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The Manager  
Market Announcements Platform  
Australian Securities Exchange Limited

## **BEAM INVOICES FIRST DELIVERY OF ZOLEO PRODUCTS**

### **Highlights:**

- **Beam received an initial order of 5,000 ZOLEO devices**
  - **First 1,000 ZOLEO shipped and invoiced 3Q FY20**
  - **Remaining 4,000 will be shipped and invoiced by end FY20**
- **A second order from ZOLEO Inc. is expected before the end of the current financial year**
- **Revenue from ongoing subscriptions is the key growth driver with the price of the device kept attractively low to consumers**

**Beam Communications Holdings Ltd** (ASX: BCC) is pleased to confirm it has shipped and invoiced the first 1,000 ZOLEO devices to ZOLEO Inc.

The initial order from ZOLEO Inc. is for 5,000 units and Beam expects to ship and invoice the remaining devices this financial year. ZOLEO Inc. is a 50-50 joint-venture (JV) between Beam and Roadpost Inc.

The ZOLEO device was designed and developed by Beam and Beam owns the intellectual property (IP) for the technology.

Under the JV agreement, Beam will make a low margin on the sale of the device to ZOLEO Inc. However the strategy is to keep the price of the ZOLEO device very attractive to consumers as the recurring revenues from monthly subscriptions are the key earnings growth driver for ZOLEO Inc.

Roadpost will bear all costs associated with the sales of ZOLEO in Canada and the United States, while Beam will cover the costs of sales in Australia, China, Japan and New Zealand. The respective companies are entitled to 85% of the profit from ongoing subscriptions in their respective territories from ZOLEO Inc.

Costs and profits for sales to other parts of the world will be shared equally between Beam and Roadpost under the JV agreement.

Beam is anticipating a further order of the devices from ZOLEO Inc. before the end of the 2020 financial year.



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*ZOLEO Point-of-Sales Stands*

Yours faithfully,

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### **About Beam Communications**

Beam Communications Holdings Limited is an Australian publicly-listed company (ASX:BCC) 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).

### **About ZOLEO Inc.**

Formed in 2018 and headquartered in Toronto, Canada, ZOLEO Inc. is a joint venture between Beam Communication Pty. Ltd. and Roadpost Inc. that is pioneering the development of innovative lower cost, consumer-oriented global messaging solutions, including innovative wireless devices and apps based on Iridium short burst data (SBD), cellular and Wi-Fi standards. The company serves three primary markets including consumers residing on the fringe of cellular coverage, outdoor recreation and lone worker safety. Its products are offered through authorised retailers in the US, Canada and Australia. Roadpost is responsible for retail distribution in North America and Beam is responsible for the Asia Pacific region. Staged distribution in other regions will be jointly managed. For more information visit [www.zoleo.com](http://www.zoleo.com).

### **About Roadpost Inc.**

Incorporated in 1991, Roadpost is a foremost provider of mobile satellite equipment and voice and data services from industry leaders including Iridium, Inmarsat and Garmin. More than 45,000 subscribers trust Roadpost to equip them with the most reliable and innovative communications solutions available, from private and public sector organizations that need to connect and protect employees at work, to outdoor enthusiasts who travel the backcountry. Based in Toronto (Canada) with an office in Seattle (USA), Roadpost distributes its products directly and through its extensive network of authorized dealers throughout North America. Roadpost is a registered trademark of Roadpost Inc. For more information visit [www.roadpost.ca](http://www.roadpost.ca).