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The Manager  
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## **BEAM RECEIVES FURTHER ORDERS FOR ZOLEO AND BEAM-BRANDED EQUIPMENT**

### **Highlights:**

- **Beam receives third order for 5,000 ZOLEO units from JV entity**
- **Most of the previously ordered and shipped stock in North America has been sold with the device garnering very good interest in that market**
- **Sales of ZOLEO in Australia improving, following initial impact from COVID-19**
- **Beam and Roadpost in active discussions with a number of major retailers in North America and Australia**
- **Beam also received new \$300,000 order for its equipment from India with more orders anticipated if reseller partner wins additional government tenders**

**Beam Communications Holdings Ltd** (ASX: BCC) is pleased to announce that it has received a third order for 5,000 ZOLEO units from its joint venture (JV) entity ZOLEO Inc. and another order for Beam-branded equipment from its Indian reseller partner, Station Satcom.

The delivery of this latest order for ZOLEO is expected to be completed in October and it follows the second order for the innovative global messaging device that was announced on 1 June 2020.

Beam can also confirm that the first batch of 1,250 ZOLEO devices from the second order was shipped in June to Beam's JV partner Roadpost Inc. in Canada to replenish depleting inventory of the device for the North American market.

Most of the units held by Roadpost have already been sold directly to consumers or to its retail channel partners, which includes Cabela's Canada as well as for Amazon fulfilment.

As previously advised, ZOLEO sales momentum in North America is strong and most of the units in the third order will also be shipped to Roadpost, being Beam's JV partner and the party responsible for that market.

"The disruption caused by the COVID-19 pandemic had a larger impact on the sales of ZOLEO in Australia due to our strict social restrictions here, but there has been a notable pick-up in interest for our proprietary global messaging solution in the last month or so," said Beam's chief executive Michael Capocchi.

"Both Beam and Roadpost are in active discussions with major retailers in Australia and North America and we are excited to provide more details in the coming weeks, once those discussions proceed to contract."

#### **Additional order of Beam-branded equipment for Indian market**

Beam has also received a new order for its Inmarsat terminals and accessories valued at \$300,000 from Station Satcom, following its successful tender for a significant Indian government project.

Station Satcom is in the process of tendering for a number of other government projects and Beam will receive further orders from its reseller partner upon the success of any of these tenders.

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

Yours faithfully,



Dennis Payne  
Chief Financial Officer & Company Secretary



**Beam Communications Holdings Limited**

ABN 39 010 568 804

5/8 Anzed Court, Mulgrave,  
Victoria, Australia 3170

T +61 3 8561 4200

F +61 3 9560 9055

investor@beamcommunications.com

www.beamcommunications.com

For media & investor enquiries please contact:

Brendon Lau

e: [brendon@vantagepointpartners.com.au](mailto:brendon@vantagepointpartners.com.au)

m: 0409 341 613

#### **About ZOLEO Inc.:-**

Formed in 2018 and headquartered in Toronto, Canada, ZOLEO Inc. is a joint venture between Beam Communication Pty. Ltd. and Roadpost Inc. that is pioneering the development of innovative lower cost, consumer-oriented global messaging solutions, including innovative wireless devices and apps based on Iridium short burst data (SBD), cellular and Wi-Fi standards. The company serves three primary markets including consumers residing on the fringe of cellular coverage, outdoor recreation and lone worker safety. Its products are offered through authorised retailers in the US, Canada and Australia. Roadpost is responsible for retail distribution in North America and Beam is responsible for the Asia Pacific region. Staged distribution in other regions will be jointly managed. For more information visit [www.zoleo.com](http://www.zoleo.com).

#### **About Beam Communications Limited:-**

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](http://www.satphoneshop.com). For more information, visit [www.beamcommunications.com](http://www.beamcommunications.com).

#### **About Roadpost Inc.:-**

Incorporated in 1991, Roadpost is a foremost provider of mobile satellite equipment and voice and data services from industry leaders including Iridium, Inmarsat and Garmin. More than 45,000 subscribers trust Roadpost to equip them with the most reliable and innovative communications solutions available, from private and public sector organizations that need to connect and protect employees at work, to outdoor enthusiasts who travel the backcountry. Based in Toronto (Canada) with an office in Seattle (USA), Roadpost distributes its products directly and through its extensive network of authorized dealers throughout North America. Roadpost is a registered trademark of Roadpost Inc. For more information visit [www.roadpost.ca](http://www.roadpost.ca).

NOTICE: Some jurisdictions regulate or prohibit use of satellite devices. It is your responsibility to know and comply with applicable laws in jurisdictions where you plan to use this device.

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