

## HYDRACELL POWER INVESTOR PRESENTATION

Mobile power when you need it...Just Add Water!

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The company is seeking to raise capital to fund R&D pipeline commercialisation and accelerated global growth over the forecast period.

Applications for participation can only be made pursuant to the Investor Presentation issued by the Company.

## **HYDRACELL'S MISSION:**

## To Become...

- World's preeminent developer, innovator and provider of <u>Mag-Air Cell technology</u>;
- Delivering a globally accessible <u>alternative to dry cell</u>
   (disposable) batteries;
- Which <u>reduces the overall environmental footprint;</u>
- And makes <u>a real difference to people's lives</u> in both developed and developing nations;
- A provider of green, clean, mobile power and light.

## **INVESTMENT HIGHLIGHTS**

#### A high performance fuel cell (battery) activated by WATER

- Unlimited shelf life (pre-activation)
- Power density of up to x32 a standard AA alkaline battery

#### Globally attractive (Power When You Need It)

- Alternative to today's lead-acid and alkaline consumer goods dry cell batteries
- ~15bn batteries produced globally on an annual basis

### Eco-friendly, solving for the industries biggest issue

- Non toxic, non hazardous, recyclable and bio-degradable
- Zero toxic chemicals going to landfill on a global basis
- Safe from lead/acid contamination in soil and if swallowed by children

## **Globally patented**

Utility patent over HydraCell technology granted in key strategic regions

### Significant potential to positively impact in the developing world

 Provide safe mobile power and light that improves economic and social outcomes for up to 1.3 billion people globally without access to electricity

#### Commercialisation phase

- Current product portfolio tried and tested and ready for full commercialisation
- Manufacturing and logistics arrangements in place and scalable

#### Prioritised global launch strategy for sustainable profitable growth

- Strategic focus on Australia/NZ (home market), USA, Canada, Germany, UK.
   Nordics and France as priority markets
- Additional strategy for developing markets including OEM on a global basis
- Forecast ~\$85 million sales end FY25 with an adjusted EBITDA margin of ~30%
- Potential exit valuation in excess of ~\$200 million plus.

### Investment opportunity

- Cornerstone investment into the world's preeminent developer, innovator and provider of Mag-Air Cell technology
- Deliver a globally accessible alternative to dry cell (disposable) batteries
- Reducing the overall environmental footprint and make a real difference to people's lives in both developed and developing nations

Notes: (1) Currency is quoted in Australian dollars

(2) Adjusted EBITDA reflects add backs for all cost deemed not to be ongoing at time of sale event

## THE PROBLEM

The global consumer (disposable) battery market produces ~15bn consumer batteries a year with identified core issues that are impacting our planet with significant variability in product performance and no sustainable solution for the developing world.





Traditional batteries pose significant environmental and safety risks because of their toxicity and leakage in landfill globally when disposed.



2. SAFETY CONCERNS

Serious internal burns, leading to severe injuries and even death, if battery is swallowed by a child.



#### 3. POOR PERFORMANCE

Low cycle life; low energy density; poor charge retention of traditional batteries.



#### 4. LOW GLOBAL ACCESS

Poor performance of traditional batteries limits overall effectiveness of batteries in developing markets relative to traditional alternatives like Kerosene.

# THE SOLUTION

HydraCell's Mag Air Technology delivers a new to world, safe, environmentally friendly high performance range of water-activated batteries that will open up access to mobile power in the developing world.



1. ECO FRIENDLY

Positively impact the global sustainability agenda with an eco-friendly battery range.

Non toxic, non hazardous, recyclable & bio-degradable, with zero toxic chemicals going to landfill on a global basis.



2. SAFE

A safer option vs traditional batteries for parents of young children.

Free from lead/acid contamination in soil around production and recycling plants and if swallowed by children.



3. HIGH PERFORMANCE

High Performance batteries with virtually infinite (pre-activation) shelf life and superior overall power output and run time with a power density of up to x32 (\*) standard AA alkaline batteries.



4. GLOBAL ACCESS

Positively impact access to affordable, safe and sustainable mobile power & light for up to 1.3bn people in the developing world as a cost effective alternative to Kerosene.

(\*) Testing based on a HC2D HydraCell running continuously delivering over 240 hours of useful power.

## THE TECHNOLOGY

## THE HYDRACELL OXYGEN CELL IS THE HEART OF THE HYDRACELL SYSTEM.

Dipping the HydraCell in water, for 10 to 15 seconds, moistens the salt impregnated bridge material which creates a connection between the magnesium core and the oxygen in the air, initiating an electrochemical reaction which releases electrons. These electrons are collected by the proprietary carbon membrane cathode and converted into usable DC power.

## ADVANTAGES OVER OTHER TECHNOLOGIES, PARTICULARLY TRADITIONAL DRY-CELL (ALKALINE) BATTERIES AND KEROSENE, INCLUDING:

- POWER GENERATION: The HydraCell generates its own power when activated, as opposed to a traditional battery, which stores
  and releases power.
- <u>VIRTUALLY INFINITE LIFE:</u> The HydraCell has a long, and potentially infinite shelf life of many years, prior to activation. Whereas traditional batteries lose effective life overtime (between 2 and 10 years).
- LONG USE TIME: Once activated in water the HydraCell provides significantly longer usage times.
- ENVIRONMENTALLY FRIENDLY: The natural minerals and materials in the HydraCell are consumed during the life of the fuel cell.
   There is no soil contamination (traditional batteries leak chemicals into the earth for decades) and the outer casing is fully recyclable.







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## HYDRACELL'S COMPETITIVE ADVANTAGE

Comparison to Carbon Based Alternatives ........

# ONE X HYDRACELL (HC2D (\*) FORM FACTOR)



- √ Non toxic, non hazardous & fully recyclable after use
- √ Cheaper & environmentally friendly
- √ Hundreds (up to 240 hrs) of hours of light & power
- √ Virtually unlimited shelf life

## 32 X DRY CELL BATTERIES



- X Hazardous chemicals, toxic, & disposed in landfill
- X Expensive & environmentally destructive (manufacture & disposal)
- ✗ Only 8 to 10 hours of power with diminishing light output over time
- X Limited shelf life

## 7 LITRES OF KEROSENE (\*\*)



- X Hazardous chemicals with dangerous health consequences
- X Expensive & environmentally destructive (manufacture & disposal)
- X Poor quality light with exposure to toxic fumes
- X Dangerous chemicals

The HC2D HydraCell, is the size of two D cell batteries end on end, and delivers 240 hours of power. Other HydraCell form factors deliver different usage (i.e. hours of power) metrics

## INTELLECTUAL PROPERTY

#### **Global Patents:**

- Lodged under the Patent Cooperation Treaty ("PCT") covering 168 countries.
- Progressive roll out and now covers countries including: Australia, USA, Canada, China, India, Japan, Korea, Malaysia, Philippines, Thailand,
   Singapore & South Africa
- Dip HydraCell technology
  - Utility Patent that covers the current cell variations of the circular dip HydraCell and aspects of the initial specifications of the Power Cube cell.
- Stacked HydraCell Technology
  - Utility Patent two new Design Patents protect the new design lodged with the PCT.
  - As the Dip HydraCell technology continues to be innovated and progressed, HLI believes that the HydraCell Stacked Cell technology and patent may still be useful and of value.

## **Global Trademarks:**

Lodged in Class 9 (Batteries) and Class 11 (Lighting Products) for "HydraCell" and "Hydra-Light" in key regions across the world.

## THE GLOBAL BATTERY & TORCH MARKETS

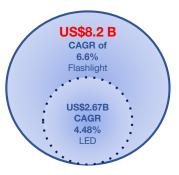
A unique opportunity to 'own' the sustainable, safe and socially active mobile power segment...

#### **Global Battery Market** Global market opportunity US\$119B · Growth driven by IoT and consumer **CAGR of 6.63% Batteries** electronics US, China, Europe represent 60.5% share US\$50B China with a CAGR of 5.9% **CAGR of 14%** Consumer Batteries China produced ½ of world's batteries **US\$29 B** Growth driven by battery operated CAGR of 9% tovs Alkaline • (China's growth rate was at 7.1% in Batteries 2019)

The global battery market is worth \$119B USD, with the broader Consumer Battery market being worth \$50B USD.

However the primary focus and opportunity to win is the \$29B Alkaline battery market.

#### **Global Torch Market**



Torches are ubiquitous in retail environments with the consumer segment representing 57% of the torch market with increasing demand for Tactical LED Flashlights based on small size and rugged material with rising penetration of LED.

## **OUR CURRENT PORTFOLIO**

- HydraCell's proprietary battery cell and torch range launched in FY22 covering the highest volume torch segments. Head Torch in FY23.
- All HydraCell torches are sold with the proprietary battery power cells included. Additionally, battery cells as product sku's will be available for sale at retail & on-line.
- All products are currently assembled in China (components also sourced from Philippines) with alternative scale up production planned globally in FY24 for distribution, duty and tax benefits globally.



## TRACTION AROUND THE WORLD

- Leading into our at scale commercialisation phase, HydraCell has had initial sales success in the USA and is currently delivering orders to Germany and Japan.
- Additionally the company has been working with NGO's to access developing nations, predominantly in Africa.

# Germany & Japan USA Global NGO / NFP Australia



German Distributor (~3000 Aquatacs on order) Primary channel focus in Military, Disaster Relief, Rapid Response, NGO.



Japanese
Distributor
(Finalising ~2000
Aquatac order)
Access to all sales
channels



Sold 300,000 Torches/Battery packs online and with retailers including ACE, Belk, BBB, Walmart, Dicks, Walgreens



Formal supplier and products listed, in process of appointing Rep Agency for sell into their 5000 stores nationally



nationally Initial discussions commenced 3 Million subscribers 10,000 retailers



Initial discussions commenced Strong online presence in Emergency Preparedness



market Initial discussions commenced Survival online e-tailer 1M subscribers



Initial discussions Commenced Cult like outdoor adventure physical & online retailer Presentations made to all of the below organisations with very positive initial feedback, awaiting us to commercialise the

product before next round of discussions















Sales showcase launch in July 2021 to major retailers in target FY22 channels, of specialty, outdoors, auto and hardware retail





















## GLOBAL MARKET PRIORITIES & PRODUCT ROAD MAP

Source: https://www.thegrocer.co.uk/download?ac=215872

Win in the \$29bn USD Alkaline Battery Market in the major global consumer product categories; initially with the HydraCell brand and then within OEM

- HydraCell has developed market ready products in proprietary formats that are commercialised for launch in FY22
- The next evolution for the HydraCell platform is to move into Industry Standard Battery Cell formats and sizes to compete directly in the \$29B USD global marketplace for disposable batteries.

#### **TODAY INNOVATION PIPELINE GLOBAL MARKETPLACE** Market Vol. Share of Battery **Battery** Proprietary non-standard batteries and Launch Year **Product Segment** Type Share Sales HydraCell torch range (Alkaline & Lead Acid) D FY22 6% Torches 4% C FY22 9% 9V Emergency & Standby 29% FY23 6V FY23 3% Consumer Electronics 58% AA FY24 Toys 7% 60% AAA FY24 Vehicles 2% 22% FY25 Other Accelerated growth priorities

# OUR GO TO MARKET STRATEGY

FY22	FY23	FY24	FY25				
BATTERY INNOVATION PIPELINE							
C & D Battery Substitutes	6 Volt & 9 Volt Battery Substitutes	AA & AAA Battery Substitutes	Further battery sizes and product Performance improvement focus				
	PRODUCT INNOV	ATION PIPELINE					
Torch range refreshed to house standard size batteries	Head Torch	Torches to hold AA / AAA batteries OEM opportunities Super Premium Aquatac ~\$150-200	OEM opportunities				
CHANNEL LAUNCH PRIORITIES							
Leisure, Auto & Hardware	Mass	Grocery, Petrol & Convenience	Total Market				
MARKET LAUNCH PRIORITIES							
Australia, USA, Germany, UK Canada, Nordics, & France	Sth Africa, Spain, Japan, Sth East Asia x3 countries, & targeted Developing World	Sth America (Brasil, Chile, Arg.), Eastern Europe & targeted Developing World	Mexico, China, & India				
MARKETPLACE LAUNCH PRIORITIES							
PHASE 1	PHASE 2	PHASE 3	ONGOING				

# THE COMPETITIVE LANDSCAPE — BATTERIES

CATEGORY FEATURES & BENEFITS	DURACELL COPPERTOP RANGE	ENERGIZER MAX RANGE	ENERGIZER  MAX PLUS RANGE	HYDRACELL TECHNOLOGY
Power & Performance	Worlds #1 battery brand     Higher performance & longer     lasting than zinc carbon batteries	Responsible quality. Long lasting reliability. Up to 3x longer lasting than Eveready Super Heavy Duty batteries	#1 longest lasting alkaline battery range	HydraCell generates its own power when activated and is up to x32 more powerful than AA Alkaline batteries     240 hours run time (for HC2D cells)
Composition		Powerseal technology		Magnesium air fuel cell -Mag Air technology     Water activated oxygen fuel cell HydraCell
Shelf Life (pre activation)	10 year guarantee	10 year shelf-life	Hold power for up to 12 years, so you have power when you most need it	Virtually infinite life. Can be stored for 25 years prior to use     Lasts longer than the number 1 battery brand

# THE COMPETITIVE LANDSCAPE – BATTERIES (CONTINUED)

CATEGORY FEATURES & BENEFITS	DURACELL COPPERTOP RANGE	ENERGIZER MAX RANGE	ENERGIZER  MAX PLUS RANGE	HYDRACELL TECHNOLOGY
Cost	• 52c - \$1.37	• \$1.00	• 83c - \$1.25	Sustainable alternative that outperforms market leading brands for up to a ~ 25% price premium
Types of devices it can charge	All purpose - for high draining & low draining devices for flashlights, toys, remotes, smoke detectors	All purpose - ideal for toys and everyday household devices	Charges all devices - remotes, toys, wireless computer mouse, wireless gaming accessories	Currently only proprietary devices.     New range in R&D pipeline will charge all devices
Safe	Alkaline	Alkaline	Alkaline	Non Toxic. Free of any toxic & corrosive materials
Environmentally friendly		The world's first zero mercury     AA alkaline battery means less     environmental impact		Next generation will have a     100% Bio Degradable outer     casing and no hazardous waste     going into landfill

# KEY PERSONNEL (\*)



GERRY COMNINOS

CHIEF EXECUTIVE OFFICER

- Previously CEO of RMS, a leading global information technology group
- Chartered Accountant with wide-ranging management, commercial and finance knowledge, with exposure to numerous industries and regions



MARK DANSIE
HEAD OF TECHNOLOGY

- Responsible for Hydra Light's R&D technology roadmap, production commercialization and quality control
- Extensive experience in product R&D across technologies and production management



TIM SZONYI
STRATEGIC ADVISOR

- ~15 years global experience as a C-suite executive with extensive experience across North and South America
- 4 years at McKinsey & Co. as leader in the Marketing & Sales and Consumer & Retail practices.



CHRIS O'NEILL
COMMERCIAL DIRECTOR

- ~ 20 years experience in senior sales roles for multinational organisations and two start-up businesses across hardware, toys & liquor.
- Most recently was Sales
   Director for Stanley Black
   Decker Australia.
- Core strength in balancing long-term projections with practical, short term performance



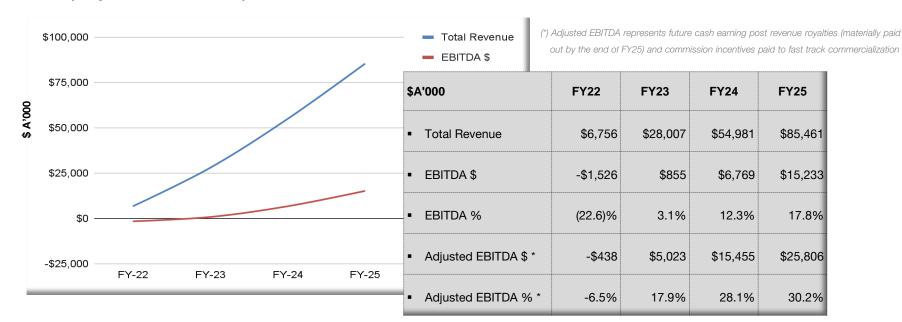
BRIAN DUNSTER
HEAD BUSINESS DEV

Primary focus on supporting development of retailer and distribution partners in each market leveraging his extensive technical product knowledge

## FINANCIALS – REVENUE & EBITDA TREND

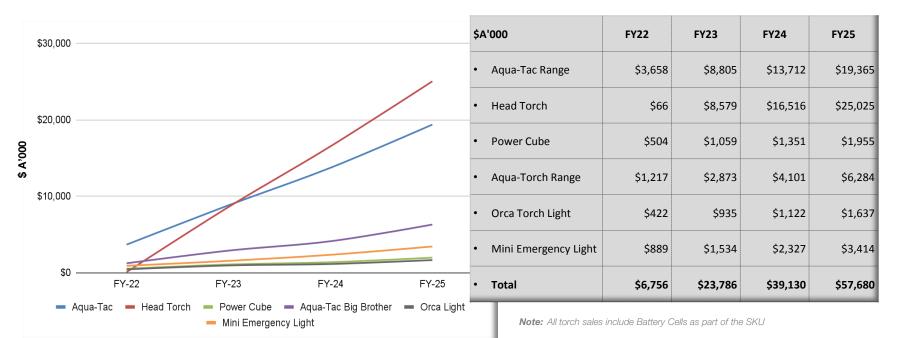
- Early year revenue growth is through proprietary torch and battery cells in core priority markets.
- Standard battery cells beginning to scale from FY23.
- Significant growth in battery cell revenue with entry into AA & AAA battery segments in FY24 and beyond.

- Within 3 years the business is profitable and self funding.
- Projected revenue of ~\$85.5 million and adjusted EBITDA of ~\$25.8 million pre-liquidity event.



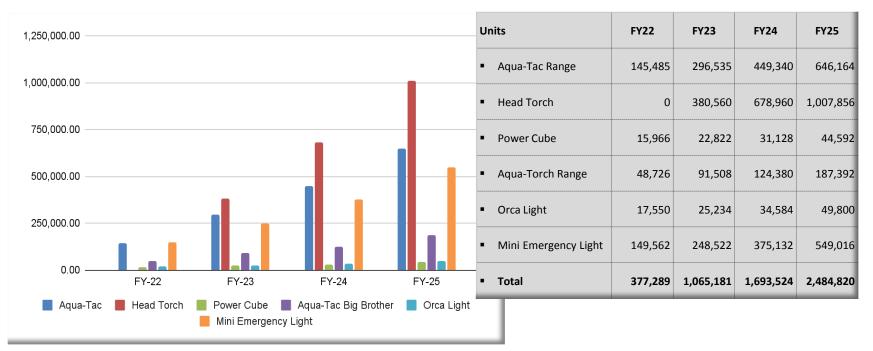
# FINANCIALS - REVENUE PER PRODUCT (TORCHES)

- Initial focus on Australia and USA (known relationships and centralized retail marketplaces) with further expansion into Europe and a focus in the later years on China and India (populous but fragment retail marketplaces).
- Conservative market penetration/revenue forecast in the developing world outside of some key retail marketplaces (i.e. South Africa).



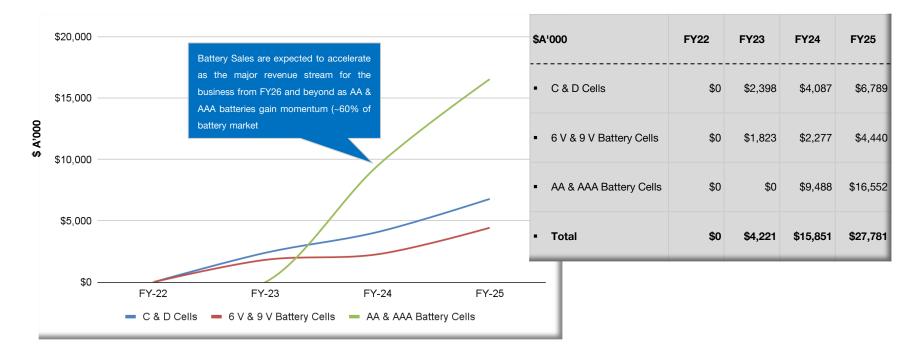
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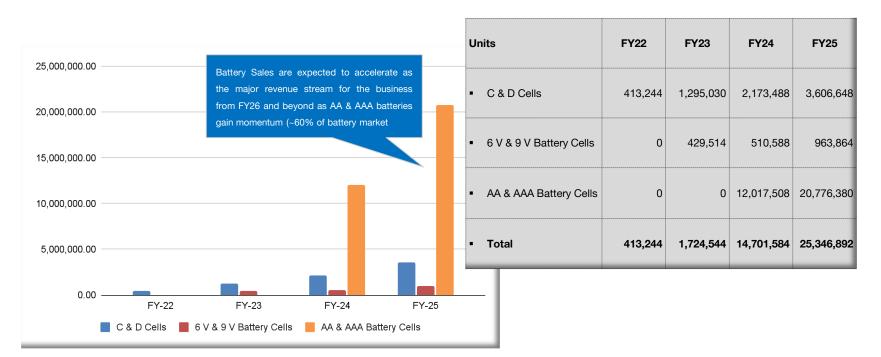
# FINANCIALS – REVENUE PER PRODUCT (BATTERIES)

- Standard sized D & C cells (~15% of the battery market) and 6 Volt cells (marine) launching late FY22 with revenue coming through in FY23.
- The AA & AAA battery cells (~60% of the market) launch in FY24 and anticipated in FY26 and beyond will be the major revenue drivers



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## FINANCIALS – SUMMARY PROFIT AND LOSS

\$A'000	FY22	FY23	FY24	FY25	
Total Revenue	\$ 6,756	\$ 28,007	\$ 54,981	\$ 85,461	
Cost of Goods Sold	\$ 3,938	\$ 15,263	\$ 29,349	\$ 45,269	
■ Import duties (excess) (*)	\$ 190	\$ 1,034	\$ -	\$ -	
<ul> <li>Sales Commissions</li> </ul>	\$ -	\$ 93	\$ 1,795	\$ 3,575	
■ Gross Margin \$ (**)	\$ 2,535	\$ 9,915	\$ 22,057	\$ 34,601	
■ Gross Margin %	37.5%	35.4%	40.1%	40.5%	
Total Op Exp	\$ 4,060	\$ 9,060	\$ 15,288	\$ 19,368	
- EBITDA \$	\$ (1,526)	\$ 855	\$ 6,769	\$ 15,233	
■ EBITDA %	(22.6)%	3.0%	12.3%	17.8%	
Adjusted EBITDA \$ (***)	\$ (438)	\$ 5,023	\$ 15,455	\$ 25,806	
<ul> <li>Adjusted EBITDA %</li> </ul>	(6.5)%	17.9%	28.1%	30.2%	

- Loss making in FY22 to fund growth and early marketing.
- High revenue growth and growing EBITDA% margin by FY25 with scale of operations.

#### Notes:

- Duties (mainly USA) to reduce from 37.5% to 12.5% on global manufacturing solution.
- (\*\*) Improvement (change) year on year as a result of the change in product and channel mix and the reduction of USA import duties (FY23 to FY24). No margin improvement forecast for scale and efficiency of mass production) and potential semi/full automation of production processes.
- (\*\*\*) Adjusted EBITDA represents future earning post revenue royalties (materially paid out by the end of FY25) and commission incentives paid to fast track commercialization

## FINANCIALS - SUMMARY CASH FLOW

- Requirement for \$3.5 million to fund cash shortfall in FY22 and FY23
- Primarily working capital, initial scale up production (to February 2022), and early marketing initiatives.

\$A'000	FY22	FY23	FY24	FY25	
Net Income	\$ (1,546)	\$ 835	\$ 6,749	\$ 15,213	
Subtotal Non-Cash Adjustments	\$ (582)	\$ (99)	\$ 70	\$ 1,076	
Total Operating Cash Flow	\$ (2,128)	\$ 736	\$ 6,819	\$ 16,289	
Starting Cash	\$ (67)	\$ (2,195)	\$ (1,459)	\$ 5,360	
Net Change in Cash	\$ (2,128)	\$ 736	\$ 6,819	\$ 16,289	
Ending Cash	\$ (2,195)	\$ (1,459)	\$ 5,360	\$ 21,650	

#### Notes:

- (1) The Cash Flow Summary does not reflect the impact of required capital investment.
- (2) As presented the business projects a peak negative cash flow of \$2.6 million in October 2022 (FY23) and it will be cash positive on November 2023 (FY24).
- (3) Payments terms on Accounts Receivables are 60 days, Production Payments are 50% in advance and the remaining amount at the end of the production period, which reflect current commercial practices.
- (4) Improvement in payment terms has not been considered in this model.

## UTILISATION OF FUNDS

Capital will be deployed in line with the Cash Flow Forecast and will primarily allow for:

## Capital Projects: (\$50k)

o All tooling for current products is materially complete.

#### Production:

o Factory production to deliver product to market in Q2/FY22.

#### Overheads:

Expand people resources to deliver growth profile.

## Marketing:

To promote and establish the technology and brand.

## Foundation for growth

o Material revenue growth in FY23 through FY25.

• Final payments for the HydraCell fuel cells and associated products.

Q2/F22 production (\$ 1.2 m) for delivery Oct '21 through Jan '22.

Annual (FY22) working capital (\$2.2 m). Primarily people resources.

Annual (FY22): \$470 k (\*). Ramp up with future revenue growth.

- Sales and cash receipts from Q2/FY22.
- Ability to finance sales / production from Q4/FY22.
- Cash flow positive from Q2/FY23.

(\*) Marketing spend subject to market penetration and sales activity

# **UTILISATION OF FUNDS**

Capital will be deployed in line with the Cash Flow Forecast and will primarily allow for:

Expenditure Type	Focus of spend
<ul> <li>R&amp;D commercialisation</li> </ul>	<ul> <li>Investment in R&amp;D facility and team to accelerate next generation technology development</li> </ul>
<ul> <li>Capital Projects</li> </ul>	<ul> <li>Tooling and production capability of next generation product ranges</li> </ul>
<ul> <li>Working Capital [for production]</li> </ul>	Working capital to fund production of HydraCell range currently being launched globally
<ul> <li>Production Autonomy</li> </ul>	<ul> <li>Investment in future manufacturing capability to deliver scale for global mass production</li> </ul>
<ul><li>Marketing</li></ul>	<ul> <li>In priority launch markets to establish the brand and technology platform with target consumers</li> </ul>
■ Sales	<ul> <li>Investment in distributor and retail partners [including e-commerce] in priority markets to accelerate sales performance</li> </ul>
<ul><li>Overheads</li></ul>	<ul> <li>Build head office support including a focus on production, logistics, finance and general support staff</li> </ul>

<sup>(\*)</sup> Marketing spend subject to market penetration and sales activity

# CAPITAL STRUCTURE

CAPITAL TABLE	Pre SAFE Note Shares		Pre SAFE Note BUT Post Performance Shares					
(# of shares in millions)	(June 2021)		Hurd	Hurdle # 1 H		le # 2	Hurdle # 3	
	Shares	%	Shares	%	Shares	%	Shares	%
- Ordinary Shares:								
- Ordinary Equity Holders	31.90	94.9%	31.90	87.62%	31.90	81.36%	31.90	75.93%
- Outstanding Convertible Notes	0.46	1.4%	0.46	1.26%	0.46	1.17%	0.46	1.09%
- Share & Performance Options:								
- Executive Share Options	1.25	3.7%	1.25	3.43%	1.25	3.19%	1.25	2.98%
- Executive Performance Share Options (*)	-	0.0%	2.80	7.69%	5.60	14.29%	8.40	20.00%
- Total	33.61	100.0%	36.41	100.0%	39.21	100.0%	42.01	100.0%

- Long term funders have committed to convert, subject to shareholder approval, their Convertible Notes in support of the business strategy.
- No other debt apart from deferred royalties (payable on revenue)
- (\*) Executive Performance Options attached to key revenue hurdles to deliver target exit metrics

Executive Performance Share Options to The Blue Sky Partnership Pty Ltd and Hydra Light International Limited Key Personnel.



