

FY24 Results



29 August 2024 | BSX:BCC



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Real Success: Proven Products, Remarkable Outcomes



Preet Chandi used Iridium GO! during her solo trek to the South Pole, covering 700 miles. The device enabled her to stay connected, sharing photos and voice updates, demonstrating Iridium GO!'s reliability in extreme conditions.



Rosaline Chaston and Andy Hodgson used Iridium GO! exec during their 2,807-mile Atlantic rowing expedition. The device allowed them to send emails, photos, and updates, ensuring constant communication and safety.



Trail Bus adopted ZOLEO devices for better communication and safety during excursions. The devices provided reliable messaging, weather updates, and location sharing, improving efficiency and emergency response.



49 North Helicopters integrated ZOLEO devices to enhance communication between pilots, guides, and staff. The user-friendly and cost-effective devices improved safety and connectivity in remote areas.



FY24 Highlights

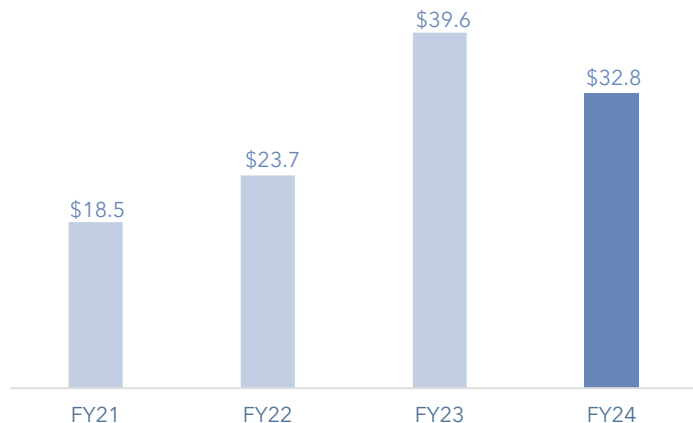
Financial	1	Headline Financials <ul style="list-style-type: none"> Revenue \$32.8m GM 30% Normalised EBITDA \$3.1m 	
	2	Strong finish to FY24 as expected, delivers positive Free Cash <ul style="list-style-type: none"> Positive FCF of \$0.8m for FY24 (excl. arbitration payments) Cash at bank is at \$3.1m, up from \$2.7m at March 2024 Capex efficiency, 4 consecutive quarterly reductions in capex spend 	
Strategic	3	Continuing Growth in Recurring Revenues <ul style="list-style-type: none"> Recurring revenue +67% YoY Beam's royalty revenue from the ANZ ZOLEO business, \$1.0m (+44.9% YoY) Annualised subscription revenue exceeds \$3.2m (up 44% on FY23) 	
	4	Impressive multi-year growth performance <ul style="list-style-type: none"> 3-year Revenue CAGR 21% 3-year Normalised EBITDA CAGR 18% EBITDA margin steady since FY21: OPEX*growth < Revenue growth, despite inflation 	
	5	Transformational ZOLEO arbitration outcome <ul style="list-style-type: none"> Beam to control ZOLEO Inc; or Beam to crystallise its value from the JV 	

* Normalised EBITDA and OPEX excludes ZOLEO arbitration costs

Strong Multi-year Growth

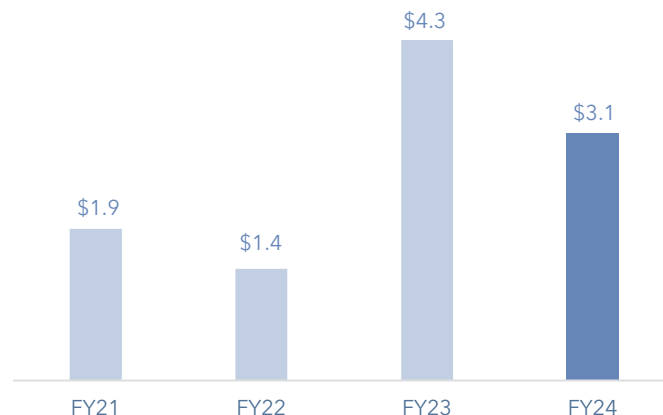
Operating Revenue (\$m)

3-year CAGR 21%



EBITDA* (\$m)

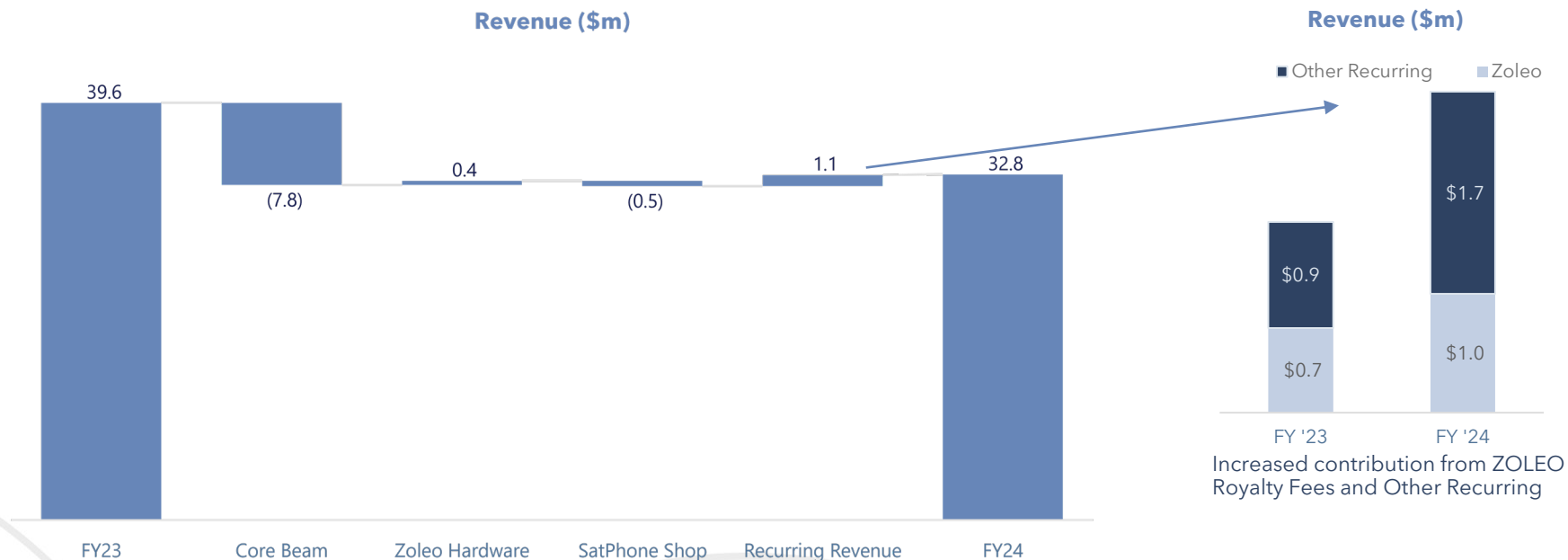
3-year CAGR 18%



Higher quality revenue and earnings as revenue mix shifts to recurring.

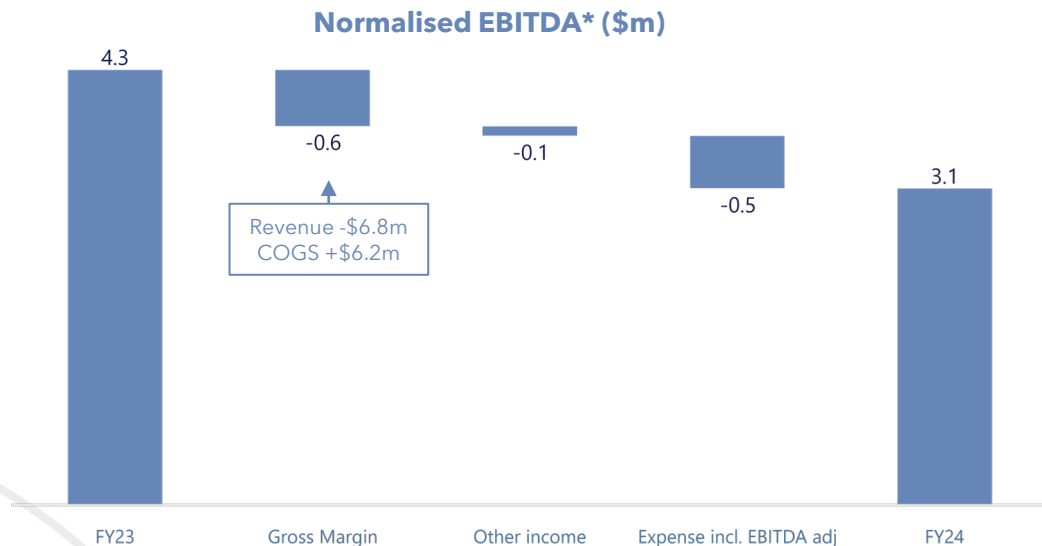
Normalised EBITDA excludes ~\$3m of arbitration related expenses in FY24.

Revenue | Strong recurring revenue +67%

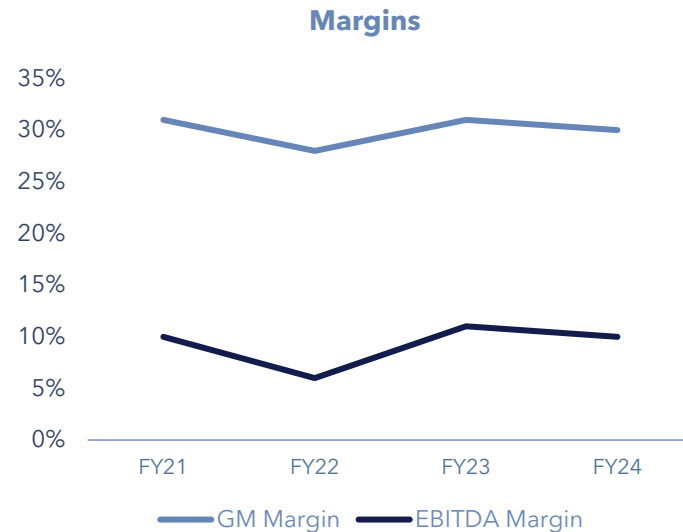


EBITDA | Resilient margins

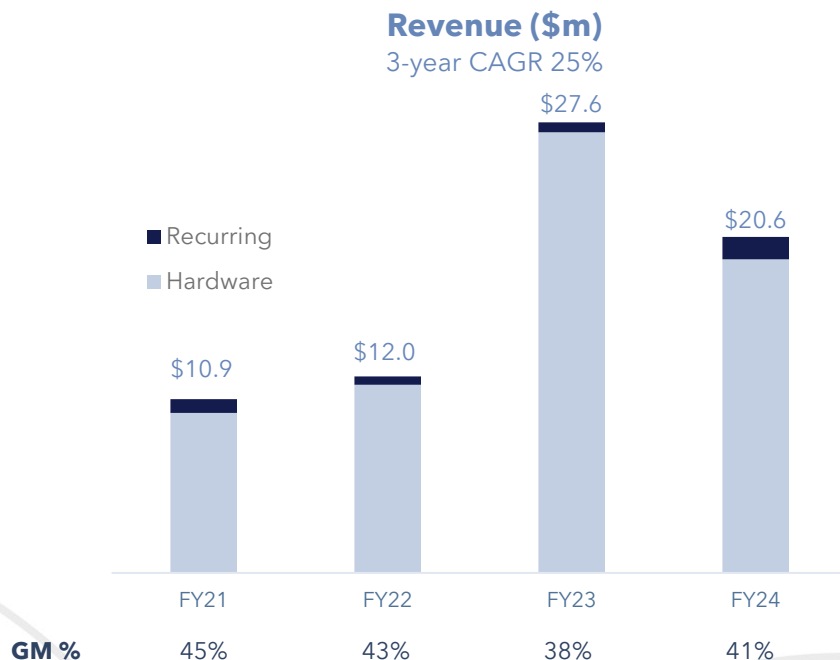
OPEX well managed with Revenue -17% and EBITDA margin stable



* Normalised EBITDA excludes ZOLEO arbitration costs of ~\$3m



Core Beam (excl. ZOLEO) | Performance



Highlights



Lower sales of Iridium GO YoY, ongoing committed orders from Iridium into FY25



Iridium Go exec® continuing deliveries against 5 year / USD20M commitment



Beam branded Terminals & Accessories outperformed YoY. Total hardware -29% YoY, 3Y CAGR+25%



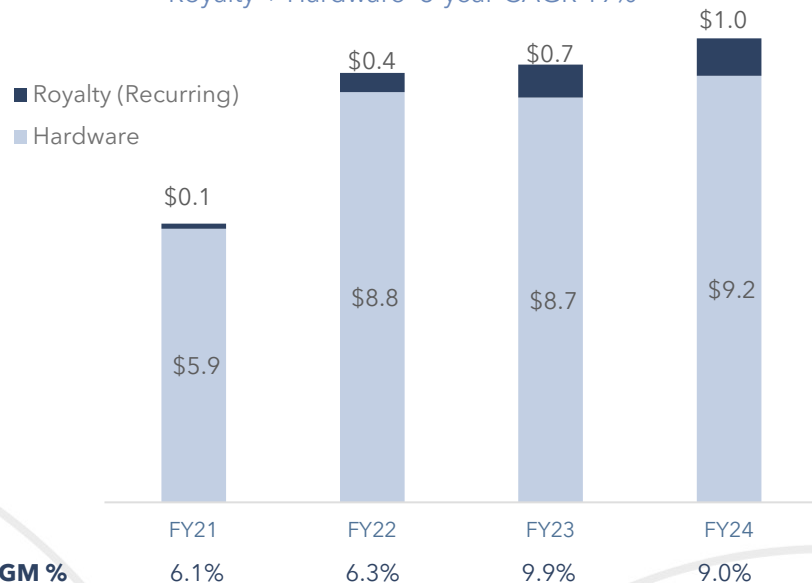
The Telstra/MT Data recurring revenues +125% continue to grow increasing total billable subscribers.

Beam ZOLEO | Performance¹

Revenue (\$m)

Royalty 3-year CAGR 115%

Royalty + Hardware 3-year CAGR 19%



Highlights



Gross margin expanding
as recurring revenue
grows



ZOLEO activations for
ANZ ahead of PCP,
up 10%



Channel demand
remains strong given
orders in hand



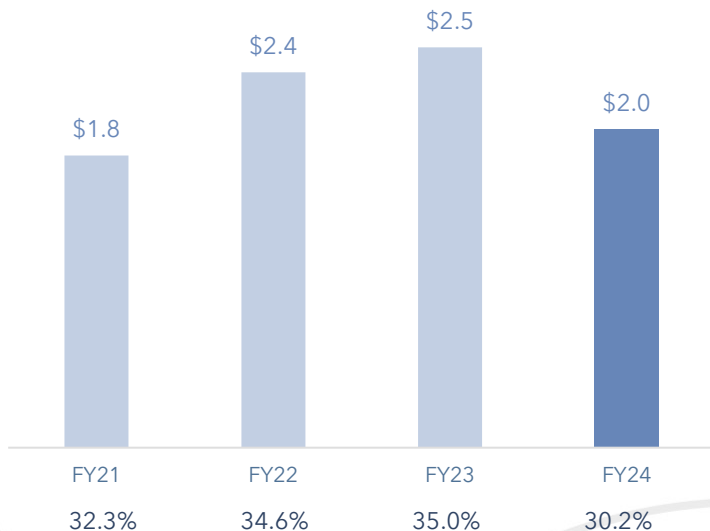
Inherent value in
ZOLEO asset that has
almost 100K global
subscribers

1. Represents Beam hardware sales to ZOLEO Inc, Beam device sales to ANZ channel partners, ANZ device sales made by Beam and subscription royalties received from ZOLEO Inc. ZOLEO Inc. is accounted for as a joint venture per AASB 128 Investments in Associates and Joint Ventures

SatPhone Shop | Performance

Revenue (\$m)

3-year CAGR 3%



Highlights



Leveraged for growth in the Mobile Satellite Service market with expanded product range



Recurring airtime revenue (sold through SPS) grew 10% YoY



New website due for launch to provide B2B access



Strategic value in SPS which gives Beam an important channel to market for e-commerce

P&L Summary

	FY24 (\$m)	FY23 (\$m)	FY22 (\$m)	FY23 - FY24 % Change
Revenue	32.8	39.6	23.7	(17.2%)
Gross Profit ¹	10.0	12.2	6.5	(18.2%)
Gross Margin % ¹	30.4%	30.8%	27.7%	(0.4%)
OPEX	11.0	7.6	5.9	45%
Normalised EBITDA ²	3.1	4.3	1.4	(27.3%)
EBITDA	0.1	4.2	1.4	(97.4%)
NPAT	(1.8)	2.1	(0.2)	[n/m]

1. Excludes Statutory Inventory Provision adjustment

2. Normalised EBITDA excludes ZOLEO arbitration costs of \$3m in FY24 and \$0.1m in FY23.

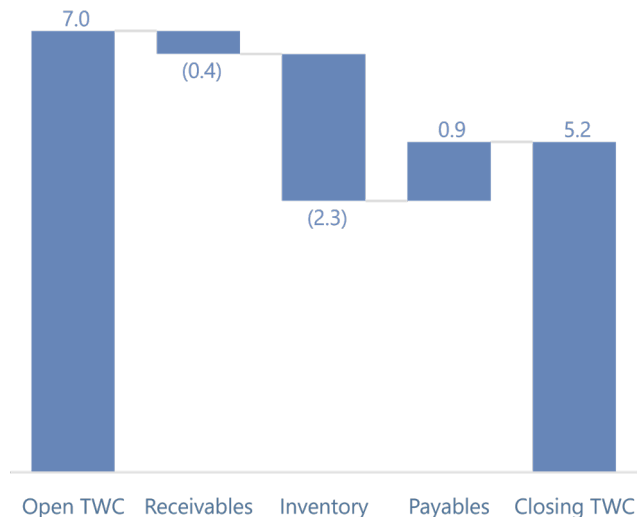
Summary:

- Revenue decline YoY due to overall softer performance, exacerbated by the timing of hardware sales and the order profile for Iridium GO! exec.
- Revenue mix shifting to higher margin Recurring Revenue now 8% of Operating Revenue (FY23 4%).
- Resilient Gross Margin despite cost pressures.

BCC | Group Balance Sheet

Current Assets		FY24 \$'000		FY23 \$'000		FY22 \$'000
Cash		3,107		4,951		5,775
Trade Receivables		4,953		5,321		6,036
Inventory		6,628		8,965		4,735
Inventory Provision		(944)		(1,503)		(400)
Total Current Assets		13,744		17,734		16,146
Non Current Assets						
Development Assets		9,397		8,915		7,569
Other		1,952		653		627
Total Non Current Assets		11,349		9,568		8,196
Total Assets		25, 093		27,302		24,342
Current Liabilities						
Trade & other payables		6,333		7,274		6,047
Provisions & Lease Liability		1,674		1,528		1,421
Total Current Liabilities		8,007		8,802		7,468
Non Current Liabilities						
Borrowings		-		-		486
Other		354		80		153
Total Non Current Liabilities		354		80		639
Total Liabilities		8,361		8,882		8,107
Net Assets		16,732		18,420		16,235

Working Capital Investment \$m



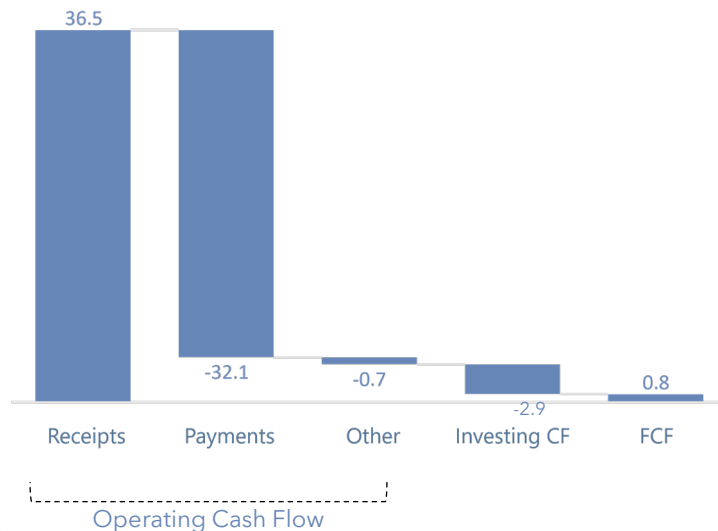
BCC | Cash Flow

	FY24 \$,000	FY23 \$,000	FY22 \$,000
Opening Cash	4,951	5,775	3,707
Customer Receipts	36,536	39,608	28,176
Payments to Suppliers	(34,544)	(37,156)	(27,856)
Other Operating Cash Flows	(688)	(37)	6
Operating Cash Flows	1,304	2,415	326
Investing Cash Flows	(2,927)	(2,501)	(2,408)
Free Cash Flows (FCF)*	(1,623)	(86)	(2,082)
Financing Cash Flows	(221)	(738)	4,150
Closing Cash	3,107	4,951	5,775

* Positive FCF \$0.8m excluding ZOLEO arbitration payments ~\$2.4m.

Positive FCF Excluding Arbitration Payments

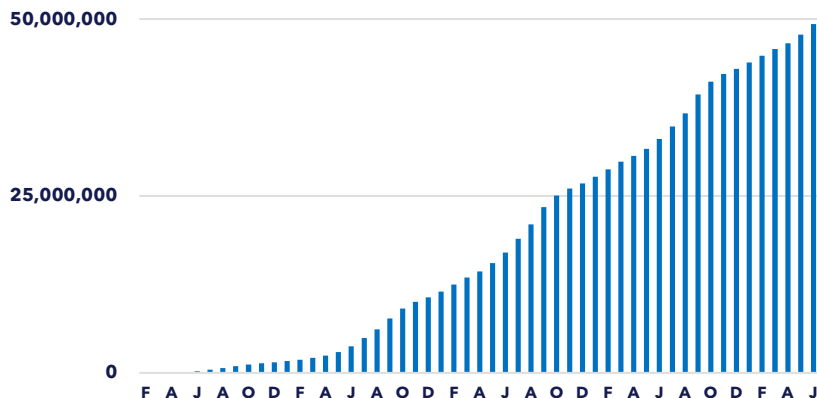
FY24 Free Cash Flow \$m



ZOLEO Inc | Strong Performance

ZOLEO Device Usage - Cumulative Message Count

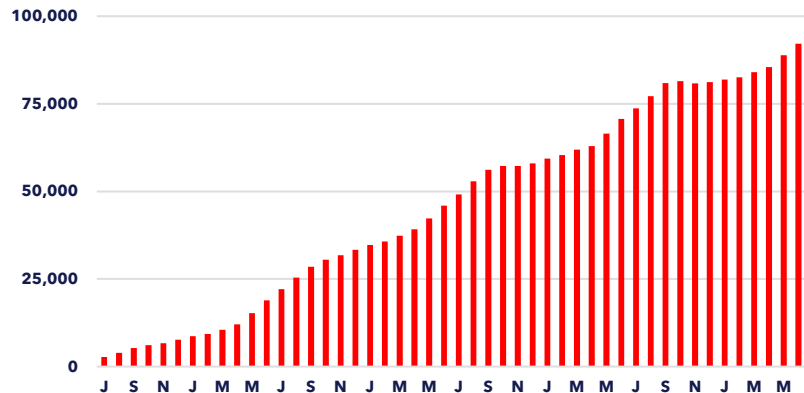
(Feb 2020 to March 2024)



- ZOLEO Inc. generated revenue of \$47M in FY24, up 15% YoY
- ZOLEO Inc. is a predominantly high gross margin, recurring revenue, subscription style of business.

ZOLEO Subscribers

(July 2020 to March 2024)



- Global subscribers fast approaching 100K driven by +140% CAGR since 2020
- Low average global churn rate of ~2.5% and monthly ARPU of US\$22.

ZOLEO Arbitration Update

- The formal process of Arbitration commenced in January 2024, between Beam and the JV Partner.
- In Canada on 29 April 2024 there was an Arbitration hearing lasting 2 weeks between Beam and the JV Partner.
- In early June 2024 written final submissions were provided.
- There has been no indication or communication from the Arbitrator since final submissions, this is typical for these processes.
- Following a ruling by the Arbitrator, the future ownership of ZOLEO is expected to be resolved.



Beam | FY25 Outlook

Strategic Focus

Core Business:

- Forecast for continued strength in core Beam branded Docks & Accessories
- Secured orders from Iridium for GO exec and GO! in FY25
- Continued growth in recurring revenues

Transformational ZOLEO **arbitration** outcome:

- Beam to control ZOLEO Inc; or
- Beam to crystallise its value from the JV.

Financial Expectations

Revenue mix shift to continue with:

- Growth in higher margin recurring revenue offset by reduced GO! , GO! exec and ZOLEO orders.
- Recurring revenue from IMT Certus, expected to commence in Q1FY25.
- Total revenue expected to be weaker.

Normalised **EBITDA** expected to be similar to FY24 driven by higher quality revenue and continued cost control.

Rigorous focus on **CAPEX**.

Improved **Free Cash Flow**.

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