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The Manager  
Market Announcements Platform  
Australian Securities Exchange Limited

## **AUSTRALIA POST GROUP BECOMES THE LATEST MAJOR AUSTRALIAN RETAILER TO SELL ZOLEO**

### **Highlights:**

- **One of Australia's largest retailers placed an initial order for ZOLEO and will start selling the device from next month**
- **Australia Post has a very strong retail network in regional and remote communities where more than 2,500 of its 4,300 outlets are located**
- **The devices will be ranged in participating Australia Post outlets across the nation**
- **The affordable and cost-effective ZOLEO global messaging device is ideal for those living and working in regional centres where mobile blackspots are common**
- **Beam is actively working on developing the enterprise and government markets in Australia for ZOLEO, which is perfectly suited for lone/remote worker and emergency applications**

**Beam Communications Holdings Ltd** (ASX: BCC, "Beam" or the "Company") is pleased to announce that it has signed a retail partnership agreement and received an initial order for ZOLEO from **Australia Post Group**, which will sell the device across participating Australia Post outlets and through their website starting in May.

Australia Post is one of the nation's largest retailers with 4,300 outlets and has a very significant presence in rural and remote regions as more than half of these outlets are located in such communities, where having a seamless global messaging device like ZOLEO would be particularly relevant.

The pocket-sized ZOLEO device will initially be available at selected regional locations and on the Australia Post website before being reviewed to progressively roll out to other Australia Post outlets in the country.

"We are proud to support Australian innovation and are pleased to be able to offer a unique device like ZOLEO to the many millions of Australians who shop at our stores and online," said Australia Post's Category Manager Telecommunications, Drew Bailey.

"ZOLEO is a unique offering and is the first of its kind product to be sold across our store network."

Australia Post is the latest strategic major Australian retailer to stock and carry the Beam-designed and developed device.

"Sales of ZOLEO in Australia is accelerating and our new partnership with Australia Post will help us build on this momentum," said Beam's managing director and chief executive officer, Michael Capocchi.

“We are also actively working on expanding ZOLEO’s reach into the government and enterprise markets where a compact and always connected messaging device will be especially useful for lone/remote worker and emergency applications.”

Yours faithfully,

A handwritten signature in black ink, appearing to read 'Dennis Payne', with a stylized, flowing script.

Dennis Payne  
Chief Financial Officer & Company Secretary

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#### **About Beam Communications Limited**

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 Australia Post Group**

At the heart of every Australian community, our people are a regular presence to rely on. We've always looked for ways to link communities together and listen to what matters to them. We'll always be there for Australians in need. We provide services to many Australians, and regularly visit over 12.3 million delivery points across the country. This important role we play in our community also allows us to deliver much more than parcels and letters. We have one of Australia's largest retail networks with over 4,300 Post Offices, including 2,500+ in rural and remote areas. We're constantly innovating and trialling new ways to deliver essential services to all Australians; and to ensure our business is operating in an efficient and sustainable way that helps our nation prosper.