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The Manager
Market Announcements Platform
Australian Securities Exchange Limited

TELSTRA APPROVES BEAM'S 4G IOT ROUTER

Highlights:

- **Key approval to facilitate significant sales of highly capable router**
- **Beam's MG400 is the first IoT LTE Cat 13 device certified by Telstra with data speeds up to 30% faster than older generation 4G IoT gateways**
- **Telstra approval paves the way for MG400 to be sold Australia-wide ahead of the shutdown of Telstra's 3G network**
- **More than one million 3G routers in Australia will need to be replaced in 2019-2024**

Beam Communications Holdings Limited (ASX: BCC) is pleased to announce that Telstra Corporation Ltd has granted approval to Beam's newly developed MG400 LTE industrial gateway for Internet-of-Things (**IoT**) and Machine-to-Machine (**M2M**) applications.

This key approval from Telstra gives users and distributors high confidence that the MG400 is a quality product suited to Telstra's national network. Telstra provides the most expansive and reliable 4G coverage in Australia and the MG400 is the first Telstra approved IoT industrial gateway that is rated LTE Cat 13.

The majority of 4G IoT gateways are rated LTE Cat 6. The data speed on LTE Cat 13 compliant devices can be up to 30% faster than on Cat 6 compliant devices.

Telstra's certification paves the way for the MG400 to be more widely adopted by organisations around the country, and the introduction of Beam's 4G device comes ahead of the shutdown of Telstra's 3G network in 2024.

This means there are a large number of 3G gateways that need to be upgraded over the next few years. Telstra alone has 3.2 million IoT devices connected to its network with 2,000 new devices added every day[1].

While there are no readily available figures on how many of these devices are 3G, a report by the Australian Computer Society (**ACS**) and PwC released in September 2018 estimates that around 30% of global IoT devices are 3G reliant[2].

"The proportion of 3G devices in Australia could be much higher as 3G has been around for a long time and there are significantly more 3G than 4G devices out there. For instance, there are several hundred thousand 3G units used in semi-rural electricity meters alone," said David Stewart, a non-executive director of Beam and telecom industry veteran. "If you throw in vending machines, public

[1] https://exchange.telstra.com.au/over-3-million-new-iot-things-on-our-network/
[2] https://www.acs.org.au/content/dam/acs/acs-publications/ACS-PwC-IoT-report-web.pdf

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transport systems, parking meters and other industrial applications that require connectivity, the number can exceed a million devices that will need to be upgraded."

*Beam's **MG400 4G Gateway** can be deployed for a wide range of applications, such as IoT/M2M, Wi-Fi hotspot, fleet management, emergency response, payment, ticketing, digital signage, etc.*

The MG400 is designed to withstand harsh environments. It can control and monitor equipment via RS232 ports and has an integrated GPS module.

Further, the gateway has ignition sensing and can work with a wide range of input voltages. This makes it perfect to be used in vehicles (i.e. trucks, emergency and recreational), costal maritime vessels and other fixed industrial equipment, such as digital signboards and vending machines.

Its approval, following a rigorous assessment process, is a strong endorsement of Beam's technical expertise and the Company will now enthusiastically market this innovative product, priced appealingly, to suitable users and distributors.

 Yours faithfully,

Michael Capocchi
Managing Director

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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. For more information, visit www.beamcommunications.com.