



AGM – CEO Presentation

May 20, 2016

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Agenda

- **SpeedCast Overview**
- **2015 Highlights**
- **Conclusion**



SpeedCast 
Wherever You Are

AGM – SpeedCast Overview

May 20, 2016

- Designs, implements, integrates, operates and maintains predominantly satellite-based communication networks
- Serves over 2,200 customers in 90 countries across over 4,000 terrestrial sites and approximately 5,000 offshore rigs and vessels globally
- Operates a communications network with global reach, comprised of leased space segment on over 50 different satellites
- Focuses on tailored solutions to five customer segments: telecom, maritime, energy and natural resources, government & NGO, and enterprise





AGM – 2015 Highlights

May 20, 2016

2015 Highlights – Continued Strong Growth

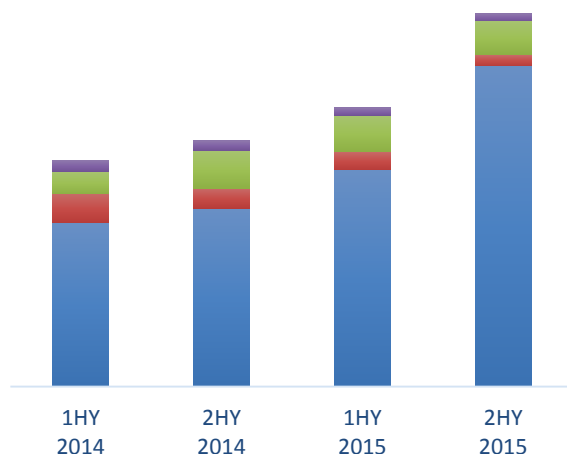


Revenue

US\$167.6m

38%

Revenue (US\$m)



- Service Revenue (Afghanistan)
- Wholesale VOIP
- Equipment Revenue
- Service Revenue (excl Afghanistan)

EBITDA¹

US\$29.3m

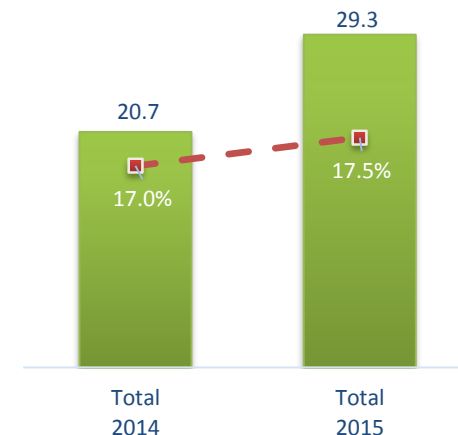
42%

EBITDA Margin¹

17.5 %

50bps

EBITDA (US\$m)



NPATA¹

US\$14.8m

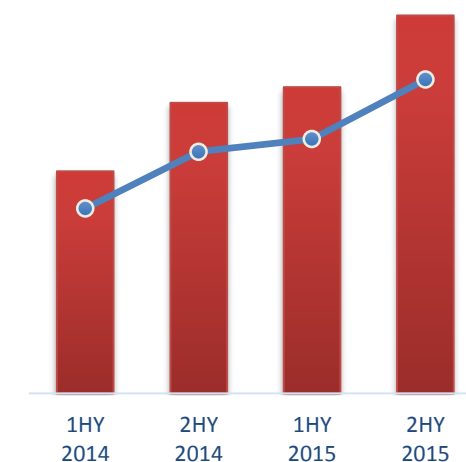
33%

NPATA per Share¹

12.3 cps

33%

Underlying NPATA



NPATA Underlying NPATA per Share

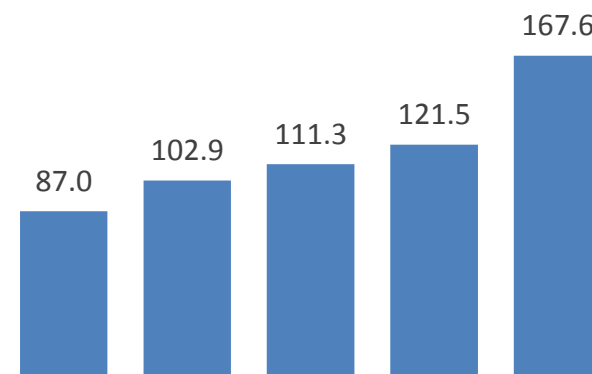
¹ Underlying.

Full year 2015 results



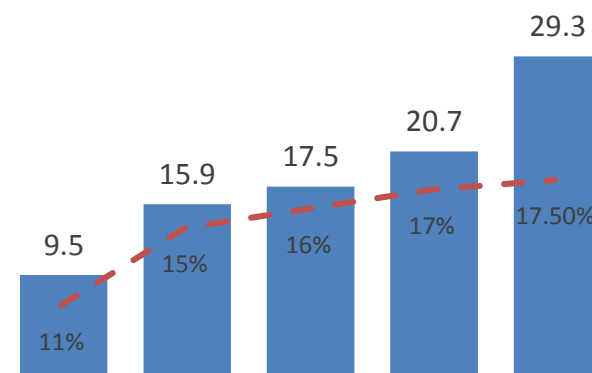
US\$m	Underlying 2015	Pro forma 2014	Diff to 2013
Total revenue	167.6	121.5	+37.9%
EBITDA	29.3	20.7	+41.5%
<i>EBITDA margin %</i>	<i>17.5%</i>	<i>17%</i>	<i>+50bps</i>
NPATA	14.8	11.1	+33%
NPATA per share (cents)	12.3	9.2	+33%

Total Revenue (US\$m)



- High growth across all key financial metrics compared to 2014. Statutory revenue grew 42% to US\$167.6 million period on period
- EBITA growth greater than revenue demonstrating the impact of both operating leverage and the delivery of post acquisition synergies
- 33% NPATA growth on 2014
- Fully franked dividend AUD3.00 cents per-share dividend for 1H2015 and a fully franked dividend AUD3.65 cents per-share dividend for 2H2015, which equates to approximately 40% of underlying NPATA per-share

EBITDA(US\$m)

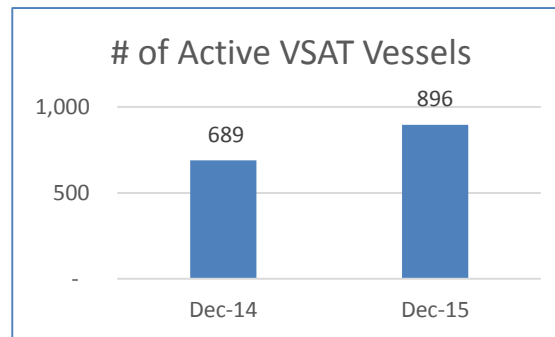


Maritime – SpeedCast Continues to Outperform



Highlights

- Revenue growth of 69% against FY2014 driven by acquisitions of SAIT and Geolink and organic growth.
- Number of VSAT vessels increased to 896 at 31 December 2015, up 30% from 31 December 2014, despite a relative slowdown in the offshore sector through Q4. This number does not include a few distribution partners who are buying on a bandwidth basis.
- SpeedCast is now servicing over 5000 vessels with some of them having the potential to migrate to VSAT
- SAIT is growing according to plan

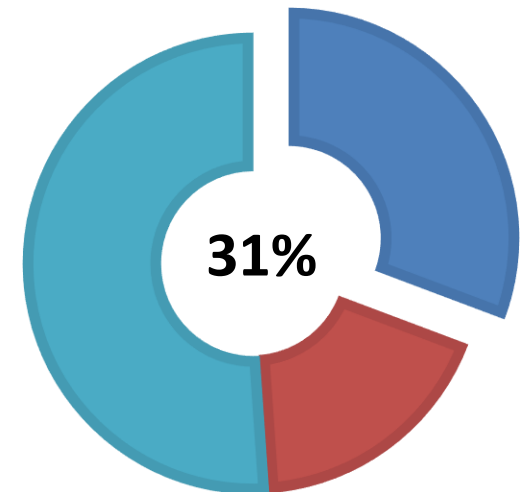


Market Outlook

- Increased market penetration of VSAT ongoing and expected to continue in the merchant shipping sector. Penetration remains low (< 20%). Global Xpress launch should further foster VSAT adoption.
- Offshore sector expected to be slow in 2016
- Yachting, cruise and fishing represent new potential opportunities



Revenue Contribution¹



¹ Revenue Contribution percentages are of total Service Revenue (excluding Afghanistan).

Energy¹ – 2015, A Year of Foundation

Highlights

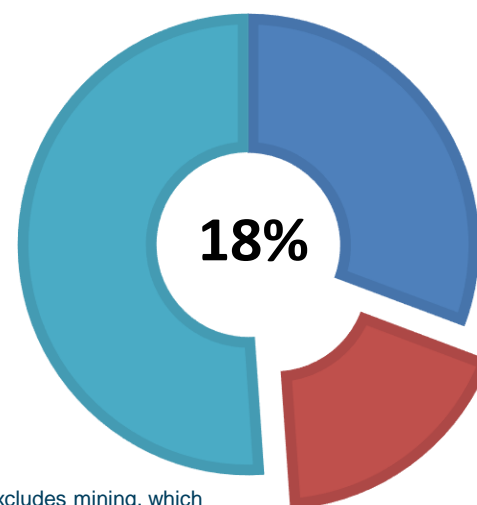
- Revenue in Energy grew 251% thanks mostly to acquisitions
- Organic growth was challenged by the slow down in the sector and the delayed implementation of major projects won, whose benefits will now be seen in 2016
- Hermes revenues have declined in 2015 but the EBITDA grew versus 2014 thanks to strong initial cost synergies
- Hermes, Geolink and Newcom acquisitions significantly strengthen SpeedCast reach and experience in the energy sector and increase the Group's ability to win global tenders
- A few milestone wins validate SpeedCast's ability to win market share and our vision for the Energy sector, poised to become a new major growth engine for SpeedCast in coming years

Market Outlook

- Dynamics in the Energy market remain subdued due to ongoing downward pressure on the oil price. Slow decision making on new projects and expenditures.
- As we integrate our latest acquisitions we will improve our ability to win market share in the energy sector



Revenue Contribution²



¹ At 30 June 2015, SpeedCast had reported Natural Resources as a key business. Since 1HY, this has been renamed to Energy and excludes mining, which now moves to "Enterprise and Emerging Markets"

² Revenue Contribution percentages are of total Service Revenue (excluding Afghanistan)

Highlights

- Enterprise and Emerging Markets revenues grew 22% thanks to acquisitions and organic growth despite FX impact
- Demonstrated ability to win large contracts (3 times > 2014)
- Double digit revenue growth in Telecom despite higher churn in the Pacific. Strong level of growth in wholesale voice.
- Government – the NewSat acquisition strengthened our capabilities and drove organic growth in Q4
- Further diversification in Australia with the acquisition of the assets of a small company (January 2016) providing services into the tourism sector

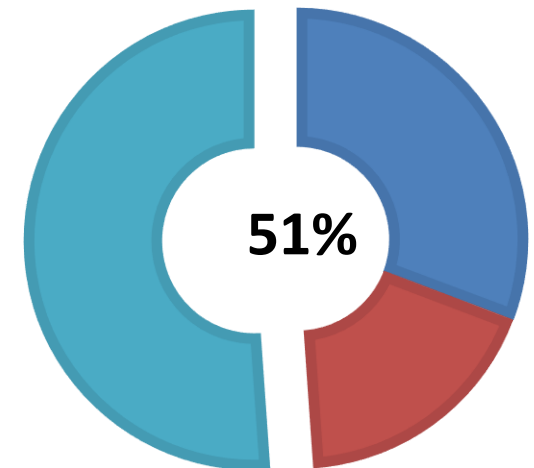
Market Outlook

- Renewed long term growth potential
- Government spending expected to grow again in 2016 and beyond. SpeedCast better positioned in 2016 to grow in that sector.
- Mining has probably bottomed out as shown by increased activity early 2016
- The Media sector presents new opportunities for SpeedCast following the acquisitions of Geolink, ST Teleport and Newcom International
- Cellular Backhaul remains a strong growth engine

Enterprise and Emerging Markets



Revenue Contribution²















¹ Enterprise and Emerging Markets consolidates the previously reported segments of Telecom, Government and NGO and Enterprise.

² Revenue Contribution percentages are of total Service Revenue (excluding Afghanistan)



Exceptional M&A Activity in FY15

- 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 acquisition	 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 and strong L-band customer base to migrate to VSAT

Exceptional M&A Activity in FY15

- 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
ST Teleport 	Nov-15	 Asia Pacific	 Energy, Maritime, Enterprise and Media	Strong market presence in the strategic regional hub of Singapore and world class teleport facilities to add to SpeedCast's leadership position in the Asia Pacific market.
NewCom International 	Dec-15	 South and Central Americas	 Maritime, Government, telecommunications, Energy, Natural Resources, Enterprise	Double digit growth expected in key geographical regions across a diverse customer base.

- The SpeedCast team continues to execute on its growth strategy
- A number of meaningful new wins and partnerships have been announced so far this year
- Strong headwinds remain in the energy sector where SpeedCast aims to win market share in a declining market. The situation in the oil & gas sector also has an impact on a segment of our maritime business, ie offshore supply vessels.
- The rest of the maritime market continues to grow well
- We see growth opportunities in the Enterprise and Emerging Markets business unit in particular in the government and cellular backhaul segments
- Integration activities continue to generate significant cost synergies
- As a large buyer of satellite capacity SpeedCast is well positioned in the current market characterised by strong supply
- Newcom acquisition completed on April 1 and ST Teleport is expected to close by the end of June following IDA approval received recently
- The M&A pipeline is strong amidst a strong consolidation trend in the industry

Project Bordeaux work streams



Integration is key to our success.....

Some examples of what has been achieved to date:

Sales

- Co-ordinated global account management
- All sales opportunities captured in 1 common global CRM system

Operations

- Customer service desks consolidated into 3 primary locations with common ticketing system
- Consolidation of network
 - Bandwidth contracts & utilisation of global network: over USD2M cost synergies expected in 2016
 - Teleports, e.g. in Australia

Information Technology

- Project Compass (ERP implementation)
- Collaboration tools

Marketing & Products

- Rebranding of acquired businesses to SpeedCast
- Consolidation of products/services offering



Integration activities will continue to deliver value and benefits.....

- **Investment in key functions continues**
 - As SpeedCast grows, strengthening core functions that underpin customer experience are critical
- **Collaboration will drive innovation**
 - Sharing ideas and knowledge is already resulting in new & more efficient ways of doing things
 - Diversity across the business is breeding innovation
- **Consistent integration methodology established for new bolt-on acquisitions**
 - In-house integration team established
 - Pre-acquisition checklist
 - Activities for 30 days; 60 days; 90 days post acquisition
- **SpeedCast Culture**
 - Alignment to SpeedCast Vision
 - Consistency in delivery, both internally and externally
 - One team, with One dream....



ONE TEAM
ONE DREAM

Speed...



C

Customer
Focused

A

Agile &
Responsive

S

Success through
People & Safety

T

Team
Spirit

Aim: Connect as one team with one set of values globally. Aligning people and programs to drive a consistent set of beliefs, decisions and behaviors.



SpeedCast 
Wherever You Are

AGM – Conclusion

May 20, 2016

Multiple Levers To Drive Sustainable Growth

Continuous growth focused strategy

Underlying market growth

- Maritime, Government and Telecom markets should experience good growth

Market share gains in targeted verticals

- Following initial milestone wins in 2015, additional market share gains expected in Energy
- Global capabilities open new opportunities in other verticals like NGO and Enterprise

Geographic and customer diversification / penetration

- New growth frontiers to explore in Africa and Latin America
- New play in the Media sector

Continued product innovation and value-added services

- Proprietary technology for a Media application
- Distribution of Global Xpress
- Further development of value added IT services for maritime

Strategic acquisitions / bolt-ons in a fragmented market

- Our industry remains fragmented
- Good pipeline of acquisition targets
- Proven ability to integrate and deliver cost synergies

What SpeedCast will look like in three years time ?

- Top 3 satellite service provider globally
- Top 3 global maritime player
- Top 3 global energy player



Thank You

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