

Looking forward to 2021

Dear Shareholders,

This was a year that no one expected, although it's pleasing that our company has managed to navigate the pandemic and to continue to lay the foundations for what is a very promising future.

I am pleased to announce that leading US camping website, 50 Campfires, just named ZOLEO as "Gear of the Year" for 2020.



This is now the fourth industry award for ZOLEO and further reinforces the impact ZOLEO has made during 2020 in the Personal Satellite Communications market.

Further, ZOLEO was selected as one of the finalists for the Outdoor Retailer Innovation Awards. Outdoor Retailer is the largest US trade show, and if ZOLEO wins (results will be released on 21 Jan), it will be the most prestigious award, so far, for ZOLEO.

However, as our Chairman notes, "We can't eat awards", so

one of the most significant achievements in 2020 was the partnering of several leading retailers to sell ZOLEO in North America and Australia. ZOLEO is now sold at some of the largest online and traditional retailers, including Anaconda in Australia and Bass Pro/Cabela's stores in US and Canada.

What's also noteworthy is that our company has other growth avenues besides ZOLEO. This includes the continued sales of the Beam developed Iridium GO!, with Beam having recently received an order for its 50,000th unit, plus the new Iridium Certus devices under development and organic growth in the SatPhone Shop and Beam-branded equipment businesses.

Beam's outlook has never looked brighter and I look forward to bringing you further updates in 2021. In the meantime, on behalf of Beam, I wish everyone all the best for the New Year.

Yours faithfully,



Michael Capocchi
Managing Director

Finding Ann Ansell – A Tale of Survival

Rising from a vast Gascoyne plain in Western Australia slumbers the monolithic feature of Burringurrah, a dreamtime figure of a young boy who was speared and turned into rock, spoken of by the Wadjari people.

Also known as Mt Augustus, this extremely prominent inselberg is more than twice the size of Uluru and an extremely popular tourist destination for travellers exploring the Gascoyne region.

In September there were three tragic deaths in three days at Mt Augustus with them all being attributed to severe dehydration. In October a 74-year-old woman disappeared after failing to return from a 20-minute walk along one of the site's trails.

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Ann Ansell won't be leaving home without her ZOLEO, which was gifted to her by 4Wheel Productions. Image Bobby Sandhu.

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This sparked an intensive land and air search to find her with grave fears being held for her well-being. For 24 hours, with no water and in extremely hot conditions Ann Ansell fought to stay alive and find her way back to her husband.



Mt Augustus – image taken by Graeme Churchard (Bristol UK) source Wikipedia

Western 4W Driver magazine sat down with Ann and listened to her story of survival and how the events surrounding her ordeal came about. Despite the knowledge that others had recently perished in the same area, Ann was determined to survive. She described her ordeal in fine detail, discussing the physical and mental challenges that confronted her, at times self-deprecating on failing to be more prepared.

Ann’s ordeal highlights the potentially deadly risk of assuming; it’s only a quick walk, I’ll only be 20 minutes and reinforces the need to always have a level of preparedness. An avid bird watcher, Ann had a well-stocked and equipped day pack but failed to take it with her on this occasion. This decision nearly cost her her life.

Ann doesn’t want the lessons learned from her ordeal to be forgotten and she tells us why she won’t leave home again without her ZOLEO. Read the full story in the Autumn edition of [Western 4W Driver](#), 1st March 2021.

What’s driving growth of Beam’s Iridium GO! beyond 2020

One question we often get is whether the new range of higher speed Iridium Certus® devices will supersede the highly successful Beam developed and supplied Iridium GO!® portable hotspot device.

After all, the product was launched in 2014 and the lifecycle for most electronic products is a couple of years.

However, it is common for satellite products to be selling for up to 20 years. Equipment built by Beam at the turn of this century is still being sold by Telstra and KDDI today!

Further, Iridium is confident that the GO! device will remain one of its key products for years to come. This is largely due to three reasons.

The first is the price point of Iridium GO!. It provides an extremely competitive solution for voice, data, SMS, SOS and tracking from anywhere on earth.



Another reason customers love the Iridium GO! is its size and portability. It’s very easy to carry around and provides access to the Iridium network anywhere on earth, with options available for easy vehicular and marine use.

Lastly, the recent upgrade of the Iridium GO! app that Beam undertook earlier in 2020 ensures that the App is up to date with latest operating systems and user interface. This will ensure that the solution will remain relevant to consumers for many years to come.