

ASX AND MEDIA RELEASE

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ZipTel Secures Cornerstone Enterprise Agreement with Leading Global Satellite Network Service Provider

Highlights

- MOU signed with ASX-listed company SpeedCast International Limited (ASX:SDA), a leading global satellite communications service provider
- SpeedCast to use ZipT technology and infrastructure under 'white label' to provide telephony solutions to its users worldwide
- ZipT's ability to function in low bandwidth environments utilising extremely low data consumption enables a telephony solution to be provided to remote access satellite locations and networks across the globe
- Option for SpeedCast to wholesale application to other satellite providers
- ZipTel to deploy a satellite-based calling and messaging solution with a promise of significantly reduced rates compared to traditional satellite-based call rates
- Agreement concluded after testing by SpeedCast of the ZipT product in low bandwidth remote areas
- Represents a landmark agreement and exclusive partnership for ZipTel in the enterprise sector
- Revenue framework has been agreed, specific metrics to be finalised in the coming weeks upon which this agreement will be revenue generative for ZipTel
- Opens up a number of new commercial opportunities in the business-to-business sector complementing the impending ZipT consumer product being available for public download

ZipTel Limited ("**ZipTel**" or "the **Company**", ASX:ZIP) is pleased to announce that it has entered into a landmark Memorandum of Understanding (MOU) agreement with SpeedCast International Limited ("**SpeedCast**", ASX:SDA), a leading global satellite communications service provider for an exclusive white label application.

Under this exclusive partnership agreement, SpeedCast will white label ZipTel's revolutionary ZipT application and platform, which will be re-branded under the SpeedCast "SpeedTalk" portfolio of voice products and services. This product will be first of its kind to market in the data-based satellite telephony and will target over a thousand of SpeedCast's enterprise customers globally, with a potential opportunity to scale across a myriad of satellite service providers worldwide.

Established in 1999, SpeedCast has grown to become a leading satellite service provider offering high-quality managed networks services in over 60 countries. SpeedCast leverages the latest satellite technologies for the provisioning of reliable and efficient network services to key industries including cellular, maritime, oil and gas, mining and government, across numerous blue chip clients.

Over the past several months, SpeedCast has successfully tested and validated the ZipT product in several field locations around the globe, at a static rate of 10kbps. Regions included Australia, Papua New Guinea, Indonesia, Thailand and Malaysia.

SpeedCast will now embark on exclusively white labelling the ZipT product initially to its customer base and with an opportunity to further scale across additional satellite service providers globally.

The ZipT technology excels in low bandwidth environments (as low as 8kbps) and uses up to 80% less data than other mobile-based calling applications currently in the market. The solution will offer a cost effective means of communication in areas which have no telephone coverage or limited access to satellite telephony, traditionally billed at higher rates.

The application of the new technology will provide remote workers with the ability to communicate globally from remote locations, at a fraction of the cost of traditional mobile satellite service rates. The new SpeedCast product will enable users to top up accounts on a pre-paid service and to make high-quality phone calls from any smartphone, when connected over satellite, in the low bandwidth environments in which they frequently operate.

ZipTel's Co-Founder and CEO Bert Mondello commented:

"This is an exciting milestone for the Company. Securing our first enterprise agreement with a leading satellite communications service provider opens up further opportunity to expand wider into the enterprise market globally. This agreement substantially enhances the global distribution of the ZipT product and will bring a significant and steady revenue stream for ZipTel. Furthermore, it provides third party endorsement and validation of our product for the consumer and enterprise market."

Andrew Burdall, VP of Strategic Business Development at SpeedCast, commented:

"We are continuously seeking cutting-edge products to meet the unique requirements of our customers. We are pleased to partner with an innovative company like ZipTel, and to be able to offer our customers a superior product and platform, which enables the ability to communicate with anyone, globally, at reduced costs. This new application will be a valuable addition to our comprehensive suite of communication products. Innovation is at the heart of our success."

-Ends-

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About ZipTel

ZipTel is an Australian owned and operated telecommunications business focused on providing international roaming and calling solutions to the consumer, using state of the art technologies developed and wholly owned by ZipTel Limited. ZipTel listed on the ASX in July 2014 with its core focus primarily on the distribution of three core communications products, both domestically and internationally.

About ZipT

ZipT is a mobile-based international communication app that enables consumers to send SMSes and make international calls for free between users. The App can also call any landline or mobile at some of the world's lowest call rates. ZipT delivers crystal clear sound quality in lower bandwidth data environments and allows consumers to retain their existing phone number, service provider and SIM card, with no lock-in contracts. ZipT does not require a SIM card and can be installed on any smartphone or tablet on compatible platforms. ZipT uses less data than similar products already available on the market, and can be used over Wi-Fi or any mobile network.

For more information visit www.zipt.com.

About SpeedCast

SpeedCast is a leading global network and satellite communications service provider offering high-quality managed networks services in over 60 countries; and a global maritime network serving customers worldwide. Headquartered in Hong Kong, with 16 international sales & support offices and 30 teleport operations, SpeedCast has a unique infrastructure to serve the requirements of customers globally. With over 4,000 links on land and at sea supporting mission critical applications, SpeedCast has distinguished itself with a strong operational expertise and a highly efficient support organization, which are the foundation of SpeedCast's success. SpeedCast is publicly listed on the Australian Securities Exchange (ASX) under the ticker SDA (ASX:SDA).

For more information visit <http://www.asx.com.au/asx/research/company.do#!/SDA>

