

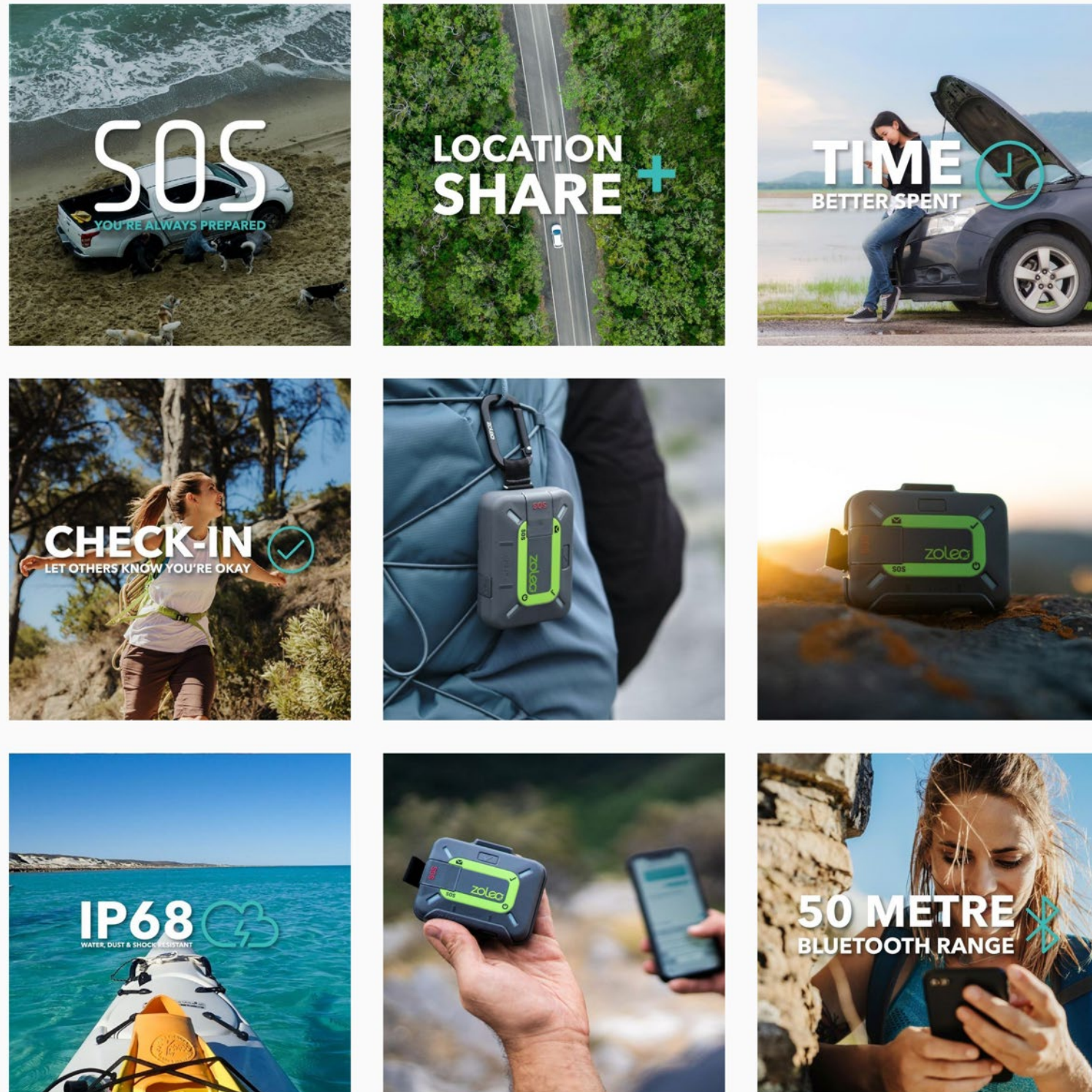


Annual General Meeting

30 November 2021

BEAM COMMUNICATIONS HOLDINGS LTD (ASX:BCC)

Managing Director's Presentation



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Year in Review

Growing Recurring Revenues

Continued strong growth in ZOLEO subscribers despite COVID-19 impact

Record FY21 Results

Full year revenue and profit before tax reach all time high due to growth across all its key divisions

Fuelled for Further Growth

Strategic growth opportunities to expand market penetration with new products and recurring revenues

FY2021 FINANCIAL REVIEW

+24%

FY21 Op Revenue
record high of
\$18.5M

+\$2.3M

Turnaround in
FY21 PBT to
\$781K

+25%

Increase in FY21
customer receipts
vs. FY20

5.4X

Increase in ZOLEO
units invoiced in
FY21 vs. FY20

- Growth in ZOLEO sales and improved sales in key parts of Beam's business contributed to the record FY21 results.
- Beam has been operating cash flow positive in the last ninth consecutive quarters.
- Further material growth anticipated in FY22 on expected strong increase in ZOLEO subscription revenue, fast tracking of its growth plans and organic growth in other parts of the business.

Beam (ASX: BCC) One-Year Share Price



Share Price Metrix*

Market Cap	\$39.3M
52-Week Trading Range	18.5c – 61c
Average Daily Volume	193,269
No. of Shares on Issue	86.4M
Top 20 Shareholdings	61.3%

*As of 23/11/21. Adjusted for November's share placement but not SPP.

RECURRING REVENUE CONTINUES TO BUILD

Growth in ZOLEO Subscribers

Number of ANZ subs jumped 28% QoQ to 1,640 in 1QFY22 despite COVID lockdowns (+938% pcip)

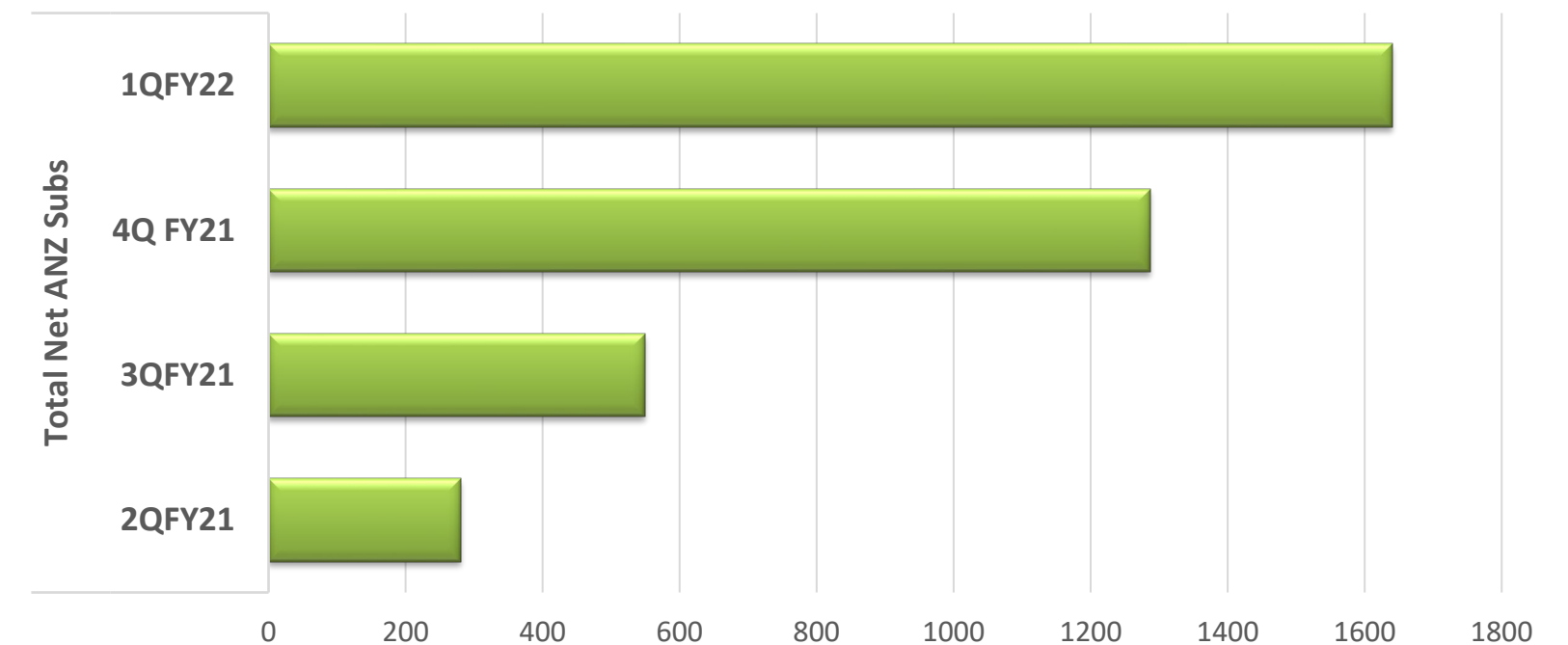
ZOLEO Orders accelerating

Number of ZOLEO units shipped and invoiced to ZOLEO Inc in 1QFY22 was 9,550 (+161% pcip and more than the entire FY20)

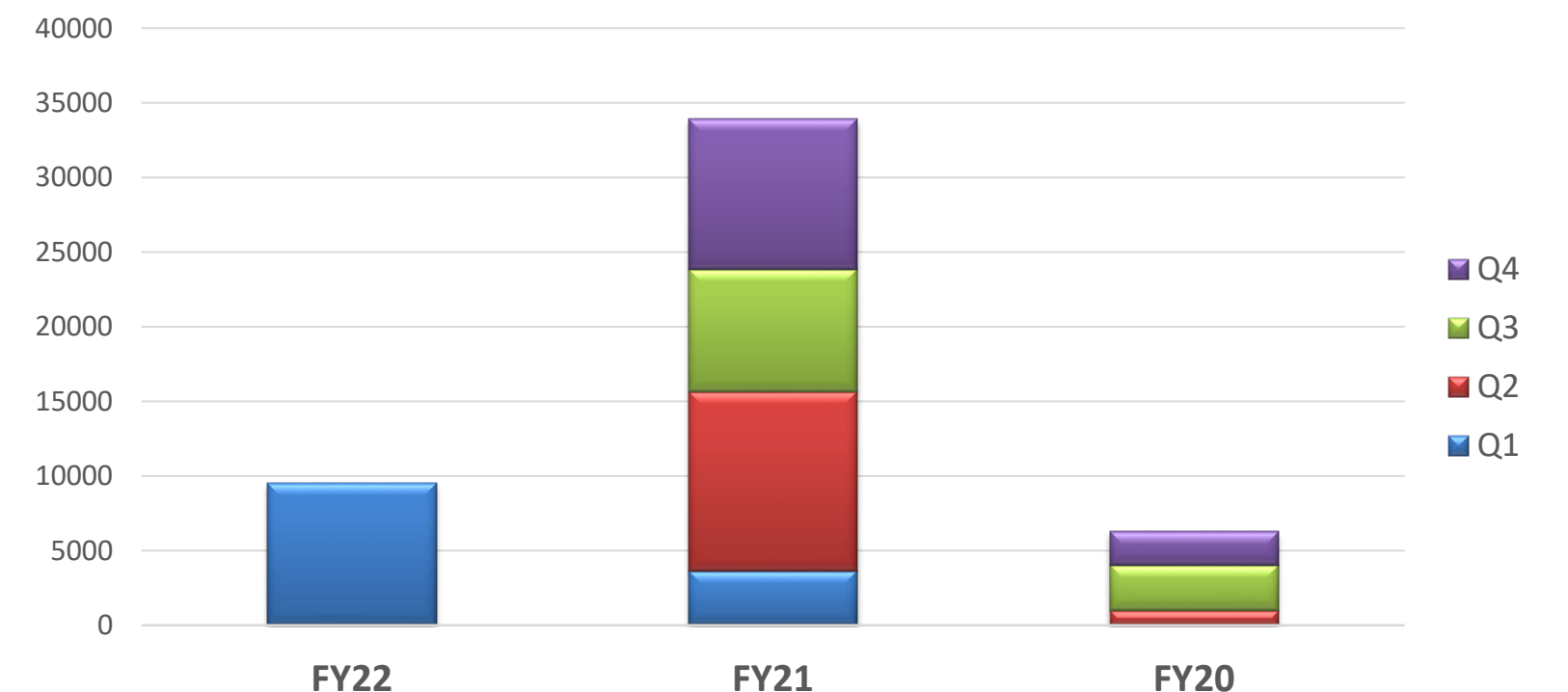
Positive Outlook

Growth in subs expected to remain strong heading into the holiday season and beyond as VIC and NSW emerge from lockdowns and as consumers increasingly opt for outdoor recreational activities

Continued Growth in Subs Despite Lockdowns



Number of ZOLEO units shipped and invoiced to JV



YEAR OF ACHIEVEMENTS



kogan®



Kogan and Wesfarmers' Catch Group commences sales of ZOLEO

ANACONDA

Anaconda starts selling ZOLEO

ZOLEO offers first value added service to lift ARPU



Australia Post starts selling ZOLEO

ZOLEO launches in NZ & hits 1m monthly messages

Beam delivers record revenue and profit

Orders for Iridium GO! reach 62,500

Marketing partnership with GoPro Inc.

Orders for ZOLEO devices exceed 100k

ZOLEO ANZ subs reach 1,640 despite lockdowns

Successful capital raise to fast-track growth

Readying for Take-Off in 2022

2021

FUNDING TO ACCELERATE GROWTH

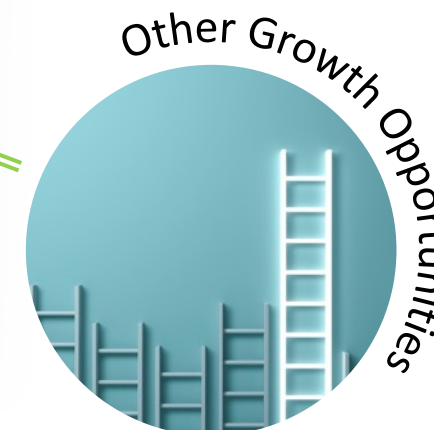
Beam's total cash holdings post the raise will be **~\$10m** and it will have access to a **further \$1.7m** in unused debt facilities.



- Expanded European Launch in early 2022
- R&D for ZOLEO device upgrade
- API/SDK development for 3rd party integration
- Launch into new markets outside Europe in 2022



- Initial build of Certus device in 2022
- R&D for other Certus devices
- Devices with data speeds that are >35 times faster
- Drawing on 20 years of Iridium expertise / partnering



- Increased working capital to fund growth
- Post-pandemic conditions favourable for sat comms
- Optionality to consider strategic acquisitions

FAST TRACKING ZOLEO

The additional capital will allow Beam to bring forward the expansion plans for ZOLEO by ~6 months and capitalise on the continued success since launch

Pre-Raise Plan

Post-Raise Plan

Launch into Europe in early 2022

UK + 1 other country

UK + at least 2 other countries

Develop API/SDK for 3rd party integration

1H FY2023

FY2022

Commence R&D on next-gen ZOLEO

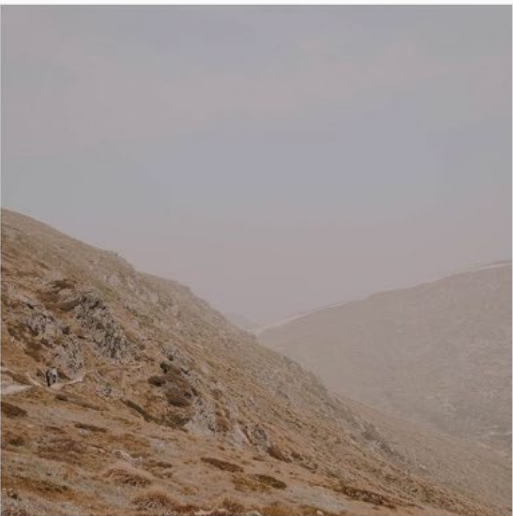
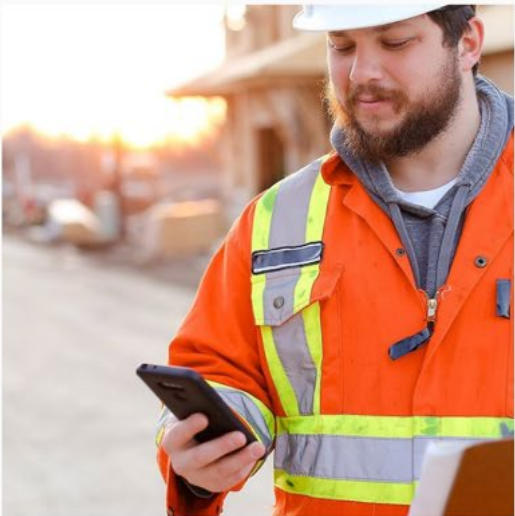
2H FY2023

2H FY2022 - 1H FY2023

Launch into new markets outside Europe

2H FY 2023

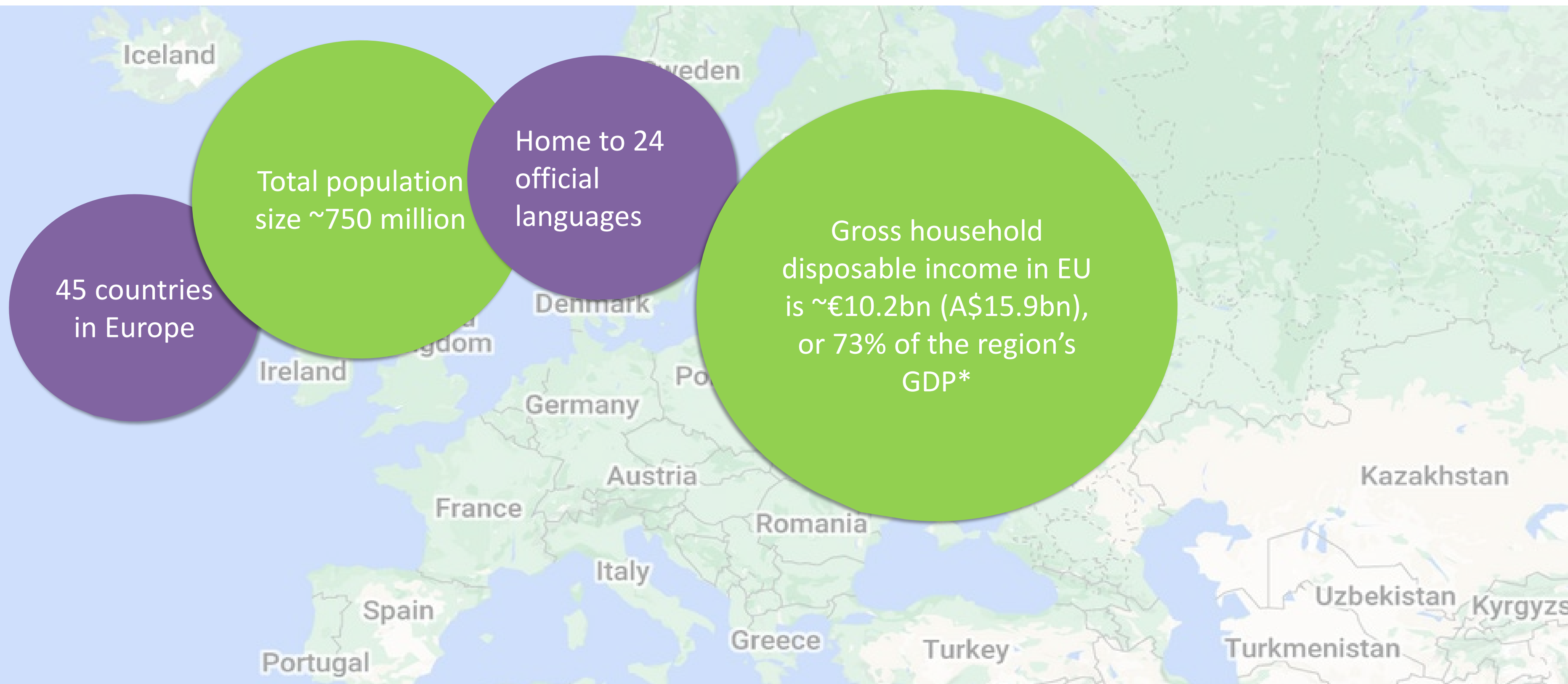
1H FY 2023



zoleo™

LARGER LAUNCH PROGRAM

Strategic rational to move more quickly to establish multiple beachheads into Europe



NEXT GENERATION OF IRIDIUM DEVICES

Another significant and exciting near-term growth driver for Beam



On track to ship Iridium Certus® order in 2022



Multiple applications for new range of higher speed Certus® devices



Opportunity for Beam to offer value-added services for its Certus® device to generate new recurring income stream



Beam plans on developing additional Certus® devices



OPTIONALITY FOR ACQUISITIONS



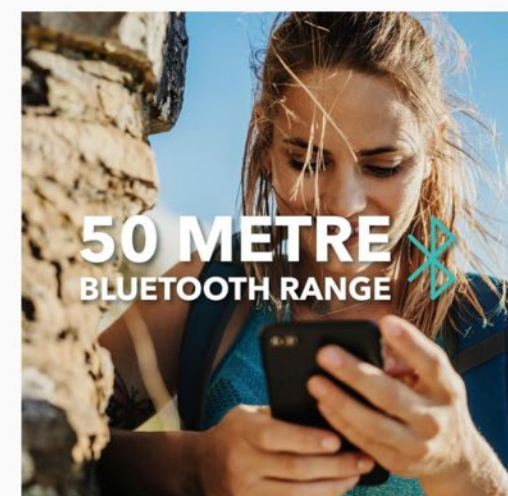
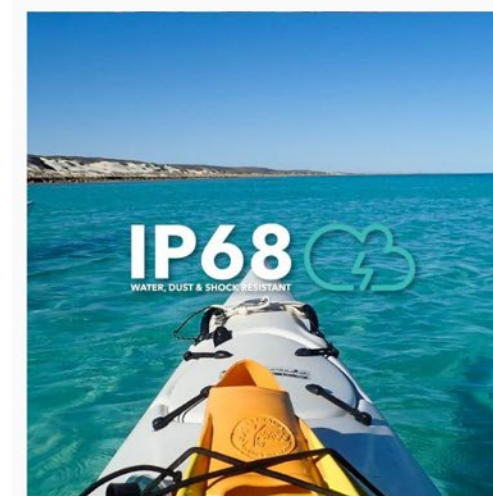
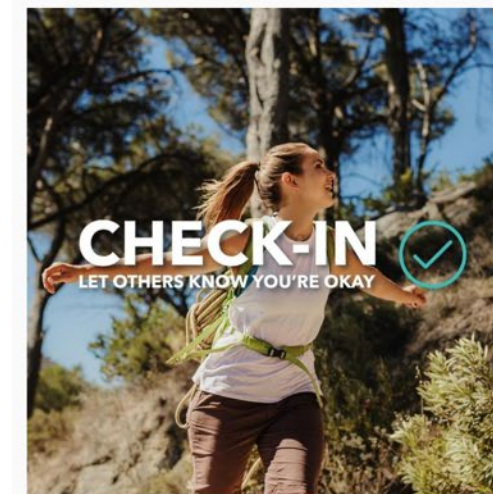
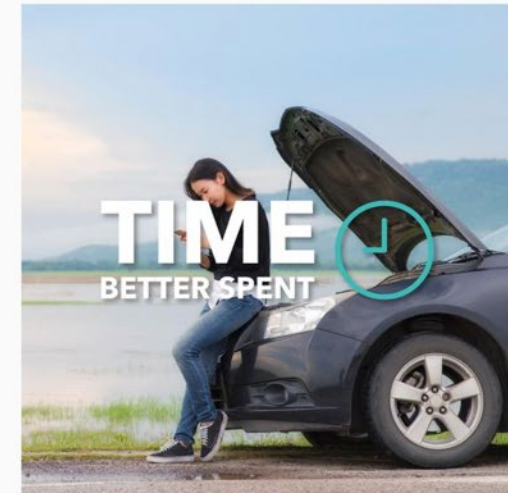
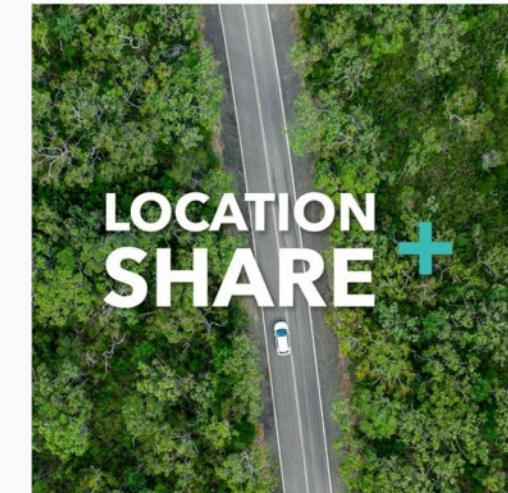
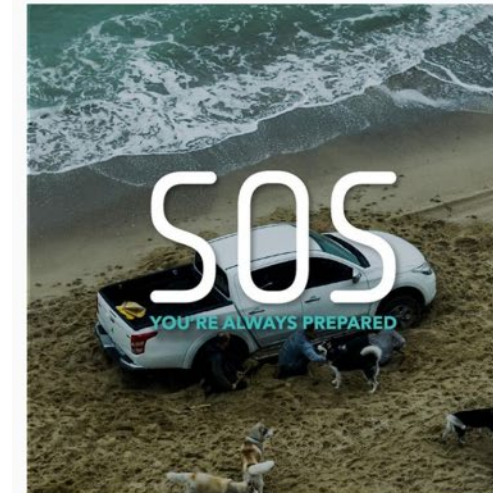
- Beam is constantly evaluating opportunities in Australia and international markets to make a strategic and earnings accretive acquisition
- Focus is on complementary assets that help build on Beam's growing recurring revenues
- Beam's strong balance sheet and capital position post raise will give management an upper hand in negotiating deals if any targets are identified
- There are currently some preliminary discussions underway for potential acquisitions, Beam will provide updates should these develop substance.

POSITIVE MARKET TRACTION

New hires (social media expert and enterprise / Gov's BDM) driving growth

ZOLEO Australia website hits jumped 215% over past year

Significant influencer/ambassador engagement (*Pat Callinan from the 4 x 4 show, B2B Adventures, Macca, Borgy, Off Road Adventure Show, Robbies Fishing*)



POSITIVE MARKET TRACTION

Successful strategic distribution development within key market segments, with more national names to come in Australia & New Zealand

amazon.com®

ebay

kogan®

ANACONDA

catch.com.au

MVLL

Media & Marketing Partnerships with *GoPro Inc, What's Up Down Under, GO RV, Adventure Curated.*



ADVENTURE CURATED

GoPro

GO RV.com.au

Overwhelmingly positive online reviews of ZOLEO from users and experts

Average Customer Ratings

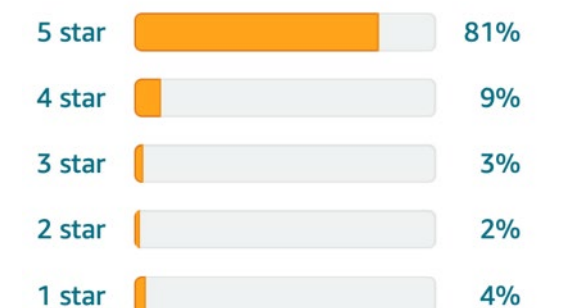
Overall	★★★★★	4.8
Value of Product	★★★★★	4.8
Durability	★★★★★	5.0
Ease Of Use	★★★★★	4.5
Product Description	★★★★★	4.6

Source: Anaconda website

Customer reviews

★★★★★ 4.6 out of 5

1,044 global ratings



Source: Amazon

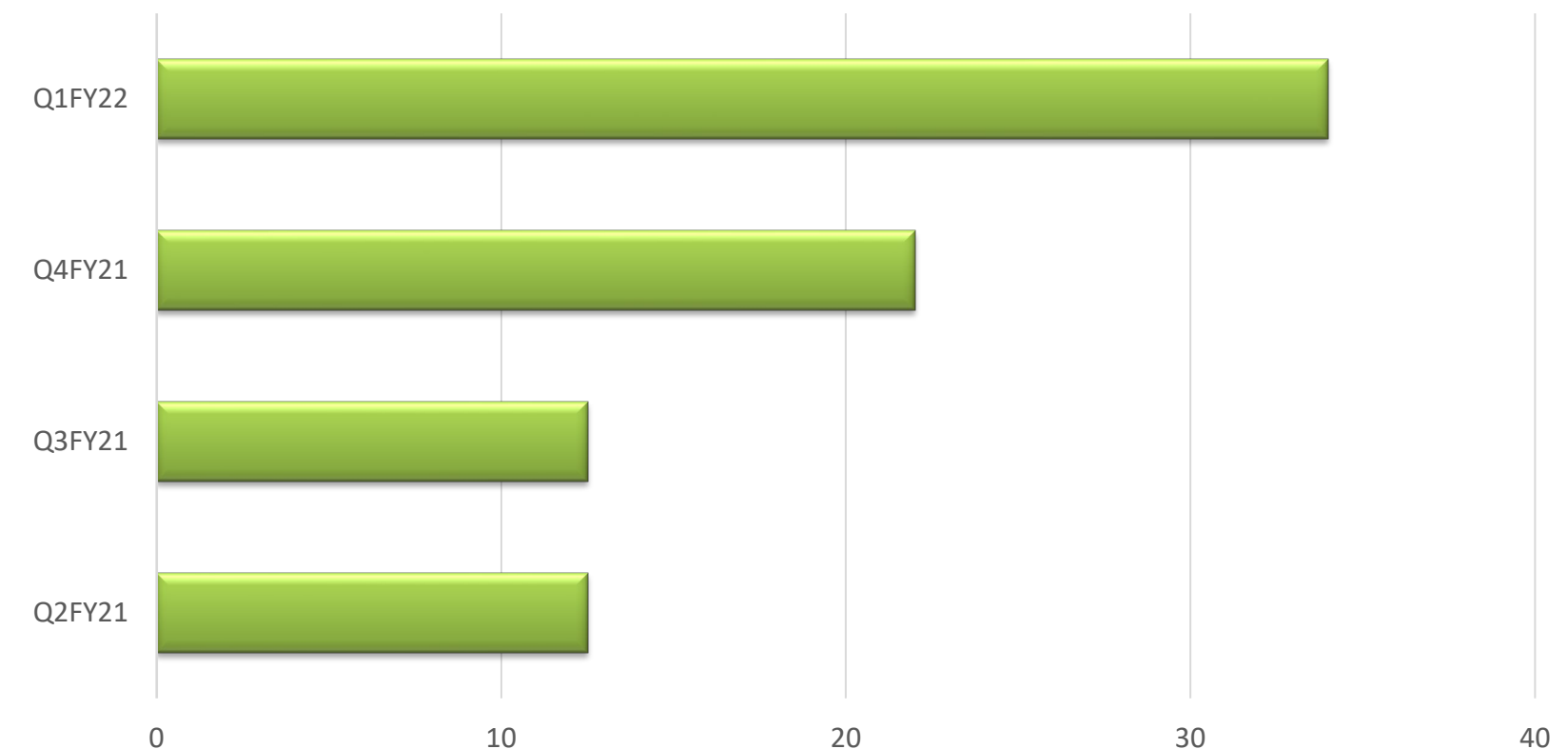
GLOBAL SUBSCRIBER BASE RAMPING UP

- Beam has received orders for >115k ZOLEO units since launch and delivered/invoiced ~50k
- Beam's ZOLEO ANZ retail footprint jumped >60% in just six months to ~350 locations across 70+ dealers and further growth expected
- Iridium is forecasting Personal Comms Device (PCD) segment growth of 29% CAGR (2021-2025)

“I think the other standout lately has been ZOLEO. Really, I think it's been pleasing to see how that product has taken off and I think has exceeded expectations, certainly of ours, if not theirs.”

- **Matthew Desch, CEO of Iridium Limited** on the company's 3Q 2021 earnings call
(19 Oct 2021)

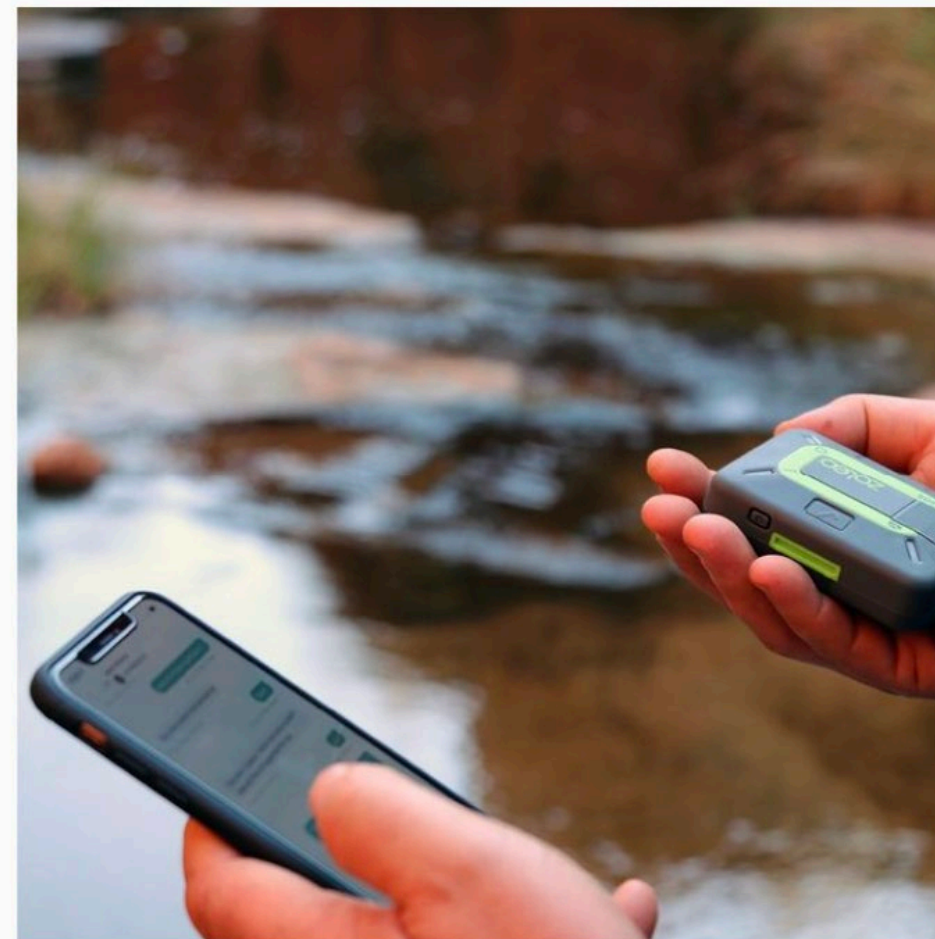
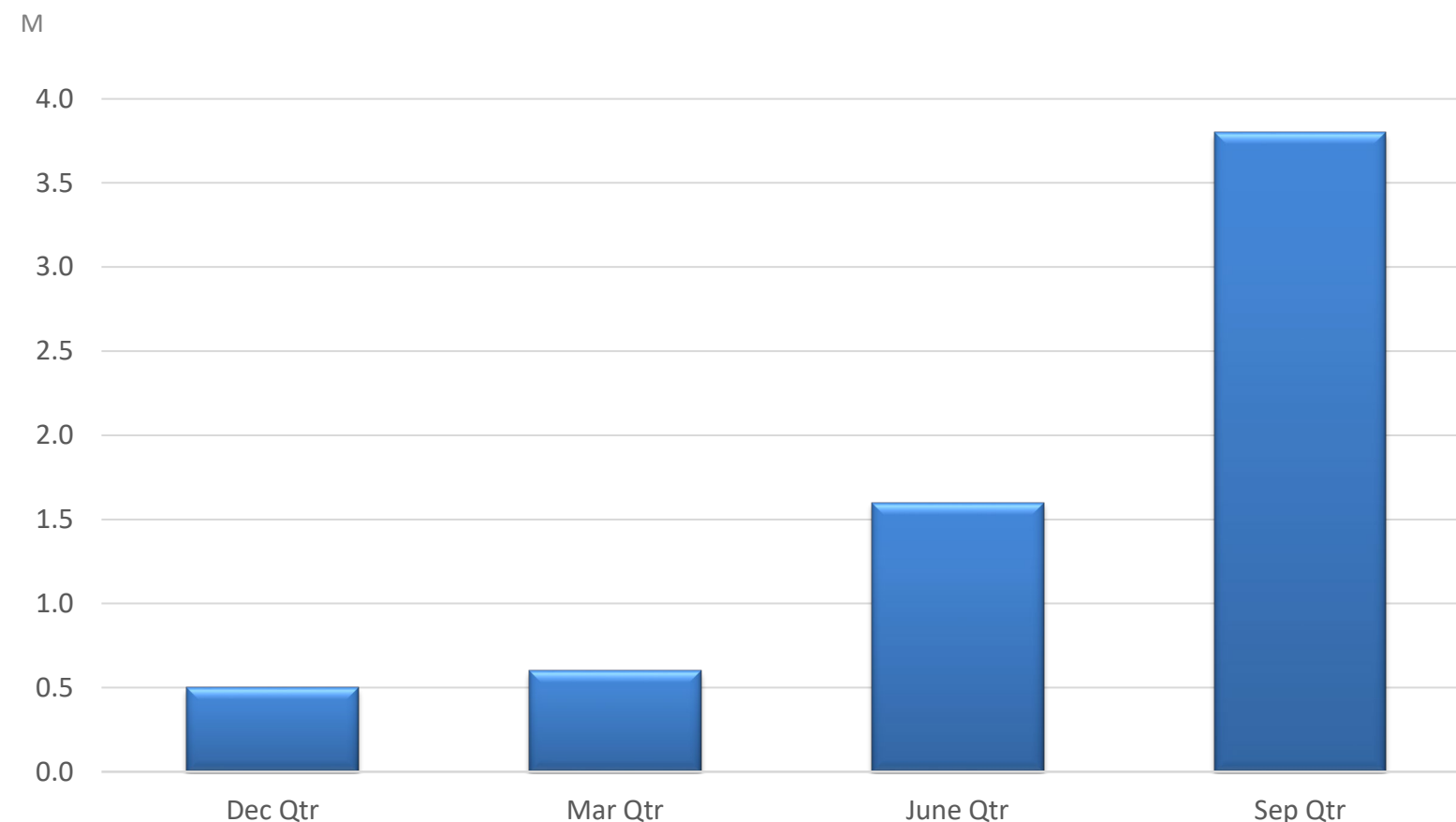
ZOLEO Orders by Quarter ('000 units)



GLOBAL SUBSCRIBER USEAGE GROWTH

- No. of messages sent via ZOLEO in 1QFY22 **hit record 3.8m** with 1.4m messages in September alone
- Significant growth opportunity from **Europe launch in early 2022**
- Major opportunities from **development of SDK for partner integrations**

No. of Worldwide Messages sent via ZOLEO per Quarter



GROWING FROM STRENGTH-TO-STRENGTH



Wholly-owned subsidiary of Beam and is Telstra's largest satellite dealer in Australia



Sells Iridium Equipment, Beam manufactured terminals and other outdoor products



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

- SatPhone Shop (SPS) revenue increased by 27.5% in FY2021
- Growth accelerated in 4Q FY2021 and momentum continuing into FY2022
- Demand coming from government and medium-sized enterprise customers
- Strategic channel to market for ZOLEO
- Transacts all online market place transactions for ZOLEO ANZ
- Inmarsat handsets added to support sale of Beam Inmarsat accessories

PERFORMANCE OF OTHER DIVISIONS

Iridium GO! Orders for Iridium GO! hits 50k in FY2021

Beam received additional orders post FY21 end to take total orders to 62.5k

Further orders expected due to rising demand for personal sat comms



Beam-Branded Equipment

Better than expected result with a modest 10% decline in FY2021 sales

Decline could have been steeper due to COVID-19 disruption to maritime, aeronautical, government and enterprise markets

Sales starting to recover as global pandemic restrictions ease



OUTLOOK FOR FY2022 & BEYOND



Launch of multi-award winning ZOLEO into large new markets around the world



Strong balance sheet and financial performance despite COVID-19 disruptions



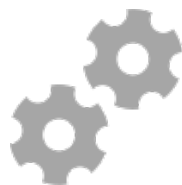
Multiple growth drivers including Certus® launch, SPS, Iridium GO!



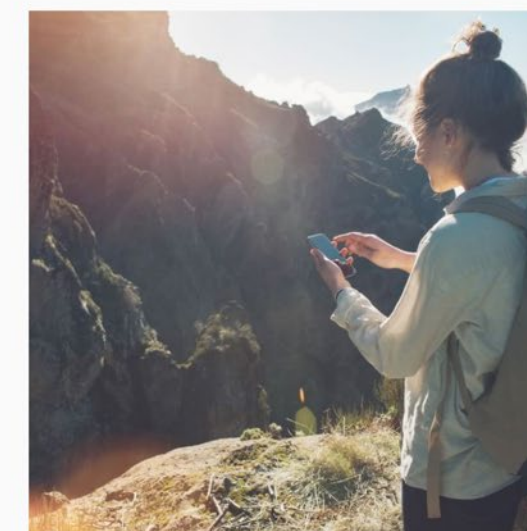
Further significant growth in ANZ ZOLEO subscribers and recurring revenues expected



Growth in outdoor leisure activities post COVID driving demand for sat comms



Optionality to consider strategic acquisitions to build recurring income



Thank You

