



FY23 Results

30 August 2023

ASX:BCC

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EBITDA Accelerating

1

Record Operating Revenue | EBITDA

- FY23 revenue +67% YoY to \$39.5m,
- EBITDA +189% YoY to \$4.2m,
- NPAT +\$2.3m YoY



2

Growth Across All Divisions

- Core Beam Revenue +129%
- SatPhone Shop Revenue +6.7% and
- ZOLEO Royalties +72.1%



3

Recurring Revenues

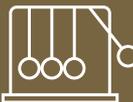
- ZOLEO FY23 Royalty Revenue of \$711k (+72.1% PCP)
- Other airtime services \$893k +21.4% PCP
- Forecasting similar growth in FY24



4

Momentum Carrying Through

- EBITDA growth in FY24 and further margin expansion due to favourable product mix
- Further growth in recurring revenues from airtime & VAS



Operating Revenue



	% Change	FY23 (\$m)	FY22 (\$m)
Op Revenue	+67%	39.552	23.663
EBITDA	+189%	4.264	1.477
PBT	Large	1.925	0.121
NPAT		2.075	(0.176)

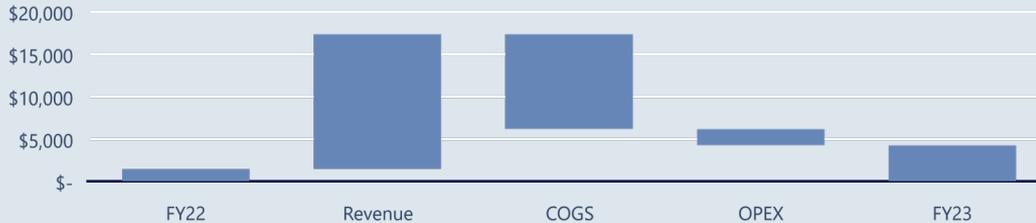
FY23 Growth | Strong Operational Leverage

Operational leverage a key feature | OPEX + 40% | EBITDA +189%

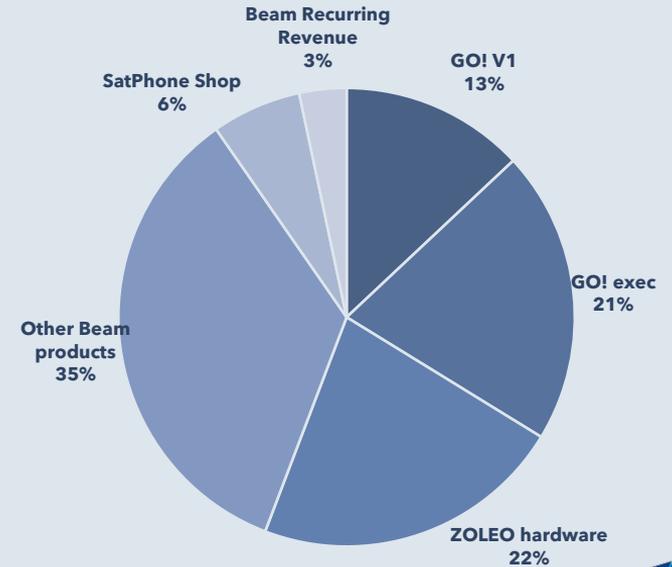
Revenue (\$'000)



EBITDA (\$'000)

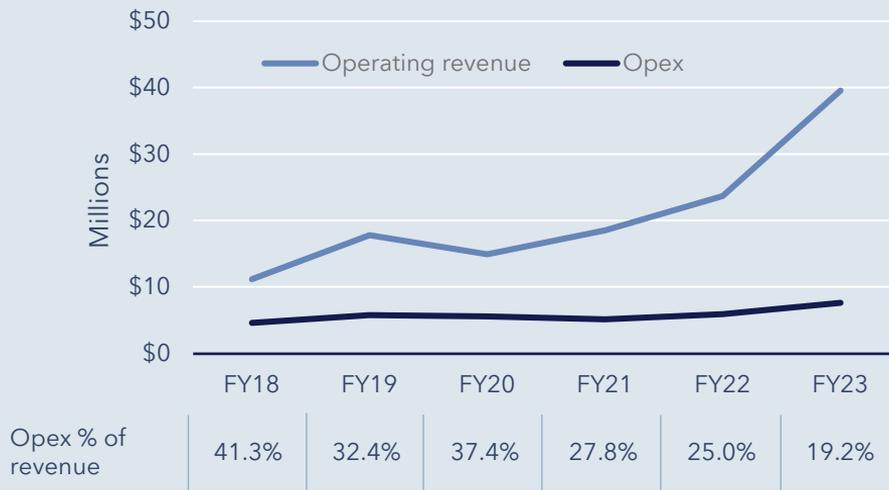


Revenue Diversity



Revenue Growth History

Revenue growing ~3x faster than Opex



- Operating leverage increases as new products/services are added
- 5-year revenue CAGR 29%, 5-year Opex CAGR 11%
- Proven heritage of innovation and growing addressable markets

Improving affordability and new technologies are transforming Mobile Satcom from niche to mass market

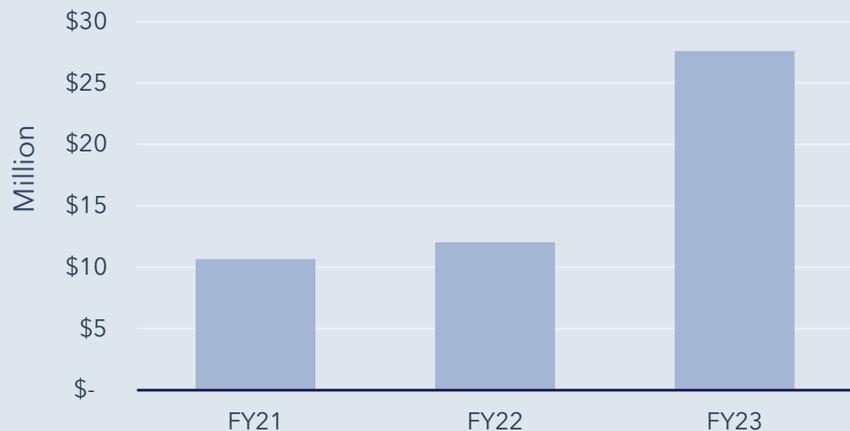
- Global Mobile Satellite Service (MSS) market forecast to grow at 6.9% CAGR to US\$9.2B by 2030¹
- Iridium's Commercial IoT business (category that includes Beam's solutions) is one of the fastest growing parts of Iridium's business
- Revenue from this business jumped 13% YoY to US\$34.6M and subscribers increased 19% YoY to 1.6M in the June 2023 quarter²
- Beam's track record positions it well to benefit from this growth

1) <https://www.skyquestt.com/report/mobile-satellite-services-market>
2) <https://investor.iridium.com/2023-07-25-Iridium-Announces-Second-Quarter-2023-Results-Reports-Record-Operational-EBITDA>

Core Beam | Performance

	FY23	FY22	FY21
Revenue	\$27.6m	\$12.1m	\$10.7m
Gross Profit	\$10.4m	\$5.1m	\$4.8m
Gross Margin %	38%	43%	45%

Core Beam Revenue (ex ZOLEO)



FY23 Result Commentary



Successful launch of Iridium GO! exec[®] contributing to growth



Iridium GO! exec orders expected to exceed minimum US\$12M contract



Demand for original Iridium GO![®] hotspot remains strong

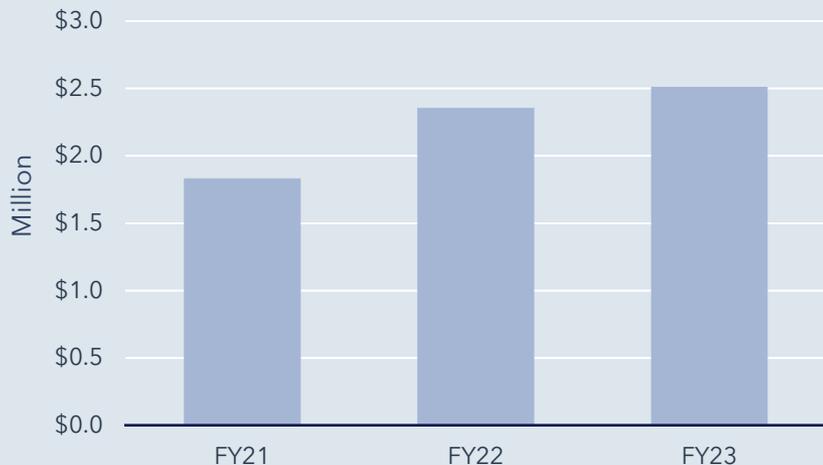


Sales of other Beam equipment (docks, terminals, etc) also increased

SatPhone Shop | Performance

	FY23	FY22	FY21
Revenue	\$2.5m	\$2.4m	\$1.8m
Gross Profit	\$879,625	\$814,533	\$592,171
Gross Margin %	35.0%	34.6%	32.3%

SatPhone Shop Revenue



FY23 Result Commentary



Leveraged to growth in the Mobile Satellite Service market



Recurring airtime revenue (sold through SPS) grew 31% YoY



Strong interest in satellite solutions from government, enterprise and consumers

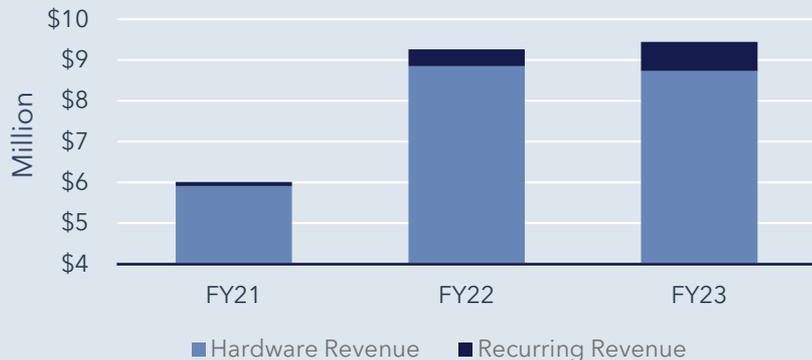


Strategic value in SPS which gives Beam an important channel to market

ZOLEO | Performance¹

	FY23	FY22	FY21
Hardware Revenue	\$8.7m	\$8.9m	\$5.9m
Royalty Revenue	\$711,324	\$413,359	\$104,040
Total GM	\$929,926	\$587,571	\$365,898
Net ANZ Subs (#)	6,218	3,739	1,287

Beam ZOLEO Revenue



FY23 Result Commentary



Gross margin expected to rise further as high-margin recurring revenue grows



Strong subscriber growth as FY22 hardware sales was bolstered by channel fill



Enterprise/Government sales expected to accelerate after launch of ZOLEO Track



Inherent value in ZOLEO asset that has ~71K global subscribers

BCC | Group Balance Sheet

Current Assets	FY23 \$,000	FY22 \$,000	FY21 \$,000
Cash	4,951	5,775	3,707
Trade Receivables	5,321	6,036	3,157
Inventories	7,462	4,335	3,072
Total Current Assets	17,734	16,146	9,936
Non Current Assets			
Development Assets	8,915	7,569	5,500
Other	653	627	1,261
Total Non Current Assets	9,568	8,196	6,761
Total Assets	27,302	24,342	16,697
Current Liabilities			
Trade & other payables	7,274	6,047	2,633
Provisions & Lease Liability	1,528	1,421	1,310
Total Current Liabilities	8,802	7,468	3,943
Non Current Liabilities			
Borrowings	-	486	735
Other	80	153	357
Total Non Current Liabilities	80	639	1,092
Total Liabilities	8,882	8,107	5,035
Net Assets	18,420	16,235	11,662

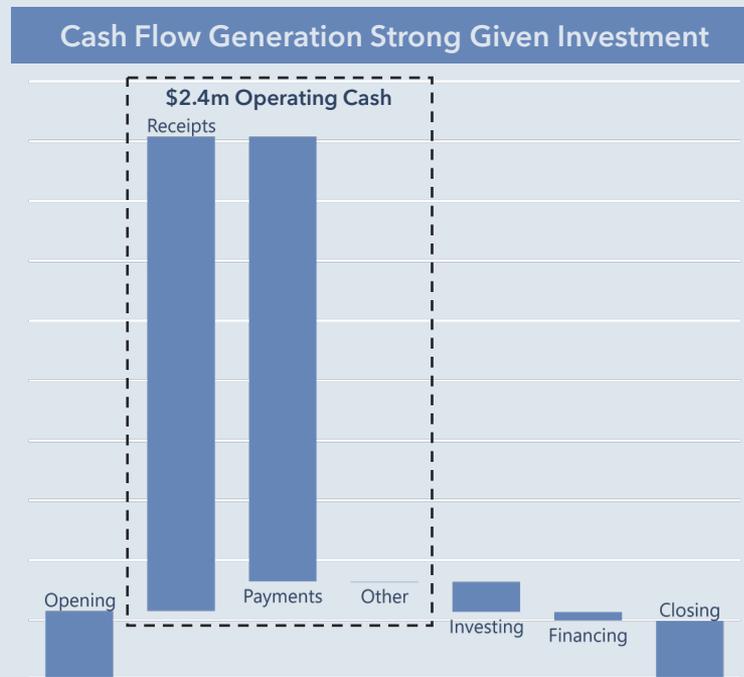
Record Investment into Working Capital



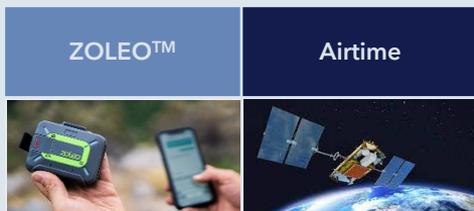
BCC | Operating Cash Flows

	FY23 \$,000	FY22 \$,000	FY21 \$,000
Opening Cash	\$ 5,775	\$ 3,707	\$ 874
Customer Receipts	\$ 39,608	\$ 28,176	\$ 19,191
Payments to Suppliers	\$ (37,156)	\$ (27,856)	\$ (18,496)
Other Operating Cash Flows	\$ (37)	\$ 6	\$ 238
Operating Cash Flows	\$ 2,415 ↑	\$ 326	\$ 933
Investing Cash Flows	\$ (2,501)	\$ (2,408)	\$ (1,839)
Financing Cash Flows	\$ (738)	\$ 4,150	\$ 3,740
Closing Cash	\$ 4,951	\$ 5,775	\$ 3,708

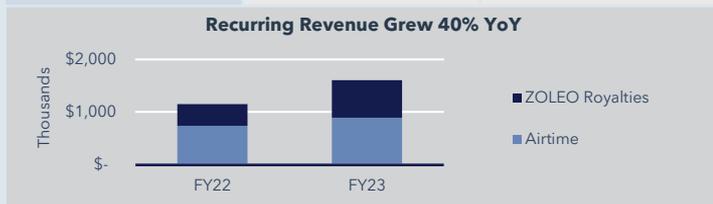
- Working capital increase of \$1.2m to support growth
- Operating cash flow positive \$2.4m despite working capital increase
- Balance sheet remains robust with working capital peak reached
- As working capital unwinds enhanced cash flow will follow
- Ample liquidity to fund business plan



Portfolio | Growing Recurring Revenue



	ZOLEO™	Airtime
Subscribers	6.2K (ANZ) ~71K (Global)	4,100+
Years in Market	3+	5+



- ### Role in Portfolio
- Key focus going forward
 - Attractive margin with appealing retention characteristics
 - Opportunity for further value add through new subscription services
 - Additional revenue-based subscription models being investigated
 - Less capital intensive

	Beam Brand	Iridium GO!®	ZOLEO™	Iridium GO! exec®
Original Minimum Commitment	N/A	6,000	19,775	US\$12M
Lifetime Sales to Date	>\$220M	62,000	137,000+	\$8.2M
Years in Market	15+	8+	3+	New
Type	Beam	OEM	ZOLEO	OEM

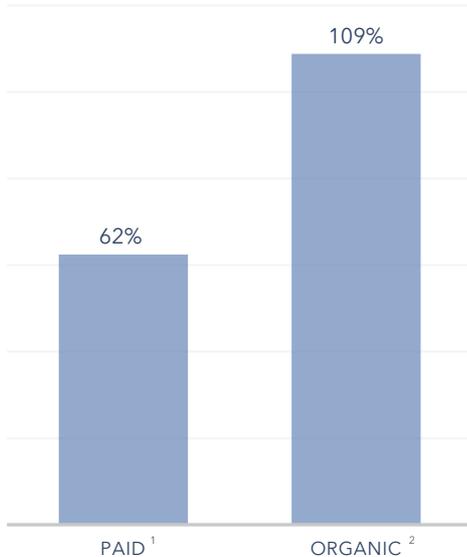
- ### Role in Portfolio
- Long run revenue opportunities based on Beam's engineering and manufacturing prowess
 - Deep relationships with satellite carriers provides competitive edge
 - Proven ability to materially exceed original minimum order commitments
 - Ongoing drive to generate capital efficiency from product innovation (eg. risk sharing etc.)

Product Positioning



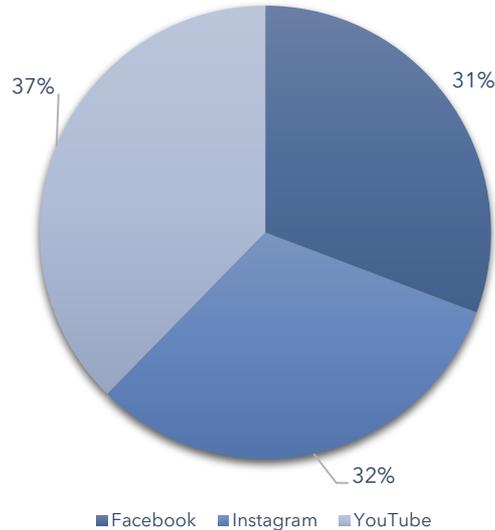
Sales and Marketing Focus

Growth in Traffic



- ✓ Small investment on streamlining our target audience, enterprise and location reach has made a dramatic improvement in web traffic³ to all business sites

Growth in Ambassador Reach



- ✓ Strategic partnerships with Ambassadors increasing our reach equally across different social media platforms by 34%, from 1.7m to 2.5 million reach
- ✓ ZOLEO social media followers have increased by 30% to over 5.6K

Enterprise Customers

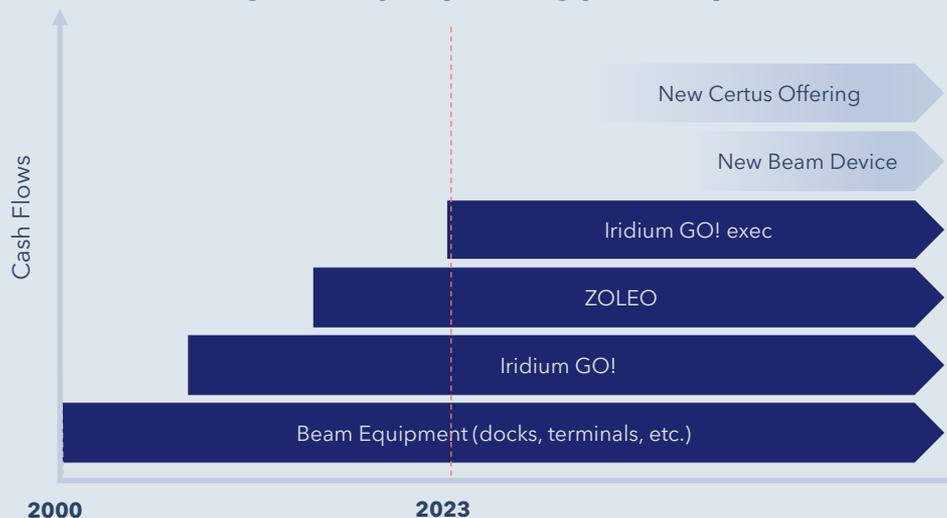


- ✓ Beam continues to have strong presence in major markets around the world with a growing list of high profile customers

Upcoming Beam Innovations

Launching new offerings into a growing global market

Building scale by expanding product portfolio



NB: satellite equipment has long product lifecycles

Further Iridium Certus® Offering

Beam is developing another next-gen satellite offering on the back of the success of Iridium GO! exec®

New Beam-Branded Device

A new solution to generate hardware sales and recurring subscription revenue for Beam

Beam | Outlook

Strategic Outlook

- Range of world-first innovations that are well positioned to grow with the global mobile satellite market
- Further increases in ZOLEO royalties from subscribers, enterprise/govt customers, EU expansion
- Expanding product portfolio to continue to scale earnings and margins
- Solid balance sheet to fund growth agenda
- Beam's earnings profile is different from what it was only a few years ago

Financial Outlook

- EBITDA growth in FY24 and further margin expansion due to favourable product mix
- Sales of higher margin offerings to offset lower channel orders for low-margin ZOLEO hardware
- Total revenue expected to remain steady near record highs in FY24
- Positive operating cash flow outlook from ongoing unwinding of trade working capital
- CAPEX of circa \$3M in FY24 for development of two new innovations

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