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The Manager  
Market Announcements Platform  
Australian Securities Exchange Limited

## **BEAM REPORTS RECORD FY2019 RESULTS**

### **Highlights:**

- **Full year Group revenue and profit before tax hit new highs**
- **Revenue jumped 59% to \$18.5m and PBT increased to \$722,000**
- **Strong trading performance across the business led to a positive increase in net operating cash flow**
- **Organic growth momentum from Beam-branded and SatPhone Shop products continuing into FY2020**
- **More innovative new product launches to also contribute to sales in FY20/FY21**

**Beam Communications Holdings Ltd** (ASX: BCC) is pleased to announce record Group revenue and profit before tax (**PBT**) for the 2019 financial year, with all areas of the business contributing positively to this result.

Group revenue jumped 59% over FY2018 to \$18.5 million and PBT rebounded to \$722,000.

Beam also recorded an increase in net operating cash inflow of \$2.1 million. This is a substantial turnaround from the \$1.6 million net outflow in FY2018.

Initial deliveries of the world's first dual band WE device to Thuraya, three deliveries of Iridium GO! and strong organic growth in orders for Beam-branded and SatPhone Shop products were the main drivers for Beam's strong performance.

The opening of new markets contributed to an increase in demand for Beam-branded products, which include docking units, fixed terminals and accessories; while Beam's online SatPhone Shop business recorded an 18% rise in FY2019 sales to \$1.3 million, with record sales achieved in the June quarter for this division.

### **Outlook**

The positive momentum in the Beam-branded and SatPhone Shop businesses has continued into FY2020 and Beam will continue to leverage its successful record of innovation and delivery to launch several new products in the coming months.

These products will include, but not be limited to, the mobile satellite messaging device ZOLEO, as announced to the market on 19 August 2019, and three LTE industrial products for broadband data

connectivity. A suite of IoT products are also nearing release, and have been chosen and will be promoted, to meet specific identified market opportunities.

The Group's FY2020 revenue and profit will benefit from the delivery of an additional 5,000 units of Iridium GO!, which will take total orders for the device to 40,000 units over the past five years. Beam anticipates receiving further orders from Iridium in FY20, with new orders for Thuraya WE now unlikely to happen until later in FY2021 due to delays in that product's launch as previously advised.

Beam will also commence the development of several new products, to be launched in FY2021, under the beta partnership programme with Iridium that will give Beam a head-start in developing devices using the upgraded Certus 9770 transceiver. This transceiver is tailored for the newly upgraded (and now fully functioning) Iridium satellite network and is capable of data speeds more than 35 times faster than the previous generation of products.

"The increase in our cash flows, in-house expertise we developed over several years and new sourcing agreements with manufacturers have allowed us to launch multiple innovative products within a short period, for the first time," said Beam's chief executive Michael Capocchi.

"Whenever we have launched a new product in the past, it contributed significantly to future sales. The pipeline of new offerings positions Beam in a good position to continue growing revenues – particularly our recurring revenues."

Yours faithfully,



Simon Wallace  
Chairman

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### **About Beam Communications Holdings Limited**

Beam Communications Holdings Limited (formerly World Reach Limited) is an Australian publicly-listed company that specialises in the design, development, manufacture and distribution of satellite, cellular and dual-mode equipment, applications and services. Its products and services are adopted by some of the world's largest satellite and telecommunications companies, such as Iridium, Telstra, KDDI, Inmarsat & Thuraya, to fill the global needs of Information Communication & Technology markets. Beam Communications Holdings Limited owns 100% of Beam Communications Pty Ltd and SatPhone Shop Pty Ltd [www.satphoneshop.com](http://www.satphoneshop.com). For more information, visit [www.beamcommunications.com](http://www.beamcommunications.com).