SpeedCast

Wherever You Are

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Overview of SpeedCast

SpeedCast

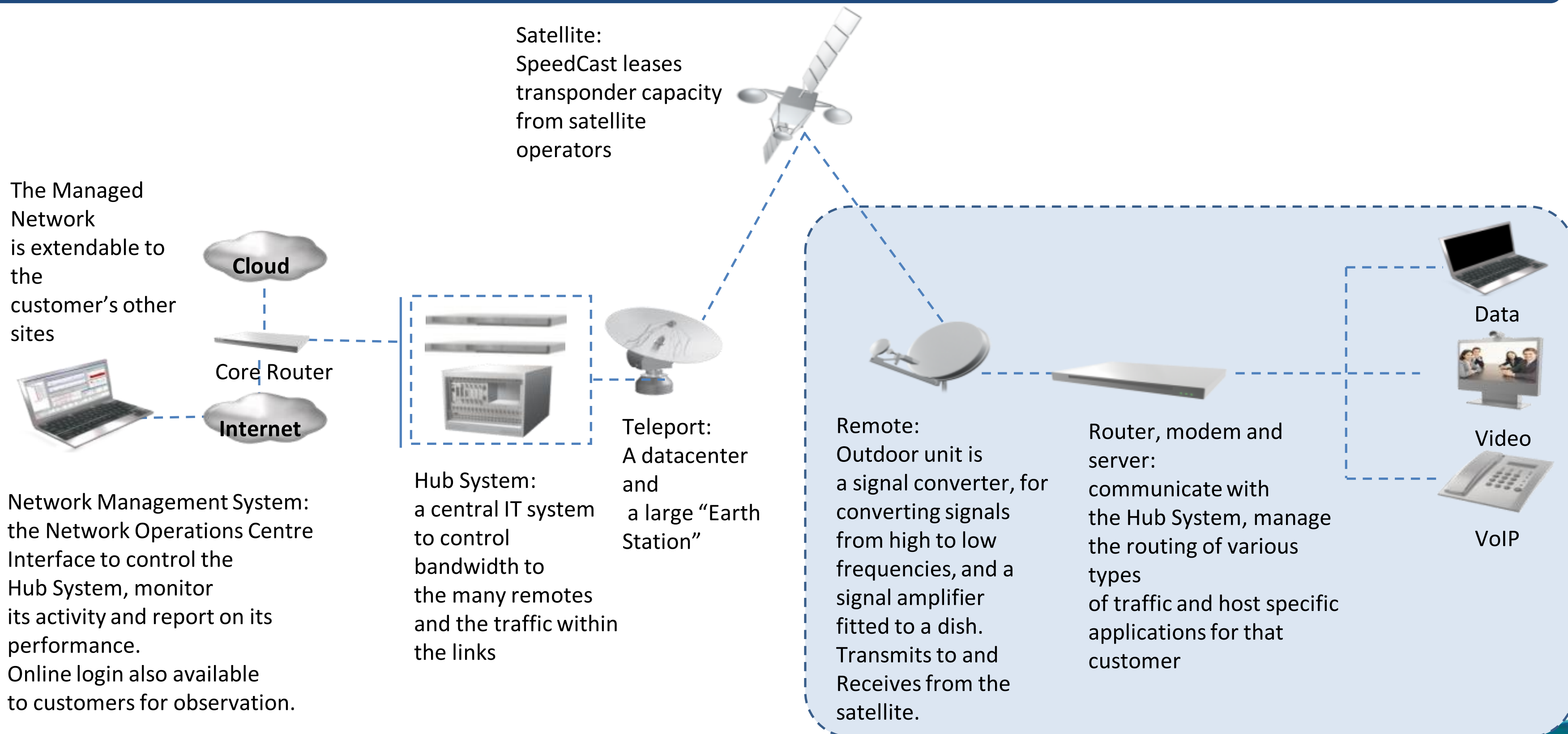
A leading provider of satellite-based communication networks and services in the Asia Pacific region and the global maritime industry

- Designs, implements, integrates, operates and maintains predominantly satellite–based communication networks
- Serves over 2,000 customers across over 4,000 terrestrial sites and approximately 1,700 offshore rigs and vessels globally
- Operates a communications network with global reach, comprised of leased space segment on 60+ different satellites and utilising 30+ teleports
- 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

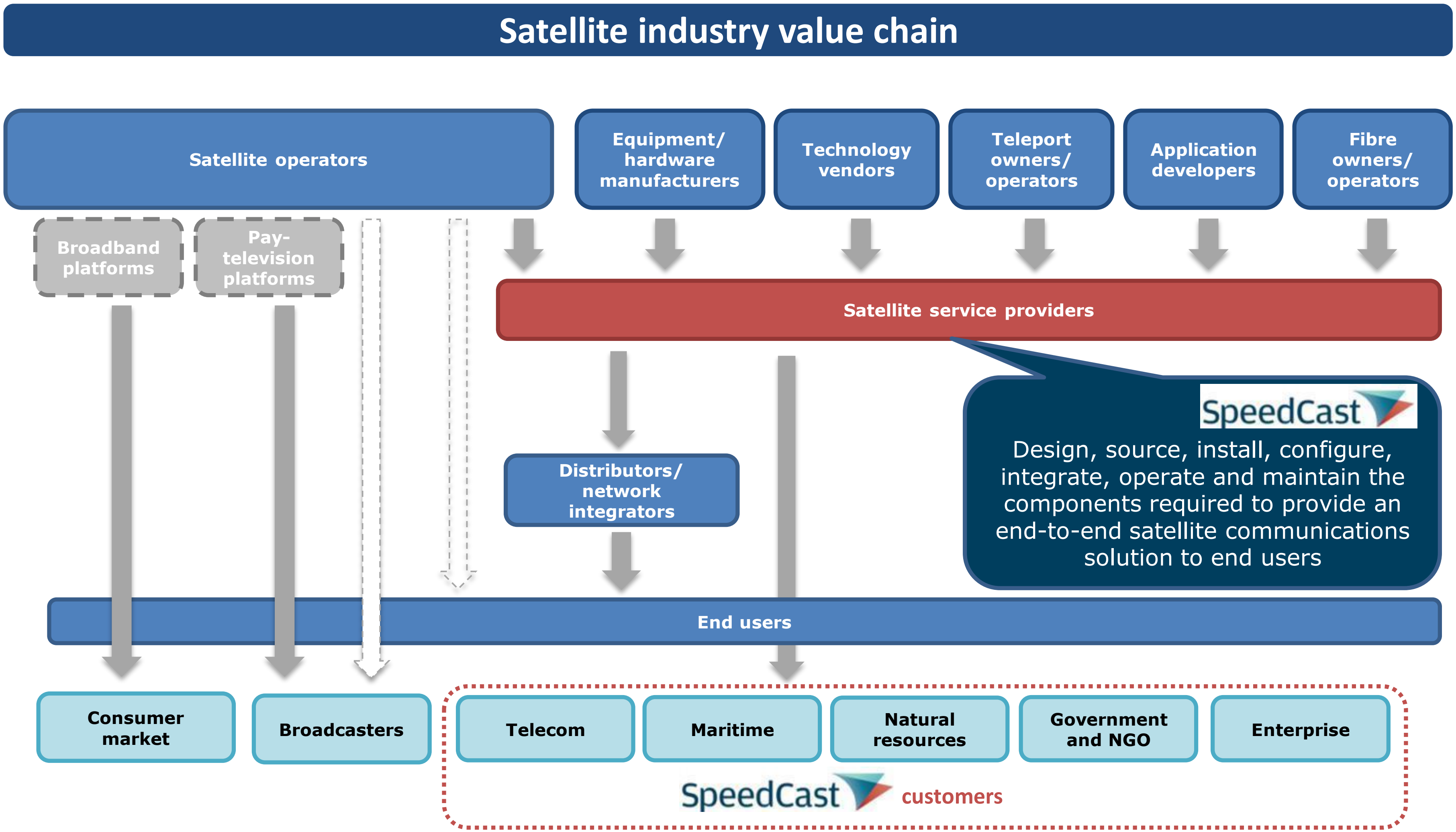
What does SpeedCast do?

SpeedCast provides the necessary infrastructure and capabilities to turn satellite capacity into a useful network service for a wide range of end users

Illustrative SpeedCast VSAT network setup



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



Competitive landscape

The markets in which SpeedCast operate are fragmented

Asia Pacific VSAT market

Selection of key competitors in SpeedCast's main Asia Pacific VSAT markets

Large VSAT service providers	RigNet	Harris Caprock	
Mid-sized VSAT service providers	ITC Global	PCCW	
Smaller VSAT service providers	Optus AJN Solusindo	Patrakom AST	PSN Baycom

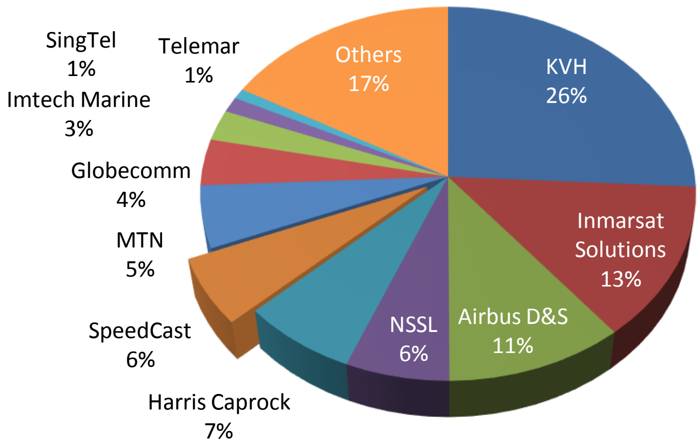
Note Not an exhaustive list

Plus a large number of smaller domestically focused participants

- A limited number of international operators, such as SpeedCast
- No competitor with a regional focus on Asia Pacific that matches the scale of SpeedCast

Maritime

Maritime VSAT market share in 2013 by number of terminals



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

- Approximately 60 providers actively servicing customers
- Top 10 VSAT providers account for approximately 83% of installed terminal base — followed by long tail of providers with an installed base of 100 vessels or less
- SpeedCast the sixth largest maritime VSAT provider in 2013

A focus on five key customer verticals

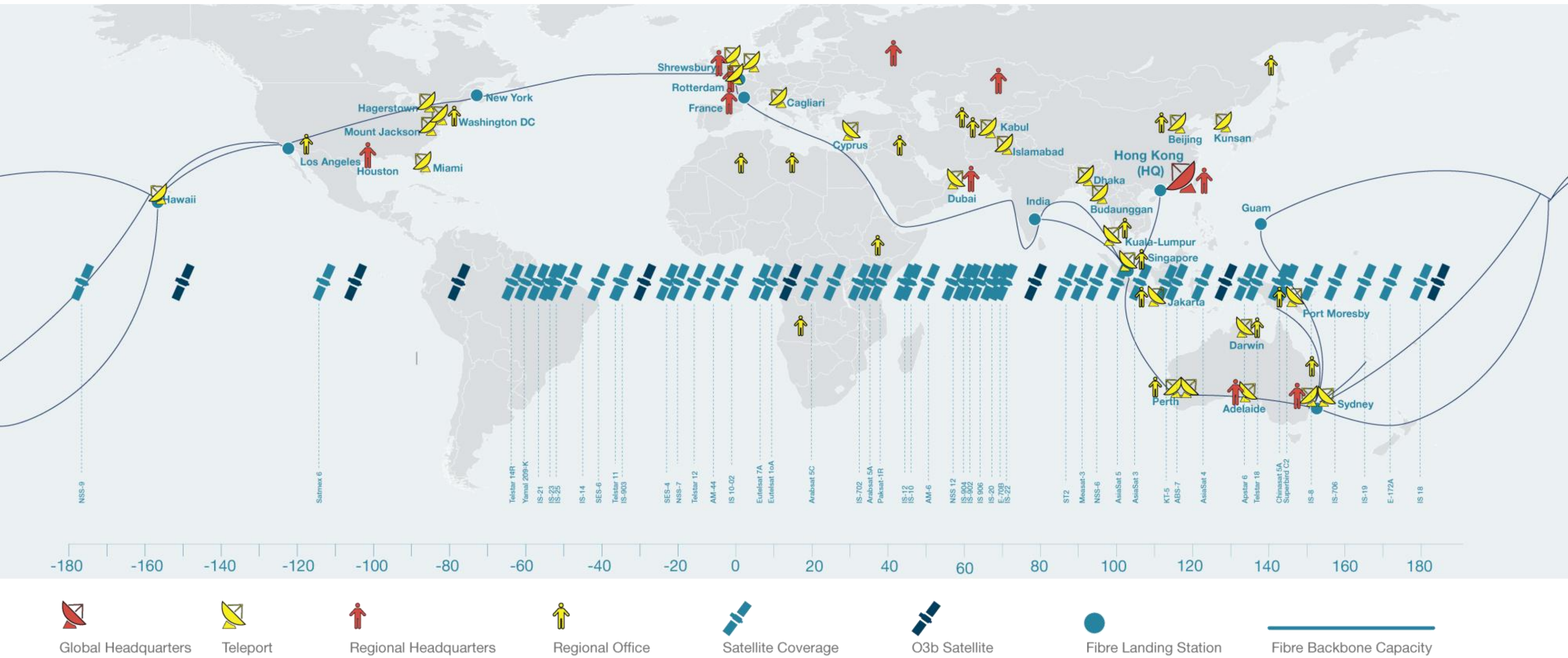
SpeedCast

	Telecom	Maritime	Natural Resources	Government & NGO	Enterprise
Example customer industries					
	▪ ISPs ▪ Telcos ▪ Resellers	▪ Shipping ▪ Oil & Gas ▪ Government ▪ Yachting	▪ Oil & Gas ▪ Mining ▪ Construction ▪ Engineering	▪ Military & Defense ▪ Emergency services ▪ Education ▪ Rural connectivity	▪ Large Enterprises ▪ Banking sector

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

SpeedCast Global Network

60+	30+	27	350+
Satellites within the SpeedCast satellite networks, providing reliable & secure C-band, Ku-band, and Ka-band capacity	Strategically worldwide-located, high performance teleports, delivering high throughput connectivity	Sales & support offices, providing superior customer service in multiple languages, across multiple timezones	Dedicated employees that have a unique blend of experience & capabilities to meet your connectivity needs



Business model evolution

SpeedCast

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 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 Comms (acquired 2012)	**Eletrikom** (acquired 2013)	**Pactel** (acquired 2013)	**SatComms** (acquired June 2014)	**Oceanic** (acquired July 2014)	**Geolink** (acquired Feb 2015)	**Hermes** (acquired Mar 2015)	**NewSat** (acquired July 2015)	**SAIT Comms** (acquired July 2015)	**ST Teleport** (acquired Nov 2015)

SpeedCast Vision

What SpeedCast will look like in three years time ?

- **Undisputed leader in satellite service provision in the Asia Pacific region**
- **Top 5 global player**
- **Top 3 global maritime player**
- **Top 3 global energy player**

Multiple levers driving sustainable growth

Unchanged 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

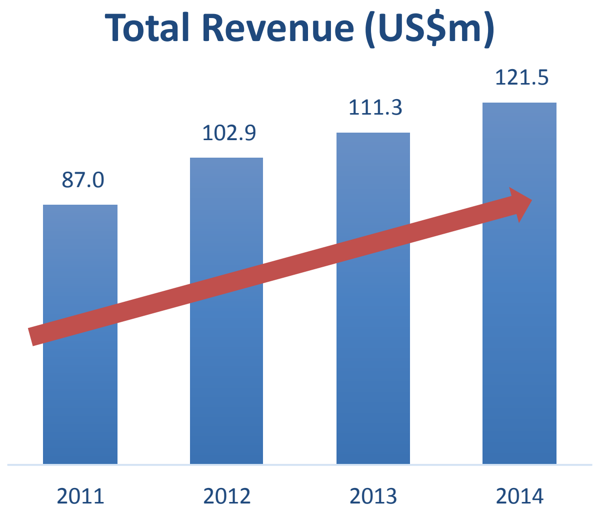
Strategic acquisitions / bolt-ons in a fragmented market

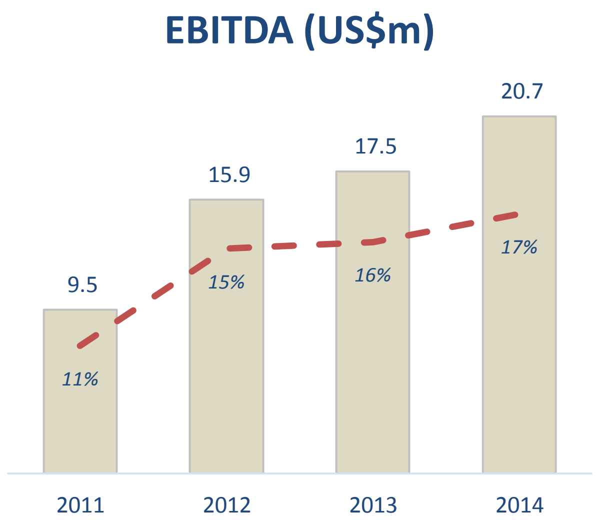
- Highly fragmented markets
- Track record of M&A execution
- Cost and revenue synergies

Historical Financials: Pro forma 2011 - 2014

FY2014 Highlights

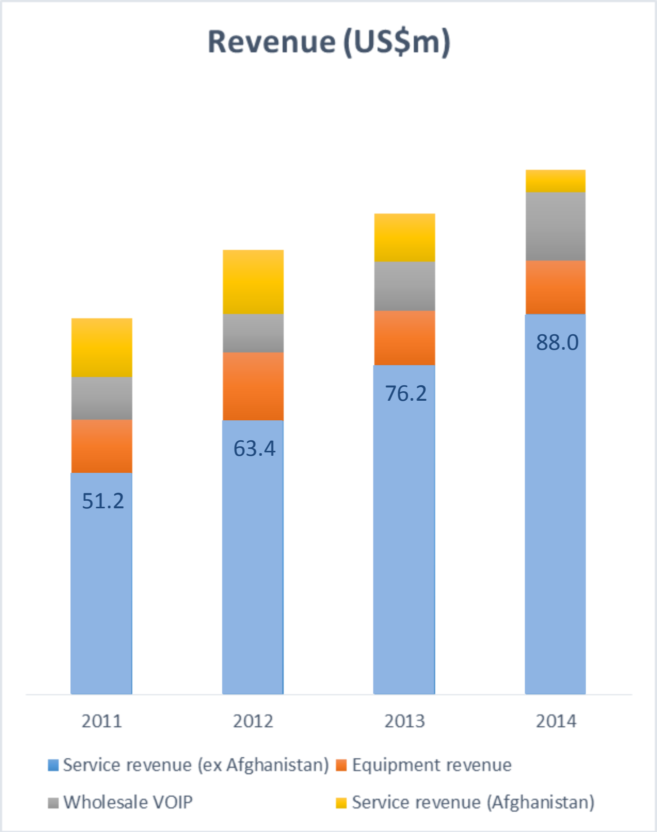
- **Achieved FY2014 IPO prospectus forecast, thus showing strong growth over 2013**
- **Double-digit revenue growth across services (ex Afghanistan) and wholesale voice**
- **EBITDA margin growth highlighting operational leverage**
- **Investment in 2014 in key resources for the Maritime and Energy verticals for future growth without sacrificing near-term results**
- **Smooth integration of acquired businesses in particular Satcomms Australia and Oceanic Broadband**
- **Declaration of fully franked 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 per share**

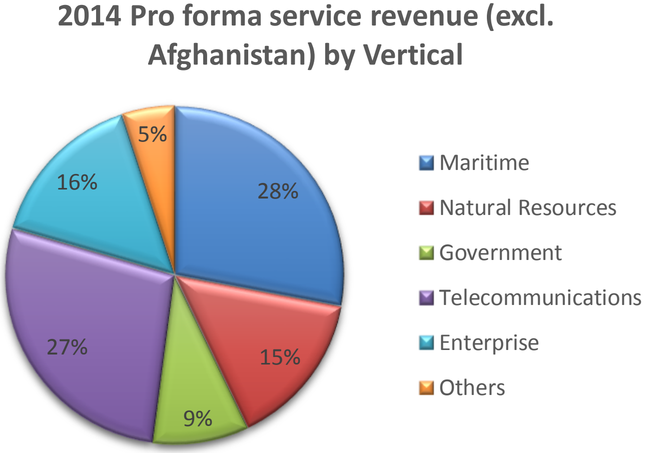


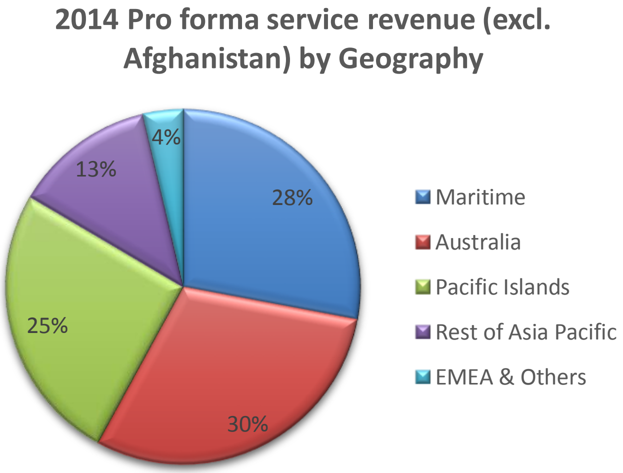


Historical Financials - Pro forma 2011 - 2014

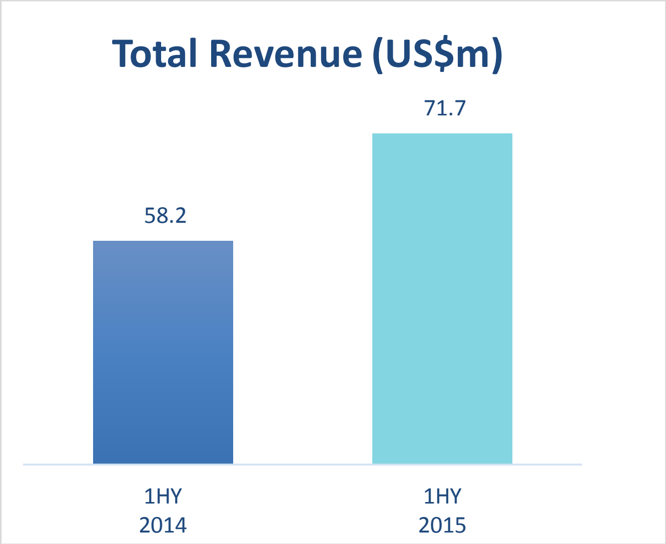
Total revenue split by type:

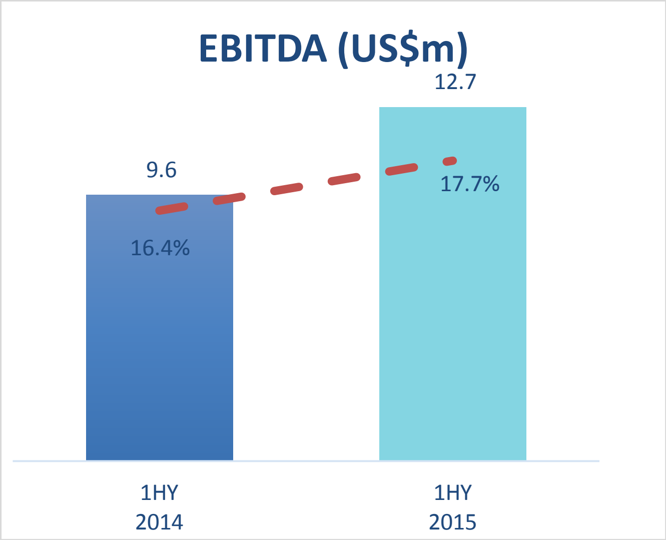


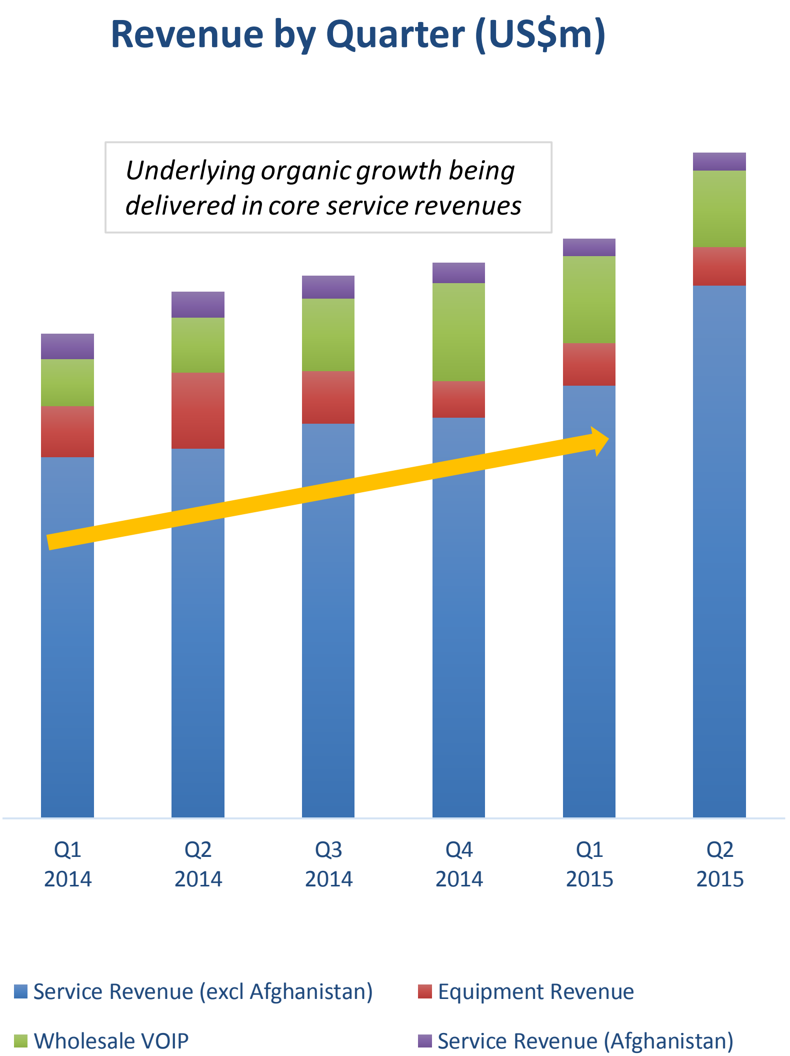




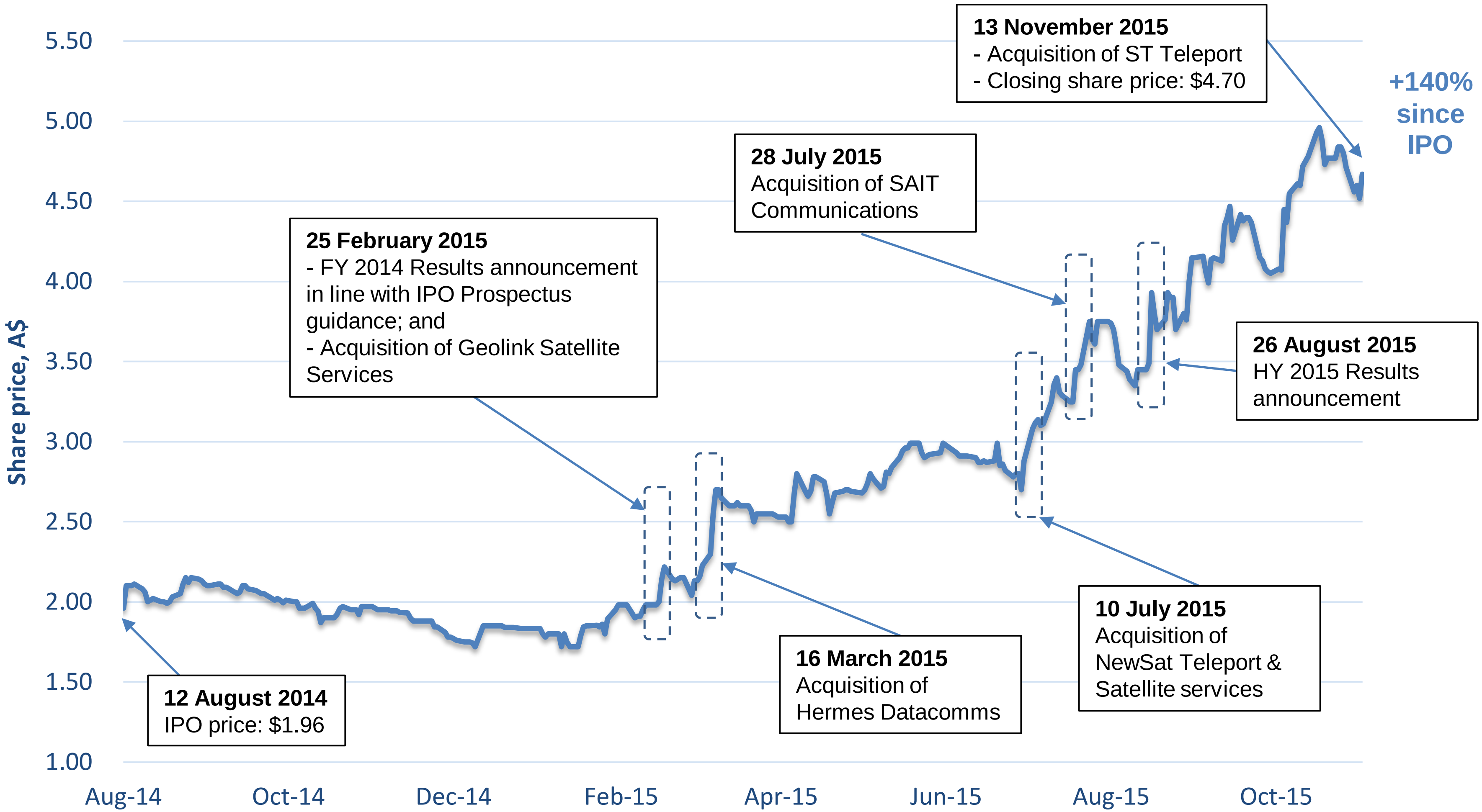
1H 2015 Results – Strong Growth at all levels







SDA Share price performance since IPO



Strong M&A Activity in 2015

- SpeedCast continues to execute on its strategy of acquiring value enhancing assets in key locations and/or industries where we see long-term sustainable growth

Company	Acq'n Date	Key Location	Key Vertical	Notes
Hermes Datacommunications	Mar-15	✓ Niche O&G global player	✓ Energy	Game changer for our energy business. Hermes brings more than two decades of experience servicing the oil & gas sector globally, in the most difficult locations
Geolink Satellite Services	May-15	✓ Africa	✓ Maritime & Energy	Key Africa play to better serve our customers requirements in the African continent
NewSat teleport & satellite services	Jul-15	✓ Australia (Opportunistic)	✓ Natural resources, Government	World class teleport infrastructure, strengthens our leadership in Australia-Pacific and our Government business
SAIT Communications	Jul-15	✓ Southern Europe	✓ Maritime	Major future growth markets for our maritime business
ST Teleport	Nov-15	✓ SE Asia	✓ Maritime, Energy & Media	Strong presence and world class teleport and datacentre infrastructure in Singapore which is a strategic hub for energy and maritime customers.

SpeedCast - Strategic highlights

SpeedCast

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 successsfully 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) – Five strategic acquisitions in 2015 (Geolink Satellite Services, Hermes Datacomms, NewSat, SAIT and ST Teleport)
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 to execute the strategy	▪ Led by PJ Beylier, who has been with SpeedCast for 14 years, including 10 years as Chief Executive Officer

SpeedCast Well Positioned for Sustained Revenue and Profitability Growth

SpeedCast

- **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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Wherever You Are

Maritime growth drivers

Growing data connectivity requirements and low current VSAT penetration in the maritime sector point to sustained future growth.

Crew welfare

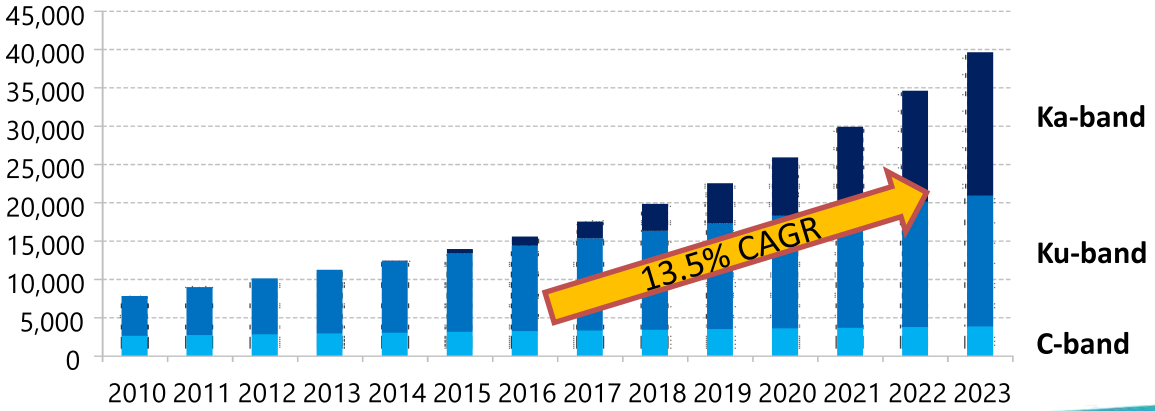
- Access to broadband services for social media, entertainment and phone calls important to attract and retain new generation of seafarers

Operational requirements

- On-board IT systems becoming more complex and remote controlling of ship functions growing
- Older communication technologies cannot support applications such as video surveillance

Regulatory requirements

- Regular updates of electronic navigation maps
- A communication tool to co-ordinate efforts to tackle piracy



Enterprise & emerging markets, a sustainable growth engine

Enterprise & Emerging Markets

- Land revenues outside of maritime/resources account for 57% of SpeedCast business and provide a substantial growth opportunity

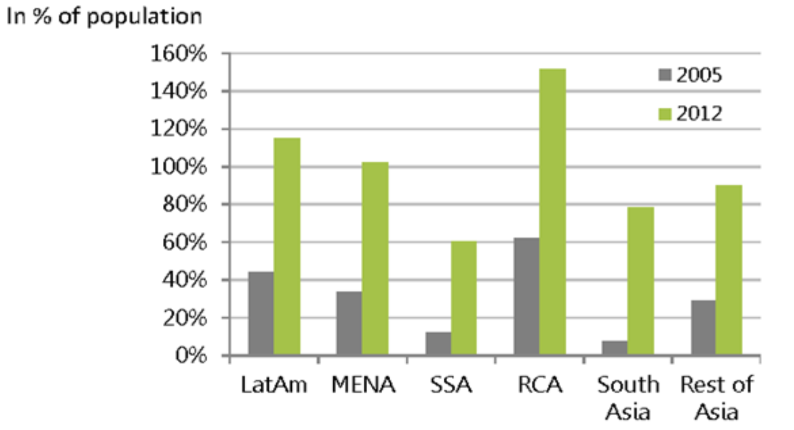
Trends Supporting Growth

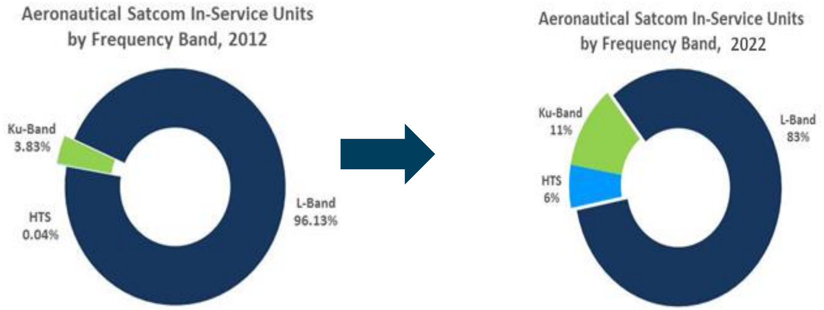
- Overall demand for increased bandwidth
- Political stability and instability

Major Growth Areas

- Cellular backhaul
- Satcoms outsourcing for global telcos
- Emerging vertical segments: Aero & M2M
- Connecting islands
- Emerging Asian markets (Myanmar, Vitenam, Indonesia,…)
- Geographic expansion – new frontiers (Africa, South America,…)

Mobile penetration by region, 2005 vs. 2012



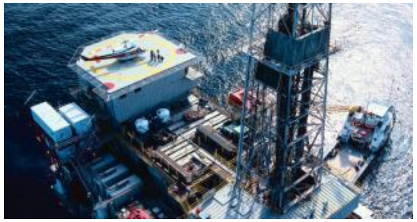


Aeronautical Satcom In-Service Units by Frequency Band
Source: NSR

Why Energy? – A powerful additional growth engine

- **Leverage our Maritime infractructure to further develop a growing market segment**
  - Enhance SpeedCast existing global satellite networks
  - Bandwidth on existing sites is growing: emergence of the “digital oilfield”
  - Energy is one of the largest customers of the satellite industry

- **Window of opportunity to gain market share**
  - Need for an alternative service provider following the merger of Caprock and Schlumberger GCS by Harris
  - Challenging integration into Harris (Government contractor)
  - Energy slow down creates a compelling event for customer to change provider - cost-cutting measures
  - SpeedCast has a very low market share in the oil & gas sector



We aim to build a major global player servicing the Energy sector

An Emerging Global Force in Energy

SpeedCast

SpeedCast

HERMES datacomms

- Global presence operating in over 60 countries
- Leadership position in Asia-Pacific, including key oil & gas markets (Australia, PNG,…)
- Strong position in the global maritime market
- Key and strategic customer relationship in Houston
- Global C & Ku band network
- State-of-the-art 24/7 NOC in Hong Kong and Sydney
- Scale and financial strength (publicly listed on the ASX)

- Global reach with strong Middle East, Africa, Asia and CIS presence
- Blue chip oil & gas customer base
- Innovative value added products and services
- State-of-the-art ITIL compliant 24/7 Network Operation Centre in Europe
- Oil & gas expertise
- Service & support in key remote and challenging locations
- Licenses in major oil & gas countries