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THIRD QUARTER AND NINE-MONTH 2020-21 REVENUES

- *Full Year revenue objective upgraded, and all other objectives confirmed*
- *Nine months operating vertical revenues down 3.5%¹ year-on-year*
- *Third Quarter Operating Verticals revenues down 6.1%¹ year-on-year, in line with expectations*
- *Backlog of €4.5bn up 6% and representing 3.5 years of revenues*
- *Favourable outturn of Spring 2021 renewal campaign with USG*
- *Progress on our Fixed Broadband strategy*

Euronext Paris: ETL) reports revenues for the Third Quarter and Nine Months ended 31 March 2021.

Rodolphe Belmer, Chief Executive Officer of Eutelsat Communications, said: *“This Quarter has seen some important operational milestones, notably the outcome of the Spring renewal campaign with the US administration well above historical average, while the increase in our backlog reflects our important recent commercial wins. Most notably, we are now seeing real momentum in our Fixed Broadband ramp-up with EUTELSAT KONNECT now at full coverage, enabling us to make tangible progress in Western Europe with retail operations extended to new territories and gross additions gaining pace. Distribution has also been strengthened in Africa, notably with a partnership with Facebook to roll out Express Wi-Fi hotspots across our African footprint. The outturn of our Third Quarter revenues performance is fully in line with our expectations and enables us once again to raise the bottom end of our objective range for the year as a whole, as well as to reconfirm all other elements of our financial guidance. From a strategic perspective, recent weeks have been marked by our entry into the LEO space through our investment in OneWeb, which represents a compelling entry point to address the considerable LEO opportunity as well as an additional growth engine for the Group’s connectivity activities”.*

[Read the full press release on our Third Quarter and Nine-Month 2020-21 Revenues](#)

[1] Like-for-like change.

[2] Change at constant currency and perimeter. The variation is calculated as follows: i) Q3 2020-21 USD revenues are converted at Q3 2019-20 rates; ii) Q3 2020-21 revenues are restated from the contribution of Bigblu Broadband Europe to revenues. iii) Hedging revenues are excluded from Other Revenues.

[3] Other Revenues include mainly the impact of EUR/USD revenue currency hedging, the provision of various consulting/engineering services and termination fees.

About Eutelsat Communications

Founded in 1977, Eutelsat Communications is one of the world's leading satellite operators. With a global fleet of satellites and associated ground

infrastructure, Eutelsat enables clients across Video, Data, Government, Fixed and Mobile Broadband markets to communicate effectively to their customers, irrespective of their location. Over 6 600 television channels operated by leading media groups are broadcast by Eutelsat to one billion viewers equipped for DTH reception or connected to terrestrial networks. Headquartered in Paris, with offices and teleports around the globe, Eutelsat assembles 1,200 men and women from 50 countries who are dedicated to delivering the highest quality of service.

Eutelsat Communications is listed on the Euronext Paris Stock Exchange (ticker: ETL).

For more about Eutelsat go to www.eutelsat.com

	Media enquiries		
	Joanna Darlington	Tel.: + 33 1 53 98 31 07	jdarlington@eutelsat.com
	Marie Sophie Ecuier	Tel.: + 33 1 53 98 32 45	mecuer@eutelsat.com
	Jessica Whyte	Tel.:+ 33 1 53 98 46 21	jwhyte@eutelsat.com
	Investors		
	Joanna Darlington	Tel.: +33 1 53 98 31 07	jdarlington@eutelsat.com
	Cédric Pugni	Tel.: +33 1 53 98 31 54	cpugni@eutelsat.com
	Alexandre Illouz	Tel.: +33 1 53 98 46 81	aillouz@eutelsat.com

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