SpeedCast

Wherever You Are

Acquisition of ST Teleport

13 November 2015

ST Teleport

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Transaction Overview

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Transaction Highlights

- SpeedCast has entered into a definitive agreement to acquire ST Teleport's satellite services business for approximately SGD$18.5M[1]
- Completion expected to occur in Q1 2016 subject to regulatory approvals with the signing of Definitive Agreements already in place
- Based in Singapore, ST Teleport Pte Ltd ("ST") is a satellite services provider to the maritime, oil & gas, enterprise and media industry via its own Earth Station Complex with comprehensive coverage of the Indian Ocean, Atlantic Ocean, and the Pacific Ocean regions

Strategic Rationale

- The addition of the ST teleport & satellite services business to the Group further strengthens SpeedCast's leadership position in the Asia-Pacific market
- The services provided are complementary to SpeedCast's existing business and increase the group's penetration into the Energy, Maritime & Media markets within Asia
- The acquisition adds a world-class teleport and datacentre to SpeedCast's operations in Asia, establishing a significant technical presence in Singapore
- Singapore is a strategically important hub in Asia for global Maritime and Energy customers

[1] excluding transaction costs of approximately USD0.4M

ST Teleport Business Overview

- ST Teleport is the leading independent provider of satellite services in Singapore
- Focused on maritime, energy, enterprise and media verticals and serves a strong base of local and international customers.
- As part of ST Teleport's work servicing offshore companies, the company has obtained various certifications for Quality, Environmental, Health and Safety standards and has a team of experienced and certified engineers.
- Highly experienced staff providing high quality services and support to a diverse customer base
- Strong technical & engineering facilities within Singapore - widely recognized as a strategic hub for communications services in Asia-Pacific, and in particular for the energy and maritime sectors
- Expansion potential at the Teleport and Data Centre sites
- ST Teleport's hybrid satellite-fibre infrastructure supports access to more than 22 satellites and direct connections to fibre switches in Asia and in the US, facilitating an extensive reach in global content and data distribution.

Strategic Benefits of the Acquisition

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Infrastructure

- ST Teleport complements existing infrastructure in the Asia-Pacific region and in particular provides a strong back-up and an alternative to the group's Hong Kong teleport facilities
- 24/7 customer support and NOC capabilities within Singapore
- Reduces SpeedCast's reliance on third party teleport facilities to further support the Group's organic growth
- Customers benefit from ability to land traffic in Singapore, co-locate equipment in-country, and take advantage of an offshore certified engineering team

Customer base

- Leveraging existing client base to sell a wider range of services and thus deliver organic growth through:
  - ✓ Blue chip customers in the maritime & energy sector
  - ✓ Strengthening of our Enterprise & Media business, creating opportunities for growth through new relationships
  - ✓ Strong combined Singapore sales team

Financial information – ST Teleport acquisition

ST Teleport business financial information:

- FY2015 Forecast financial performance of acquired business:
  - Revenues of SGD19M
  - Potential for cost synergies on both bandwidth and opex.

Financial impacts

- The acquisition of the ST Teleport business is expected to be EPS accretive for SpeedCast shareholders[1]
- Initial consideration payable to the Vendor is approximately SGD18.5M in cash. Closing is expected to take place in Q1 2016 following regulatory approval. SpeedCast expects to fund the transaction from available cash and via the Group's existing committed debt facilities.
- Pro forma leverage[2], post the acquisition of ST Teleport, is expected to be 2.9 - 3 times
- Strong operating cash flows and earnings growth from the existing SpeedCast group and the acquired ST Teleport business are expected to reduce the leverage ratio back within the Group's target range of 1.75 - 2.25 times within 12-18 months from the acquisition date.

[1] Excluding the amortisation of any acquired intangibles.

[2] Net debt / Pro forma EBITDA (based on previous 12 months and assuming earnings from acquisitions for full 12 month period)

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About SpeedCast Ltd

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 Stock Exchange under the ticker SDA (ASX:SDA). For more information, visit www.speedcast.com.

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