

Beam to bring satellite solutions to the mass market before Christmas

Satellite devices have traditionally been regarded as niche products, but **Beam Communications** and its joint venture (JV) partner **Roadpost Inc.** are looking to change that with ZOLEO.

Imagine having an affordable portable device on a low-cost monthly plan that allows you to seamlessly send messages from your phone, or at the push of a button, generate an SOS or check-in to tell someone you're OK, no matter where you are in the world and as you move in and out of mobile coverage.



There's widespread appeal for such a solution, whether you are someone who lives or travels in and out of mobile phone coverage, an adventure seeker, or work or play in remote locations.

These markets represent a very significant opportunity for ZOLEO. For instance, adventure tourism is growing faster than the broader tourism market and is forecast to generate a compound annual growth rate (CAGR) of 17.4% between 2017 and 2023 when it hits US\$1.3 trillion, according to Allied Market Research. Adventure tourism typically takes travellers

off-the-grid and includes activities like caving, climbing, cycling, hiking and rafting.

Despite the trend towards urbanisation, World Bank data shows rural populations are growing with 3.4 billion people living in such communities in 2018 compared with 3.2 billion a decade ago. Nearly half of the world's population live outside of major cities.

The Lone Worker Safety market in Europe and North America is forecast to double in size to €260 million in 2022, according to analyst firm Berg Insight. The Asia Pacific is also expected to grow strongly due to tighter safety regulations, the trend for companies to use more lone workers to lift productivity and rising employee insurance costs.

"If you think about how improved affordability changed the mobile phone market and opened it to the masses, we believe ZOLEO could very well have the same effect on the satellite industry," said Beam's chief executive officer, Michael Capocchi.

"Through the JV entity, ZOLEO will be available for use globally before the end of this calendar year."

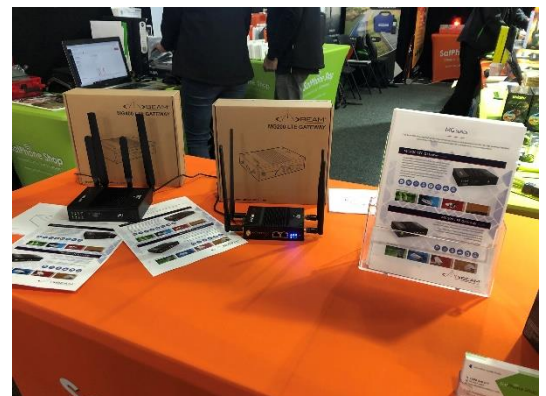
Beam achieves several firsts with new LTE devices

Beam Communications unveiled its new range of 4G devices for the first time at the 2019 National 4x4 Outdoors Show, Fishing & Boating Expo, in Melbourne.

It was an ideal forum to soft launch the MG200 and MG400 units as it received strong interest, particularly from those building/customising an off-road vehicle or campervan as Beam's devices can be configured for a wide range of uses – from providing internet hotspots to vehicle tracking and other Internet-of-Things (IoT) applications.

The MG200 and MG400 are the first and only industrial gateways in Australian that are rated LTE Cat 13 compared to competing products which are only LTE Cat 6 compliant. This means Beam's devices can attain download speeds of up to 391 megabits per second (Mbit/s) – up to 30% faster than competing devices available today.

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Beam's MG200 and MG400 on display at the 2019 National 4X4 Outdoors show at the Melbourne Showgrounds

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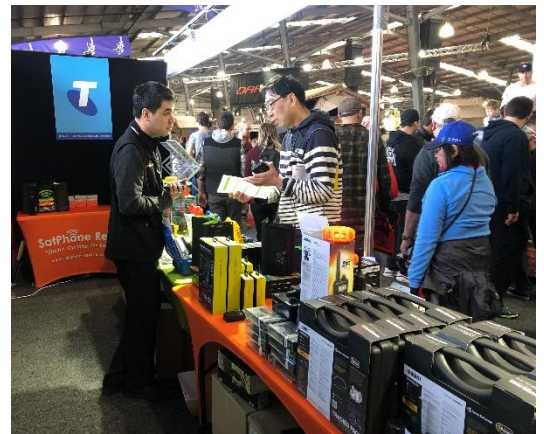
In another first for Beam, the two devices mark the group's premiere into the LTE/4G-only space and builds on its expertise in developing the world's first dual-mode (satellite and LTE) hotspot device in 2018 called Thuraya WE.

What's more, the MG400 has dual SIM capabilities that allows users to connect to two different 4G mobile networks. The device automatically selects the best network connection during a network outage or when users move out of range of one provider.

"The gateways are also well suited for emergency vehicles as they are made with a solid steel case, have great heat transference and built-in GPS capabilities," said Beam's General Manager-Cellular, Richard Mills.

"Their applications also extend beyond vehicles. The units have ignition sensing and a wide range of input voltage that allows them to be directly plugged into mains power or used on boats and ships."

The next event that Beam will be showcasing the devices is at the IoT Impact 2019 Conference & Exhibition in Sydney on 15-16 October.



Beam's SatPhone Shop stand at the National 4X4 show

First glimpse into the next-gen mobile satellite devices from Beam

Beam Communications will be one of the first companies in the world to develop and launch a new generation of mobile satellite devices using the upgraded Iridium Certus 9770 transceiver.

The new devices will support data speeds that are more than 35 times faster than the previous generation of narrowband transceivers as they can reach speeds of up to 88 kilobits per second.



Iridium Certus™ 9770 Transceiver
Size of unit is approximately 14cm X 6cm X 1.6cm



The first Certus 9770 device that Beam will bring to market is aimed at the transportation sector. It will have a new innovative form factor and will provide data and voice connections to users no matter where they are in the world – as long as they can see the sky.

This means trucking companies can run logistics, tracking and communications apps no matter where their vehicles travel, while caravanners and thrill seekers driving off the beaten track will be able to call, text and surf the web from anywhere in Australia.

What's more, up to two phones can be connected to Beam's next-gen unit for voice calls. That's a big advantage given that almost 80% of Australia's land mass doesn't have mobile coverage.

Organisations and businesses will also find that Beam's Certus 9770-enabled device is perfect for emergencies, such as during earthquakes or other natural disasters when phone lines and mobile service fails.

There are also plans to develop versions of the device to cater specifically for marine users and for Internet-of-Things (IoT) applications.