



25 October 2023

The Manager  
Market Announcements Office  
ASX Limited  
Level 4, 20 Bridge Street  
SYDNEY NSW 2000

Dear Sir/Madam,

Please find attached a copy of the Chairman and CEO addresses, and AGM Presentation to be presented at Helloworld Travel Limited's 2023 Annual General Meeting, being held today at 10:00am AEDT.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Sylvie Moser".

Sylvie Moser  
**Group Company Secretary**  
**Helloworld Travel Limited**  
**Ph: +61 3 9867 9600**



## **Chairman's Address**

**Melbourne, 25 October 2023**

### **Chairman's Welcome**

Good morning everyone and welcome to the 2023 Annual General Meeting of Helloworld Travel Limited.

My name is Garry Hounsell, and I am the Chairman of the Board of Helloworld Travel Limited and the Chairman for this morning's AGM.

I begin today by acknowledging the Traditional Custodians of the land on which we meet today, the Wurundjeri People of the Kulin Nation, and pay my respects to their Elders past, present and emerging.

### **Meeting Opening**

It is now 10:00am, and as we have a quorum, I declare the meeting open. I confirm that the meeting has been properly constituted.

Today's meeting is being held virtually via the Computershare meeting platform where attendees can watch a live webcast of the meeting and Shareholders and proxies can ask questions and submit votes online. For shareholders joining online who might be unfamiliar with some of the functions of Computershare's platform, such as asking questions and how to vote, we will provide instructions shortly.

Please note this meeting is being recorded.

### **Introduction of Directors**

In opening the 2023 AGM, I would like to introduce the Board and Senior Management of Helloworld Travel Limited who are in attendance today.

In the room with me are Andrew Burnes, Helloworld's Chief Executive Officer and Managing Director. Cinzia Burnes, Helloworld's Chief Operating Officer and Executive Director. Robert Dalton a Non-Executive Director. Martin Pakula, a Non-Executive Director and Leanne Coddington, a Non-Executive Director.

### Introduction of CFO and Group Company Secretary

Also in attendance is Mike Smith, our Chief Financial Officer and Sylvie Moser, our Group Company Secretary.

### Introduction of EY Partners

Also in attendance are Brett Croft and Amy Burgin, representing Helloworld Travel Limited's auditor, Ernst & Young.

Our Auditors will be available to answer questions on the conduct of the audit and the Audit Report for the year ended 30 June 2023.

Representatives from Computershare, our share registry provider, are also in attendance.

### Question Procedure

Only Shareholders, validly appointed Proxies, and Corporate Representatives are entitled to ask questions. To submit a written question, you may do so at any time during the meeting via the speech bubble icon on your screen.

Type your question in the chat box on the right of the screen and then select "send". Confirmation that your message has been received will appear above.

Please note that while you can submit written questions from now on, I will not address them until the relevant time in the meeting. While time constraints may prevent us from answering all questions, we will do our best to address all of your questions during the meeting. Please also note that your questions may be moderated or if we receive multiple questions on one topic, amalgamated together.

For those Shareholders who wish to ask a question verbally, please follow the instructions shown below the broadcast window on the online platform which will take you to a phone number to call.

If you are asking a verbal question, please state your full name before asking your question.

### Voting Procedure

To provide you with sufficient time to vote, **I now declare voting open on all items of business.**

Voting today will be conducted by way of a poll on all items of business and Computershare will act as the Independent Returning Officer.

Proxies received prior to the meeting will be shown on the screen for each resolution dealt with today. For those shareholders who have **NOT** submitted a proxy for today's resolutions, as the poll is open, you may now vote on all resolutions.

For those eligible to vote, as the poll is open, a voting icon is available on your screen. Selecting this icon will bring up a list of resolutions and present you with voting options. You are free to submit your votes at any time.

To cast your vote, simply select one of the options. There is no need to hit submit as the vote is automatically recorded. Please ensure you cast a vote for all resolutions. You will receive a vote confirmation notification on your screen. To change or cancel your vote, click the link that says **“click here to change your vote”** at any time until the poll is closed. Votes may be changed up to the time I declare voting is closed. I will give you a warning before I move to close voting.

As stated in the Notice of Meeting, as Chairman, I intend to vote those proxies left to the discretion of the Chairman in FAVOUR of all resolutions.

**Resolution 1** is subject to a voting exclusion, as detailed in the Notice of Meeting. This exclusion will be considered when the poll is conducted.

Following my introductory comments, the agenda for today’s meeting will be as follows:

- An address from the Company’s CEO, Andrew Burnes, AO.
- Followed by the formal matters to be considered at today’s AGM, including an opportunity for questions.

The Notice of Meeting was sent to Shareholders on 22 September 2023 and lodged with the ASX on the same date. I propose that the Notice of Meeting and Explanatory Notes be taken as read.

Finally, I note that Shareholders were afforded the opportunity to submit written questions to the Auditor and I advise that our Auditors have received no questions in writing.

### **Chairman’s comments**

Before I pass to Andrew, let me make the following informal observations.

The last half of FY22 saw the beginnings of a much anticipated rebound in global travel, with capacity, demand and prices all soaring compared to the previous two years. This continued throughout FY23 with the end result being a 138% growth in TTV for the year to \$2.57 billion and an underlying EBITDA of \$44.1 million compared to a \$10.6 million underlying EBITDA loss in the prior year.

The financial year just finished was, like the previous year, a story of four quite different quarters. Each quarter reflected significant growth on the prior year as supply came back on- line and confidence improved.

## TTV

From the beginning of FY23, TTV, which Helloworld recognises on a travelled basis, was maintained at the level reached only in the last month of FY22. After some consistency over the period July 22 to May 23, June saw TTV of \$310 million, our highest level since 2019 on a like-for-like basis.

Our travel agency networks showed extraordinary courage and tenacity handling this rapid rise in demand from travellers on both sides of the Tasman. Customers, both existing and new, now understand more than ever the exceptional benefits that using a professional travel agent brings to their travel experiences.

I want to take this opportunity to thank my Board colleagues for their efforts across the financial year as the business grappled with more than doubling of demand and the many challenges that brought with it.

Can I also thank our industry partners, all the personnel at Helloworld Travel, and every single travel agency and broker that are part of our networks. It is inspiring to see all of our businesses emerging from the pandemic and we look forward to continuing our journey in the years ahead.

I will now ask Andrew Burnes to make some comments on the 2023 financial results and update you on events since the 2023 Annual Report.



## **CEO's Address**

Thank you, Garry.

Thank you for joining us this morning and for your continued support of Helloworld Travel Limited.

In particular, I welcome back our many long-term shareholders and of course welcome our new shareholders.

### **Strong demand for travel continues**

Strong demand from travellers, the removal of border restrictions and increasing supply and capacity; along with our resilient network, expanding product portfolio and leading proprietary systems, underpinned Helloworld's strong results in FY23.

The post pandemic recovery has seen more travellers than ever benefitting from using their local travel professional, with most agents across our networks reporting FY23 as a very busy year. Customers have realised, because of the pandemic, the importance of having a trusted advisor to support them with their travel experiences, a benefit that doesn't always come with online or high churn travel retailers.

To help grow personnel numbers for our agents, Helloworld launched the Helloworld Travel Academy in Australia in May 2022 and at the end of FY23 over 325 trainees had completed the course or were currently enrolled. The academy was launched in New Zealand in March 2023.

It has been heart-warming to see how the agents and brokers in our networks, our supplier partners, our international wholesale partners, and our amazing team at Helloworld Travel have been able to rebuild their businesses over the last 18 months.

Air capacity continues to recover; and we have seen our premium air sales recover faster than our total air sales. Helloworld's Air Tickets TTV reached 98% of FY19, despite the year starting with reduced capacity and several airlines yet to return to Australia. Sales for our inbound division in Australia, New Zealand and Fiji and for our wholesale partners around the world have also increased and are now back at over 60% of 2019 levels.

While inbound recovery has been strong from UK/Europe, inbound growth in leisure arrivals from North America and Asia (except India) has been slow.

We expect the recovery will continue throughout the FY24 year ahead and FY25 to return to FY19 levels (assuming increased airline capacity).

By the end of the financial year all our operating segments had returned to profitability. This was despite the continued rise in interest rates and significant cost of living increases throughout the year and confirms our long held view that for many, leisure travel is and remains a non-discretionary component of the household budget.

### **Financial highlights from FY23**

Helloworld generated \$2.57 billion in TTV from all operations in FY23, up 138% on FY22 (on a continuing operations basis). As travel recommenced, travellers visiting friends and relatives was the predominant reasons for travel; however, over time the prominence of leisure-based travel has steadily increased. Booking volumes are expected to continue to improve as capacity returns to normal.

Revenue and other income increased to \$165.9 million up from \$69.3 million in FY22, an increase of 139.5%.

Underlying EBITDA for the year was \$44.1 million, compared to a \$10.6 million underlying EBITDA loss in FY22. This result was at the high end of the revised guidance provided to the market at the beginning of August 2023.

Net profit after tax from continuing operations was \$19.2 million, compared with a \$28.8 million loss in the prior year.

### **Recent acquisitions**

FY23 saw a number of acquisitions for the business.

In the second half of FY23 we announced three acquisitions. The first, on 21 March 2023, was the purchase of a 34% stake in Oslo based Australiareiser, a Scandinavian travel retailer and the launch customer for our mid-office system, ResWorld, in Europe.

On 2 May 2023, we announced the acquisition of a 40% stake in South Australian based travel retailer Phil Hoffmann Travel.

On 22 June 2023, we announced the acquisition of Express Travel Group (ETG) in Australia and New Zealand.

## **Capital Management and Dividends**

When the pandemic struck, Helloworld approximately \$100 million of external bank debt. Following the sale of HLO's Corporate Division in March 2022, we emerged from the pandemic with no external bank debt.

Our three acquisitions in FY23 have been completed with the cash components covered from existing resources.

In FY23, we saw a reduction in our interest expense to zero and an increase in our interest income, with prudent cash management of our surplus cash, taking advantage of the increase in cash rates over the last 18 months. In addition to this, Helloworld's shareholding in CTM (ASX:CTD) remains a significant asset.

We declared a fully franked dividend of 6 cents per share, paid on 22 September 2023. This takes the total dividends paid out since September 2022 to 18 cents per share, fully franked.

## **Network numbers**

Agencies and brokers in Helloworld's networks have reported the demand for their services was extremely strong throughout the entire year and this is continuing into FY24.

The onboarding of the ETG networks and members has grown Helloworld's existing networks to above 2,400 and is expected to deliver stronger commercial outcomes for the Group and network members alike.

Magellan Travel has recently released updated branding to deploy to all group member stores, enabling consumers to know they are working with a trusted brand.

## **Delivering new technology solutions**

Throughout FY23 we continued to invest in our proprietary systems. Our retail agency mid-office platform (ResWorld) is now rolled out to over 680 retail consultants, and our vision for ResWorld is for it to become the premier mid-office system for travel agents globally. The rollout of ResWorld Europe is expected in the coming year, as testing continues with our launch partner, Australiareiser Group in Scandinavia.

Ready Rooms, our global accommodation platform, is now fully deployed having undergone substantial enhancements in the last year, and with releases continuing to improve user experience.

And our Smart Tickets solutions has been deployed across the Express Travel Group, enabling agents to utilise the best in market flight booking solution.



## **Freight – Entertainment Logistix**

Our Entertainment Logistix business continued to grow throughout the year and the Company now operates 130 vehicles and trailers specialising in Live Entertainment, Theatre, Television and Film Production and other related fields.

Gross revenue increased as a result of the return of major events and acts to Australia. Growth is expected to continue as Entertainment Logistix continues to develop and enhance its service offerings.

In FY23 we purchased a further 15% share of the business, which took Helloworld's holding to 85%.

## **September 2023 quarter**

Underlying EBITDA for the first quarter of FY24 (unaudited) was \$16.8 million compared with \$5.5 million in Q1 FY23.

Total Transaction Value for the September 2023 quarter (unaudited) was \$1.232 billion, up 120% on the prior corresponding period.

Total revenue for the quarter (unaudited) was \$53.6 million, up 67% on the prior corresponding period, while the revenue margin for the quarter was 4.2% and EBITDA to revenue was 31.3%.

## **Outlook for FY24**

On 28 August, we provided underlying EBITDA guidance of \$64-72 million for FY24, which includes contributions from our recent acquisitions. Helloworld reaffirms this guidance subject to no materially adverse impacts on our business.

We expect continued growth in travel volumes during FY24, with FY25 to return to at least FY19 level.

Demand for leisure travel is expected to continue based on current forward travel demands.

In Q4 FY24, we will be launching our new luxury offering, including an expanded Ultimate Journeys range and an exclusive range of premium hotels with tailored special offerings for our key networks.

Investment in technology, people and infrastructure remains a key area of focus.

## Thank you

Following the most challenging time in the travel industry, Helloworld has gone from strength to strength, delivering multiple profit upgrades and continuing to support our network members and customers. I would like to thank all of our shareholders for their continued support and can I also thank the Board of Helloworld Travel.

I want to thank our extraordinary Executive and Senior Management Teams and all of our staff at Helloworld Travel.

I would also like to thank the State and Territory Tourism offices, Tourism Australia and our many supplier partners for their continued support during this period.

Thank you, for your time today and I look forward to the year ahead and addressing you again at our AGM in a years' time.

Back to you Garry

**Andrew Burnes, AO**



helloworld  
TRAVEL LIMITED

ANNUAL GENERAL MEETING

2023

Registration: <https://meetnow.global/M926J6Q>



## Disclaimer

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This presentation contains forward-looking statements which can be identified by the use of words such as “may”, “should”, “will”, “expect”, “anticipate”, “believe”, “estimate”, “intend”, “scheduled” or “continue” or similar expressions. Any forward-looking statements contained in this presentation are subject to significant risks, uncertainties, assumptions, contingencies and other factors (many of which are outside the control of, and unknown to, Helloworld Travel Limited and its directors, employees, agents or associates), which may cause the actual results or performance to be materially different from any future result so performed, expressed or implied by such forward looking statements. There can be no assurance or guarantee that actual outcomes will not differ materially from these statements.

This document includes the presentation of results on a statutory basis as well as non-statutory information. All financial results are presented in AUD (unless otherwise stated) and rounded to millions (unless otherwise stated). Data used for calculating percentage movements has been rounded to thousands.

### Key non-statutory financial metrics

**Total Transaction Value (TTV)** does not represent revenue in accordance with Australian Accounting Standards and is not subject to audit. TTV represents the price at which travel products and services have been sold across the Group, as agent for various airlines and other service providers, plus revenue from other sources. The Group’s revenue is, therefore, derived from TTV. TTV does not represent the Group cash inflows as some transactions are settled directly between the customer and the supplier.

**Earnings Before Interest Expense, Taxation, Depreciation and Amortisation (EBITDA)** is a financial measure which is not prescribed by Australian Accounting Standards and is not subject to audit.

**Underlying EBITDA** represents EBITDA excluding significant items. Underlying EBITDA is a financial measure which is not prescribed by Australian Accounting Standards but is the measure used by the Chief Executive Officer (CEO) and the Board to assess the financial performance of the Group and segments and is not subject to audit.

A reconciliation of Underlying EBITDA to profit/(loss) before income tax is provided in Note 2.3: Segment Information of the Consolidated Financial Statements.

Unless otherwise stated, prior year comparatives are based on continuing operations and exclude the corporate travel management division which was divested on 31 March 2022.





## Mr Garry Hounsell Chairman

## Directors



**Garry Hounsell**  
Chairman



**Andrew Burnes AO**  
Chief Executive Officer &  
Managing Director



**Cinzia Burnes**  
Chief Operations Officer &  
Executive Director



**Rob Dalton**  
Non-Executive Director



**Hon. Martin Pakula**  
Non-Executive Director



**Leanne Coddington**  
Non-Executive Director







## Management in Attendance



**Mike Smith**  
Chief Financial Officer



**Sylvie Moser**  
Group Company Secretary



## Auditors in Attendance



Building a better  
working world

**Brett Croft**  
Partner Assurance

**Amy Burgin**  
Partner Assurance



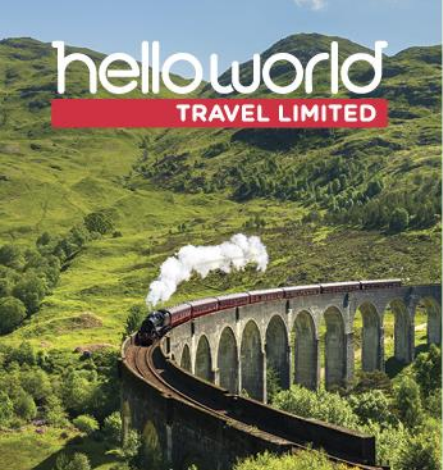


# Question and Voting Procedures



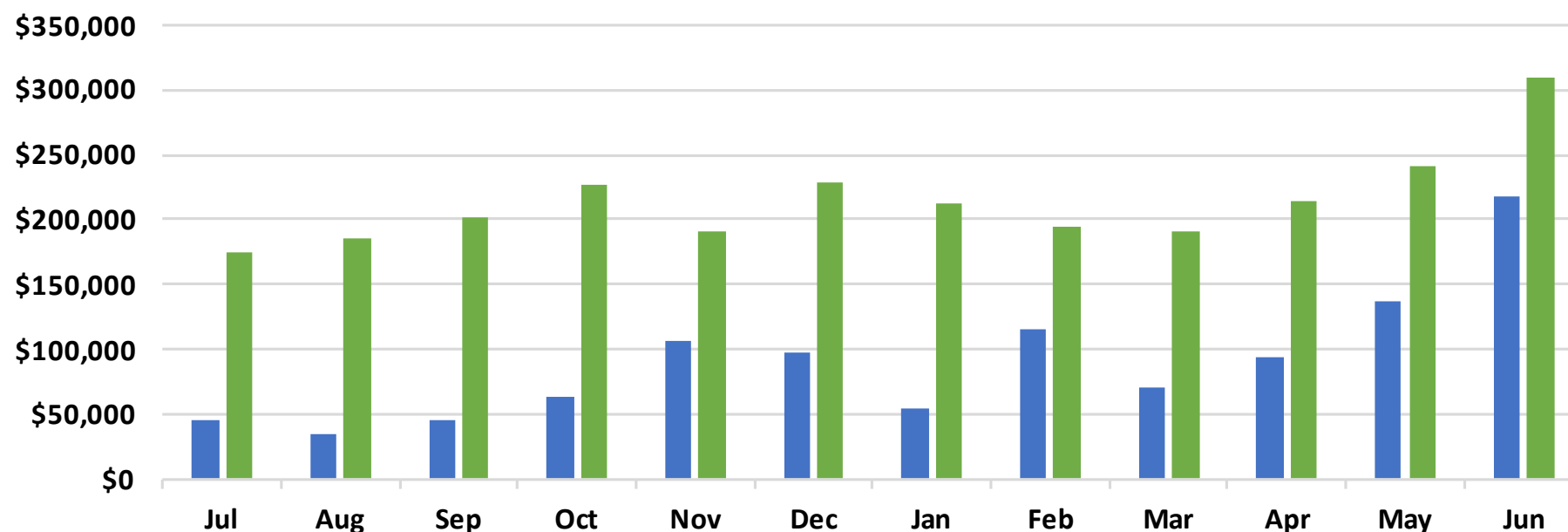


## Chairman's comments



## TTV increased 138% YoY to \$2,569 million

Total Transaction Value (TTV) for continuing operations (\$'000's)



■ FY22 ■ FY23



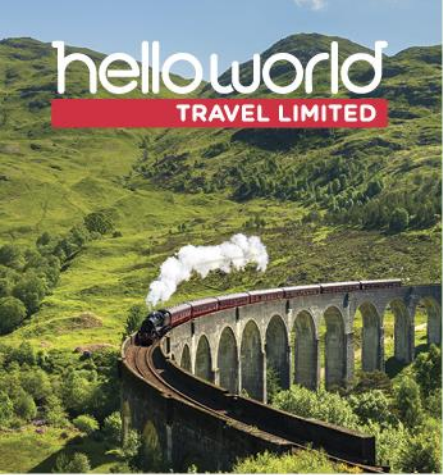
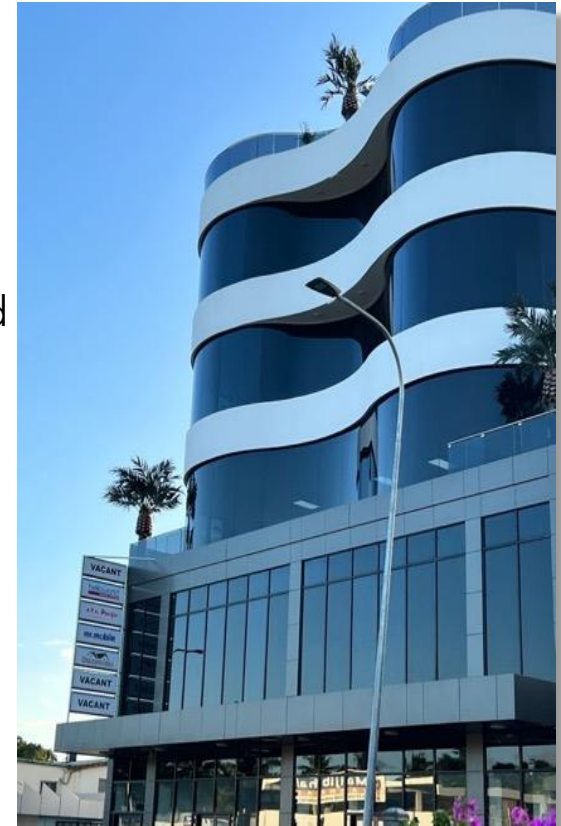




## Mr Andrew Burnes, AO CEO & Managing Director

## Strong demand for travel continues

- Strong demand from leisure travellers driven by the removal of border restrictions and increasing supply and capacity.
- Agent network members reported a very busy year and travellers understand the value of having a trusted advisor for their travel needs more than ever.
- To help grow consultant numbers for our agents, Helloworld launched the Helloworld Travel Academy in Australia in May 2022 and at the end of FY23 over 325 trainees had completed the course or are currently enrolled. The academy was launched in New Zealand in March 2023.
- Air Tickets TTV has reached 98% of FY19, despite the year starting with reduced capacity and several airlines yet to return to Australia.
- From a TTV perspective, lower ticketing volumes offset by higher ticket prices. Capacity continues to grow and prices expected to stabilise in FY24.
- Wholesale business demand to major destinations increased throughout FY23 with the opening of international borders and the resumption of cruising.



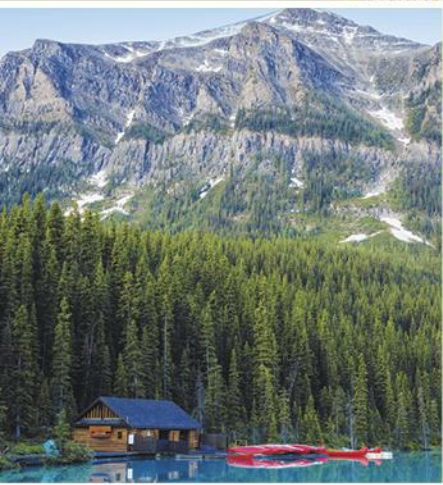


## Strong demand for travel continues

- Sales for our Inbound divisions in AU/NZ/FJ and for our wholesale partners around the world have also increased and are back at over 60% of 2019 levels.
- Helloworld's premium air sales have recovered faster than total air sales.
- Recovery in inbound passenger numbers has been slower than outbound, with the majority of inbound arrivals being for VFR rather than leisure.
- While inbound recovery has been strong from UK/Europe, inbound growth in leisure arrivals from North America and Asia (except India) has been slow.
- We expect the recovery in outbound wholesale and inbound will continue throughout the FY24 year ahead and expect FY25 to return to FY19 levels (assuming increased airline capacity).

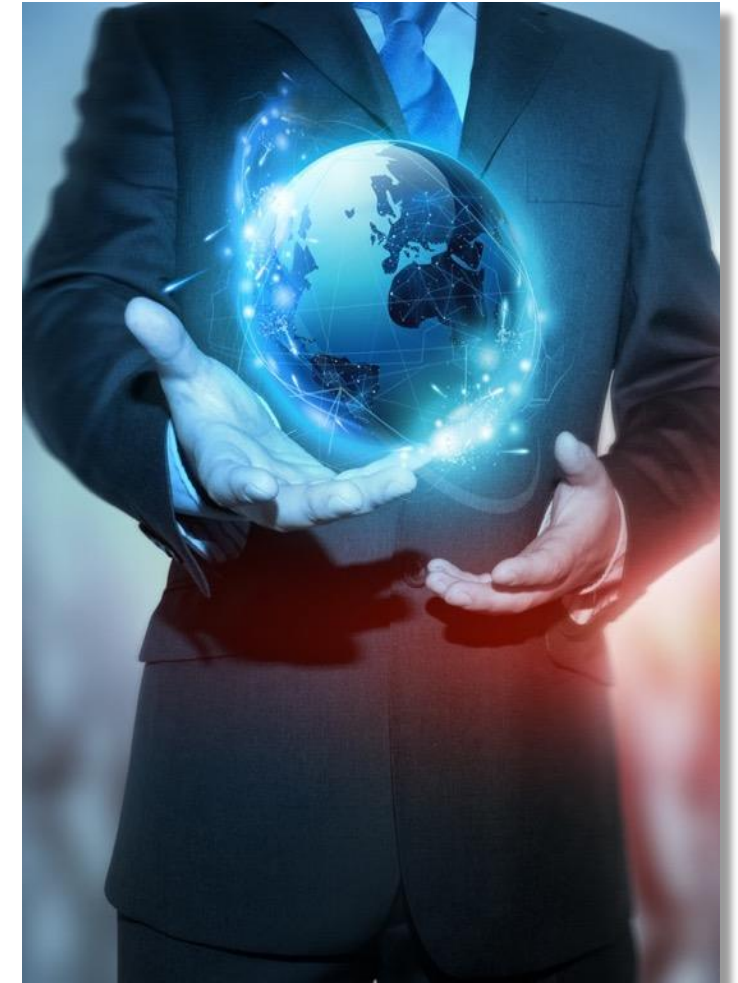






## Financial highlights from FY23

- Underlying EBITDA of \$44.1 million compared to a \$10.6 million underlying EBITDA loss in the prior year.
- Total Transaction Value (TTV) of \$2.57 billion (FY22: \$1.08 billion); an increase of \$1.49 billion or 138.5%.
- Total revenue increased to \$165.9 million (FY22: \$69.3 million); growth of \$96.6 million or 139.5%.
- Profit/(loss) after income tax from continuing operations of \$19.2 million (FY22: \$28.8 million loss).
- Continued investment in our proprietary IT systems - ResWorld, Mango, ReadyRooms and Smart Tickets.
- Earnings per share of 12.4 cents (FY22: 18.1 cents loss).
- Final dividend of 6 cents per share, fully franked (payment date: 22 September 2023).
- Strong liquidity position with significant cash reserves, shares in ASX listed Corporate Travel Management (ASX code: CTD), and no bank debt.





## Recent acquisitions

### Express Travel Group

- 100% stake acquired for \$70 million.
- Retail networks, wholesale operations and ticketing businesses in Australia and New Zealand.
- Ticketing technologies transitioned to Helloworld systems in July 2023.



### Australiareiser Group

- 34% stake in an Oslo based B2C travel business.
- Largest specialist travel wholesaler from Scandinavia to Australia, New Zealand and the South Pacific.
- Launch customer for Helloworld's mid-office system, ResWorld, in Europe.

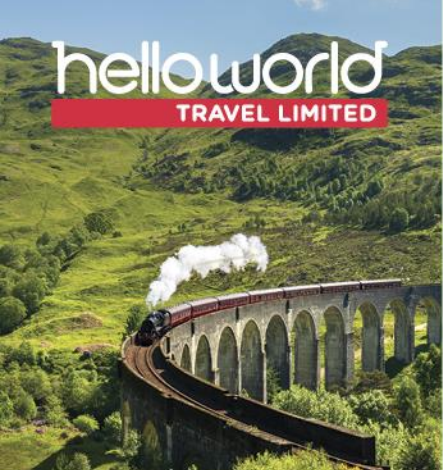


### Phil Hoffmann Travel (PHT)

- 40% stake in Adelaide based retail travel agency business.
- Operates in the retail leisure and corporate travel sectors in South Australia from nine locations with over 150 personnel.







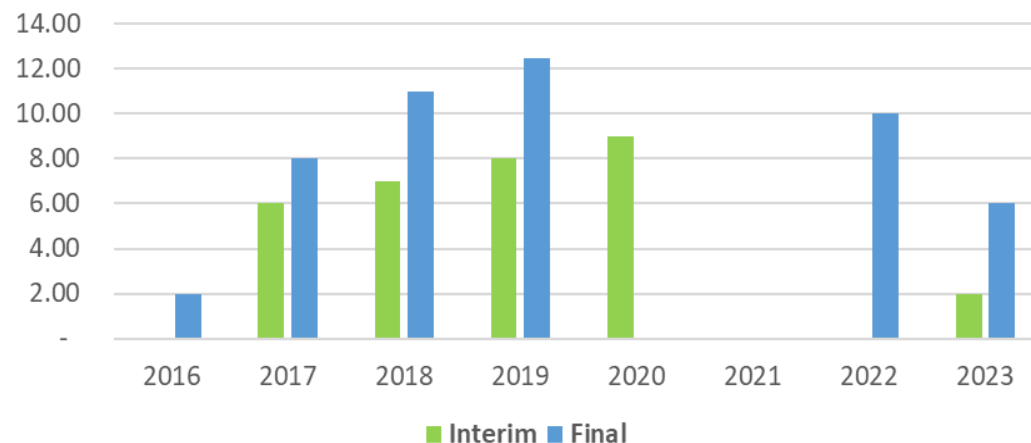
## Capital and Debt management

- When the pandemic struck, Helloworld had approximately \$100 million of external bank debt.
- Following the sale of HLO's Corporate Division in March, 2022 HLO emerged from the pandemic with no external bank debt.
- Three acquisitions in FY23 completed with the cash components covered from existing resources.
- CTM shares remain a significant asset.

## Dividend history

- A fully franked dividend of 6 cents per share was declared on 28 August, which was paid on 22 September 2023.
- Total dividends declared and paid out since September 2022 is 18 cents per share fully franked.

Dividend History (cents per share)



## Network members - The rise of the Trusted Advisor

Helloworld's agent and broker networks continue to positively respond to the growing travel demand and are a 'trusted advisor' to their clients



2,400+ (incl ETG) | 2,064 at 30 June 2022

- Agencies and brokers in Helloworld's networks have reported the demand for their services was extremely strong throughout the entire year and this is continuing into FY24.
- The onboarding of the Express Travel Group networks and members has grown Helloworld's existing networks and is expected to deliver stronger commercial outcomes for the Group and network members alike.
- Magellan Travel has recently released updated branding to deploy to all group member stores, enabling consumers to know they are working with a trusted brand.



## Delivering new technology solutions

- Throughout FY23 we continued to invest in our proprietary systems - our retail agency mid-office platform ('ResWorld'), our wholesale and inbound systems ('Mango' and 'Ready Rooms'), and our Air Tickets booking engine ('Smart Tickets').
- Now rolled out to over 680 retail consultants, our vision for ResWorld is to become the premier mid-office system for travel agents globally.
- The rollout of ResWorld Europe is expected in the coming year as testing continues with our launch partner, Australiareiser Group in Scandinavia.
- Ready Rooms, our global accommodation platform, is now fully deployed having undergone substantial enhancements in the last year, and with releases continuing to improve user experience.
- Smart Tickets has been deployed across the Express Travel Group, enabling agents to utilise the best in market flight booking solution.

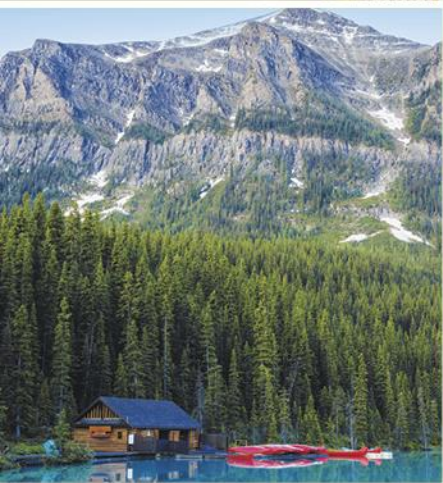


**RESWORLD**  
Powered by **helloworld**  
TRAVEL

**Mango**

**smart tickets**

**ReadyRooms**



## Freight – Entertainment Logistix

- Entertainment Logistix is Australia's largest provider of specialist transport and logistics services to the entertainment industry.
- Entertainment Logistix fleet has grown to 130 vehicles and trailers.
- Gross revenue increased as a result of the return of major events and acts to Australia.
- Growth is expected to continue as Entertainment Logistix continues to develop and enhance its service offerings.
- In FY23 we purchased a further 15% share of the business, which took Helloworld's holding to 85%.

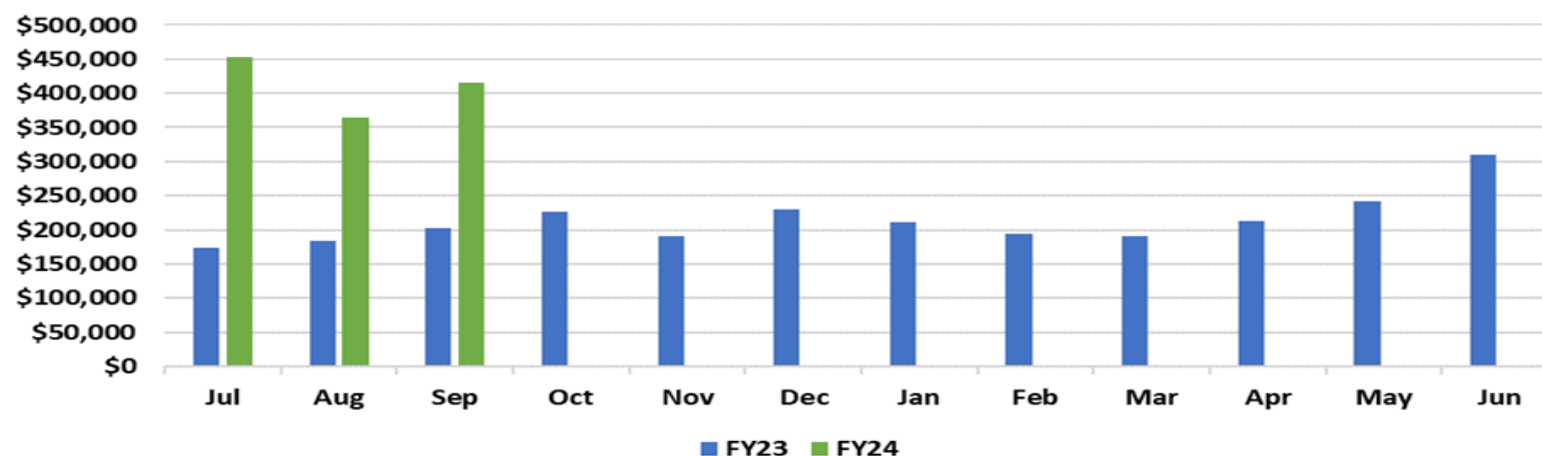




## September 2023 Quarter

- Underlying EBITDA for the quarter (unaudited) was \$16.8 million compared with \$5.5 million in Q1 FY23.
- TTV for the September 2023 quarter (unaudited) was \$1.232 billion, up 120% on the prior corresponding period.
- Total revenue for the quarter (unaudited) was \$53.6 million, up 67% on the prior corresponding period, while the revenue margin for the quarter was 4.2% and the EBITDA to revenue margin was 31.3%.

**Total Transaction Value (TTV) (\$'000's)**



## Outlook for FY24

- Underlying EBITDA guidance of \$64-\$72 million for FY24, which includes contributions from recent acquisitions. Helloworld reaffirms this guidance, subject to no materially adverse impacts on our business.
- We expect continued growth in travel volumes during FY24, with FY25 to return to at least FY19 levels.
- Demand for leisure travel is expected to continue based on current forward travel demands.
- In Q4 FY24 we will be launching our new luxury offering including an expanded Ultimate Journeys range and an exclusive range of premium hotels with tailored special offerings for our key networks.
- Investment in technology, people and infrastructure remains a key area of focus.







Thank you



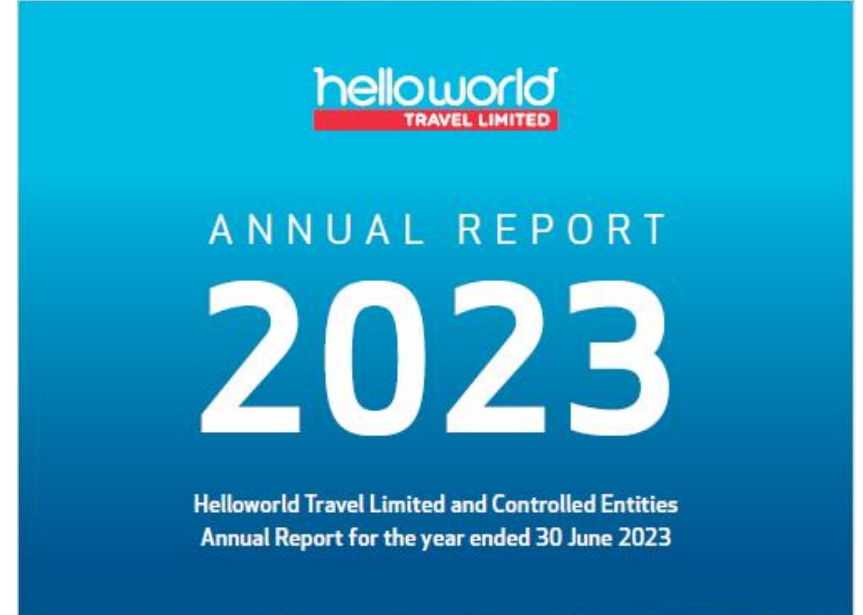


# Formal Business





## Discussion on FY23 Financial Statements and Reports





# Discussion on FY23 Financial Statements and Reports

## Questions



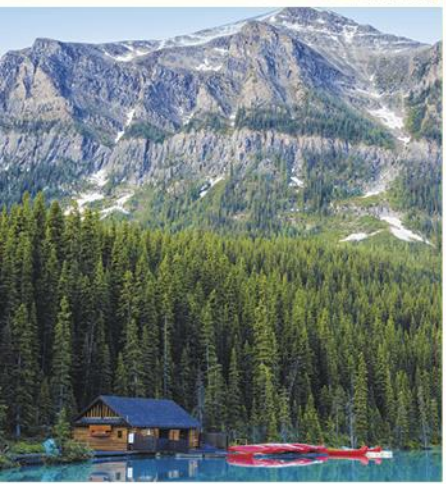


# Adoption of the Remuneration Report

## Resolution 1

"To consider and, if thought fit, approve the Remuneration Report, which forms part of the Directors' Report for the financial year ended 30 June 2023."





## Adoption of the Remuneration Report

## Questions





## Adoption of the Remuneration Report

Proxy Votes	Number	Percentage
For	55,784,521	99.13
Against	413,528	0.73
Open-Usable	76,278	0.13
Abstain	22,634	-
Excluded	41,135,722	-





# Re-Election of Director



# Re-Election of Director – Garry Hounsell

## Resolution 2

"That Garry Hounsell, who retires by rotation in accordance with the Company's Constitution and the ASX Listing Rules and, being eligible, is elected as a Director of HLO."







# Re-Election of Director – Garry Hounsell

## Questions

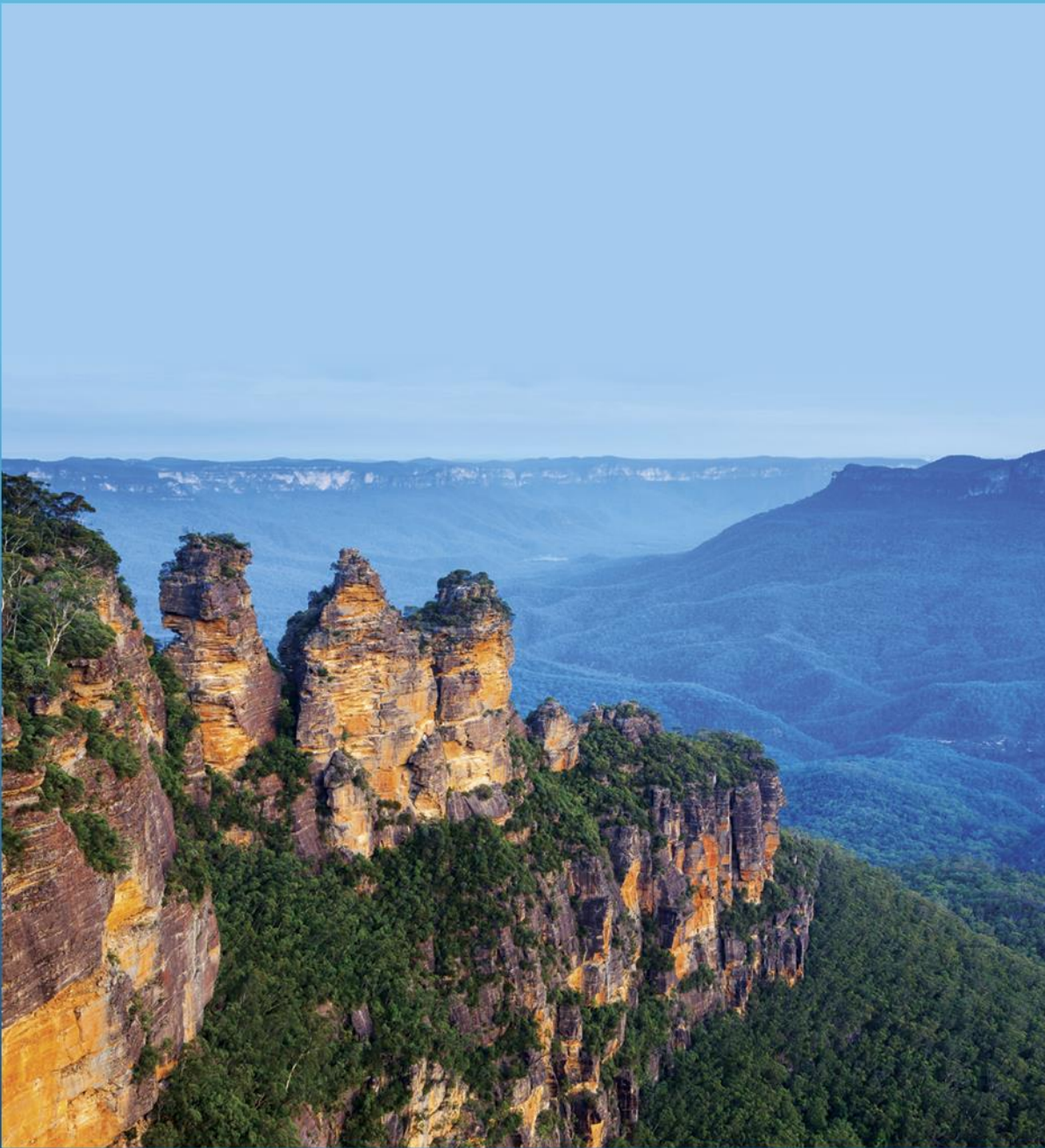






## Re-Election of Director – Garry Hounsell

Proxy Votes	Number	Percentage
For	97,167,869	99.83
Against	85,946	0.09
Open-Usable	77,150	0.08
Abstain	101,718	-
Excluded	-	-



# Election of Directors



# Election of Director – Hon. Martin Pakula

## Resolution 3.0

“That Martin Pakula, having been appointed as a Director of HLO since the last Annual General Meeting and who retires in accordance with the Company’s Constitution and the ASX Listing Rules and, being eligible, is elected as a Director of HLO.”







# Election of Director – Hon. Martin Pakula

## Questions





## Election of Director – Hon. Martin Pakula

Proxy Votes	Number	Percentage
For	97,144,052	99.80
Against	106,601	0.11
Open-Usable	78,878	0.09
Abstain	103,152	-
Excluded	-	-



# Election of Director – Leanne Coddington

## Resolution 3.1

“That Leanne Coddington, having been appointed as a Director of HLO since the last Annual General Meeting and who retires in accordance with the Company’s Constitution and the ASX Listing Rules and, being eligible, is elected as a Director of HLO.”







# Election of Director – Leanne Coddington

## Questions





# Election of Director – Leanne Coddington

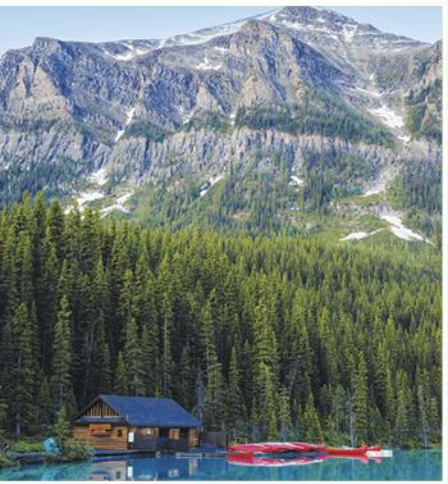
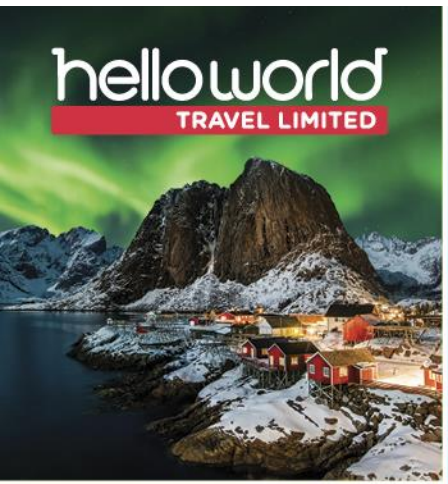
Proxy Votes	Number	Percentage
For	97,313,506	99.88
Against	34,115	0.04
Open-Usable	76,778	0.08
Abstain	8,284	-
Excluded	-	-



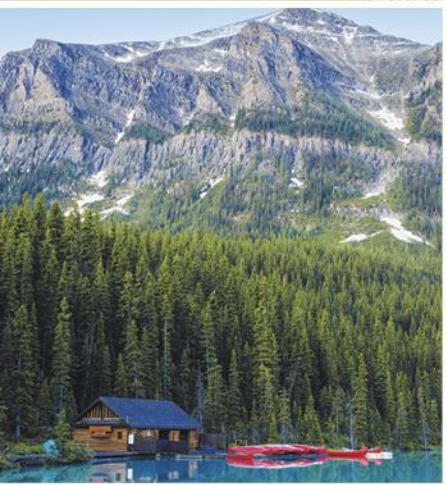


# Poll Procedure





## Closure of Poll Results of Poll Announced to ASX



## Closure of meeting

## Questions







Thank you