

Interim Results for Financial Year to 30 November 2023

Richard Gibbs, CEO Michael Tyerman, CFO



Agenda

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- Summary







Enabling the future of RF Microwave and mmWave communications

Creating value for our stakeholders through technology leadership

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Executive Overview

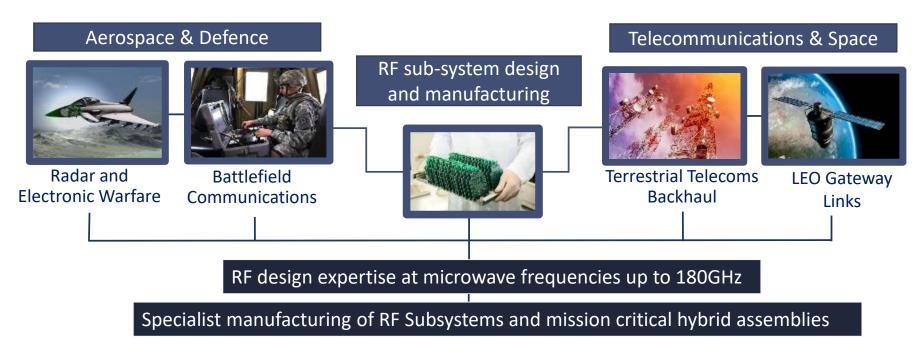




Business Overview



Filtronic plc is a designer and manufacturer of advanced RF communications products serving four strategic markets:



- · Recognized globally as experts in high frequency RF product and subsystem design
- Flexible UK and USA manufacturing resources allowing customers to quickly scale to volume
- Accredited Defence manufacturing facilities with robust security, proven processes and traceability

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Recent Business Highlights



- Strong order inflow and good engagement with the technology leaders in our chosen markets
- Agile engineering for rapid design, prototype and product development in LEO space market
- Rapid scaling of in-house manufacturing capacity to meet urgent LEO space market demand
- Significant opportunity pipeline after three years of targeted Business Development effort
- Delivering on our technology roadmap 12 new products launched + 3 mmlC runs

Market	Customer	Value £/\$/€	Application	Status	Deliverable
Space	Market Leader x3	\$20.0m	E-band Cerus32 SSPA for ground station antenna	production	FY24 / FY25
Space	ESA (Artes)	€3.8m	development of multifrequency transceivers for satellite payload links	development	FY25 / FY26
Space	Market Leader	\$150k	development order for E-band Tx payload module	dev / prod	FY24 / FY25
Defence	QinetiQ	£2.0m	truck and helicopter mounted mobile Range Radar system	development	FY25 / FY26
Defence	BAE Maritime	£4.8m	multichip TRM module for shipborne radar upgrade	production	FY25 / FY26
Defence	DSTL	£700k	phase 2 and 3 of tuneable filter development programme	development	FY25
Aerospace	UK EW prime	£1.0m	multiple filter products for development of next generation AESA radar	development	FY24 / FY25
Telecoms	Major Telco	\$1.0m	production orders for Morpheus X2 high power backhaul module	production	FY24 / FY25
Telecoms	Private Telco x2	\$1.1m	Delivery of customised Morpheus X2 / Hercules X2 / Hades X2 modules	dev / prod	FY24 / FY25



Half Year Summary



Revenue

£8.5m



Adjusted EBITDA*

£0.2m



Operating loss

£0.4m



Cash at bank

£4.1m



Net cash (net of all lease obligations except right of use property lease)

£2.4m



^{*} Adjusted EBITDA is adjusted earnings before interest, taxation, depreciation, amortisation and exceptional items

Operational Highlights

- Revenue and profit expected to be ahead of market expectations for FY2024 and FY2025
- Contract award of £3.4m in the period from the market leader in the high-growth, low earth orbit ("LEO") satellite communications equipment using Filtronic's proprietary Cerus 32
- Good progress made on the development project to supply the European Space Agency ("ESA") with next generation space payload communication systems for £3.2m
- Award of £170k grant from the Defence Technology Exploitation Programme ("DTEP")
- Healthy cash position enables continued investment in revenue growth initiatives to deliver the strategic plan.

Post-period Highlights

- Additional contract awards of £12.6m from the market leader in the high-growth, low earth orbit ("LEO") satellite communications equipment market
- Development contract from the market leader of low earth orbit ("LEO") satellite communications equipment for £150k to develop an E-band payload module
- Contract award of £4.5m BAE Maritime Systems for the development and manufacture of advanced RF electronic modules
- Contract award from QinetiQ valued at £2.0m for the development of a radio-frequency subsystem to be deployed as a vehicle mounted land system or helicopter mounted solution.



Financial Summary





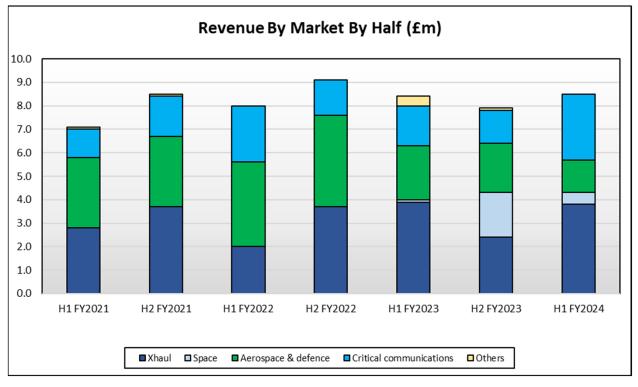
Revenue: Increase of 1% vs FY2023



Revenue from recent key contract wins not reflected in these results

Key strategic objective:

Continue to develop customer base outside of top three customers



Group revenue £8.5m (2023: £8.4m)

- Space market expected to see very strong uplift in H2 with recent contract wins from market leading LEO player.
- Aerospace & defence projects impacted by component availability, but this is now resolved, whilst new contract wins strengthen outlook.
- Critical communications results benefitted from semiconductor supply chain issues easing.
- 5G rollouts saw good demand in the period, aligned with demand output in prior periods, but telecommunications market has seen a softening.

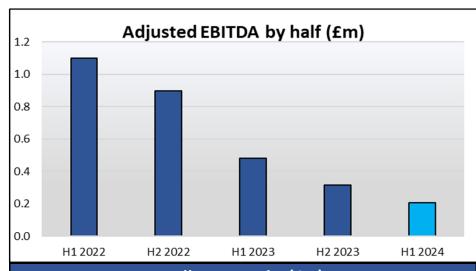
1% increase against FY2023

- Xhaul including Space: Increased 8% vs HY2023 with 5G rollouts recovering.
- Defence: Decrease of 20% vs HY2023.
- Critical comms: 35% revenue increase vs HY2023.

Investing for Growth



Investment in business development and engineering to deliver growth



Full year results (£m)					
	HY2024	HY2023	Change		
Revenue	8.5	8.4	1%		
Material costs	(3.2)	(3.0)	(8%)		
Operating costs	(5.6)	(4.9)	(15%)		
Exceptional items	0.0	0.0	0%		
Operating (loss)/profit	(0.4)	0.5	(176%)		
EBITDA (Adjusted)	0.2	1.0	(78%)		

- Sales mix weaker due to a higher concentration of 5G backhaul product COGS 8% higher on a revenue increase of 1%.
- Investment in sales channels and engineering continued which increased the overhead cost base by 15% to £5.6m to support top line growth.
- Adjusted EBITDA fell by 78% to £0.2m impacted by weaker sales mix and investment in sales and engineering.
- EBITDA margin was 2% reflecting the investment in revenue growth initiatives on a modest revenue increase. Expect this to significantly increase.
 - Cost base can support much higher levels of turnover as we scale which will improve profitability and EBITDA margin as revenues increase. (Achievable EBITDA margin – 15%-25%)

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Balance sheet



	Nov 22	May 22	Nov-22
	Nov-23	May-23	NOV-ZZ
	£m	£m	£m
Goodwill and intangible assets	2.0	1.8	1.6
Right of use assets	3.6	2.9	2.6
Property, plant and equipment	0.8	1.4	0.8
Deferred tax	1.2	1.3	0.9
Non-current assets	7.6	7.4	5.8
Inventory	2.6	2.8	2.7
Trade and other receivables	4.5	5.3	4.8
Cash and cash equivalents	4.1	2.6	3.1
Current Assets	11.2	10.7	10.6
Trade creditors and other payables	2.8	3.7	2.3
Provisions	0.4	0.4	0.2
Deferred income	1.8	0.2	0.2
Lease liabilities	2.8	2.3	2.1
Total liabilities	7.8	6.6	4.8
Net assets	11.0	11.5	11.6
Share capital and reserves	11.0	11.5	11.6

Capital expenditure and Right of use assets

 Reclassification of right of use assets following successful asset financing of £700k of capex investment from FY2023

Capitalised development costs

- Execution of the strategic plan and technology roadmap have led to capitalisation of development costs in line with IAS38.
 - W-band chipset development
 - Space market product development

Debtors and creditors

• All within terms and in-line with industry standard.

Deferred income

 Advance payment received on European Space Agency development programme.

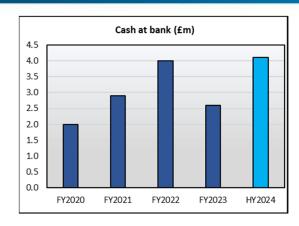
Cash



	Nov-23	May-23	Nov-22
	£m	£m	£m
Net cash generated from operating activities	1.8	1.1	(0.2)
Net cash used in investing activities	(0.5)	(1.2)	(0.4)
Net cash used in financing activities	0.1	(0.4)	(0.4)
Movement in cash and cash equivalents	1.5	(0.4)	(1.0)
Currency exchange movement	0.0	0.0	0.0
Opening cash and cash equivalents	2.6	3.1	4.0
Closing cash and cash equivalents	4.1	2.6	3.1



- Generated £1.8m from operating activities: Favourable working capital movement from debtor unwind and advance payment on the ESA programme.
- Investments in product development, capital expenditure, repayment of lease liabilities saw outflow of £1.0m offset by financing of assets in period of £0.7m giving a net outflow from financing and investing activities of £0.3m.
- £1.5m total cash inflow in HY2024.



Cash position healthy to maintain investment in growth

- £4.1m cash at bank at 30 November 2023 (2023: £2.6m).
- A healthy cash position to maintain investment in growth.
- Undrawn invoice discounting debt facilities available - £3.0m Barclays and \$4.0m Wells Fargo.

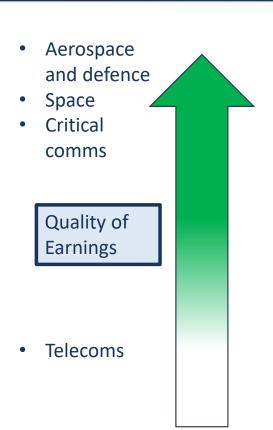
Progress on Investment Initiatives



Business Activity	Investments and Progress Against Objectives
Sales and marketing	 Additional BD hires planned in FY2024 targeting aerospace & defence and space market opportunities Expanding the trade exhibition coverage. ✓ Further investment in the CRM tool. ✓ New reps planned in Europe and the rest of the world expanding our indirect channels. ✓ Continue to raise brand awareness across multiple media formats ✓
Engineering (R&D)	 Plans to recruit additional engineers across multiple disciplines. ✓ Augment the team with more graduates and commence an apprenticeship programme. ✓ Continue development of W-band MMIC chipsets and space products for ground & payload applications. ✓ Manufacturing process for plastic encapsulation will be developed. ✓ Number of grant funding channels identified to support technology roadmap - several already secured. Capex for test capability to further support Ka, Q and V-band engineering developments. ✓
Operations and business processes	 Gap analysis of ISO27001 as we look to further augment our cyber credentials. ✓ AS9100 standard under review. Penetration testing demonstrated we have a robust system but will increase the cadence. ✓ MRP system due for implementation in FY2024.

Key Financial Themes





	Future investment					
Engineering resource	Target to maintain investment at 13% of revenue					
Sales and marketing	Incremental development of direct channels to market and building of indirect channels to market with a variable cost model					
Operational cost base	At recent revenue levels the business is sub-scale so the cost base can be leveraged to drive margin improvement					
Manufacturing capacity	Support higher revenue without the need for significant capex spend					
Capex requirements	Requirement for additional engineering capability to expand capacity and support new market-driven frequency band needs					
EBITDA margin	EBITDA margin can be driven to the 15%-25% range in the near-term					



Revenue and EBITDA – outlook



- Number of aerospace & defence opportunities at key strategic targets.
 - Large contract wins at BAE and QinetiQ
 - Good engagement with further defence primes as the UK government encourages SME involvement.
 - A third contract win with DSTL for £400k.
 - Number of other smaller contract wins in period.
- **LEO space market** momentum building:
 - Contract wins of £16m secured with the market leading LEO company.
 - Development contract with the market leader for a payload module.
 - Key players and well-funded disruptors generating a healthy pipeline of opportunity.
 - Recent contract win with the European Space Agency for £3.2m.
- Telecommunications infrastructure softening market but programme rollout continues.
 - Key market to drive the technology roadmap.
 - Quality of earnings is not as strong as other markets.
- Critical communications seeing demand recovery in FY2024.
- Continued investment in R&D activities and the sales channels will increase the overhead cost base further but will drive top level growth.

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Markets, Strategy & Growth



Market Dynamics







LEO Spa

(Gateway / Payload Links)

LEO Gateway communication

>60,000 LEO satellites launched

links – payload and ground

Defence + Private Network

constellations set the pace Ubiquitous broadband access

Release of Q/V E-band licences

Partnership with market leader

• Tx /Rx Power SSPA performance

• Volume manufacture + ramp-up

Economic network coverage

Future operating revenues

Telecoms reputation / cost

station

by 2029*





(Comms / EW / ECM)

• Battlefield communications

• EW and Cyber applications

• £850m defence Comms

• £6.6b DSTL S&T budget*

budget

• Electronic Counter Measures



	Telecommunications Infrastructure (<i>X-haul</i>)
Primary Applications	 E-band backhaul transceivers for 5G telecoms infrastructure Private telecom solutions
Market Growth Rate	 5G V/E-band Backhaul growth: 20% p/a CY2023-28* 2024/25 outlook less optimistic due to geopolitical disruption
Market Drivers	 Global 5G telecoms rollout Release of E-band licences High density urban networks Low installed fibre in backhaul

ace	Aerospace

R	F / microwave hybrid TRM	
m	nodules for airborne ASEA radar	
a	nd EW systems	

(Radar / EW / ECM)

 £750m p/a EW defence budget* • £16.5bn increase in UK Defence

Spending CY2020-27*

Outsourced RF design capability Outsourced RF design & build

- Sovereign OSAT hybrid facility
- UK Defence Strategy / Exports

Accredited UK RF hybrid facility

• Strong RF design / DFM support

• UK Defence Strategy

· Partnership with market leaders

Partnership with DSTL / DASA

Accredited UK hybrid facility

Sovereign OSAT hybrid facility

- RF design / DFM support
- Manufacturing processes
- Cyber security accreditation • Ref: DSTL Spending Review (Nov 2022)

Critical Communications (LMR / P25 Networks)

- Subsystems for LMR secure public safety / first responder communications networks
- LMR market growth: 7% p/a CY2022-26*
- Reliability P25 LMR solutions
- Upgrade + MRO installed base
- Introduction of LTE solutions
- Integration LTE LMR solutions
- Partnership with Motorola
- Quality /reputation / brand
- US manufacturing facility

Partnership with market leader

Quality /reputation / brand

Proven IP / Performance

History of volume delivery

Cyber security accreditation

Manufacturing processes

Filtronic USP

Market Size and Opportunity





Telecommunications

£20-£45m Opportunity





(Radar / EW / ECM)





		Infrastructure (X-haul)
Primary Application	ons	 E-band backhaul transceivers for 5G telecoms infrastructure Private telecom solutions
Market G Rate	irowth	Microwave backhaul growth: 20% p/a CY2023-28*200k radios CY23 to 400k CY27
Filtronic Assumpti	ions	 V/E band revenue = \$2.4b p/a V/E Tx/Rx ~20% = \$480m p/a Huawei / Ericsson ~70% share Nokia / Siklu / NEC + ZTE ~30% Private network opportunities
Opportur Value (SA FY25 - FY	M) 27	 5-10% 5G market = \$20-\$40m 30% >5km link products = \$6m Cost pressures continue Slow India 5G fulfilment Developing nations licence 5G

LEO Space (Gateway / Payload Links)
LEO Gateway communication links – payload and ground station TX/ Rx modules + SSPA's
• >60,000 LEO satellites by 2029*

• Defence + Private Network

constellations set the pace

• 30,000 Ka/E/QV satellite = \$1.5b

> E/QV Tx/Rx links = \$300m

• 15,000 Ka/E/QV band antenna

> Ka/E/QV SSPA's = **\$200m**

> Comms payload = \$150m

• Other LEO Networks = \$100m

> G/station antenna = \$100m

> payload = \$40m / GS = \$60m

£100-£300m Opportunity

• LEO Constellation = \$250m

- RF / microwave hybrid TRM modules for airborne ASEA radar and EW systems
 - £750m EW defence budget p/a*
 - £16.5bn increase in UK Defence Spending CY2020-24*
 - Legacy radar TRM wafers ~£47m
 - Typhoon Upgrade x 589 ~£58m > MKII radar content £100k
 - Build to print EW/ECM hybrids
 - Build to print Plastic QFN
 - Typhoon radar revenues = £15m > Legacy TRM's £10m > MkII - 40 UK aircraft = **£5m**
 - EW/ECM O&G OSAT = **£15m** Custom Defence Filters = £5m
 - £30-£50m Opportunity

Defence (Comms / EW / ECM)

- Battlefield communications
- EW and Cyber applications
- Electronic Counter Measures
- £850m ECM/Comms budget p/a
- £6.6b DSTL 5-year S&T budget*
- EW/ECM growth 5% p/a*
- DSTL designs move into field use
- New DSTL funded engagements
- Future missile and EW programs
- Defence communications filters
- Maritime SatCom/radar upgrade
- DSTL Swift Program = **£4-6m**
- DSTL SME programs = £3m
- X-band Skynet G/station £7m
- Range radar project = **£3m**
- Type 31 Samsom radar = £4m £25-£35m Opportunity

Critical Communications (LMR / P25 Networks)

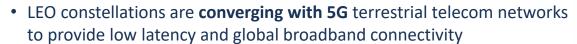
- Subsystems for LMR secure public safety / first responder comms networks
- LMR market growth: 7% p/a CY2022-26*
- Legacy P25 LMR ~\$10m p/a
- TTA and filters ~\$15m p/a
- Mars Platform ~\$3m p/a
- Legacy Networks = \$10m
- > 30% TTA market
- > legacy combiners / filters
- > Mars filters

£8-£15m Opportunity

LEO Space Market Summary

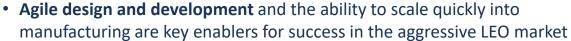


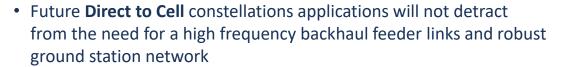




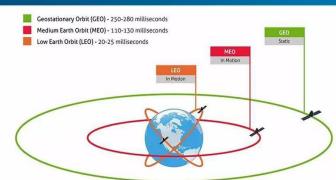








 MEO and GEO applications - ground station products can be sold into MEO / GEO where ratio of ground stations to satellites is much higher







Cerus 16 Gateway SSPA

Cerus 32 Gateway SSPA

TAM: \$1.5b the RF communications element of 30,000 LEO satellites launched in next 3 years **SAM Opportunity**: £100m to £300m based on identified and well-funded space programmes

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Commercial in confidence

Primary LEO Space Constellations



Program	Target Segments	Target Constellation Size	но	Launch Partners	Satellite OEM	Bands	Comments
Star Link	Consumer and Enterprise Internet / Govenment	30,000	Redmond, USA	SpaceX	SpaceX	Ka, E, V/Q, D	Service live across, US, EU and SE Asia inc Australia and NZ
Amazon Kuiper	Consumer and Enterprise Internet / Government	3,236	Seattle, USA	Arianespace, Blue Origin, United Launch Alliance	Amazon Kuiper	Ка	Trials ongoing but delayed, expecting launch first satellite in 2024, service starts in 2025/6
OneWeb	Consumer and Enterprise Internet / Government	648	London, UK	SpaceX	Airbus / LHM	Ka	Limited service available / OWG2 under review
TeleSat	Enterprise Internet / Government	188	Ottawa, Canada	Arianespace, SpaceX, ILS (Russian)	Boeing, Space Systems Loral, EADS Astrium, BAE,	Ku, Ka	GEO service available, LEO undergoing trials
AST	Direct to Cellular	95	Texas, USA	SpaceX	AST	Ka, V/Q	Trials - some objections to their 700sq ft satellite
Rivada	Enterprise Internet / Government	600	Munich, Germany	TBA RFQ out	TBA - RFQ out	Ка	Trials, Deployment starts 2025, expected service 2028
Lynk	Direct to Mobile Connections	5000	Washington, USA	?	?	Ka	Trials
SES O3B	Media and Private Networking	20	Luxemburg	SpaceX	?	Ka / E	MEO service for media today









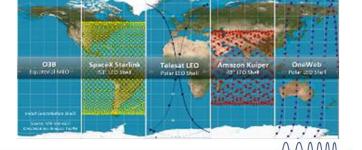


OneWeb











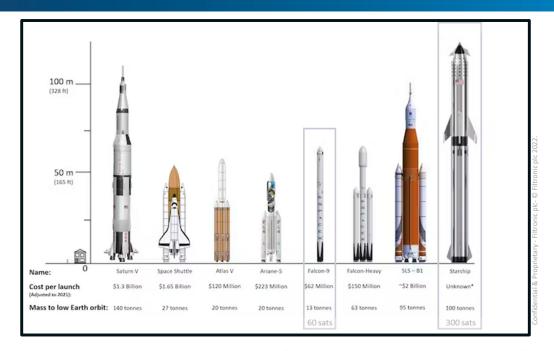


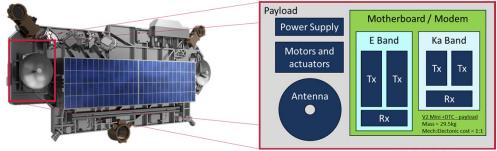


LEO Space - Satellite Payload Opportunity



- Solving the cost of launch and deployment will be the key to unlocking the economic potential of LEO satellite constellations
- The rate of network deployment will depend on launch capacity and the size and weight of satellite payload – SpaceX Starship and Blue Origin New Glenn are predicting hundreds of satellites per launch
- Payload solutions must consider size weight power and cost and be designed to survive in a radiation environment – this requires significant qualification effort – ref: ESA ARTES contract award
- LEO intersatellite links (ISLs) are almost exclusively optical as they provide unlimited bandwidth and there are no safety concerns
- First generation ground station links use Ka-band but capacity is limited, and latency drops significantly as more subscribers join the network. Migration to higher (mmWave) frequencies required to maintain network service standards
- Future LEO satellites will all have multifrequency connectivity Ka to Q/V, E-band and D-band to maximise capacity and optimise latency
- Current market assumption is 30,000 LEO constellation satellites in service by 2028 – with 1 - 5 payload ground station links per satellite







LEO Space - Ground Station Opportunity



- Ground stations provide high speed, low latency links to and from the LEO satellite as it passes overhead
- Antenna servicing high user throughput require high performance solid state or TWTA amplifiers operating at mmWave frequencies
- The current Starlink network has up to 200 ground station locations in the USA with 8 to 40 antenna domes per site
- The Starlink network will have up to 200 additional sites outside the USA in locations where they are licenced to operate
- Current market assumption is that LEO networks have a ratio of 2:1 satellites to antennas but this will be highly dependent on user demand, service standards and network configuration





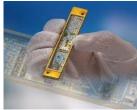


8 /32 /40 antenna per site ...400 US sites ... Green = Live / Yellow = Construction / Red = Licensed

Aerospace & Defence Market







Radar Hybrid and Modules



Switch Filter banks

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TAM: £3.2b UK Defence Budget / approx. 2.3% GDP

- £750m Electronic Warfare (EW) annual spend growing to £1.0b by 2027
- £2.4b funding to upgrade current aerospace radar system
- £10b committed to next generation fast jet platform
- SkyNet 5/6 investment secure MoD GEO Space communications

DSTL - 5-year budget for Science & Technology £6.6b

 entry level funding for technology and product developments that form part of future defence spending requirements

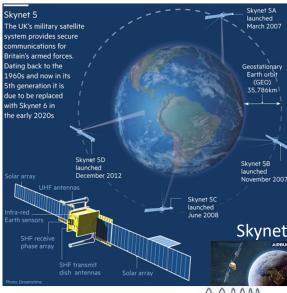
Sovereign capability - Filtronic secure UK facilities with full defence accreditation provides a unique combination of RF filter design, mmIC design, RF sub-system design and RF hybrid assembly & test

Current conflicts highlight the importance of Electronic Warfare (EW) and Electronic Counter Measures (ECM) into an integrated Battlefield Communications solutions – including terrestrial and space applications

RF Technology requirements for defence lag the commercial telecom market but provide long-term revenues with good payback on IP investment

TAM: UK MoD - EW / ECM + future Battlefield Communication requirements **SAM Opportunity**: £55m to £85m based on identified programmes





Telecoms Infrastructure Market







Morpheus II XHaul Module



Hercules II Xhaul Module

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Unrelenting demand for 5G performance over the next 5 years with high frequency mmWave backhaul a key enabler for true 5G network deployment

IP Ownership - Owning the core mmIC semiconductor chip-sets allows us to differentiate product offerings and offer enhanced product performance for higher power / lower latency

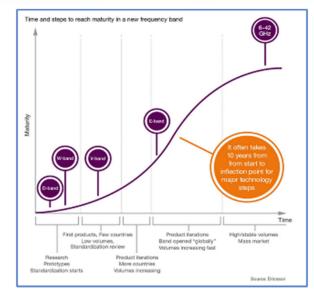
Private communication network opportunities continue to grow and create demand innovative products ... enabled our entry into the LEO space market

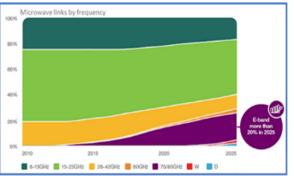
Five customer driven **E-band products** launched in FY2023 delivering higher power, lower latency and flexible form factors – rapid turnkey design and manufacture

Future telecom infrastructure will integrate HAPS and LEO satellites with terrestrial networks - mmWave frequencies are required to enable backhaul convergence

Technology Roadmap - mmIC development in progress to deliver higher performance solutions and open extended telecom frequency bands at Q/V-band W-band and D-band

TAM: \$1.5b - the approximate 3-year infrastructure spend on mmWave backhaul **SAM Opportunity**: £20m to £45m based on identified programs and customers







Summary





Summary - Investment Proposition



- Filtronic build momentum and positioned for growth
 - Focused on four strategic verticals LEO space, aerospace, defence and terrestrial telecommunications
 - serving the market leader in each of our target markets adding value and commanding sustainable margins
 - Investing to strengthen sales and engineering to open the aperture on multiple new business opportunities
 - delivering our technology roadmap, creating core IP and developing innovative products
 - Aligned with UK Government investment priorities UK defence sovereign supply chains space
 - Resources in place to deliver a strategic plan designed for revenue growth and shareholder value
 - Strong orderbook and an increasingly positive trading outlook for FY2024
 - Significant orderbook and opportunity pipeline heading into FY2025















Enabling the future of RF Microwave and mmWave communications

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