



Satellite Solutions Worldwide.

SSW Group PLC
February 2016

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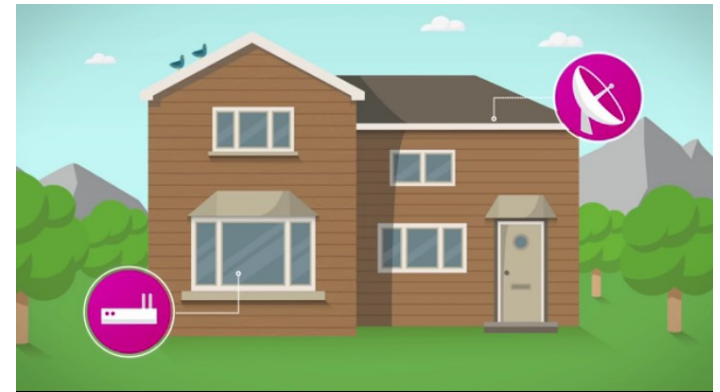
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October 2015

What We Do

- SSW is a leading provider of internet access to homes and businesses throughout Europe with slow or no internet access
- We offer a range of broadband services direct to consumers and businesses including installation, hardware and support
- We purchase bandwidth from satellite operators and sell/rent necessary hardware to access the internet to end users.
- *We have no exposure to the high risks/costs associated with satellite ownership*



Investment Case

- European market is estimated at c20m <2mbps properties*
- Market leading position in UK & No 2 in Europe
- 7 year track record of organic growth, with FY14 revenue of £5.4m (30% YOY growth)
- High earnings visibility: Services are contracted on a multi-year basis such that 100% are recurring
- Huge growth market: SSW currently has a 5% market share
 - Government-backed schemes helping to underpin market demand
- Significant opportunity to consolidate the sector across Europe
- Opportunity for positive re-rating
- * (Source: Point Topic)

Growth Strategy

- Specific Acquisition growth strategy – Consolidating the industry
 - Increase geographic spread – de-risking and providing platform for further organic growth
 - Increased scale will deliver pricing power for further bandwidth
 - Proprietary infrastructure capable of migrating and serving substantially higher numbers
- Utilise installed capacity for >100,000 subscribers
- Leverage best in class Ka band technology
- Increase awareness of satellite alternative through Government support, reseller models and referral schemes

Government Initiatives

- EU Commitment - all citizens to be connected by 2020:
Satellite broadband only viable way to make this happen
- 2014 - Launch of 'Subvention' scheme in France
- Q4 2015 - UK Government Launch Voucher Scheme to provide subsidised Satellite Broadband (in addition to Welsh Assembly Scheme)
- H1 2016 – Polish government launch subsidy scheme



Europe 2020 Digital Agenda for Europe Strategy*

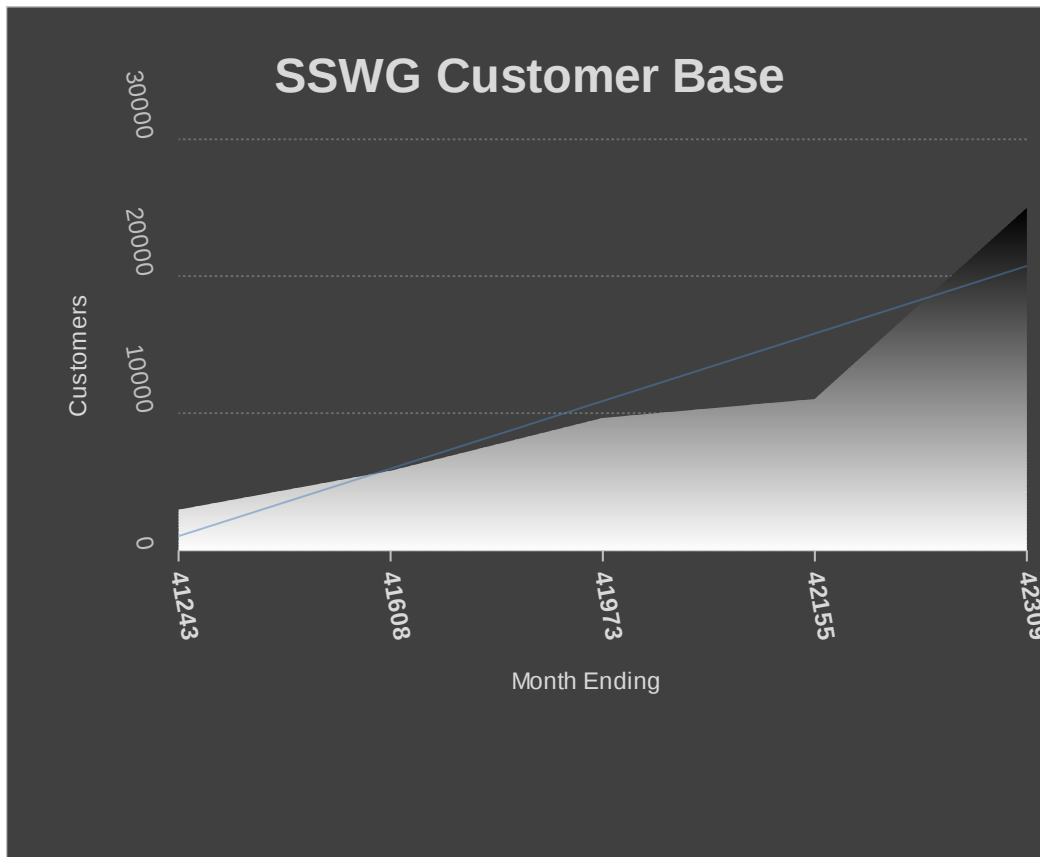
*Sets objectives for the growth of the European Union (EU) by 2020. Proposes to better exploit the potential of Information and Communication Technologies (ICTs) in order to foster innovation, economic growth and progress. The European Structural and Investment Funds are expected to programme around EUR 21.4 billion in this area. Particular efforts are needed to close the digital gap between urban and rural areas. Pillar IV: Fast and ultra-fast Internet access - New services such as high definition television or videoconferencing need much faster internet access than generally available in Europe. Europe needs download rates of 30 Mbps for all of its citizens and at least 50% of European households subscribing to internet connections above 100 Mbps by 2020. *European Commission*

Key Financials

- Strong and growing recurring revenue
- Margin expansion
 - Cost down product cycle
 - base integrations
 - network negotiations
- High Operational Gearing
 - Fixed cost base
 - Capex light revenue growth
 - System enhancements
- Cash flow positive business model

	FY13	FY14	1H15
			Pre Excep.
	£000	£000	£000
Revenue	£4,087	£5,452	£3,163
Gross Profit	£1,001	£1,424	£728
GP%	24%	26%	23%
Operating EBITDA	-£120	-£55	-£226

Growing Customer Base



Base Increase: 126% - in users since listing

Acquisition: 6 acquisitions in 7 months in 4 jurisdictions

Organic: performance continuing to improve both monthly (MOM) and versus previous year (YOY)

Financial Half Year churn: 13%

Translated into growing sales

2013 £4.1m (Year End 30 November)

2014 £5.5m

2015 £7.5m

The Market Need



Technology

Millions let down by broadband speed ads, says Which?

By Jane Wakefield
Technology reporter

18 June 2015 | Technology



WIRED.CO.UK

Europe outlines plans for 30Mbps broadband by 2020

TECHNOLOGY / 24 SEPTEMBER 10 / by MARK BROWN



Will the European Commission increase its broadband speed targets?

Günther H. Oettinger is aiming to establish the EU's digital needs for the next decade.



TELECOM TV

Ex-CTO of BT lambasts the telco's broadband plans as "woefully inadequate"



ASA Tells BT to Stop Using "Misleading" Fibre Broadband Availability Dates

Posted Wednesday, April 22nd, 2015 (8:03 am) by Mark Jackson (Score 811)



POOR RURAL BROADBAND WIDENING 'DIGITAL GAP'

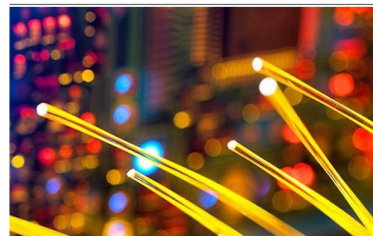
NEWS 12 SEP 2015 BY ALICE SINGLETON SHARE

Slow broadband in rural areas is said to be dividing the country in two.

The Telegraph

Free broadband satellite dishes for remote homes

Government to launch pilot scheme to deliver universal service commitment



Some areas of the countryside will never get fibre-optic upgrades

THE TIMES

The broadband lie is a national disgrace

David Budworth



Rural broadband divide continues to grow in UK, over one million Britons unable to access Internet



09/09/2015 By David Curry, mehdauid

cable.co.uk

Rural broadband? Smoke signals would be quicker, says Hampshire council leader

TUESDAY, SEPTEMBER 29TH 2015 BY ELLEN BRANAGH

theguardian

Fibre-optic broadband 'not spots' leave customers in digital limbo

There are widespread complaints that in the green belt BT is selectively installing fibre connections only in profitable areas

heraldscotland

Rural communities 'penalised' by poor broadband



BT chief calls for 'collaborate effort' to meet broadband roll-out targets

Mid Sussex Times

Superfast broadband 'essential' for rural businesses - South Downs MP



Summary

- 7 years of organic growth
- Sole market consolidator in a fragmented market
- Team already delivering - post float with 6 acquisitions
- New customer pipeline growing
- Significant organic growth with high levels of recurring revenue
- Ever growing market underpinned by governments subvention

2016 ambition - European Market Leader



To find out more visit:
www.satellitesolutionsworldwide.com

Appendix

Corporate Structure & Investors


- Listing on AIM via a reverse takeover in May 2015
- Current shares in issue 308,146,282
- Share Options outstanding 6,832,210
- Warrants outstanding 1,626,923
- Fully Diluted 316,605,415
- 29.9% owned by SSW Group Board Directors

Pre-flotation history

- November 2008 – SSW founded
- February 2009 – Tooway Ku distribution agreement
- March 2009 – Launch of SSW website with full e-commerce offering
- October 2010 – Launch of ToowayDirect.com
- November 2010 – Launch of Ka Sat
- June 2011 – New Distribution agreement with Eutelsat
- April 2013 – Distribution agreement with SES for Ka band
- May 2013 – Europasat rebrand
- May 2013 – Distribution agreement with Avanti
- December 2014 – 9,877 customers across 31 countries

What we've achieved since float

Since listing subscribers have more than doubled



December 2014	May 2015	June 2015	July 2015	August 2015	September 2015	December 2015
9,877 customers	11,046 customers	Acquisition of SkiFi	Acquisition of Onwave	Acquisition of Sat2Way	Acquisition of Connexion Verte	Acquisition of Hetan and AVC Solutions
Compound growth 121% last 3 years	Listing on AIM and fundraising of £5.25m to create EU largest provider	Denmark with 150 customers	Ireland with +2,282 customers	France with +5,500 customers	France with +3,400 customers	Poland with +1,000 customers

Currently 25,000+ customers in 31 countries

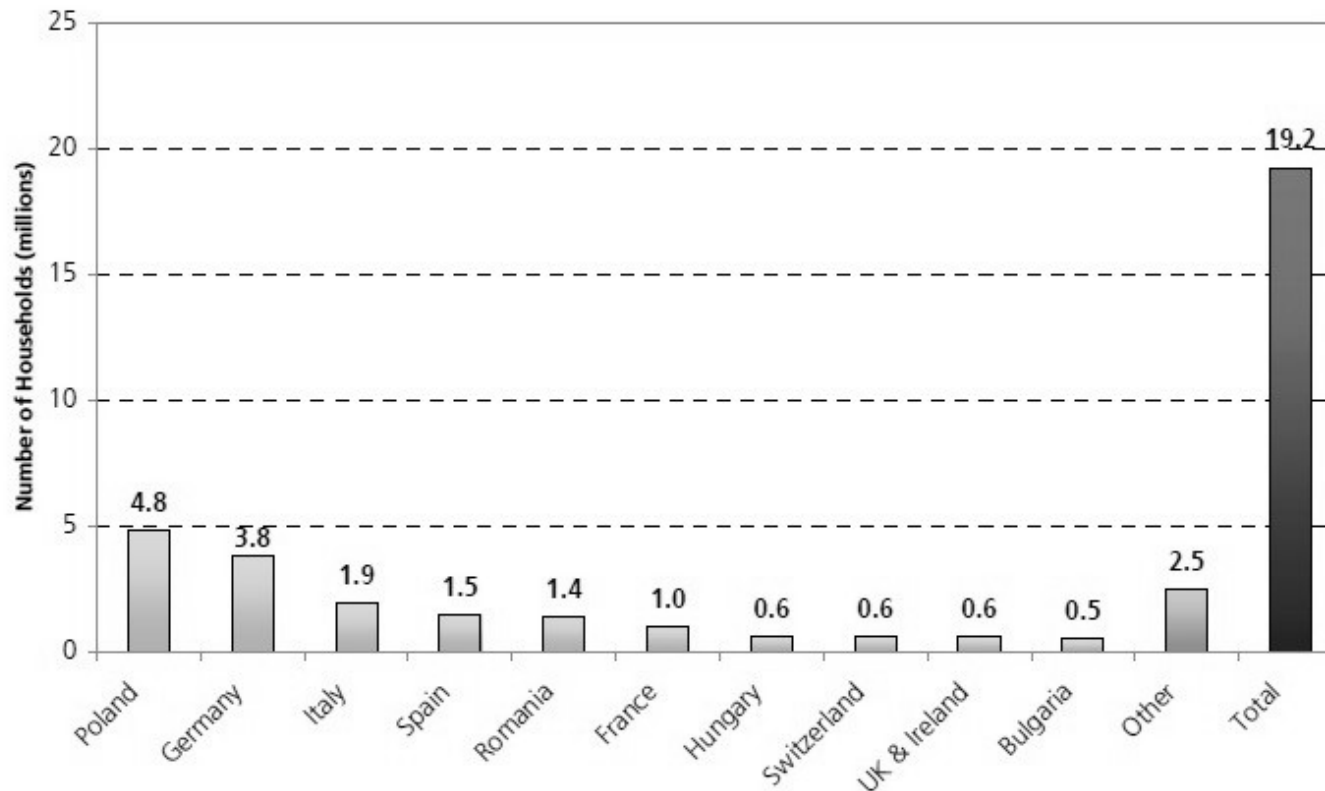
Strong monthly organic growth

AIM listing brings increased profile and access to capital to assist in rapid consolidation of fragmented market

Example Corporate Clients



European Markets with Household Broadband Speeds <2 Mbps



Satellite Broadband Perspective – Real Problem Real Solution

Europe 2020 Digital Agenda for Europe Strategy*

- Sets objectives for the growth of the European Union (EU) by 2020.
- Proposes to better exploit the potential of Information and Communication Technologies (ICTs) in order to foster innovation, economic growth and progress.
- The European Structural and Investment Funds are expected to programme around EUR 21.4 billion in this area.
Particular efforts are needed to close the digital gap between urban and rural areas.
- Pillar IV: Fast and ultra-fast Internet access - New services such as high definition television or videoconferencing need much faster internet access than generally available in Europe. Europe needs download rates of 30 Mbps for all of its citizens and at least 50% of European households subscribing to internet connections above 100 Mbps by 2020.

*source European Commission

Executive Bios

Michael Tobin OBE

Highly successful serial technology entrepreneur & pioneer with over 30 years' experience in the telecoms & technology sector.

As Chief Executive, Michael Tobin OBE led TelecityGroup plc, a leading FTSE250 Technology company from 2002 to 2014.

Currently holds numerous Non-Exec Directorships including Teraco in South Africa, Datapipe in the USA, Itconic in Madrid, Basefarm in Norway, Eurodiesel in Belgium, Chayora in Hong Kong & TeamRock, Popshack & PeoplePerHour in the UK, Chairman of Ultrahaptics and advisor to the board of OCom in Amsterdam.

Named 'UK IT Services Entrepreneur of the Year' by Ernst & Young in 2009, 2010 & 2011; PWC Tech CEO of the Year 2007; London Chamber of Commerce 'Business Person of the Year' for 2009 & 2010; In 2009 was named techMARK 'Personality of the Year'; In 2007 & 2009 was the winner of the DCE Outstanding Leader of the Year, & in 2008 won 'Data Centre Business Person of the Year' at the Data Centre Leaders awards, was awarded 'Outstanding Contribution to the Industry' at the Data Centre Europe awards & in 2011 received a Lifetime Achievement Award for services to the industry. In 2005 was named number 31 of Britain's Top 50 Entrepreneurs & in 2014 was honoured in the Queens New Years Honours List with the Order of the British Empire medal for Services to the Digital Economy

Paul Howard

Advisor to Oakley Capital Corporate Finance and joined the business in April 2015. Spent over 15 years with Cazenove as a telecoms and media analyst and was one of Cazenove's youngest ever partners. Won numerous awards from Reuters and Starmine and was Head of the Number One ranked European telecoms research team as ranked by the Institutional Investor in 2011. Left J.P. Morgan Cazenove in 2011 and became an investor and non-executive director of various small telecoms companies. Also spent a year with Morgan Stanley in 2014 helping their Select Risk equity trading business. Paul has a BSc from Durham University in Maths, is a qualified accountant.

Rodger Sargent

Founder and finance director of a number of quoted and private companies over the past 15 years, including Sports Internet Group plc, Hydrodec Group plc, AudioBoom Group plc and Litebulb Group Limited. Previously ran the family office of Betfair founder, Andrew Black. Qualified as a chartered accountant with PricewaterhouseCoopers, London in 1996.

Andrew Walwyn – CEO

Andrew started on the shop floor at Carphone Warehouse, he was one of the very first members of staff. He quickly worked his way up the company, and was then recruited into DX Communications in Glasgow where he was a Director and Shareholder. Having grown the company to 300 retail outlets, and having been rewarded with a 2nd place in the Sunday Times Fast Track listing in 1997, DX Communications was sold to BT Cellnet in 1999. The retail footprint makes up much of what you see as the O2 chain of mobile phone stores today.

After a year's sabbatical, Andrew was appointed Managing Director of Tiny computers at a challenging time for the business, and oversaw the sale of its ISP business to Tiscali, and the eventual sale of the business to Time Computers.

Andrew now felt he needed a new challenge away from traditional retail outlets focusing on the opportunity the internet offered. He set up the Flat TV Company in 2001 with a colleague Vince Tang, and by 2007 this had become the 7th Fastest Growing Company in the Sunday Times Fast Track listings.

In 2008 Andrew returned to the Telecoms sector after discovering the Tooway offering from Skylogic. For the first time a consumer orientated satellite broadband solution had become available to help the many people living and working in the so-called "Not Spots", those outside the terrestrial ADSL footprint

Frank Waters BA CA – CFO

Frank is a professional Chartered Accountant (ICAS) having spent 9 years with Ernst & Young in various departments. Frank has spent the last 20 years, primarily as Finance Director in a number of fast growing entrepreneurial companies specifically in the mobile, consumer electronics and technology sectors.

Frank has been actively involved in a number of large corporate finance transactions and more recently responsible for the negotiation of substantial network contracts whilst at Redeem.

Frank was instrumental in the sale of DX Communications alongside Andrew to what is now Telefonica. Frank joined Satellite Solutions Worldwide Ltd in autumn of 2013 and as Chief Financial Officer, is responsible for Finance, Legal, Regulatory, Logistics and Operational matters.

Tom Moore – Senior Technical advisor

Tom is a managing director at TimesArrow Capital, LLC and a Senior Vice President of ViaSat, Inc. Tom has spent much of his career involved in the development of video, voice and data broadband technology for the satellite, wireless and cable television industries. During the 1990s, Tom played an important role in the creation of patented technology supporting what is known as a DOCSIS™ cable modem. This specification became a global International Telecommunication Union (ITU) standard with over 100 million modems deployed worldwide by manufacturers such as Motorola, Cisco, Toshiba, Samsung and Broadcom.

In 1998, Tom co-founded WildBlue Communications with the purpose of extending the DOCSIS™ technology into the satellite world and thus making the benefits of broadband available to the 15-20 million homes in the US that would not receive it otherwise. WildBlue became the second largest satellite-based broadband service provider in the world, serving over half a million consumers and small businesses without alternative access to broadband technologies such as Digital Subscriber Line (DSL) and cable modem. The company built and launched three of its own special purpose satellites and deployed a nationwide consumer service.



To find out more visit:
www.satellitesolutionsworldwide.com