

ASX ANNOUNCEMENT

01 August 2023

INVESTOR PRESENTATION

Beam Communications Holdings Ltd (ASX: BCC, “Beam” or the “Company”) wishes to announce that its Managing Director, Michael Capocchi, and Chief Financial Officer, Dean Sleigh, will be presenting the attached quarterly investor presentation at a webinar this morning at 9.30am.

Investors can attend the webinar by registering via the following link:

https://us02web.zoom.us/webinar/register/WN_RoBnTIR_SN2S1G2qmf2kLA#/registration.

This announcement has been approved by the Board of Directors.

For media and investor enquiries please contact:

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About Beam Communications Holdings 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. Beam has developed several world-first innovations and its products and services are adopted by some of the world’s largest satellite and telecommunications companies, such as Iridium, Telstra, KDDI, Inmarsat and Thuraya. Beam also developed the multi-award winning ZOLEO device, which generates recurring subscription revenues for the Group. 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.



Quarterly Update Q4FY23

August 2023

ASX:BCC



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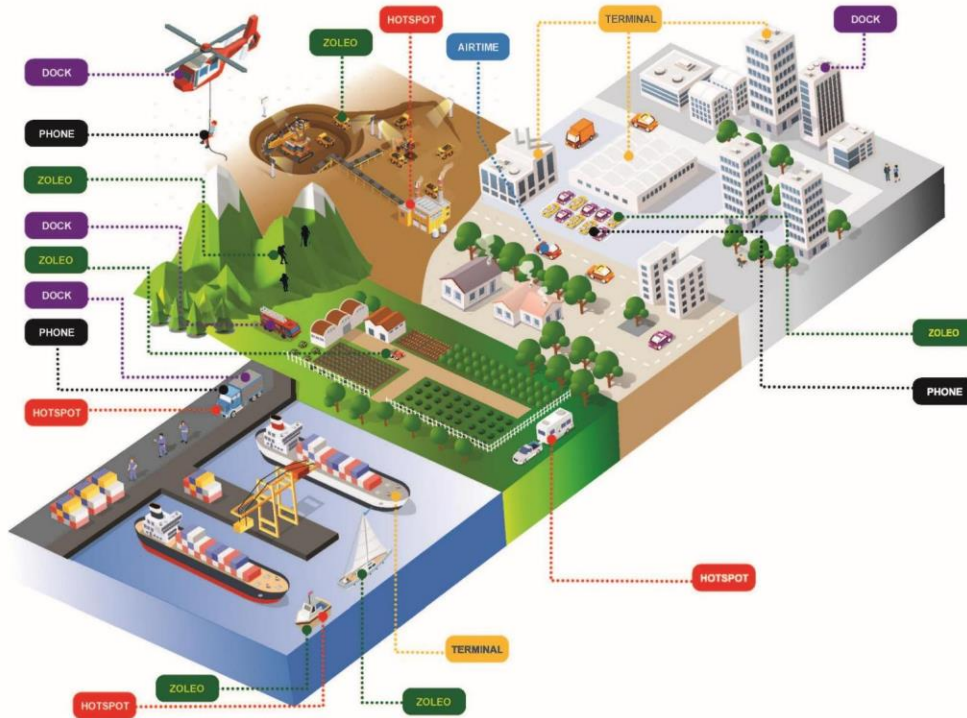
Certain statements in this presentation are forward looking statements. You can identify these statements by the fact that they use words such as “anticipate”, “estimate”, “expect”, “project”, “intend”, “plan”, “believe”, “target”, “may”, “assume” and words of similar import. These forward looking statements speak only as at the date of this presentation. These statements are based on current expectations and beliefs and, by their nature, are subject to a number of known and unknown risks and uncertainties that could cause the actual results, performances and achievements to differ materially from any expected future results, performance or achievements expressed or implied by such forward looking statements.

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World-First Innovations | Key Verticals

Personal SatComms are no longer a small niche market product as they become smaller, faster and cheaper



Beam Communications (ASX: BCC) develops satellite, cellular and dual-mode equipment and services for consumer/commercial/ industrial applications.

It has made several world-first innovations and its products and services are adopted by some of the world's largest satellite and telecommunications companies, such as Iridium, Telstra, KDDI, Inmarsat and Thuraya.

Beam generates income from hardware sales and subscription revenues.

Market Metrics*

Market Cap	\$16.9m
Cash (@ 30 June 2023)	\$5.0m
Enterprise Value	\$11.9m
Share Price (52wk range)	15c-31c
Shares Held by Top 20	59.6%
No. of Shares on Issue	86.4m

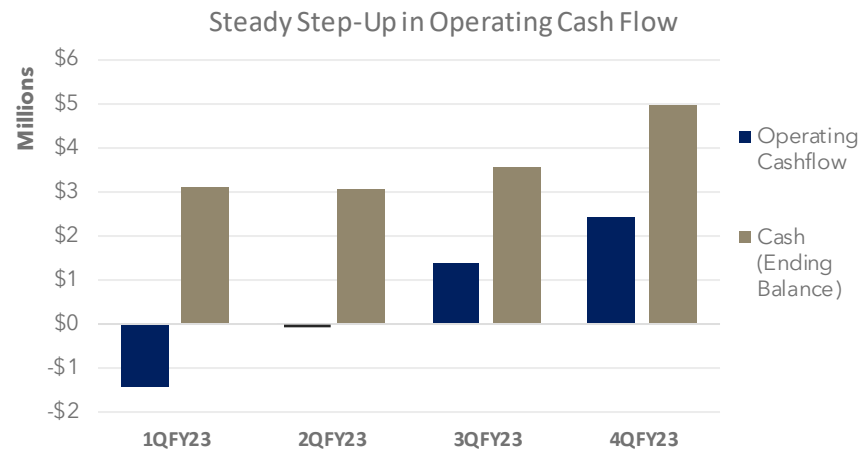
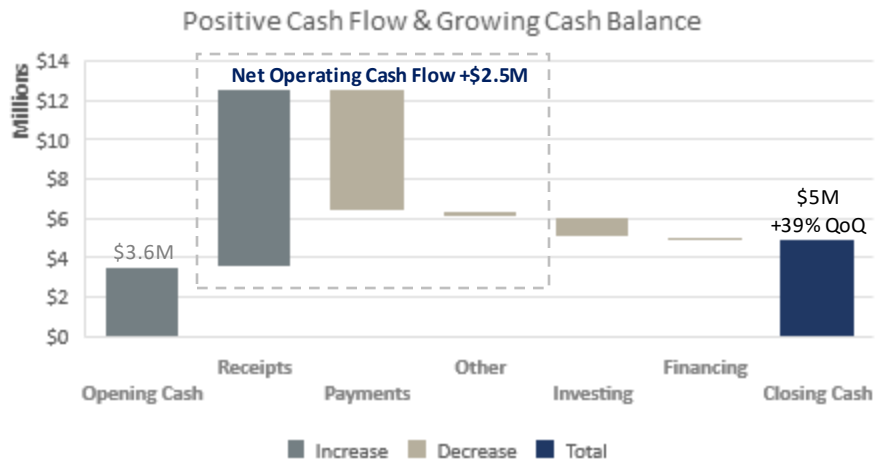
*As of 31 July 2023



Highlights | Strong Finish to FY23

- Increase in both net operating cash inflow to \$2.5M and cash balance to \$5M in 4QFY23
- Sales/royalty increases across all Beam business units as it benefits from strong growth in the global mobile satellite market
- Net ZOLEO ANZ subscriber numbers jump 20%+ QoQ to >6.2K and global ZOLEO subscribers top ~71K
- ZOLEO Inc. JV, 50% owned by Beam, forecast to post total FY23 revenue of US\$27M (circa two-thirds recurring)
- Beam reaffirms record guidance for FY23: EBITDA ~\$4M and Revenue ~\$40M
- Positive trends persisting into current financial year

Positive Cash Flows | Building Momentum



- Second consecutive quarter of positive net operating cash flow to \$2.5M (+75% QoQ)
- Increase in cash balance to \$5M (+39% QoQ)
- Net cash inflow driven by further unwinding of trade working capital and lower capex requirements
- Trend of positive op cash flow expected to continue on current projections
- Total available funds of \$6.1M as of 30 June 2023 (available undrawn debt + cash)
- Balance sheet strength to consider pursuing new growth opportunities as they become available

Multi Growth Drivers | Business Units Performance

4QFY23 Performance



Core Beam Equipment sales (Ex ZOLEO) increased 22.3% QoQ



SatPhone Shop (Beam's online channel) sales jumped 53.1% QoQ

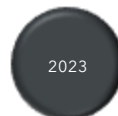


ZOLEO royalty payments up 18.2% to \$870K annualised

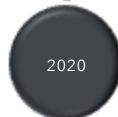


Beam's total recurring revenue (ZOLEO + airtime) expanded 17% QoQ

Developing World-First Innovations for Global Markets Every 2-3 years



Launched Iridium GO! EXEC portable satellite hotspot



Launched ZOLEO – world's first seamless global satellite communicator



Official launch of Thuraya WE – world's first all-in-one dual mode satellite & LTE portable Wi-Fi device



Official launch of first-gen Iridium GO! – revolutionary world's first device making satellite comms accessible for smart devices



Beam develops world's first RJ11 and tracking capable Iridium 9555 dock and fully integrated docking units



ZOLEO | Global Sales & Recurring Revenues

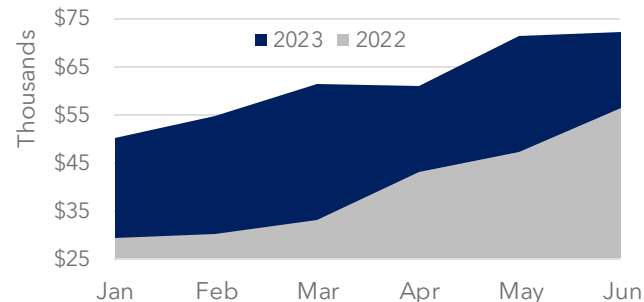
Beam's Territory

- Annualised royalties jumps 18% QoQ to \$870K
- Net ANZ subs up 23% QoQ to >6.2K
- Recent promotional campaigns helping to drive growth
- Retail channels expanding in NZ
- Enterprise/Government client focus following launch of ZOLEO Track

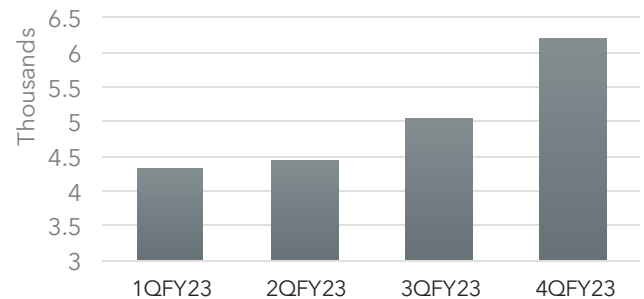
ZOLEO Inc. JV

- Global subs top ~71K @ 30th June 23
- JV forecast to post total revenue of US\$27M for FY23
- Circa two thirds of total revenue is from recurring subscription revenue
- Beam owns 50% of JV
- Developed and launched new Medical Assist and ZOLEO Track features to increase "stickiness" of subscribers
- Additional features/functionalities under development

Monthly ZOLEO Royalties to Beam



Net ANZ ZOLEO Subscribers (No.)



Emerging Global Opportunity | Organic Growth

Improving affordability and new technologies transforming mobile satellite services (MSS) from niche to mass market



Global MSS market forecast to grow at 6.9% CAGR to US\$9.2B by 2030*



Iridium's Commercial IoT business (category that includes Beam's solutions) is one of the fastest growing parts of Iridium's business



Revenue from this business jumped 13% YoY to US\$34.6M and subscribers increased 19% YoY to 1.6M in the June 2023 quarter+



Entry of high-profile competitors to this market reflects growth opportunity



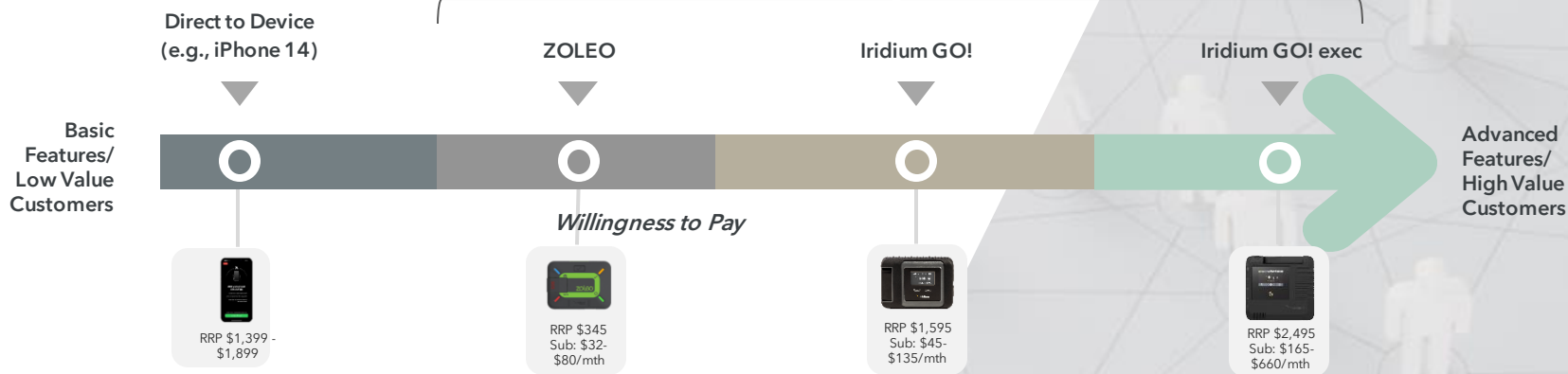
Beam's track record positions it well to benefit from this growth

*<https://www.skyquestt.com/report/mobile-satellite-services-market>

+<https://investor.iridium.com/2023-07-25-Iridium-Announces-Second-Quarter-2023-Results-Reports-Record-Operational-EBITDA>

Product Positioning | Unique Value Proposition

Beam Innovations



Urban Dweller: Users would very seldom travel out of mobile coverage and would be sensitive to pay for emergency satellite connection. They are content with text messages with high latency, predominantly emergency only.

Safety Conscious: Users who engage in activities that occasionally take them out of mobile coverage, and where they would value an always-connected text messaging and SOS service. They require only text but want fast and reliable connection times and the ability to message anyone.

Enthusiasts: Users who invests more in outdoor activities (eg. yachtsmen, mountaineers, etc.) and require voice and limited data connections (2-3kbps). They require voice calls and are content to wait for several minutes for downloads.

Professionals: Users who actively require reliable global IP-based internet connection (~100kbps) in their professional and/or daily lives. They require a fast enough connection to support videos, run apps (like WhatsApp, etc) and high-quality voice calls.

BEAM | Outlook



FY23 Record Guidance

- EBITDA ~\$4m (~166% over FY22)
- Revenue ~\$40m (~69% over FY22)
- NPAT >\$2m (FY22: -\$177K)

Growth driven by:

- Commencement of Iridium GO! exec orders
- Continued growth in recurring subscription revenues & royalties
- Organic growth across Beam's core business, including SPS, with awareness and demand for personal satcom devices increasing

Strategically positioned for growth beyond FY23

- ➔ Strong balance sheet with positive op cash flow forecast to persist
- ➔ Ongoing GO! exec orders (Minimum, US\$12m 5-yr contract)
- ➔ Further penetration of ZOLEO into enterprise/govt markets
- ➔ High-margin ZOLEO annualised royalties set to increase further
- ➔ New recurring revenue stream from Value Added Services
- ➔ Launch of second Iridium Certus® device
- ➔ Lower capex required to deliver future growth
- ➔ Recurring revenues from ZOLEO and Airtime sales expected to continue growing

Q&A

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