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The Manager  
Market Announcements Platform  
Australian Securities Exchange Limited

### **WESFARMERS LIMITED'S CATCH GROUP TO SELL ZOLEO**

#### **Highlights:**

- **Beam partners with Catch.com.au to sell ZOLEO via the Catch Marketplace**
- **This is the second leading Australian online retailer to sell ZOLEO this month following Beam's partnership with Kogan.com Ltd**
- **Catch is part of the Wesfarmers group and is a leading online shopping portal**
- **Latest agreement with Catch guarantees a strong online presence for ZOLEO ahead of the Christmas shopping season**

**Beam Communications Holdings Ltd** (ASX: BCC, "Beam" or the "Company") is pleased to announce that it has signed an agreement with **Catch.com.au** (Catch), which is the second major Australian online retailer to sell ZOLEO ahead of the Christmas shopping season.

Catch is part of retail conglomerate **Wesfarmers Limited** (ASX: WES) and ZOLEO will be immediately available to Catch's millions of active customers through the Catch Marketplace.

"Catch is excited to have formed this new partnership with Beam opening up access to ZOLEO via the Catch marketplace and connecting millions of Aussie customers with this indispensable device," said Christian McKelvie, Head of Marketplace.

The agreement with Catch comes just two weeks after Beam signed Kogan.com Ltd (ASX: KGN) as a retail partner for the Beam designed and developed seamless global messaging device. The Kogan website attracts 11 million monthly website visitors and it has more than 2.2 million active customers.

"Having both Catch and Kogan guarantees a strong online presence for ZOLEO at a time when Australians are increasingly taking holidays to regions with poor mobile coverage or wanting to be prepared for the oncoming bushfire season, always wanting to stay connected to family and friends," said Beam's managing director and chief executive officer, Michael Capocchi.

"Our growing network of retail partners will be instrumental in ensuring a big ramp-up in sales of ZOLEO in 2021 and beyond. The recurring revenues from the monthly plans will lead to a step-change in sales and earnings for Beam over the coming years."

ZOLEO is also available through the Australian websites of Amazo and eBay, as well as Myer Mareketplace. The ZOLEO device retails for \$345 with subscription plans starting from a low \$32 a month.



Yours faithfully,



Dennis Payne  
Chief Financial Officer & Company Secretary

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### **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 Catch Group**

Founded in 2006, the Catch Group is a leading Australian e-commerce group that owns and operates brands such as Catch.com.au, Catch.co.nz, and Catch Essentials. The Group has built its reputation as a destination to shop the best brands and everyday essentials at unbelievable prices. For more information visit [catch.com.au](http://catch.com.au).