



# Investor Presentation

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# Company Snapshot



**Profitable Business:** Posted positive net profit over the last three halves



**Stable Base:** Sales spread over more than 30 core products in multiple markets with leading clients like Telstra, Iridium, Inmarsat, KDDI and Thuraya



**Recurring Revenue:** Airtime subscriptions from ZOLEO to supplement equipment sales



**Earnings Inflection:** Large growth upside in FY21 onwards from ZOLEO and launch of other new devices



**Defensive & Fast Growing:** Only ASX company developing satellite equipment with demand less impacted by economic cycles



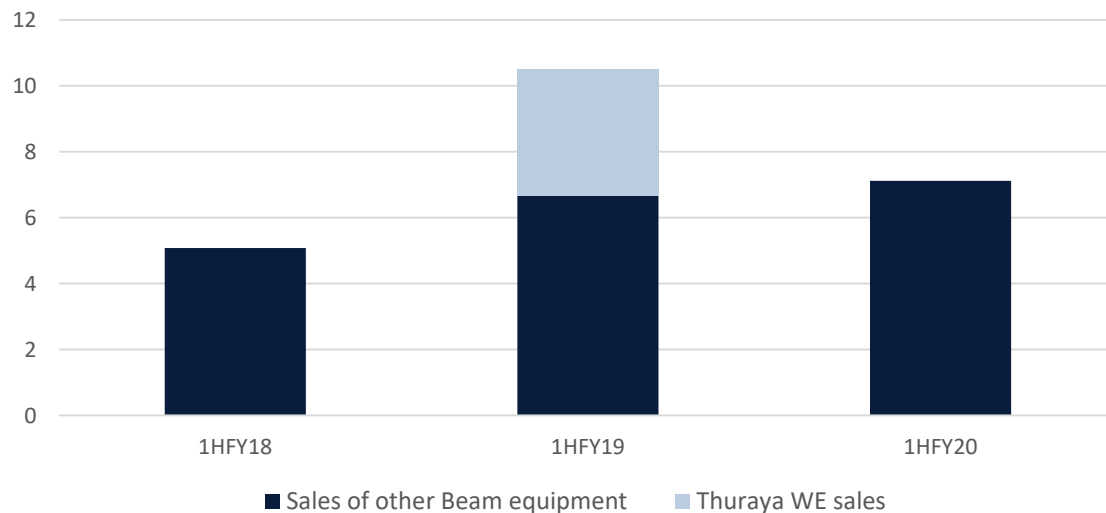
# 1H FY2020 Results



- 1HFY20 remains profitable despite no repeat Thuraya order in the period
- 1HFY19 results bolstered by \$3.85m Thuraya Order
- Significant and continuing growth in other Beam products reduces earnings variability
- Interim revenue \$7.1m and net profit \$160,538
- FY2020 transition year with new products to deliver further earnings momentum in FY2021 and beyond



First Half Revenue Comparison



## Share Price Metrics\*

Market Cap	\$12.2m
52-Week Trading Range	14¢-36.5¢
Average Daily Volume	100,933
No. of Shares on Issue	52.9m
Top 20 Shareholders	78.8%

\*As of 25 Feb 2020



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

# 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	45,000 (37.5k delivered)	3,000	24,000	30,000	20,000
Year of Manufacture	2014 - current	2019 - current	2010 - current	2004 - current	2002- Current



# Recurring Revenue Opportunity

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# Recurring Revenues from ZOLEO



*Say Goodbye to coverage gaps!*

Monthly airtime subscriptions collected by Zoleo Inc. (Beam's JV)

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Modest margin on device to drive adoption and cover costs

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Launched in North America and Australia with other countries to follow

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There are ~200k active satellite phone users in Australia alone

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Affordable pricing of ZOLEO will grow satellite market globally

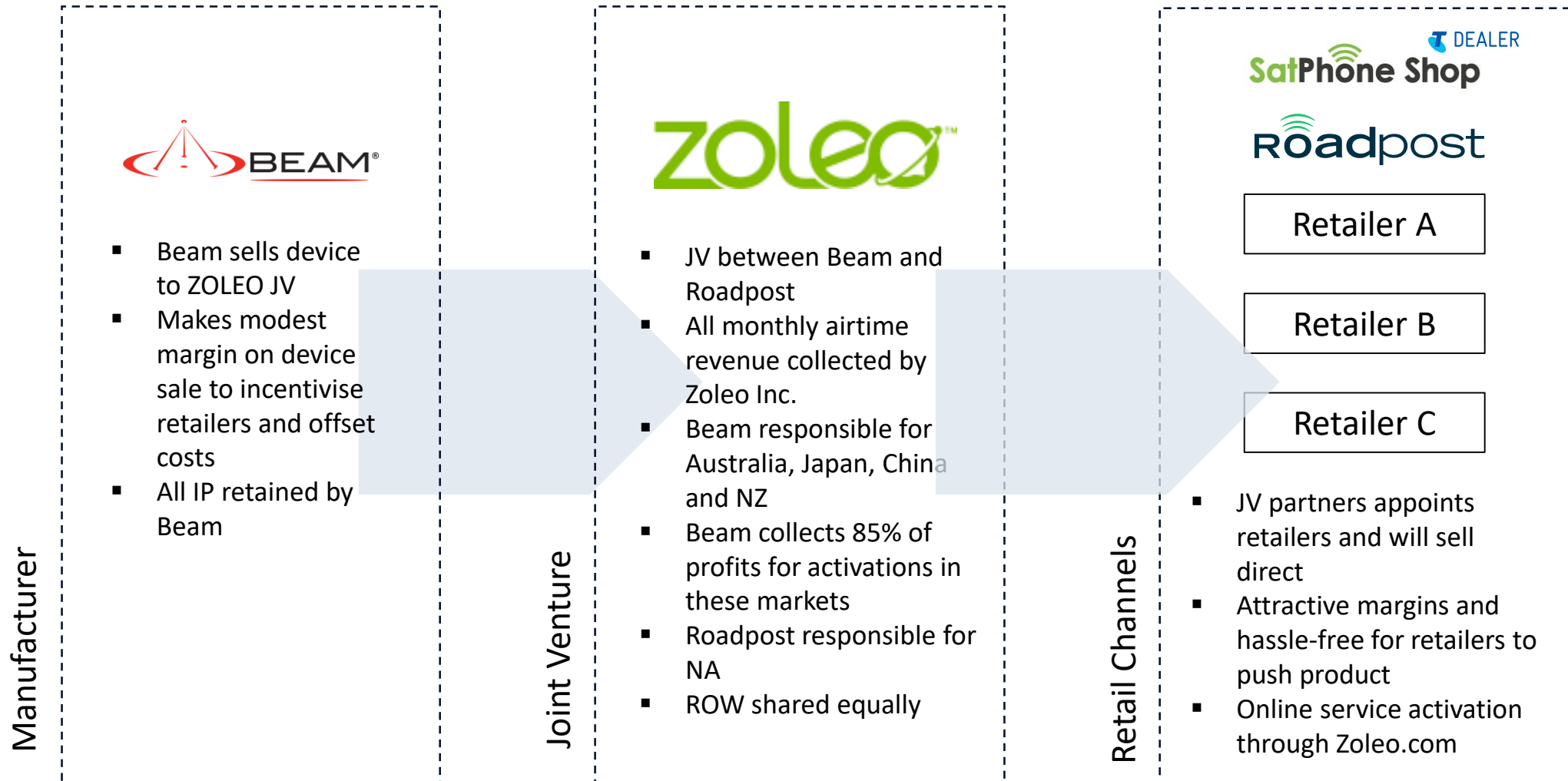
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Wide-spread appeal: Adventure Tourism, Rural Residents and Lone Workers





# Value Chain



# LiTMUS @ Myer & Amazon.com



Beam signed first significant retail partner: LiTMUS LAB @ Myer

LiTMUS showcases hottest tech products at Myer Chadstone and Sydney stores

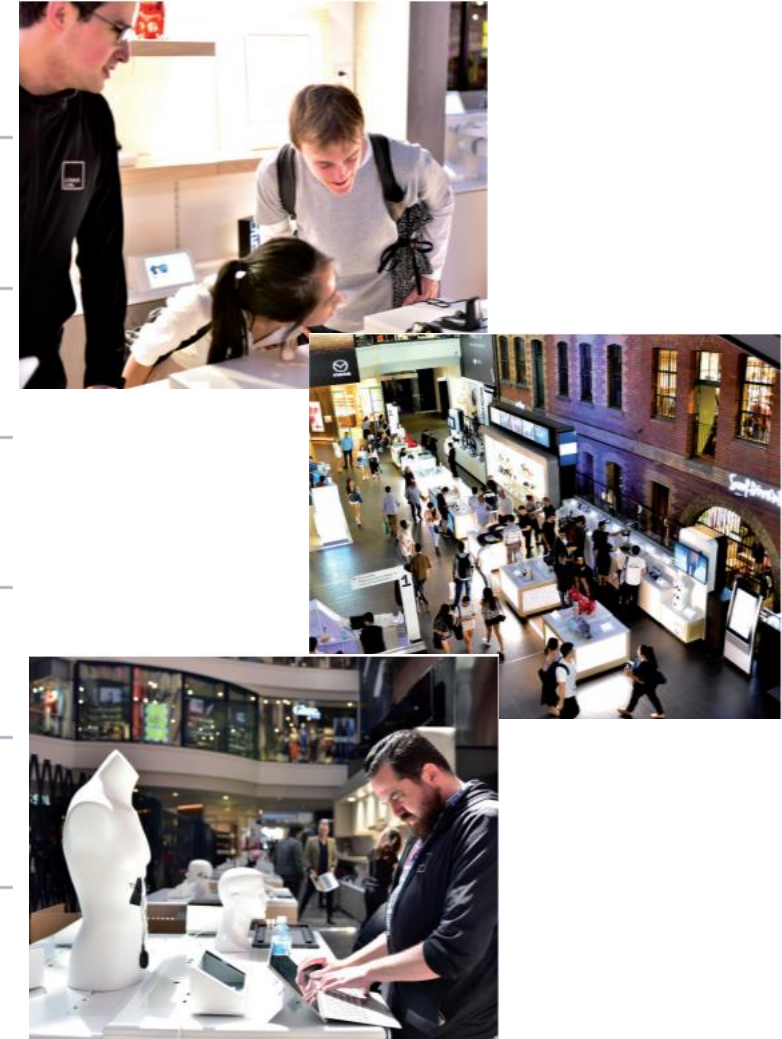
More than 2m shoppers visit LiTMUS each month

Opportunity for consumers to interact with the device before purchase

Myer.com to also sell ZOLEO (Myer's online store gets 1m hits a month)

ZOLEO expected to be available on Amazon and eBay in 4QFY20

Beam in active discussions with other leading retailers



# ZOLEO Key Features



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Affordable A\$345 device with plans from \$32/mth to \$80/mth (unlimited)

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“Sticky” customer base as device can’t be used on rival systems

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No other offering with similar features at this price point

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Seamless switching between Wi-Fi, mobile & satellite

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Familiar smartphone messaging experience & ease of access to phone’s contacts

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Australian mobile number to send and receive SMS

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Water resistant to IP68 (submersible up to 1.5m of water for 30 minutes)

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Location (GPS) sharing & DarkSky™ weather forecasts

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Up to 200 hours battery life and dedicated 24/7 SOS button

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# Additional Growth Opportunities

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Beam MG200 4G Gateway



Leading Edge Group is the first major retail partner with 950 partner stores



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.



Expanding product portfolio to include LTE & dual-band solutions

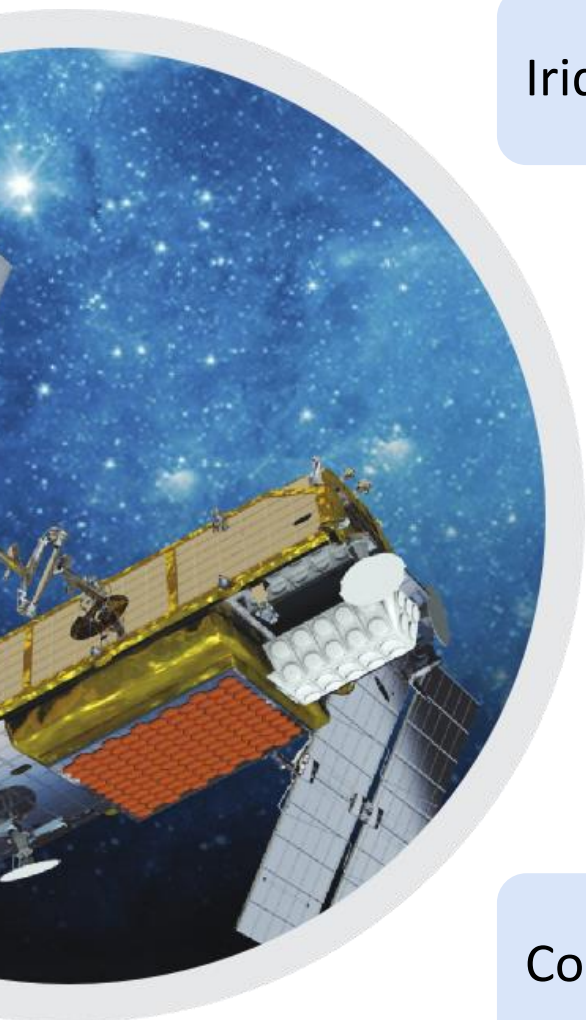
Beam OG200  
4G Outdoor Gateway



Beam MG400 4G Gateway



# 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 2HFY21

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



# Building from a Solid Base

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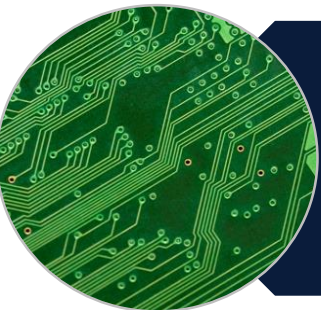
# Base Businesses



**SatPhone Shop:** Largest Telstra satellite equipment retailer



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



**OEM Development:** Developing and manufacturing devices for leading satellite operators

Market for satellite equipment is growing. Sales in SPS and Beam-Branded business increased 26% and 10% (pcp), respectively, in 1HFY20 (excluding one-off sales). Similar growth expected in 2HFY20.

Beam anticipates repeat orders of Iridium GO! and Thuraya WE in FY21.

# 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 **26% pcp growth** in 1HFY20 and momentum carrying through into 2H.



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

**SatPhone Shop**  
Communicate "EVERYWHERE"



**T DEALER**

# 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)

# Successful OEM Business



**Thuraya WE**

World's only dual-band (LTE/Sat) device of its kind

Delivered 3000 units in FY19 (\$3.9m revenue)

Takeover of Thuraya delayed marketing launch

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 45,000 units

Further orders expected in FY21



# Additional Growth Drivers



Step change in revenue will come from the following opportunities

**Ongoing**



ZOLEO seamless  
global messaging



**Ongoing**



New LTE / IoT  
devices



**FY21**



Next-gen Iridium  
Certus 9770  
Devices



**FY21**



Additional Dual-  
Mode Satellite /  
LTE terminals

## Beam's relative sales to market capitalisation

COMPANY	REVENUE FY19	EBITDA FY19	SHARE PRICE (1YR)^	MARKET CAP
Codan Limited (CDA)	\$270.8m	\$67.1m	142.7%	\$1,340m
AddValue Technologies*	\$5.9m	-\$3.1m	31.8%	\$59m
Kleos Space SA (KSS)+	\$1.3m	-\$3.5m	90.3%	\$29m
Mobilicom (MOB)+	\$2.6m	-\$3.2m	25.0%	\$25m
Beam Communications (BCC)	\$18.5m	\$2.1m	35.0%	\$12m

Source: Morningstar/Company accounts

^ 12 months to 25 Feb 2020

+ Results are FY18. Financial year ends in December

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

# 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.

# Summary



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Solid base business with continuing growth in SPS and Beam-Branded businesses in 2HFY20



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ZOLEO expected to generate material recurring revenue towards end FY21



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Launch of new Iridium Certus devices in FY21 onwards



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Growth stock with relatively defensive earnings streams and global reach



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Relative earnings stability with wide product offering and recurring revenue opportunity



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Growing global demand for mobile satellite devices due to improving affordability





# Thank You

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