

1 June 2020

The Manager
Market Announcements Platform
Australian Securities Exchange Limited

BEAM RECEIVES SECOND ORDER FOR ZOLEO

Beam Communications Holdings Ltd (ASX: BCC) is pleased to announce that it has received a second order for 5,000 ZOLEO units from its joint venture entity ZOLEO Inc.

It is anticipated that the first batch of 1,250 units from this order will be sent to Roadpost Inc. in Canada before the June 30 financial year end to replenish depleting inventory as sales in North America are outperforming expectations. The population of Canada and the US is 14 times (366 million) that of Australia and leisure restrictions in the US due to COVID-19 have not generally been as strict. Further, Roadpost has an existing and extensive retail network.

Beam is scaling up its marketing efforts in Australia as social restrictions are being eased and will receive an allocation of devices under the second order early in the new financial year. More than half of the total 5,000 units under order will be shipped to Roadpost.

“We anticipated that ZOLEO would gain faster traction in North America and have used the experiences in that market to validate the appeal of our unique seamless global messaging solution,” said Beam’s chief executive Michael Capocchi.

“What we are seeing in North America is that ZOLEO is particularly popular with rural residents who live in fringe coverage areas. We are confident that ZOLEO will also resonate with Australian users given the similarities in leisure pursuits and lifestyles.”

ZOLEO Inc. is an equal joint venture (JV) between Beam and Roadpost. Beam receives 85% of the profit from the JV for sales and subscriptions of ZOLEO in Australia, New Zealand, China and Japan; and 15% of the profit from North America. The rest of the world is shared equally between both parties.



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

The ZOLEO device is designed and manufactured by Beam, which owns the intellectual property for the solution. Beam invoices the JV for supply of the device.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Dennis Payne", is written over a light blue horizontal line.

Dennis Payne

Chief Financial Officer & Company Secretary

For media & investor enquiries please contact:

Brendon Lau

e: brendon@vantagepointpartners.com.au

m: 0409 341 613

About ZOLEO Inc.

Formed in 2018 and headquartered in Toronto, Canada, ZOLEO Inc. is a joint venture between Beam Communication Pty. Ltd. and Roadpost Inc. that is pioneering the development of innovative lower cost, consumer-oriented global messaging solutions, including innovative wireless devices and apps based on Iridium short burst data (SBD), cellular and Wi-Fi standards. The company serves three primary markets including consumers residing on the fringe of cellular coverage, outdoor recreation and lone worker safety. Its products are offered through authorised retailers in the US, Canada and Australia. Roadpost is responsible for retail distribution in North America and Beam is responsible for the Asia Pacific region. Staged distribution in other regions will be jointly managed. For more information visit www.zoleo.com.

About Beam Communications 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. 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 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

Beam Communications Pty Ltd and SatPhone Shop Pty Ltd www.satphoneshop.com. For more information, visit www.beamcommunications.com.

About Roadpost Inc.

Incorporated in 1991, Roadpost is a foremost provider of mobile satellite equipment and voice and data services from industry leaders including Iridium, Inmarsat and Garmin. More than 45,000 subscribers trust Roadpost to equip them with the most reliable and innovative communications solutions available, from private and public sector organizations that need to connect and protect employees at work, to outdoor enthusiasts who travel the backcountry. Based in Toronto (Canada) with an office in Seattle (USA), Roadpost distributes its products directly and through its extensive network of authorized dealers throughout North America. Roadpost is a registered trademark of Roadpost Inc. For more information visit www.roadpost.ca.

NOTICE: Some jurisdictions regulate or prohibit use of satellite devices. It is your responsibility to know and comply with applicable laws in jurisdictions where you plan to use this device.

ZOLEO is a trademark of ZOLEO Inc. The Bluetooth word mark and logos are owned by the Bluetooth SIG, Inc. and any use of such marks by ZOLEO Inc. is under license. Wi-Fi and the Wi-Fi logo are registered trademarks of Wi-Fi Alliance. Other brands, products, company names, trademarks and service marks are the properties of their respective owners. All rights reserved.