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Market Announcements Platform
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BEAM SIGNS PIVOTEL AS RESELLER & REPEAT INDIAN ORDER

Beam Communications Holdings Ltd (ASX: BCC) is pleased to announce that Pivotel Satellite Pty Ltd has signed a global, nonexclusive reseller agreement with Beam.

Under the agreement, Pivotel will resell Beam-branded satellite and 4G LTE equipment through its distribution channels, which service multiple categories of customers, particularly those in the Enterprise and Government markets.

Pivotel has a network of more than 200 dealers across North and South America, Indonesia, Australia and New Zealand.

The company is a leading distributor of satellite and mobile phone services for remote connectivity and is a partner of Iridium, Inmarsat and Thuraya.

“Beam’s longstanding reputation for designing and producing some of the world’s most innovative and reliable satellite communications devices makes its products the perfect addition to our sales portfolio,” said Pivotel’s Head of Product, Brian Heaven.

“Notwithstanding the disruption caused by COVID-19, global demand for always connected solutions, whether for remote communications or IoT applications, is growing.

“We are delighted to be reselling the full range of Beam’s products as its technology is well suited to fill the growing need of our customers.”

The Chief Executive of Beam, Michael Capocchi, said: “Pivotel’s strong presence in multiple key markets makes it an ideal reseller partner for Beam. We are excited at the opportunity to work closely with Pivotel to grow the sales of Beam-branded satellite and LTE solutions.”

Additional order of Beam-branded equipment for Indian market

Beam is also pleased to announce that it received a follow-up order for its Inmarsat terminals and accessories valued at \$75,000 from its Indian reseller partner, Station Satcom.

While the order size is modest, Station Satcom has indicated there are additional orders in the pipeline for various government project that are under quotation.



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Station Satcom has been aggressively targeting growth opportunities for Inmarsat products in India since these products were approved for use in that country only in late 2017.

The Beam terminals and accessories are the only devices, along with the Inmarsat handset, that are approved for sale using the Inmarsat GSPS service in India so far.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Dennis Payne".

Dennis Payne
Chief Financial Officer & Company Secretary

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About Beam Communications

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. For more information, visit www.beamcommunications.com.