



Beam Communications Holdings Limited

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30 November 2020

The Manager
Market Announcements Platform
Australian Securities Exchange

Managing Director's Presentation to the Annual General Meeting 2020

Beam Communications Holdings Limited is pleased to release a copy of the presentation to be made to its shareholders at the Annual General Meeting of the Company at 10.00am today, Monday 30 November 2020.

Yours faithfully

A handwritten signature in black ink, appearing to read 'Dennis Payne', with a stylized flourish at the end.

Dennis Payne
Company Secretary



Leading the World in Innovative
Satellite Communications

BEAM COMMUNICATIONS
HOLDINGS LTD (ASX:BCC)

Annual General Meeting

30th November 2020

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Year in Review

Michael Capocchi
Chief Executive Officer

Resilient Growth

Sustaining underlying earnings growth and remaining cash flow positive despite challenging year due to COVID-19.

Ramp-up of ZOLEO

Building global momentum for ZOLEO as Beam prepares for its next significant growth phase.

Momentum

Momentum of the underlying business continues to be strong, with new market opportunities

FINANCIAL PERFORMANCE IN CHALLENGING YEAR

\$14.9M	FY20 Revenue	\$3.6M	Cash position as at 30 Sept 2020
\$4.2M	Cash receipts increased 68% pcp in 1QFY20	\$3M	Record FY20 EBITDA , up 43% from FY19
\$341K	FY20 underlying NPAT (FY19 \$339K)	\$5.3M	Raised via placement in Oct 2020

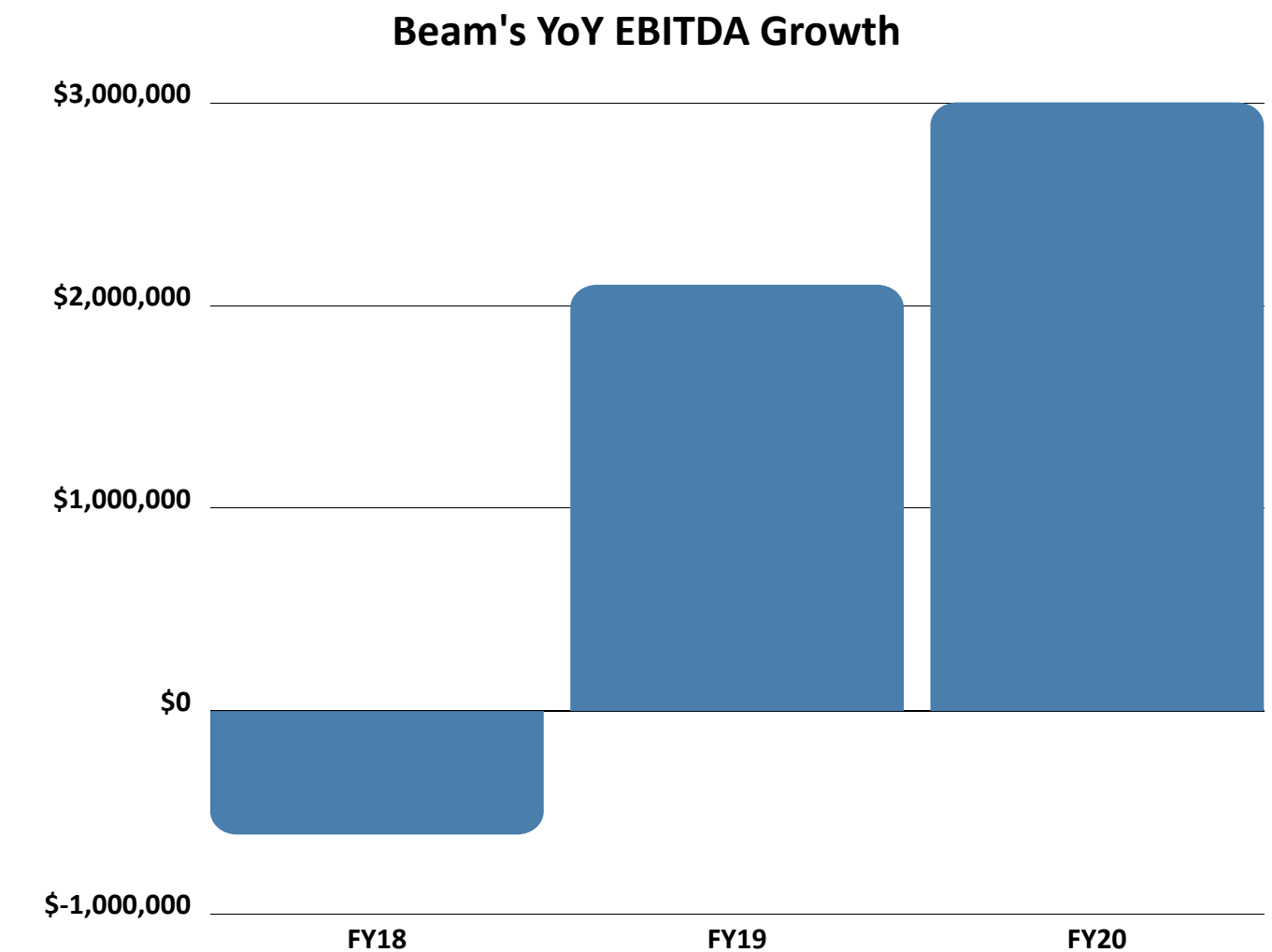
Beam recorded its fourth consecutive quarter of positive operating cash flow for quarter ending 30 Sept 2020

Pleasing FY20 results despite COVID-19 while results yet to reflect upside from ZOLEO.

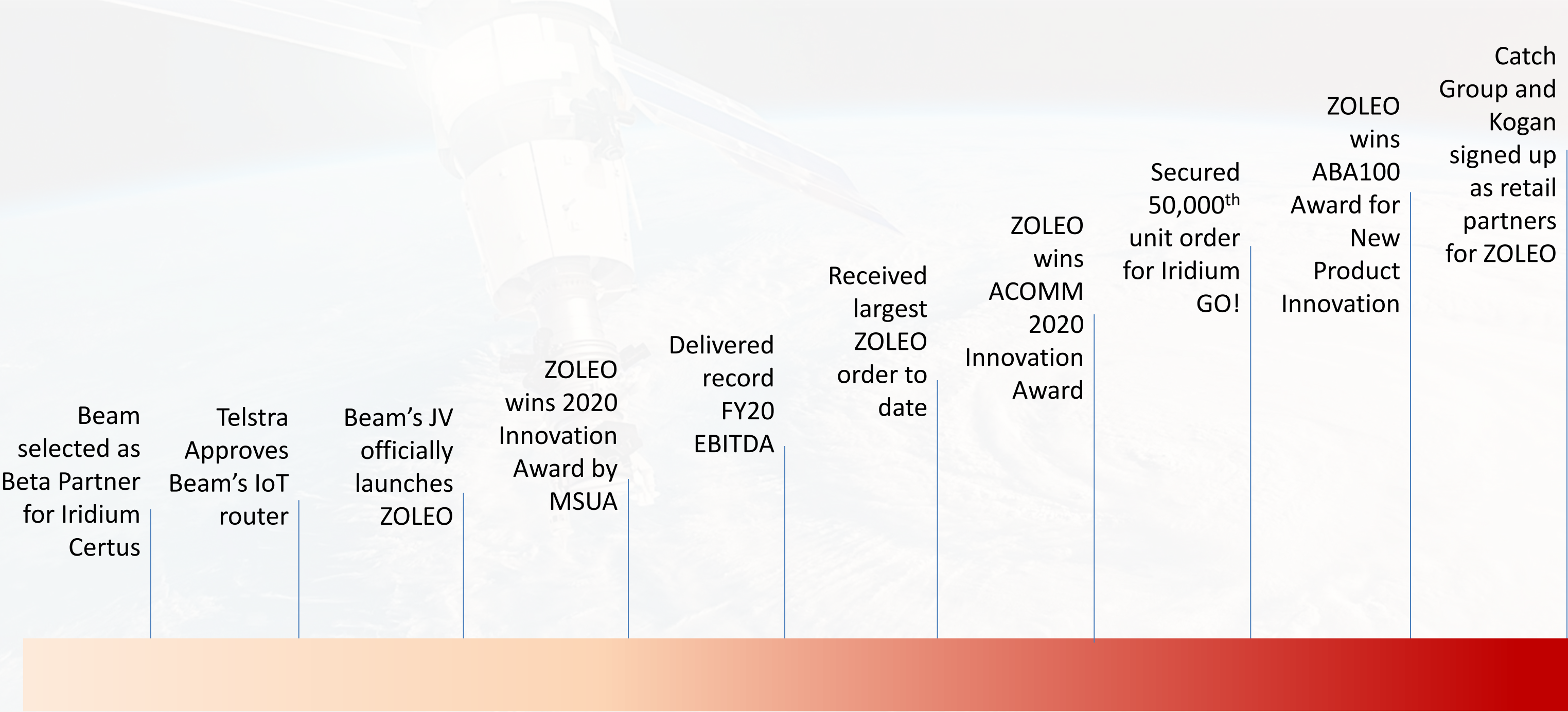
Sales of ZOLEO gaining traction with stronger than expected demand from North America and Beam receiving its largest order so far

Share Price Metrics*	
Market Cap	\$21.5m
52-Week Trading Range	15¢-37.5¢
Average Daily Volume	253,627
No. of Shares on Issue	74.1m
Top 20 Shareholders	55.3%

**As of 28 Oct 2020 and includes second tranche of placement shares*



YEAR OF ACHIEVEMENTS



IRIDIUM GO! – ONGOING SUCCESS

- **50,000 Units Ordered**

Orders now received from Iridium for 50,000 units. Growth of product continues with increase in outdoor / adventure activity.

- **APP UPDATE**

Complete App refresh to support emoji's, intro videos & streamlined messaging.

- **New Markets**

Sales expanding into new markets

- **Value Added App's**

Specialised Apps developed by third party developers for key vertical market segments contributes to increased sales



SEAMLESS GLOBAL MESSAGING FOR SMARTPHONES IS HERE



Satellite

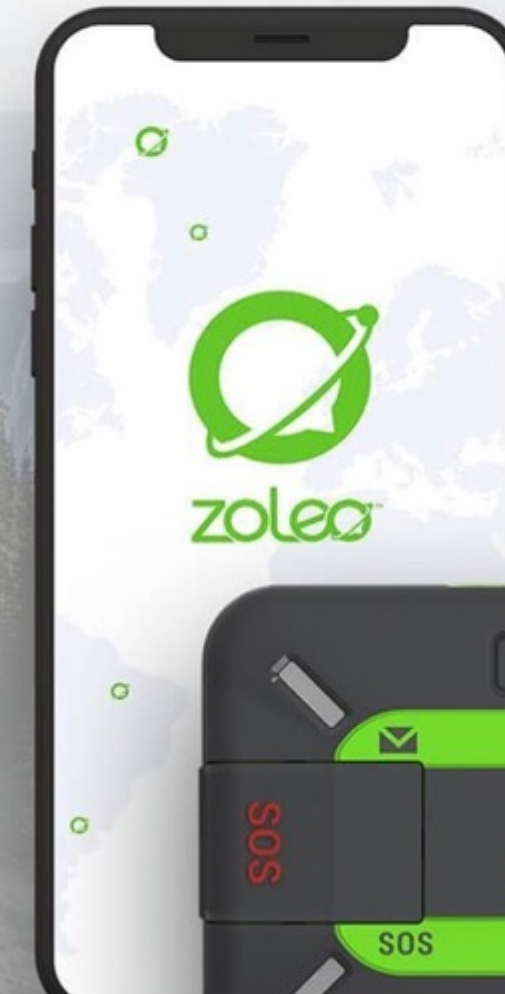


Cellular



Wi-Fi

ZOLEO Garner's Prestigious MSUA Innovation Award



THE
AUSTRALIAN
BUSINESS
AWARDS

ABA100

**NEW PRODUCT
INNOVATION
WINNER 2020**

WORLDWIDE RETAIL PARTNERSHIPS FOR ZOLEO

Beam is expecting to sign up more high-profile retail partners in the near-term



World's largest adventure gear retailers



SIGNIFICANT OPPORTUNITY FOR ZOLEO

~200K

Active satellite phone users in Australia alone

>4M

Handheld / Mobile satellite users globally



Launched in North America and Australia with other countries to follow

ZOLEO is enabled for B2B & B2C distribution and focuses on a recurring revenue stream

Revenues generated from hardware sales and monthly recurring airtime fees

Affordable A\$345 (US\$199) device with monthly subscription plans from A\$32 to A\$80

ZOLEO runs on the Iridium satellite network

Beam has received orders for 22,000 ZOLEO units in first nine months of launch and expects to receive additional orders imminently to meet increasing demand.

Iridium recorded a significant increase in activations of Personal Communication Devices (PCDs)

"It's also representing the fact that there's just more and more devices out there... and we see a number of new partners that are showing some success, particularly there's one called ZOLEO."

- Matt Desch, CEO, Iridium (20/10/2020)



SUSTAINED GROWTH AT SATPHONE SHOP



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
Communicate "EVERYWHERE"

T DEALER

SatPhone Shop (SPS) revenue increased by 16% in FY2020 despite the impact from COVID-19

Momentum continues into FY2021

Beam expects SPS to maintain strong double-digit growth in the current financial year

Strategic channel to market for ZOLEO

NEXT GENERATION OF IRIDIUM DEVICES

Beam expects to launch first Certus® device in FY2022

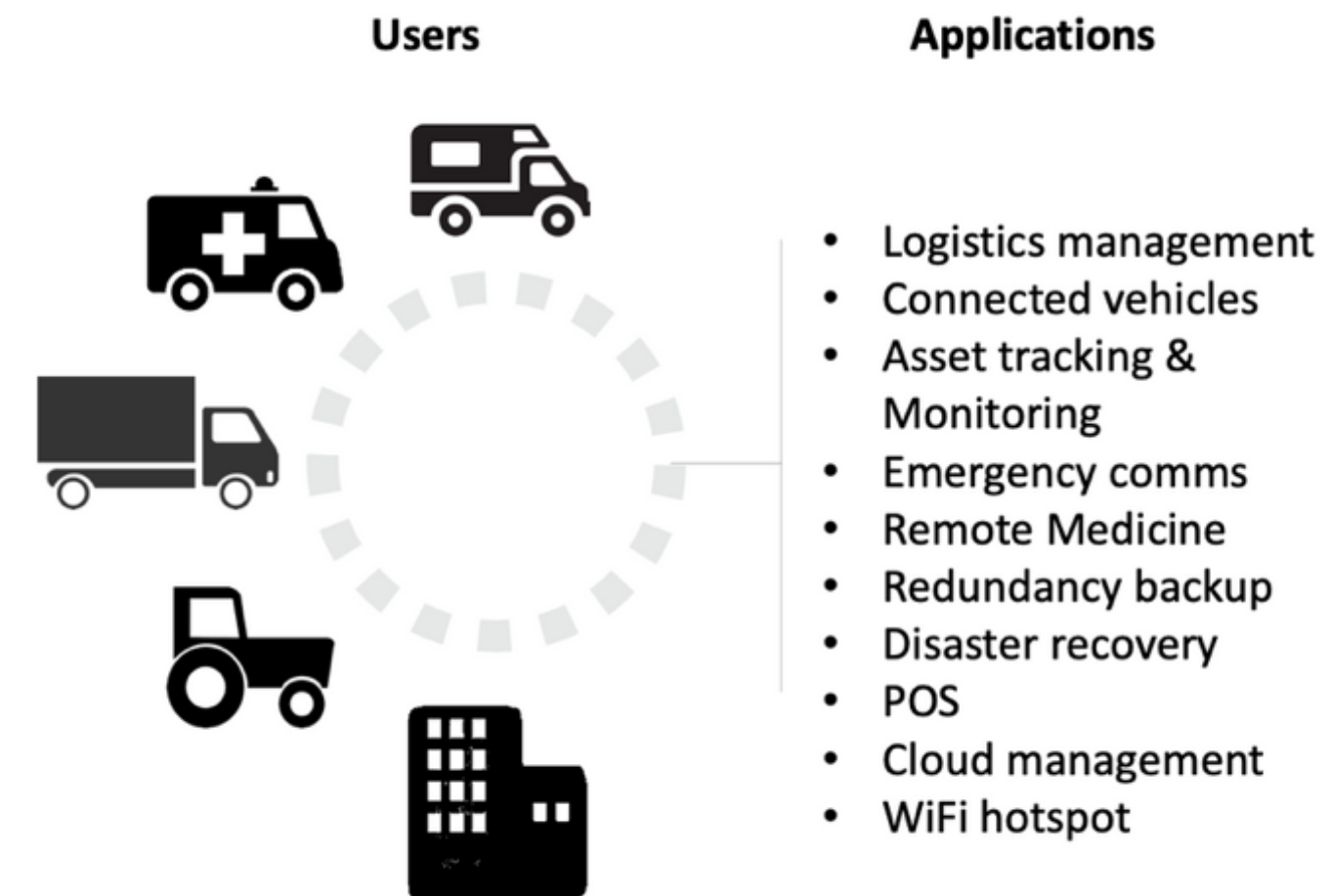
Iridium has invested over US\$3B in next-gen satellite constellation (Certus®)

Beam to build next-gen products based on historical success

New devices will have data speeds 35 times faster than current terminals

New products will focus IoT, Land Mobile and Maritime applications

New Devices will complement current Beam portfolio of product offerings



OPPORTUNITIES FOR GROWTH

- **Maximise** immediate market opportunities in Australia
- **Support** the appointment of new national retailers in Australia
- **Expand** ZOLEO into new markets in Asia and Europe
- **Focus** on direct opportunities in disaster relief and emergency management
- **Develop** new Iridium Certus® devices with data speeds that are more than 35 times faster than the current generation of products
- **Identify** potential acquisition opportunities

WELL POSITIONED FOR THE FUTURE



Global Player
Only ASX-listed developer of
mobile satellite equipment



Recurring Revenue
Subscriptions from ZOLEO to
supplement equipment sales



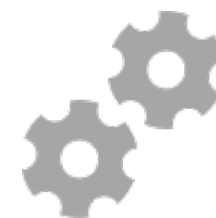
Stable & Resilient
Positive underlying FY20
NPAT despite COVID-19



Strategic Partnerships
Aligned with three of the four
largest Mobile Satellite
Service Operators globally



Defensive Growth Demand
for Beam's solutions less
impacted by economic cycles



Multiple Growth Options
Several new products
including ZOLEO and Certus

Q & A

