

Investor Presentation

October 2019

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- **Profitable & growing** designer and manufacturer of narrow-band mobile satellite devices
- **Long track record** dating back to 2000 with more than 30 core products in its portfolio
- **Unique** as it's the only listed Australian company in the space
- **Leading companies** are its clients (Iridium, Thuraya & Inmarsat) or distributors (Telstra, KDDI, Singtel etc)
- **Largest Telstra satellite equipment dealership** owned and operated by Beam



BCC's Share Price*



*As of 12 Sep 19

Share Price Metrics*

Market Cap	\$11.4m
52-Week Trading Range	12¢-35¢
Average Daily Volume	59,805
No. of Shares on Issue	52.8m
Top 20 Shareholders	78.8%

Investment Proposition



Record Results: FY19 revenue and pre-tax profit hit all-time high



Multi-Growth Options: Additional growth from launch of several new products



Expanding Market: Positioned to capitalise on satellite's move from niche to mainstream



Defensive & Fast Growing: Business is less susceptible to economic cycles & its markets are growing faster than broader telco industry



Cornerstone Investor: ex-CEO of NetComm, David Stewart, owns 19.9% of BCC



Mobile Satellite Going Mainstream



Mobile Satellite Services (MSS) market growing @ 7.9% CAGR to US\$5.6tn (\$8.3tn) by 2025¹

Fastest growth in Asia Pacific (including Australia)

Growth driven by:

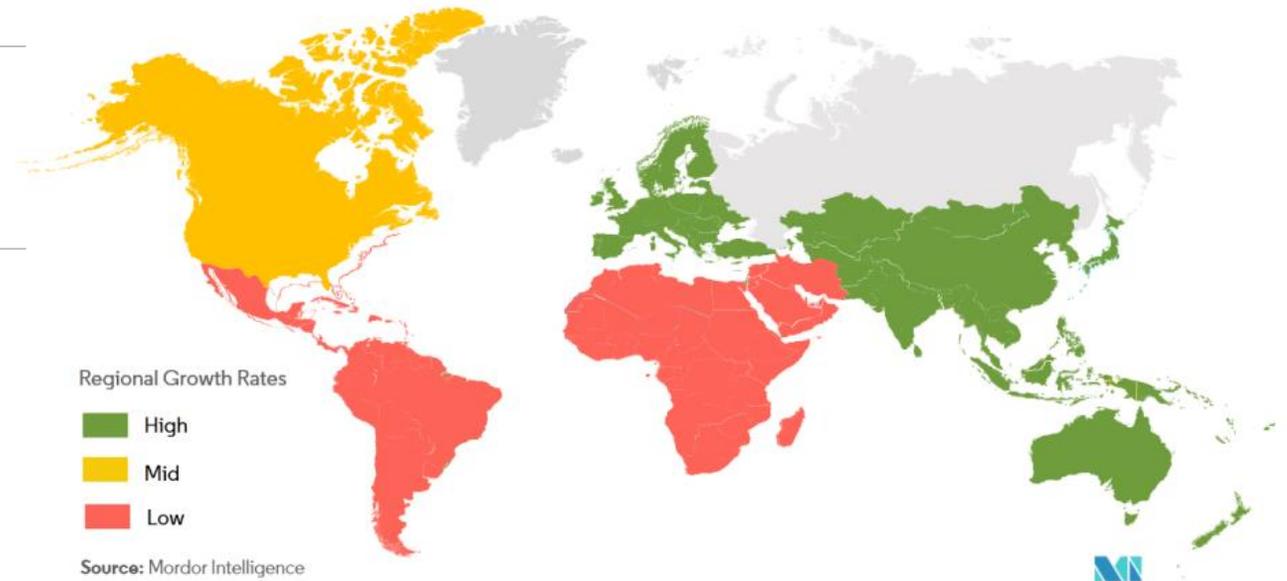
New digital technology

Growing demand for mobility

Integration demand between Sat and LTE

Affordability

Mobile Satellite Services Market Growth Rate by Region (2019-2024)



¹ <https://www.databridgemarketresearch.com/reports/global-mobile-satellite-services-mss-market/>

Beam has an extensive network of Tier-1 satellite distribution partners that spans every country across the globe covering thousands of outlets and points of presence.



Designed & manufactured the Iridium GO! device. Longstanding Value-Added Developer of many Iridium products and airtime reseller for Voice and Data services. Will be developing new devices for the newest Iridium Certus satellite service. Designed many world's first products for Iridium



Designed and manufactured Inmarsat handheld SatPhone docking units along with development of dedicated products for Marine and Inbuilding applications.



Developed and manufactured Thuraya WE terminal, direct supply contract. Evaluating ways to develop further terminals based on the new technology developed for WE.



Preferred supplier to Telstra since 2002, developing satellite solutions for enterprise and government customers. Established the online SatPhone Shop business as a Telstra-approved dealer. Beam plans to utilise Telstra on new dual-band devices and IoT devices.



Japanese Telco Operator, Beam has been a preferred supplier for over 10 years for Iridium voice, data, IoT solutions

Board with the Right Experience



Simon Wallace

Corporate lawyer and equity partner in Dentons. Expertise in project financing fund raising and corporate governance. Admitted as a barrister & solicitor of the Supreme Court of Victoria, Federal Court of Australia and High Court of Australia.



Michael Capocchi

Over 20 years' experience in the ICT industry. Held senior roles at Iridium and Optus Communications. Based in Chicago to be closer to key satellite customers and partners in the US and UK/Europe.



David Stewart

Experienced and successful entrepreneur in ICT industry. Founder of Banksia Technology, which acquired Netcomm Wireless (NTC) in 1997. Under his leadership, NTC became a market leader in IoT/M2M and broadband wireless devices.



Carl Hung

President and CEO of Season Group International, a global Electronic Manufacturing Services provider with annual revenue of around US\$144m. Season manufactures most of Beam's equipment.

Capitalising on Satellite's move from niche to mainstream



Track Record of Innovation



For almost 20 years Beam has developed many world's first products for key niche markets



	Iridium GO!	Thuraya WE	Inmarsat Docks	Iridium Docks	Iridium Terminals
Description	Global Voice, Data, SOS Hot Spot	Dual Mode LTE/Satellite WIFI Hotspot	Application Extension for Inmarsat Handheld Phones	Application Extension for Iridium Handheld Phones	Standard telephony interface for Iridium
Units Sold	37,500	3,000	24,000	30,000	20,000
Year of Manufacture	2014 - current	2019 - current	2010 - current	2004 - current	2002- Current

Upcoming Mass Market Solution: ZOLEO



Unique satellite solution for mass market to be launched Q4 2019

Affordable compact/wearable device with low cost monthly plans

Communicate anywhere on Earth

Seamless global messaging and SOS rescue service

Beam to receive recurring revenue from monthly subscriptions

No other offering with similar features at this price point

3 large markets: Adventure Tourism, Rural Residents and Lone Workers





Adventure Tourism

- Global adventure tourism market growing at 17% CAGR (2017-2023)
- Market valued at US\$1.3tn by 2023
- Activities mostly outside mobile coverage
- Asia Pacific fastest growing region

Source: Allied Market Research



Rural Communities

- Rural growing despite urbanisation trend
- Total rural residents reached 3.4bn (2018) from 3.2bn (1998)
- Rural makes up 45% of world population
- Australians living outside capital cities increased 1% in 2018 from 2017

Source: World Bank, ABS



Lone Worker

- Lone worker market in EU and US tipped to double from 2017-2022 to €260m
- Asia Pac expected to grow strongly
- Growth driven by tighter safety rules, rising insurance costs, need for greater productivity

Source: Berg Insight

Upcoming LTE / IoT Products



Beam MG200 4G Gateway



Expanding product portfolio to include LTE & dual-band solutions



Target segments: vehicular (recreational, emergency, logistics), maritime and remote locations.



Applications: in-vehicle WAN, M2M/IoT, payment, tracking & monitoring, ticketing, digital signage, geolocation, fleet management, emergency response.

Beam OG200
4G Outdoor Gateway



Beam MG400 4G Gateway



First sales of MG200 & MG400 expected in Q2FY20

Upcoming Iridium Certus Devices



Iridium has invested over US\$3B in establishing its next-gen satellite constellation

Beam will be one of the world's first Iridium partners to launch next generation devices using the new Iridium Certus 9770 transceiver

Data speed on Certus 9770 is >35 times faster than previous transceiver

New Beam devices will be very competitive with high-quality voice, messaging and seamless access to basic applications

Complement Beam's current range of Iridium products including Iridium GO!

New Beam Certus Devices



Beam's first Iridium Certus device will be a compact unit that can be used in vehicles, buildings and remote sites

Product will be launched in Q1FY21

Plans to develop devices for ships/boats and IoT apps

Users



Applications

- Logistics management
- Connected vehicles
- Asset tracking & Monitoring
- Emergency comms
- Remote Medicine
- Redundancy backup
- Disaster recovery
- POS
- Cloud management
- WiFi hotspot

Best Opportunities for Satellite IoT/M2M



USER SEGMENTS		MAIN APPLICATIONS	GROWTH OPPORTUNITIES FOR SAT.IOT
 Supply Chain	<ul style="list-style-type: none"> Scanning Tracking (assets, vehicles and containers) Cold chain maintenance 	LOW  HIGH	
 Connected Cars	<ul style="list-style-type: none"> Telematics (tracking, eCall...) Advanced diagnostics Over-the-air updating Entertainment 	LOW  HIGH	
 Oil and Gas	<ul style="list-style-type: none"> Tracking Geological sensors Earthquake sensors Security 	LOW  HIGH	
 Transportation	<ul style="list-style-type: none"> Engine monitoring Safety monitoring Railway tracks Tracking of fleet 	LOW  HIGH	
 Agriculture	<ul style="list-style-type: none"> Irrigation control Environmental sensing Animal tracking 	LOW  HIGH	

Beam’s initial range of new devices will target Supply Chain and Connected Cars segments.

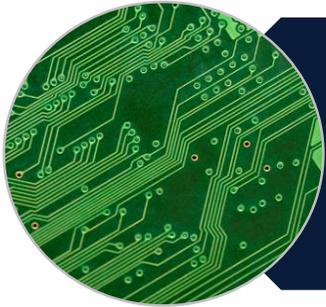


Source: Euroconsult



Diversified Earnings Streams

Building from a Solid Base



OEM Development: Developing and manufacturing devices for leading satellite operators



Beam-Branded Equipment: Wide range of satellite equipment from docks to terminals and antennas



SatPhone Shop: Largest Telstra satellite equipment retailer

Continued opportunities for growth in Beam's core businesses



Thuraya WE

World's first dual-band (LTE/Satellite) device

Only device of its kind in Thuraya's portfolio

Delivered 3000 units generating \$3.9m in revenue

Further orders expected in FY21



Iridium GO!

World's first satellite hot-spot device

Only one of its kind in Iridium's portfolio

Total orders to date of 40,000 units

Further orders expected in FY20

Beam Branded Products



Innovates, designs and manufactures a broad range of terminals and accessories for Iridium and Inmarsat as Beam branded products



These products support, Voice, Data, Messaging and IoT/M2M applications



The “BEAM” branding will expand into the new range of LTE/Satellite as well as standalone LTE and IoT products being developed



Beam base products increasing year on year (excluding Iridium GO! & Thuraya WE) due in part to opening of new markets (i.e. India)

SatPhone Shop



Wholly-owned subsidiary of Beam and is Telstra's largest satellite dealer in Australia



SPS sells Iridium Equipment, Beam manufactured terminals and accessories along with other 3rd party products



SPS recorded **18% pcp growth** in FY19 and momentum carrying through into FY20.



SPS also rents equipment and sells airtime services that provide monthly recurring revenues.

SatPhone Shop
Communicate "EVERYWHERE"



T DEALER



Earnings Inflection Point

Turnaround in FY19 Results



Record FY19 revenue and pre-tax profit

Strong organic growth across all divisions

Positive cash flow in FY19

Launching several new products in FY20

Multiple growth drivers for FY21

	Change from FY18	FY19
Revenue	+59.1%	\$18.52m
EBITDA	↑ <i>from</i> -\$607k	\$2.10m
Cash from ops	↑ <i>from</i> -\$1.62m	\$2.06m
Net profit before tax	↑ <i>from</i> -\$1.43m	\$721,997
Net profit after tax	↑ <i>from</i> -\$1.57m	\$339,129

Additional Revenue Opportunities



Launch of
ZOLEO global
communicator



New LTE / IoT
devices



Additional Dual-
Mode Satellite /
LTE terminals



Next-gen Iridium
Certus 9770
Devices

Key opportunities for growth over the next 12-18 months

Milestones



Q1 FY20

Q2 FY20

Q1 FY21

Beam's relative sales to market capitalisation

COMPANY	REVENUE FY19	EBITDA FY19	SHARE PRICE (1YR)^	MARKET CAP
Codan Limited (CDA)	\$270.8m	\$67.1m	77.5%	\$997m
AddValue Technologies*	\$5.9m	-\$3.1m	-27.6%	\$42m
Kleos Space SA (KSS)+	\$1.3m	-\$3.5m	150.0%	\$35m
Mobilicom (MOB)+	\$2.6m	-\$3.2m	-10.0%	\$21m
Beam Communications (BCC)	\$18.5m	\$2.1m	37.0%	\$11m

Source: Morningstar/Company accounts

^ 12 months to 30/09/2019

+ Results are FY18. Financial year ends in December

* Listed on SGX (Code: A31). All figures converted to A\$



Profitable and cash flow positive business



Added growth catalyst from new products like ZOLEO



Multiple near-term milestones as satellite services move mainstream



Growth stock with relatively defensive earnings streams and global reach



Improving earnings stability with wider product offering and growing recurring services revenue



Leveraged to large and fast-growing markets around the world



Thank You
