Speedcast AGM

CEO Presentation

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Company Overview

Speedcast, the leader in remote communications and IT solutions

- Critical telecommunications managed services and IT solutions to enterprises and governments in locations where there is limited or no terrestrial network
- Designs, sources, configures, operates and maintains remote communications networks
  - Satellite is the primary network technology used (we do not own satellites)
  - Offers customers a range of value-added services
  - Customer solutions are usually complex and customers demand high levels of support generating “stickiness”
- High recurring revenue base, average contract life of 2-3 years
- Successful execution and integration of a number of acquisitions in the past 5 years. Strong growth experienced since 2012.
- Diversified across geography, industry and customer base

Market segments we serve – our four divisions

Maritime

- Commercial Shipping
- Cruise
- Ferries
- Yachting
- Fishing

Enterprise & Emerging Markets (EEM)

- ISP
- Telco
- NGO/ Civil Gov
- Broadcast & Media
- Mining

Government

- US Government
- Global Government
- IGO
- Military & Defense
- Navy / Coast Guard
- Land / Sea / Air

Energy

- O&G Offshore
- O&G Onshore
- Pipelines
- Oil Platforms
- OSV, FPSO, etc
- Renewable Energy

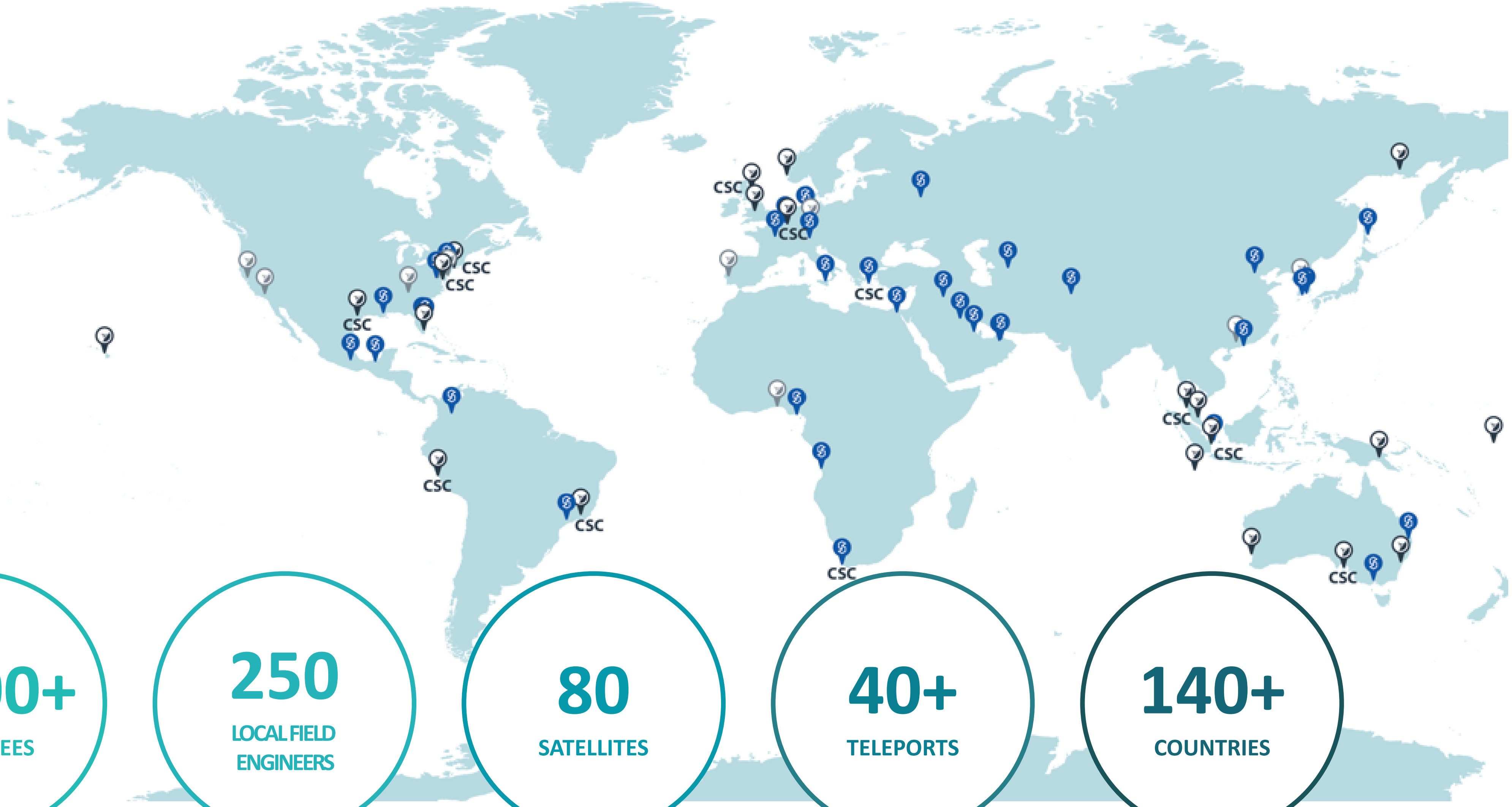
Our unique global footprint

SPEEDCAST TELEPORT/OFFICE

PARTNER TELEPORT

SPEEDCAST OFFICE

CSC CUSTOMER SUPPORT CENTER



1,500+ EMPLOYEES

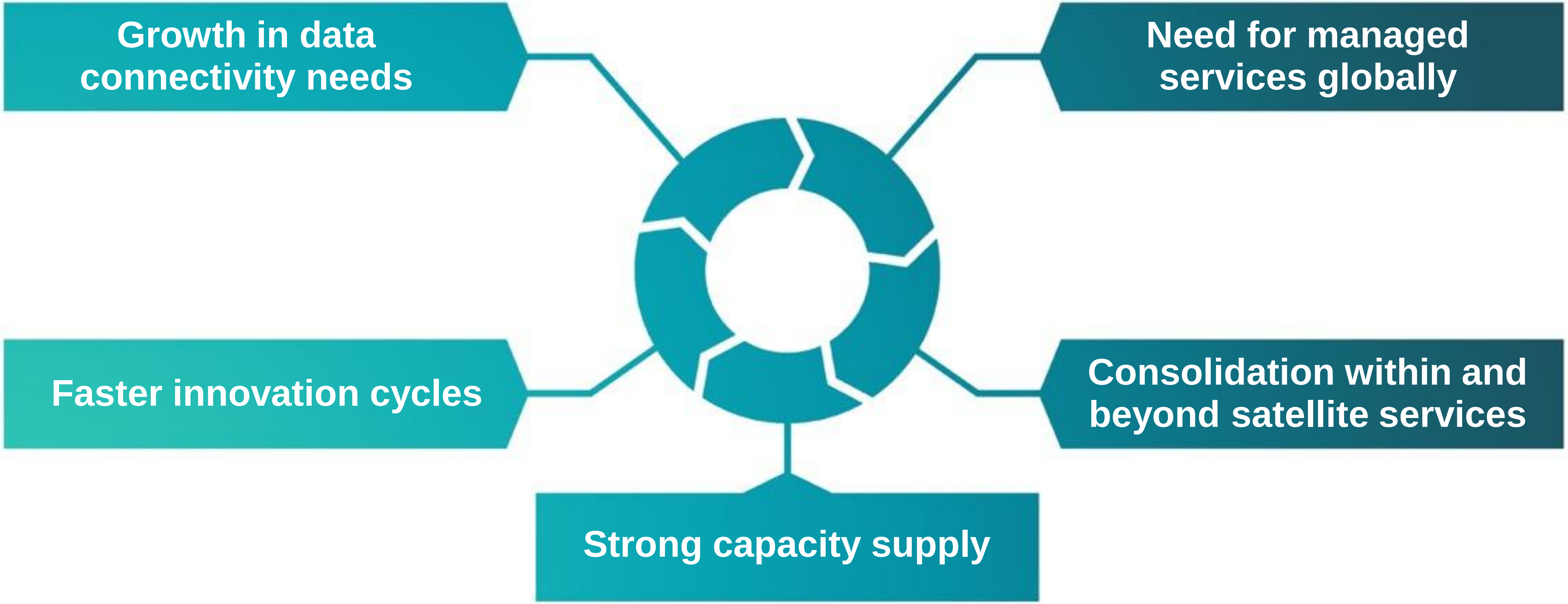
250 LOCAL FIELD ENGINEERS

80 SATELLITES

40+ TELEPORTS

140+ COUNTRIES

Our industry is undergoing a major transformation



Our values at the heart of our success

C A S T

CUSTOMER FOCUSED

AGILE & RESPONSIVE

SUCCESS THROUGH PEOPLE & SAFETY

TEAM SPIRIT

Speedcast Evolution

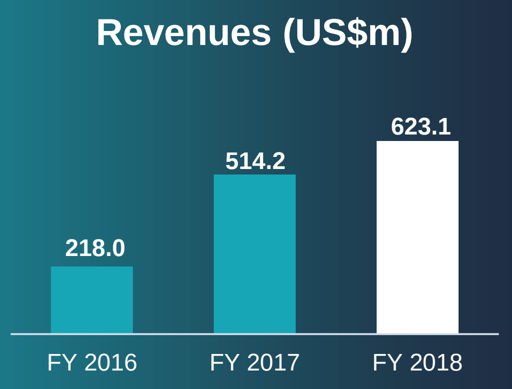
1999 – 2012	2013 - 2018	2019+
Managed Connectivity Service Provider	**Managed Network Service Provider**	**Managed Information Service Provider**

2018 Snapshot

2018 Financial Snapshot

Group Revenue[1]
US$623.1M

21%



Organic Revenue Growth 2018[1]

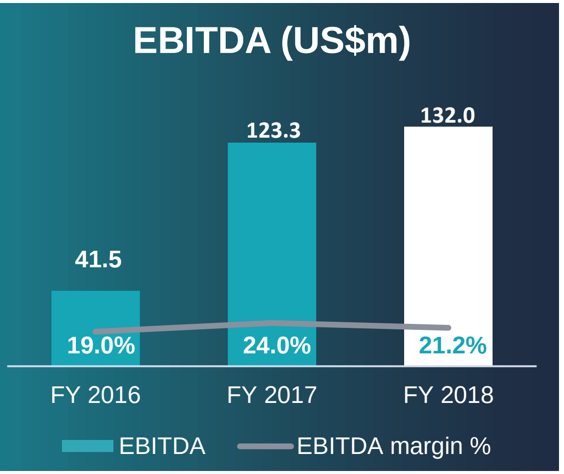
5%

EBITDA[2]
US$132.0M

7%

EBITDA Margin[2]
21.2%

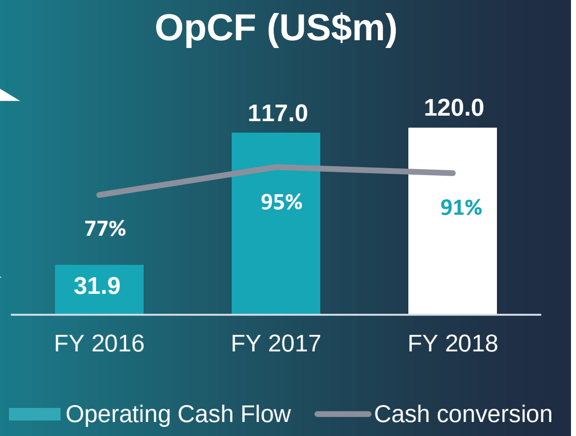
280 bps



Operating cashflow
US$120M (91%)

3%

Pro forma leverage[3]
3.5 x

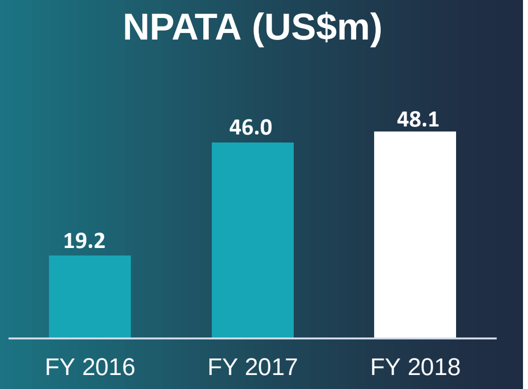


NPATA[2]
US$48.1M

5%

NPATA per share
US$20.1 cents

4%



1 Includes $7.2m revenue from Globecomm and $0.7m from InAria. Organic revenue growth caultated pro forma 2017 acquisition of UltiSat and excluding 2018 acquisitions
2 Underlying financial results are intended to exclude items which are non-recurring in nature, such as acquisition-related transaction costs, integration costs and restructuring costs. 2017 results are restated for AASB9
3 2018 Net Debt/EBITDA calculated based on LTM December 2018 Consolidated EBITDA including the pro forma impact of Globecomm EBITDA and identified cost synergies (acquired 14 December 2018)

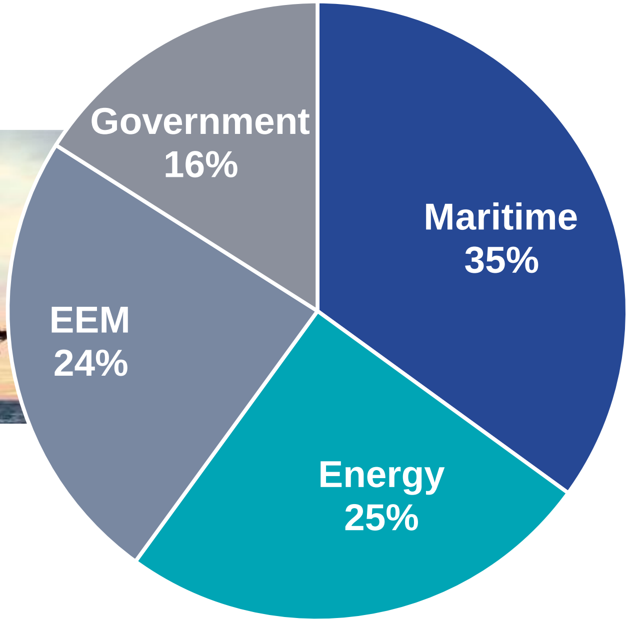
Diverse platform with three divisions growing but significant drag from Energy result

Revenue year ended 31 Dec (USD $m)

Total **$623m**

% var. to CY2017 *+21.2%*

Revenue % by Division



Maritime
220[1]
+9.7% vs CY2017

EEM
148[1]
+26.8% vs CY2017

Government
97[1]
+16.0%[2] vs CY2017

Energy
158[1]
(13.6)% vs CY2017

Delay in Energy market recovery, in particular in deepwater offshore activity

1. $7.9m revenue from Globecomm & InAria! split: Maritime $1.5m, EEM $2.6m, Energy $0.2m, Government $3.6m
2. Percentage variance to CY2017 including UltiSat revenue for the full twelve months of CY2017

Strong focus on and clear path to deleveraging

- **Net Debt at Dec 2018 $581m, up from $388m in 2017**
  - Globecomm acquisition and incremental debt
  - Capex $60m
  - UltiSat outperformance earnout $20m
- **Covenant-lite loan facilities**
- Liquidity discipline
- **Interest cover[1] > 3.5x:**
- **Aim to de-lever to ~3.0-3.2x by end of 2019**
- 2019 dividend may be adjusted in consideration of deleveraging priority

Term Debt Maturity Profile (USD $m)

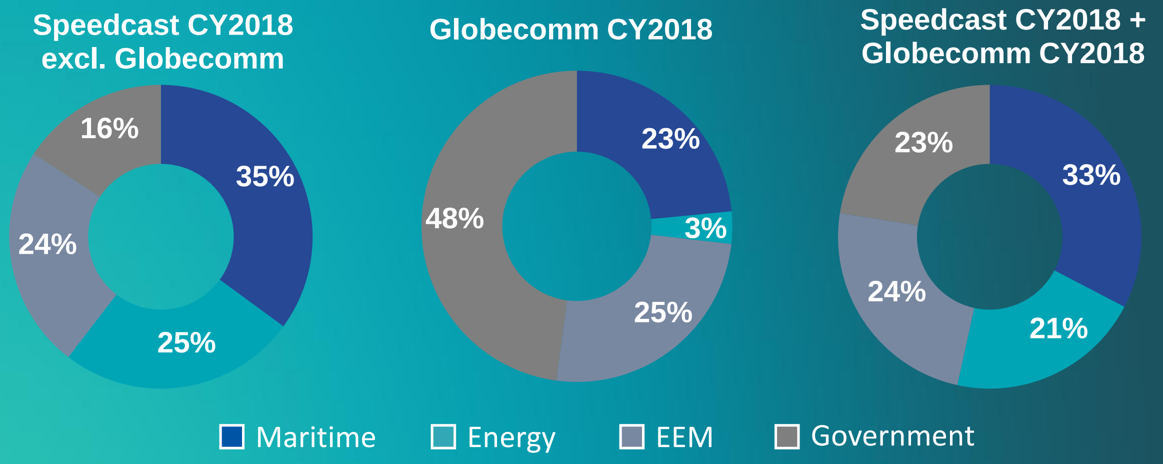
Net Debt / EBITDA ratio[2]

1. Underlying EBITDA/net cash interest. Note that this is not a covenant.
2. 2018 Net Debt/EBITDA calculated based on LTM December 2018 Consolidated EBITDA including the Pro Forma impact of Globecomm EBITDA and identified cost synergies (acquired on 14 December 2018)

Globecomm acquisition adds scale & capabilities in high growth market segments

- **Completed 14 Dec 2018** for net consideration of $134m - < 4.0x EV/EBITDA (post synergies)
- CY2018 results in line with expectations
  - **Revenue $162m**
  - **Underlying EBITDA $15m**
  - Depreciation $9m
- **$175m incremental debt** raised to fund acquisition and partly repay the Revolving Credit Facility
- **~$18-$20m annual cost synergies** identified to be achieved by 2020
- Accretive to Underlying NPATA/share in 2019

Revenue Split by Division



Cost Synergy Update

Updated identified annual cost synergies	Cost synergies implemented to date	Expected realised cost synergies in 2019
~$18-20m	~$8m	~$10-12m

2019 Outlook

2019 revenue outlook for our four divisions

Maritime

- Mid to high single digit revenue growth from:
  - Continued VSAT roll-out in Commercial Shipping
  - Bandwidth and equipment sale increase in Cruise
  - Delays with Carnival roll-out impacting 1H revenue and EBITDA

Enterprise & Emerging Markets (EEM)

- Low double-digit revenue decline due to Phase 1 of NBN project completed
- Services revenue growth expected from backlog and healthy pipeline, skewed towards 2H
- Interesting revenue synergy potential with Globecomm

Government

- Revenue growth to continue albeit slower than in 2018:
  - Stronger market position with Globecomm
  - More aggressive push into Global Government & IGO following Speedcast Government rebranding

Energy

- Mid to high single digit revenue growth due to several specific tailwinds including Noble Drilling and Mozambique projects
- Stable market environment year to date with positive net activations consistent with our expectations

2019 outlook

- Expecting to deliver moderate organic revenue growth for the full year despite the negative 2019 revenue impact of the NBN contract
- EBITDA expected to be in the range of ~$160-$171m, skewed towards 2H2019
- Temporary 2019 EBITDA margin dilution due primarily to Globecomm, expected to improve over time with cost synergy realisation & Energy growth
- Globecomm integration progressing well, including synergy realisation for 2019
- Cash flow generation expected to increase in 2019, including NBN cash realisation
- Capex expected to be ~$50-$60m in 2019
- Deleveraging is a priority, net leverage expected to be 3.0-3.2x by end of 2019 on a like for like basis
- 2019 dividend may be adjusted in consideration of deleveraging priority

Thank you