

# Group Financial Results

## Year to 31 December 2010



18 February 2011



# Financial Highlights

---

- ▲ Revenue rose 7.1% to EUR 1,735.7 million
  - Recurring revenue rose 5.1% to EUR 1,718 million
- ▲ EBITDA increased 8.6% to EUR 1,296.4 million
  - Recurring EBITDA rose 5.0% to EUR 1,307 million
  - EBITDA margin was 74.7%, recurring 76.1%
  - Infrastructure EBITDA margin of 83.0%
- ▲ Operating profit up by 10.8% to EUR 797.4 million
- ▲ Profit of the Group was EUR 487.3 million, up 2.3%
- ▲ Earnings per A-share EUR 1.24
- ▲ Proposed dividend of EUR 0.80 per Class A share
- ▲ Net debt / EBITDA was 2.91 times at the end of the period

# Operational Highlights

---

- ▲ SES successfully expanded and strengthened its satellite fleet during the year
- ▲ Four satellites were brought into operation
  - NSS-12
  - SES-1
  - ASTRA 3B
  - SES-7
- ▲ 76 transponders (net) added to fleet inventory
- ▲ SES-6 ordered from Astrium, to deliver replacement and incremental capacity in the Atlantic Ocean region
- ▲ New Latin American orbital position, 67W brought into use by AMC-4
- ▲ Commercial operations at 79W discontinued
  - customers migrated to other North American satellites

# Commercial Developments

---

- ▲ Four new DTH platforms in operation:
  - East Africa - Wananchi
  - Puerto Rico – Claro TV
  - Vietnam - AVG
  - South Africa – Top TV
- ▲ SES-7 India capacity all contracted for Indian DTH services
- ▲ Favourable development of market penetration in core European DTH markets
  - More than 125 million TV homes in Europe served by ASTRA
- ▲ Increase in FTA audience in France (TNTSAT) and UK (Freesat)
- ▲ ARD-ZDF 5 txps contracted for HD for post-analogue switch-off
- ▲ Digital+ 2 additional txps at 19.2E
- ▲ M7 2 additional txps at 23.5E
- ▲ ASTRA 3B Middle East beam fully contracted (12 txps)
- ▲ HD+ service gained momentum in delivering Free-To-Air HDTV in Germany

# Other Developments

---

- ▲ O3b Networks' financing completed
  - SES' interest of 33% to grow to 44%
  - USD 75 million investment in final round of equity financing, payable in 2011 and 2012
  - system on schedule for first operations in 2013
- ▲ Sale agreement for 75.1% interest in satellite services unit ND SatCom to Astrium Services
  - subject to realisation of certain closing conditions
- ▲ EUR 1.2 billion revolving credit facility renegotiated
  - extending maturity to 2015
  - improving credit terms with spread of 95 bps over EURIBOR
- ▲ SES-8 satellite procured for Indian DTH and other Asian operations

# Capacity to Increase by 23%

SES Group (36 MHz Equiv. Transponders)	2011 Q1	Q2	Q3	Q4	2012 Q4	2013 Q1	2013 Q2	2014 Q1	Total
<b>SES ASTRA</b>	Yahsat 1A (+23)	ASTRA 1N			ASTRA 2F (+12)	ASTRA 2E (+12)	ASTRA 5B (+21)	ASTRA 2G (+10)	
<b>SES WORLD SKIES</b>			QuetzSat-1 (+32)						
North American Fleet		SES-3		SES-2					
<b>SES WORLD SKIES</b>						SES-6 (+49)			
International Fleet			SES-4 (+27)	SES-5 (ASTRA 4B) Europe: (+12) Internat. (+52)		SES-8 (+21) ★			
<b>Total New Capacity</b>	23	0	59	64	12	82	21	10	271
Changes due to fleet movements				NSS-7 (+22) AMC-3 (+12)	ASTRA 2B (-12)				22
<b>Total Incremental with Fleet Movements</b>									293

★ Updated since last publication

↔ Timing shift

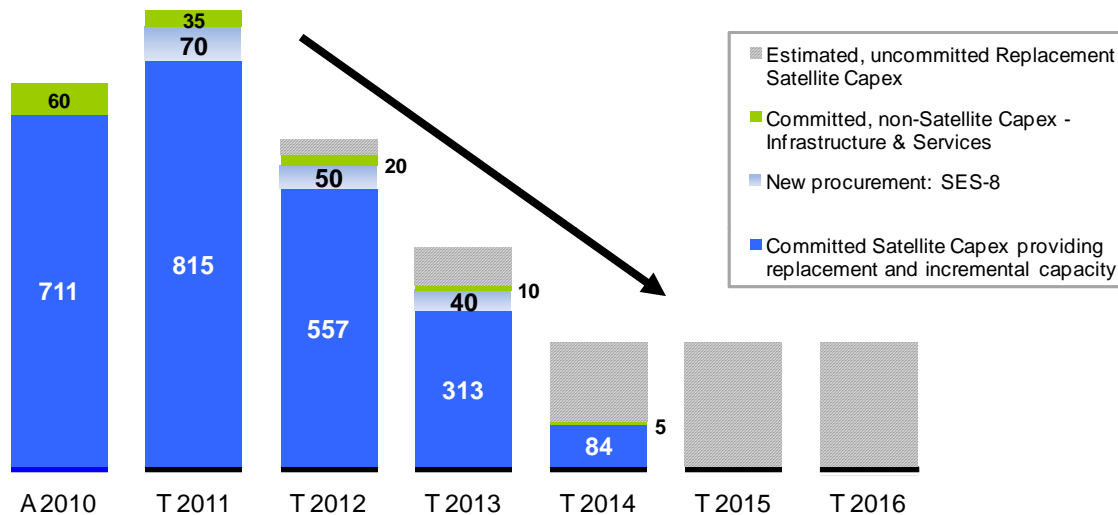
Replacement
Incremental
Replacement & Incremental

- ▲ SES' investment programme has a strong focus on growing market segments
- ▲ SES-8 has been added to the launch schedule
- ▲ 13 satellites for launch by end 2014, providing replacement and incremental capacity
- ▲ In 2011 growth capacity will be launched on YahSat-1A, QuetzSat-1, SES-4 and SES-5
- ▲ In total 293 incremental transponders deliver over 23% additional capacity compared to 31 December 2010
- ▲ All infrastructure projects exceed IRR hurdle rate of 10-15%

# Capex spending set to reduce

EUR million

27 Oct 2010 publ.:	820	790	620	400	250	250	250	Total 2010-2016: 3.4 Bn EUR
18 Feb - same scope	771	850	610	400	250	250	250	Total 2010-2016: 3.4 Bn EUR
SES-8 procurement		70	50	40				Total of 160 MEUR



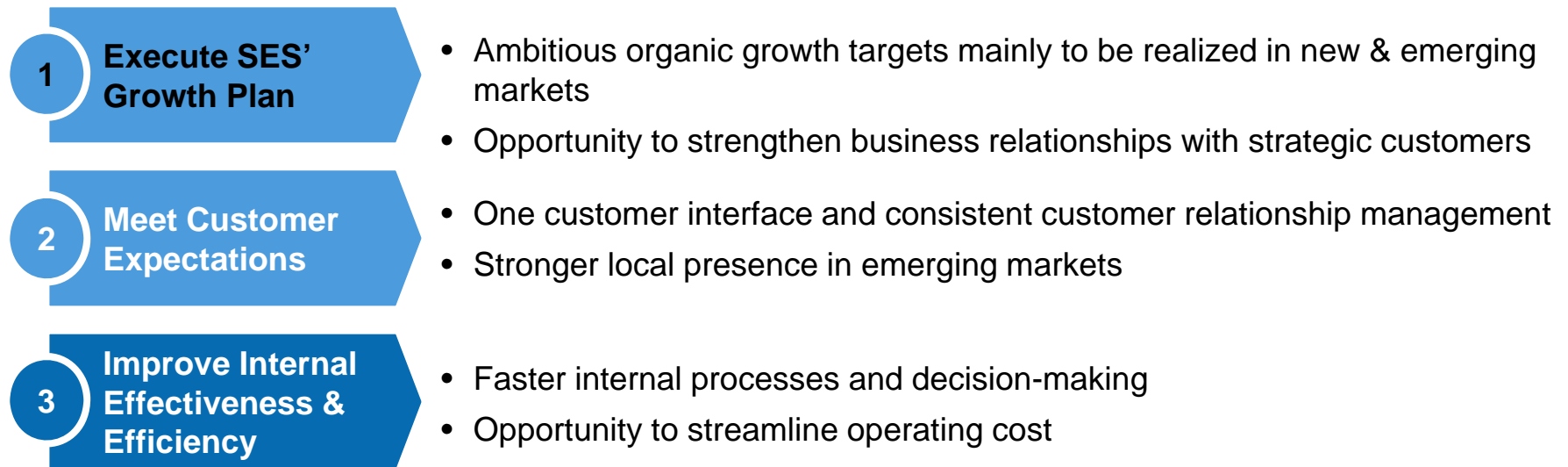
- ▲ CapEx shifts from 2010 to 2011 and later compared to last publication; no change on CapEx spending schedule over period presented
- ▲ 2011: New satellite procurement programme for SES-8 starting
- ▲ 2012 to 2016: CapEx spending significantly reduces as replacement cycle of the SES fleet nears its floor; the estimated, uncommitted replacement CapEx refers to SES WORLD SKIES satellites
- ▲ A balanced mixture of replacement and incremental capacity
- ▲ CapEx as proportion of revenue reduces from around 45% in 2010 to around 10-15% in 2014
- ▲ Not including further, potential investments in growth opportunities

Note: CapEx in graph is on cash basis; FX translation based on 1 EUR = 1.3294 USD (A 2010) and 1.35 (T 2011 - T 2016); Actual 2010 "Purchase of tangible assets" of EUR 805 million in cash flow statement is EUR 34 million higher, the delta refers to upfront payments, which have been netted in this graph to present the net cash outflow for satellite investments

# Position SES for future global growth and increased profitability

## Case for Change

▲ Three dimensions are key drivers for a new SES operating model:



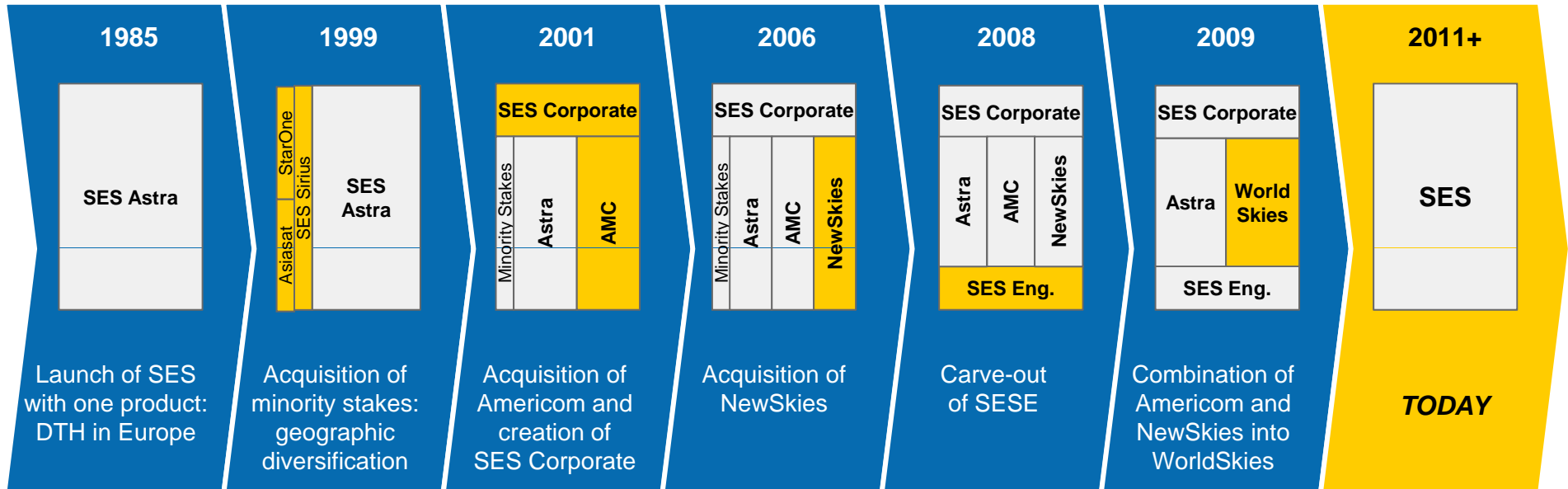
▲ Laying the foundation for future growth and improved SES performance

▲ The time is now: capture the market opportunity and leverage the internal momentum



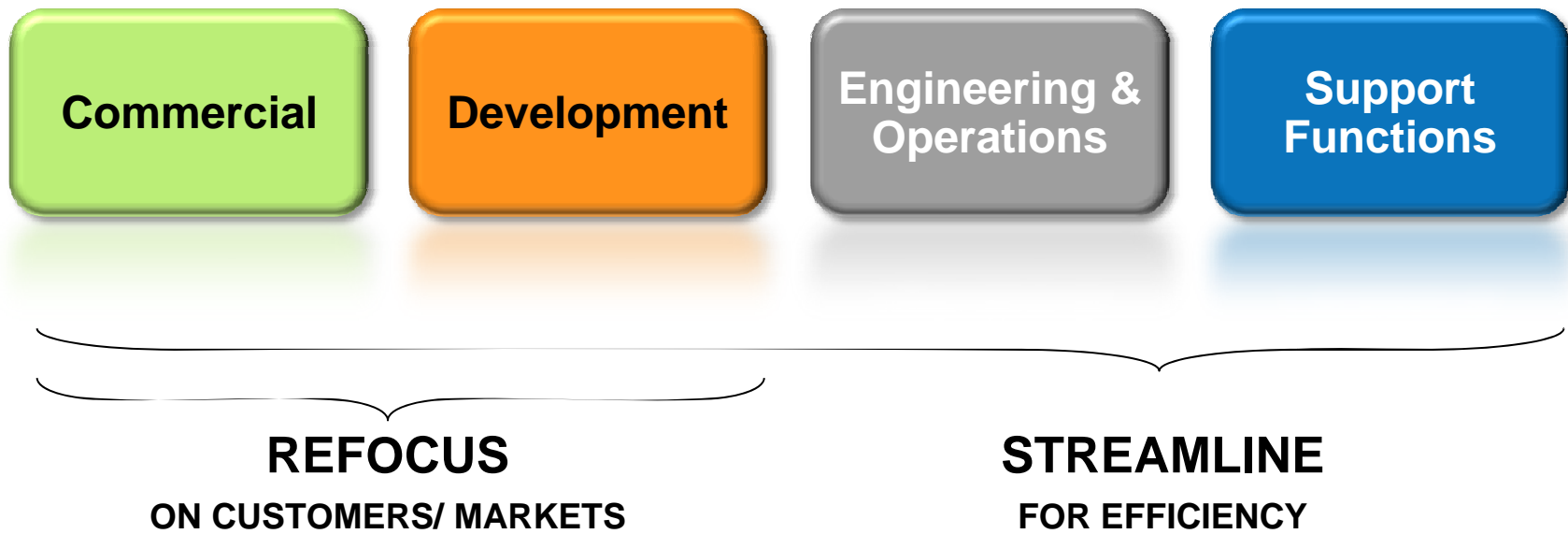
# This is the next step to finalize our structure for future growth

## SES Company Evolution



# Streamlining the organization around the major activities

## Future SES Structure



---

# Financial Review and Analysis

# Financial Highlights – FY 2010 and Q4 2010

## FY 2010

- ▲ Revenue rose 7.1% to EUR 1,735.7 million
  - Recurring revenue rose 5.1% to EUR 1,718 million
- ▲ EBITDA increased 8.6% to EUR 1,296.4 million
  - Recurring EBITDA rose 5.0% to EUR 1,307 million
  - EBITDA margin was 74.7%, recurring 76.1%
  - Infrastructure EBITDA margin of 83.0%
- ▲ Operating profit up by 10.8% to EUR 797.4 million
- ▲ Profit of the Group was EUR 487.3 million
- ▲ Earnings per A-share EUR 1.24
- ▲ Net debt / EBITDA was 2.91 times at the end of the period
- ▲ Proposed dividend of EUR 0.80 per Class A share
- ▲ Contract backlog of EUR 6.6 billion at year end
  - New contracts in 2011 have added approximately EUR 0.5 billion backlog

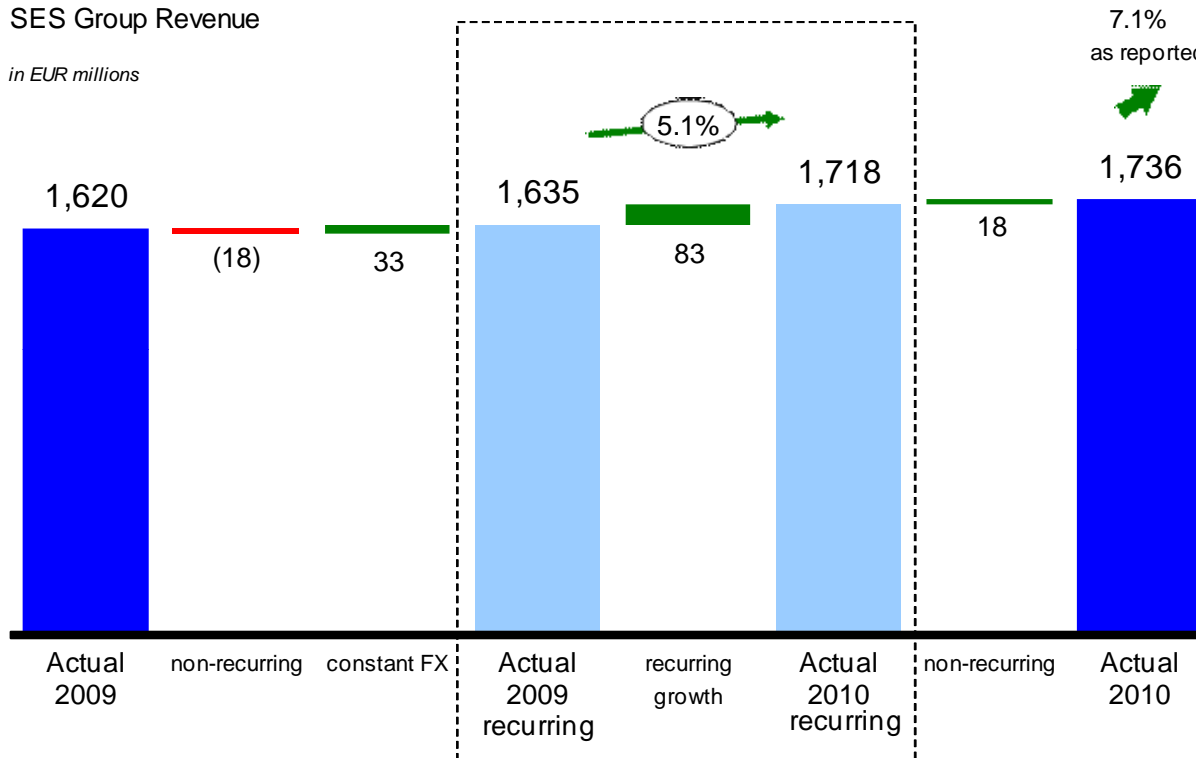
## Q4 2010

- ▲ Revenue rose 8.1% to EUR 448.5 million (Recurring revenue rose 6.3% to EUR 440 million)
- ▲ EBITDA increased 15.9% to EUR 334.9 million (Recurring EBITDA rose 7.0% to EUR 334 million)
  - EBITDA margin was 74.7%, recurring 75.8%

# Revenue walk from Actual 2009 to Actual 2010

## Upper end of guidance reached

SES Group Revenue  
in EUR millions



FX rate EUR/USD:			
Actual 2009	1.39		
Actual 2010	1.33	+5%	

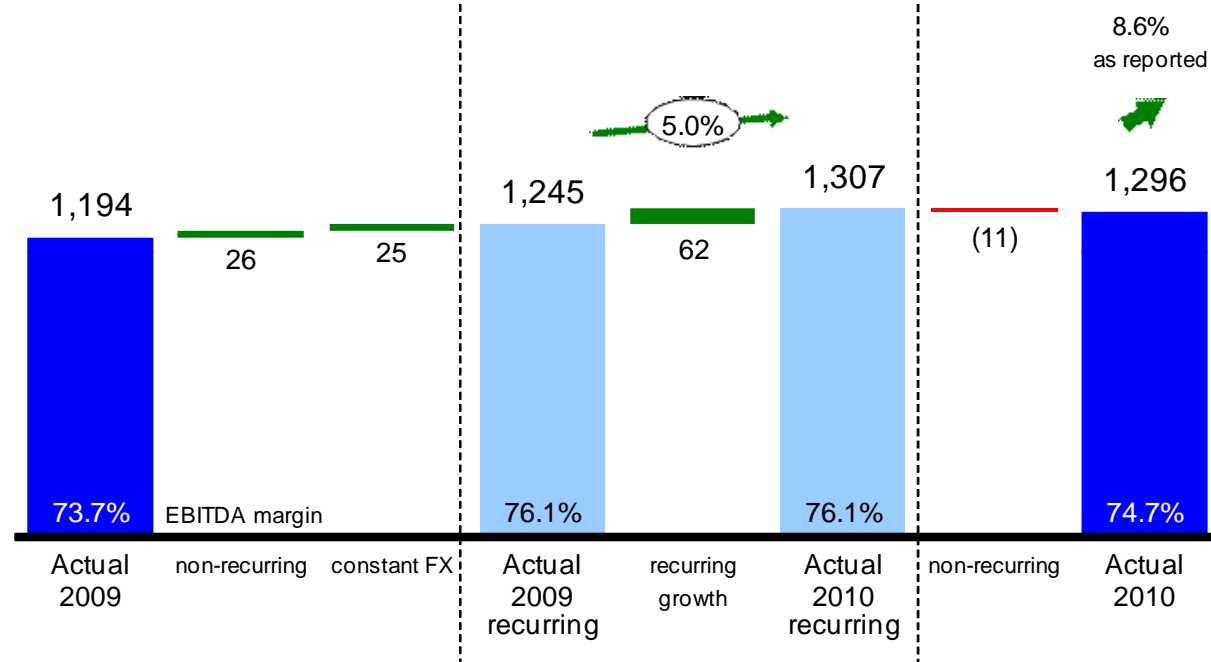
- ◆ As reported 2010 revenue increases by 7.1% driven by recurring growth and the strengthening USD
- ◆ On a recurring basis revenue growth of 5.1% or 83 MEUR is contributed by both operating companies

# EBITDA walk from Actual 2009 to Actual 2010

## Closely following revenue growth

### SES Group EBITDA

in EUR millions



#### FX rate EUR/USD:

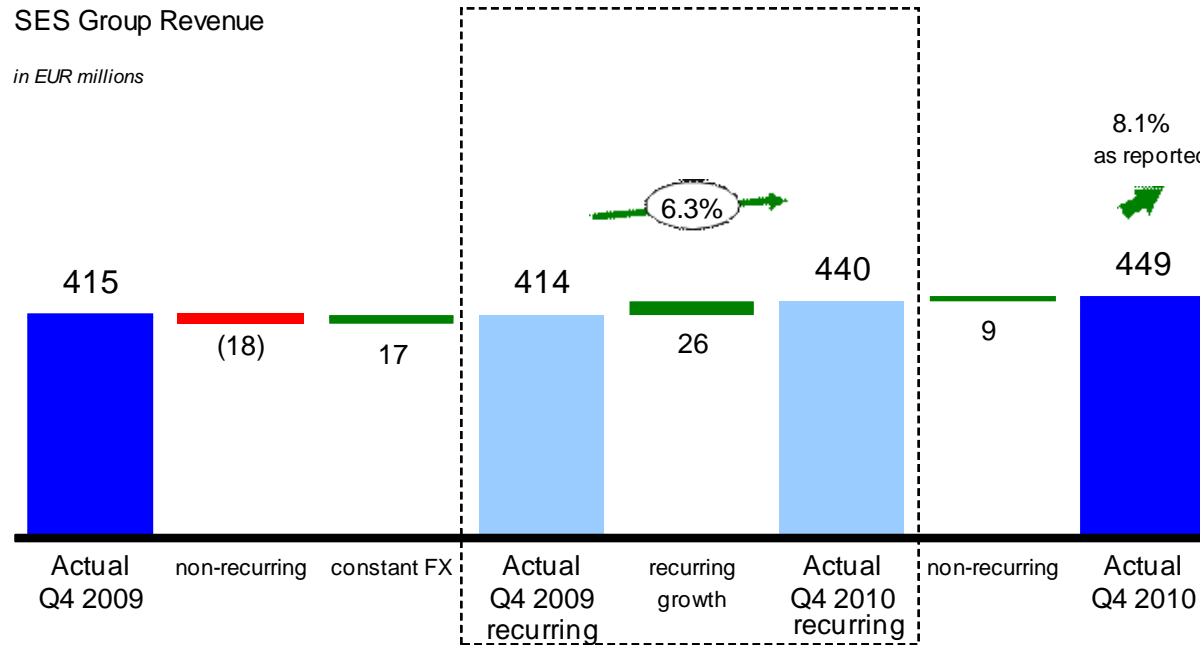
Actual 2009	1.39	
Actual 2010	1.33	+5%

- ◆ At reported level EBITDA grows by 8.6% driven by recurring growth and the strengthening USD
- ◆ Recurring EBITDA growth reaches 62 MEUR or 5.0% i.e. develops in line with revenue growth and is contributed by both operating companies
- ◆ As a result SES Group EBITDA margin stands at 76.1% on a recurring basis in 2010, in line with the prior year margin

# Revenue walk from Q4 2009 to Q4 2010

## Strong top line growth in the quarter

FX rate EUR/USD:		
Actual Q4 2009	1.48	
Actual Q4 2010	1.35	+10%



- ◆ As reported 2010 revenue increases by 8.1% driven by recurring growth and the strengthening USD
- ◆ On a recurring basis revenue growth of 6.3% or 26 MEUR is contributed by both operating companies

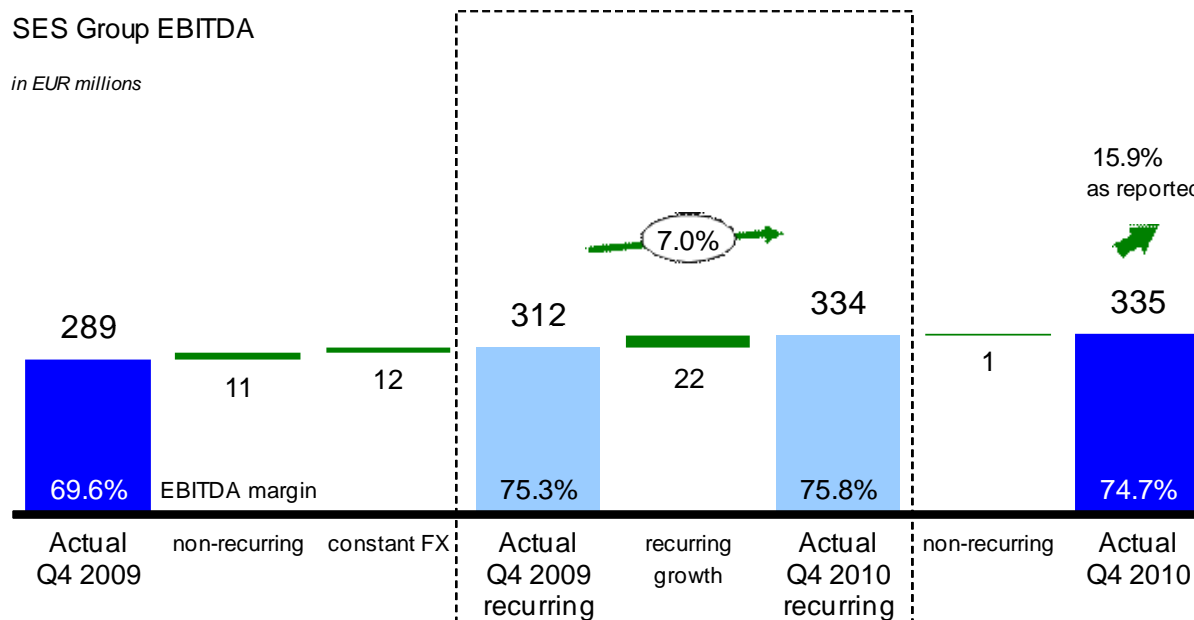
# EBITDA walk from Q4 2009 to Q4 2010

## Outperforming revenue growth

FX rate EUR/USD:		
Actual Q4 2009	1.48	
Actual Q4 2010	1.35	+10%

### SES Group EBITDA

in EUR millions



- ◆ At reported level EBITDA grows by 15.9% driven by recurring growth, the strengthening USD and the absence of some unfavourable non-recurring items as they occurred in Q4 2009
- ◆ Recurring EBITDA growth reaches 22 MEUR or 7.0% i.e. outperforms recurring revenue growth and is contributed by both operating companies
- ◆ SES Group EBITDA margin stands at 75.8% on a recurring basis in 2010, ahead of the prior year margin



# Business Segmentation

## Outperforming margins

<b>Infrastructure</b> <i>in EUR million</i>	ASTRA	WORLD SKIES	OTHER & ELIM <sup>*)</sup>	SES GROUP
<b>Revenues</b>	868.6	677.2	(1.7)	<b>1,544.1</b>
<b>EBITDA</b>	721.1	561.1	0.0	<b>1,282.2</b>
<b>Margin %</b>	83.0%	82.9%		<b>83.0%</b>

<b>Services</b> <i>in EUR million</i>	ASTRA	WORLD SKIES	OTHER & ELIM <sup>*)</sup>	normalised <sup>**)</sup> SES GROUP	Start-up activity	SES GROUP
<b>Revenues</b>	121.2	190.0	0.0	<b>311.2</b>	16.0	<b>327.2</b>
<b>EBITDA</b>	26.7	31.0	0.0	<b>57.7</b>	(6.2)	<b>51.5</b>
<b>Margin %</b>	22.0%	16.3%		<b>18.5%</b>		<b>15.7%</b>

<b>Business Segmentation YTD Dec 2010</b> <i>in EUR million</i>	Infrastructure	Services	Start-up activity	Other / Elimination <sup>*)</sup>	SES GROUP
<b>Revenues</b>	<b>1,544.1</b>	<b>311.2</b>	<b>16.0</b>	<b>(135.6)</b>	<b>1,735.7</b>
<b>EBITDA</b>	<b>1,282.2</b>	<b>57.7</b>	<b>(6.2)</b>	<b>(37.3)</b>	<b>1,296.4</b>
<b>Margin %</b>	<b>83.0%</b>	<b>18.5%</b>			<b>74.7%</b>

<sup>\*)</sup> Revenue elimination refers to cross-charged capacity and other services  
EBITDA mainly refers to unallocated SES S.A. expenses

- ◆ Infrastructure EBITDA margin of 83.0% (2009: 82.9%, excluding one-time items: 82.8% versus 81.9%)
- ◆ Normalised services EBITDA margin of 18.5% (2009: 14.8%); reported: 15.7% (2009: 10.3%)
- ◆ SES Group EBITDA margin of 74.7% (2009: 73.7%)

<sup>\*)</sup> Revenue elimination refers to cross-charged capacity and other services; EBITDA elimination to unallocated SES corporate expenses

<sup>\*\*)</sup> Normalised for start-up activities in the period to reflect better the performance of on-going operations

# Additional Financial Information

- ▲ Depreciation of EUR 464.4 million up 28.8 million compared to prior year
  - Additional depreciation arises from fleet changes, the stronger USD and adjustments made to the carrying value of the AMC-4 and AMC-16 satellites
- ▲ Overall net financing charges increased by EUR 67.4 million to EUR 195.9 million

EUR millions	2010	2009	Variance	%
<b>Net interest expense</b>	<b>(237.5)</b>	(209.9)	-27.6	-13.1%
Capitalised interest	<b>58.6</b>	46.7	11.9	-25.5%
Net FX gain / (loss)	<b>(17.0)</b>	34.7	-51.7	--
<b>Net financing charges</b>	<b>(195.9)</b>	(128.5)	-67.4	-52.5%

- ▲ The EUR 27.6 million increase in the net interest expense reflected primarily an increase of EUR 17.0 million in debt servicing costs arising from the higher level of borrowings during the year; the balance of EUR 10.6 million related almost exclusively to increases in the amortisation of loan origination costs and payment of facility commitment fees
- ▲ On the net foreign exchange result, the gains recorded in 2009 on the revaluation of U.S. dollar liabilities in a weakening dollar environment could not be matched in 2010 where the dollar strengthened overall. The reported 2010 net foreign exchange loss of EUR 17.0 million arose in Q1 on the revaluation of certain operational intercompany balances and the revaluation of currency holdings - which were both set off by equal and opposite accretions to the group's currency exchange reserve and had neither a cash nor an overall shareholders' equity impact
- ▲ Net debt/EBITDA was 2.91 times at 31 December 2010

# Guidance

---

- ▲ The 2010 guidance for full year revenue and EBITDA growth was 4-5%. This incorporated the impact of satellite launch delays and a payload reduction due to health issues on AMC-16. SES now identifies this range of 4-5% for its 3 year revenue CAGR (2010-2012) guidance.
- ▲ SES' revenue growth does not develop on a linear basis. It depends on the timing of satellite launches and of the entry into service of a spacecraft, on the ending of customer contracts (e.g. German analogue transponders) and the timing of new agreements. The QuetzSat-1 and SES-4 launches have each been delayed by approximately three months, and the AMC-16 revenue reduction carries through the full year. Taking these factors into account, SES anticipates recurring revenue growth of approximately 3% in 2011. Recurring EBITDA growth is expected to be in line with the revenue growth.
- ▲ Revenue will rise strongly thereafter as the group will benefit from the full year impact of the new capacity launched in 2011.
- ▲ Other key financial guidance:
  - Recurring infrastructure EBITDA margin above 82%
  - Services activities EBITDA margin to be in a range of 14% to 18%
  - Reported tax rate in a range of 10% to 15%
  - Net Debt / EBITDA ratio will be managed below 3.3 times
  - Depreciation is expected in a range of EUR 460 – 480 million (@ 1.35 USD)
- ▲ This guidance excludes any impact of the organisational adaptation

Note: "Recurring" represents underlying revenue / EBITDA performance by removing currency exchange effects, eliminating one-time items, considering changes in consolidation scope and excluding revenue / EBITDA from new business initiatives in the start-up phase.

# Disclaimer / 'Safe Harbor' Statement

---

- ▲ This presentation does not, in any jurisdiction, and in particular not in the U.S., constitute or form part of, and should not be construed as, any offer for sale of, or solicitation of any offer to buy, or any investment advice in connection with, any securities of SES nor should it or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever.
- ▲ No representation or warranty, express or implied, is or will be made by SES, its directors, officers or advisors or any other person as to the accuracy, completeness or fairness of the information or opinions contained in this presentation, and any reliance you place on them will be at your sole risk. Without prejudice to the foregoing, none of SES, its directors, officers or advisors accept any liability whatsoever for any loss however arising, directly or indirectly, from use of this presentation or its contents or otherwise arising in connection therewith.
- ▲ This presentation includes "forward-looking statements". All statements other than statements of historical fact included in this presentation, including, without limitation, those regarding SES's financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to SES products and services) are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of SES to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding SES and its subsidiaries and affiliates, present and future business strategies and the environment in which SES will operate in the future and such assumptions may or may not prove to be correct. These forward-looking statements speak only as at the date of this presentation. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. SES, its directors, officers or advisors do not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.