

Investor Update

March 22, 2022

Beam Communications Holdings LTD



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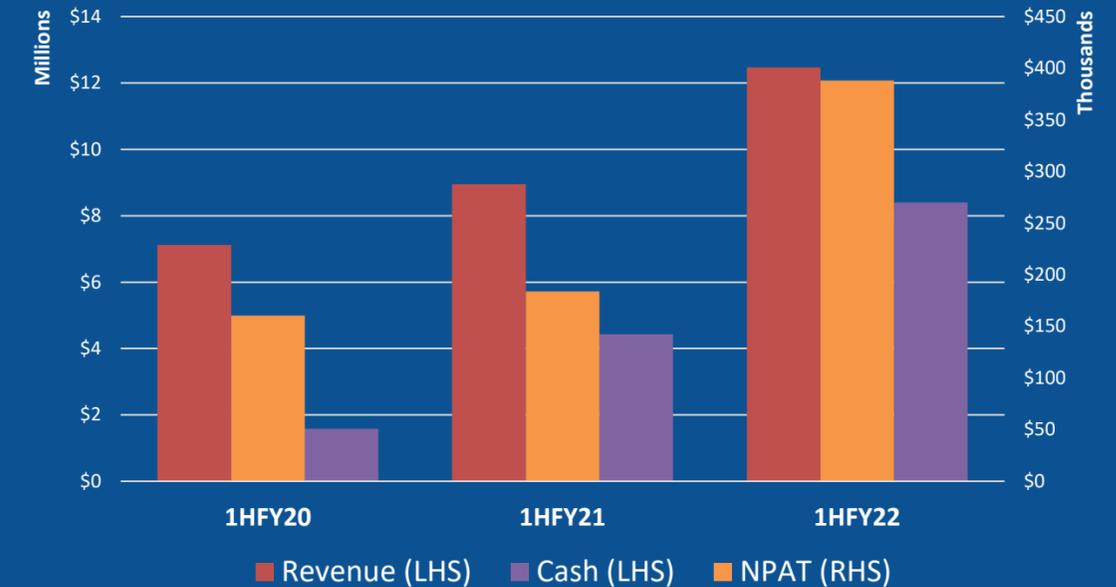
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Record 1HFY22 Revenue and Doubling in NPAT

- Revenue jumps 39% to record \$12.5m and NPAT increased 111% on pcp to \$388k
- ZOLEO sales the main contributor to revenue growth
- Beam's other product lines also recording double-digit revenue growth
- ZOLEO launch into UK and 4 other EU markets scheduled for April/May
- ANZ ZOLEO subscriber numbers now in excess of 2K and gaining further momentum
- Improving demand for other devices/equipment as COVID restrictions eased further
- Positive outlook with multiple growth opportunities for Beam in 2022

Beam's Interim Results



Market Metrics*

Market Cap	\$29.8m
Cash (at 31/12/21)	\$8.4m
Enterprise Value	\$21.4m
FY21 Revenue-to-EV	1.16
Share Price (52wk range)	18.5¢-61.0¢
Shares Held by Top 20	55.4%
No. of Shares on Issue	86.4m

* As of 21 March 2022

Transitioning to Higher Recurring Revenue Business

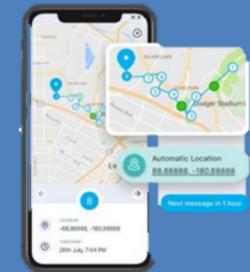
Beam is building on its long and successful track record of developing world-class satellite/LTE/WiFi devices for global customers to become a business generating significant subscription revenues.

Integrated Services

- VAS solutions on new satellite devices that Beam is developing (i.e. Certus®)

Value Added Services

- New value-added services (VAS) for ZOLEO to increase ARPU



Subscriptions

- ZOLEO device sales and monthly usage plans
- SatPhone Shop direct satellite subscriptions



Hardware

- Repeat sales of popular Beam-developed devices (e.g. Iridium GO!, docking units and terminals)



Scaling to New Peaks in 2022 and Beyond



Strong demand for personal communications devices worldwide



Multiple growth opportunities to build scale and recurring revenues



Earnings momentum continues to carry through into 2HFY22



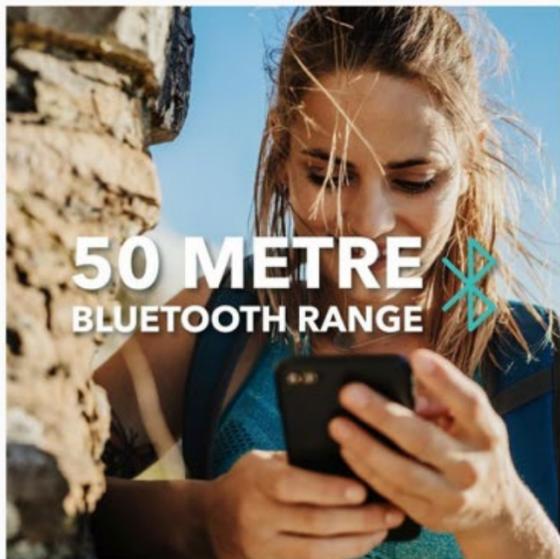
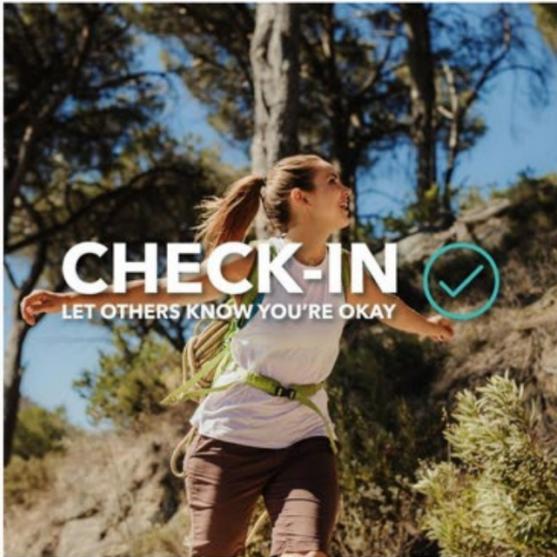
ZOLEO upcoming launch into large UK and EU markets



Enterprise and Government opportunities for ZOLEO



M&A optionality with strong balance sheet



SEAMLESS GLOBAL MESSAGING FOR SMARTPHONES IS HERE

SOS
zoleo
SOS
Iridium

Satellite Cellular Wi-Fi

World's Leading Global Communicator

- ZOLEO a 50/50 JV business between Beam & Roadpost Inc.
- Launched Early 2020 - USA, Canada, Australia
- World's First truly seamless global messaging application
- Extending the reach of smart phones to anywhere on Earth
- Messaging, SOS, Weather & Location Tracking
- Multi award winning product sold in world's largest outdoor retailers

ZOLEO Enables the Connections that Matter



- Global 2-way text, email and app-to-app messaging
- Coverage beyond mobile networks - via Iridium™
- Check-in lets others know you're OK
- SOS alerting with 24/7 monitoring included
- DarkSky™ weather forecasts
- Location sharing
- More messages at a lower cost

Average Customer Ratings

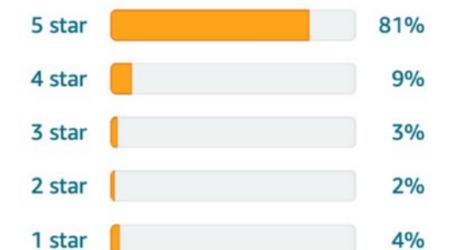
Overall	★★★★★	4.8
Value of Product	★★★★★	4.8
Durability	★★★★★	5.0
Ease Of Use	★★★★★	4.5
Product Description	★★★★★	4.6

Source: Anaconda website

Customer reviews

★★★★★ 4.6 out of 5

1,044 global ratings



Source: Amazon

ZOLEO's Competitive Advantage



ZOLEO Garmin inReach Mini

RRP	A\$345	A\$529
Better value plans	✓	X
Cell & Wi-Fi messaging	✓	X
Dedicated mobile number	✓	X
Waterproof >1m (IP68)	✓	X
Large 900 characters messages	✓	X

ZOLEO beats InReach Mini 2 to be awarded Top Pick for 2022 by Adventure Alan

“Based on two years of field use, an extensive side by side field test, and our Performance Criteria for Satellite Communicators, The ZOLEO Satellite Communicator has taken our top spot, just edging out the ever popular Garmin InReach Mini 2.”

- <https://www.adventurealan.com/best-satellite-communicator-zoleo-vs-inreach/>

High Barriers to Entry: Iridium selective on who they allow on their network to avoid cannibalisation

Best-in-Class: Best messaging functionality and battery life and the only IP68 rated device in the product category

Experienced: Beam has ~20 years know-how and track record in developing world’s best satellite equipment

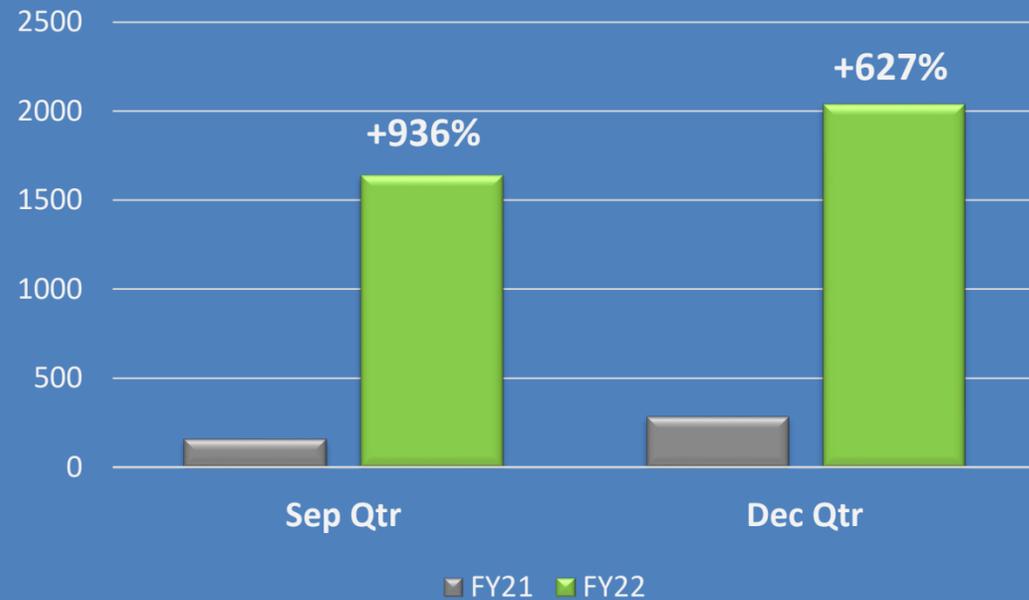
Key Partnerships: Beam’s long-standing partnerships with industry leaders gives it an edge over competitors

ZOLEO has won multiple Australian and International awards since launch

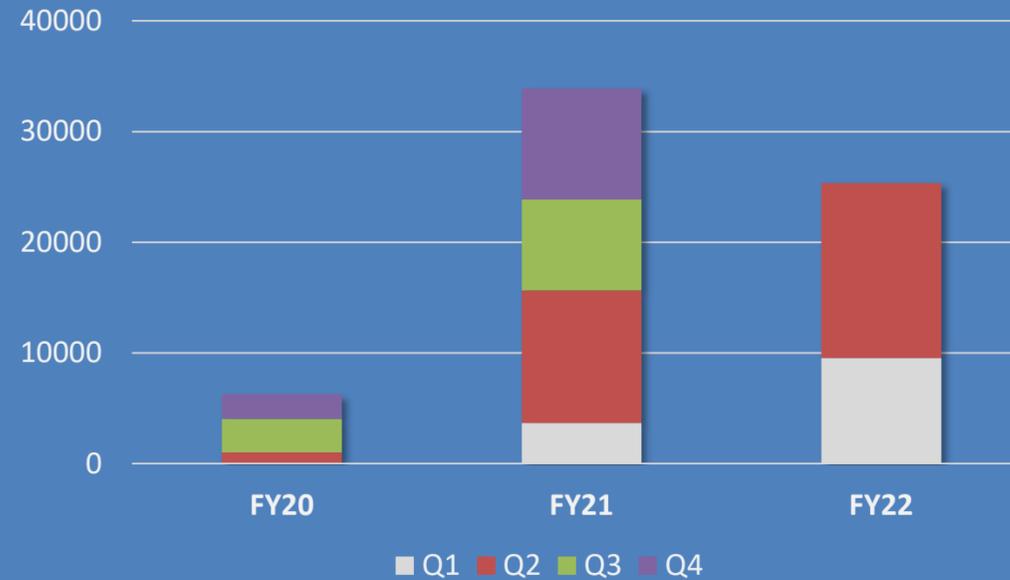


Accelerating Orders for ZOLEO

Total Net ANZ Subs (PCP)



No. of ZOLEO units shipped & invoiced



No. of ZOLEOs Ordered & Invoiced



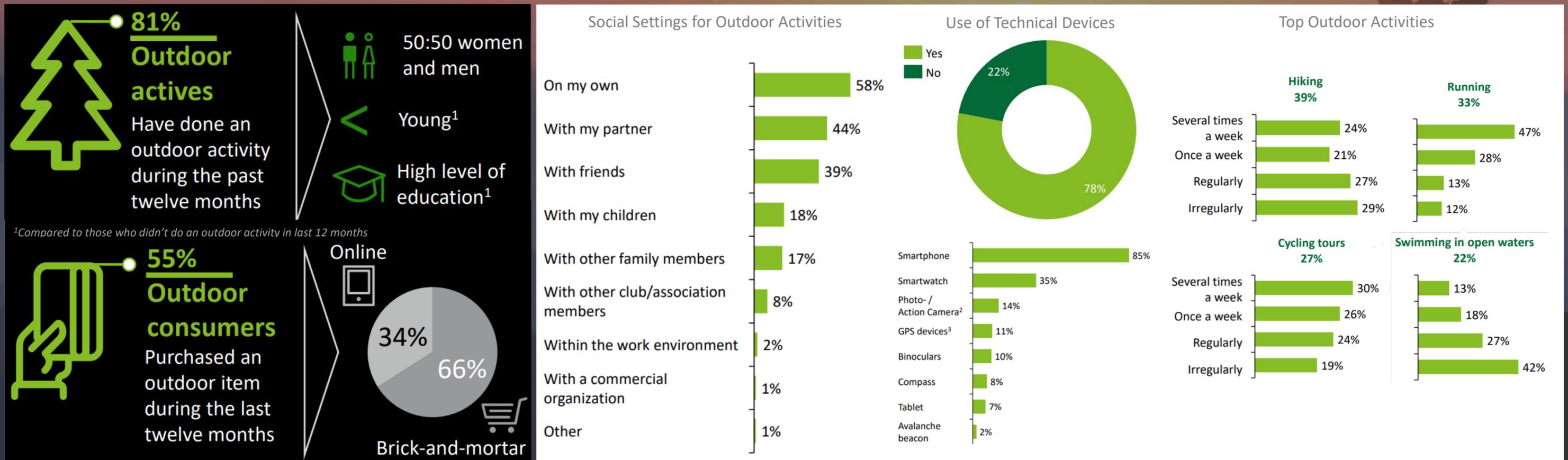
- ANZ subscriber growth surges **62%** 1HFY22 vs. pcg to over 2k
- Growth momentum carrying through (March quarter sub numbers will be released with next 4C)
- Strong potential for sub growth as total number of ZOLEOs invoiced & shipped reaches **66.8k worldwide**
- Total number of devices ordered since launch **jumps to 163k**
- ZOLEO to be launched in UK, Denmark, Norway, Finland and Sweden in **April 2022** (currently sold in North America and ANZ)

Some of the major retailers in ANZ & North America partnering to sell ZOLEO



Large European Opportunity for ZOLEO

Population of UK, Denmark, Finland, Sweden and Norway >94 million with Combined GDP of >US\$4.2tn



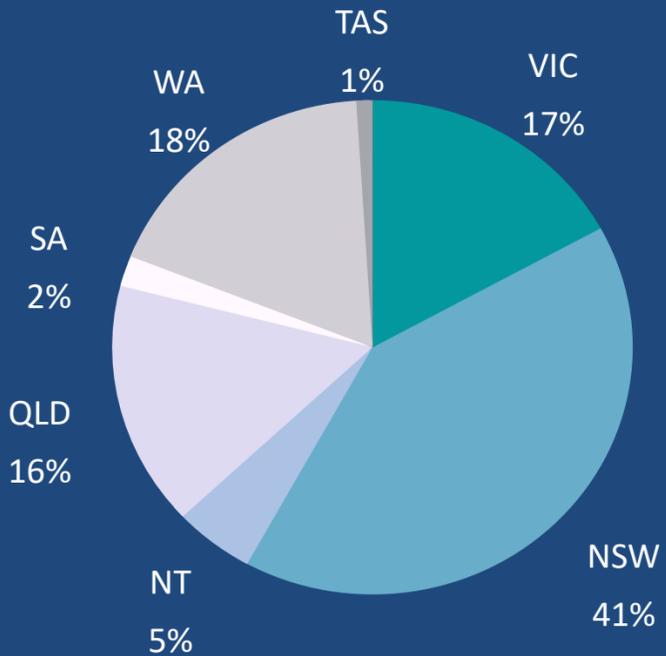
¹Based on survey of 9,500 people in Aug/Sep 2021 from 19 European countries including the five ZOLEO will expand into in April 2022. Results were included in "Outdoor Consumer Report 2021" by Deloitte & Outdoor by ISPO

Survey results* paint a positive outlook for ZOLEO in Europe with 48% of respondents saying they intend to purchase outdoor products in the next 12 months

Significant Consumer, Government & Enterprise Markets in Australia

- 78% of Australia land mass has no cell coverage
- High level of interest across all markets
- ZOLEO is an ideal solution as it has no reliance on local infrastructure
- Applications include remote workers, emergency services, journey management (vehicles/vessels)
- Several Gov't / Enterprise trials are underway in Australia and North America

% Australian Population Living in Poor Mobile Phone Coverage



Boating Industry >\$7.9B

- >2M Boat Licenses
- >1.3M Motor/Speed Boats & 160K Yachts
- >10K new boats bought annually

Caravan Industry >\$2.6B

- >300K Caravans
- >300K Camper Trailers
- >150K RV's
- 11M caravan trips per year

Hiking Industry >\$1.4B

- >8.3M people overnight hike
- >6.2M people do day trip hiking

Fringe & Rural Dwellers

- >7M people live in rural/remote Australia
- ~78% of Australia's land mass has NO cell coverage

Emergency Services

- >9K Rural Health Workers
- >40K State Emergency Service Volunteers
- 195K Volunteer Fire Fighters

Agriculture

- >135K Farms
- >220K Workers in Agriculture
- Farms cover 61% of Australia's land mass

Resources Industry

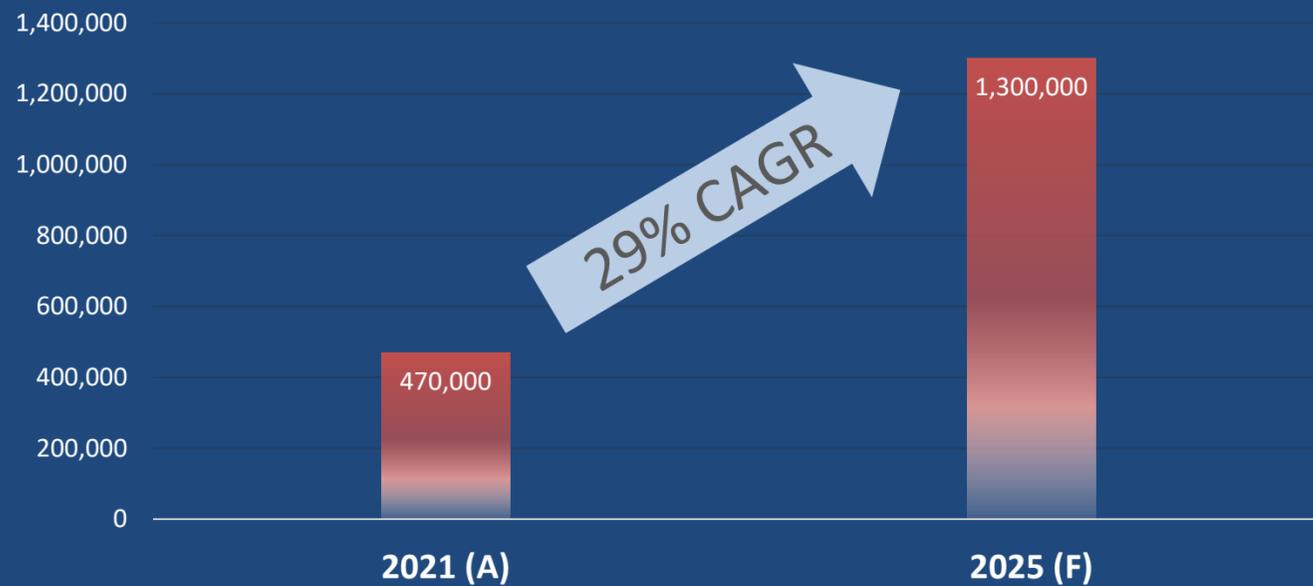
- >350 operational sites
- >160K workers

Long-Haul Heavy Transport

- >100K Articulated Trucks in Australia
- >200K Drivers

ZOLEO is part of the Rapidly Growing PCD Market

IRIDIUM'S FORECAST GROWTH IN PERSONAL COMMUNICATIONS DEVICES (PCDS)



Source: Iridium Investor Day Presentation (26/5/21)

“ I think the other standout lately has been ZOLEO. Really, I think it's been pleasing to see how that product has taken off and I think has exceeded expectations, certainly of ours, if not theirs. ”

- Matthew Desch, CEO of Iridium Limited on the company's 3Q 2021 earnings call (19 Oct 2021)

Additional Growth Drivers for ZOLEO

Add-on Services:

Location Share+ launched in May 2021 for A\$7.95/mth

Network Effect:

Number of downloads of the free ZOLEO app exceeds the number of devices sold. This gives the JV the ability to promote its services to a wider pool of consumers.

Enterprise/Government Services:

Development of SDKs, APIs for third party platform integration and Enterprise Tools for central management and tracking of multiple ZOLEO users

ZOLEO Revenue Model and Recurring Revenue Streams

50/50 JV business between Beam and Roadpost Inc. (RP)

- Beam manufactures ZOLEO device and sells to JV

Op Profit from Subscriptions are Shared Between Partners

- Beam & RP receive 70% of op profit (royalty) from subs in their territory
- 30% retained by JV
- Op profit from ROW consolidated in JV
- 50% of JV profits belong to Beam

Beam and RP are Master Distributors for their respective territories

- Master Distributors appoint authorised retailers
- Beam territories are Australia, NZ, China and Japan
- RP territories are Canada and USA
- Beam & RP to jointly manage Rest of World (ROW) or appoint partners



Retailers sell devices to Customers

- Retailers make money from margin on product
- Retailers include channels directly controlled by JV partners (e.g. Beam's SatPhone Shop, eBay, Amazon, Kogan)
- Retailers do not share subscription revenues

Customers Activate Subscriptions Directly via JV

- Customer applies for service @ Zoleo.com
- ZOLEO owns the customer and bills them directly
- Customer support managed by ZOLEO Inc

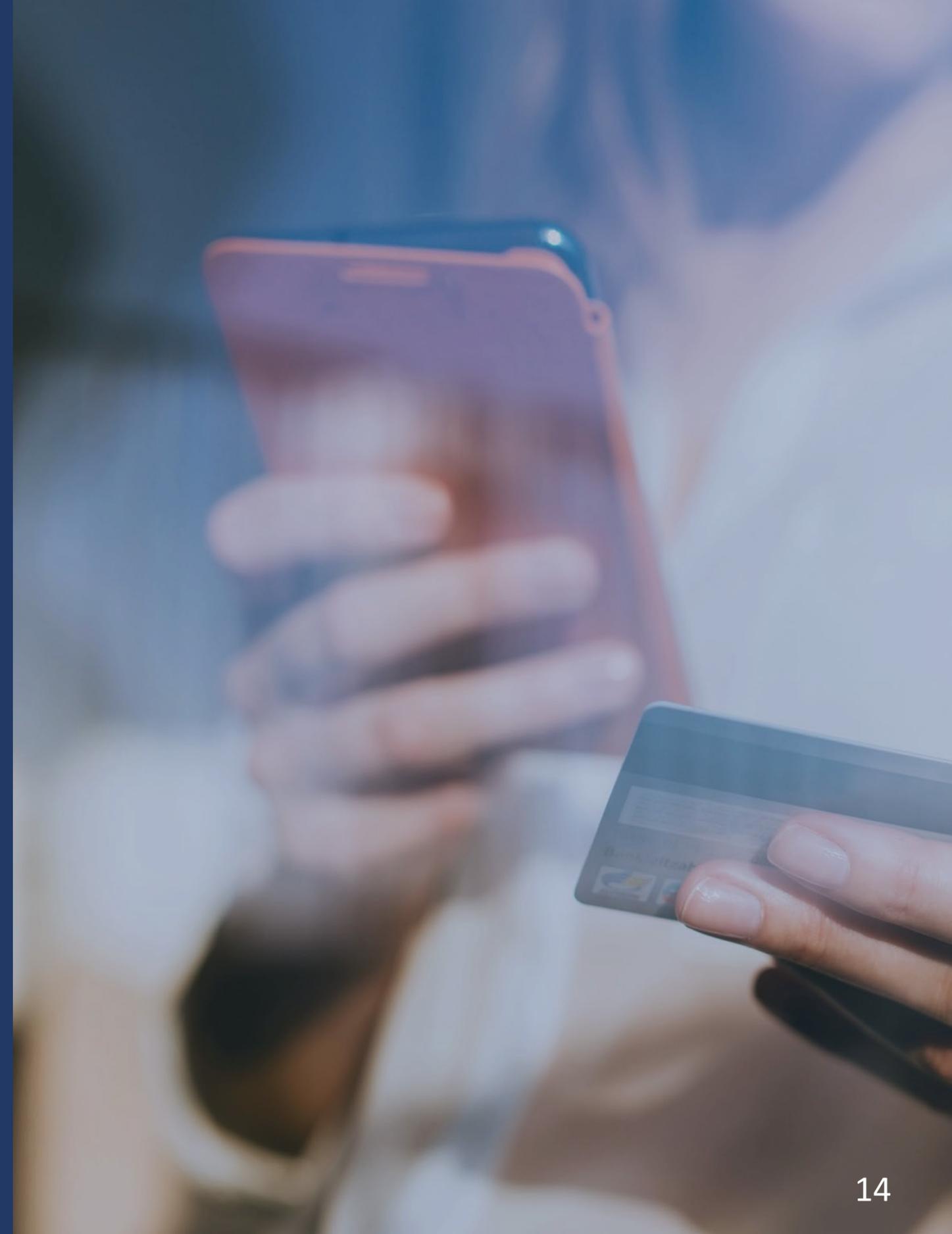
Key profit driver from subscriptions and not device sales

Material Earnings From ZOLEO

What If...

- 15K subscribers in Beam's territories will generate ~\$1.5m-\$1.8m* in operating profit a year for Beam
- Total Revenue from lowest cost plan is \$29.09 (ex-GST) a month X 12 months X 15k subs = \$5.2m
- Excludes additional upside from Value Added Services and other markets
- 15K subscribers forecasted across Beam's territories by end of FY23
- Profit margin increases exponentially as more subscribers are added due to strong operating leverage

*Excluding amortisation of the capitalised development costs



Beam's Core Business

- Beam Equipment sales increased 34% (ex ZOLEO) in 1HFY22 vs. PCP
- Equipment Sales includes OEM products and Beam-branded equipment like docking stations and terminals and related accessories (excludes ZOLEO)
- Division revenue bolstered by strong orders for Iridium GO! satellite Wi-Fi hotspot
- Sales of GO! to Iridium Communications (NASDAQ: IRDM) jumped 64% in 1HFY22 vs. PCP
- Total GO! Orders 62,500 since launch
- Benefitting from broad based demand for personal satellite equipment as COVID restrictions ease
- Increase demand from consumers and business/government customers



SatPhone Shop

- Wholly owned subsidiary of BCC
- Telstra's largest satellite dealer
- Sales & Rentals of Satellite and related Communication accessories
- Sales jumped 38% in 1HFY22 vs. PCP
- Increased demand from government bodies and SME
- Easing of global travel restrictions provides positive tailwind
- All ZOLEO ANZ online market place sales of ZOLEO is managed by SPS
- Increased product range from introduction of Inmarsat handsets
- SPS also rents equipment and sells airtime services that provide recurring revenue

SatPhone Rental DEALER 1300 368 611 Sign In

SatPhone Shop Products Airtime Rentals Network Clearance About Us

FREE Telstra Hard Case with every Iridium GO purchase!* Valued at \$195*

SatPhone Shop Communicate "EVERYWHERE"

*T&Cs apply.

SATELLITE RENTALS
Short term or long term we will not be beaten on price

SATELLITE PHONES
Bundles and Airtime options available

SATELLITE AIRTIME PACKAGES
Telstra or Iridium Pre Paid & Post Paid airtime available

WHAT'S HOT!

 Iridium GO! Ultimate Bundle \$1,595.00 \$1,745.00	 Beam EXTEND L10 Portable Power Bank \$85.00	 ZOLEO Global Satellite Communicator \$345.00	 BEAM Outback 11W Solar Panel \$145.00
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DEALER

Multiple Growth Drivers



ZOLEO

1. Strong subscriber growth outlook for NA and ANZ
2. Expanding network of retailers selling ZOLEO
3. Impending launch into UK and 4 European markets
4. Further international expansion before end of CY2022
5. Profit margin on subs increases due to economies of scale
6. Enterprise / Government deployments following trials



Certus

1. Beam to launch new Certus® device this calendar year
2. Certus® devices capable of data speeds that are >35 times faster than current devices
3. New Certus® device will be backed by minimum binding orders from Iridium Communications
4. Opportunity for Beam to offer value-added recurring revenue services for its Certus® device



Organic Growth

1. Sales of personal satellite products to continue benefitting from easing COVID restrictions
2. Beam not seeing slowdown in demand from consumers, businesses and government entities
3. Orders for Iridium GO! expected to stay strong even with new Certus® offering



M&A

1. Well positioned for opportunistic bolt-on acquisitions
2. Beam looking at businesses that can substantially increase its recurring revenue
3. Strong balance sheet with >\$8m cash

An aerial photograph of a coastal region, possibly a bay or estuary, with a network of white lines and dots overlaid on the image, suggesting a communication or data network. The text is centered and white.

THANK YOU

BEAMCOMMUNICATIONS.COM

ZOLEO.COM.AU

SATPHONESHOP.COM.AU