



World Reach Limited
ABN 39010 568 804

25 January 2017

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Victoria, Australia 3170

The Manager
Market 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 December 2016.

The Company's cash balance at 31 December 2016 was \$766,000 of cash funds on hand. The company has access to total cash of \$4,162,000, inclusive of debt facilities which are completely undrawn.

During the quarter, the total cash balance decreased by \$899,000 with the majority of that movement due to budgeted investment in new product developments, consistent with previous quarters.

Operating cash decreased by \$28,000 during the quarter, impacted by the timing of customer orders, fluctuations in trading activities and lower sales volumes.

Investment activities amounted to a net cash outflow of \$871,000 over the quarter, consisting of:

1. Fixed asset expenditure of \$42,000, mainly in support of the SatPhone Rental business; and
2. Further capitalized and budgeted new product development work of \$829,000.

There was nil expenditure on financing activities.

Yours faithfully

A handwritten signature in black ink, appearing to read "Michael Capocchi". The signature is stylized with a large, sweeping initial "M" and "C".

Michael Capocchi
Managing Director

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

World Reach Limited

ABN

39 010 568 804

Quarter ended ("current quarter")

31 December 2016

| Consolidated statement of cash flows | Current quarter \$A'000 | Year to date (6 months) \$A'000 |
|---|------------------------------------|--|
| 1. Cash flows from operating activities | | |
| 1.1 Receipts from customers | 2180 | 4573 |
| 1.2 Payments for | | |
| (a) research and development | | |
| (b) product manufacturing and operating costs | (1058) | (2521) |
| (c) advertising and marketing | | |
| (d) leased assets | | |
| (e) staff costs | (1051) | (2134) |
| (f) administration and corporate costs | | |
| 1.3 Dividends received (see note 3) | | |
| 1.4 Interest received | - | 2 |
| 1.5 Interest and other costs of finance paid | (12) | (24) |
| 1.6 Income taxes paid | (2) | (2) |
| 1.7 Government grants and tax incentives | | |
| 1.8 Other (provide details if material) - Rent/GST | (85) | (170) |
| 1.9 Net cash from / (used in) operating activities | (28) | (276) |
| 2. Cash flows from investing activities | | |
| 2.1 Payments to acquire: | | |
| (a) property, plant and equipment | (42) | (56) |
| (b) businesses (see item 10) | | |
| (c) investments | | |

| Consolidated statement of cash flows | Current quarter \$A'000 | Year to date (6 months) \$A'000 |
|---|----------------------------|---------------------------------------|
| (d) intellectual property | | |
| (e) other non-current assets – product dev. capitalised | (829) | (1414) |
| 2.2 Proceeds from disposal of: | | |
| (a) property, plant and equipment | | |
| (b) businesses (see item 10) | | |
| (c) investments | | |
| (d) intellectual property | | |
| (e) other non-current assets | | |
| 2.3 Cash flows from loans to other entities | | |
| 2.4 Dividends received (see note 3) | | |
| 2.5 Other (details if material) – R&D grant | - | 224 |
| 2.6 Net cash from / (used in) investing activities | (871) | (1246) |

| | | |
|---|----------|----------|
| 3. Cash flows from financing activities | | |
| 3.1 Proceeds from issues of shares | | |
| 3.2 Proceeds from issue of convertible notes | | |
| 3.3 Proceeds from exercise of share options | | |
| 3.4 Transaction costs related to issues of shares, convertible notes or options | | |
| 3.5 Proceeds from borrowings | | |
| 3.6 Repayment of borrowings | | |
| 3.7 Transaction costs related to loans and borrowings | | |
| 3.8 Dividends paid | | |
| 3.9 Other (provide details if material) | | |
| 3.10 Net cash from / (used in) financing activities | 0 | 0 |

| | | |
|---|-------|--------|
| 4. Net increase / (decrease) in cash and cash equivalents for the period | | |
| 4.1 Cash and cash equivalents at beginning of quarter/year to date | 1665 | 2288 |
| 4.2 Net cash from / (used in) operating activities (item 1.9 above) | (28) | (276) |
| 4.3 Net cash from / (used in) investing activities (item 2.6 above) | (871) | (1246) |
| 4.4 Net cash from / (used in) financing activities (item 3.10 above) | | |

| Consolidated statement of cash flows | | Current quarter \$A'000 | Year to date (6 months) \$A'000 |
|---|--|------------------------------------|--|
| 4.5 | Effect of movement in exchange rates on cash held | | |
| 4.6 | Cash and cash equivalents at end of quarter | 766 | 766 |

| 5. | Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter \$A'000 | Previous quarter \$A'000 |
|------------|---|------------------------------------|-------------------------------------|
| 5.1 | Bank balances | 766 | 1665 |
| 5.2 | Call deposits | | |
| 5.3 | Bank overdrafts | | |
| 5.4 | Other (provide details) | | |
| 5.5 | Cash and cash equivalents at end of quarter (should equal item 4.6 above) | 766 | 1665 |

6. Payments to directors of the entity and their associates

**Current quarter
\$A'000**

6.1 Aggregate amount of payments to these parties included in item 1.2

198

6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

Non-Executive Directors fees and MD salary

7. Payments to related entities of the entity and their associates

**Current quarter
\$A'000**

7.1 Aggregate amount of payments to these parties included in item 1.2

7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

| 8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i> | Total facility amount at quarter end \$A'000 | Amount drawn at quarter end \$A'000 |
|--|--|---|
| 8.1 Loan facilities | 730 | - |
| 8.2 Credit standby arrangements | | |
| 8.3 Other (please specify) – Secured term loan | 2666 | - |
| 8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well. | | |


AUD overdraft \$300,000 and USD overdraft US\$320,000 (=A\$430,000) with National Aust Bank secured by fixed & floating charge. Arrangements including a priority deed with NAB were completed on 15 November 2016 for an additional facility of a secured term loan from shareholder SGV1 Holdings Limited of US\$2,000,000 on the terms described in the ASX announcement on 19 October 2016. The term loan can be drawn as required.

| 9. Estimated cash outflows for next quarter | \$A'000 |
|--|---------------|
| 9.1 Research and development | (1155) |
| 9.2 Product manufacturing and operating costs | (1139) |
| 9.3 Advertising and marketing | |
| 9.4 Leased assets | |
| 9.5 Staff costs | (870) |
| 9.6 Administration and corporate costs | |
| 9.7 Other (provide details if material) | (72) |
| 9.8 Total estimated cash outflows | (3236) |

| 10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above) | Acquisitions | Disposals |
|--|--------------|-----------|
| 10.1 Name of entity | | |
| 10.2 Place of incorporation or registration | | |
| 10.3 Consideration for acquisition or disposal | | |
| 10.4 Total net assets | | |
| 10.5 Nature of business | | |

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here: 
.....
(Company secretary)

Date: 25 January 2017

Print name: Dennis Payne

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 that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.