

28 April 2011

The Manager
Company Announcements Platform
Australian Securities Exchange Limited

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Company Report (Appendix 4C)

Enclosed is the Quarterly Report (Appendix 4C) for the 3 months ended 31 March 2011.

There was a net decrease in cash balances for the quarter of \$22K comprising a net increase in cash from operations of \$213K offset by a net decrease in cash from investment/financing activities of \$235K.

The cash position at 31 March 2011 was a net in funds balance of \$92K including a term deposit of \$500K that is held as a security for the Company's overdraft facilities of \$1m.

Operations for the Quarter

Sales revenue for March quarter was \$3.2m. Strengthening sales of Inmarsat IsatDock docking units and accessories coupled with the second part of a major Telstra order underpinned sales for the quarter and generated the positive cash result from operations.

As a consequence of a price increase in early 2011 to offset the continuing strength of the A\$, gross margins improved in the period.

Outlook

Beam Communications has increased its production capability and is now able to deliver docking unit orders as required by customers. The Company is in the process of transferring most of its manufacturing to Asia with payment to suppliers in US\$ providing a partial offset to the effect of sales in US\$ and will achieve a lower unit cost base and other manufacturing efficiencies.

Sales of Iridium based products are recovering and there is continuing interest in the Telstra Iridium handset and docking accessories 'bundles' with further sales scheduled for this quarter. Inmarsat sales are in line with budget projections.

The strong A\$ continues to have an adverse effect on sales revenues and gross margins of US\$ sales. However the strong A\$ does provide an 'unrealized' gain on a US\$3.18m loan and the Company is anticipating a modest profit result for the full year in line with the Market Update of 23 December 2010.

Yours faithfully

Michael Capocchi Managing Director

Rule 4.7B

Appendix 4C

Quarterly report for entities admitted on the basis of commitments

Introduced 31/3/2000.

Name of entity

ABN Quarter ended ("current quarter")

39 010 568 804 Quarter ended ("current quarter")

Consolidated statement of cash flows

Current quarter Year to date Cash flows related to operating activities \$A'000 (9 months) \$A'000 Receipts from customers (including deposits) 2705 6654 1.1 1.2 Payments for (a) staff costs (421)(1400)(b) advertising and marketing (c) research and development (d) leased assets (e) other working capital 1.3 Dividends received 1.4 Interest and other items of a similar nature received 17 18 Interest and other costs of finance paid 1.5 (66)(202)1.6 Income taxes paid 1.7 Other (provide details if material) **Operating Purchases** (2101)(5843)Rent (36)(108)GST (Net) 91 225 Other (Export MD Grant) 24 24 Net operating cash flows 213 (632)

⁺ See chapter 19 for defined terms.

		Current quarter \$A'000	Year to date (9 months) \$A'000
1.8	Net operating cash flows (carried forward)	213	(632)
1.9	Cash flows related to investing activities Payment for acquisition of: (a) businesses (item 5)		
	assets (e) other non-current assets – product dev.	-	(21)
1.10	capitalized. Proceeds from disposal of: (a) businesses (item 5) (b) equity investments (c) intellectual property	(235)	(1032)
	(d) physical non-current assets (e) other non-current assets	-	7
1.11 1.12 1.13	Loans to other entities Loans repaid by other entities Other		
	Net investing cash flows	(235)	(1046)
1.14	Total operating and investing cash flows	(22)	(1678)
1.15	Cash flows related to financing activities Proceeds from issues of shares, options, etc Share Buyback cheques presented:	_	_
1.16 1.17	Proceeds from sale of forfeited shares Proceeds from borrowings – loan drawdown from		2140
1.18 1.19 1.20	Inmarsat for product dev./working cap. Repayment of borrowings Dividends paid Other	-	2140
	Net financing cash flows	-	2140
	Net increase (decrease) in cash held	(22)	462
1.21 1.22	Cash at beginning of quarter/year to date Exchange rate adjustments to item 1.20	114	(370)
1.23	Cash at end of quarter	92	92

⁺ See chapter 19 for defined terms.

Payments to directors of the entity and associates of the directors Payments to related entities of the entity and associates of the related entities

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	98
1.25	Aggregate amount of loans to the parties included in item 1.11	NIL
1.26	Explanation necessary for an understanding of the transactions	
No 2.1	n-cash financing and investing activities Details of financing and investing transactions which have had a material effect of liabilities but did not involve cash flows	on consolidated assets and
	NIL NIL	
2.2	Details of outlays made by other entities to establish or increase their share in busine entity has an interest	esses in which the reporting
	NIL	

Financing facilities available

Add notes as necessary for an understanding of the position. (See AASB 1026 paragraph 12.2).

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities – Bank overdraft	1000	855
3.2	Credit standby arrangements	NONE	NONE

⁺ See chapter 19 for defined terms.

Reconciliation of cash

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.		Current quarter \$A'000	Previous quarter \$A'000
4.1	Cash on hand and at bank	947	1063
4.2	Deposits at call	-	-
4.3	Bank overdraft	(855)	(949)
4.4	Other (provide details)	-	-
	Total: cash at end of quarter (item 1.23)	92	114

Acquisitions and disposals of business entities

		Acquisitions (Year to date) (Item 1.9(a))	Disposals (Year to date) (Item 1.10(a))
5.1	Name of entity		
5.2	Place of incorporation or registration		
5.3	Consideration for acquisition or disposal		
5.4	Total net assets		
5.5	Nature of business		

Compliance statement

- This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Law (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Michael Capocchi – Managing Director 28 April 2011.

⁺ See chapter 19 for defined terms.

Notes

- 1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
- 2. The definitions in, and provisions of, AASB 1026: Statement of Cash Flows apply to this report except for the paragraphs of the Standard set out below.
 - 6.2 reconciliation of cash flows arising from operating activities to operating profit or loss
 - 9.2 itemised disclosure relating to acquisitions
 - 9.4 itemised disclosure relating to disposals
 - 12.1(a) policy for classification of cash items
 - 12.3 disclosure of restrictions on use of cash
 - 13.1 comparative information
- 3. **Accounting Standards.** ASX will accept, for example, the use of International Accounting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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