



SpeedCast 
Wherever You Are

AGM – CEO Presentation

May 15, 2015

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Agenda

- **SpeedCast Overview**
- **2014 Highlights**
- **Conclusion**



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AGM – SpeedCast Overview

May 15, 2015

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

- Designs, implements, integrates, operates and maintains predominantly satellite-based communication networks
- Serves over 2,000 customers across over 4,000 terrestrial sites and approximately 2,500 offshore rigs and vessels globally
- Operates a communications network with global reach, comprised of leased space segment on over 45 different satellites
- A leading operator in the Asia Pacific region and the global maritime and energy sectors — headquartered in Hong Kong
- Focuses on tailored solutions to five customer segments: telecom, maritime, natural resources, government & NGO, and enterprise



Multiple levers driving sustainable growth

Growth focused strategy

Underlying market growth

- Strong underlying fundamentals
- High growth end markets

Market share gains in targeted verticals

- Maritime
- Energy
- Partnerships with global telecom operators

Geographic and customer diversification / penetration

- Strong strategic position in Asia Pacific from which to grow
- Existing satellite coverage in Africa and Middle East—following Asia -Pacific customers wherever they operate
- Aeronautical market taking off

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

1 Strong underlying fundamentals and high growth end markets

- Growing internet usage globally and additional bandwidth requirements
- Increasing automation and sophistication of mission critical systems, emergence of the digital oil field
- Growing focus from governments and international organisations to bridge the "digital divide"
- Regulatory and operational requirements in maritime driving adoption of services

2 Strong track record of organic growth

- A strong track record of revenue and earnings growth
 - 30% FY2011-FY2014 pro forma EBITDA CAGR
- High operating leverage and benefits from increasing scale
 - Increase in EBITDA margins in FY2011 (11%) to FY2014 (17%)

3 Demonstrated track record of successful identification, execution and integration of acquisitions

- 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 in 2014 (Satcomms & Oceanic)
 - Acquisition of Geolink Satellite Services and Hermes Datacomms in 2015

4 Fragmented industry dynamics

- 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

5 Strong competitive position

- A strong and sustainable competitive position
 - Global network and infrastructure footprint and relationships
 - Established brand and reputation
 - Economies of scale

6 Highly experienced management team

- Led by PJ Beylier, who has been with SpeedCast for 14 years, including 10 years as Chief Executive Officer



AGM – 2014 Highlights

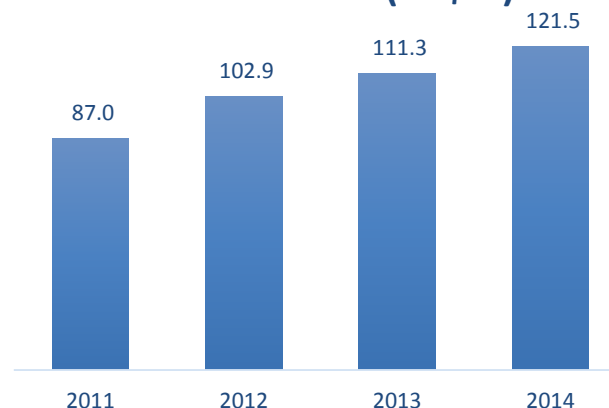
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Full year 2014 results



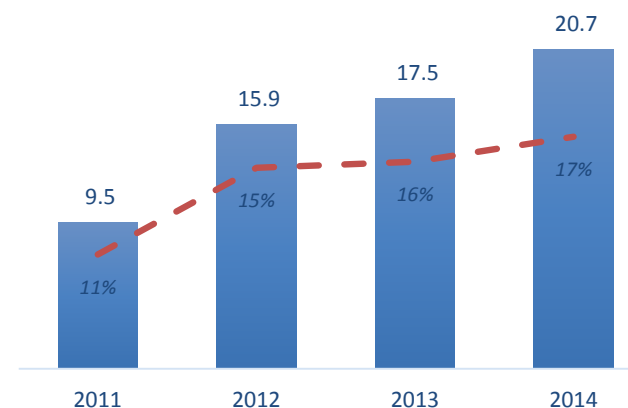
US\$m	Proforma 2014	IPO Prospectus 2014	Proforma 2013	Diff to 2013
Total revenue	121.5	119.0	111.3	+9.2%
EBITDA	20.7	20.6	17.5	+18.3%
<i>EBITDA margin %</i>	<i>17%</i>	<i>17%</i>	<i>16%</i>	<i>+1%</i>
NPATA	11.1	10.8	8.3	+33.3%
NPATA per share (cents)	9.2	9.0	6.9	+33.3%

Total Revenue (US\$m)



- Achieved FY2014 IPO prospectus forecast thus showing strong growth over 2013
- Continuation of strong revenue growth since 2011, with slight acceleration of overall revenue growth in 2014 versus 2013. Maritime business grew 34%.
- 18% EBITDA growth and continued EBITDA margin improvement highlighting operating leverage; stronger EBITDA growth than in 2013.
- 33% NPATA growth on 2013.
- Fully franked dividend AUD3.36 cents per-share dividend for period 1 July 2014 to 31 Dec 2014, in line with prospectus guidance of 40-60% of NPATA

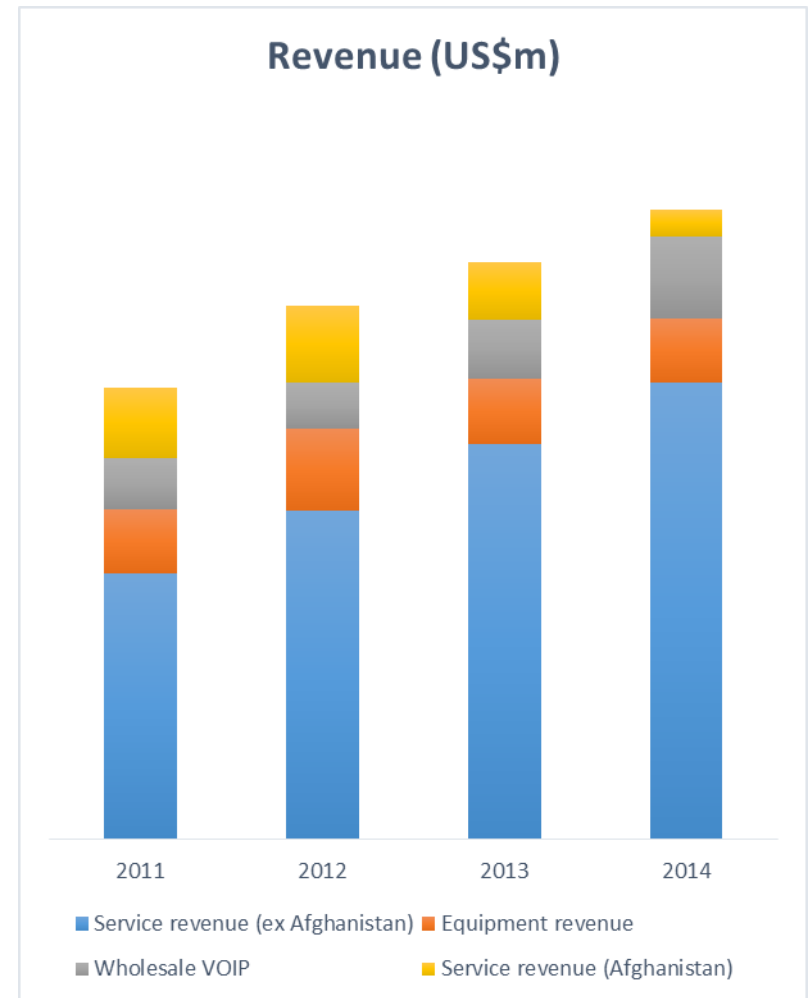
EBITDA (US\$m)



Full year 2014 results

US\$m	Proforma 2014	Proforma 2013	Diff to 2013
Total revenue	121.5	111.3	+9.2%
Service Revenue (ex. Afghanistan)	88.0	76.2	+15.5%
Equipment revenue	12.5	12.7	(1.6%)
Wholesale VOIP	15.7	11.4	+37.7%
Service revenue (Afghanistan)	5.3	11.1	(52.3%)

- Strong year on year organic revenue growth despite a more than 50% decline in Afghanistan revenues (USD5.8M churn).
- Service revenues (ex. Afghanistan) up 15.5% over 2013.
- Equipment sales in line with historical trends
- Very strong 38% growth in our wholesale voice business as SpeedCast strengthens its leadership in the Pacific region



- **Acquisition of Satcomms Australia (Perth teleport, Queensland presence) and Oceanic Broadband (PNG focused)**
- **Smooth integration of acquired businesses**
- **Investment in key resources for the Maritime and Energy verticals for future growth without sacrificing near-term results**
- **Development into High Throughput Satellites with a partnership agreement with O3B and a distribution agreement with Inmarsat for Global Xpress**
- **Acquisition of Geolink Satellite Services (France) and Hermes Datacomms (UK)**

Strengthening our Management Team



Keith Johnson
Senior Vice President, Energy

Industry veteran with extensive relevant experience in technology and telecommunications for Oil & Gas and Energy customers at the leading service provider globally. Joined in October 2014.



Ian Baldwin
Chief Financial Officer

Seasoned finance professional with Big 4 professional services firm background and strong ASX-listco experience, including at relevant resource & energy company. Joined in December 2014.



Piers Cunningham
Vice President, Maritime

Experienced executive with strong relationships in the maritime sector following his leadership role at Inmarsat, combined with a growth-oriented entrepreneurial culture. Joined in June 2014 as part of the Satcomms Australia acquisition and is moving officially in his new role on June 1, 2015. Andre Eerland will continue to be involved part time in business development activities.

Acquisition of Geolink Satellite Services



- **Acquired Geolink Satellite Services (GSS) on 24 February 2015 for EUR7.4M. The transaction was subject to regulatory approval in France and was completed on May 1, 2015**
- **GSS brings us service capabilities and experience in over 20 African countries with strong growth potential, as well as expertise servicing the key energy and maritime sectors**
- **Acquisition is accretive to EPS in year 1 pre-cost synergies**
- **The transaction has been financed by existing debt facility**



Remote sites connected by Geolink across Africa



- SpeedCast acquired Hermes Datacomms on March 15, 2015 for USD25.5M on a cash free/debt free basis ¹
- Additional potential consideration comprising an earn-out of up to USD8.5M is payable if certain revenue growth targets are reached in 2015
- The transaction completed on March 25, 2015
- Hermes is a unique asset giving us capabilities and relationships that would have been difficult, and taken time to acquire otherwise
- The combined entity is the emerging force in the energy sector with the skills, scale and credibility to win market share in today's market as customers are looking for cost savings and for alternative suppliers to the two incumbents

¹ Net of USD2.9M of cash acquired





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AGM – Conclusion

May 15, 2015

SpeedCast Well Positioned for Sustained Revenue and Profitability Growth



- **Strong growth potential across SpeedCast's diverse customer base**
- **SpeedCast will continue to gain in scale and operating leverage**
- **Our industry remains fragmented: there continues to be numerous M&A opportunities to strengthen our growth potential**
- **Experienced management team and Board of Directors to ensure good execution**



Thank You

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