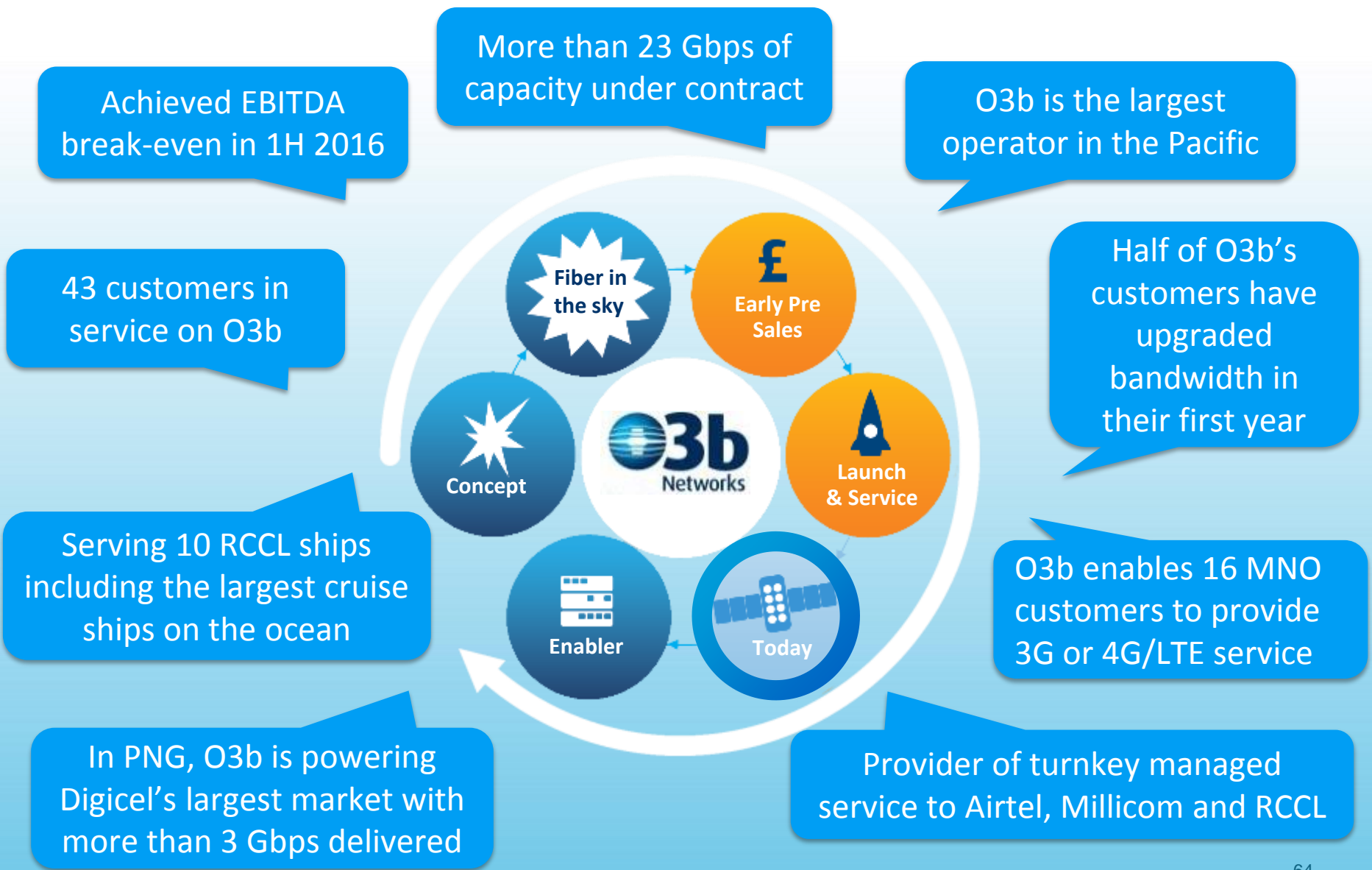


# SES's growth accelerators: O3b Networks

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Steve Collar, CEO of O3b Networks

# O3b – The Fastest Growing Satellite Operator in History



# No.1 in The Pacific – 5 Gbps under contract, 50% islands connected

Digicel, PNG



Telecom Cook Islands, Cook Islands



Timor Telecom, East Timor



Telecom Cook Islands, Cook Islands



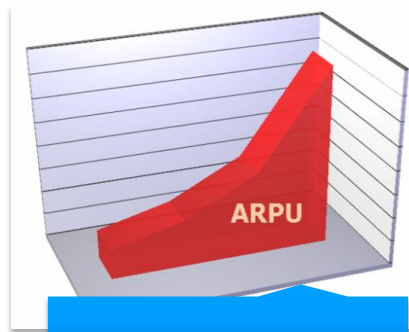
PNCC, Palau



Norfolk Telecom, Norfolk Island



Improved QoE



Increased ARPU



Reduced churn



Improved reliability

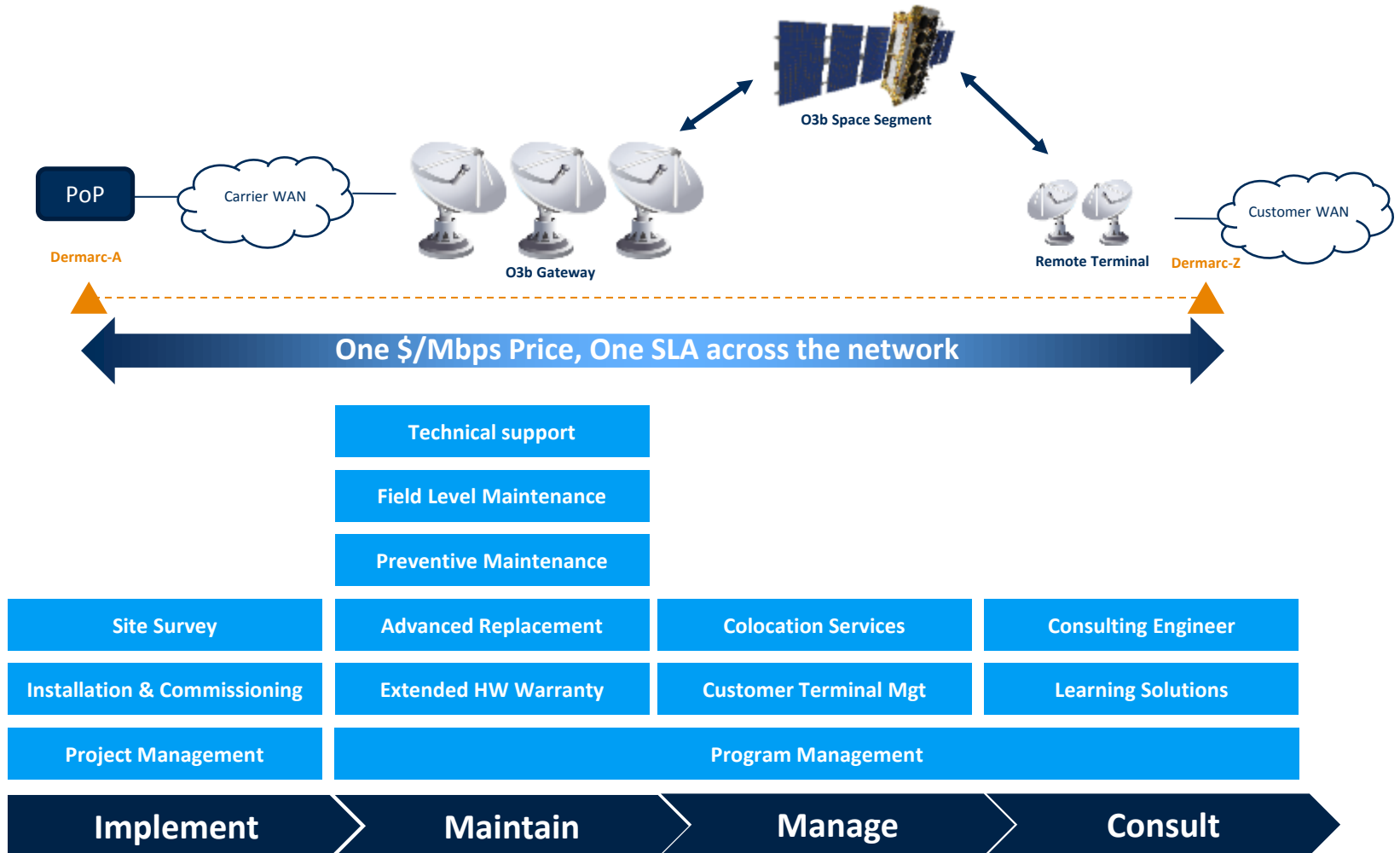
# No.1 in Cruise – Changed the Maritime and Cruise Industry



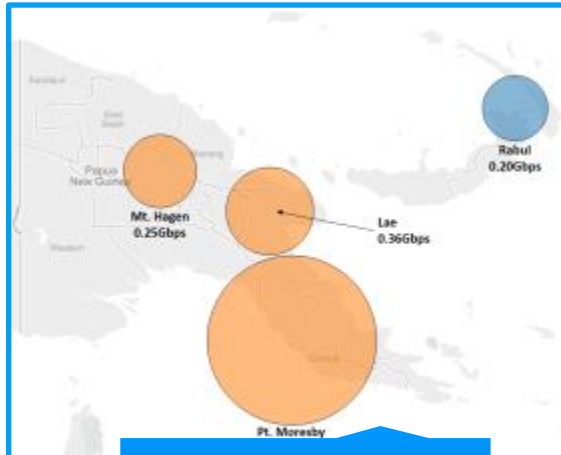
# 43 Customers worldwide are live across the O3b Network..



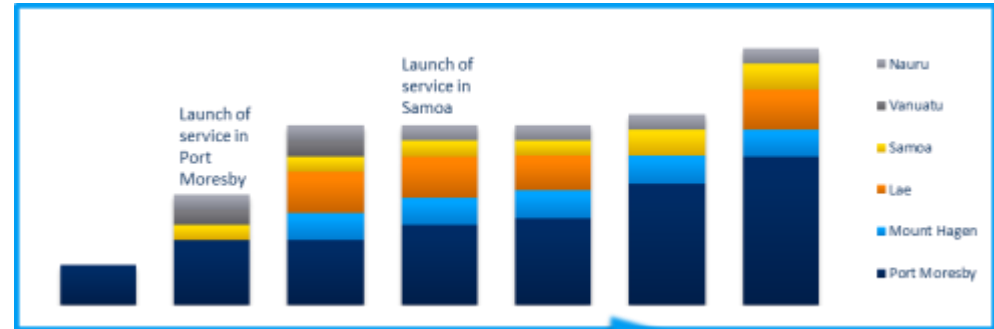
# Delivering customers an integrated, fully managed solution



# Telco - The Pacific's largest Telco encouraging O3b to add value



Rapid growth in number of sites



Digicel Pacific has increased capacity by 550% in 15 months

**Digicel**  
group



- More than 3 Gbps under contract
- 6 sites across the Pacific
- Optimising Digicel's network
- Driving predictive metrics
- Implementing new products - diversity
- Fast activation of services
- Recently resulted in 800 Mbps upgrade

# Maritime - RCCL and O3b since 2011



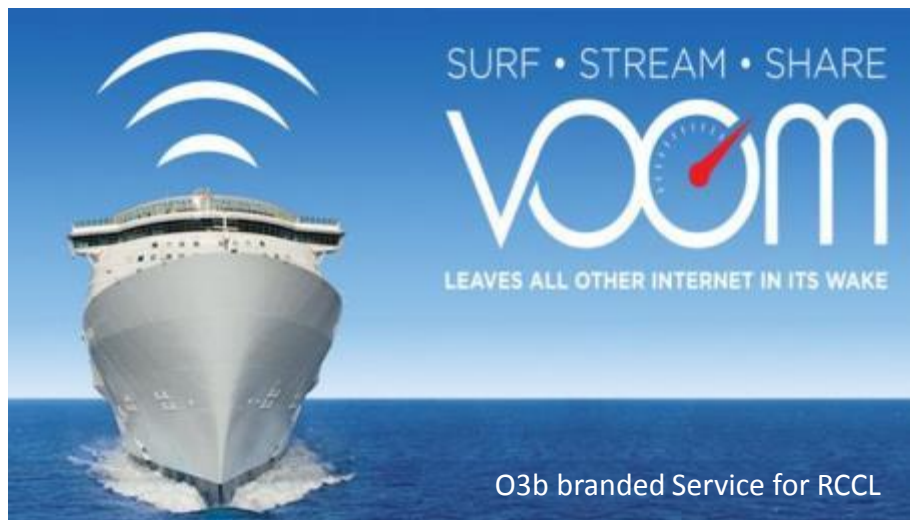
August 2013 – First Live Demo to RCCL Executive Board



January 2014




December 2014 \* April 2015



O3b branded Service for RCCL



# Direct relationships with end users drives rapid service evolution, in-house innovation and delivers high value



Oasis of the Seas  
Caribbean only

10 Ships  
Caribbean, Med  
and Asia

Follow the Ship

Dynamic Shared  
Capacity

Bandwidth Only

Fully Managed  
Solution

# Energy - Following successful deployment onshore with Shell and Chevron, O3b now offshore in Gulf of Mexico

Onshore deployments  
went live in 2015



First offshore  
deployment on the BHP  
Shenzi platform in GoM

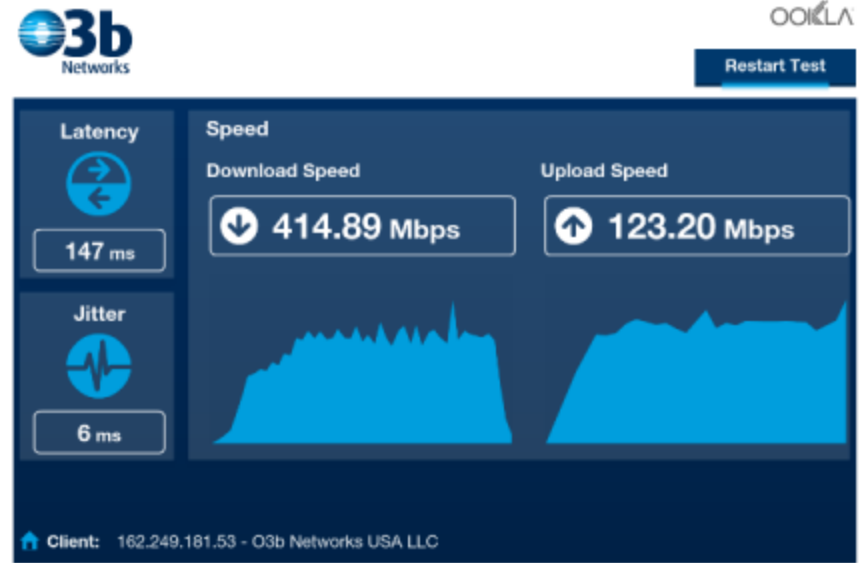


High expectations from  
FPSO offshore markets

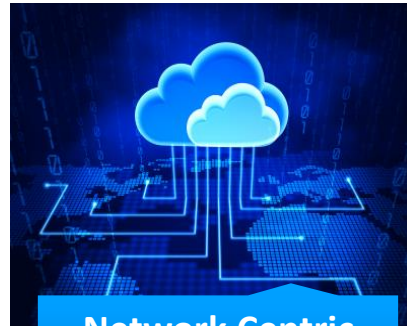


# Government - O3b is changing the government landscape

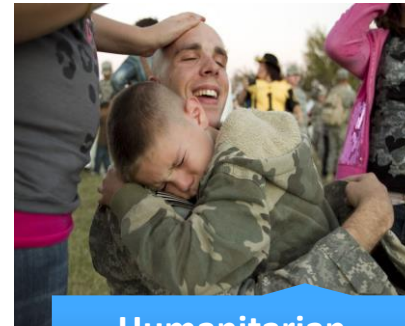
## Providing Unprecedented Speed and Performance on Land and at Sea



**Better Situational Awareness**



**Network Centric Operations**



**Humanitarian Mission Support**



**Improving Troop Morale**

# What's Next? - An expanding use case for "fiber like" satellite

Connect people in need

**1 Gbps Recovery**



Entertainment = internet

**200 Mbps Airplane**



Intelligence

**100 Mbps UAV**



**2016**

**500 Mbps Event**



Rich media experience

**100 Mbps Public Safety**



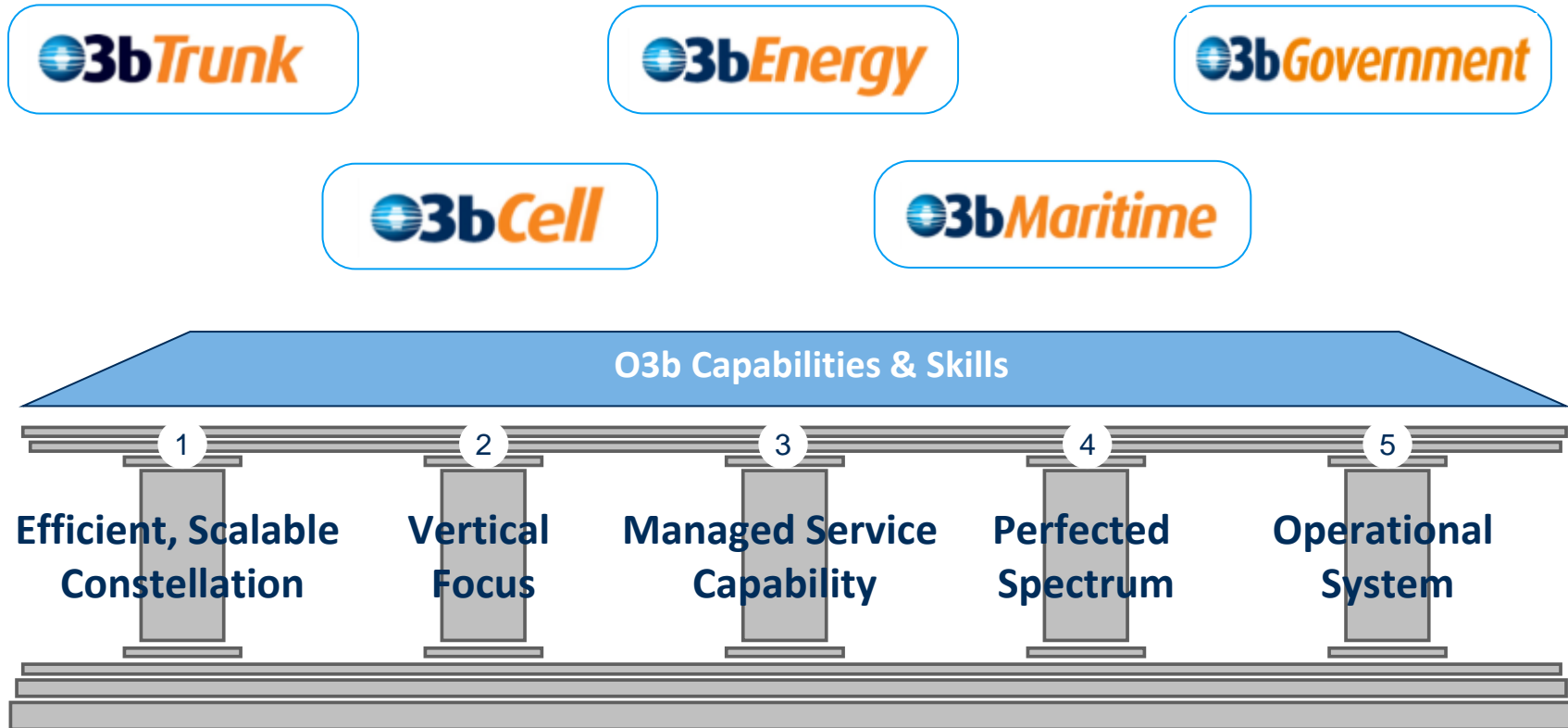
Situational Awareness

**1 Gbps Next Big Thing**



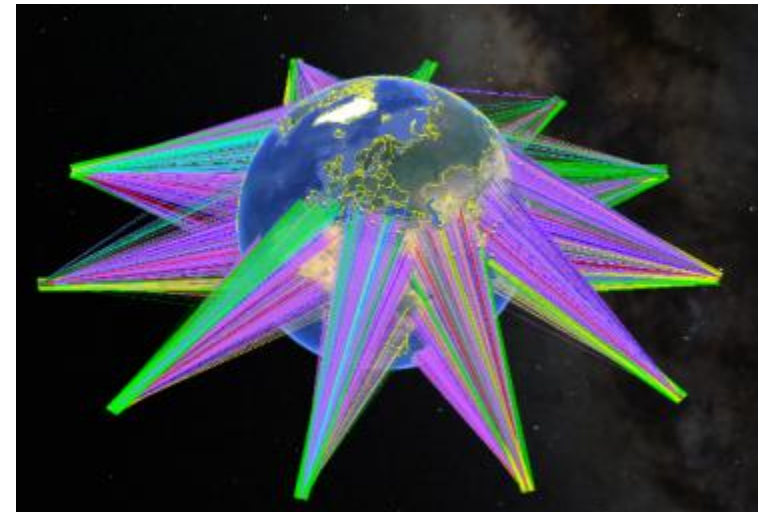
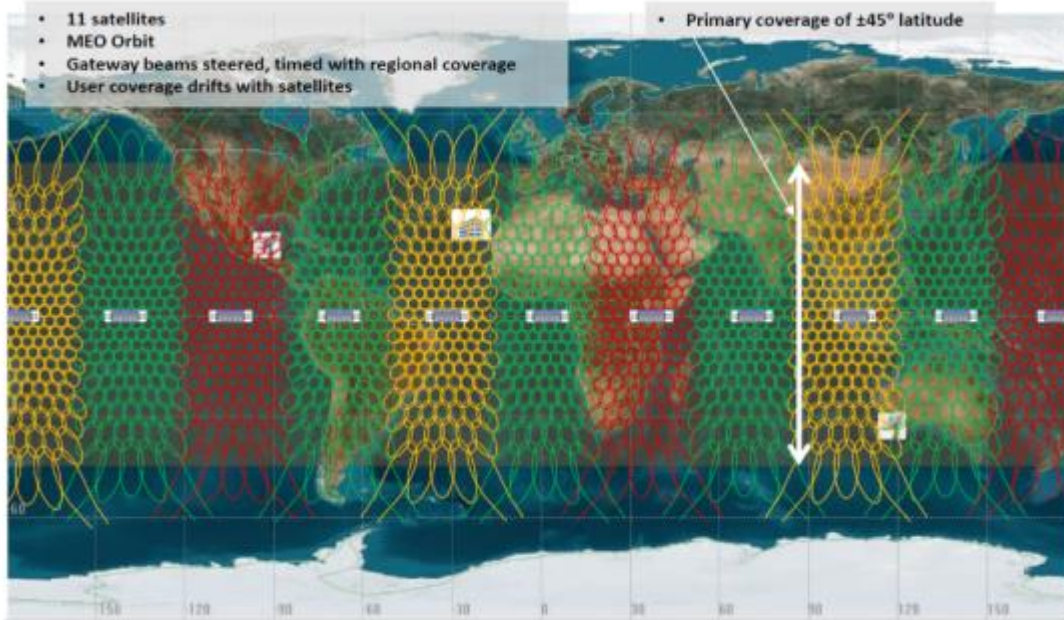
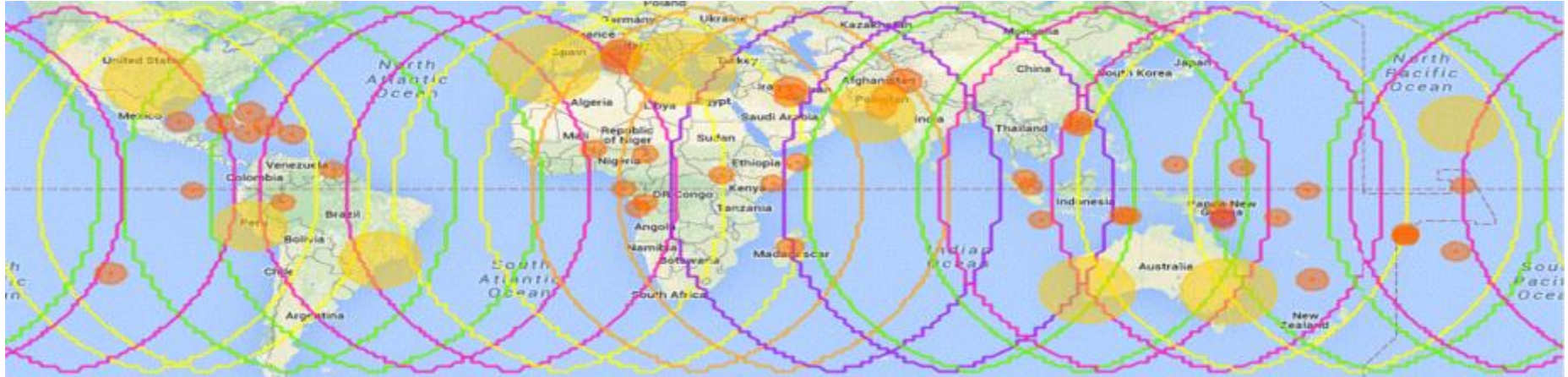
Next generation...

# O3b has quickly established unique capabilities and developed core building blocks to leverage for future growth

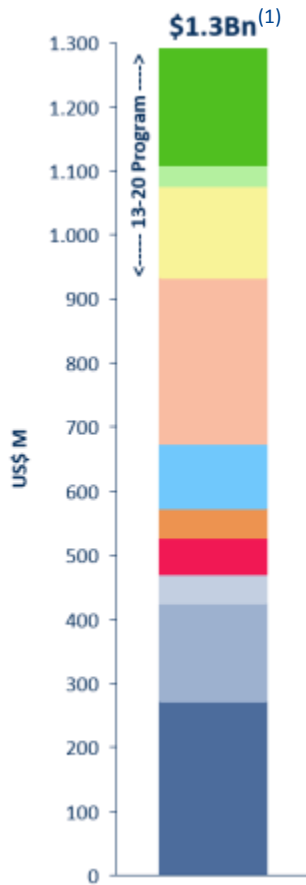


With spectrum secured in the most efficient arc, O3b's follow-on architectures will deliver global, high-performance networks more affordably than any other system

# Building Scale and Leveraging Time to Market Advantage



# Strong financial development at O3b - \$1.3bn financed over the last 18 months - but benefits of consolidation obvious



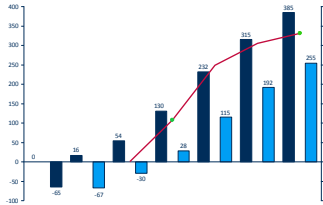
**Full acquisition by SES will halve cost of debt and substantially reduce operational complexity**

1) Gross debt

# Strong Execution and Revenue Delivery



**\$55M in revenue in 2015 in first full year of operation and on course to more than double in 2016**



**Growing at revenue CAGR of 43% over next 5 years**



**EBITDA break-even achieved in May 2016**



**Additional 8 satellites on order that will almost double capacity in orbit through late 2017 / early 2018**