



ASX Announcement
(ASX:RAN)

6 December 2020

Capital Raising Presentation

This presentation has been prepared by and contains general and background information about Range International Limited ('Range International' or 'Company'), manufacturer of Re>Pal™ recycled plastic pallets and has been prepared for information purposes in connection with the Capital Raising.

The Capital Raising Presentation is also available on Range International's website.

This announcement has been authorised for release by the Executive Chairman.

Kim Bradley-Ware
Company Secretary

About Range International:

Range is a manufacturer of plastic pallets, trading as Re>Pal™. Our ThermoFusion™ technology allows Re>Pal™ to make 'zero waste', 100% recycled and recyclable plastic.

Range currently has production lines operating in its East Java factory in Indonesia and sells its pallets under the brand Re>Pal™, supplying pallets into Indonesia and across Asia/ globally.

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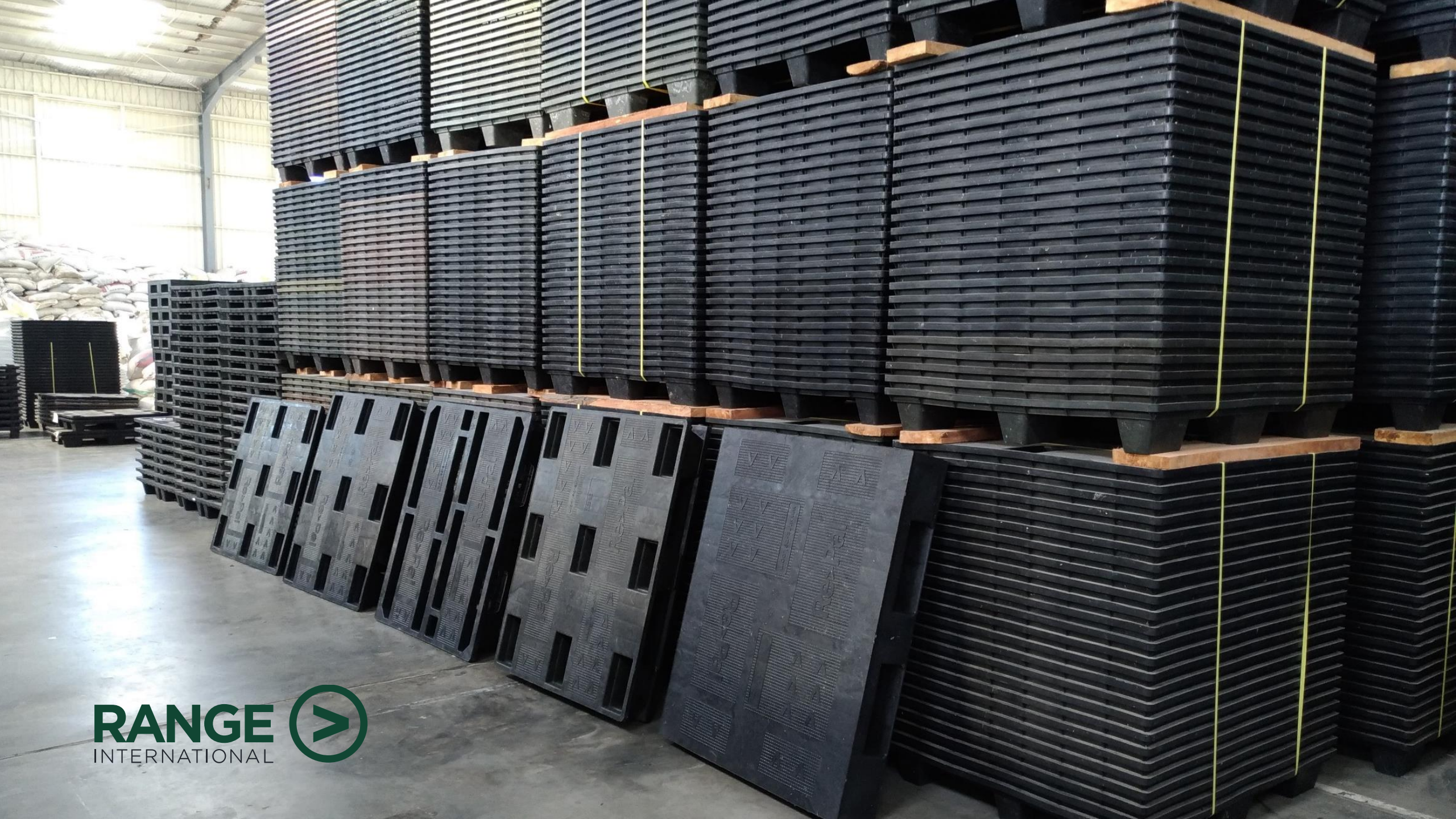
Range International Limited

Capital Raising Presentation

RANGE
INTERNATIONAL



December 2019



- Range International Limited (“**Range**”) is an Australian company producing Re>Pal ‘zero-waste,’ environmentally responsible pallets for a wide range of applications across business supply chains
- Re>Pal’s zero waste pallets are made from 100% recycled waste plastic using Re>Pal’s unique ThermoFusion™ technology process
- Re>Pal pallets are a solution to the major global issues of increasing amounts of waste plastic and timber consumption. Re>Pal pallets can reduce the levels of waste sent to landfill through the use of 100% mixed plastic waste and reduce deforestation caused from the use of timber pallets
- Re>Pal pallets provide cost-effective and good lifetime commercial value to users, whilst offering customers a pathway to their sustainable development goals through a low carbon, low energy solution
- Re>Pal supplies (or has supplied within the past 12 months) its pallets to many global and domestic customers, including Unilever OleoChemicals, Nestle, SC Johnson, DynaPack and Danone — businesses interested in improving their businesses’ sustainability footprint without compromising on quality or profitability

- Sustainable supply chains are now being demanded by an increasing number of large companies and circular economy relationships and initiatives are being embraced in a way as never before seen. Companies such as Danone Aqua recently started partnering on waste plastic with Range
- The Range factory is located in East Java, Indonesia and is well positioned to service the South East Asian export-hub via the port facilities of Surabaya
- Re>Pal is in the right area to capture a growing market for sustainable supply chains in a rapidly developing geography
- Range has strengthened its board with the appointment of two Executive Directors - Richard Jenkins and Christopher Fong, two existing top 20 Range shareholders with extensive business and relevant geographic experience. Neither Richard or Christopher will be drawing directors fees or salaries. (see Director biographies on pages 8 and 9)
- Range is seeking to raise up to A\$1.5 million via a placement at \$0.015 per share and up to a further A\$0.90 million via a share purchase plan to fund its operations
- As part of the placement amount interests associated with three of Range's directors and the CEO will be investing A\$0.65 million alongside existing shareholders and new investors

The Offer & Capital Structure

| | |
|--|--|
| Offer Structure and Size | <ul style="list-style-type: none">▪ A conditional Placement to raise between \$1.0 million and \$1.5 million▪ A SPP to raise up to \$0.90 million▪ The minimum capital raise is A\$1.0 million |
| Offer Price | <ul style="list-style-type: none">▪ The Placement will be conducted at \$0.015 per share<ul style="list-style-type: none">– 16.67% discount to last close– The SPP price will be conducted at:\$0.015 per share– 16.67% discount to 5 day VWAP |
| Board and Management Investment | <ul style="list-style-type: none">▪ Interests associated with three directors and the CEO are investing A\$650,000 as part of the capital raise. Richard Jenkins (A\$250,000), Christopher Fong (A\$250,000) Stephen Bowhill (A\$100,000) and Peter Wallace (A\$50,000) |
| Retail Investors | <ul style="list-style-type: none">▪ Existing eligible shareholders will have the ability to participate via the SPP▪ Eligible shareholders registered by 7:00pm (Sydney time) on Wednesday, 4 December 2019 will be entitled to subscribe for up to \$30,000 of Range shares to raise up to a maximum of \$0.90 million (subject to scale back) |
| Ranking | <ul style="list-style-type: none">▪ New Shares issued under the Placement and SPP will rank equally with existing fully paid ordinary shares from their time of issue |

The Offer & Capital Structure

| Shareholders | Shares (m) | Undiluted % | Options (m) | Diluted % ⁴ |
|--|---------------|-------------|-------------|------------------------|
| Existing Shareholders | 201.10 | 56% | - | 50% |
| Options ¹ | - | - | 14.2 | 4% |
| Director Options | - | - | 24.0 | 6% |
| New Shares issued Placement and SPP ³ | 160.33 | 44% | - | 40% |
| Total | 361.43 | 100% | 38.2 | 100% |

1. Options:

- 1.413m unquoted options expiring on 20 July 2021, with an exercise price of \$1.00 expiry & 0.792m unquoted options expiring on the 20 July 2021, with an exercise price of \$1.00.
- 12.0m unquoted options expiring on 10 September 2024 with a current exercise price of \$0.075 (Bowhill Options). In conjunction with the Offer, The Company will seek Shareholder approval to vary the terms of the Bowhill Options to 3cents. The amendment is to reflect the desire to have the same exercise price for incentives to Mr Jenkins, Mr Fong and Mr Bowhill.

2. Director Options: options to be issued at 3 cents, subject to shareholder approval, to Richard Jenkins and Christopher Fong, in lieu of directors fees. Options have a three-year expiry.

3. New Shares issued under Placement and SPP: Assumes SPP is subscribed up to 30% of current issued capital;. Shares tabled above in relation to the New Shares issued under the Placement and SPP are illustrative.

4. Fully diluted: Assumes all options are converted and performance rights hurdles are met.

| Timetable ¹ | Date |
|---|---|
| Trading halt | Prior to 10am, Tuesday, 3 December 2019 |
| Record Date for determining eligible participation to subscribe for New Shares via the SPP | 7:00pm (Sydney time) Wednesday, 4 December 2019 |
| Trading halt lifted, and announcement of the Placement and SPP Range shares recommence trading on ASX | Thursday, 5 December 2019 |
| SPP Offer Booklet dispatched to eligible shareholders | Friday, 6 December 2019 |
| SPP opens | Friday, 6 December 2019 |
| SPP closes | 5:00pm (Sydney time) Monday, 6 January 2020 |
| EGM to approve issue of New Shares and Vendor Shares | Monday, 6 January 2020 |
| Settlement of Placement | Thursday, 9 January 2020 |
| Allotment of New Shares issued under the Placement and SPP | Tuesday, 14 January 2020 |

Richard Jenkins, Executive Chairman

Richard commenced work with Hill Samuel in 1979 in the Financial Markets Division. In 1986 Hill Samuel became Macquarie Bank and in the same year, Richard was appointed an executive director of the bank.

In 1990 he became the Head of the bank's Equities group which included institutional and retail stocking broking and proprietary trading activities. He steered the offshore growth for Macquarie Bank and oversaw the establishment of offices in both the western and eastern hemispheres.

In 1992 he joined the Executive Committee of the Bank and in 2000 he became co-head of the investment bank.

In July 2001 he left Macquarie and in 2004 he set up Shell Cove Capital Management which holds an Australian Financial Services Licence. In 2018 Shell Cove established a fund that has a focus on listed and unlisted small capitalisation stocks and the fund has been a shareholder of Range since the middle of 2018. Richard spent extensive periods of time in Indonesia from 2010 until 2018. He brings with him a wide variety of business capabilities and experiences that will greatly enhance the prospect for success in the next phase of growth for Range International.

Christopher Fong, Executive Director

Chris is an Australian with thirty years of business experience in Indonesia. In 1992 he was appointed country manager (Indonesia) for media services group YRN, followed by Vice President, Marketing overseeing offices in 6 countries. In 1998 he became a managing partner in a Singapore based communications business that experienced significant growth associated with the Indonesian market. Over the following ten years, Chris managed a diverse range of projects from debt restructuring, crisis management, consumer and brand development to democratic and environmental reform on behalf of multinational corporations, family-controlled conglomerates and government.

In 2009 the business was purchased by the Bakrie Group (Indonesia) with Chris taking up a new role as advisor to the Chairman, a position that he has maintained for the past ten years.

Stephen Bowhill, Chief Executive Officer

Stephen was a Director of the Australian and Asian activities for VivoPower International PLC, a Nasdaq listed global solar developer (NASDAQ: VVPR). Prior to VivoPower, he was Managing Director of an ASX listed IT research company, IDEAS International (ASX:IDE). Within five years, he delivered a ten-fold increase in the company's valuation and secured its sale to Gartner Inc. Before this, Stephen ran a portfolio management software company, Garradin, which he successfully turned around - resulting in a doubling of the business within 3 years and a subsequent trade sale to Bravura, an ASX listed company. Stephen has a Degree in Physics (BSc. Hons) from University of Birmingham (UK)

Peter Wallace, Non-Executive Director

Peter's career spans private equity, corporate advice, non-executive directorships and financial control. He has primarily worked with emerging growth companies providing sound, independent, creative and experienced counsel. Peter has been a director of over 30 groups of companies and is an experienced committee member including audit, remuneration and nomination committees. Peter has undertaken numerous IPOs and Takeovers and is a Fellow of Australian Institute of Company Directors.

Kenn MacMillan, Non-Executive Director

Kenn has over 26 years of financial services experience, with significant experience managing financial services businesses and advising professional investors and corporate clients on all aspects of their businesses including raising capital, strategy and investment in all asset classes, particularly domestic and international equities and domestic and international fixed income and foreign exchange.

Matthew Darby, Non-Executive Director

Matthew has an entrepreneurial background having founded a number of companies prior to Range. He started EstarOnline in 1997, a proprietary logistic software system company used by companies such as Village Roadshow and the Rugby World Cup. In 2002, Matthew founded Range with the aim of developing sustainable technology for the pallet industry. He led the Company through nearly 10 years of research and development before moving the business to Indonesia in 2012.

More than 5 billion pallets produced in 2017¹

More than 90% of new pallets are wood

Global pallet market exceeds USD\$50 billion in annual sales and growing at 5% per annum¹

Pallets are an integral facilitator of global trade

Palletization helps automation

Logistics market in Indonesia ~20% of GDP

Asia Pacific is the fastest growing region with forecast annual growth rate of 8.1% (~33% of the global market)¹

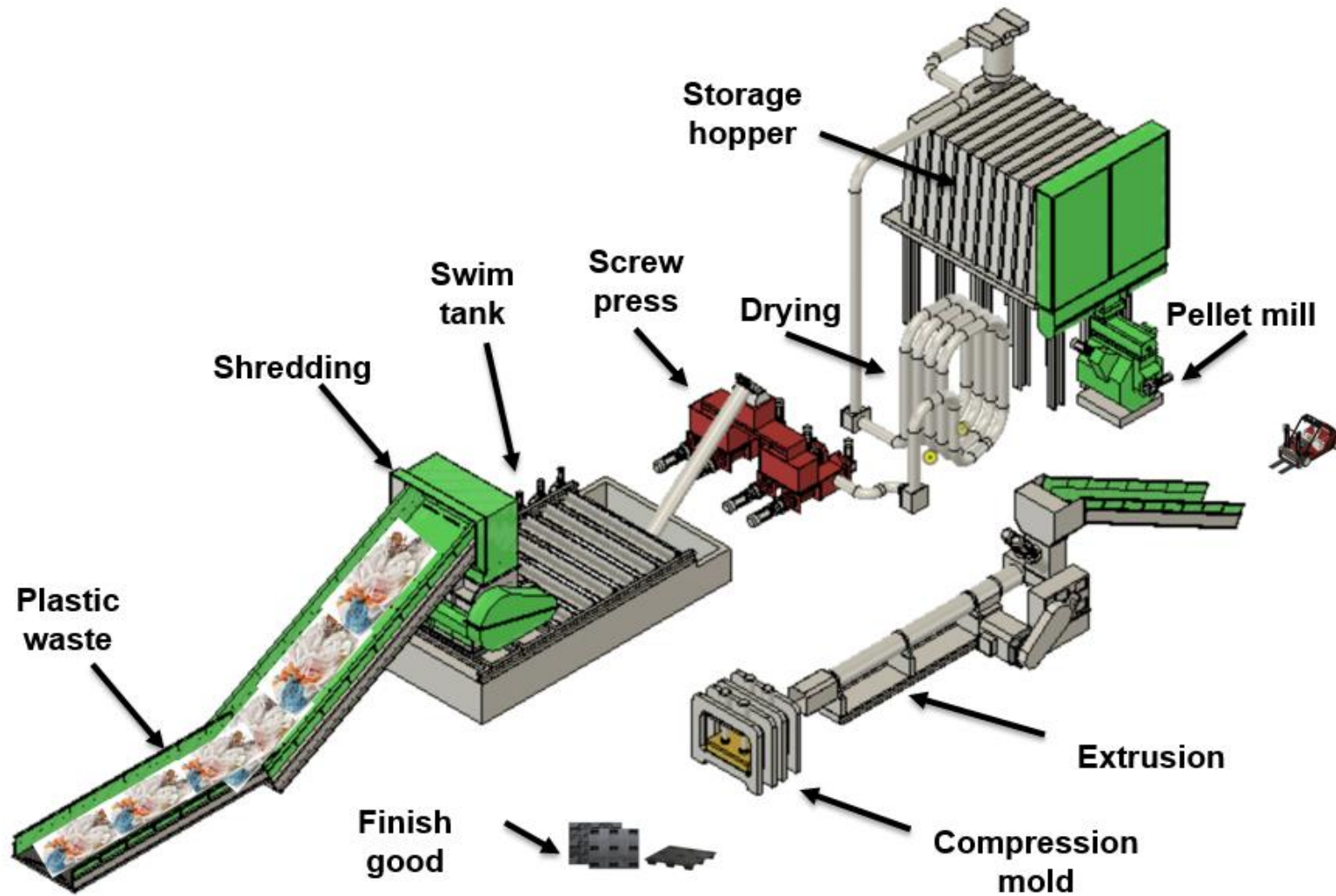
Timber Pallet Pain Points:

- Risk - infestation of entire cargo
- Supply chain - getting wood
- Supply chain - product reliability
- Supply chain - inspections delays
- Profit - cost of wood (lumber is up)
- Profit - plastic price was high
- Profit - cost of fumigation
- Client satisfaction - damage to goods
- Reputation - CSR if using wood or new plastic waste

Range provides a solution.

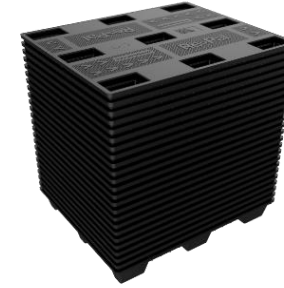
¹ The Freedonia Group Inc, Industry study #3126

The Solution: Thermofusion™ process



The Solution: Re>Pal Products

- **Re>Pal™ pallets – changing supply chain dynamics as supply chains in MNC's embrace Corporate Social Responsibility in supply chains**
 - Better lifetime value than virgin plastic or wood alternatives
 - Enhanced functionality over wood pallets
 - Significant environment benefits – CO₂, deforestation, energy consumption
 - Made from 100% recycled plastic and are 100% recyclable
- **Pallet progress – new pallet development**
 - Design simulation was completed during the September 2019 quarter for new potential pallet sizes
 - A new potential Re>Pal 1300x1100x150 pallet is in the design phase for the chemical distribution sector in Indonesia. This pallet stacks to 3000kg and lifts to 1500kg. Range is working on the design with a prospective client for chemical bag distribution
 - Continued focus on core product development, new products (molds) and building brand strength
 - New initiatives on waste and partnerships being trialed



The Re>Pal Nestable Pallet

- Export/ block-stack
- 1200 x 1000
- 1090 x 1090



The Re>Pal Heavy Duty Pallet

- Heavy Duty racking (to 1,000kg)
- 1200 x 1000



The Re>Pal Stackable Pallet

- Stacking & Racking (to 700kg)
- 1200 x 1000
- 1090 x 1090

Raw materials sourcing is integral to the Company's performance and management continues to work to secure cheap, effective supply of raw materials:

Range's production process is dependent on the availability of:

- High-density polyethylene (HDPE) typically used in the production of plastic bottles forming up to 90% of Range's raw materials
- Polyethylene (PP) the most common plastic up to 5% - 10% of Re>Pal's raw materials
- Low-density polyethylene (LDPE) up to 5%-10% of Re>Pal's raw materials

Diversity of supply is key to drive raw material pricing to reasonable levels. Previous dependence on washed plastic has been reduced by:

- Sourcing direct from corporates for factory waste
- Sourcing dirty plastic from waste banks
- Using wash plant to lower cost of processing compared to using dirty plastics from suppliers

Range is engaging with factories in Indonesia directly to try to lower the average raw waste pricing, including trials of post-production waste with:

- Danone - a MOU has been signed with Re>Pal Indonesia. Danone-Aqua has also placed a small order for the warehouse pallets and will further examine the feasibility of using Re>Pal pallets across its other business units in Indonesia
- Other corporates are targeted for collaboration/ partnerships re waste

- **Sales pipeline is building, Re>Pal value proposition is resonating in today's 'sustainability focused' market**

- For background, in September 2018 Range moved away from 'plastic as same price as timber' value proposition which anchored the Company to low pallet pricing
- Timber is becoming harder to source legally resulting in higher spot pricing
- Growing wave of investment by companies in sustainability and the circular economy
 - Nestle Philippines anticipates using Re>Pal across the Philippines
 - Nestle Indonesia has placed a purchase order for 50 HD1210L pallets with anti-slip devices to conclude its final testing within the Nestle facilities in Karawang and Kejayan. Nestle is looking to replace wooden pallets with Re>Pal plastic pallets
 - New relationships with global MNC's that may also bring have regional sales: LF Logistics, Parex, and Danone
 - Danone Aqua generated great publicity for us and is the blueprint of a new style of client relationship supporting a circular economy, leveraging waste and using pallets
 - Thai Union trial is ongoing, continuing to test the pallet in its warehouses outside of Bangkok

- **Cost Management Programme**

- Factory has been underutilised due to low sales, fixed labour cost base, high raw material costs and low processing capacity
- Very significant efficiencies in the factory can be gained by matching human capital and machinery to demand.
- Run shifts avoiding peak kVA (electricity) period/ shift pattern optimisation
- Ongoing initiatives to reduce waste costs across our supply chains and be vigilant on processes and people

■ Quarterly Highlights (September 2019)

➤ Financials:

- 32,834 pallets were sold (invoiced following delivery/collection), up 43.8% during the quarter up from 22,829 in the previous quarter
- Sales revenue grew 45% during the quarter, from US\$375k to US\$519k
- Cash burn for the quarter improved from US\$621k in Q4 FY19 to US\$536k (inclusive of forex)

➤ Operations:

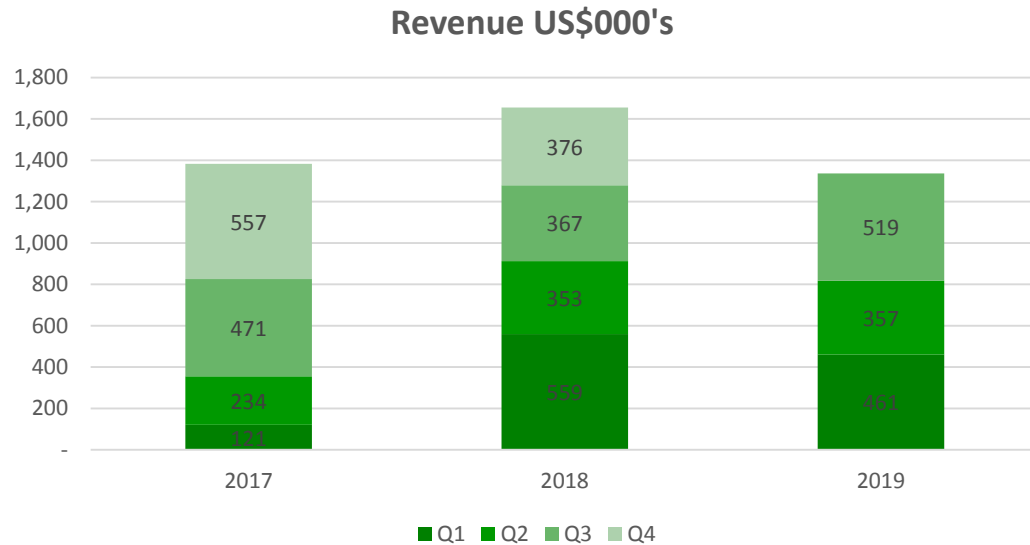
- In-house wash plant became operational during September 2019. The wash plant consists of two raw material wash lines and approximately 484 tonnes of plastic were processed during September 2019 through the wash plant
- Range is continuing to work on raw materials initiatives with new potential partners to add supply at lower pricing – optimising the price of dirty plastic pricing is a key focus following the washing process as well as maximising throughput and quality
- DHL Global Forwarding in the Philippines became a client for export pallets and regular, with small orders for export and regular pallets are expected
- Nestle Philippines have reordered pallets for the warehouse in their Cabuyao factory and work continues with other Nestle sites for further traction in sales with Nestle in the Philippines
- Eight new name clients were added in the quarter - PT Tirta Investama (Danone), PT Synergy Product Solution, DHL Global Forwarding Philippines, PT Kokoh Bangun Mandiri, PT Panca Bersaoedaraan Abadi, Universal Harvester Philippines, PT Kawanishi Warehouse Indonesia, PT Megmilk Snowbrand Indonesia

Sales
Revenue
increased
44% QoQ

32 834
Pallets
sold for
the quarter

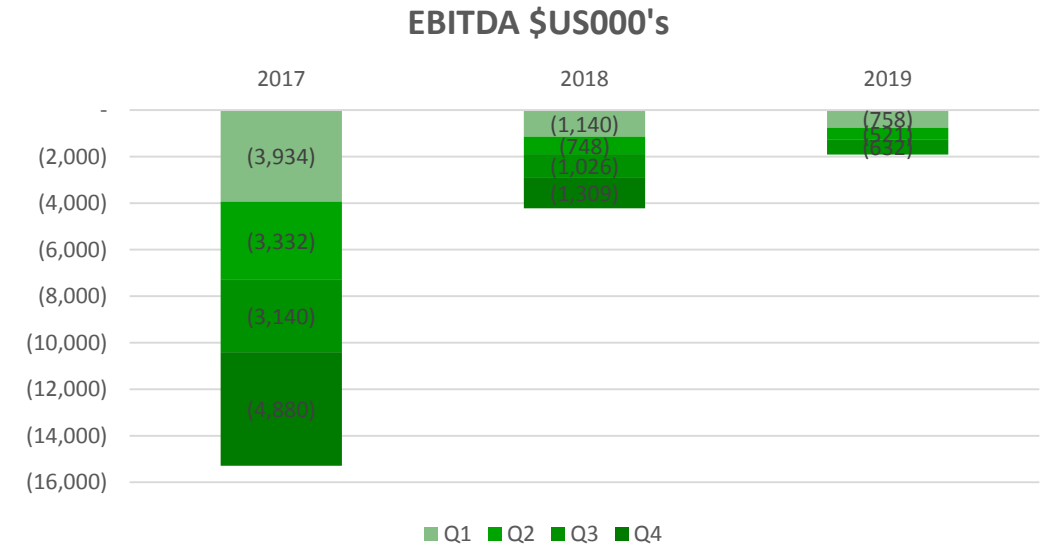
Cash burn
reduced to
US\$536k/
qtr

Financials: Group Revenue and EBITDA¹



Comments:

- Step change in revenue from 2017 to 2018 and 2018 to 2019 driven by a reset in market selling prices in September 2018 and increased sales within Indonesia and the Philippines.
- Main drivers for growth:
 - strong growth in intra-Asia export traffic;
 - circular economy movement and sustainability are a key focus for large multinationals which require larger pallet numbers providing opportunities for revenue growth; and
 - longevity of plastic pallets compared to wood, but cheaper than virgin plastic pallets.



Comments:

- Losses in 2017 reflect large unutilised factory costs, downsizing costs and have been adjusted to exclude \$17.1m impairment for comparative purposes.
- 2018 includes costs associated with bad debts written off, cost savings from the finalisation of the back to basics program.
- 2019 excludes \$5.4m impairment for comparative purposes.
- 2019 EBITDA increase from 2018 of 34% (excluding one off impairment charge) due to resetting the Company's expense base during 2018, operations costs have decreased from 2018 in all direct operational costs including raw material, labour and electricity to provide an increase to gross profit from 2018. Employee costs are lower than 2018 resulting in an overall increase in EBITDA.

¹ Range reports on a December financial year end.

Tier 1, Diversified Customer Base

| | |
|----------------|--|
| Food |         |
| Logistics |      |
| FMCG |     |
| Apparel |      |
| Pharmaceutical |    |
| Engineering |     |
| Misc. |      |

Comments:

Orders are taken from customers on a purchase order basis.
The table is indicative of past and present customers of Range.

- **The Materials Processing System (MPS) is made up of three main components:**
- **Wash Plant**
 - To lower raw material prices Re>Pal is now purchasing increasing quantities of dirty plastic for processing through the wash plant and diversifying supply. The wash plant design does not support sufficient output of washed plastic required to enable all extruder lines to be fully utilised
 - We estimate that there is enough capacity from the existing wash plant and pelletiser to get through past break even at a GP level if we can get the sales volume around current prices. If more waste is needed than the wash plant can provide, it will be supplemented by factory waste from partner clients (like Danone Aqua) or purchased as Re>Pal has done before. We now track and monitor pricing per supplier and have better intelligence on supply
- **Waste-Water Treatment Plant (WWTP)**
 - To enable the production of odourless pallets it is important that the water being used in the wash plant is able to be treated
 - The WWTP as originally designed does not operate and we will investigate options in 2020; we are not relying on the WWTP to be operational to be able to deliver clean pellets as we have developed some workarounds to rinse and pre-process plastics
- **Pelletizer**
 - The feed stock for the extruder lines is pelletized plastic
 - Currently the two pelletizing units are not producing sufficient pellets to allow all extruder lines to be fully utilised, though there is enough output to get through break-even at a GP level around the current sales prices

These deficiencies are a continuing area of focus for management and the Board and where possible, some funds from the current capital raising will be used to help address these areas

2018

Stabilise:

- Restructuring staff following FTI
- Procurement and raw material processes tightened
- Raw material suppliers changed
- Client collections tightened
- All costs and contracts examined
- overseas offices closed or significantly downsized
- Pricing of pallets increased
- Social marketing/web/ news restarted after 18 months, branding tightened, differentiate between Re>Pal and Range
- Joined industry associations are joined (IABC, ADUPI, IBCSD)
- CRM and reporting engine started

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2019

Optimise:

- Right people for Growth phase;
- Right size factory staff, and shift patterns
- Headcount freeze; reduce manager: staff ratio
- New raw material sourcing, handling & wash plant expansion
- Efficiency of equipment, pelletizer throughput
- Optimise equipment configuration in factory
- Partnering on MNC's **free** waste; build marketing story of waste into pallets for circular economy with large MNC's
- Import license for post-factory waste, establishes a maximum price for raw materials
- Raw material dashboard to be established

✓

✓

✓

2020

Grow:

- Sales growth with large MNC's regionally is key. Building a portfolio of Multi-National companies and large domestic warehouse MNC's with sustainability goals embedded within procurement
- Focus on large Indonesia/ regional exporting companies (exporters of pallets for annual volume)
- Marketing at relevant events (IABC annual meeting Bali, Logistic Exhibition Jakarta (Oct 19), Plastics Jakarta (Nov 19)
- Recruit high performance Indonesia sales staff, tertiary qualified, CEO level enabled
- Develop new products, new partnerships, companies wanting to use Re>Pal plastic
- Examine 'mini-plant's' overseas eg embedded with Coke in India, UL in PP's; overseas licensing; JV's
- Examine a 'white-label' financing product.
- Engage more effectively with government bodies.
- Use media more effectively to our advantage.

✓

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|-------------|---|
| Highlight 1 | <ul style="list-style-type: none">▪ The Company has reset its cost base, through cost cutting where it can, subject to ManPower laws in Indonesia and managing its resources base through production. We are continually looking at how we can improve the plant efficiency and raw materials pricing |
| Highlight 2 | <ul style="list-style-type: none">▪ Range is in the process of building circular economy relationships with large multinational companies including Danone, and LF Logistics and Nestle |
| Highlight 3 | <ul style="list-style-type: none">▪ Range has a flexible method for handling different types of waste. As companies look to become 'zero waste' there may be an alternative solution for taking their 'lower value' waste. We are researching waste types such as 'flexibles' within our process |
| Highlight 4 | <ul style="list-style-type: none">▪ Range provides a waste plastic disposal solution to factories to improve the recycling of their products |
| Highlight 5 | <ul style="list-style-type: none">▪ Range has a Take>Bak scheme for its own producer responsibility for its pallets and credits clients against future purchases for the weight of plastic returned to the factory |

**The risks associated with
an investment in Range**

The future operating performance of Range and the value of an investment in the Range Shares may be affected by risks relating to Range's business. Some of these risks are specific to Range while others relate to economic conditions and the general industry and markets in which Range operates.

Where practical, Range seeks to implement risk mitigation strategies to minimise its exposure to some of the risks outlined below. However, there can be no assurance that such strategies will protect Range from these risks. Other risks are beyond Range's control and cannot be mitigated. The occurrence of any such risks could adversely affect Range's financial position and performance and the value of the Range Shares. The risks listed below do not purport to be exhaustive and there is no assurance that the importance of different risks will not change or other risks will not emerge.

Investors should consider that the investment in Range is highly speculative and should consult their professional advisers before deciding whether to apply for Range Shares pursuant to the Offer.

**Inability to attract
customers or convert trial
and pipeline customers**

The success of Range's growth strategy is dependent upon securing customers and converting trial or pipeline customers into revenue-producing customer relationships. Range's ability to do this will depend upon its ability to meet customer needs in terms of price, volumes and functional requirements. There has been a difficulty in securing major customer sales, due to the long lead times and trials of product within the customers' warehouse environment as well as customer-specific design issues

Key Risks continued...

| | |
|-------------------|---|
| Funding risk | Range's ability to secure the requisite levels of funding to meet its capital requirements in the future will depend on the amount of funding required, the performance and future prospects of its business and a number of other factors, including interest rates, economic conditions, debt market conditions and equity market conditions prevailing at that time. There is no assurance that the required funding (either via debt or equity) can be secured at all or on reasonable terms, which may require Range to consider asset sales or alternative sources of funding. |
| Input Supply Risk | <p>Range's production of pallets is dependent upon Range having an uninterrupted and sufficient supply of low-cost waste plastic of the required quality. This is dependent upon factors beyond Range's control, including changes to pricing levels of waste plastic, shortages in supply of waste plastic, interruptions affecting suppliers (including due to operational, industrial relations or transportation difficulties, accidents or natural disasters affecting suppliers), allocation of waste plastics to other users of these materials including organisations involved in recycling, or the introduction of new laws or regulations that may make access to waste plastic more difficult or more expensive.</p> <p>Suppliers may make claims against Range for works they claim to have done.</p> |
| Scale Up Risk | There is a risk that Range might not be able to scale up its operations in accordance with its plans outlined in this presentation. Specifically Range, might not be able to bring production lines to capacity in a time or cost-effective manner or may not be able to increase the supply levels of the pelletiser from the current operating level, which are lower than expected. An increase in production of this scale is dependent on a number of contingencies some of which are beyond Range's control. These contingencies include but are not limited to: retaining access to the Pasuruan site for whatever reason e.g. retention of Government permits and licenses, or ability to retain staff on site, accessing and securing additional sources of waste plastic at economic pricing; the inability to design a pallet attractive to the market and securing the efficiency of production machinery from third party manufacturers of the scale required in a cost and time effective manner. |
| IP Risk | There is a risk that Range may not be able to protect its trade secrets through loss of confidentiality or be unable to detect the unauthorised use of its intellectual property rights. Further, actions taken by Range to protect its intellectual property may not be adequate or enforceable and thus may not prevent the misappropriation of its intellectual property and proprietary information. Range's failure to protect its intellectual property rights could have an adverse impact on its operations and financial performance. |
| Competition Risk | There is a risk that Range will not be able to increase its production capacity quickly enough, while maintaining appropriate quality standards, to meet customer orders. |

Key Risks continued...

| | |
|---|---|
| Inability to Meet Customer Orders | There is a risk that Range will not be able to increase its production capacity quickly enough, while maintaining appropriate quality standards, to meet customer orders or that its cost of goods remains too high due to inefficiencies. There is a risk of increased competition from other pallet manufactures that are local that do not operate to Range's standards and code of conduct. There is a risk of cheaper/ lower cost providers entering the market using different technology. |
| Limited Trading History | Given Range's patchy trading history, while management is more confident that we are now on a better path with lower cost base, there are no assurances that can be given for Range to achieve its growth objectives. |
| Interruptions to Operations | Range is exposed to short, medium or long-term interruptions to its operations arising from events including industrial disputes, electricity and gas interruptions, work stoppages, acts of terrorism, fires, floods, earthquakes and other natural disasters. Range is particularly exposed to these interruptions given Range currently operates only one manufacturing plant. Range is also exposed to such events in relation to future additional plants. Indonesia is subject to natural disasters and geological events, including earthquakes, volcanoes, tsunamis, and typhoons. Such disasters and events may lead to widespread destruction of property and could materially and adversely affect Range's business, financial condition, results of operations and prospects. |
| Risks Related to Operating in Indonesia | Range's manufacturing operations are currently located in Pasuruan, Indonesia. Range is, and will continue to be, exposed to risks relating to labour practices, labour strikes, electricity outages, licence applications and potential inability to obtain a licence on acceptable terms, environmental matters, difficulty in enforcing contracts, changes to or uncertainty in the relevant legal and regulatory regime (including in relation to taxation and foreign investment and practices of government and regulatory authorities) and other issues as a result of operating out of Indonesia including the potential for corruption and fraud. |
| Expansion into New Markets | Expansion beyond Indonesia will require Range to identify jurisdictions where sites with necessary services, required licenses and permits and product certifications, supply of recycled waste plastic, intellectual property clearance and other necessary requirements of its business are able to be obtained at an acceptable cost, as well as a clear identified product need (not necessarily a pallet). |

Key Risks continued...

| | |
|----------------------------|---|
| Key Personnel Risk | Range is reliant on the capabilities of a number of its key employees who have extensive experience in, and knowledge of, Range's business and the market in which it operates. |
| Litigation | As with all businesses, Range will be exposed to potential litigation and other claims or disputes in the course of its business, including litigation from employees, regulators and other third parties. As with any litigation, there are risks involved. An adverse outcome of litigation or the cost of responding to potential actual litigation may have a materially adverse impact on the financial performance and reputation of Range. |
| Financial risk management | Range is exposed to adverse movements in foreign currency exchange rates and interest rates. This could adversely impact Range’s ability to achieve its financial performance objectives and reduce its ability to access financing facilities. |
| Risks related to insurance | Range seeks to maintain appropriate policies of insurance consistent with those customarily carried by organisation in its industry sector. Any increase in the cost of insurance policies of Range or the industry in which it operates could adversely affect Range's business, financial condition and operational results. |

Risk associated with Range Shares

| | |
|--------------------------------|---|
| Market price of Range Shares | The market price of Range shares may fluctuate over time as a result of a number of factors including the financial performance and prospects of Range, prevailing market conditions, general investor sentiment in those markets, inflation, interest rates, and the liquidity and the volume of the shares been brought or sold at any point in time. It should be noted that there is no guarantee that Range Shares will trade at or above the issue price. It should also be noted that the historical share price performance the shares does not necessarily provide any guidance as to its future share price performance. |
| Liquidity in market for shares | There can be no guarantee that there will be an active or liquid market shares traded on ASX or that the price of Range Shares (if any) will increase. There may be relatively few or many potential buyers of the shares on ASX at any time. This may increase the volatility of the market price of the shares and may affect the price at which shareholders are able to sell the shares. Accordingly, there is a risk that Range Shares may trade at prices below the issue price. |
| Dividends | Range has not paid any dividends since listing It is uncertain when Range may be able to pay dividends and there can be no assurance, that dividends will be paid in the future. |
| Forward-looking statements | <p>The “forward-looking statements” contained in this Presentation, including but not limited to projections, estimates and guidance on Range’s future financial performance and outlook, are:</p> <ul style="list-style-type: none">• provided for illustrative purposes only and are not indicative of Range’s actual performance for the relevant period;• are based on assumptions and contingencies that are subject to change and involve known and unknown risks and uncertainties and other factors that are beyond the control of Range and may not be reliably predictable; and• should not be relied upon as an indication or guarantee of future performance, and that actual results, performance and achievements may differ materially from those expressed or implied in such forward-looking statements and any assumptions on which those statements are based. |

Risk associated with Range Shares continued...

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| Past performance | Past performance cannot be relied upon as an indicator of future performance. |
| General | <div>General risk factors outside the control of Range, which may have a significant impact on the future performance of Range, include the following:</div> <ul style="list-style-type: none">• economic conditions in Australia and internationally which may have a negative impact on capital markets;• change investor sentiment and perceptions in local international stock markets;• changes in interest rates, exchange rates and the rate of inflation;• changes in domestic or international fiscal, monetary, regulatory, taxation and other government policies;• changes in environmental conditions, such as lack of access to water• geopolitical conditions such as actual threats of terrorism, military conflicts or international hostilities;• developments in general conditions and markets in which Range operates; and• economic and natural disasters. |

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- This presentation has been prepared by Range International Limited (ABN 22 611 998 200) (Range).

Summary information

- This Presentation contains summary information about Range and its subsidiaries (Range Group) and their activities current as at 30 October 2019, unless otherwise stated. The information in this Presentation does not purport to be complete. It should be read in conjunction with the Range's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at www.asx.com.au.

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Financial data

- All dollar values are in United dollars (US\$) and financial data is presented within nine months ended 20 September 2019 unless otherwise stated.

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Future performance continued...

- An investment in Range shares is subject to investment and other known and unknown risks, some of which are beyond the control of the Range Group, including possible delays in repayment and loss of income and principal invested. Range does not guarantee any particular rate of return or the performance of the Range Group nor does it guarantee the repayment of capital from Range or any particular tax treatment. See the “Key Risks” section of this Presentation for certain risks relating to an investment in Range Shares.
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