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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" in "reach".

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

world reach

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CORPORATE REPOSITIONING

CORPORATE REPOSITIONING

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

world reach

A white graphic element consisting of two thin, parallel curved lines that sweep upwards and to the right, positioned below the 'world reach' text.

BUSINESS UPDATE

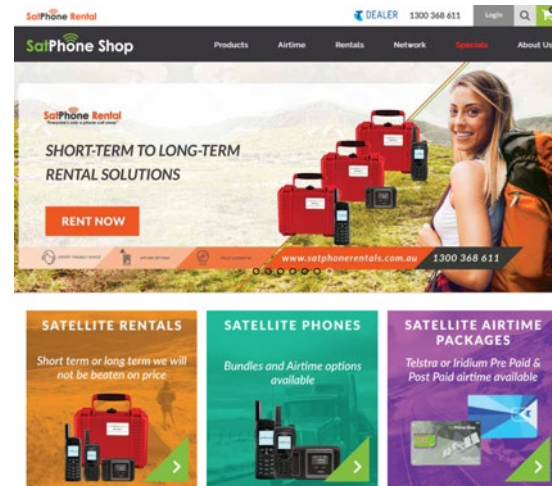
General Beam Business Update

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

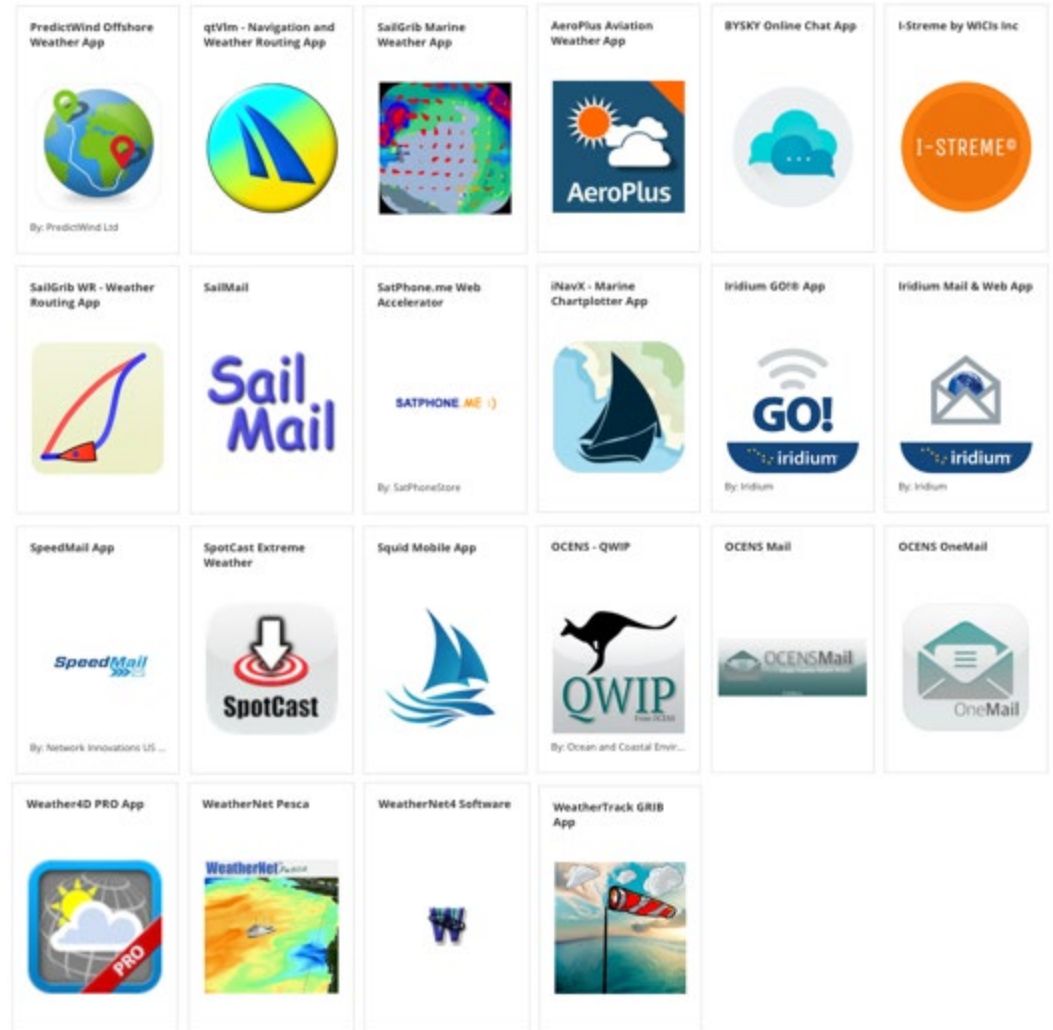
- Orders received now total 35K units
- Secured 5th order 5K units, delivery FY19
- Product continues to sell well globally
- The GO! Is compatible with the newest Iridium satellites
- New GO! video getting good traction on social media
- Iridium launching new pricing plans to strengthen the offer



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

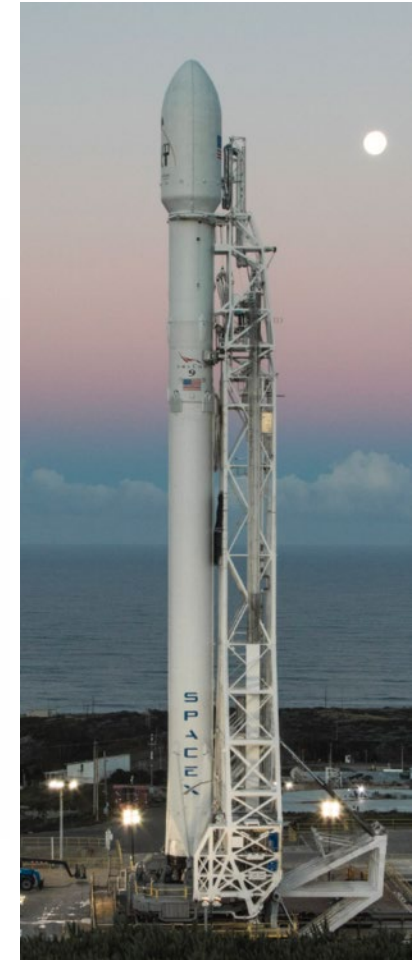
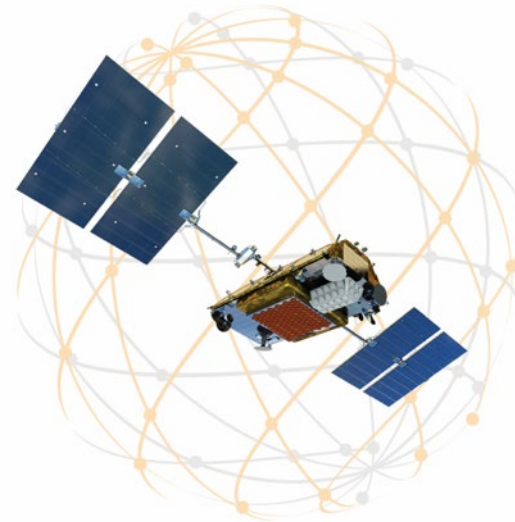
- Diversification of product offering
- Capitalise on “Beam” brand and reputation
- Utilise new and existing channels to market
 - Long term supplier to Telstra & KDDI
- Targeting industrial / Rugged terminals:
 - M2M / IoT
 - Vehicular
 - Marine
- Lower investment than satellite developments
- Complementary 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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