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The Manager
Market Announcements Platform
Australian Securities Exchange Limited

BEAM ENTERS INDIAN SATELLITE MARKET

Highlights:

- **Leading Indian satellite solutions group Station Satcom signs reseller agreement with Beam**
- **First orders of Beam-branded Inmarsat equipment through Station Satcom reach US\$250,000 since January 2019**
- **Further orders expected as the Inmarsat service gains greater market application in India**
- **Beam's Inmarsat equipment faces little to no competition in the Indian market**
- **The opening of the Indian market for the first time supports Beam's positive earnings outlook**

Beam Communications Holdings Limited (ASX: BCC) is pleased to announce that it has signed a reseller agreement for Beam-branded Inmarsat equipment with a leading satellite solutions company in the Indian market, Station Satcom.

The agreement formalises the partnership between Beam and Station Satcom after the Indian-headquartered company recorded initial orders of Beam equipment worth US\$250,000 since the start of calendar 2019, following the Indian government's approval to allow the sale and use of satellite devices on the Inmarsat satellite network.

Inmarsat is the only global satellite service that is allowed to operate in India and most of Beam's products supplied to and sold by Station Satcom have been for its docking stations and its Oceana 800 satellite terminal, which is designed for maritime and in-building applications.

Beam's docking stations are the only Inmarsat-approved docking units in the world and the Oceana 800 is the only device of its kind running on the Inmarsat GPS Service.

*Oceana 800 satellite terminal**IsatDock2 MARINE Docking Solution*

The Chief Executive Officer of Station Satcom, Anshul Khanna, said:

“We are excited to have signed a reseller agreement with Beam after seeing such strong initial demand for its products in India.

“We are expecting further robust sales of Beam’s Inmarsat equipment as this is the first time we’ve been able to sell such equipment in the Indian market, and as the Inmarsat service gains greater market penetration.

“Station Satcom has chosen to partner with Beam for its strong brand recognition in the industry and its long track record in developing and manufacturing reliable and high-quality satellite devices for global satellite network operators.”

India is a new market for Beam and its expected to be a strong contributor to ongoing growth of the Beam equipment division, which enjoyed a 30% increase in sales in 1HFY19 over the previous corresponding period.

Inmarsat officially launched its Indian GPS Gateway in 2017, which will enable Indian government and private sector customers to access its satellite phone services via Inmarsat’s 4th generation constellation. The gateway will enable the Indian government to provide secure communications to defence services, commercial enterprises, the maritime industry and India’s remote communities.

Yours faithfully,



Michael Capocchi
Managing Director



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About Station Satcom Group

Station Satcom is a leading Satellite communications service provider, based in India & Singapore, offering a variety of Remote Area Communications solutions for offices and operations across the world since 1998. It is recognized as the most preferred supplier of satellite communication services offering technical support par excellence, through constant devoted efforts of exemplary technical proficiency and an unequalled passion for customer delight.

With range of products and value added services its aim is to keep up with new products and create innovative services for their valued customers, while continuing to maintain a high standard in support and service delivery.

Some of the many services include Satellite Broadband, Communication Equipment, Internet Management Solutions, low cost calling solution, Accounting Authority and Activation services, VSAT, FleetXpress, TVRO, Entertainment, Installations, Engineering and remote IT support, Radio Surveys, (S)VDR APTs), LRIT tests, weather routing for fuel optimisation, performance monitoring & S-AIS tracking, ECDIS with Electronic Charts and ITU Publications and More. For further information, visit www.stationsatcom.com.

About Beam Communications Holdings Limited

Beam Communications Holdings Limited (formerly World Reach Limited) is an Australian publicly-listed company 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. For more information, visit www.beamcommunications.com.