



10 May 2004

The Manager  
Company Announcements Office  
Australian Stock Exchange

Dear Sir,

**Report to Shareholders**

Please find attached "Report to Shareholders" for immediate release.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Ian May", is written over a light grey horizontal line.

Ian May  
Managing Director

# Report to Shareholders



May 2004

**Tele-IP is an Australian company specialising in the sale of products and services and the development of Intellectual Property in the communications markets in Australia and overseas, including the Beam satellite products and the on-going development and commercialisation of its StratoSonde atmospheric profiling technologies.**



Tele-IP Network Services division has been successful in tendering for a position on the NSW State Contracts Control Board as a supplier of Network Products, Integration and Consultancy services. The tender period commences on 1<sup>st</sup> May, 2004 for a period of two years with options to extend for three additional years.

Tele-IP has been successful in the past in supplying products to the NSW Department of Education and Training, South East Sydney Area Health Services, and many TAFE colleges and Institutes of learning, particularly with its Riverstone networking equipment.

Success in being awarded a position on the supply panel, ensures that Tele-IP can continue to supply networking products and services, directly and also in conjunction with its NSW agents, to all NSW governments departments.



Beam Communications, Tele-IP's wholly-owned subsidiary, has become the first Iridium Value Added Manufacturer to be awarded full functional compliance by Iridium, for its Ship Security Alert System (SSAS).

Beam placed one of its technical specialists at Iridium's disposal during the one week period of product testing at the Boeing test laboratories in Arizona, USA, in the month of April. The inherent intelligence built into the Beam products enabled software refinements to be made during the course of the testing, in order to satisfy the ever-changing SSAS regulations and strict Iridium guidelines.

The final compliance tests to obtain full European and American mechanical compliance are currently being undertaken at the Boeing test laboratories in Melbourne. Those tests will enable Beam to then become certified for IEC60945 by both Germanischer Lloyd AG and the American Bureau of Shipping.

Full volume production of the Beam SSAS units is scheduled to commence mid-May with first customer shipments due to commence one week later. Beam has received orders for its SSAS units over the past three weeks since obtaining Iridium compliance certification.

More information regarding all Beam products and copies of compliance documentation and product specification may be found on the Beam web site [www.beamcomm.net](http://www.beamcomm.net)



Of particular significance, is that the US Patent Office has recently notified Tele-IP that the first patent filed on the StratoSonde technology has been accepted for a Grant of Patent. This patent has passed all stages of examination in Australia, and now the USA, without modification and all claims have been allowed, thereby supporting the unique nature of the technology. Several additional patents covering various other aspects of the StratoSonde atmospheric profiling technology have also been lodged.

On a recent visit to the USA, Andrew Martin, the Chief Scientist for StratoSonde, attended the FAA/NASA Wake Turbulence Network Meeting in Seattle on 14 – 16 April. Andrew subsequently met representatives from Boeing and the California Environmental Authority. As a result of these meetings and the previous European trip, it has become clear that the Tele-IP StratoSonde technology is highly regarded and planning is currently underway to conduct US assessment trials. The company is developing prototypes capable of participating in such trials to assess aircraft take-off and landing turbulence.

StratoSonde has also received a proposal from the National Centre for Atmospheric Research, in Boulder, Colorado, to assess our wind estimation algorithms using StratoSonde technology, a project that the Tele-IP Board has now approved.

A handwritten signature in black ink, appearing to read "Ian May", with a long horizontal flourish extending to the right.

Ian May  
Managing Director

#### **Contact Details**

Further information on Tele-IP may be obtained from [www.tele-ip.com](http://www.tele-ip.com) or by contacting

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