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# 2024 AGM PRESENTATION

28 November 2024 | ASX:BCC



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# Real Success: Proven Products, Remarkable Outcomes

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**Preet Chandi Sends Updates Throughout Historic South Pole Trek**

Partner: Global Telexat Communications (GTC)



It's pretty amazing to think that I could send photos back from Antarctica!

— Preet Chandi, endurance athlete and the first woman of color to solo trek by land to the South Pole

**THE CHALLENGE**  
In November 2023, Capt. Preet Chandi, an endurance athlete and former British army physiotherapist, sought to push her boundaries once again. The goal: complete the 700-mile journey from the ice to the South Pole on her own in 40 days, juggling all her gear and supplies (including her Iridium GO!) to help her team with her family, friends, and followers, she needed a reliable means of voice and data communications to help extend outdoor coverage.

**THE IMPACT**  
Preet completed her 700-mile trek on Jan. 3 — five days ahead of schedule — with 24/7 connectivity provided by GTC and Iridium. In the following months, she held speaking engagements at schools throughout the UK, inspiring younger generations to go on. "I had to push your boundaries, and I want to encourage you to do so," Preet said on the 51st of the expedition via her personal blog. "You can achieve anything you want, and it's now becoming evident when you start pushing those boundaries. Trek was a realtor what you are capable of — there is no stop sitting in Antarctica!"

**THE SOLUTION**  
Each day of her journey, Preet used an Iridium Extreme satellite phone to call her support team and her partner with her location and conditions, and to send text updates by voice. She also carried an Iridium GO!, which allowed her to send photos and could have served as a secondary means of voice communication if needed. Preet advised both devices "working." "It's pretty incredible to think I could send photos back from Antarctica!"

**700 miles covered**

**AT A GLANCE:**

- THE CHALLENGE**  
Preet Chandi was attempting a solo trek.
- THE SOLUTION**  
Supplied by GTC, allowed Preet to stay connected.
- THE IMPACT**  
Preet became the first woman of color to solo trek by land to the South Pole.



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**Iridium GO!**

**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.



**Transatlantic Rowers Communicate, Educate with Iridium GO! exec**

Markets: Personal Communications  
Sub-Markets: Leisure Boating, Travel & Outdoor Adventure  
Partners: Global Telexat Communications (GTC)

**46:22:00**  
days, hours, and minutes

**2,807 miles rowed**

**THE CHALLENGE**  
On February 2023, Rosaline Chaston and Andy Hodgson embarked upon "The Atlantic Explorer" from the Canary Islands to Barbados. With about 2,800 miles of open water ahead of them, they needed devices that not only would connect them in times of emergency but would also help to share their story with others.

**THE SOLUTION**  
Global Telexat Communications (GTC) supplied Chaston and Hodgson with Iridium GO! exec, the first portable, touchscreen-enabled satellite voice device for smart devices. Connected to a smartphone, Iridium GO! exec allowed them to send emails, photos, and social media content, and through photos via WhatsApp. They also used the Iridium GO! exec device's built-in speakerphone to make voice calls.

**THE CHALLENGE**  
A pair of rowers need the Atlantic Ocean.

**THE SOLUTION**  
Iridium GO! exec

**THE IMPACT**  
The duo shared photos successfully complete

They also joined its battery life, multi-device connectivity and open water, as well as the Iridium GO! exec app, calling it "Invaluable and easy to use — even when sleep deprived and hungry!"

**THE IMPACT**  
Iridium GO! exec was the ultimate smart companion for the duo's expedition. Not only did it keep them in touch with their shore team and loved ones, the gear lasted more than 17,000 total-mile accounts through their daily updates.

The device also helped Chaston and Hodgson to use their expedition to educate and fundraise. Students from three schools followed them online while learning about the effects of climate change. Meanwhile, hundreds of donations had raised \$100,000 for the Royal National Lifeboat Institution and Blue Marine Foundation as of May 2023.

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**Iridium GO! exec**

**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.

**“Iridium GO! exec balanced fantastic functionality and reliable durability, proving the perfect device for ocean rowers wanting to send photos and videos out from the middle of the ocean.”**

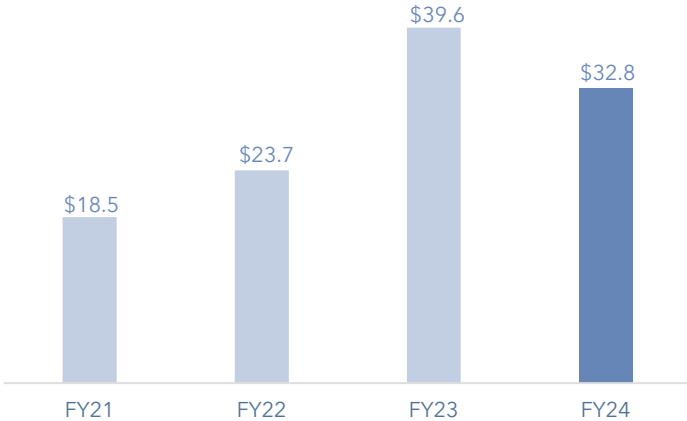
— Brandon Wright, Barrow Systems CEO




# Strong Multi-year Growth

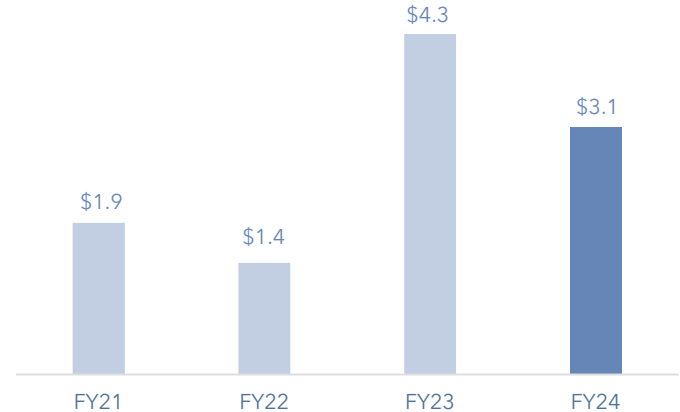
## Operating Revenue (\$m)

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.

# FY24 Highlights

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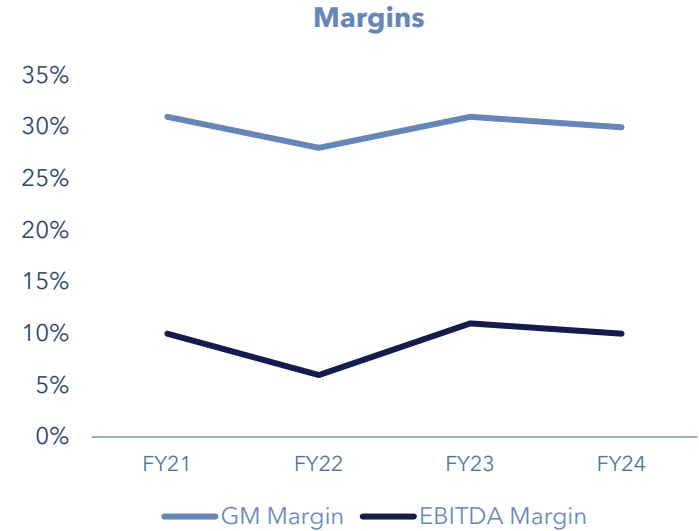
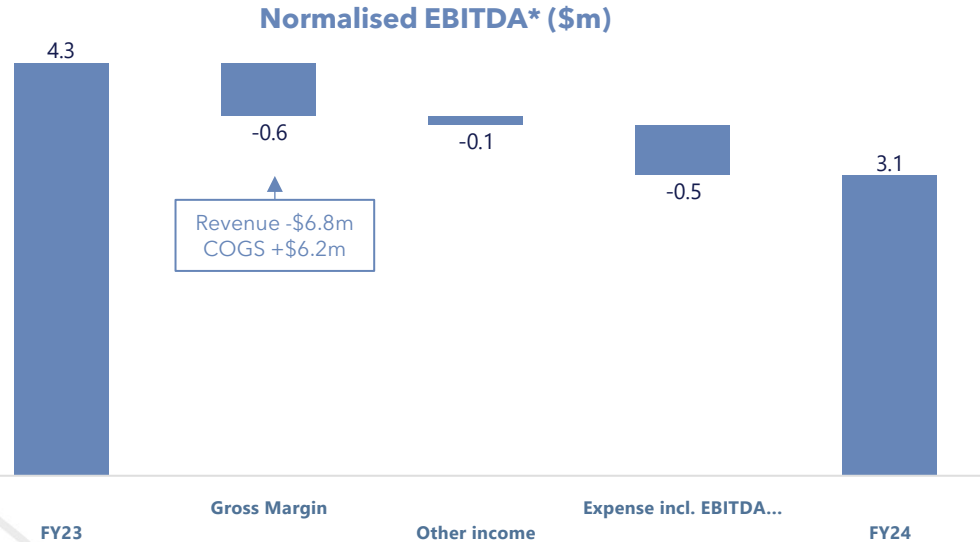
Financial	1	<b>Headline Financials</b> <ul style="list-style-type: none"> <li>Revenue \$32.8m</li> <li>GM 30%</li> <li>Normalised EBITDA \$3.1m</li> </ul>	
	2	<b>Strong finish to FY24 as expected, delivers positive Free Cash</b> <ul style="list-style-type: none"> <li>Positive FCF of \$0.8m for FY24 (excl.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

\* Normalised EBITDA and OPEX excludes ZOLEO arbitration costs

# EBITDA | Resilient margins

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

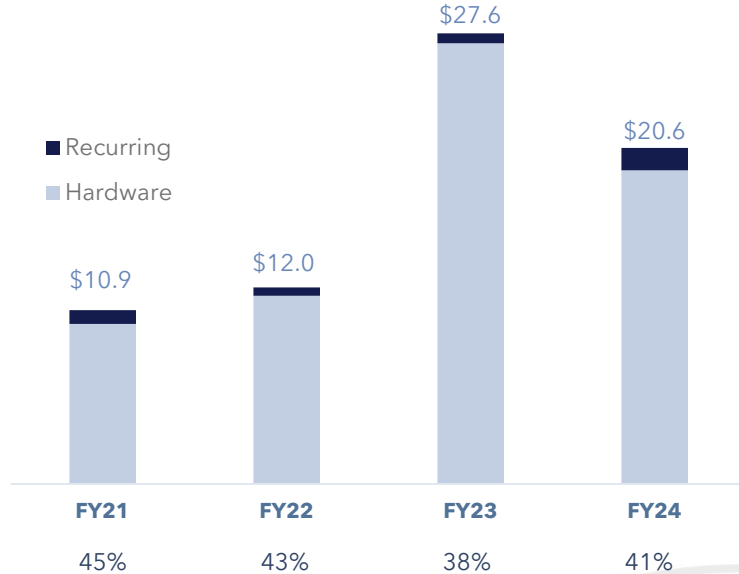


\* Normalised EBITDA excludes ZOLEO arbitration costs of ~\$3m

# Core Beam (excl. ZOLEO) | Performance

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**Revenue (\$m)**  
3-year CAGR 25%



## 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%

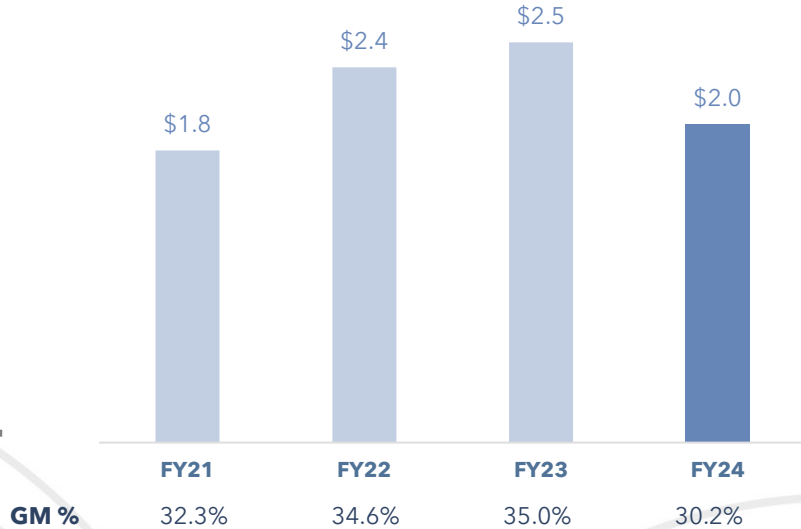
The Telstra/MT Data recurring revenues +125% continue to grow increasing total billable subscribers.

# SatPhone Shop | Performance

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## 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

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	FY24 (\$m)	FY23 (\$m)	FY22 (\$m)	FY23 - F24 % Change
Revenue	32.8	39.6	23.7	(17.2%)
Gross Profit <sup>1</sup>	10.0	12.2	6.5	(18.2%)
Gross Margin % <sup>1</sup>	30.4%	30.8%	27.7%	(0.4%)
OPEX <sup>2</sup>	11.0	7.6	5.9	45%
Normalised EBITDA <sup>2</sup>	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 and Opex 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.

# ZOLEO Arbitration

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- 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.
- On 21 October 2024 the Final Award was delivered and found Beam against Beam, therefore;
  - Beam is required to sell its 50% interest in Zoleo Inc,
    - Based on an independent valuation
  - Beam to cease the current Distribution Arrangement in Australia / NZ
    - Royalties to continue or at the option of Roadpost to be bought out based on agreed formula
    - If royalty payment bought out, value circa A\$5M
    - If not , royalty of circa \$1.5M annualised
  - Beam will review the future for manufacturing of Zoleo devices
  - Beam / Roadpost to negotiate other exit requirements including device technology
  - Until the sale of shares proceed, the requirement is for business as Usual
- The Settlement of the Final Award included that Beam to pay Roadpost A\$2.6M legal costs.

# Lean Beam

Cost-Out Program Targeting ~\$2.5 Million in Annualized Savings launched immediately post the Arbitration Award:

Element	Work Done	Status
Board Remuneration	Reductions to Board remuneration	Achieved
Engineering and Manufacturing	Scale back engineering and manufacturing activities	Achieved
Overhead, S & M Reductions	Adjustments to general overheads	Achieved

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# Beam | FY25 Outlook

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## Strategic Focus

### Core Business:

- Focus on core business, minimum opex
- Forecast for continued strength in core Beam branded Docks & Accessories
- Secured orders GO! exec and GO! through FY25
- Growth in Non ZOLEO recurring subscription revenues

### ZOLEO arbitration outcome:

- Beam to crystallise its value from the JV
- Maximise value of 50% share in Zoleo Inc.
- Review of Manufacturing arrangements for ZOLEO
- Significant reduction in overheads supporting ZOLEO

## Financial Expectations

### Revenue mix shift to continue with:

- Growth in higher margin recurring revenue offset by reduced GO!, GO! exec and ZOLEO orders.
- Total revenue to be lower reflecting sale of 50% interest in Zoleo Inc.

### Expense

- Annualised cost reductions of \$2.5M Ann
- Initiated October 24
- Further savings to realised in FY26
- No new capex projects

### Cash

- Rigorous focus on Cash and Capital Discipline.

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