

# Range International Limited

2018 Annual General Meeting presentation







**Chairman's address**

## 2018 Annual General Meeting



**Matthew  
Darby**

Founder and  
Executive  
Chairman



**Stephen  
Bowhill**

Non-Executive  
Director



**Kenn  
MacMillian**

Non-Executive  
Director

**RANGE INTERNATIONAL BOARD OF DIRECTORS**

## Operational update

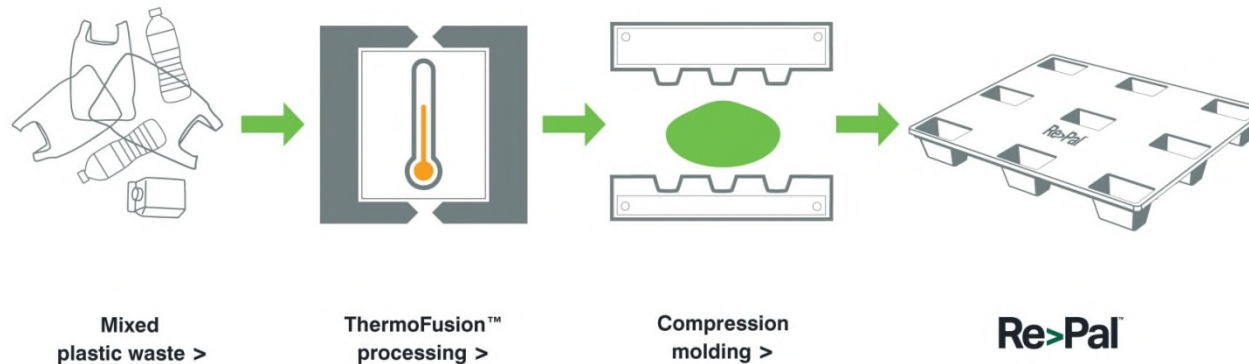
- Significant reduction in operating costs
- Executive Management team removed
- Raw material costs reducing
- Production output improving
- Focused on cash management

— expected cash at end of June 2018 between US\$4.5 - 5m



## ThermoFusion™

- Recognised as a unique and environmentally efficient process
- Approached by multiple parties interested in the technology
  - mixed plastic recycling
  - alternative product development across a range of industries to be explored



## Board's strategic priorities

1. Continue to focus on operational costs
2. Increase sales in local markets
3. Preserve cash position

## Global pallet industry

- Global pallet market is estimated at US\$50 billion in annual sales in 2017
- More than 5 billion pallets (90% wood) expected to be produced in 2017

Source: Frost & Sullivan, Independent Market Report



A close-up, black and white photograph of a laptop keyboard. The keys are visible, with some showing signs of wear. A semi-transparent dark rectangular overlay is positioned in the center of the image, serving as a background for the text.

### **3. Cash management**



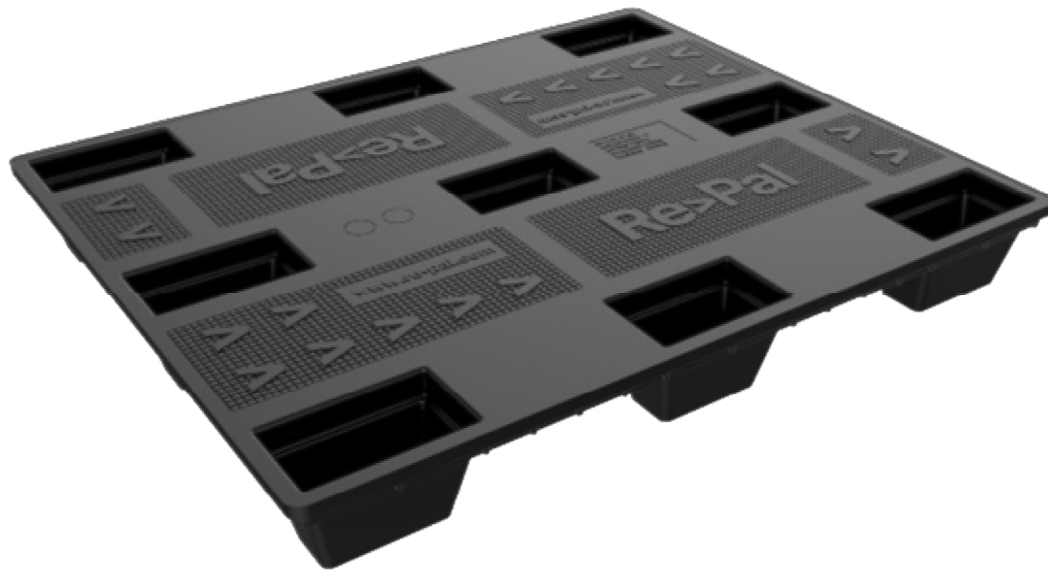
## Cash management

- Company has implemented initiatives to improve cash management
  - Significantly reducing operating overheads
  - Reducing current capital expenditure to enhance cashflow
- Reduction in production costs per pallet has reduced due to better raw material supply
- Expected cash at end of June 2018 of between US\$4.5 - 5m
- Provides a stable platform for management to focus on sales



## 4. Sales

## The Re>Pal™ Nestable Pallet

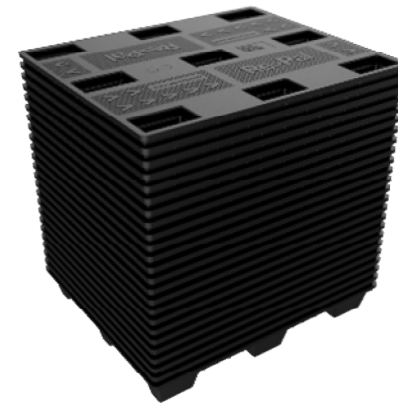


**NP**

Nesting

1200 x 1000

1090 x 1090





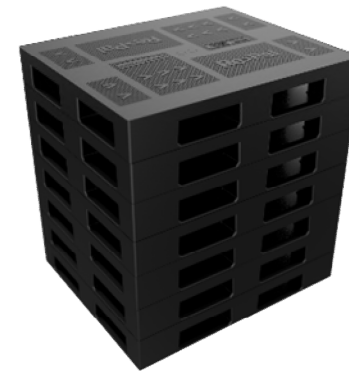


## The Re>Pal™ Heavy Duty Pallet



**HD**

Heavy Duty  
1200 x 1000

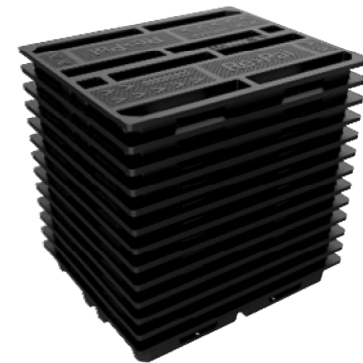


## The Re>Pal™ Nestable Stackable Pallet



### NSP

Nesting Stacking & Racking  
1200 x 1000  
1090 x 1090





## The Re>Pal™ Rackable Pallet



**RP**

Racking  
1200 x 1000





## Re>Pal™ pallets – game changers in supply chains

- Price competitive with wood and significantly cheaper than plastic alternatives
- Enhanced functionality over wood pallets
- Significant environmental benefits – **Co<sub>2</sub>**, deforestation, energy consumption
- Made from 100% recycled plastic and 100% recyclable

## Sales outlook

- New sales manager in Indonesia focused on export and manufacturing
- Recruiting more local sales people in Indonesian
  - Targeting recurring, blue-chip sales as larger volume and repeat business
    - does require significant lead time to adoption
  - SME market offers earlier uptake
- Also focusing on The Philippines

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