



Tuesday, 11<sup>th</sup> November, 2003

The Manager  
Company Announcements Platform  
Australian Stock Exchange

Dear Sir,

**Announcement for Immediate Release**

**Beam Communications secures major Telstra order**

Tele-IP Ltd announced today that its wholly-owned subsidiary, Beam Communications Pty Ltd, has entered into a contractual sourcing agreement with Telstra Corporation for the supply of Beam's Remote Satellite Terminal (RST) products and ancillary equipment. The contract with Telstra is an umbrella contract against which Telstra can place multiple orders over the duration of the contract, initially 24 months renewable.

Concurrent with the signing of the sourcing agreement, Telstra has placed an initial order with a total value exceeding \$900,000, with Beam Communications, for 200 units of the RST100 Remote Satellite Terminals with associated RST050 Battery Back-up Units, and other accessories. All components are due for delivery in December of this year.

The Beam products provide for normal fixed line communications cabling and off the shelf telephones to be connected via a satellite network using standard industry installation techniques. The subscriber sees and hears normal dial tone, ring tone and number dialling sequences.

Beam believes the RST100 to be an ideal solution for outback rural Australia, in that customers are able to attach a normal domestic fixed line or cordless phone to the Beam unit, and use that phone in the same manner as a standard wire line connection. Used as a commercial service, it attracts satellite phone charges.

The Telstra order is the third significant order received by Beam, following those of Horizon Mobile Communications in Thailand and the Royal Flying Doctor Service here in Australia.

Beam Communications Pty Ltd was established in December 2002 as one of a limited number of Iridium Value Added Manufacturers developing subscriber products that utilise the Iridium satellite network of Low Earth Orbit satellites, known as LEO's. The Iridium network is extensively used around the world by commercial enterprises and defence agencies alike.

Managing Director, Ian May, said "the Beam products currently under development address the needs of individuals, communities, government agencies and the corporate sector, providing voice and data access without the need for traditional wire line or mobile phone infrastructure.



Also under development and now under-going trial in the USA, is an enhanced RST which incorporates Global Positioning System (GPS) functionality, providing the mobile users, such as ships, trucks, and other motor vehicles, with the ability to identify their location, speed and direction triggered on a cyclic basis, or by an incoming SMS or other data stream. This information is then transmitted back by the Beam RST to any nominated destinations via email or data packets.”

“As the Iridium satellite network is global, Beam’s products will address global markets, across the spectrum of rural and remote users, including households, transportation, telemetry, maritime and emergency services, with little or no modification from country to country,” Mr May said.

Beam Communications, has also recently gained CE, A tick and C tick regulatory approval for its Remote Satellite Terminal. This approval is a prerequisite to sales in Australia, Europe and the USA, as well as other locations. Further information regarding these approvals may be found on the following link:

[http://www.aca.gov.au/consumer\\_info/fact\\_sheets/industry\\_fact\\_sheets/fsi11.htm](http://www.aca.gov.au/consumer_info/fact_sheets/industry_fact_sheets/fsi11.htm)

Tele-IP Ltd is an Australian company focused on the development of Intellectual Property, products and services to the communications markets in Australia and overseas, including the Beam satellite products and the on-going development and commercialisation of its Atmospheric Profiling technologies through its wholly-owned subsidiary, StratoSonde Pty Ltd.

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