

Released 27 February 2023

#### SAFEROADS HOLDINGS LIMITED

# RESULTS FOR ANNOUNCEMENT TO THE MARKET HALF-YEAR ENDED 31 DECEMBER 2022

# Highlights for the half

- Equipment rental revenue of \$2.42 million, up 8% on the previous corresponding period.
- Product sales of \$4.98 million, up 53% on previous corresponding period, supported by first sales of our T-Lok<sup>TM</sup> barrier to a major national rental company for their rental fleet expansion.
- International sales of \$298 thousand up substantially on the previous corresponding period.
- Further progress in USA with our HV2<sup>™</sup> barrier approvals and with the first order received in December of approximately \$600 thousand for shipment and recognition in the second half.
- The successful crash testing of a recycled, rubberized, concrete T-Lok<sup>™</sup> barrier at our new crash testing facility in Gippsland.

#### **FINANCIAL SUMMARY**

61000	Six months ending		
\$'000	Dec 2022	Dec 2021	
Operating revenue	7,700	5,547	
EBITDA	1,136	780	
Profit/(loss) after tax	161	(128)	
Net operating cash flows	1,484	316	
Gearing* (net debt / net debt + equity)	29.2%	31.8%	

<sup>\*</sup> Excluding right-of-use asset lease liabilities

**Enquiries/Additional Information:** David Ashmore, Chairman

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#### **ABOUT SAFEROADS**

Saferoads is an ASX listed company specialising in providing innovative safety solutions. Headquartered in Pakenham, Victoria with representation across Australia, New Zealand and the USA, the company provides state government departments, local councils, road construction companies and equipment hire companies with a broad range of products and services designed to direct, protect, inform and illuminate for the public's safety.

Saferoads Holdings Limited ASX: SRH

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# Appendix 4D

# Half year report

Name of entity ABN Reference

SAFEROADS	S HOLDINGS LIMITED	81 116 668 538

## 1. Reporting periods

Half year ended Half year ended

('current period') ('previous corresponding period')

**31 December 2022** 31 December 2021

#### 2. Results for announcement to the market

	Current period	Previous corresponding period	% Change increase / (decrease)	Amount (\$) increase / (decrease)
Key information	\$	\$		\$
Revenues from operations	7,700,301	5,547,116	39%	2,153,185
Profit/(loss) from continuing activities after tax attributable to members	161,304	(128,025)	n/a	289,329
Net profit/(loss) for the period attributable to members	161,304	(128,025)	n/a	289,329
Dividends (distributions)			Amount per share	Franked amount per share
Final dividend	Record Date N/A Paid N/A		N/A	N/A
Interim dividend	Record Date Payable	N/A N/A	N/A	N/A

## Supplementary comments

Commentary in respect of the results is provided in the Directors' Report, which forms part of the half-year report ended 31 December 2022.



## 3. NTA backing

	Current period	Previous corresponding period
Net tangible asset backing per ordinary share (cents)	16.2 cents	15.1 cents

#### 4. Dividends

	Date paid/payable	Amount per share	Franked amount per share	Amount per share of foreign source dividend	Amount \$
Final dividend:	N/A	N/A	N/A	N/A	N/A
Interim dividend:	N/A	N/A	N/A	N/A	N/A

#### 5. Dividend reinvestment plans

The Company's Dividend Reinvestment Plan ("DRP") was registered on 9 June 2020 and remains active for eligible shareholders who may participate in the DRP in respect to all or part of their shareholding. For more details refer to the Company's website: <a href="https://www.saferoads.com.au/investors">https://www.saferoads.com.au/investors</a>.

#### 6. Associates and Joint Ventures

N/A

## 7. Foreign entities

N/A



ABN 81 116 668 538

# FOR THE HALF-YEAR ENDED 31 DECEMBER 2022



## **Directors' Report**

The directors of Saferoads Holdings Limited present their report for the half-year ended 31 December 2022.

#### **DIRECTORS**

The Company's directors in office during the half-year and until the date of this report are:

David Ashmore (Non-Executive Chairman)

Darren Hotchkin (Managing Director)

Steven Difabrizio (Non-Executive)

#### **REVIEW OF OPERATIONS**

The directors report a half-year consolidated profit after tax of \$161,304 compared with a loss of \$128,025 for the previous corresponding period ("pcp").

Revenue volumes were up 39% on the pcp. EBITDA (Earnings Before Interest, Tax, Depreciation and Amortisation) of \$1,135,986 was well up on the pcp, Operating expenses were kept stable with our ongoing focus on cost optimisation. Depreciation is up on the pcp reflecting the investment in our equipment hire asset portfolio, some of which has been financed by low fixed rate borrowings resulting in only a minor increase in finance costs.

Key points for the half year include:

- Overall revenue has continued to grow over the past 18 months with a 13% increase on the previous six months and 39% increase on the pcp.
- Ongoing revenue from our equipment hire business is growing steadily and is up 8% on pcp. The
  revenue is also starting to reflect a build-up of our NSW branch.
- We commenced selling our T-Lok<sup>TM</sup> concrete temporary crash barrier to a major national rental group reflecting their first investments in this product. We are confident of further sales to this group as they expand their rental fleet. This underpinned a continued turnaround in our domestic products sales over the past 18 months with a 53% increase over the pcp.
- We have continued to work with our distributor in the United States and have now secured our initial orders of the HV2<sup>TM</sup> temporary barrier system. This order will be fulfilled in the next reporting period. This is a very welcome reward for all the past efforts to secure State regulatory approvals for this unique product that is now formally approved in 20 States. During the current period our international sales modestly returned with a \$250k delivery of electronic message boards to our ongoing major New Zealand customer.
- We continued to focus on our balance sheet with appropriate management of our borrowings to remain within our target gearing ratios and provide capacity to modestly invest in R&D and rental fleet expansion.



 Our R&D focus was on two exciting new opportunities to construct and commission our own barrier crash testing facility in Gippsland and use it to successfully crash test our T-Lok™ barrier manufactured with a concrete formula including recycled tyre rubber. Following this crash test, we have sought regulatory approval of the barrier that should be finalised within the next six months.

As previously announced to the market, an incident occurred on 26 November 2021 at our Victorian *Road Safety Rental* branch which resulted in the death of a third-party transport driver. The Company has continued to co-operate with the relevant authorities in their investigations into this incident. Subsequent to the end of the half-year, we have been served with 6 charges alleging breaches of the OH&S act.

#### **OUTLOOK**

Looking ahead to the remainder of FY2023, the directors anticipate continued increased demand for our equipment rental products and product sales. Internationally, we will deliver our initial HV2<sup>TM</sup> barrier order into the USA and we are anticipating further demand for this unique product. The challenges to supply lines from overseas and domestic freight logistics issues continue across the broader economy and the effect on the price of materials and delivery continue to be managed but this makes responsible forecasting very difficult. However we continue to be well-placed to provide our broad customer base with the products and services they need to fulfil their specific road and public safety projects.

On the basis that there are no further significant economic disruptions, we are forecasting continued profitable trading for the second half and the full year.

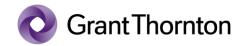
#### **AUDITOR'S INDEPENDENCE DECLARATION**

We have obtained the attached independence declaration from our auditors, Grant Thornton, in accordance with S307c of the Corporations Act 2001 for the half year ended 31 December 2022.

Signed in accordance with a resolution of the directors.

**David Ashmore** 

Director 27 February 2023



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# Auditor's Independence Declaration

# To the Directors of Saferoads Holdings Limited

In accordance with the requirements of section 307C of the *Corporations Act 2001*, as lead auditor for the review of Saferoads Holdings Limited for the half-year ended 31 December 2022, I declare that, to the best of my knowledge and belief, there have been:

- a no contraventions of the auditor independence requirements of the Corporations Act 2001 in relation to the review; and
- b no contraventions of any applicable code of professional conduct in relation to the review.

Grant Thornton Audit Pty Ltd Chartered Accountants

T S Jackman

Partner - Audit & Assurance

Melbourne, 27 February 2023



# Consolidated Statement of Profit or Loss and Other Comprehensive Income

FOR THE HALF-YEAR ENDED 31 DECEMBER 2022

FOR THE HALF-TEAR ENDED 31 DECEMBER 2022		December	December
		2022	2021
	Notes	\$	\$
Revenue			
Revenue from product sales and services	2	7,700,301	5,547,116
Other income	2	26,649	22,394
Total revenue and other income		7,726,950	5,569,510
Raw material, finished goods and logistics		(3,875,945)	(2,354,845)
Employee benefits		(1,880,427)	(1,821,515)
Travel and accommodation costs		(53,968)	(18,750)
IT & communications costs		(61,871)	(54,965)
Motor vehicle costs		(88,364)	(66,717)
Warehouse costs		(106,272)	(82,750)
Other expenses		(524,117)	(390,290)
Total Expenses		(6,590,964)	(4,789,832)
Earnings before interest, tax, depreciation and amortisation	(FRITDA)	1,135,986	779,678
	(LBITDA)		
Depreciation and amortisation		(831,370)	(768,042)
Earnings before interest and tax (EBIT)		304,616	11,636
Finance costs		(143,312)	(139,661)
Profit/(loss) before income tax		161,304	(128,025)
Income tax benefit (expense)	5	-	
Profit/(loss) after income tax from continuing operations		161,304	(128,025)
Net profit/(loss) for the period		161,304	(128,025)
Net profit/(loss) attributable to members of parent		161,304	(128,025)
Total other comprehensive income for the period		-	
Total comprehensive income attributable to members of the	ž		
parent		161,304	(128,025)
Formings nor share (sente nor share)			
Earnings per share (cents per share)		0.4	(0.2)
<ul><li>Basic for profit/(loss) for the half-year (cents)</li><li>Diluted for profit/(loss) for the half-year (cents)</li></ul>		0.4	(0.3)
Dilated for profit (1033) for the fiall-year (certs)		0.4	(0.3)
- Dividend paid per share (cents)		-	



# **Consolidated Statement of Financial Position**

AS AT 31 DECEMBER 2022

	Notes	December 2022 \$	June 2022 \$
ASSETS	110100	*	<b></b>
Current Assets			
Cash and cash equivalents	4	193,357	4,219
Trade and other receivables		2,028,202	1,801,267
Inventories		2,903,530	2,542,621
Prepayments		444,466	170,789
Total Current Assets		5,569,555	4,518,896
Non-current Assets			
Property, plant and equipment		6,789,176	6,856,154
Right-of-use assets		1,280,972	1,444,441
Intangible assets		1,264,425	1,215,695
Deferred tax assets	5	1,152,593	1,152,593
Other non-current assets		199,645	182,136
Total Non-current Assets		10,686,811	10,851,019
TOTAL ASSETS		16,256,366	15,369,915
LIABILITIES			
Current Liabilities			
Trade and other payables		2,356,127	1,390,327
Contract liabilities		291,686	141,791
Interest-bearing loans and borrowings Lease liabilities		1,084,342 560,901	1,027,338 517,947
Provisions		402,121	395,752
Total Current Liabilities		4,695,177	3,473,155
Non-current Liabilities		, ,	-, -,
Interest-bearing loans and borrowings		2,189,023	2,481,748
Lease liabilities		852,582	1,063,637
Provisions		20,182	13,277
Total Non-current Liabilities		3,061,787	3,558,662
TOTAL LIABILITIES		7,756,964	7,031,817
NET ASSETS		8,499,402	8,338,098
EQUITY			
Contributed equity		5,593,998	5,593,998
Retained earnings		2,905,404	2,744,100
TOTAL EQUITY		8,499,402	8,338,098



# **Consolidated Statement of Changes in Equity**

# FOR THE HALF-YEAR ENDED 31 DECEMBER 2022

	Contributed Equity \$	Retained Earnings \$	Total \$
At 1 July 2021	5,593,998	2,679,811	8,273,809
Net profit/(loss) for the period	-	(128,025)	(128,025)
Other comprehensive income for the period	<u> </u>	-	-
Total comprehensive income for the period	5,593,998	2,551,786	8,145,784
At 31 December 2021	5,593,998	2,551,786	8,145,784
At 1 July 2022	5,593,998	2,744,100	8,338,098
Net profit/(loss) for the period	•	161,304	161,304
Other comprehensive income for the period		-	-
Total comprehensive income for the period	5,593,998	2,905,404	8,499,402
At 31 December 2022	5,593,998	2,905,404	8,499,402



# **Consolidated Statement of Cash Flows**

## FOR THE HALF-YEAR ENDED 31 DECEMBER 2022

	Notes	December 2022 \$	December 2021 \$
Cash flows from operating activities			
Receipts from customers		8,356,620	6,218,189
Payments to suppliers and employees		(6,872,346)	(5,902,229)
Net cash flows from operating activities	4	1,484,274	315,960
Cash flows from investing activities			
Proceeds from sale of property, plant and equipment		-	6,240
Purchase of plant and equipment		(356,086)	(248,414)
Product development costs		(153,527)	(62,236)
Net cash flows from investing activities		(509,613)	(304,410)
Cash flows from financing activities			
Repayment of loans and borrowings		(527,335)	(483,037)
Repayment of lease liabilities		(282,756)	(246,093)
Proceeds from borrowings		167,878	206,830
Interest paid		(143,310)	(139,661)
Net cash flows from financing activities		(785,523)	(661,961)
Net increase/(decrease) in cash and cash equivalents		189,138	(650,411)
Cash and cash equivalents at beginning of period		4,219	745,787
Cash and cash equivalents at end of period	4	193,357	95,376



#### **Notes to the Consolidated Financial Statements**

#### FOR THE HALF YEAR-ENDED 31 DECEMBER 2022

#### 1 STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

#### (a) Basis of preparation of the half-year financial report

The half-year financial report does not include all notes of the type normally included within the annual financial report and therefore does not provide as full an understanding of the financial performance, financial position and financing and investing activities of the consolidated entity as the full financial report. It is therefore recommended that the half-year financial report should be read in conjunction with the annual Financial Report of Saferoads Holdings Limited as at 30 June 2022, together with any public announcements made by Saferoads Holdings Limited and its controlled entities during the half-year ended 31 December 2022 in accordance with the continuous disclosure obligations arising under the Corporations Act 2001 and the ASX listing rules.

The consolidated financial statements comprise the financial statements of the parent entity, Saferoads Holdings Limited and its subsidiaries ('the Group').

The half-year financial report is a general-purpose financial report, which has been prepared in accordance with the requirements of the Corporations Act 2001 and applicable Accounting Standards including AASB 134 - Interim Financial Reporting. Compliance with AASB 134 ensures that the financial statements and notes comply with International Financial Reporting Standard IAS 34 - Interim Financial Reporting. The Group is a for-profit entity for financial reporting purposes under Australian Accounting Standards.

The half-year financial report has been prepared on a historical cost basis.

For the purposes of preparing the half-year financial report, the half-year has been treated as a discrete reporting period.

#### (b) New Accounting Standards

The Group has adopted all new and revised Australian Accounting Standards and Interpretations that became effective for the first time and are relevant to the Group.

The Group has adopted all of the new and revised standards and Interpretations issued by the Australian Accounting Standards Board (the AASB) which are mandatory to apply to the current interim period. Disclosures required by these standards that are deemed material have been included in this financial report on the basis that they represent a significant change in information from that previously made available.

#### (c) Significant Accounting Policies

The half-year consolidated financial statements have been prepared using the same accounting policies as used in the annual financial statements for the year ended 30 June 2022 and the corresponding interim reporting period.

When preparing the Interim Financial Statements, management undertakes a number of judgements, estimates and assumptions about recognition and measurement of assets, liabilities, income and expenses. The actual results may differ from the judgements, estimates and assumptions made by management, and will seldom equal the estimated results. The judgements, estimates and assumptions applied in the Interim Financial Statements, including the key sources of estimation uncertainty, were the same as those applied in the Group's last annual financial statements for the year ended 30 June 2022.



#### **Notes to the Consolidated Financial Statements**

#### FOR THE HALF YEAR-ENDED 31 DECEMBER 2022

#### 2 REVENUES

Profit/(loss) before income tax includes the following revenues whose disclosure is relevant in explaining the performance of the entity:

•	December 2022	December 2021
	\$	\$
(i) Revenue		_
Revenue from product sales - point in time	5,197,804	3,226,542
Revenue from provision of services - over time	2,502,497	2,320,574
	7,700,301	5,547,116
	-,,	, , ,
(ii) Other income		
Interest	2	-
Exchange gains / (losses)	23,383	4,284
Net gain/(loss) on sale of assets	-	(1,260)
Government Grants	-	15,000
Other	3,264	4,370
	26,649	22,394

#### 3 SEGMENT REPORTING

The Group's chief operating decision maker (Managing Director) reviews financial information on a consolidated basis and makes strategic decisions based on this consolidated information.

## 4 ADDITIONAL CASH FLOW INFORMATION

#### a) Reconciliation of Cash

For the purposes of the Statement of Cash Flows, cash and cash equivalents comprise the following at 31 December:

	December 2022 \$	December 2021 \$
Cash at bank and in hand	193,357	95,376
b) Reconciliation from net profit/(loss) after tax to the net cash flows from operations		
Profit/(loss) after tax for the period	161,304	(128,025)
Adjustments for: Depreciation and amortisation Net (profit)/loss on disposal of plant and equipment Interest paid	831,370 - 143,310	768,042 1,260 139,661
Changes in assets and liabilities:		
(Increase)/decrease in receivables	(226,935)	47,268
(Increase)/decrease in inventories	(388,574)	(154,420)
(Increase)/decrease in other assets	(291,186)	(19,740)
(Decrease)/increase in payables	1,091,816	(441,277)
(Decrease)/increase in contract liabilities	149,895	61,637
(Decrease)/increase in provisions	13,274	41,554
Net cash from operating activities	1,484,274	315,960



#### **Notes to the Consolidated Financial Statements**

#### FOR THE HALF YEAR-ENDED 31 DECEMBER 2022

#### 4 ADDITIONAL CASH FLOW INFORMATION (continued)

#### c) Non-cash financing and investing activities

During the half-year, the Group acquired property, plant and equipment with an aggregate value of \$291,878 (December 2021: \$657,594) by means of finance leases.

#### 5 INCOME TAX

As as 31 December 2022, the consolidated entity has carry forward tax losses of \$1,652,345. Carry forward tax losses with a tax effect of \$1,152,593 have been brought to account as a deferred tax asset. Carry forward tax losses with a tax effect of \$499,752 relating to a prior year have not been brought to account.

#### 6 CONTINGENT ASSETS AND LIABILITIES

#### Workplace incident

On 26 November 2021, a workplace incident occurred at the Group's Victorian *Road Safety Rental* branch, which resulted in the death of a third-party transport driver. The incident has been the subject of investigations by the relevant authorities. The Group has co-operated with the relevant authorities in respect of their investigations.

At 31 December 2022, no claim had been made against the Group and/or its officers. Subsequent to 31 December 2022, Saferoads Pty Ltd, the wholly-owned subsidiary of the Company, was served with six charges alleging breaches of sections 23 and 26 of the Victorian *Occupational Health & Safety Act 2004*. Whilst the Group has insurance in respect of these types of incidents, legislative changes in Victoria now result in a situation where regulatory penalties are not legally insurable and the Group's insurance coverage is limited to legal fees related to its defence of the charges. At this preliminary point, the Group has not been served with a brief of evidence and cannot determine how it intends to legally proceed. Therefore, there are currently significant unknown factors and the Group is not in a position to provide any reliable estimate of its exposure to such regulatory penalties at this time.

There are no contingent assets as at 31 December 2022.

#### 7 EVENTS AFTER THE END OF THE INTERIM PERIOD

There has been no matter or circumstance, other than the matter referred to in note 6 above, which has arisen since 31 December 2022 that has significantly affected or may significantly affect the operations of the consolidated entity or the results of those operations or the state of affairs of the consolidated entity.



# **Directors' Declaration**

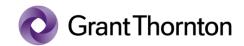
In the opinion of the directors of Saferoads Holdings Limited:

- (a) the financial statements and notes of the consolidated entity are in accordance with the Corporations Act 2001, including:
  - (i) giving a true and fair view of the financial position as at 31 December 2022 and the performance for the half-year ended on that date of the consolidated entity; and
  - (ii) complying with Accounting Standard AASB 134 Interim Financial Reporting; and
- (b) there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

On behalf of the Board of Directors

David Ashmore Director

27 February 2023



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# Independent Auditor's Review Report

# To the Members of Saferoads Holdings Limited

#### Report on the half year financial report

#### Conclusion

We have reviewed the accompanying half year financial report of Saferoads Holdings Limited (the Company) and its subsidiaries (the Group), which comprises the consolidated condensed statement of financial position as at 31 December 2022 and the consolidated condensed statement of profit or loss and other comprehensive income, consolidated condensed statement of changes in equity and consolidated condensed statement of cash flows for the half year ended on that date, a description of accounting policies, other selected explanatory notes, and the directors' declaration.

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the accompanying half-year financial report of Saferoads Holdings Limited does not comply with the *Corporations Act 2001* including:

- giving a true and fair view of the Saferoads Holdings Limited financial position as at
   31 December 2022 and of its performance for the half year ended on that date; and
- b complying with Accounting Standard AASB 134 *Interim Financial Reporting and the Corporations Regulations* 2001.

#### **Basis for Conclusion**

We conducted our review in accordance with ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity. Our responsibilities are further described in the Auditor's Responsibilities for the Review of the Financial Report section of our report. We are independent of the Company in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards) (the Code) that are relevant to our audit of the annual financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

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#### Directors' responsibility for the half-year financial report

The Directors of the Company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the Directors determine is necessary to enable the preparation of the half-year financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

#### Auditor's responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity*, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half year financial report is not in accordance with the *Corporations Act 2001* including giving a true and fair view of the Group's financial position as at 31 December 2022 and its performance for the half-year ended on that date, and complying with Accounting Standard AASB 134 *Interim Financial Reporting and the Corporations Regulations 2001*.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Grant Thornton Audit Pty Ltd Chartered Accountants

T S Jackman

Partner - Audit & Assurance

Melbourne, 27 February 2023