

Year of accomplishments build growth platform for 2020



Michael Capocchi
Managing Director

Dear fellow shareholders,

The past 12 months have been a busy and exciting time for Beam Communications. We've achieved several milestones that have set us up for a significant period of growth over the next few years – and beyond.

One of the most significant accomplishments is the upcoming launch of [ZOLEO](#), an offering that is anticipated to generate significant recurring income from a sticky customer base. ZOLEO could mark a big step-change for Beam's earnings from FY21 given that the solution has mainstream appeal across large sectors – including adventure tourism, rural residents and lone workers.

Another development that puts us in good stead for 2020 was securing Telstra approval for our 4G gateway. The approval will facilitate the adoption of the device by enterprise customers for Internet-of-Things (IoT) applications.

During the course of 2019, Beam was awarded yet another order for Iridium GO!, taking the number of units commissioned by this remarkable device to 45,000. We anticipate further orders of this device in 2020.

There are a number of other important landmarks that investors can look forward to Beam reaching in the New Year, including the development of Beam's next-generation devices using the Iridium Certus™ 9770 transceiver.

Beam is also the only Australian company to be selected as a Beta Partner for the Iridium Certus™ program. This means we will be among the first in the world to launch the new mobile satellite devices, offering data speeds that are more than 35 times faster than previous narrowband transceivers.

Given the strong demand for the Beam-developed Iridium GO! units over the years, which we expect to continue, we believe these new generation products will also achieve strong traction in the marketplace.

We are also expanding the range of 4G and dual-band (4G and satellite) devices to meet the growing demand for IoT applications.

On behalf of the Board, staff and management of Beam Communications, I would like to thank you for your support in 2019 and I look forward to updating you on your company's further progress in the New Year.

From all of us at Beam, have a safe and very Merry Christmas!

Yours faithfully,



Michael Capocchi
Managing Director

What's driving growth in SatPhone Shop

Beam Communications' online business, [SatPhone Shop](#) (SPS), will have a running start in 2020. Sales for this division continue to grow at a double-digit pace since the start of this current financial year, and the outlook for the New Year is bright.

There are a number of factors driving this growth, according to Beam's VP of Global Sales, Reiny Gajewski.

(Continued next page)



Reiny Gajewski at the SPS booth during the 2019 National 4X4 Outdoors show in Melbourne

(Continued from page 1)

“The types of customers coming to SPS is expanding. We have been attracting a greater number of government and SMB (small and medium business) customers to SPS in recent times, and we are increasingly seen as the default online destination for Australian satellite communication equipment sales” said Mr Gajewski.

“This isn’t the only reason why SPS has been growing, but it’s a pleasing development as it shows the widening appeal and increasing relevance of our business.”

The expanded range of products being sold at SPS and an effective marketing strategy are also contributors to the increased sales.

This year, SPS participated in more trade shows and exhibitions and has increased its use of targeted social media marketing to reach new customers.

The launch of new products, like the 4G gateways and [ZOLEO](#), will give SPS a further tailwind over the next 12 months and beyond.

“We also make it very easy for consumers to buy from SPS. Our products are competitively priced and we ensure we always have a healthy level of stock with most orders shipping on the same day of an order,” added Mr Gajewski. “In a competitive market, service and support is a key differential, and many customers come to us via existing customer referrals and recommendations.”

Beam’s 4G gateway getting battle tested

Duke Bourke is one of the early adopters of the MG200, Beam’s 4G dual-SIM gateway. He installed the unit into his Toyota HiLux Twin Cab and we spoke to the off-roading adventurer about his experiences with the device.



Bourke using the MG200 to make calls while off-roading

Q1. What is the difference between having the MG200 and what you were using before?

I was only using mobile phone data previously, so it was very unreliable. Having the MG200 in my vehicle has given me access to a more reliable connection. I go four-wheel driving several times a year throughout Victoria, such as Marysville, Wombat Sate Forest, Sale and the Lerderderg State Park, just to name a few.

Q2. How do you think you’ve benefitted from having the MG200 installed?

It has given me a more reliable connection. I live in the Dandenong Ranges and struggle with Wi-Fi and mobile reception. This device has put me in the good books with my 12-year-old son. He says that the MG200 is better than our home internet as there’s no lag when he’s streaming – I am Dad-of-the-Century! I now have the ability to use my laptop and not just rely on my phone. The MG200 also has dual SIM, so now I don't just have to rely on one telco provider, so I know I'm covered in more parts of Australia.

Q3. Who do you think will benefit from having an MG200 installed?

For all four-wheel drivers it is a must as it gives the ability to have access to downloadable maps etc., and is robust enough to withstand the conditions. This will also benefit interstate truckers, sales reps, anybody travelling across Australia and homes where they struggle with a connection. Really, the list is endless.