

18 August 2014

**SpeedCast International Limited (ASX: SDA)**

**2014 half-year results presentation for SpeedCast Acquisitions Limited Group**

SpeedCast International Limited provides the attached 2014 half-year results presentation for SpeedCast Acquisitions Limited Group based upon the half year financial results for the six months ended 30 June 2014.

---

**CONFERENCE CALL DETAILS**

The company has scheduled a Conference call as follows:

- Time: 10:30am (Australian Eastern Standard time), 18 August 2014
- Dial-In: Toll Free Australia: 1-800-505-544;
- International Dial-In: Toll Free HK: 800-963-316; USA: 866-830-1721;
- Conference Passcode: 6196180

For further information please contact:

Andrew Metcalfe

Company Secretary

Phone: +61 (0)3 9867 7199

Email: [Andrew@accosec.com](mailto:Andrew@accosec.com)



## 1H FY2014 RESULTS PRESENTATION

18 August 2014

# Important notice



## Forward-looking statements

This presentation is issued by SpeedCast International Limited ACN 600 699 241 (the **Company**). The presentation includes certain forward-looking statements that are based on information and assumptions known to date and are subject to various risks and uncertainties. Actual results, performance or achievements could be significantly different from those expressed in, or implied by, these forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of SpeedCast, which may cause actual results to differ materially from those expressed in the statements contained in these presentations. For example, the factors that are likely to affect the results of SpeedCast include competition from satellite network service industry participants, competitive pressures from different methods of communication transmission, reduced channels to customers as a result of vertical integration in the satellite network industry, the inability to secure sufficient satellite bandwidth to meet anticipated future requirements and the loss of key customers. A number of these factors are described in SpeedCast's replacement prospectus dated 5 August 2014 (**Prospectus**).

## SpeedCast

The Company was incorporated on 14 July 2014. The Company acquired the SpeedCast satellite services business from SpeedCast Acquisitions Limited, the former parent company of the SpeedCast group, under a restructure which completed on 14 August 2014 (**Restructure**). Refer to the Prospectus for further details of the Restructure.

In this presentation, references to 'SpeedCast' means:

in the period before completion of the Restructure, SpeedCast Acquisitions Limited and its controlled entities and the business carried on by them; and  
in the period after completion of the Restructure, the Company and its controlled entities and the business carried on by them.

## Basis of Preparation

At 30 June 2014 SpeedCast International Limited has not been incorporated or admitted to the Official List of the ASX. It was incorporated on 14 July 2014 and commenced trading on the ASX on 12 August 2014. It does not have a requirement to prepare statutory interim financial information before it prepares its first annual financial report for the period ended 31 December 2014. However, in order to provide an update to shareholders, the directors have prepared this half year results presentation for the six months to June 2014.

The financial information as at ,and for the six months to 30 June 2014 has been subject to a limited assurance review by PricewaterhouseCoopers Securities Limited, which has issued an unqualified report in accordance with the Standard on Review Engagements ASRE 2400 *Review of a Financial Report Performed by an Assurance Practitioner Who is Not the Auditor of the Entity*. The pro forma basis reflects a consolidation of SpeedCast Acquisitions Limited ("the Company") and the subsidiaries it controlled at 30 June 2014 as if they had been a consolidated group on 1 January 2014 and for the six months ended 30 June 2014. The financial information as at, and for the six months ended 30 June 2014 has been prepared in accordance with the recognition and measurement principles contained in Australian Accounting Standards and the Company's adopted accounting policies as disclosed in Appendix A of the Prospectus lodged with ASIC on 5 August 2014 applied to the historic financial information and the events or transactions to which the pro forma adjustments relate, as described in section 3 of the Prospectus, as if those events or transactions had occurred as at 1 January 2014.

## Financial Information

Certain financial data included in this presentation, is 'non-IFRS financial information'. The Company believes that this non-IFRS financial information provides useful information to users in measuring the financial performance and condition of SpeedCast. Readers are cautioned not to place undue reliance on any non-IFRS financial information and ratios included in this presentation.

## Currency

All amounts are in U.S. Dollars unless otherwise stated.

## No offer of securities

Nothing in this presentation should be construed as either an offer to sell or a solicitation of an offer to buy or sell SpeedCast securities in any jurisdiction.

# Agenda

- Overview of SpeedCast
- 1H FY2014 Results and Outlook
- Appendices



## Overview of SpeedCast

1H FY2014 Results and Outlook

Appendices

# Overview of SpeedCast



**A leading provider of satellite-based communication networks and services in the Asia Pacific region and the global maritime industry**

- Designs, implements, integrates, operates and maintains predominantly satellite-based communication networks
- Serves over 1,000 customers across over 3,000 terrestrial sites, predominantly in Asia Pacific, and approximately 1,700 offshore rigs and vessels with satellite services
- Operates a communications network with global reach, comprised of leased space segment on 41 different satellites and utilizing 26 teleports
- A leading operator in the Asia Pacific region and the global maritime industry — headquartered in Hong Kong
- Focuses on tailored solutions to five customer segments: telecom, maritime, natural resources, government and NGO and enterprise

# Overview of SpeedCast (cont.)



1 Strong underlying fundamentals and high growth end markets

2 Strong track record of growth

3 Demonstrated track record of successful integration of acquisitions

4 Fragmented industry dynamics

5 Strong competitive position

6 Highly experienced management team

- Growing internet usage globally and additional bandwidth requirements
- Increasing automation and sophistication of mission critical systems
- Growing focus from governments and international organisations to bridge the "digital divide"
- Regulatory and operational requirements in maritime driving adoption of services
  
- A strong track record of revenue and earnings growth
  - 36% FY2011-FY2013 pro forma EBITDA CAGR
- High operating leverage and benefits from increasing scale
  - 5 percentage point increase in EBITDA margins from FY2011 (11%) to FY2013 (16%)
  
- Demonstrated ability to successfully integrate acquisitions and drive capability and scale benefits
  - Three material acquisitions (ASC/Elektrikom/Pactel) in 2012 and 2013 and two small bolt-ons this year
  
- SpeedCast operates in highly fragmented markets, comprised largely of providers focused on either specific countries or particular customer segments
- SpeedCast considers that it is well positioned to benefit from future strategic acquisition opportunities as they arise
  
- A strong and sustainable competitive position
  - Global network and infrastructure footprint and relationships
  - Established brand and reputation
  - Economies of scale
  
- Led by PJ Beylier, who has been with SpeedCast for 14 years, including 10 years as Chief Executive Officer

# A focus on five key customer verticals

	Telecom	Maritime	Natural Resources	Government & NGO	Enterprise
Example customer industries					
	<ul style="list-style-type: none"><li>▪ ISPs</li><li>▪ Telcos</li><li>▪ Resellers</li></ul>	<ul style="list-style-type: none"><li>▪ Shipping</li><li>▪ Oil &amp; Gas</li><li>▪ Government</li><li>▪ Yachting</li></ul>	<ul style="list-style-type: none"><li>▪ Oil &amp; Gas</li><li>▪ Mining</li><li>▪ Construction</li><li>▪ Engineering</li></ul>	<ul style="list-style-type: none"><li>▪ Military &amp; Defense</li><li>▪ Emergency services</li><li>▪ Education</li><li>▪ Rural connectivity</li></ul>	<ul style="list-style-type: none"><li>▪ Large Enterprises</li><li>▪ Banking sector</li></ul>

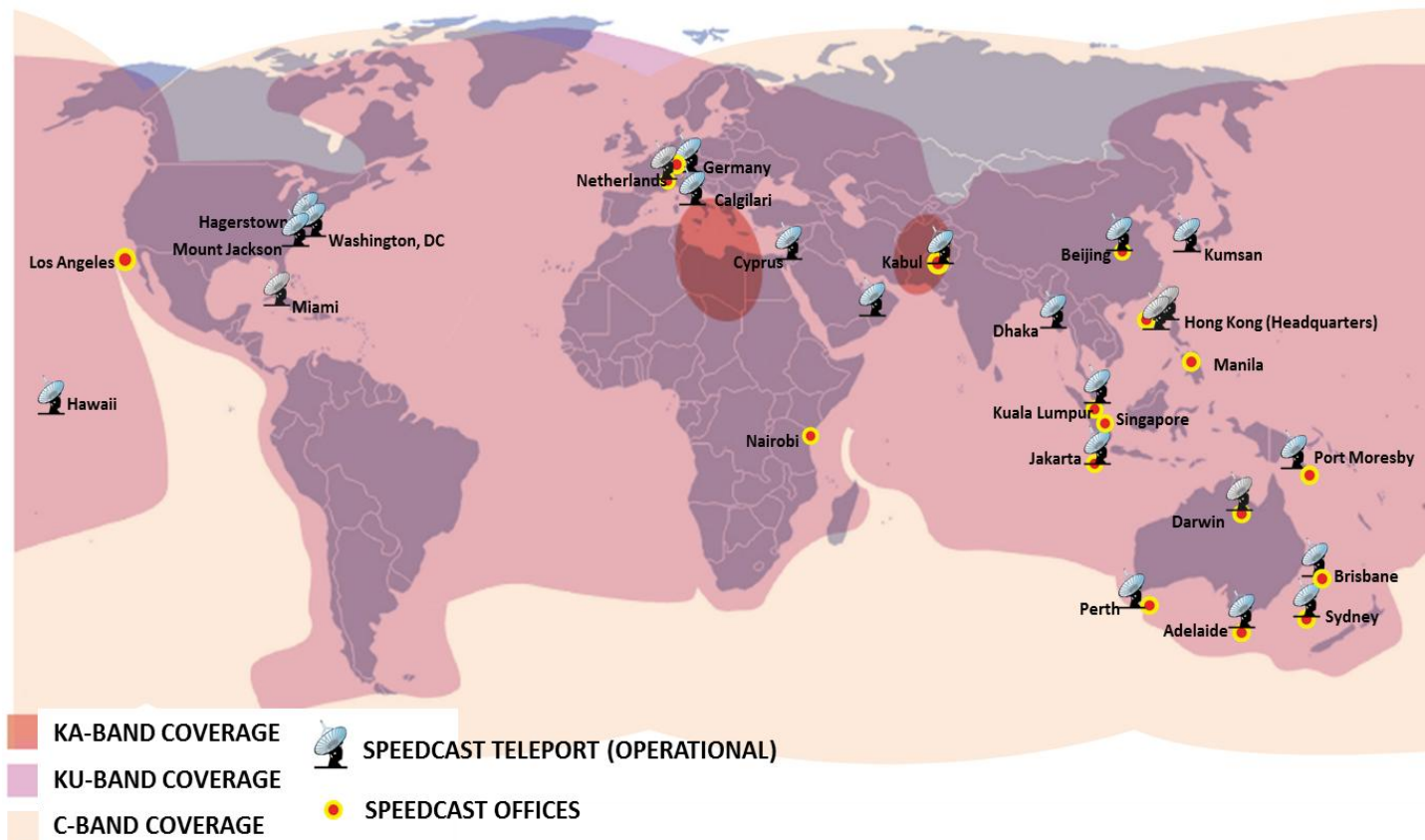
The common theme across verticals — increasing demand for data connectivity as the way businesses use technology changes



# Carrier grade, high quality global network

One of the largest buyers of satellite capacity in Asia Pacific. Bandwidth requirements are actively managed and scale drives significant operating efficiency

## SpeedCast's satellite coverage, teleports and offices





Overview of SpeedCast

**1H FY2014 Results and Outlook**

Appendices

# Basis of preparation



At 30 June 2014 SpeedCast International Limited has not been incorporated or admitted to the Official List of the ASX. It was incorporated on 14 July 2014 and commenced trading on the ASX on 12 August 2014. It does not have a requirement to prepare statutory interim financial information before it prepares its first annual financial report for the period ended 31 December 2014. However, in order to provide an update to shareholders, the directors have prepared this half year results presentation for the six months to 30 June 2014.

The financial information as at and for the six months to 30 June 2014 has been subject to a limited assurance review by PricewaterhouseCoopers Securities Limited, which has issued an unqualified report in accordance with the Standard on Review Engagements ASRE 2400 *Review of a Financial Report Performed by an Assurance Practitioner Who is Not the Auditor of the Entity*. The pro forma basis reflects a consolidation of SpeedCast Acquisitions Limited (“the Company”) and the subsidiaries it controlled at 30 June 2014 as if they had been a consolidated group on 1 January 2014 and for the six months ended 30 June 2014. The financial information as at, and for the six months ended 30 June 2014 has been prepared in accordance with the recognition and measurement principles contained in Australian Accounting Standards and the Company’s adopted accounting policies as disclosed in Appendix A of the Prospectus lodged with ASIC on 5 August 2014 applied to the historic financial information and the events or transactions to which the pro forma adjustments relate, as described in section 3 of the Prospectus, as if those events or transactions had occurred as at 1 January 2014.

# 1H FY2014 Highlights



- Strong financial performance continuing:
  - 1H FY2014 EBITDA of \$9.6 million
  - 1H FY2014 EBITA<sup>1</sup> of \$7.4 million
  - 1H FY2014 NPATA<sup>2</sup> of \$4.8 million
- Balanced contribution from customer verticals and geographies:
  - Solid growth momentum in maritime, with strong backlog for 2H FY2014
  - Afghanistan ahead of forecast with reduced churn
  - Strong performance in Wholesale VoIP services due to increased prices, growing traffic and two new customers
  - Equipment sales stronger than expected in government & NGO and maritime
- Acquisition of Satcomms Australia (June 2<sup>nd</sup>) and Oceanic (July 1<sup>st</sup>)
  - Satcomms owns and operates a strategically located teleport in Perth and has their main office in Queensland, where growth is expected from gas exploration activities
  - Oceanic is PNG-focused with sales and engineering staff in Port Moresby, and operates a telecom infrastructure comprised of a teleport and a wireless network
- Integration of acquired businesses progressing as expected

## Notes

1. EBITA is earnings before interest, tax and amortisation of acquisition related intangibles
2. NPATA is net profit after tax but prior to the amortisation of acquisition related intangibles (net of tax effect)

# Summary performance



(US\$m)	Prospectus Pro Forma actual vs.		
	Pro Forma 1H FY2014 actual (6 months ending 30 June 2014)	Pro Forma 1H FY2014 forecast (6 months ending 30 June 2014)	Prospectus Pro Forma forecast (6 months ending 30 June 2014)
Service (ex. Afghanistan)	42.1	42.3	(0.2)
Service (Afghanistan)	3.1	2.9	0.2
Equipment	7.2	6.4	0.8
Wholesale VoIP	5.9	5.4	0.4
<b>Total revenue</b>	<b>58.2</b>	<b>57.0</b>	<b>1.2</b>
<b>Total Operating expenses</b>	<b>(48.6)</b>	<b>(47.8)</b>	<b>(0.8)</b>
<b>EBITDA</b>	<b>9.6</b>	<b>9.2</b>	<b>0.4</b>
<i>EBITDA margin</i>	<i>16.4%</i>	<i>16.1%</i>	<i>0.3%</i>
Depreciation	(2.1)	(2.1)	(0.1)
<b>EBITA<sup>1</sup></b>	<b>7.4</b>	<b>7.1</b>	<b>0.3</b>
Amortisation of acquired intangibles	(2.9)	(2.9)	(0.0)
<b>EBIT</b>	<b>4.5</b>	<b>4.2</b>	<b>0.3</b>
Net interest expense	(1.0)	(1.0)	0.0
Share of profits of Joint Ventures	0.1	0.1	0.0
<b>Net profit/(loss) before tax</b>	<b>3.7</b>	<b>3.3</b>	<b>0.3</b>
Income tax expense	(1.2)	(1.0)	(0.1)
<b>NPAT</b>	<b>2.5</b>	<b>2.3</b>	<b>0.2</b>
Amortisation of acquired intangibles after tax	2.3	2.3	0.0
<b>NPATA<sup>2</sup></b>	<b>4.8</b>	<b>4.6</b>	<b>0.2</b>

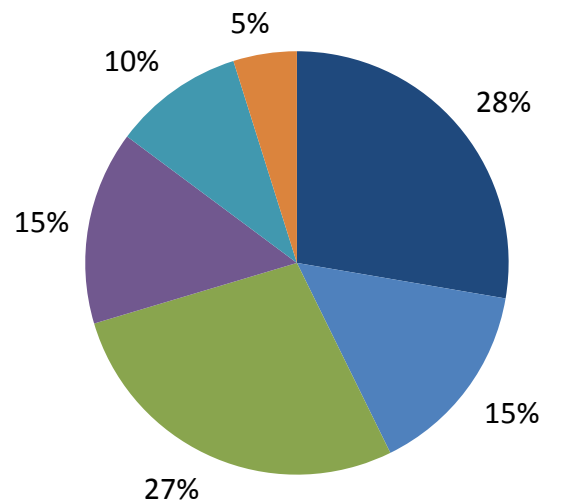
- Three large contracts won in maritime in Europe and a new global partnership signed, as well as a number of small/mid-sized wins in Asia-Pacific and the Middle East
  - Strong momentum going into 2H FY2014 with backlog of over 100 vessels
- Natural resources growing ahead of forecasts
- Afghanistan churn has declined and one significant new win in June; positive outlook for 2H FY2014
- Equipment sales 12% ahead of Prospectus forecast:
  - Renewal of a large Government contract in Australia with upgrade of remote equipment to support additional bandwidth
  - Continuous growth in maritime with several wins in Europe resulting in higher equipment sales than expected

## Notes

1. EBITA is earnings before interest, tax and amortisation of acquisition related intangibles
2. NPATA is net profit after tax but prior to the amortisation of acquisition related intangibles (net of tax effect)

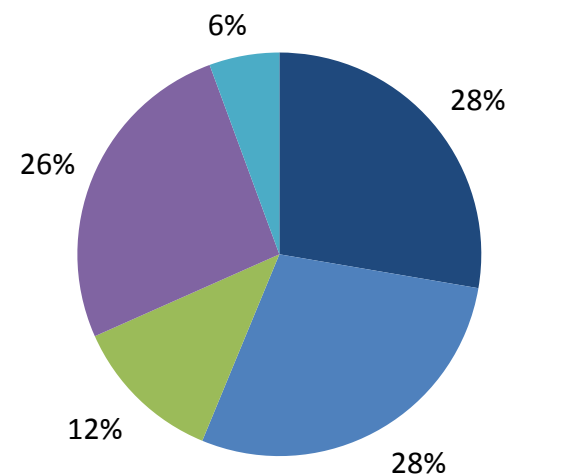
# Pro forma revenue breakdown

1H FY2014 pro forma service revenue (by customer vertical) excluding Afghanistan



- Maritime
- Telecom
- Government & NGO
- Natural resources
- Enterprise
- Other

1H FY2014 pro forma service revenue (by customer geography) excluding Afghanistan



- Maritime
- Rest of Asia Pacific
- EMEA & Others
- Australia
- Pacific Islands

# Pro forma income statement



(US\$m)	Pro Forma 1H FY2014 actual (6 months ending 30 June 2014)	Prospectus Pro Forma FY2014 forecast (12 months ending 31 December 2014)
Service (ex. Afghanistan)	42.1	89.7
Service (Afghanistan)	3.1	5.4
Equipment	7.2	12.7
Wholesale VoIP	5.9	11.2
<b>Total revenue</b>	<b>58.2</b>	<b>119.0</b>
<b>Total Operating expenses</b>	<b>(48.6)</b>	<b>(98.4)</b>
<b>EBITDA</b>	<b>9.6</b>	<b>20.6</b>
<i>EBITDA margin</i>	<i>16.4%</i>	<i>17.3%</i>
Depreciation	(2.1)	(4.5)
<b>EBITA<sup>1</sup></b>	<b>7.4</b>	<b>16.1</b>
Amortisation of acquired intangibles	(2.9)	(5.9)
<b>EBIT</b>	<b>4.5</b>	<b>10.2</b>
Net interest expense	(1.0)	(2.0)
Share of profits of Joint Ventures	0.1	0.2
<b>Net profit/(loss) before tax</b>	<b>3.7</b>	<b>8.5</b>
Income tax expense	(1.2)	(2.4)
<b>NPAT</b>	<b>2.5</b>	<b>6.1</b>
Amortisation of acquired intangibles after tax	2.3	4.7
<b>NPATA<sup>2</sup></b>	<b>4.8</b>	<b>10.8</b>

## Notes

1. EBITA is earnings before interest, tax and amortisation of acquisition related intangibles
2. NPATA is net profit after tax but prior to the amortisation of acquisition related intangibles (net of tax effect)

## SpeedCast remains committed to the growth strategy outlined in the Prospectus

### Underlying market growth

- Strong underlying fundamentals
- High growth end markets

### Market share gains in targeted verticals

- Maritime
- Natural resources (oil and gas)
- Partnerships with global telecom operators

### Geographic and customer diversification / penetration

- Strong strategic position in Asia Pacific from which to grow
- Opportunities for growth across specific countries in Asia
- Existing satellite coverage in Africa and Middle East—following Asia Pacific customers wherever they operate
- Aeronautical market

### Continued product innovation and value-added services

- In-house product and software development capabilities
- Established partnerships with technology vendors

### Strategic acquisitions / bolt-ons in a fragmented market

- Highly fragmented markets
- Track record of M&A execution
- Cost and revenue synergies

### Outlook

- We remain highly confident of achieving FY2014 pro forma actual results in line with the FY2014 pro forma financial forecasts in the Prospectus
- 12 months to June 2015 pro forma financial forecasts remain unchanged from the Prospectus





Overview of SpeedCast

1H FY2014 Results and Outlook

**Appendices**

# Pro forma to Statutory reconciliation

US\$m	Note	1H FY2014
<b>Statutory revenue</b>		<b>54.4</b>
Pro forma impact of acquisitions	1	3.8
<b>Pro forma revenue</b>		<b>58.2</b>

US\$m	Note	1H FY2014
<b>Statutory NPAT</b>		<b>(5.5)</b>
Pro forma impact of acquisitions	1	0.3
Pro forma share of profit of joint ventures	2	0.1
Acquisitions transactions costs	3	0.5
Non-recurring foreign exchange net gain	4	(1.6)
Amortisation	5	2.0
Share based payments	6	(0.0)
Net finance costs adjustment	7	5.3
Public company costs	8	(0.4)
IPO transaction costs	9	2.8
Tax effect of pro forma adjustments	10	(1.0)
<b>Pro forma NPAT</b>		<b>2.5</b>

## Notes

- Pro forma impact of acquisitions - represents the pre-acquisition revenue and NPAT of SatComms (acquired effective 2 June 2014) and Oceanic (acquired effective 1 July 2014), and the add back of a non recurring salary arrangement.
- Pro forma share of profit of joint ventures - represents the pre-acquisition share of the NPAT of the joint ventures of SatComms.
- Acquisitions transactions costs - represents due diligence and other transaction costs incurred by SpeedCast primarily in relation to SatComms and Oceanic.
- Non recurring foreign exchange net gain - represents the pro forma add back of non-recurring foreign exchange net translation gains primarily in relation to debt held prior to the new banking facilities, reflecting a stronger AUD exchange rate in 1H FY2014 compared to 31 December 2013.
- Amortisation - represents the pro forma add back of historical amortisation expense to exclude accelerated amortisation charges for acquired trademarks and brand names following a rebranding of group companies to SpeedCast.
- Share based payments - represents the pro forma difference between the share based payments expense arising from the previous equity-settled ownership based compensation scheme and the Long-term Incentive Plan which commenced upon the IPO of SpeedCast, as if the LTIP had commenced on 1 January 2014.
- Net finance costs adjustment - represents the pro forma add back of net finance costs together with accelerated amortisation of borrowing costs on the debt held prior to the new banking facilities, less the pro forma inclusion of net finance costs on the new banking facilities, as if the new banking facilities commenced on 1 January 2014.
- Public company costs - represents the pro forma inclusion of the incremental costs that SpeedCast expects to incur as a public company, as if these costs were being incurred from 1 January 2014. These incremental costs will include Non-executive Director remuneration, additional audit and legal costs, listing fees, share registry fees, Directors' and officers' insurance premiums, annual general meeting and annual report costs.
- IPO transaction costs - represents the pro forma add back of costs of the offer which were accrued as at 30 June 2014, being 100% of all such costs which were not contingent on the IPO proceeding as at that date. Total costs of the offer accrued as at 30 June 2014 amounted to \$4.3m, of which \$1.5m is attributable to contributed equity and the balance of \$2.8m expensed in statutory NPAT.
- Tax effect of pro forma adjustments - represents the tax effect of the above pro forma adjustments. The pro forma effective tax rate for 1H FY2014 is consistent with the Prospectus forecast for this period.

# Key financial characteristics



## Strong track record of growth

December year end (US\$m)	Pro Forma Historical Results			Prospectus Pro Forma Forecast Results	
	12 months ending 31 December			12 months ending 30 June 2015	
	FY2011	FY2012	FY2013	FY2014	2015
Service revenue (ex. Afghanistan)	51.2	63.4	76.2	89.7	99.5
Service revenue (Afghanistan)	13.6	14.9	11.1	5.4	4.4
Equipment revenue	12.5	15.7	12.7	12.7	12.7
Wholesale VOIP revenue	9.7	8.9	11.4	11.2	11.9
<b>Total revenue</b>	<b>87.0</b>	<b>102.9</b>	<b>111.3</b>	<b>119.0</b>	<b>128.5</b>
<i>Total revenue (ex Afghanistan)</i>	<i>73.5</i>	<i>87.9</i>	<i>100.2</i>	<i>113.6</i>	<i>124.1</i>
EBITDA	9.5	15.9	17.5	20.6	24.0
EBITA <sup>1</sup>	6.6	12.5	13.8	16.1	18.9
NPAT			3.6	6.1	8.4
NPATA <sup>2</sup>			8.3	10.8	13.1

## SpeedCast prepares its financial information in United States Dollars as its reporting currency

### Notes

1. EBITA is earnings before interest, tax and amortisation of acquisition related intangibles
2. NPATA is net profit after tax but prior to the amortisation of acquisition related intangibles (net of tax effect)

# Key financial characteristics (cont.)

## Strong track record of growth

December year end (US\$m)	Pro Forma Historical Results			Prospectus Pro Forma Forecast Results	
	12 months ending 31 December			12 months ending 30 June 2015 <sup>3</sup>	
	FY2011	FY2012	FY2013	FY2014	2015 <sup>3</sup>
<i>Service revenue (ex. Afghanistan) growth</i>		24%	20%	18%	11%
<i>Service revenue (Afghanistan) growth</i>		10%	(26%)	(51%)	(19%)
<i>Equipment revenue growth</i>		25%	(19%)	0%	0%
<i>Wholesale VOIP revenue growth</i>		(9%)	28%	(1%)	6%
<b><i>Total revenue growth</i></b>		<b>18%</b>	<b>8%</b>	<b>7%</b>	<b>8%</b>
<i>Total revenue (ex Afghanistan) growth</i>		20%	14%	13%	9%
<i>EBITDA growth</i>		67%	10%	17%	17%
<i>EBITDA margin</i>	11%	15%	16%	17%	19%
<i>EBITA growth<sup>1</sup></i>		90%	10%	17%	18%
<i>EBITA margin<sup>1</sup></i>	8%	12%	12%	14%	15%
<i>NPAT growth</i>				68%	38%
<i>NPATA growth<sup>2</sup></i>				29%	21%

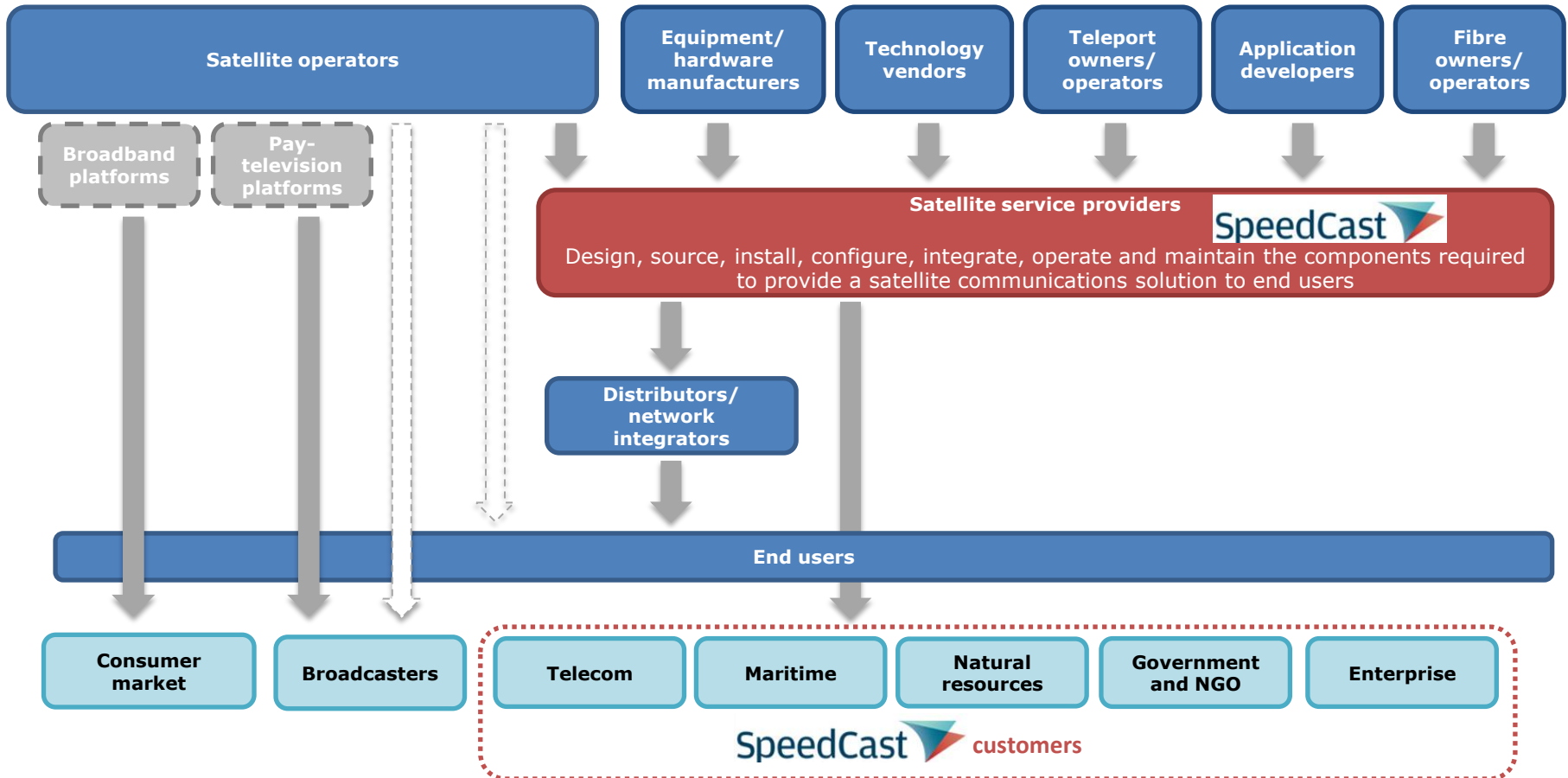
### Notes

1. EBITA is earnings before interest, tax and amortisation of acquisition related intangibles
2. NPATA is net profit after tax but prior to the amortisation of acquisition related intangibles (net of tax effect)
3. 12 months ending 30 June 2015 compared to FY2014 (12 months ending 31 December 2014)

# Satellite service providers are a critical link in the satellite industry value chain



## Satellite industry value chain

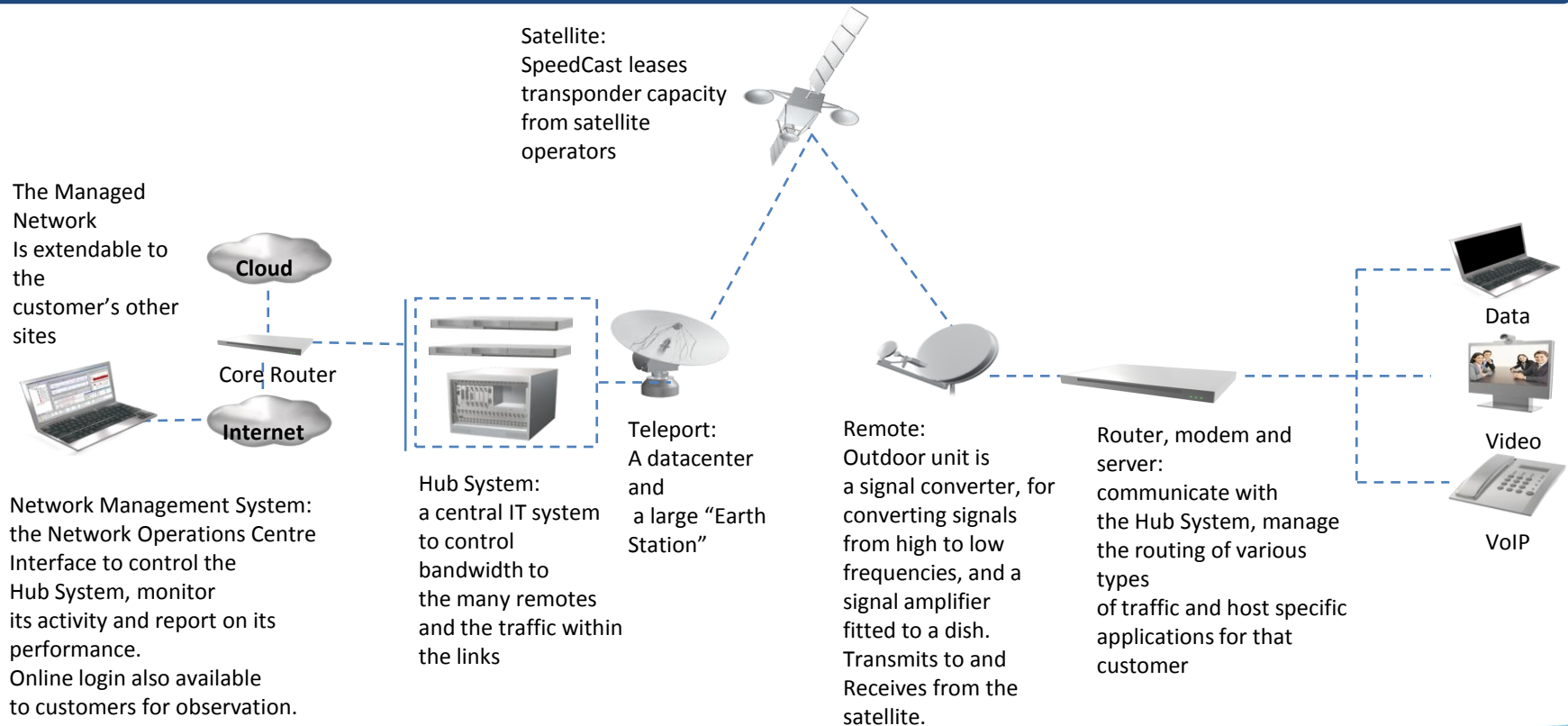


# Satellite service providers are a critical link in the satellite industry value chain (cont.)



Satellite service providers such as SpeedCast provide the necessary infrastructure and capabilities to turn satellite capacity into a useful service for a wide range of end users

## Illustrative SpeedCast VSAT network setup



# Business model evolution

A significant investment in platform and capabilities

Product capability investment

Early days.....

Generalist satellite service provider offering primarily internet access services to the small-medium enterprise market to capitalise on the growing internet usage

*Ongoing investment in networks, technology enhancement and platforms to provide greater bandwidth, flexibility and sophistication*

Today.....

Specialised provider and targeting larger enterprise customers in specific industries that demand high reliability, significant support and complex, often customised, solutions

- Adaptability
- Diverse end markets
- Diverse geographies
- Enhanced capabilities

## Acquisitions

Australian Satellite Communications (acquired 2012)

Eletrikom (acquired 2013)

Pactel (acquired 2013)

SatComms (acquired June 2014)

Oceanic (acquired July 2014)

# Industry growth drivers

## Demand for data connectivity driving demand for VSAT systems and increased volumes

### Growing internet usage globally

- Growing internet usage globally generally via satellite in countries with no access to fibre
- Satellite adopted as a reliable back-up to fibre broadband
- User experience and requirement for fast, dedicated networks encouraging adoption of enterprise network systems

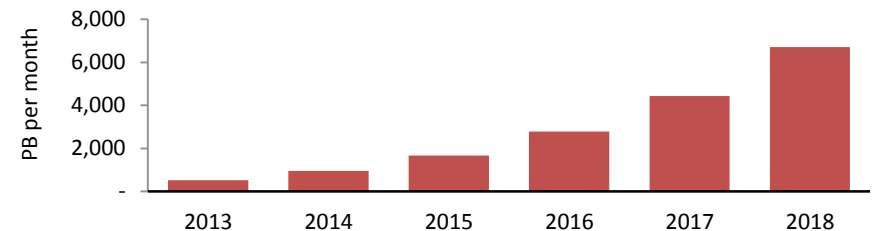
### Increasing automation and sophistication of mission critical systems

- Increasing remote operation of critical machinery, systems management and data collection
- Natural resources companies increasingly reliant on data to optimise operations
- Emergence of the "digital oil field"

### Bridging the "digital divide"

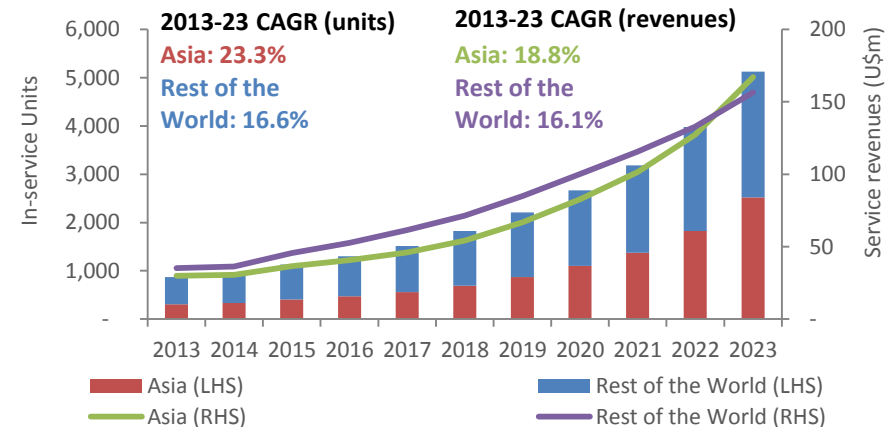
- Growing focus from Governments and international organisations on bridging the digital divide in rural areas and developing nations
- Need for cellular operators to expand regional coverage (either by regulation or in search of customer growth)

### Mobile data traffic, Asia, 2013–2018<sup>1</sup>



Source: Cisco, *Visual Networking Index: Forecast and Methodology, 2013–2018* (2014)

### Mining VSAT units and service revenue: Asia and rest of the world, 2013–2023<sup>2</sup>



Source: NSR, *Energy Markets via Satellite, 4th Edition* (2014)

#### Notes

1. Mobile data traffic includes handset-based data traffic, such as text messaging, multimedia messaging, and handset video services, as well as data used by wireless cards for portable computers
2. VSAT units includes Ku-band, C-band, O3b and HTS in-service units



# Industry growth drivers (cont.)

## VAST addressing growing data connectivity requirements in maritime

### Crew welfare

- Access to social media, entertainment and phone calls important to attract and retain new generation of seafarers
- VSAT fixed fee model for unlimited usage model more financially feasible than MSS cost per usage model commonly used in MSS services

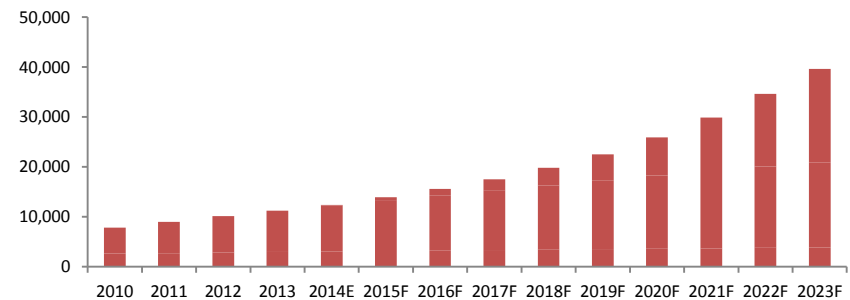
### Operational requirements

- On-board IT systems becoming more complex
- Remote controlling of ship functions via satellite (e.g. "digital oil fields") cost effective for ship owners
- Older communication technologies cannot support applications such as weather forecasting and video surveillance

### Regulatory requirements

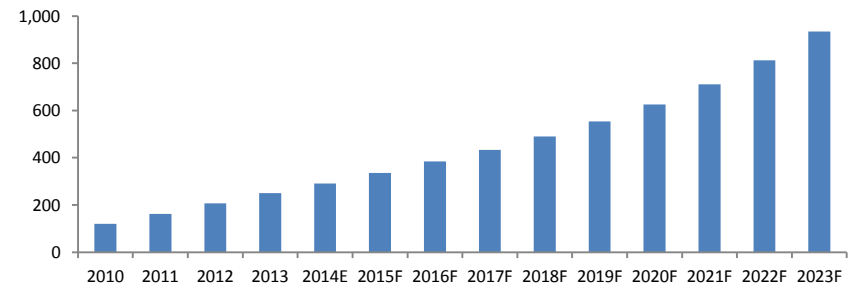
- High data requirements of core navigational systems
- A communication tool to co-ordinate efforts to tackle piracy

### Active maritime VSAT terminals 2010-2023



Source: Euroconsult, *Maritime Telecom Solutions by Satellite, 3rd Edition* (2014)

### Total maritime VSAT revenue to satellite operators (US\$m) 2010-2023<sup>1</sup>



Source: Euroconsult, *Maritime Telecom Solutions by Satellite, 3rd Edition* (2014)

Note

1. Includes revenue to satellite operators for the provision of satellite bandwidth used in maritime VSAT service provision only. Does not include revenues to the VSAT service provider industry for the provision of the services



**Thank You**

**SpeedCast**   
*Wherever You Are*