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26 October 2018

The Manager
Market Announcements Platform
Australian Securities Exchange

Managing Director's Presentation to the Annual General Meeting 2018

World Reach Limited is pleased to release a copy of the presentation to be made to its shareholders at the Annual General Meeting of the Company at 10.00am today, Friday 26 October 2018.

Yours faithfully

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

Dennis Payne
Company Secretary

world reach

The logo for World Reach, featuring the words "world reach" in a lowercase, sans-serif font. To the right of the text is a white, curved line that starts below the "h" in "reach" and arcs upwards and to the right, ending above the "h".

WORLD REACH LIMITED

(ASX:WRR)

AGM PRESENTATION

MICHAEL CAPOCCHI

MANAGING DIRECTOR & CEO

26TH OCTOBER 2018



COMMUNICATE WITH THE WORLD

<https://www.worldreach.com.au/corporate-video/>

BEAM CORPORATE VIDEO

FINANCIAL RESULTS

Financial Results FY'18

Revenues

- Total revenues \$11.6M
 - Revenue up 18% on FY17:
 - Underlying core business increased in the second half FY18
 - Momentum continuing into the first quarter of FY19

Profit

- Net Loss Before Tax (\$1,565K) / **EBITDA loss of (\$607K)**
 - Increased costs due to delayed deliveries
 - One off write down of the Inmarsat R&D project of \$660K

FINANCIAL OUTLOOK

Financial Year '19

Revenue & Profit Outlook

- Forecasted increase in revenues from those of FY18
- Forecasting a return to sustained profitability
 - A\$2.4M Thuraya WE units delivered October '18
 - Complete delivery of remaining Thuraya WE terminals
 - Completed delivery of 2500 GO! in July '18
 - Secured additional 5K Iridium GO! order delivery 2HFY19
 - Continued strong performance of core business

FINANCIAL OUTLOOK

Medium Term Growth Drivers

FY19 - FY22

- Thuraya expecting strong traction for WE
- Iridium forecasting further sales growth for GO! following new campaigns
- New Market for Inmarsat – India
 - New market for Beam to sell Inmarsat related products into
- New product initiatives;
 - New 4G/LTE product initiatives
 - IoT / M2M product developments
 - New recurring revenue streams through subscription services
 - Next generation Iridium satellite terminal development
- Increased revenues from the SatPhone Shop business through product diversity

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CORPORATE REPOSITIONING

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World Reach Limited Name Change



Name change to Beam Communications Holdings Limited

- Align the company name to the Group's core business activity
- Clearer message for the investor community
- Simplified communications
- Increase brand awareness
- One website with an Investor menu option
- Enhanced credibility of the BEAM brand, same logo
- Beam Communications Holdings Limited, full transition by end Nov

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BUSINESS UPDATE

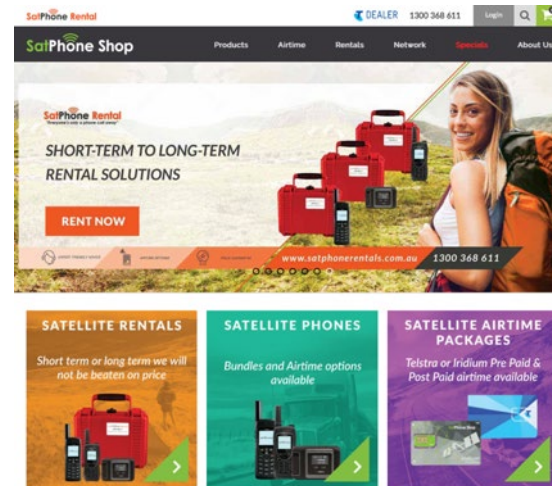
General Beam Business Update

BUSINESS UPDATE

- Total sales Revenues FY18 \$11.6M
- Forecasting further growth in FY19
 - Thuraya WE, Iridium GO!, SatPhone Shop
- Beam website averaging 7000 visit per month
- New SatPhoneShop website launched Dec '17
 - 3000 visit per month, up 80% YOY
 - Commenced sales via Amazon July '18
- Telstra sales increasing significantly to support priority service and remote worker applications
- Sales of docking stations and accessories continue to perform well
- Iridium PTT sales commenced with orders coming from North America
- beamcommchina.com website launched



SatPhone Shop



IRIDIUM GO! UPDATE

BEAM OEM For Iridium GO! terminal



UPDATE

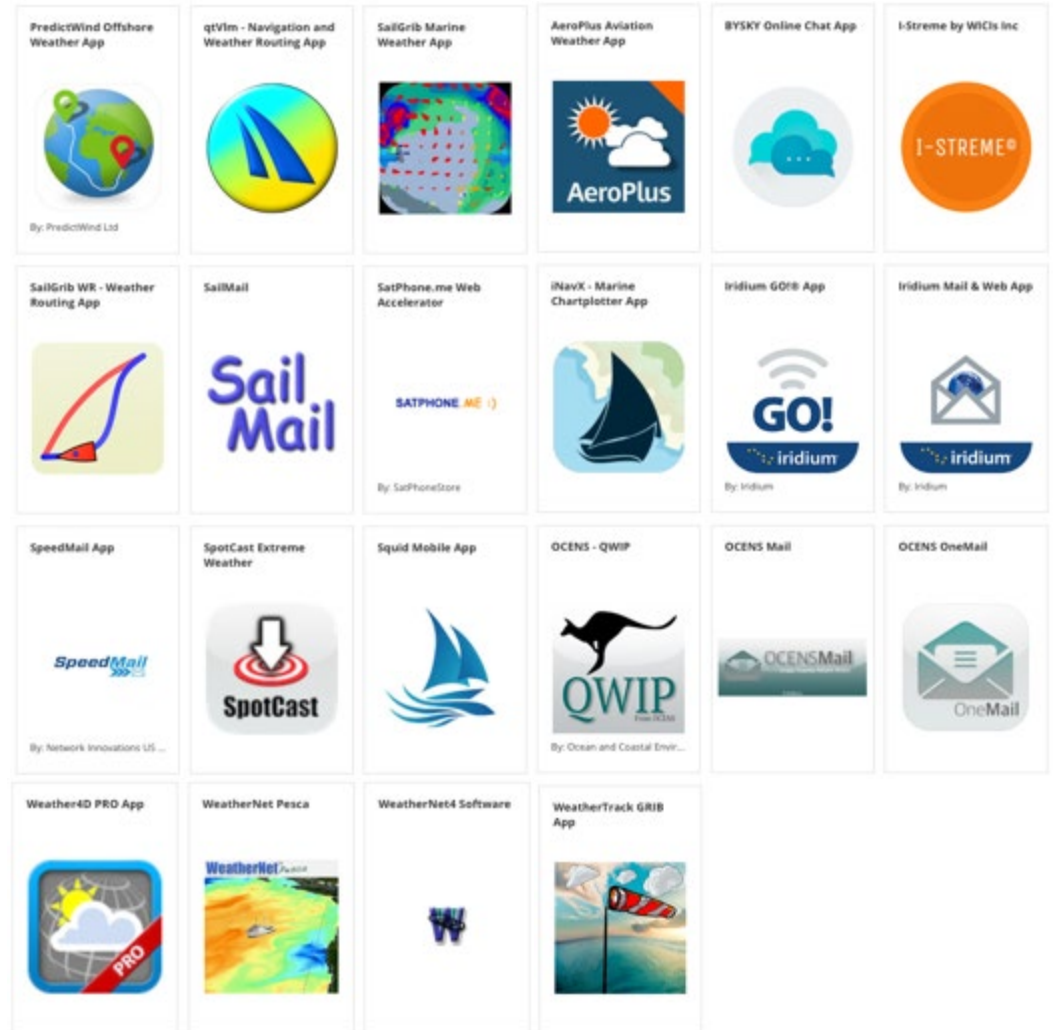
- Orders received now total 35K units
- Secured 5th order 5K units, delivery FY19
- Product continues to sell well globally
- The GO! Is compatible with the newest Iridium satellites
- New GO! video getting good traction on social media
- Iridium launching new pricing plans to strengthen the offer



IRIDIUM GO! UPDATE

APP DEVELOPMENTS OVER GO!

- 22 Dedicated Iridium Approved GO! App's now available
- App's targeting specific user applications
 - Weather
 - Web
 - Mail
 - Messaging
- Iridium introduced its Short Burst Data service on GO!
 - Allowing M2M and IoT applications



IRIDIUM GO!

New Promotional Video

world reach



<https://www.worldreach.com.au/where-will-you-go/>

THURAYA WE DEVELOPMENT

Second Major OEM Product Development



Thuraya WE
Connecting Everyone Everywhere!

THURAYA WE DEVELOPMENT

World's First Dual Mode Satellite Hotspot



COMMERCIAL AGREEMENT

- Deliveries commenced total 3K terminal commitment
- Thuraya highly regarded satellite operator
- Expands Beam's portfolio of products
- Thuraya launching WE specific data plans
- Initial demand for the terminal gaining momentum



THURAYA WE
Connecting Everyone Everywhere

WORLD'S FIRST DUAL MODE HOTSPOT

- Dual mode LTE / Satellite Hotspot
- Speed up to 384kbps over satellite
- 395 cellular Roaming Partners
- Easy access to Social Media, Voice & Data Services

WE LAUNCH VIDEO



<https://www.worldreach.com.au/thuraya-official-launch-video/>

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NEW OPPORTUNITIES FOR GROWTH

New Product Category

LTE/DUAL MODE TERMINALS

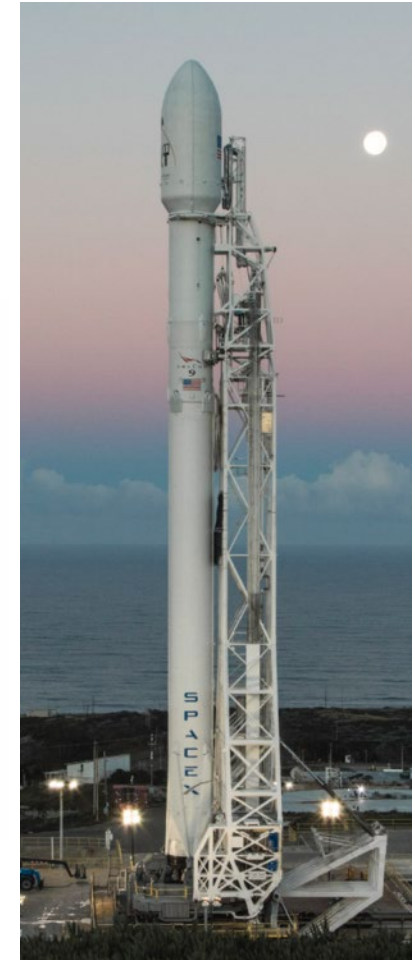
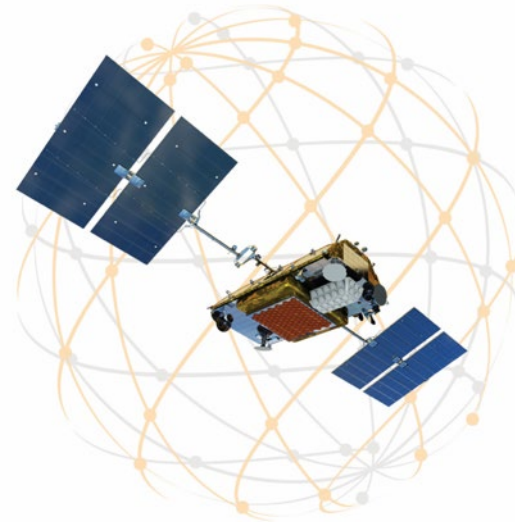
- Diversification of product offering
- Capitalise on “Beam” brand and reputation
- Utilise new and existing channels to market
 - Long term supplier to Telstra & KDDI
- Targeting industrial / Rugged terminals:
 - M2M / IoT
 - Vehicular
 - Marine
- Lower investment than satellite developments
- Complementary to existing products / applications
- Dual Mode Satellite / LTE capabilities
- Progression into 5G terminals in the future



Iridium Next Satellite Constellation

NEW DEVELOPMENTS ON THE HORIZON

- Beam will have access to develop new products on a module due to be released during 2019
- Iridium CertusSM is the advanced new multi-service platform powered by the \$3 billion Iridium NEXT constellations
- Iridium Certus will deliver global, reliable, enterprise-grade connectivity while redefining the capabilities of mobile satellite communications
- Iridium has launched 65 of its planned 85 satellites into orbit.
- Expected commercial products during FY'20
- New products will focus on enhancing Beam's existing product offerings focused on the support of new Certus services.
- Focus will be on mobile and portable products applications



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IN SUMMARY

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Investing in the future

REVENUE GROWTH

- Forecasting an increase in Revenues from FY18
- New revenues from Thuraya WE product & more GO! Sales
- Forecast growth in the SatPhone Shop business
- Commencement of new 4G/LTE product sales later in FY19
- Sales opportunities with Telstra for increase in recurring revenues

SUSTAINABLE PROFIT

- Turnaround in profitability in FY19 and beyond
- Continue to maintain tight expense controls
- Reduced product development costs, outsourcing to Asia

ADDITIONAL GROWTH AREAS

- Successful take up and market acceptance of Thuraya WE
- Launch of new product category of LTE & IoT products
- Next generation Iridium terminals
- New strategic partnerships for specific products / markets
- Recurring revenue; Prepaid Satellite & Iridium Data airtime
- Inmarsat opportunities in India
- Increased GO! sales from new promotions and plans

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