



31 August 2015

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The Manager
Market Announcements Platform
Australian Securities Exchange

Investor Update

World Reach Limited is pleased to present an investor update on performance in FY2015 and the promising future outlook. The presentation has been prepared by our Managing Director, Michael Capocchi.

This is a more detailed report for investors, especially for the outlook over the next 2 years, following the release on 24 August of the Group's results for FY2015.

Yours faithfully

A handwritten signature in black ink, appearing to read "Dennis Payne".

Dennis Payne
Company Secretary



world reach

WORLD REACH LIMITED (ASX:WRR)

INVESTOR PRESENTATION

31ST AUGUST 2015

MICHAEL CAPOCCHI

MANAGING DIRECTOR & CEO

WORLD REACH LIMITED

Company profile

SUBSIDIARIES

- Beam Communications Pty Ltd
- SatPhone Shop Pty Ltd
- SatPhoneRental Pty Ltd
- Beam Communications USA, Inc

BOARD

- David Dawson - Chairman
- Michael Capocchi - Managing Director & CEO
- Carl Hung - Non Executive Director
- Simon Wallace - Non Executive Director
- Dennis Payne - CFO & Co Secretary



WORLD REACH

Company Philosophy

Customers

- Design products and services that meet customer needs and ensure long term customer satisfaction through product reliability and support.

Leadership

- We strive for excellence in everything we do
- We lead through innovation, creativity, tenacity and responsiveness

Quality

- We have the highest quality standards to ensure that every aspect of our business meets or exceeds our customers expectations at every point of contact

Employees

- They are undoubtedly the strength of our company
- They are an example of innovation, creativity, experience and self motivation



WORLD REACH

Company profile

BUSINESS

- Listed on ASX since 1998
- Technology sector
- Operate in global markets
- Innovate, conceptualise & design
- Manufacture & distribution
- OEM partner to satellite leaders
- History of success in satellite market
- Opportunities for growth

PRODUCTS

- Partner for 3 of the 4 main MSS (mobile satellite services) networks.
- Voice, data, messaging
- Land, air & sea applications
- Handheld, portable, mobile & fixed equipment
- Docking units
- Recurring airtime
- Rental products

NUMBERS & FACTS (AUD)

- Revenues \$16.9M Up 34%
- Profit \$2.01M (after tax)
- EBITDA \$2.57M Up 39 %
- Operating profit \$645K Up 46%
- Issued Capital 43M shares
- Market cap @ 40c \$17M
- 774 shareholders
- 69% of shareholding in top 20

WORLD REACH

Company profile

Founded	1998
Number of shares on Issus	43,173,452
Market cap @ 40c	\$17.3M
Headquarters	Melbourne
Locations	USA, UK, CHINA
Sales FY'15	\$17M
Number of employees	32
Major partners	Iridium, Inmarsat, Telstra, KDDI, AST
Number of Directors	4



PORTFOLIO APPROACH

Our strengths

OEM PRODUCT
DEVELOPMENTS

BEAM BRANDED TERMINALS
& ACCESSORIES

AIRTIME REBILLING

ONLINE SALES
SATPHONE SHOP

SATELLITE RENTALS

MANUFACTURING
CAPABILITIES



WORLD REACH

Wholly Owned Subsidiaries

BEAM COMMUNICATIONS

- Established 2002
- Appointed Iridium Value Added Manufacturer
- Secured major launch contracts with Telstra
- Awarded major development contracts with Inmarsat in 2010
- Awarded major OEM contract with Iridium in 2012
- Various world's first product launches for Inmarsat & Iridium
- Global distribution network through direct & indirect channels
- Internationally recognised brand
- Secured OEM product development contracts



SATPHONE SHOP

- Established 2013
- Support Telstra online sales
- Satellite equipment & services
 - Iridium handsets
 - Iridium GO!
 - Accessories
 - Telstra SIM
 - SPS prepaid SIMs
 - Rentals
- Contributing > \$1M revenue annualised
- Prepaid services provide recurring revenues
- Increase "Beam" product exposure
- Direct access to customers



SATPHONE RENTAL

- Launched 2015
- Sold through SatPhone Shop
- Short and long term rentals
- Avoids customers committing to long term contracts
- Recurring revenues daily rentals and usage
- Increased value proposition for Telstra customers
- Rentals become attractive with increasing cost of satellite phones due to USD
- Next day delivery across Australia



WORLD REACH

Core Strengths

INNOVATION

Take specific customer needs or ideas that will develop satellite market opportunities and commercialise into products and / or services. Innovate through development of new products that create new markets and needs.

MANUFACTURE

Optimise the product for manufacturing through prototype builds, trial production, test jig development, production processes and automation. Final sign off for production quantity builds. Implementation of quality control and in line inspection processes to ensure high quality throughput.

SALES & DISTRIBUTION

Develop sales and marketing strategies through new and existing channels to maximise the distribution of the product or service.

DESIGN

Electronic, Mechanical, Firmware, Software and Application development covering all aspects of the product that will meet or exceed the user experience and the desirability for the product throughout global markets.

COMMERCIALISE

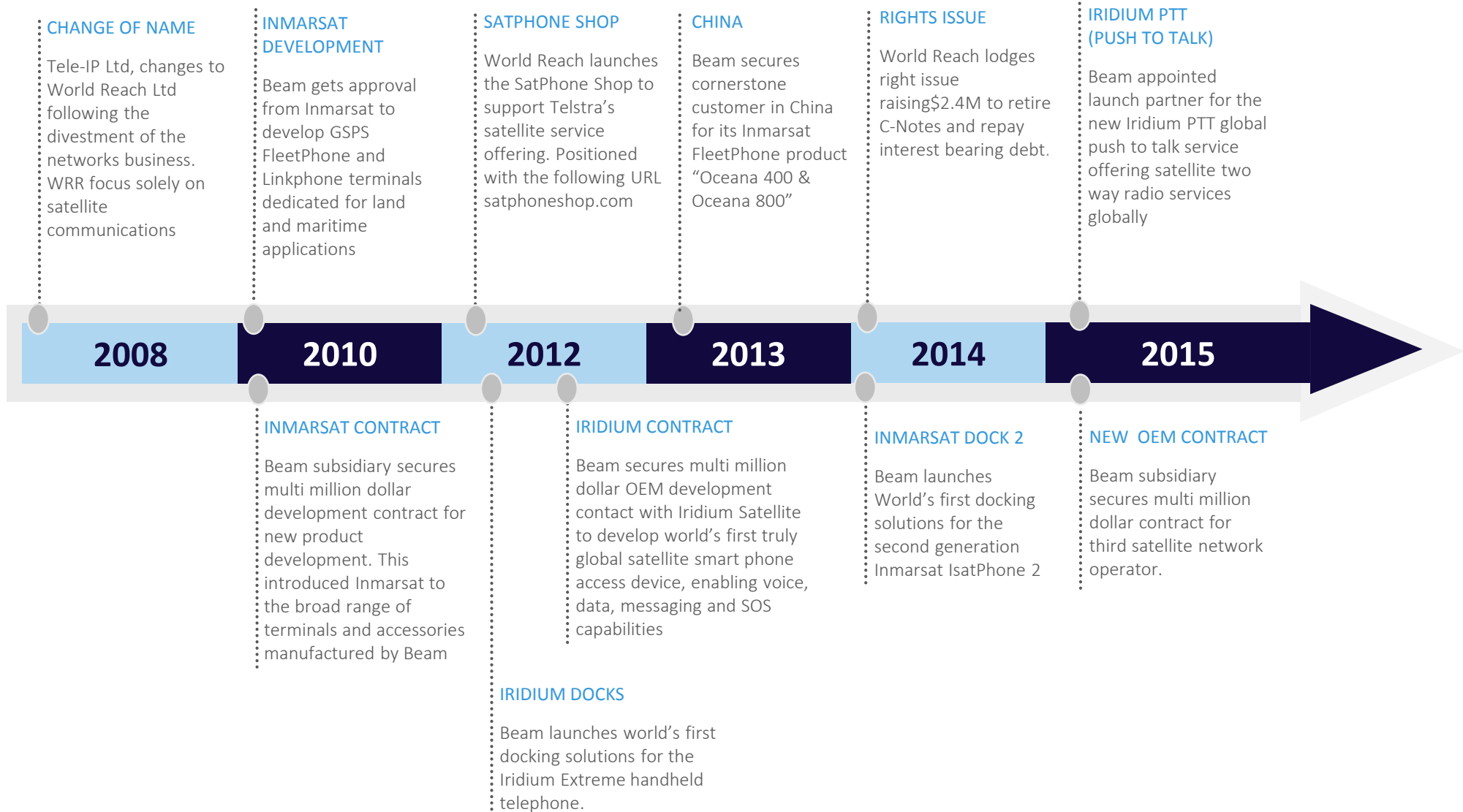
Commercial testing of all product aspects ensuring readiness for commercial sale. Development of packaging, manuals, marketing and promotional materials, training and education tutorials.

VALUE ADDED SERVICES

Develop and manage a suite of value added services that are complementary to the product, service or distribution channel.

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Milestones



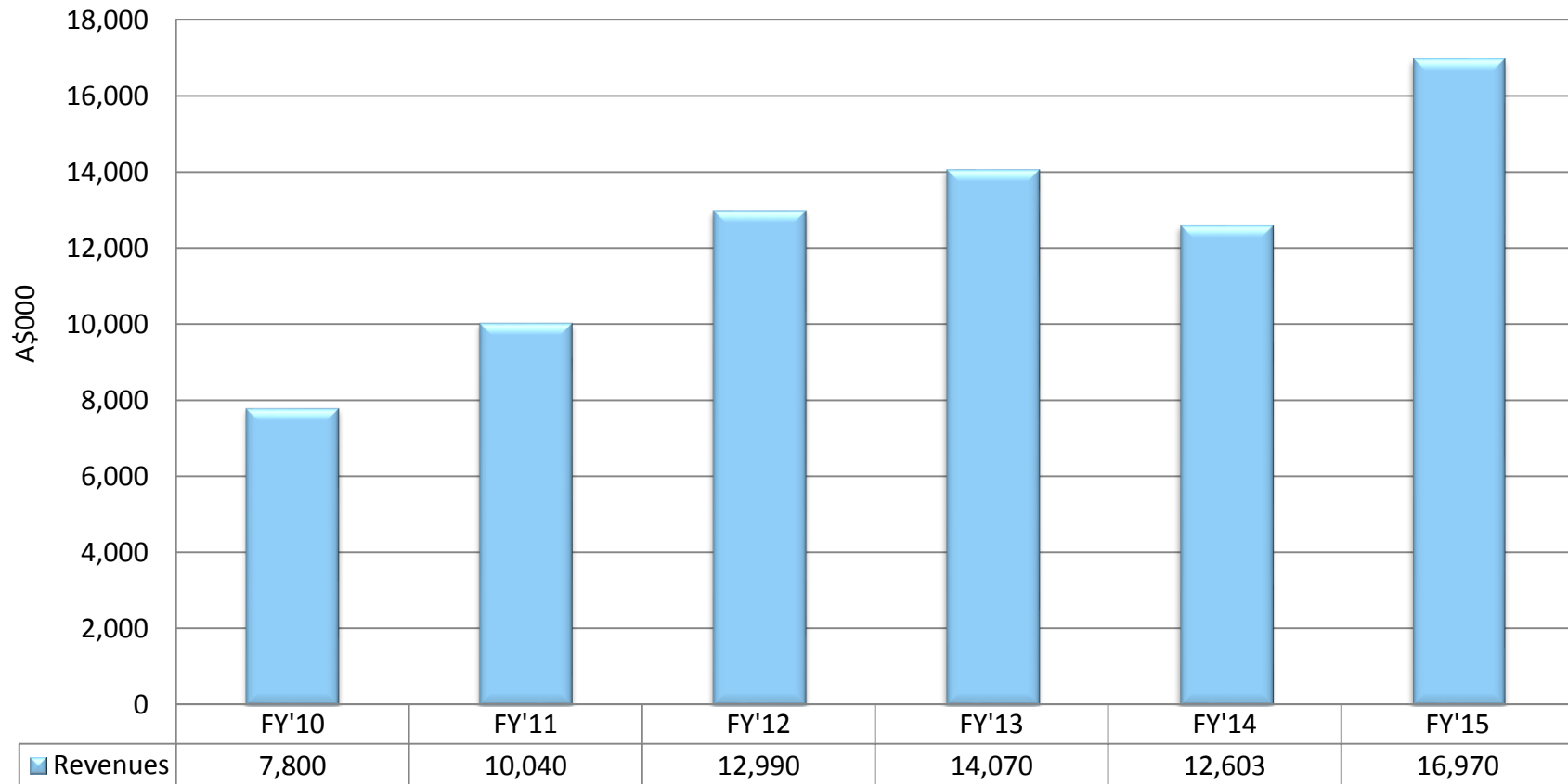
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Financial Performance (AUD)

	FY 13	FY14	FY15
Revenue	14,073	12,630	16,967
Operating EBITDA	872	1,846	2,571
OPERATING EBIT	(178)	1,075	824
PROFIT / LOSS (NPBT)	(835)	439	645
Net Profit After Tax	(835)	439	2,013*
*Tax Benefit brought to account	0	0	1,406

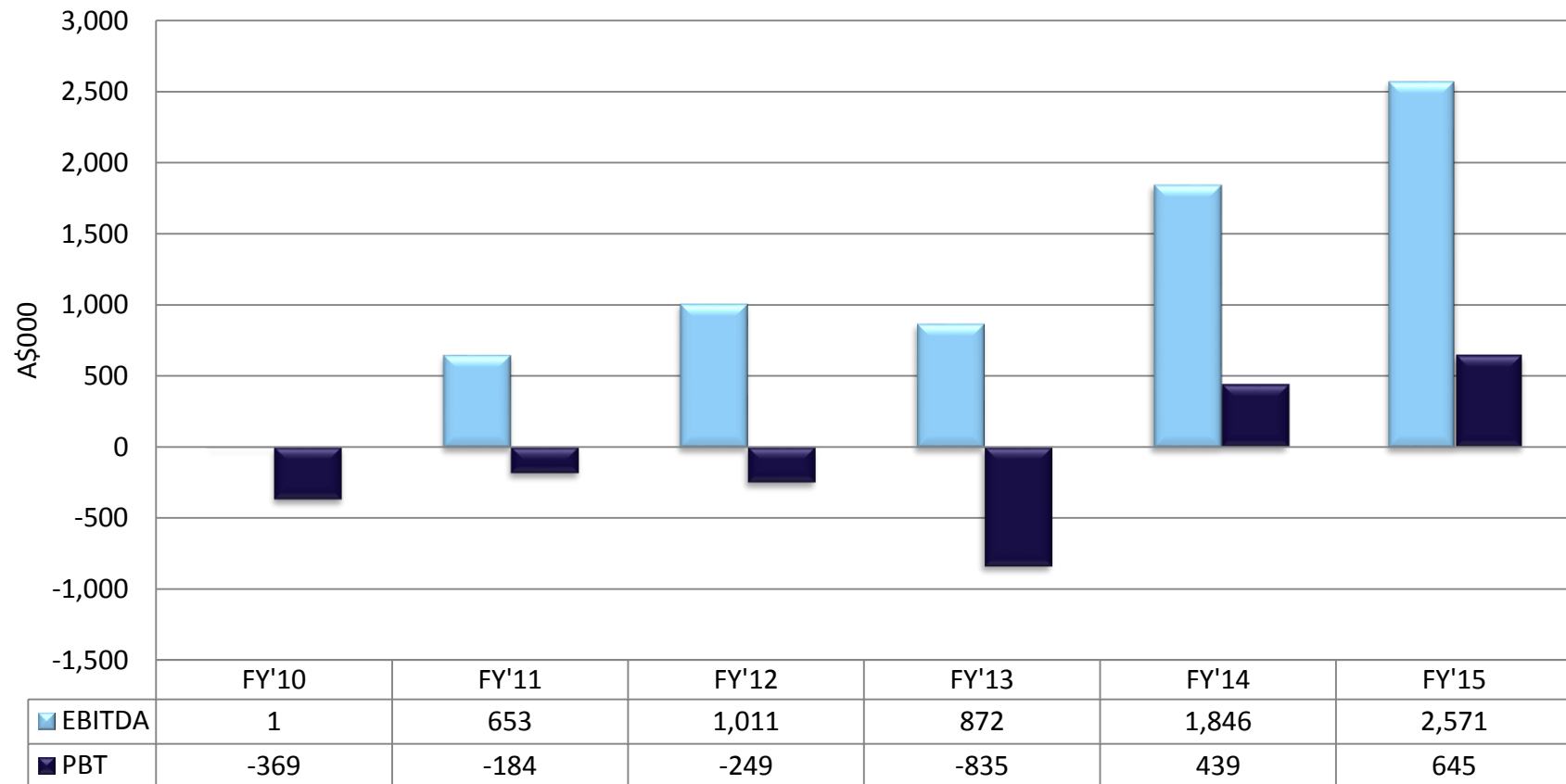
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Revenue FY10 – FY15



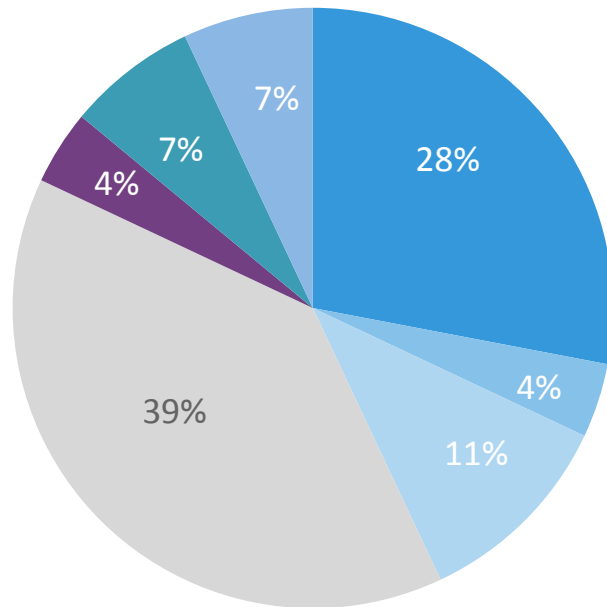
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EBITDA & Profit Before Tax FY10 – FY15



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Sales by region



■ Australia ■ China ■ UK ■ USA ■ Netherlands ■ Japan ■ Other

Beam Global Partners



OEM PRODUCT DEVELOPMENT

Iridium GO! Project

BEAM'S IRIDIUM RELATIONSHIP

- Beam is one of the largest Iridium Value Added Manufacturers
- Leading manufacturer of Iridium docking solutions and terminals
- Iridium partner for over 12 years
- Longstanding distribution relationships with Iridium Service Providers
- Globally recognised manufacturer in the satellite markets



BEAM'S INVOLVEMENT

- Major development project, designed, developed and manufactured by Beam in conjunction with Iridium
- Globally distributed by Iridium
- Major product development investment
- Completely new product offering for Iridium
- New markets, new applications, new opportunities

OEM PRODUCT DEVELOPMENT

Iridium GO! Project

COMMERCIAL ARRANGEMENT

- Beam entered into a development contract with Iridium in 2012 for the development of a satellite wireless access point that would enable Voice, SMS, Data, Tracking and Value Added App's to work seamlessly over the Iridium network.
- The original development contract was for a significant number of units to support the first order
- A follow up order for additional units was then received in late 2014
- The product known as Iridium GO!, designed and manufactured by Beam, was launched in February '14 by Iridium during its global partner conference
- Delivery of the commercial product commenced in June '14



OEM PRODUCT DEVELOPMENT

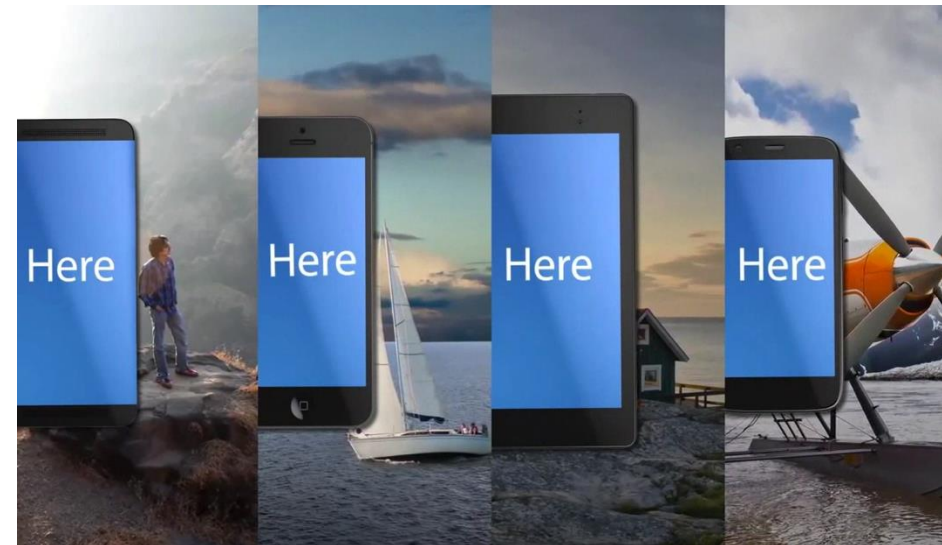
Iridium GO! Project

PRODUCT FEATURES

- Voice calling from the smartphone GO! App
- SOS Alert from the device or the App
- SMS and messaging support
- Limited speed Data and Internet access
- Wi-Fi connectivity to allow 5 users access
- Mobile, Portable or Fixed applications
- Twitter and Facebook updates
- Image sending
- Access to 3rd party Applications

BEAM'S INVOLVEMENT

- Pilots, Boaters and truckers
- Adventurers and explorers
- Remote residents and vacationers
- Emergency & first responders
- Global & business travellers
- Executives and diplomats
- Government and NGOs
- Military operations
- M2M applications
- Anyone out of cellular range.



NEW OEM CONTRACT

Second OEM Product Development

COMMERCIAL AGREEMENT

- New contract signed April 2015
- Strategic international satellite company
- Design & manufacture new satellite terminal
- Expands Beams portfolio of products
- Development work commenced
- Revenues to commence FY'17
- Minimum contracted revenue \$3.8M
- Revenues within first 12 months of delivery

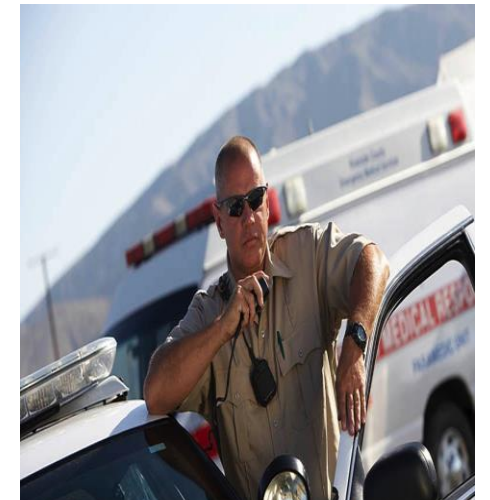


NEW OPPORTUNITIES

Iridium Push To Talk service (PTT)

THE OPPORTUNITY

- Appointed Iridium PTT launch partner
- World's first truly global PTT service
- Beam has developed a range of docking stations for the Iridium PTT handset
- Enabling cordless, corded PTT applications
- Extending the use of the Iridium PTT handset;
 - In-building
 - In-vehicle
 - In-vessel



NEW PRODUCT LAUNCH

IsatDOCK Series 2

SUCCESSFULLY LAUNCHED

- Worlds first docking solution for IsatPhone 2
- Launched October 2014
- Addresses specific market applications
- Utilised previous major development investment



CHINA SALES

Inmarsat – Beam Oceana 800

UPDATE

- In excess of \$2.5M in sales since launch into China
- Two orders in the last 12 months > \$750K
- Viewed as a the high quality reliable solution
- Distributed through major maritime satellite company



WORLD REACH

Increase shareholder value

INITIATIVES

- Debt restructure through right issue removed all interest bearing debt and increased working capital resources
- New Non Executive Director appointments bring private equity and legal skills to the board
- Developed strategic corporate plan
- Increased profitability through increased margins and the growth of recurring revenues
- R & D grants to recoup major investment in new projects
- Secured additional OEM orders for existing products
- Deliver the current OEM project due for completion in FY'17 on time and within budget
- Secure new OEM development opportunities



CORPORATE OUTLOOK

Shareholder Value

POSITION

- Company well positioned with growth opportunities
- Core business continues to perform well
- Broad portfolio of products and channels to market
- Existing and new OEM contracts
- Strong balance sheet & cash position
- Significant increase in company value over past 12 months

REPUTATION

- Company has solid reputation across the global satcoms market
- 13+ years designing, developing and manufacturing satellite products
- Unsurpassed customer service and support in the industry
- Becoming a destination for OEM product development opportunities

GROWTH

- Strong revenue and profit growth year on year
- Increasing share price
- Sustainable core business
- New products, new markets
- Further OEM opportunities in pipeline
- Potential acquisition targets to support further growth
- Launch of GO! into two key markets, Japan & Australia

INCREASING SHAREHOLDER VALUE!

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