



Leading the World in Innovative
Satellite Communications

Investor Presentation
November 2020

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Safety, Reliability, and Trust

These are the reasons thousands of customers have been putting their remote communications needs in our hands



Vision

To be a world leader in product innovation, design and development of satellite and specialised LTE communication solutions

Mission

Saving lives, improving safety and enhancing communications worldwide through the design and development of advanced satellite communications

COMPANY OVERVIEW



Global Player

Only ASX-listed developer of mobile satellite equipment



Recurring Revenue

Subscriptions from ZOLEO to supplement equipment sales



Stable & Resilient

Positive underlying FY20 NPAT despite COVID-19



Strategic Partnerships

Aligned with three of the four largest Mobile Satellite Service Operators globally



Defensive Growth

Demand for Beam's solutions less impacted by economic cycles



Multiple Growth Options

Several new products including ZOLEO and Certus

Beam Communications is an Australian publicly listed company that specialises in the innovation, design, manufacture and global distribution of satellite, cellular and dual mode equipment and solutions

Beam's 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's extensive distribution network reaches all parts of the globe, with strategic partners located and actively selling in all regions globally

Beam is globally recognised for its R&D expertise developing many World's First products for the satellite industry, under the Beam brand and that as OEM products

The company is cash flow positive and generated a positive underlying net profit in FY19 and FY20

BOARD OF DIRECTORS



Simon Wallace

Chairman

Simon Wallace is a corporate lawyer and, based in Melbourne, having previously been an equity partner of the largest law firm in the world, he is now the founder & Managing Partner of his own boutique legal practice.

Simon has extensive legal and commercial proficiency, with particular expertise in the areas of project finance, fundraising and corporate governance. He also has substantial professional experience in the areas of investment banking, structured and direct equity investments, product formulation and sales. More recently, he was a director of ASX-listed Hastings Rare Metals Limited (now known as Hastings Technology Metals Limited) until November 2014.



Michael Capocchi

Managing Director

Michael Capocchi has over 20 years' experience in the ICT industry and has held several senior management positions. Michael is based in Chicago, USA, which places him closer to the important centres for satellite communications in the USA and UK/Europe. Michael joined Beam Communications Holdings Limited as the General Manager of the subsidiary, Beam Communications Pty Ltd, in 2003 and was appointed as Managing Director of World Reach Limited in March 2008. Prior to joining Beam, Michael was the Regional Sales Director for Iridium Satellite LLC, directly managing the sales, distribution and channel management strategies for the Asia-Pacific region.



David Stewart

Non-Executive Director

David Stewart is an experienced CEO and successful entrepreneur with more than 30 years in management and business leadership roles. David founded Banksia Technology Pty Limited in 1988 and successfully managed the company as a fast growing and highly profitable business. In 1996 he instigated the successful takeovers of a number of his competitors, including NetComm Limited, which was completed in November 1997. David assumed the role of CEO and Managing Director until retiring in December 2016. A year later David was appointed as a Non-Executive Director of NetComm Wireless and remains the single largest shareholder.



Carl Hung

Non-Executive Director

Carl Hung has a Bachelor of Commerce degree from the University of British Columbia and an Executive Masters of Business Administration from University of Western Ontario's (UWO) Richard Ivey School of Business. He is a Six Sigma Black Belt certified by SGS. He is also a Certified Management Accountant. Carl is President and CEO of Season Group International Inc, a global Electronic Manufacturing Services provider. He has helped grow the company from USD15 million in 2002 to USD161 million in 2016, expanding the company's footprint from China, Canada and Malaysia to include the USA, Mexico and the UK.

*Carl Hung is retiring from the board in the upcoming annual general meeting on 30/11/2020

FINANCIALS

A\$14.9M FY20 Revenue

A\$3.6M Cash position as at 30 Sept 2020

A\$4.2M Cash receipts increased 68% pcp in 1QFY20

A\$3M FY20 EBITDA , up 43% from FY19

A\$341K FY20 NPAT, FY19 A\$339K

A\$3.3M Raised via placement in Oct 2020

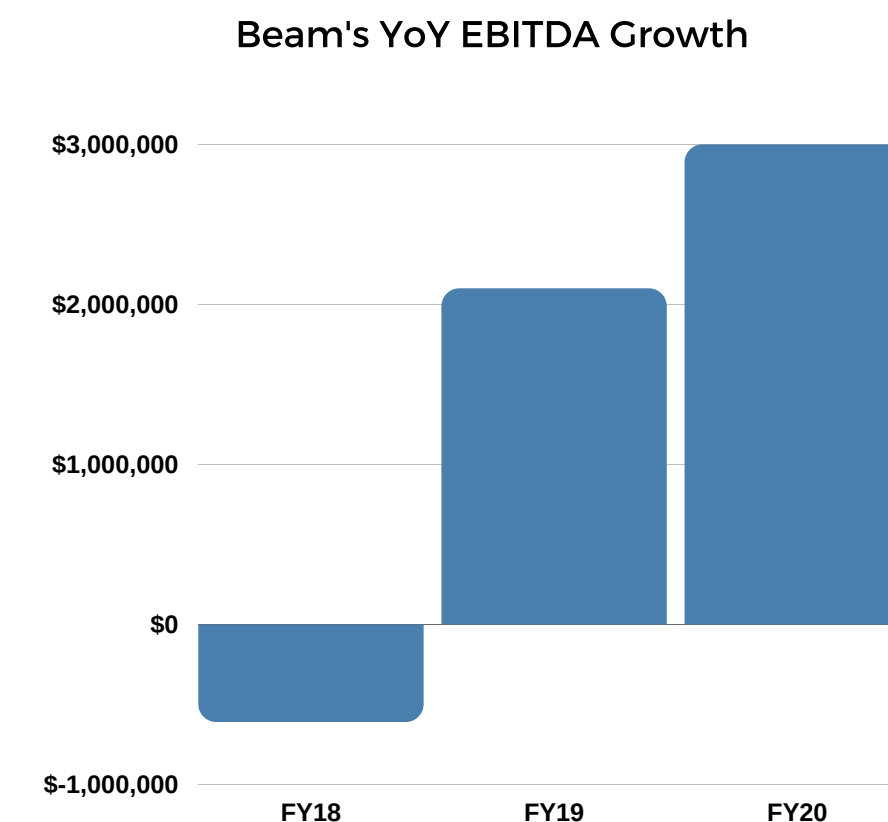
Beam recorded its fourth consecutive quarter of positive operating cash flow for quarter ending 30 Sept 2020

Strong increase in global demand for personal satellite devices due to COVID-19

Sales of ZOLEO gaining traction with stronger than expected demand from North America; and Beam receiving its largest order for ZOLEO so far

Share Price Metrics*	
Market Cap	\$21.5m
52-Week Trading Range	15¢-37.5¢
Average Daily Volume	253,627
No. of Shares on Issue	74.1m
Top 20 Shareholders	55.3%

**As of 28 Oct 2020 and includes second tranche of placement shares*



COMPETITIVE LANDSCAPE



ASX : BCC
FY20 Revenue: **A\$14.9M**
FY20 EBITDA: **A\$3M**
Mkt Cap: **A\$21.5M**



ASX : 5GN
FY20 Revenue: **A\$49.325M**
FY20 EBITDA: **A\$4.241M**
Mkt Cap: **A\$201.9M**



ASX : MNF
FY20 Revenue: **A\$230.9M**
FY20 EBITDA: **A\$38.2M**
Mkt Cap: **A\$370.8M**



ASX : CDA
FY20 Revenue: **A\$348M**
FY20 EBITDA: **A\$117.8M**
Mkt Cap: **A\$2,229M**



ASX : KSS
FY20 Revenue: **A\$1M**
FY20 EBITDA: **- A\$5.2M**
Mkt Cap: **A\$42.9M**

Revenue & EBITDA 12 months up to September 2020
Market Capitalisation as at 28/10/2020

OUR PRODUCTS

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



	ZOLEO	Iridium GO!	Thuraya WE	Inmarsat Docks	Iridium Docks
Description	Global Seamless Messaging Device	Global Voice, Data, SOS Hot Spot	Dual Mode LTE/Satellite WIFI Hotspot	Application Extension for Inmarsat Handheld Phones	Application Extension for Iridium Handheld Phones
Units Sold	22,000 (secured orders)	50,000 (45k delivered)	3,000	24,000	30,000
Year of Manufacture	2020 - current	2014 - current	2019 - current	2010 - current	2004 - current

WORLD'S FIRST INNOVATIONS DEVELOPED BY BEAM



View ZOLEO's features [here](#)



View Iridium GO!'s features [here](#)



View Thuraya WE's features [here](#)

OUR PARTNERS

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

Our distribution focuses on:

- **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:** Beam's wholly-owned subsidiary. Largest Telstra satellite equipment retailer



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

STRATEGIC PARTNERSHIP WITH IRIDIUM

- Iridium Communications Inc. (NASDAQ:IRDM) is a US\$3.6B market cap company headquartered in the United States
- Iridium offers voice and data connectivity through a constellation of 66 cross-linked LEO satellites. It is trusted by more than a million mariners, pilots, humanitarians, first responders, governments, and more around the world
- Beam was appointed a Value Added Manufacturer nearly twenty years ago, as one of Iridium's first partners. Since this time, it has developed a strategic range of Iridium based accessories and terminals for the Iridium satellite network
- The Iridium GO! project was one of the first Iridium product developments fully outsourced, utilising Beam's engineering expertise for product innovation and design . Iridium GO!, a Beam innovation that established the Worlds First Iridium global WiFi hotspot
- Iridium GO! has now generated more than 50,000 Orders and millions of dollars in revenue for Beam and the longevity of this product demonstrates Iridium's ongoing commitment to Beam



Source: Amazon.com.au

SEAMLESS GLOBAL MESSAGING FOR SMARTPHONES IS HERE



Satellite



Cellular



Wi-Fi

ZOLEO Garneres Prestigious MSUA Innovation Award



MSUA

MOBILITY
SATELLITE
INNOVATION
AWARDS

2020

TOP MOBILITY
USER EXPERIENCE
INNOVATION

zoleo



THE
AUSTRALIAN
BUSINESS
AWARDS

®

ABA100

NEW PRODUCT INNOVATION WINNER 2020

SIGNIFICANT OPPORTUNITY FOR ZOLEO

> 200K

Active Handheld / IoT
Satellite Services in
Australia alone

> 4M

Active Handheld / IoT
Satellite Services
Globally



Launched in North America
and Australia with other
countries to follow

ZOLEO is enabled for B2B and B2C
distribution and focuses on a recurring
revenue stream

Revenues from hardware sales and
monthly recurring airtime fees

Affordable A\$345 (US\$199) device with
monthly subscription plans from A\$32
to A\$80



- ✓ 200+ Hours Battery Life
- ✓ Satellite, Cellular & WiFi
- ✓ IP68 Water & Dust Proof
- ✓ - 900 Character App-App Messages
- ✓ Fast Check on Device
- ✓ 2-year warranty
- ✓ Dedicated SMS +61 4 number & email

**Iridium has recorded a meaningful
increase in activations of Personal
Communication Devices (PCD's)**

*"And it's also representing the fact that
there's just more and more devices out
there... and we see a number of new
partners that are showing some
success, particularly there's one called
ZOLEO."*

- Matt Desch, CEO, Iridium (20/10/2020)



ZOLEO'S DISTRIBUTION AND CHANNEL PARTNERS

Bass Pro Shops / Cabela's : World's largest outdoor equipment retailer with over 169 stores in North America

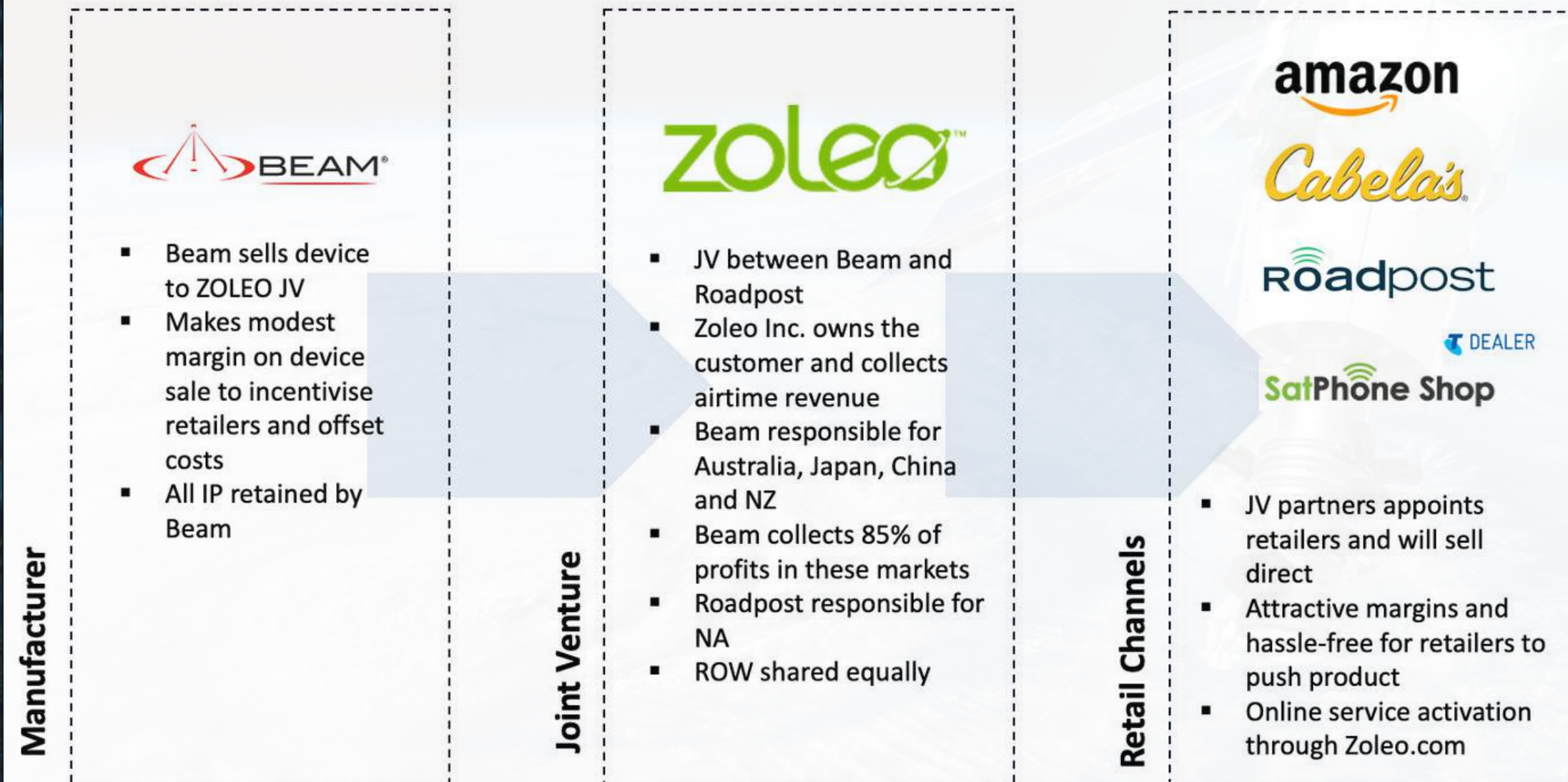
Amazon – Direct fulfilment established in North America / Australia

EBAY – Direct fulfilment established Australia

London Drugs - Major Canadian retail chain, >80 stores

Myer Marketplace – Online Australian retailer

Active discussions with other major outdoor & national retail chains



ZOLEO'S RECURRING REVENUE STREAM

ZOLEO's revenues are derived from hardware sales plus recurring monthly subscription fee

Affordable A\$345 (US\$199) device with monthly subscription plans from A\$32 to A\$80

Marketed B2B and B2C



ZOLEO will expand the available market for personal satellite communication devices through its:

- Ease of use
- App's multi network access
- Low retail price / Value for Money
- Iridium's one network globally

Wide-spread appeal: Adventure, Tourism, Rural Communities, Lone Worker, Government and Enterprise applications

Iridium believes that COVID-19 is one of the drivers for the growth of Personal Communication Devices (PCD's), with consumers seeking to socially distance and get off-grid during the pandemic, while still remaining contactable

-Iridium Quarterly Results 20/10/2020

All ZOLEO monthly plans include:			
• Your own ZOLEO (Australia-based) SMS number and email address	• Unlimited SOS messaging	• Flexibility to change, suspend or cancel if your needs change*	
ZOLEO Plans (AU\$)	Basic	In Touch	Unlimited
Monthly Fee	\$32	\$55	\$80
Included Satellite Messages 	25	250	Unlimited
Additional Satellite Messages	65¢/ea	50¢/ea	Free (unlimited)
Satellite SOS Alerts	Unlimited	Unlimited	Unlimited
Cellular & Wi-Fi Messages 	Unlimited	Unlimited	Unlimited
GEOS SOS Monitoring Service	✓	✓	✓

THE ZOLEO ADVANTAGE



ZOLEO A\$345



GARMIN INREACH MINI A\$529

Great Value Low \$ Plans	✓	✗
Iridium Global Network	✓	✓
Smartphone App	✓	✓
Two-way Messaging	✓	✓
Weather Reports	✓	✓
Location Sharing	✓	✓
Cellular & Wi-Fi Messaging	✓	✗
Dedicated Phone Number	✓	✗
Waterproof >1m (IP68)	✓	✗
Dustproof (IP68)	✓	✗
Large Message Size (900 characters)	✓	✗

Source: Amazon.com.au



What's Next?

Next-Gen Devices in the Pipeline that build on our solid base

Proceeds from Beam's recent placement will be used to:

- **Expand** ZOLEO into new markets in Asia and Europe
- **Support** the appointment of new national retailers in Australia
- **Focus** on direct opportunities for the use of satellite-reliant devices and technology in disaster relief and emergency management
- **Develop** new Iridium Certus® devices with data speeds that are more than 35 times faster than the current generation of products

NEXT GENERATION OF IRIDIUM DEVICES



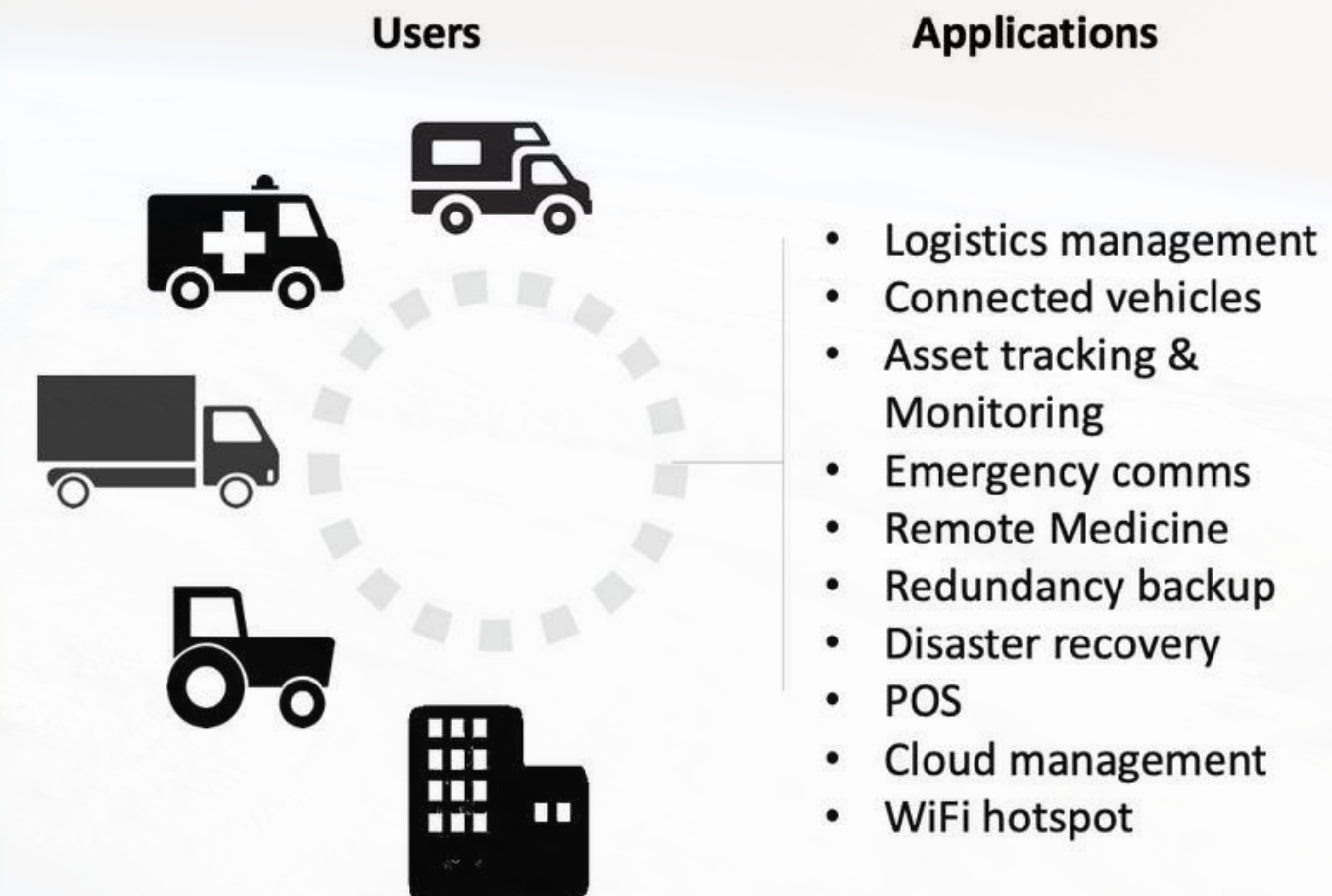
Iridium has invested over US\$3B in next-gen satellite constellation (Certus®)

Beam to build next-gen products based on historical success

New devices will have data speeds 35 times faster than current terminals

New products will focus IoT, Land Mobile and Maritime applications

New Devices will complement current Beam portfolio of product offerings



Beam is at the forefront
of innovation as it paves
the way for future
success

