



22 November 2019

The Manager
Market Announcements Platform
Australian Securities Exchange

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Managing Director's Presentation to the Annual General Meeting 2019

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, Friday 22 November 2019.

Yours faithfully

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

Dennis Payne
Company Secretary



Annual General Meeting

November 2019

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Year in Review

Michael Capocchi
CEO

Strong FY19 Results



Record FY19 revenue and pre-tax profit

Strong organic growth across all divisions

Positive cash flow in FY19

Launching several new products in FY20

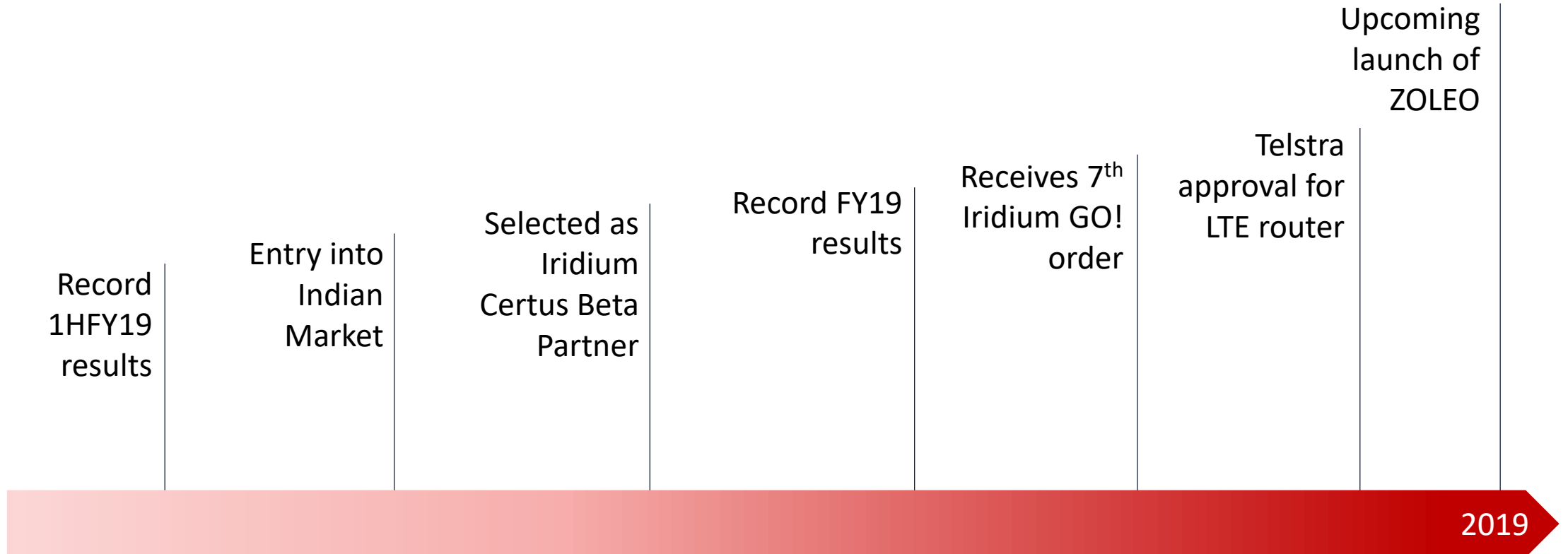
Multiple growth drivers for FY21 & FY22

12-Month Share Price Performance



	Change from FY18	FY19
Revenue	+59.1%	\$18.52m
EBITDA	↑ from <i>-\$607k</i>	\$2.10m
Net profit before tax	↑ from <i>-\$1.43m</i>	\$721,997
Net profit after tax	↑ from <i>-\$1.57m</i>	\$339,129

Year of Achievements



Track Record of Innovation



For almost 20 years Beam has developed many world's first products for key niche markets



	Iridium GO!	Thuraya WE	Inmarsat Docks	Iridium Docks	Iridium Terminals
Description	Global Voice, Data, SOS Hot Spot	Dual Mode LTE/Satellite WIFI Hotspot	Application Extension for Inmarsat Handheld Phones	Application Extension for Iridium Handheld Phones	Standard telephony interface for Iridium
Units Sold	45,000 (37.5K shipped)	3,000	24,000	30,000	20,000
Year of Manufacture	2014 - current	2019 - current	2010 - current	2004 - current	2002- Current

Beam has an extensive network of Tier-1 satellite distribution partners that spans every country across the globe covering thousands of outlets and points of presence.



Designed & manufactured the Iridium GO! device. Longstanding Value-Added Developer of many Iridium products and airtime reseller for Voice and Data services. Will be developing new devices for the newest Iridium Certus satellite service. Designed many world's first products for Iridium



Designed and manufactured Inmarsat handheld SatPhone docking units along with development of dedicated products for Marine and Inbuilding applications.



Developed and manufactured Thuraya WE terminal, direct supply contract. Evaluating ways to develop further terminals based on the new technology developed for WE.



Preferred supplier to Telstra since 2002, developing satellite solutions for enterprise and government customers. Established the online SatPhone Shop business as a Telstra-approved dealer. Beam plans to utilise Telstra on new dual-band devices and IoT devices.



Japanese Telco Operator, Beam has been a preferred supplier for over 10 years for Iridium voice, data, IoT solutions

Additional Revenue Opportunities



Launch of
ZOLEO global
communicator



New LTE / IoT
devices



Next-gen Iridium
Certus 9770
Devices



Additional Dual-
Mode Satellite /
LTE terminals

Key opportunities for growth over the next 12-18 months

ZOLEO: First MSS for Mainstream Market



Mobile Satellite Going Mainstream



Mobile Satellite Services (MSS) market growing @ 7.9% CAGR to US\$5.6tn (\$8.3tn) by 2025¹

Fastest growth in Asia Pacific (including Australia)

Growth driven by:

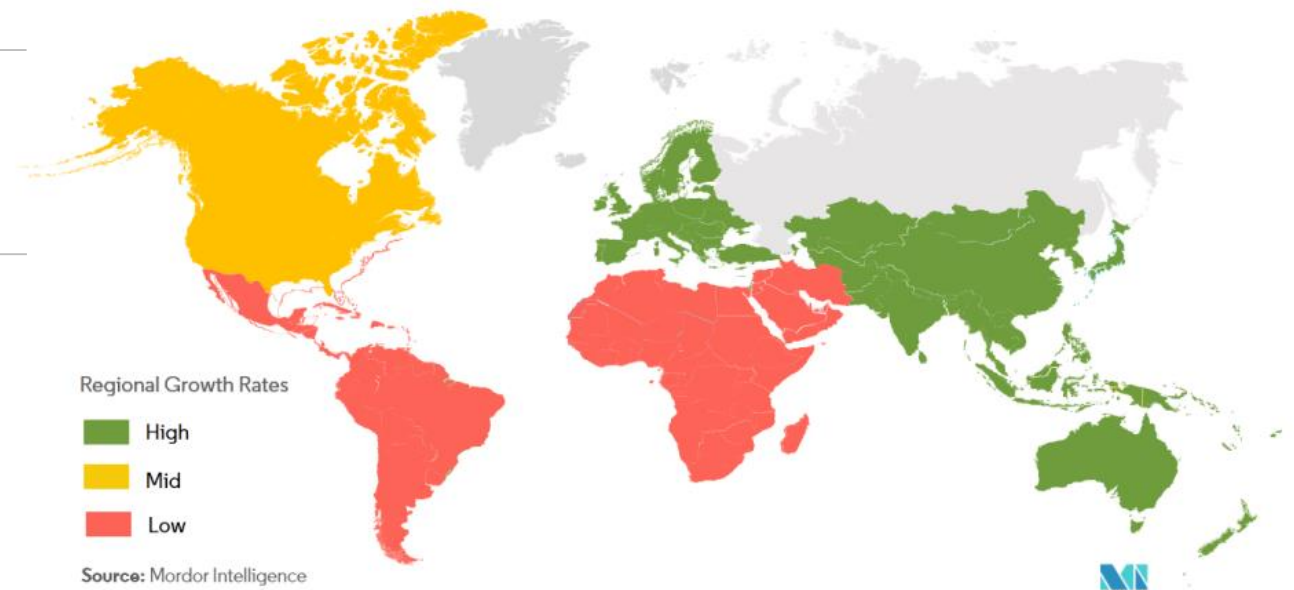
New digital technology

Growing demand for mobility

Integration demand between Sat and LTE

Affordability

Mobile Satellite Services Market Growth Rate by Region (2019-2024)



¹ <https://www.databridgemarketresearch.com/reports/global-mobile-satellite-services-mss-market/>

Upcoming Mass Market Solution: ZOLEO



Unique satellite solution for mass market to be launched Dec 2019

Affordable A\$349 device with plans from \$32/mth to \$80/mth (unlimited)

“Sticky” customer base as device can’t be used on rival systems

Specifically designed to drive recurring revenue

No other offering with similar features at this price point

Appeal to large markets: Adventure Tourism, Rural Residents, Lone Workers, etc.

Designed for Multiple Applications



Seamless messaging/email with auto switching between Wi-Fi, mobile & satellite

Familiar smartphone messaging experience & ease of access to phone's contacts

Water resistant to IP68 (submersible up to 1.5m of water for 30 minutes)

Australian mobile number to send and receive SMS

Dedicated 24/7 SOS button and separate Check-In button

Location (GPS) sharing & DarkSky™ weather forecasts

Up to 200 hours battery life

Multitude of mounting options on body, vehicle, bike, boat etc



Large Markets for ZOLEO



Adventure Tourism

- Global adventure tourism market growing at 17% CAGR (2017-2023)
- Market valued at US\$1.3tn by 2023
- Activities mostly outside mobile coverage
- Asia Pacific fastest growing region

Source: Allied Market Research



Rural Communities

- Rural growing despite urbanisation trend
- Total rural residents reached 3.4bn (2018) from 3.2bn (1998)
- Rural makes up 45% of world population
- Australians living outside capital cities increased 1% in 2018 from 2017

Source: World Bank, ABS



Lone Worker

- Lone worker market in EU and US tipped to double from 2017-2022 to €260m
- Asia Pac expected to grow strongly
- Growth driven by tighter safety rules, rising insurance costs, need for greater productivity

Source: Berg Insight



Growth from Other New Products

Beam MG200 4G Gateway



Expanding product portfolio to include LTE & dual-band solutions



Target segments: vehicular (recreational, emergency, logistics), maritime and remote locations.



Applications: in-vehicle WAN, M2M/IoT, payment, tracking & monitoring, ticketing, digital signage, geolocation, fleet management, emergency response.

Beam OG200
4G Outdoor Gateway

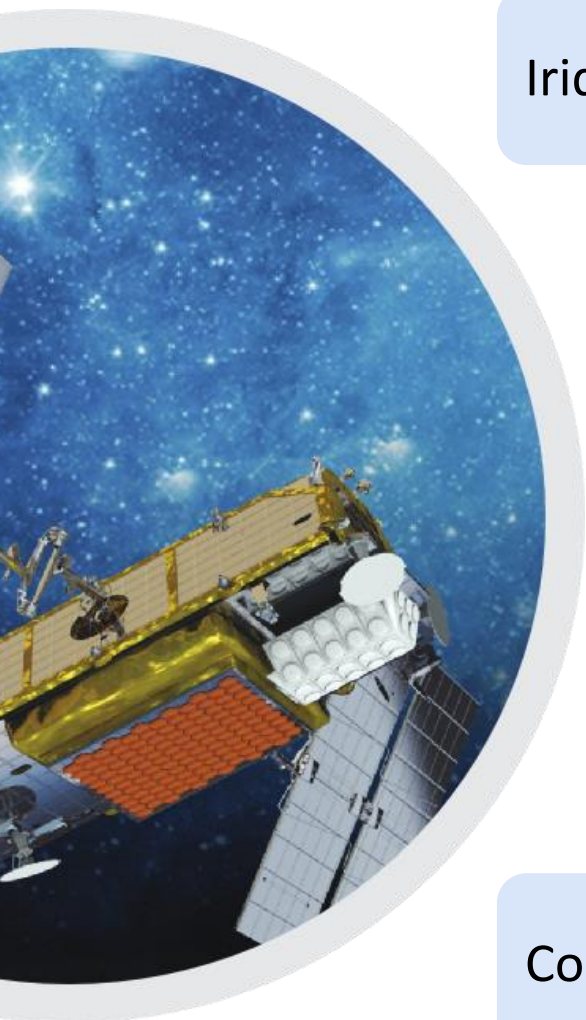


First sales of MG200 & MG400 expected in Q2FY20

Beam MG400 4G Gateway



Upcoming Iridium Certus Devices



Iridium has invested over US\$3B in establishing its next-gen satellite constellation

Beam will be one of the world's first Iridium partners to launch next generation devices using the new Iridium Certus 9770 transceiver

Data speed on Certus 9770 is >35 times faster than previous transceiver

New Beam devices will be very competitive with high-quality voice, messaging and seamless access to basic applications

Complement Beam's current range of Iridium products including Iridium GO!

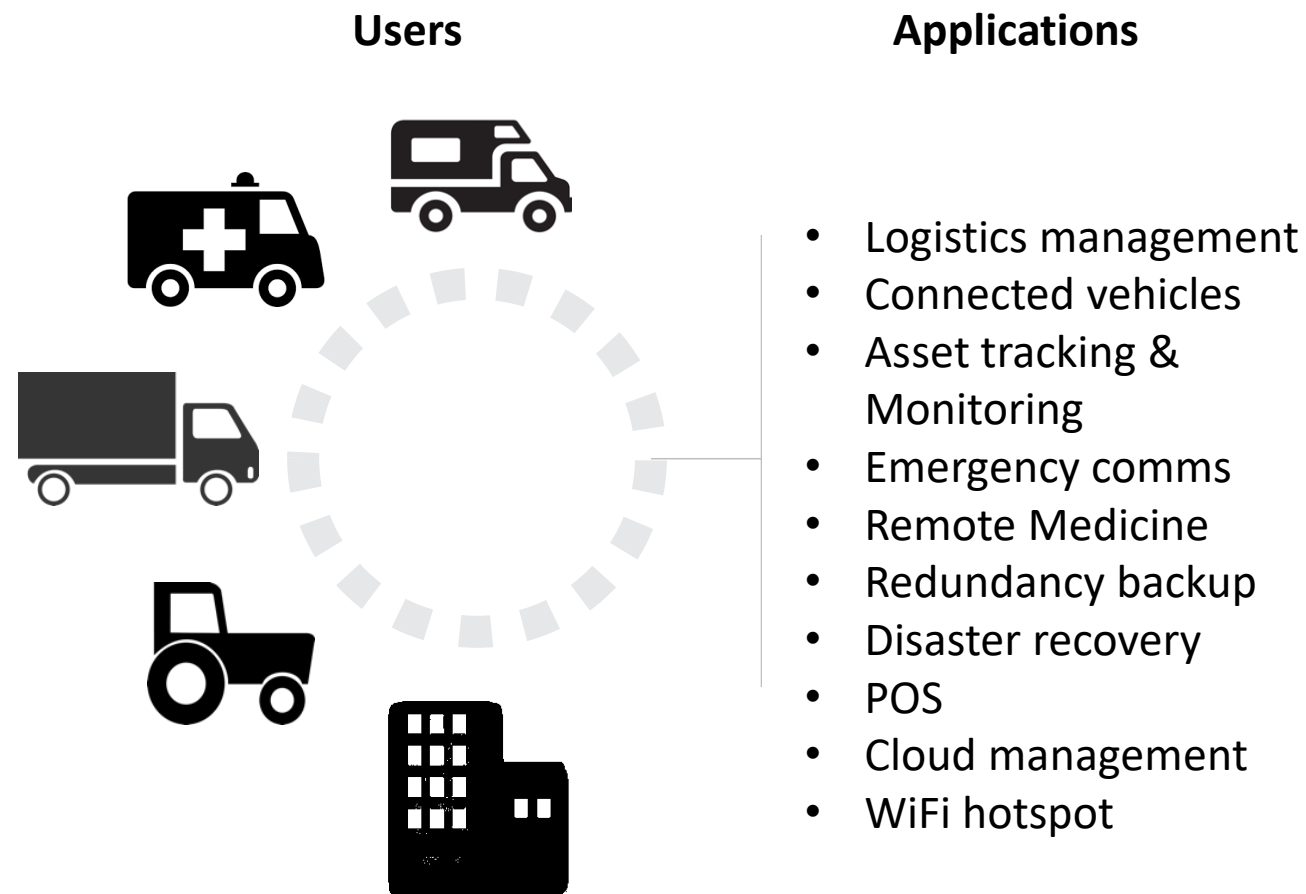
New Beam Certus Devices



Beam's first Iridium Certus device will be a compact unit that can be used in vehicles, buildings and remote sites

Product will be launched in Q1FY21

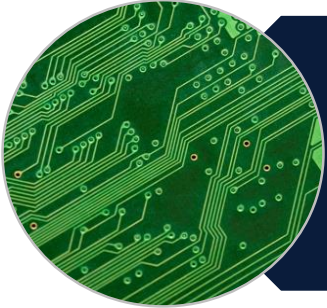
Plans to develop devices for ships/boats and IoT apps





Performance of Existing Business

Building from a Solid Base



OEM Development: Developing and manufacturing devices for leading satellite operators



Beam-Branded Equipment: Wide range of satellite equipment from docks to terminals and antennas



SatPhone Shop: Largest Telstra satellite equipment retailer

Continued opportunities for growth in Beam's core businesses

Successful OEM Business



Thuraya WE

World's first dual-band (LTE/Satellite) device

Only device of its kind in Thuraya's portfolio

Delivered 3000 units generating \$3.9m in revenue

Further orders expected in FY21



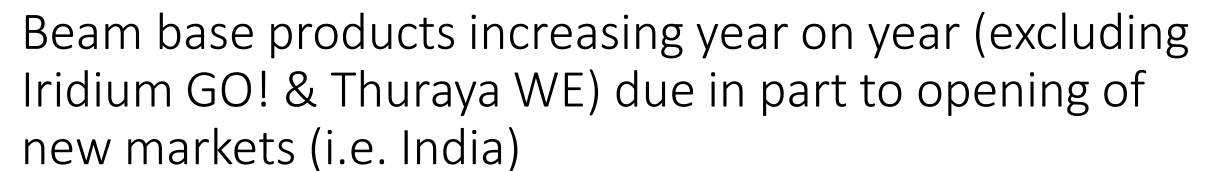
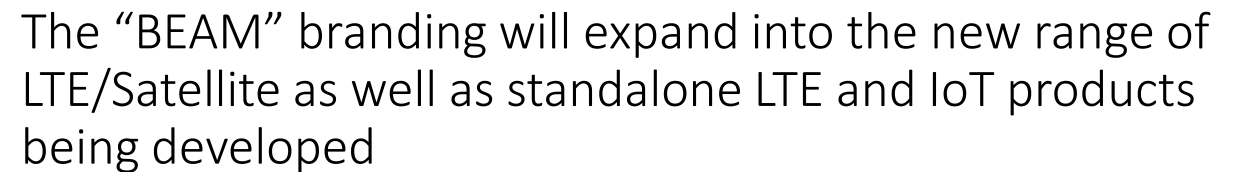
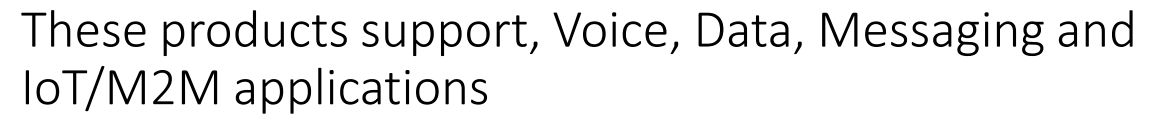
Iridium GO!

World's first satellite hot-spot device

Only one of its kind in Iridium's portfolio

Total orders to date of 45,000 units

Further orders expected in FY21



SatPhone Shop



Wholly-owned subsidiary of Beam and is Telstra's largest satellite dealer in Australia



SPS sells Iridium Equipment, Beam manufactured terminals and accessories along with other 3rd party products



SPS recorded **18% pcp growth** in FY19 and momentum carrying through into FY20.



SPS also rents equipment and sells airtime services that provide monthly recurring revenues.

SatPhone Shop
Communicate "EVERYWHERE"



T DEALER



Significant growth expected from FY21 from new products/services



1HFY20 expected to be weaker than 1HFY19 which was bolstered by Thuraya WE



Organic growth in existing businesses (Beam-Branded & SPS) expected to continue through FY20



FY20 is a year of investment to prepare Beam for next phase of growth





Thank You
