



SpeedCast 
Wherever You Are

**UBS Australian Emerging
Companies Conference**

April 20, 2015

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- **SpeedCast Overview**
- **Growth Strategy**
- **2014 Financial Results**
- **Share Price Evolution**
- **Summary & Conclusion**

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

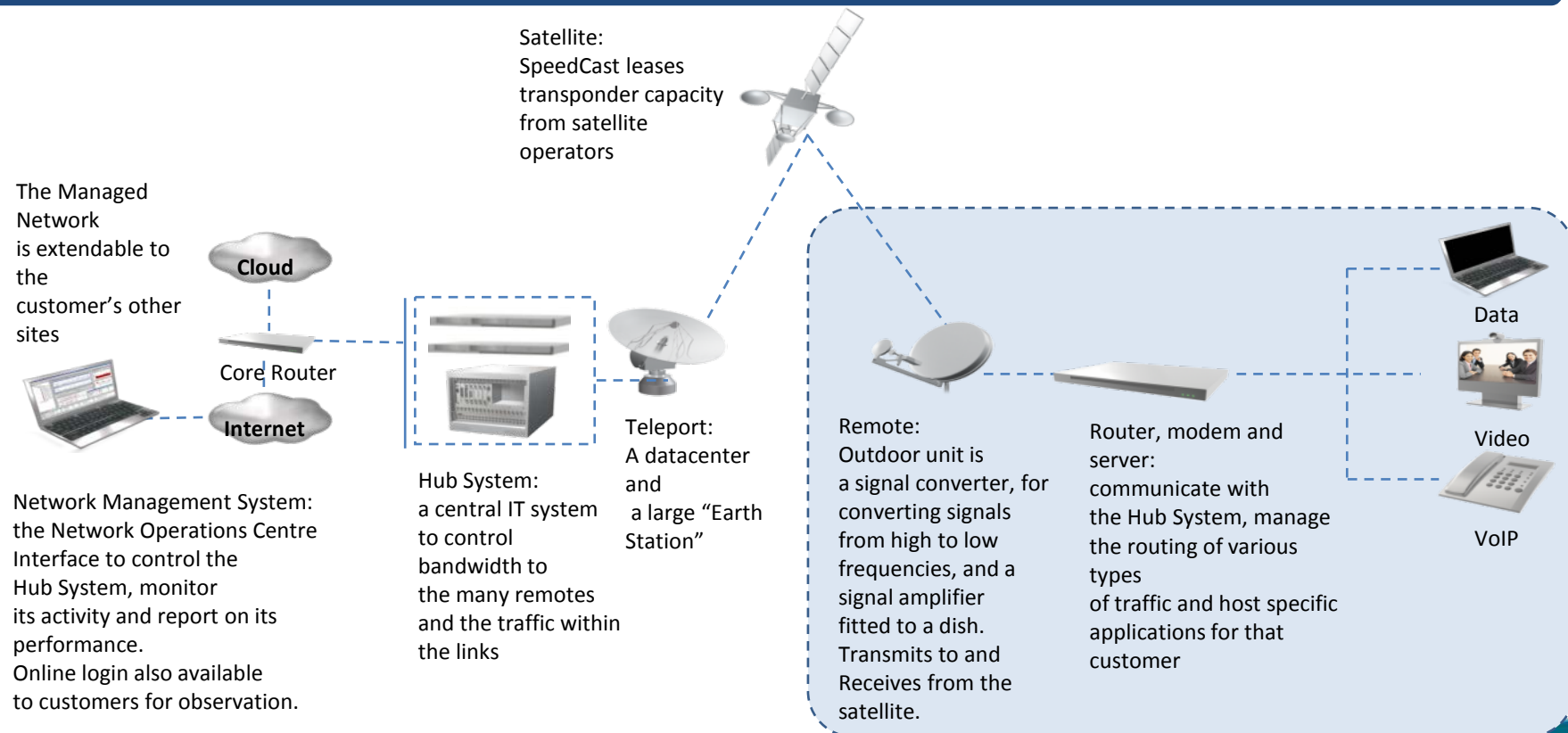
- **Designs, implements, integrates, operates and maintains predominantly satellite-based communication networks**
- **Serves over 2,000 customers across over 4,000 terrestrial sites and approximately 2,500 offshore rigs and vessels globally**
- **Operates a communications network with global reach, comprised of leased space segment on 41 different satellites and utilizing 28 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?



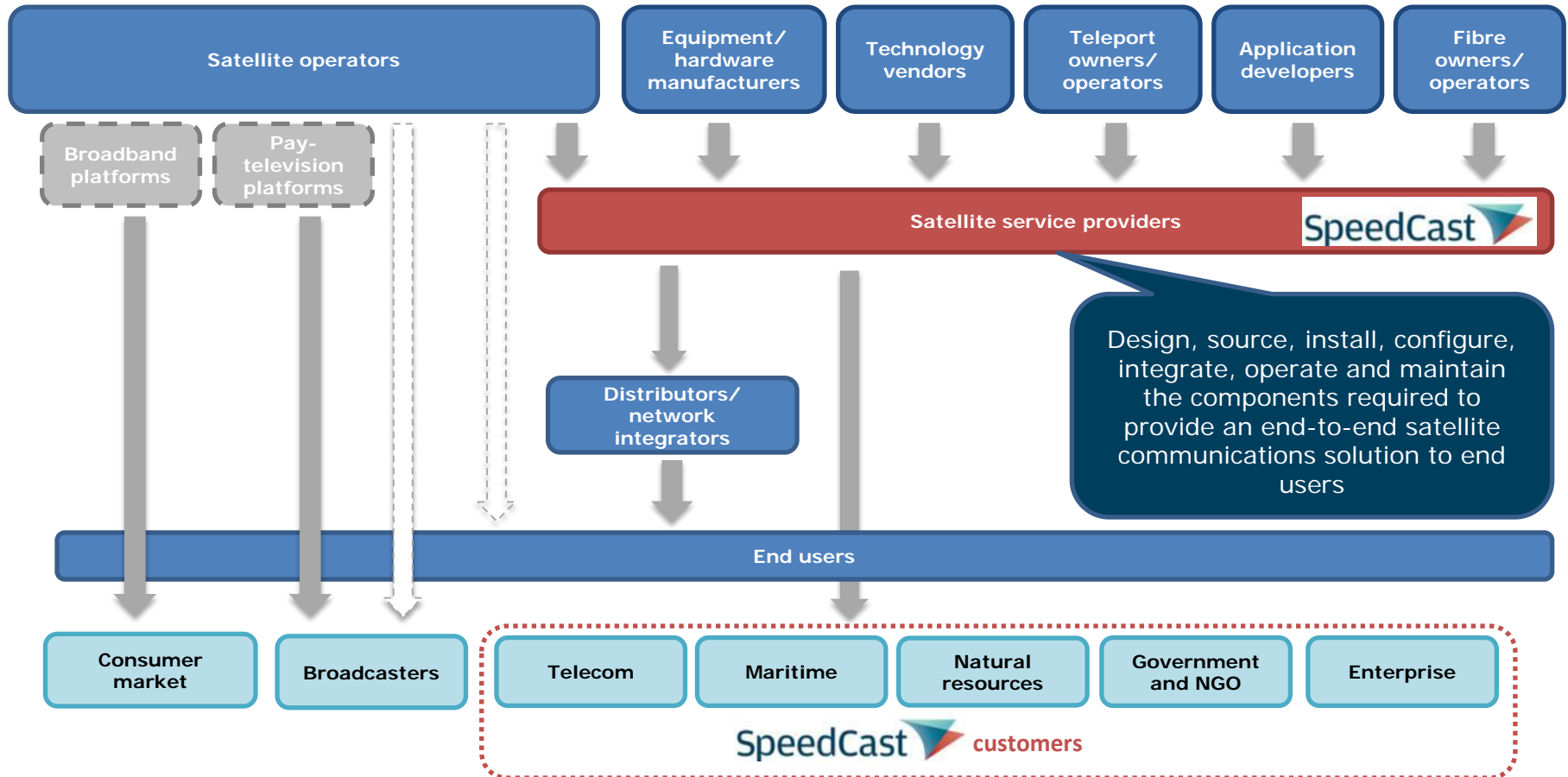
SpeedCast provides the necessary infrastructure and capabilities to turn satellite capacity into a useful network service for a wide range of end users

Illustrative SpeedCast VSAT network setup



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

Satellite industry value chain



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	Patrakom	PSN
	AJN Solusindo	AST	Baycom

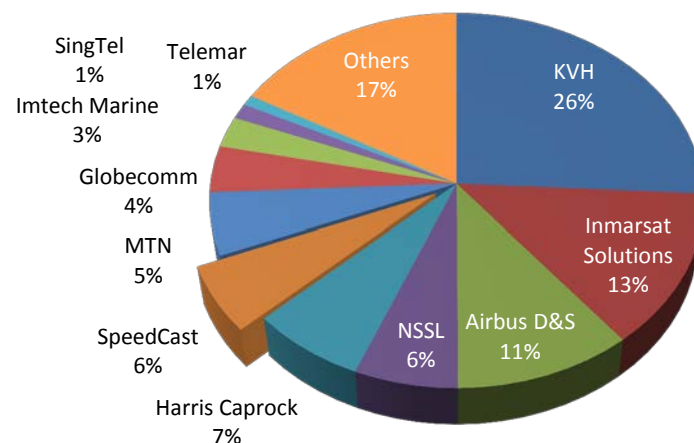
Note Not an exhaustive list

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

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

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

Carrier grade, high quality global network

One of the largest buyers of satellite capacity globally.

Bandwidth requirements are actively managed and scale drives significant operating efficiency.

SpeedCast's satellite network, teleports and offices



Headquarters



Service & Support
Office



Teleport



Satellite Coverage

Fibre Backbone Capacity

- 41 satellites within our network
- 28 teleport locations
- 16 sales and support centers
- Customers in over 60 countries

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 Communications (acquired 2012)

Eletrikom (acquired 2013)

Pactel (acquired 2013)

SatComms (acquired June 2014)

Oceanic (acquired July 2014)

Geolink (acquired Feb 2015; not completed yet)

Hermes (acquired March 2015)

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

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

Maritime growth drivers

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

Crew welfare

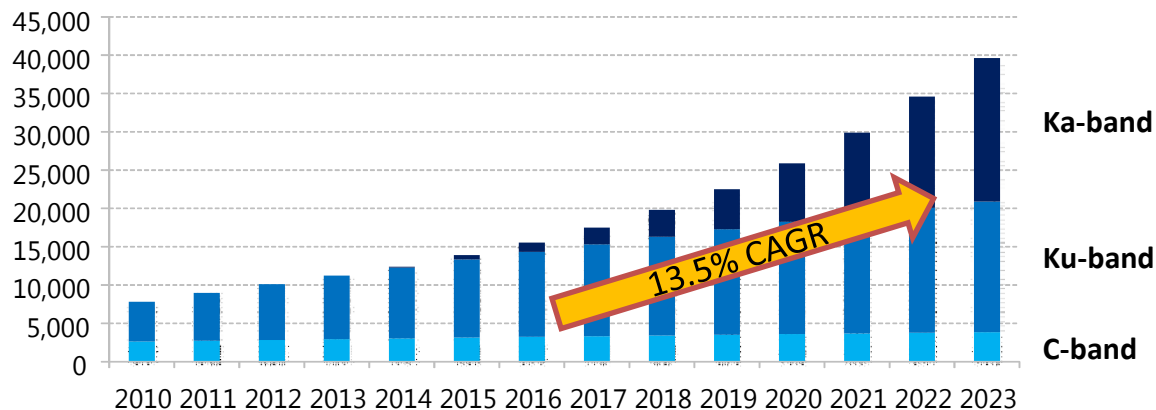
- Access to broadband services for social media, entertainment and phone calls important to attract and retain new generation of seafarers

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



Maritime Customers



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

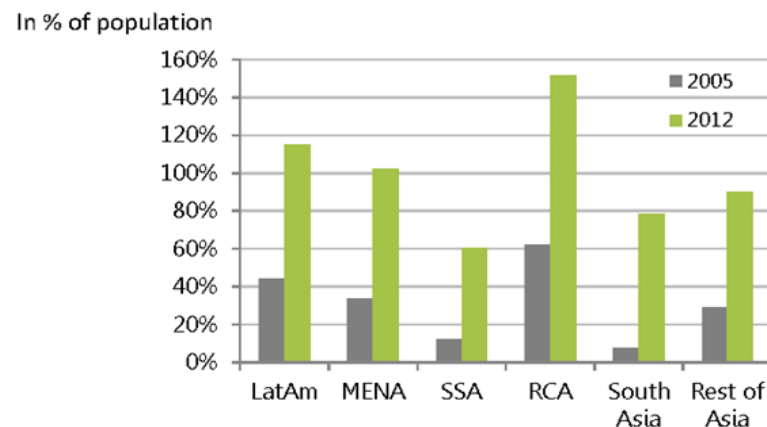
Trends Supporting Growth

- Overall demand for increased bandwidth
- Political stability and instability

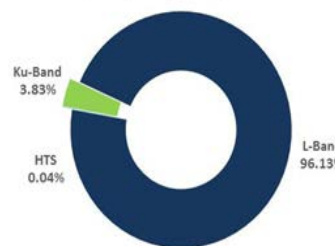
Major Growth Areas

- 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,...)

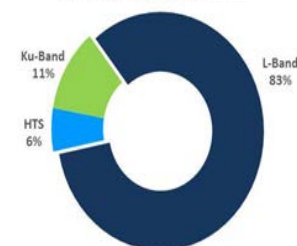
Mobile penetration by region, 2005 vs. 2012



Aeronautical Satcom In-Service Units by Frequency Band, 2012



Aeronautical Satcom In-Service Units by Frequency Band, 2022

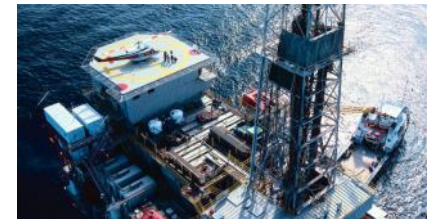


Aeronautical Satcom In-Service Units by Frequency Band
Source: NSR

Energy – A powerful additional growth engine

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

- **Window of opportunity to gain market share, primarily from Harris Caprock**
 - Need for an alternative service provider following the merger of Caprock and Schlumberger GCS by Harris
 - 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***

SpeedCast 



 **HERMES**datacomms

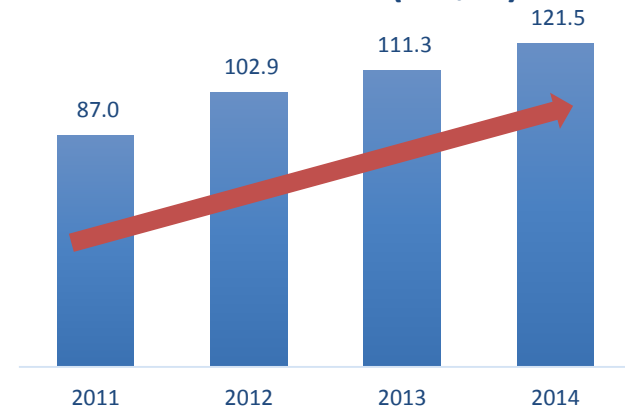
- Global presence operating in over 60 countries
- Leadership position in Asia-Pacific, including key oil & gas markets (Australia, PNG,...)
- Strong position in the global maritime market
- Key and strategic customer relationship in Houston
- Global C & Ku band network
- State-of-the-art 24/7 NOC in 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

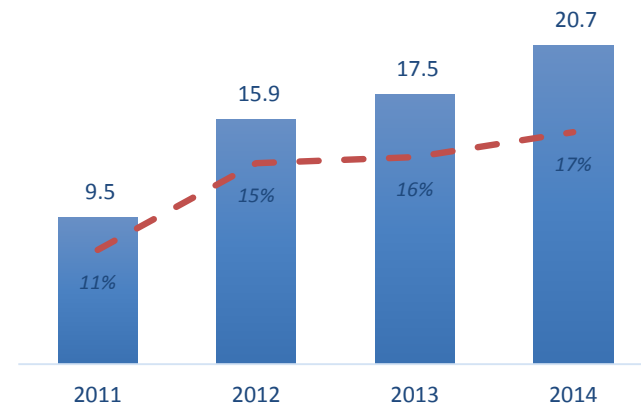
2014 Key highlights

- 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 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
- Acquisition of Geolink Satellite Services (Feb-15)
- Acquisition of Hermes Datacomms (Mar-15)

Total Revenue (US\$m)



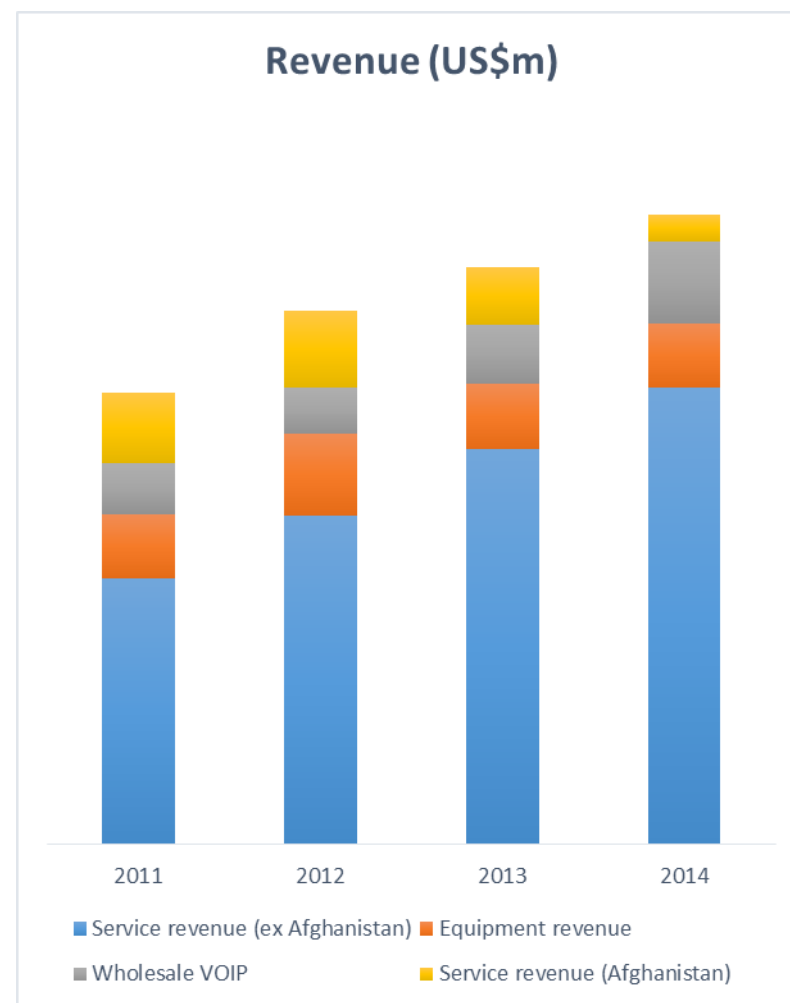
EBITDA (US\$m)



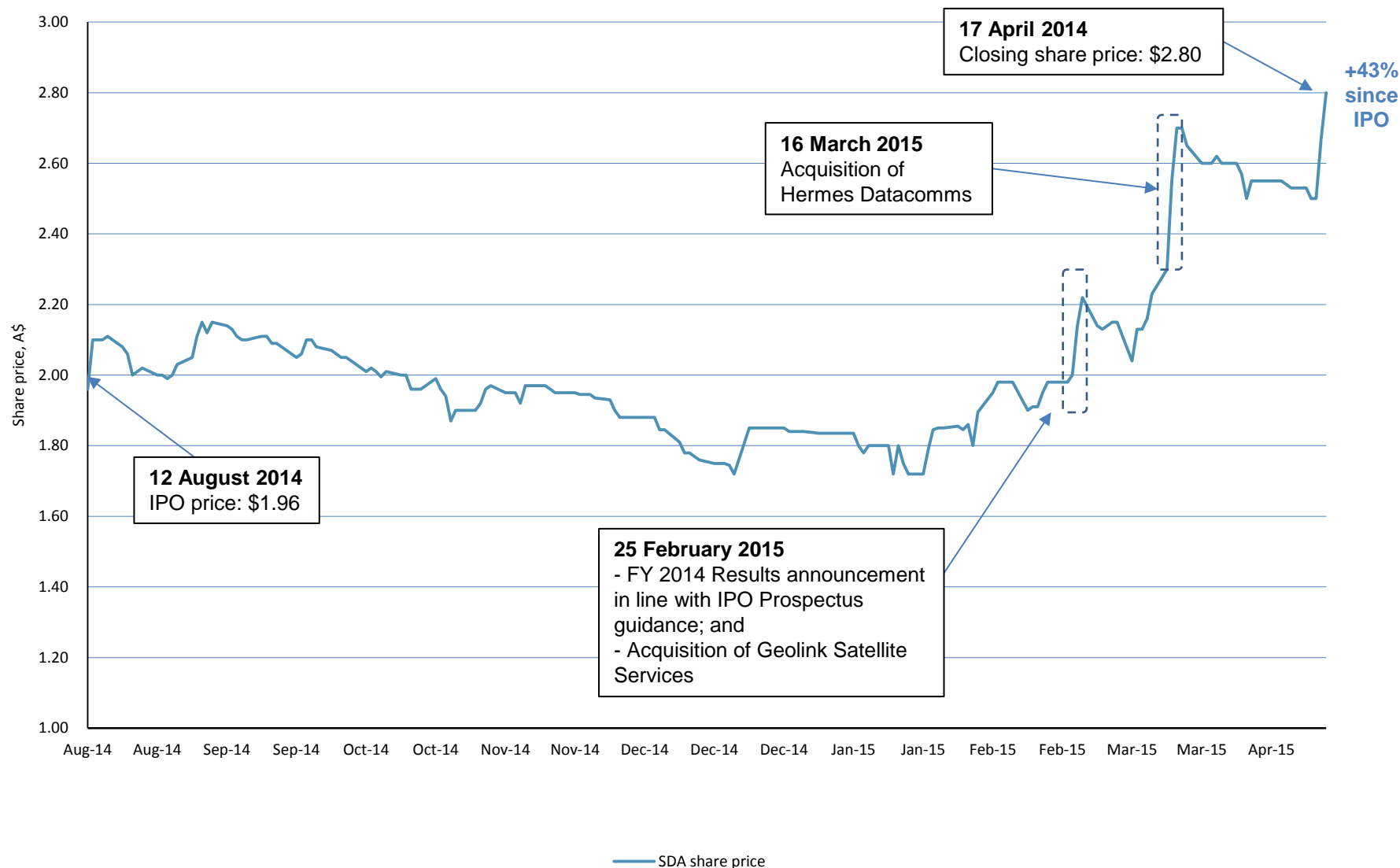
Full year 2014 results

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



SDA Share price performance since IPO



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

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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