

CEO's AGM Presentation

30 November 2022



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World-First Innovations for Key Verticals

Personal SatComms are no longer a small niche market product as they become smaller, faster and cheaper



Beam Communications (ASX: BCC) develops satellite, cellular and dual-mode equipment and services for consumer/commercial/industrial applications.

It has made several world-first innovations and its products and services are adopted by some of the world's largest satellite and telecommunications companies, such as Iridium, Telstra, KDDI, Inmarsat and Thuraya.

Beam also developed the multi-award winning ZOLEO device, which generates recurring subscription revenues.


Market Metrics*

Market Cap	\$21.2m
Cash (@ 30 Sep 22) ⁺	\$3.1m
Enterprise Value	\$18.1m
FY22 EV-to-Revenue	0.76x
Share Price (52wk range)	18.5¢-56.5¢
Shares Held by Top 20	55.4%
No. of Shares on Issue	86.4m

^{*}As of 16 Nov 2022

⁺Does not include the **\$884,437** in R&D rebate received in Nov

Year of Achievements

- 
- Awarded \$1.2m contract by Telstra Subsidiary MTData
 - ZOLEO expands to all European Economic Area countries + Switzerland
 - New ~\$2.5m order for Iridium GO!® devices
 - Delivers record FY22 revenue with further growth expected in FY23
 - Secures 5-year Iridium Certus® agreement that's worth at least US\$12m
 - ZOLEO launches into UK and four EU countries
 - New key retail partners for ZOLEO in Australia (Autobarn and Leisure-Tec Australia)

FY22 Results Highlights

- 1

Record Revenue

FY22 revenue jumps 28% to \$23.7m and is ahead of forecast of ~24% growth as sales accelerated in 4Q
- 2

Guidance Beating Earnings

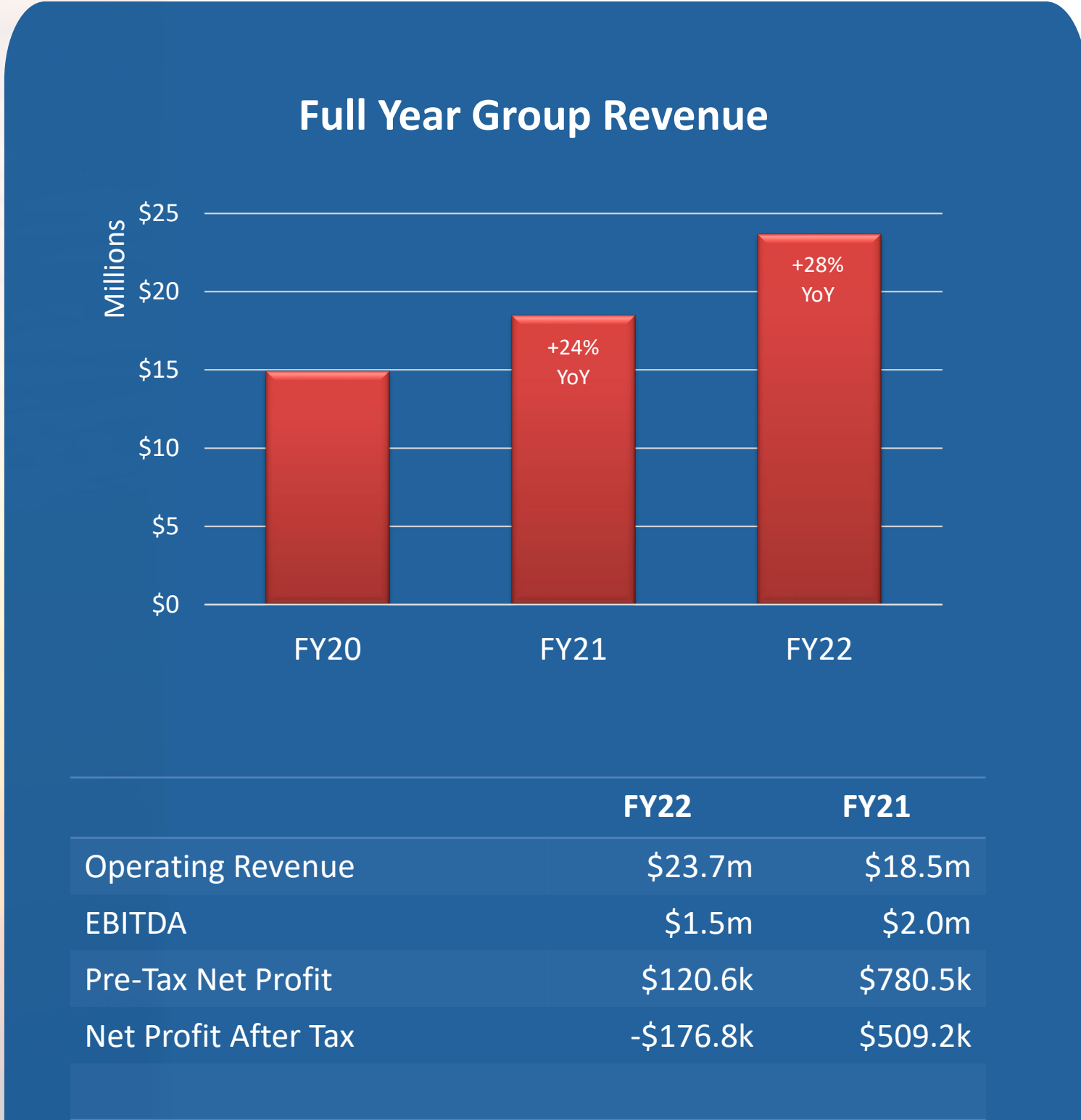
EBITDA of \$1.5m ahead of guidance of \$1m and expected to exceed FY21 EBITDA of \$2m in FY23
- 3

Growth Across All Divisions

SatPhone Shop and Beam Equipment businesses delivered double-digit growth each as sales of ZOLEO to JV jumped >50%
- 4

ZOLEO Subscriptions

Annualise royalty payment run rate at \$700k-800k and increasing as ANZ subscriber growth accelerates

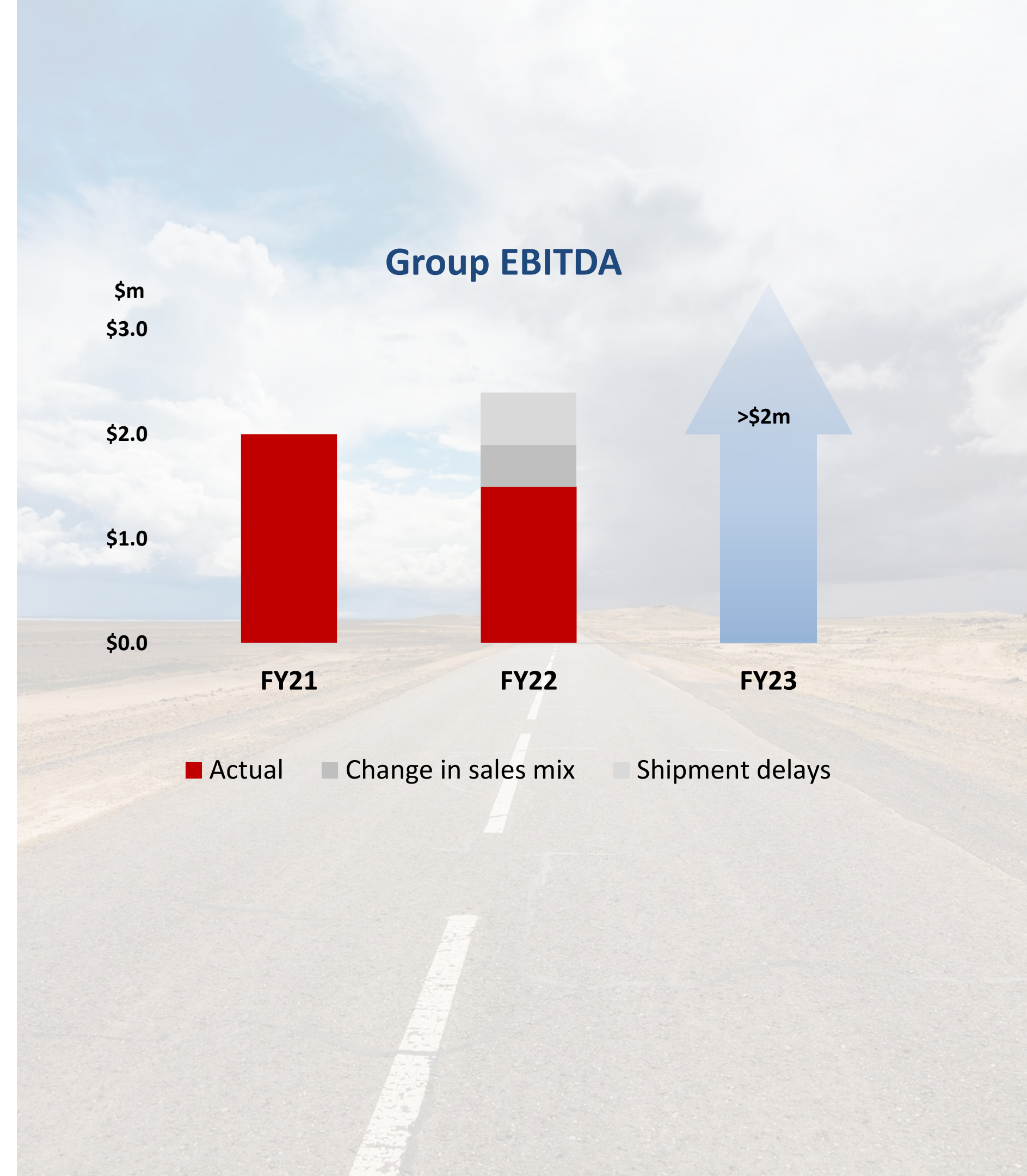


EBITDA to Rebound

Beam believes margins have troughed and will rebound strongly in FY23 along with EBITDA, which is forecast to materially exceed \$2.1m.

FY22 EBITDA negatively impacted by:

- Delays in a few shipments of devices from late in 4QFY22 into 1HFY23
- Change in sales mix as supply chain disruptions impacted on SPS and Beam Equipment businesses while low-margin ZOLEO sales outperformed



ZOLEO ANZ Update

- 1QFY23 ZOLEO subscribers jumped 165% pcp and 16% QoQ
- September is a seasonally weaker sales period for consumer satellite devices
- Annualised royalty payment to Beam increased 11% QoQ to \$760k
- Beam's delivery schedule for ZOLEO extends through to 2024 (~60k in open orders)
- JV won't need to put in new orders until next year

Some of the major retailers in ANZ & North America partnering to sell ZOLEO:

ANACONDA

LEISURE-TEC
trumagroup

Cabela's



LONDON DRUGS

Australia Post

trademe

Hema
maps

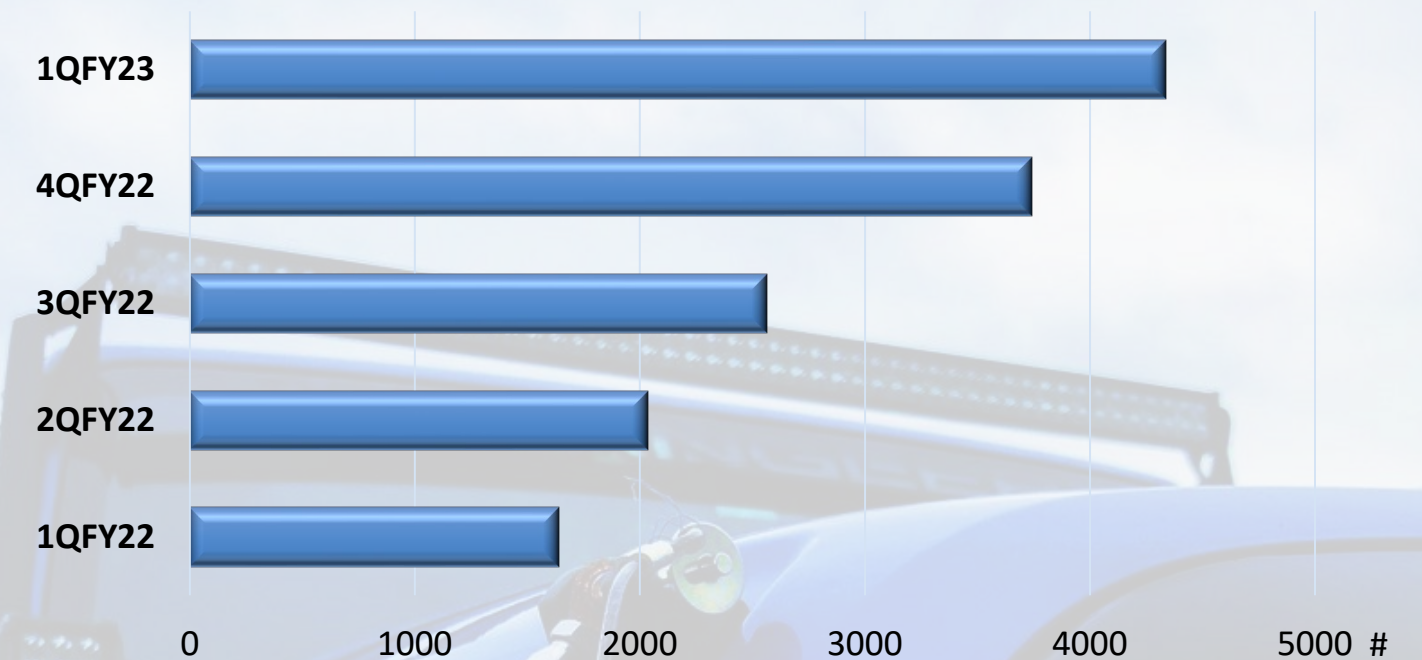
autObarn

MEC

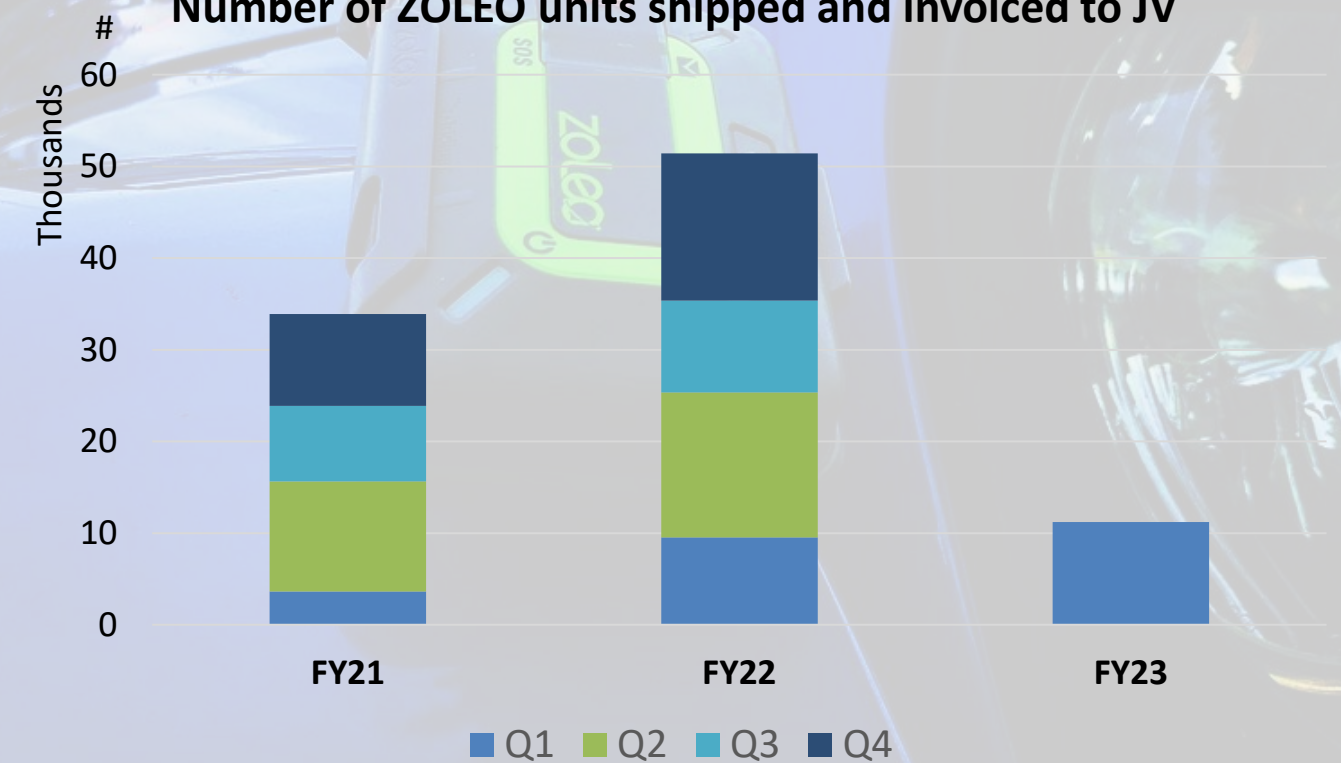
REI
coop

amazon

Growth in ANZ Subs



Number of ZOLEO units shipped and invoiced to JV



Growth in Beam's Other Businesses

SatPhone Shop revenue **jumped 23% YoY** in FY22 and is **up 70% pcp** in 1QFY23

Beam Equipment sales (ex-ZOLEO) **increased 15% YoY** in FY22 and is **up 251% pcp** in 1QFY23

Additional **US\$1.6 million** Iridium GO! order received last month, taking total number of units ordered **to 67.5k** over eight years

Beam started shipping Iridium Certus® devices ahead of official launch as part of the **US\$12 million contract** it secured in June 2022

ZOLEO European Update

ZOLEO Inc. expands into **28 additional** European countries and now covers all countries in the European Economic Area (EEA)

ZOLEO wins **ISPO 2022 AWARD** (Best New Product) & **UK Outdoor Industry Awards 2022** (Tech Accessories)

Agreements signed with initial **dealers in Germany** to start selling ZOLEO in 2023

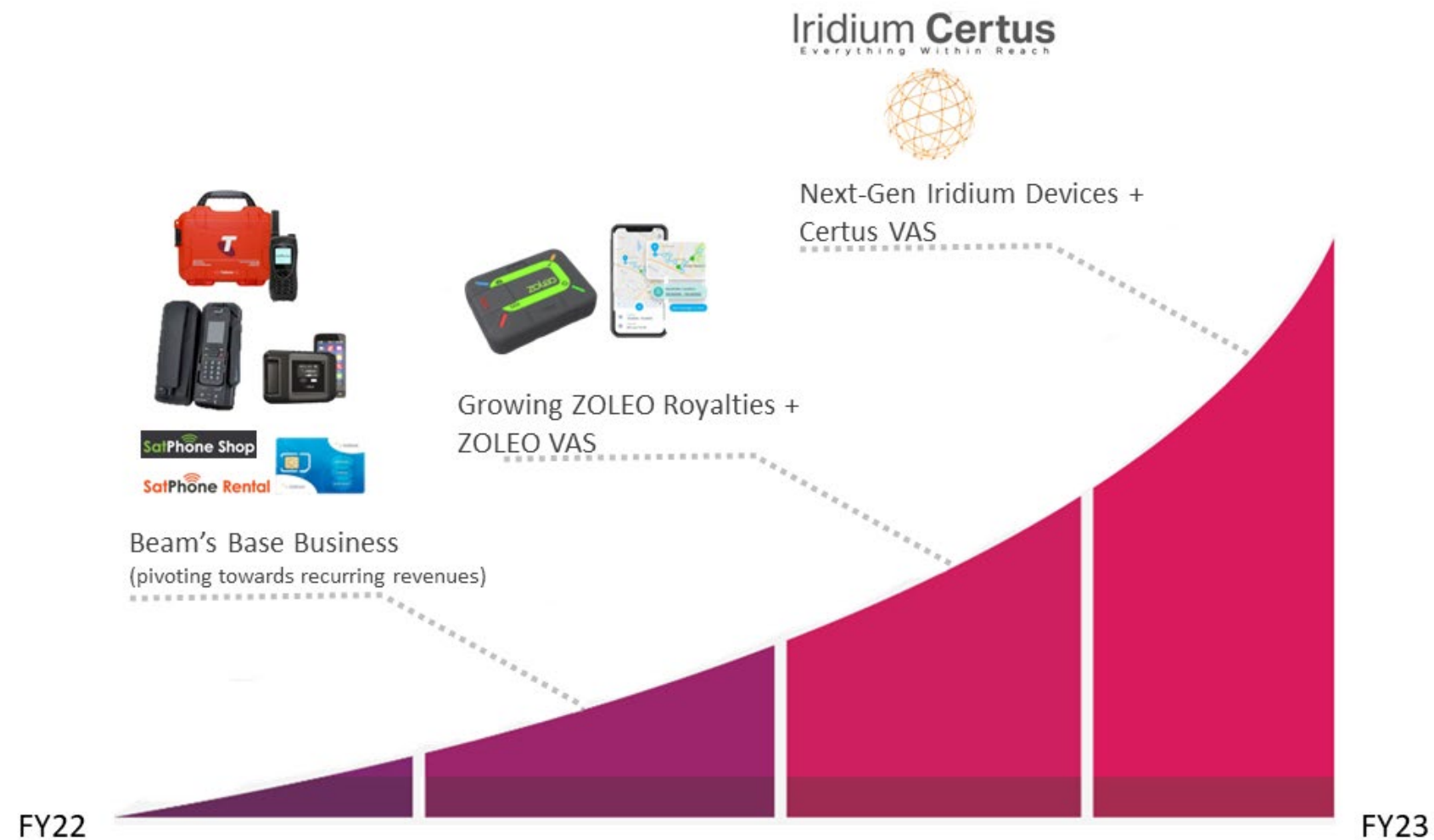
ZOLEO's European market reach now extends to **453 million people**, up from >94 million (in Phase 1 launch)



■ Phase 1: Launch in May 2022
■ Phase 2: Expansion in Oct 2022

Outlook

Expected Step-Change in Earnings with New Products & Services



Growth Drivers for FY23 and Beyond

- **Further Growth:** Recorded 1QFY23 sales of \$8m with Beam expecting to post significantly stronger EBITDA and margins vs FY22
- **ZOLEO European Expansion:** Sold in every country within the European Economic Area (EEA) – taking the total number of countries ZOLEO is sold in to 37
- **ZOLEO Royalty Payments:** Annualised run rate at \$700k-\$800k and growing strongly
- **Appointment of Major Distributors:** Signed agreement with leading UK outdoor equipment distributor, Dalesman, and other German partners
- **Iridium Certus®:** Binding minimum US\$12m order that is likely to be significantly larger over 5-years
- **Ongoing Orders for Iridium GO!:** Expecting further orders for the hotspot device as lifecycle for SatCom devices is typically >10yrs
- **New Value-Added Services (VAS):** VAS for Beam's Iridium Certus device that will generate new recurring revenue stream for Beam that is independent from ZOLEO
- **Macro Tailwinds:** Cost pressure and supply chain bottlenecks are easing as demand for personal SatComs is accelerating

Multiple Growth Drivers



ZOLEO

1. Strong subscriber growth outlook as ZOLEO expands into new markets
2. Newly launched ZOLEO API to bolster enterprise subscriptions & partner integration
3. Beam's overall profit margin increases due to economies of scale
4. Multiples trials by Enterprise/ Government organisations in Australia



Certus

1. Iridium soon to launch new Certus® device
2. Certus® devices capable of data speeds that are >35 times faster than current devices
3. Orders backed by minimum binding US\$12m contract from Iridium Communications
4. Opportunity for Beam to offer value-added recurring revenue services for its Certus® device



Organic Growth

1. Global personal satellite product market expected to grow strongly
2. Beam seeing improved demand from consumers, businesses and government entities post COVID for all products
3. Orders for Iridium GO! expected to stay strong even with new Certus® offering
4. SatPhone Shop online retail business B2B and B2C continues to grow



M&A

1. Well positioned for opportunistic bolt-on acquisitions
2. Beam looking at businesses that can substantially increase its recurring revenues
3. Ongoing work in this area



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