



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

19 March 2019

The Manager
Market Announcements Platform
Australian Securities Exchange

Investor Presentation – March 2019

The company is meeting with various investor groups and the attached presentation is for the benefit of all shareholders.

Yours faithfully

A handwritten signature in black ink, appearing to read 'Michael Capocchi', with a stylized flourish at the end.

Michael Capocchi
Managing Director



Investor Presentation

March 2019

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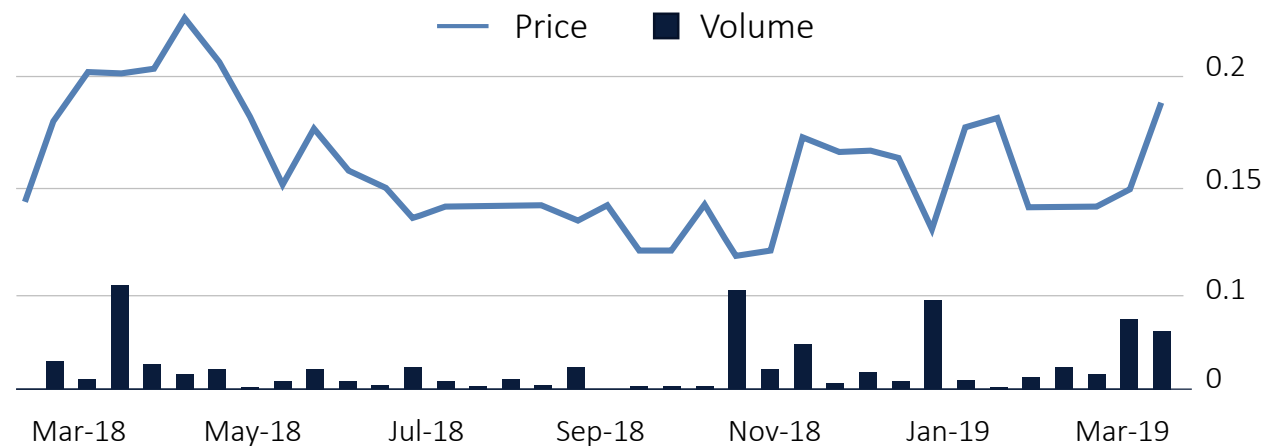
Company Snapshot



- **Established innovator**, designer and manufacturer of narrow-band mobile satellite devices
- **Long track record** dating back to 2000
- Clients include some of the world's **biggest satellite companies** (Iridium, Thuraya and Inmarsat)
- **Worldwide distribution channels** (Telstra, Singtel, KDDI, etc)
- Wholly-owned subsidiary SatPhone Shop is Telstra's **largest satellite equipment dealership**



BCC's Share Price*



Share Price Metrics*

Market Cap	\$9.8m
52-Week Hi-Low	11¢-25¢
Average Daily Volume	61,510
No. of Shares on Issue	52.8m
Top 20 Shareholders	78.8%

*As of 28 Feb 19

Investment Proposition



Earnings inflection point: FY19 turning point with profitable base business and material growth upside from new product launches



Fast Growing Market: Exposed to high-growth global satellite comms & IoT markets



Strong Balance Sheet: Well-funded to grow (cash + undrawn debt of ~\$5m)



Defensive Growth: Demand for BCC's products/services less susceptible to economic cycles and launch of new products to provide more consistent earnings



Cornerstone Investor: ex-CEO of NetComm, David Stewart, owns 19.9% of BCC



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 worlds 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

Board with the Right Experience



Simon Wallace

Corporate lawyer and equity partner in Dentons. Expertise in project financing fund raising and corporate governance. Admitted as a barrister & solicitor of the Supreme Court of Victoria, Federal Court of Australia and High Court of Australia.



Michael Capocchi

Over 20 years' experience in the ICT industry. Held senior roles at Iridium and Optus Communications. Based in Chicago to be closer to key satellite customers and partners in the US and UK/Europe.



David Stewart

Experienced and successful entrepreneur in ICT industry. Founder of Banksia Technology, which acquired Netcomm Wireless (NTC) in 1997. Under his leadership, NTC became a market leader in IoT/M2M and broadband wireless devices.



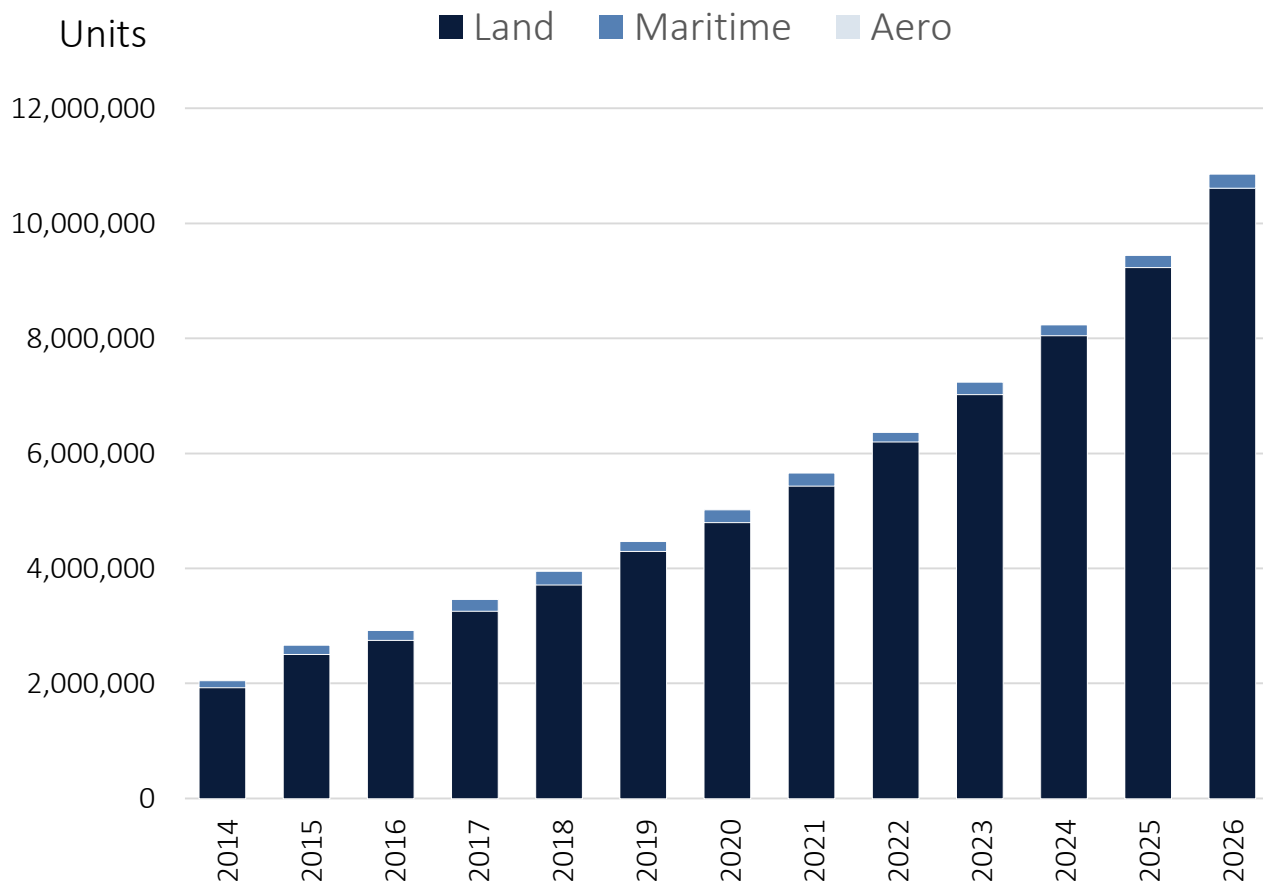
Carl Hung

President and CEO of Season Group International, a global Electronic Manufacturing Services provider with annual revenue of around US\$144m. Season manufactures most of Beam's equipment.



Favourable Market Dynamics

Growth of Narrow-band Satellite













Source: Euroconsult

- Euroconsult forecast number of global satellite mobile phone & data devices to growth nearly 11% CAGR (2016-2026)
- Biggest growth from IoT/M2M applications that require always-on low data bandwidth
- Low Power Wide Area Network (LPWAN) IoT market expected to grow at 109% CAGR to 2023*
- NSR says fastest region for growth is Asia Pacific
- Dual-band devices to dominate categories where high SLA required at a reasonable cost is required (e.g. supply chain, connected cars)

*<https://iot-analytics.com/lpwan-market-report-2018-2023-new-report/>

Best Opportunities for Satellite IoT/M2M



USER SEGMENTS		MAIN APPLICATIONS	GROWTH OPPORTUNITIES FOR SAT.IOT
	Supply Chain	<ul style="list-style-type: none"> Scanning Tracking (assets, vehicles and containers) Cold chain maintenance 	LOW  HIGH
	Connected Cars	<ul style="list-style-type: none"> Telematics (tracking, eCall...) Advanced diagnostics Over-the-air updating Entertainment 	LOW  HIGH
	Oil and Gas	<ul style="list-style-type: none"> Tracking Geological sensors Earthquake sensors Security 	LOW  HIGH
	Transportation	<ul style="list-style-type: none"> Engine monitoring Safety monitoring Railway tracks Tracking of fleet 	LOW  HIGH
	Agriculture	<ul style="list-style-type: none"> Irrigation control Environmental sensing Animal tracking 	LOW  HIGH

Beam's initial range of new devices will target Supply Chain and Connected Cars segments.



Source: Euroconsult

Convergence of Satellite & LTE



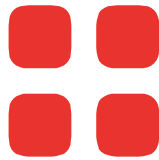
Relatively new product category



Beam created world's first dual-band hotspot device for Thuraya in 2018



Dual-band most relevant to applications that require dependable & affordable always-on data connections



This includes connected vehicles, boats, mobile asset tracking, supply chain/ logistics, portable devices



Beam is developing other dual-mode products based on Inmarsat and Iridium networks



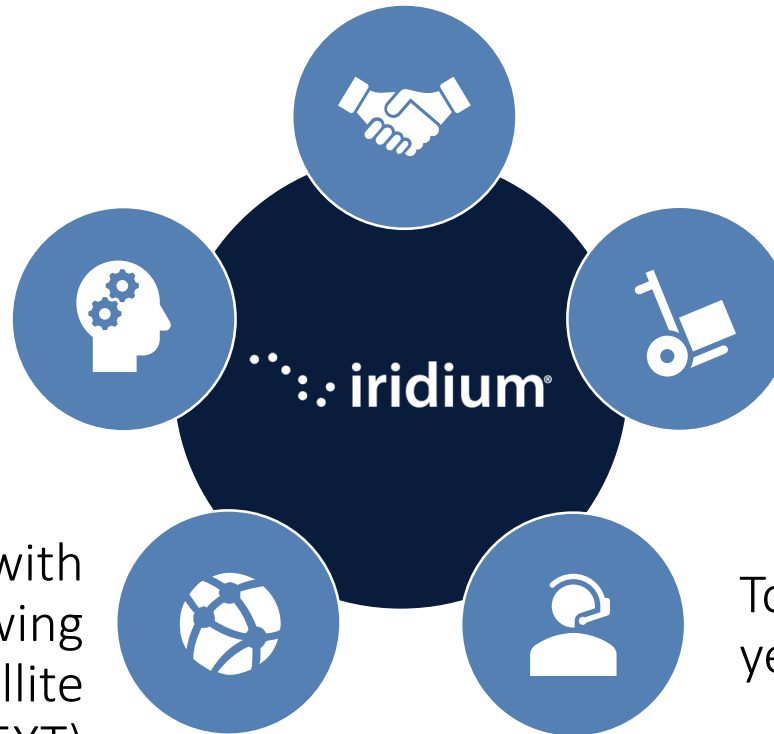
Emergence of 5G will bring further opportunities to launch new products



Diversified Earnings Streams

Secured development
agreement with Iridium in 2012 to design
and manufacture Iridium GO! device

Beam will partner with Iridium
to develop new terminals for
Iridium NEXT (e.g. marine,
vehicular and IoT devices)



First order shipped in FY14
and BCC received 6th order
in Feb 2019

Further orders anticipated with
increased demand following
Iridium's successful satellite
network upgrade (Iridium NEXT)

Total orders over past 5
years of 40,000 units

Thuraya Opening New Markets



Developed world's first dual-band hotspot for Thuraya called, Thuraya WE



First order of 3,000 units (\$4.3m) completed in December 2018



Thuraya WE launched in Middle East, Europe and planning to launch soon in China



Other Thuraya partners expected to commence selling the WE



BCC anticipating further orders in FY20



Beam Branded Products



Innovates, designs and manufactures a broad range of terminals and accessories for Iridium and Inmarsat as Beam branded products



These products support, Voice, Data, Messaging and IoT/M2M applications

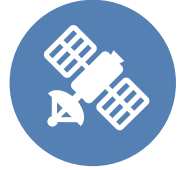


The “BEAM” branding will expand into the new range of LTE/Satellite as well as standalone LTE and IoT products being developed



Beam products recorded **30% pcp growth** in 1HFY19 (excluding Iridium GO! & Thuraya WE) with momentum carrying through into 2H

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 **35% pcp growth** in 1HFY19 and momentum carrying through into 2H.



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

SatPhone Shop
Communicate "EVERYWHERE"



T DEALER

New LTE / IoT Products



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.



Products launched to global markets by end of FY19



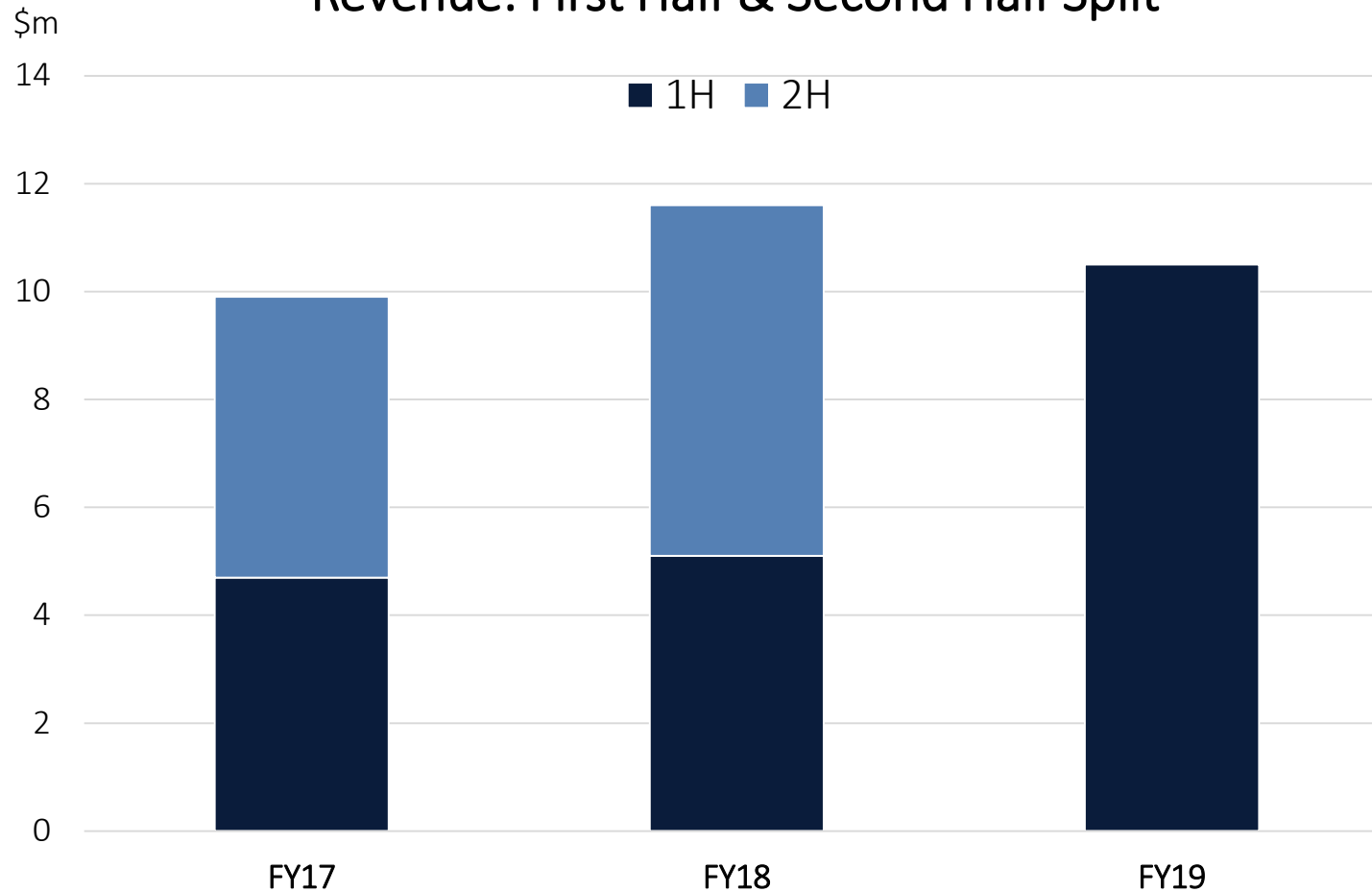
Earnings Inflection Point



Sustained Turnaround



Revenue: First Half & Second Half Split



- 1HFY19 EBITDA \$1.54m vs. FY18 full year EBITDA of -\$607K
- Expecting to return to profit in FY19 and FY20 following two years of losses
- 2HFY19 is forecast to be at least as good as 2HFY18 but won't match record first half

Solid Earnings Base FY19 & FY20



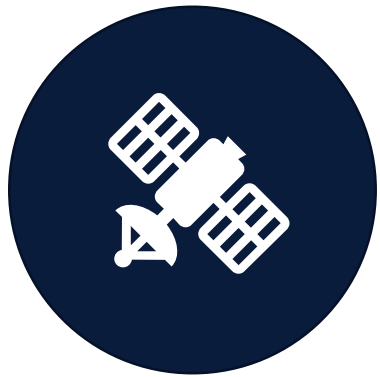
Revenue from Beam Branded Products alone is enough to produce a positive EBITDA based on current growth trend

Beam Branded Products and SPS sales growth accelerating (14% p.a. since FY17 vs. 30%-35% in latest half)

Further growth in demand for Beam products and SPS anticipated

Annual revenue required for underlying EBITDA breakeven for the group is circa \$9.4m

Additional Revenue Opportunities



Additional
Thuraya WE
orders



New LTE / IoT
devices



Additional Dual-
Mode Satellite /
LTE terminals



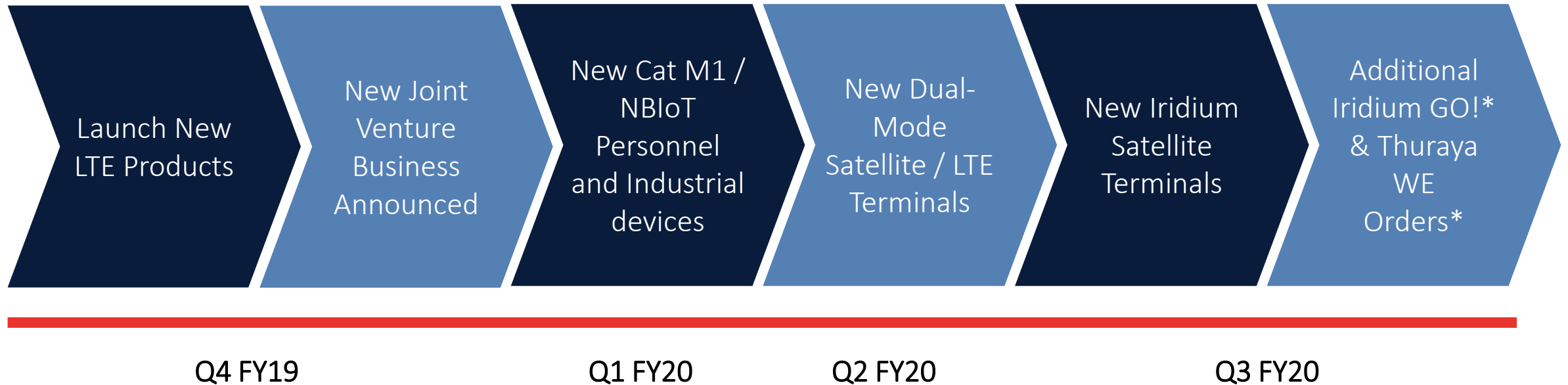
Launch of
new JV
product



Develop new
device for Iridium
NEXT

These opportunities are expected within the next 12-18 months

Milestones



* Timing of these orders is outside of Beam's control and requirements for additional orders is based on the sales activity of the respective partner. There is a secured Iridium order for 5K GO! units for delivery in 1HFY20

Beam's relative income to market capitalisation

COMPANY	REVENUE FY18	EBITDA FY18	SHARE PRICE (1YR)	MARKET CAP
Speedcast International (SDA)	\$882.8m	\$187.6m	-31.5%	\$929m
SKY and Space Global (SAS)	Negligible	-\$7.1m	-80.7%	\$61m
AddValue Technologies*	\$5.8m	-\$12.7m	-42.5%	\$45m
Mobilicom (MOB)	\$2.6m	-\$3.2m	-2.5%	\$17m
Kleos Space SA (KSS)	\$1.3m	-\$3.5m	13.8%	\$17m
Beam Communications (BCC)	\$11.6m	-\$0.6m	2.8%	\$10m

Source: Morningstar/Company accounts

Beam is on track to deliver a significant increase in revenue and a positive EBITDA in FY19.

* Listed on SGX (Code: A31). All figures converted to A\$

Summary



On track to deliver significantly stronger results in FY19



Leveraged to fast growing IoT/M2M market



Profitable business with established track record



Multiple near-term milestones



High growth with relatively defensive earnings streams



Improving earnings stability with wider product offering and growing recurring services revenue



Funded for current growth initiatives



Thank You
