash generation

1) In 2021, 51% of group revenue and 50% of Adjusted EBITDA was denominated in \$; 2) Assumes FX rate of €1 = \$1.13, nominal launch schedule, and nominal satellite health status. All growth rates shown at constant FX

COMMITMENT TO DISCIPLINED FINANCIAL POLICY AND SHAREHOLDER VALUE CREATION

	OUR POLICY	OUTLOOK
DISCIPLINED INVESTMENT	<ul style="list-style-type: none"> ▲ Replacement CapEx to sustain profitable portfolio of business ▲ Disciplined value-accretive growth investment ▲ IRR hurdle rate >10% (post-tax) over the investment horizon 	<ul style="list-style-type: none"> ▲ €950M investment in 2022, primarily growth ▲ Followed by lower annual CapEx of €460M (2023-2026)
MAINTAIN STRONG BALANCE SHEET	<ul style="list-style-type: none"> ▲ Maintain a strong balance sheet consistent with investment grade ratios, allowing continued access to wide range of funding sources and keeping low cost of funding 	<ul style="list-style-type: none"> ▲ Adjusted Net Debt to Adjusted EBITDA below 3.3x
CASH RETURN TO SHAREHOLDERS	<ul style="list-style-type: none"> ▲ Maintain minimum base dividend of €0.50 per A-share with a stable to progressive policy 	<ul style="list-style-type: none"> ▲ 2021 proposed dividend of €0.50 per A-share (payable on 21 April 2022) representing an increase of 25% vs. 2020
UTILISING EXCESS CASH	<ul style="list-style-type: none"> ▲ Utilise any excess cash in the most optimal way for the benefit of shareholders 	<ul style="list-style-type: none"> ▲ 1st C-band payment (\$1B pre-tax of 18-19%), received in early January 2022, will be fully utilised to strengthen the Balance Sheet ▲ 2nd C-band payment (\$3B pre-tax of 18-19%), linked to 5 December 2023 clearing milestone, to be used for a mix between return to shareholders, strong balance sheet, and any disciplined value-accretive investment

CONCLUSION

Steve Collar, CEO



DRIVING SUSTAINED PROFITABLE GROWTH AND VALUE CREATION





	2022 ⁽¹⁾	FROM 2023 ⁽²⁾
Video	Mid-single digit decrease	Flattening the curve to low-single digit average decline
Networks	Low- to mid-single digit growth	Accelerating to high-single/low-double digit average growth
Group revenue	€1,750-1,810M	Low- to mid-single digit average growth
Adjusted EBITDA	€1,030-1,070M	Low- to mid-single digit average growth
CapEx⁽³⁾	€950M	Average of €460M over 2023-2026
Dividend	€0.50 per A-share	Stable to progressive policy
	\$977M⁽⁴⁾ US C-band payment received	FCF growth from 2023 plus further \$3B⁽⁴⁾ from US C-band

1) All numbers shown at FX rate of €1=\$1.13. Financial outlook also assumes nominal satellite health and launch schedule; 2) All growth rates are shown at constant FX; 3) Excluding C-band; 4) Pre-tax (tax expected to be 18-19%)

**ADDITIONAL
INFORMATION**

ESG - OUR HORIZON STRATEGY

SUSTAINABLE SPACE MEETS SUSTAINABLE EARTH

 SUSTAINABLE SPACE Lead, collaborate, and innovate for sustainable space	 CLIMATE ACTION Take bold climate action by setting targets and innovating for the planet	 DIVERSITY & INCLUSION Make the space industry more diverse and inclusive, starting with SES	 CRITICAL HUMAN NEEDS Empower communities to thrive with services to support critical human needs
OUR RESPONSIBILITY: Innovate to reduce our footprint from launch to decommissioning	Reduce Green House Gas emissions across operations and our supply chain	Build a more diverse and inclusive workforce across all levels of our business	Develop partnerships and innovate to increase access to education, health, and information services
OUR OPPORTUNITY: Advocate best practice approaches to ensuring industry-wide responsible use of space	Provide solutions to combat environmental challenges through satellite connectivity	Increase diversity and inclusion in the space industry through targeted actions and investments	Expand reliable access to content and connectivity to build sustainable communities
OUR TARGETS: <ul style="list-style-type: none"> By 2030, complete life cycle assessments on all products and fully understand the impact that our product and services have on earth and in space Explore partnerships to develop innovative solutions and new technologies for space sustainability By 2024, become certified by the upcoming WEF Space Sustainability Rating 	<ul style="list-style-type: none"> By no later than 2050, reach NetZero emissions In 2022, begin developing targets aligned with the SBTi for submission and validation by no later than 2024 	<ul style="list-style-type: none"> Increase gender diversity of people managers and executives in SES by 50% in 5 years By 2025, implement a supplier and customer sustainability rating and diversity programme, empowering a pool of sustainable suppliers In 2022, SES will develop a plan to build on our STEM and ICT outreach in order to expand our impact on students from underrepresented groups 	<ul style="list-style-type: none"> In 2022, conduct intense stakeholder outreach to understand where our products and services can intentionally and meaningfully impact human needs aligned with, and in collaboration with, stakeholders and the UN SDGs

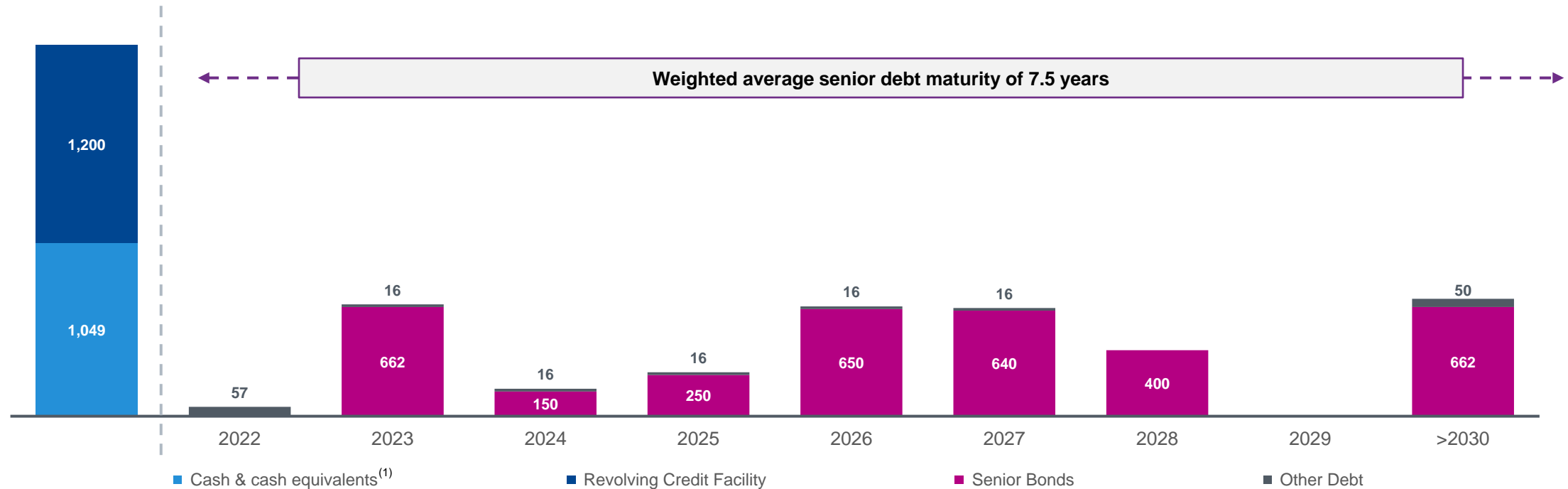
Our ESG strategy and targets are strongly correlated to 11 of the 17 UN Sustainable Development Goals:



DEBT MATURITY PROFILE

No significant senior bond maturities before Q2 2023

Debt maturity profile (€M)



1) Includes \$391M C-band accelerated relocation payment received end-December 2021 with a further \$586M received early-January 2022

ALTERNATIVE PERFORMANCE MEASURES (APMs)

SES regularly uses Alternative Performance Measures (APM) to present the performance of the Group and believes that these APMs are relevant to enhance understanding of the financial performance and financial position. These measures may not be comparable to similarly titled measures used by other companies and are not measurements under IFRS or any other body of generally accepted accounting principles, and thus should not be considered substitutes for the information contained in the Group's financial statements.

€M	2020	2021
Adjusted EBITDA	1,152	1,091
US C-band repurposing income	10	901
US C-band operating expenses	(43)	(122)
Restructuring expenses	(40)	(8)
EBITDA (as reported)	1,079	1,862

€M	2020	2021
Adjusted Net Profit	191	323
US C-band repurposing income	10	901
US C-band operating expenses	(43)	(122)
Restructuring expenses	(40)	(8)
Impairment	(277)	(724)
Tax on material, exceptional items	73	83
Net profit (as reported)	(86)	453

€M	2020	2021
Total borrowings	3,930	3,581
Cash & cash equivalents	(1,162)	(1,049)
Net debt (as reported)	2,768	2,532
50% of SES' hybrid bonds	650	588
Adjusted Net Debt (A)	3,418	3,120
12-month rolling Adjusted EBITDA (B)	1,152	1,091
Adjusted Net Debt to Adjusted EBITDA (A / B)	3.0x	2.9x

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