## Beamtree

27 September 2021

Dear Shareholder

#### **Annual General Meeting – Notice and Proxy Form**

Notice is hereby given that the Annual General Meeting (**AGM**) of Beamtree Holdings Limited (ASX: BMT) (**BMT** or **the Company**) will be held as a fully virtual meeting at 1:00pm (AEDT) on Thursday, 28 October 2021 (**Meeting**).

In accordance with ASIC Corporations (Extension of Time to Hold AGM) Instrument 2021/770 (dated 7 September 2021) and temporary relief measures approved by the federal government in Treasury Laws Amendment (2021 Measures No. 1) Act 2021 (Cth) the Company will not be dispatching physical copies of the Notice of Meeting (Notice) to shareholders.

The Notice of Meeting is being made available to shareholders electronically and can be viewed and downloaded online at the following link: <a href="https://beamtree.com.au/our-company/financial-results-and-information/#asx-releases">https://beamtree.com.au/our-company/financial-results-and-information/#asx-releases</a>. Alternatively, the Notice of Meeting will be posted on the Company's ASX market announcement page (ASX: BMT).

If you have nominated an email address and have elected to receive electronic communications from the Company, you will also receive an email to your nominated email address with a link to an electronic copy of the Notice of Meeting. If you wish to receive a hard copy of the Notice of Meeting, please contact the Company Secretary on <a href="mailto:believe-nominated">believe-nominated</a> email address with a link to an electronic copy of the Notice of Meeting. If you wish to receive a hard copy of the Notice of Meeting, please contact the Company Secretary on <a href="mailto:believe-nominated">believe-nominated</a> email address with a link to an electronic copy of the Notice of Meeting. If you wish to receive a

The Meeting will be accessible to all shareholders virtually via a live webinar, further details of which are set out below.

All resolutions will be decided on a poll. The poll will be conducted based on votes submitted by proxy and at the Meeting by shareholders who can vote in accordance with the instructions set out below.

#### Venue - Virtual Meeting

If you wish to virtually attend the AGM (which will be broadcast as a live webinar), please pre-register in advance for the virtual meeting here: <a href="https://us02web.zoom.us/webinar/register/WN">https://us02web.zoom.us/webinar/register/WN</a> dEiVzwUMRzK4DsljyteMug.

After registering, you will receive a confirmation containing information on how to attend the virtual meeting on the day of the AGM.

Shareholders will be able to vote and ask questions at the virtual meeting.

Shareholders are also encouraged to submit questions in advance of the Annual General Meeting to the Company. Questions must be submitted in writing to <a href="mailto:belinda.cleminson@automicgroup.com.au">belinda.cleminson@automicgroup.com.au</a> at least 48 hours before the AGM.

#### Voting virtually at the Meeting

Shareholders who wish to vote virtually on the day of the AGM will need to login to the Automic website (https://investor.automic.com.au/#/home) with their username and password.

Shareholders who do not have an account with Automic are strongly encouraged to register for an account as soon as possible and well in advance of the Meeting to avoid any delays on the day of the Meeting.

#### How do I create an account with Automic?

To create an account with Automic, please go to the Automic website (<a href="https://investor.automic.com.au/#/home">https://investor.automic.com.au/#/home</a>), click on 'register' and follow the steps. Shareholders will require their holder number (Securityholder Reference Number (SRN) or Holder Identification Number (HIN)) to create an account with Automic.

#### I have an account with Automic, what are the next steps?

Shareholders who have an existing account with Automic (Note: with a username and password) are advised to take the following steps to attend and vote virtually on the day of the AGM:

## Beamtree

- 1. Login to the Automic website (https://investor.automic.com.au/#/home) using your username and password.
- 2. (Registration on the day) If registration for the virtual meeting is open, click on 'Meeting open for registration' and follow the steps.
- 3. (Live voting on the day) If live voting for the virtual meeting is open, click on 'Meeting open for voting' and follow the steps.

#### **Voting by Proxy**

Shareholders who wish to participate the meeting virtually and wishing to vote on the day of the meeting can find further instructions on how to do so in the Notice of Meeting. Alternatively, shareholders are strongly encouraged to complete and submit their vote by proxy by using one of the following methods:

Online	Lodge the Proxy Form online at <a href="https://investor.automic.com.au/#/loginsah">https://investor.automic.com.au/#/loginsah</a> by following the instructions:
	Login to the Automic website using the holding details as shown on the Proxy Form. Click on 'View Meetings'
	- 'Vote'. To use the online lodgement facility, Shareholders will need their holder number (Securityholder
	Reference Number (SRN) or Holder Identification Number (HIN)) as shown on the front of the Proxy Form.
	For further information on the online proxy lodgment process please see the Online Proxy Lodgment Guide
	at https://www.automicgroup.com.au/virtual-agms/
By Post	Automic, GPO Box 5193, Sydney NSW 2001
By hand	Automic, Level 5, 126 Phillip Street, Sydney NSW 2000

Your Proxy Form must be received not later than 48 hours before the commencement of the Meeting. **Proxy Forms received later** than this time will be invalid.

Given the uncertainty surrounding the COVID-19 pandemic, by the time this Notice is received by shareholders, circumstances may have changed but this Notice is given based on circumstances as at the date of this release.

Accordingly, should circumstances change, the Company will make an announcement on the ASX market announcements platform and on the Company's website at <a href="https://beamtree.com.au/our-company/financial-results-and-information/#asx-releases">https://beamtree.com.au/our-company/financial-results-and-information/#asx-releases</a>.

Shareholders are urged to monitor the ASX announcements platform and the Company's website.

#### **Enquiries**

Shareholders are encouraged to contact the Company Secretary, Belinda Cleminson on +61 2 8072 1400 if they have any queries in respect of the special arrangements applying to this Meeting.

Yours faithfully

Belinda Cleminson Company Secretary **Beamtree Holdings Limited** 

Level 1, 16 Eveleigh Street Redfern NSW 2016

https://beamtree.com.au/

ACN: 627 071 121



# Beamtree Holdings Limited

## **Notice of 2021 Annual General Meeting**

Explanatory Statement | Proxy Form

Thursday, 28 October 2021 1:00 PM AFDT

Conducted as a virtual meeting

This Notice of Meeting should be read in its entirety. If Shareholders are in doubt as to how they should vote, they should seek advice from their professional advisers prior to voting.

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# Important Information for Shareholders about the Company's 2021 Annual General Meeting

Given the uncertainty surrounding the COVID-19 pandemic, by the time this Notice is received by Shareholders, circumstances may have changed, however, this Notice is given based on circumstances as at 22 September 2021.

Accordingly, should circumstances change, the Company will make an announcement on the ASX market announcements platform and on the Company's website at <a href="https://beamtree.com.au/ourcompany/financial-results-and-information/">https://beamtree.com.au/ourcompany/financial-results-and-information/</a>. Shareholders are urged to monitor the ASX announcements platform and the Company's website.

Given the significant health concerns attributed to the COVID-19 pandemic, in addition to guidelines and restrictions issued by Australian state and federal governments, the Company considers that it is appropriate to hold the 2021 AGM as a virtual meeting, in a manner that is consistent with ASIC Corporations (Extension of Time to Hold AGM) Instrument 2021/770 (dated 7 September 2021) and temporary relief measures approved by the federal government in Treasury Laws Amendment (2021 Measures No. 1) Act 2021 (Cth).

## Venue and Voting Information

The Annual General Meeting of the Shareholders to which this Notice of Meeting relates will be held at 1:00pm AEDT on Thursday, 28 October 2021as a **virtual meeting**.

If you are a shareholder and you wish to virtually attend the AGM (which will be broadcast as a live webinar), please <u>pre-register</u> in advance for the virtual meeting here: https://us02web.zoom.us/webinar/register/WN\_dEiVzwUMRzK4DsIjyteMug

After registering, you will receive a confirmation containing information on how to attend the virtual meeting on the day of the AGM.

Shareholders will be able to vote and ask questions at the virtual meeting.

Shareholders are also encouraged to submit questions in advance of the Meeting to the Company.

Questions must be submitted in writing to Belinda Cleminson, Company Secretary at Belinda.cleminson@automicgroup.com.au at least 48 hours before the AGM.

The Company will also provide Shareholders with the opportunity to ask questions during the Meeting in respect to the formal items of business as well as general questions in respect to the Company and its business.

## Your vote is important

The business of the Annual General Meeting affects your shareholding and your vote is important.

## Voting virtually at the Meeting

Shareholders who wish to vote virtually on the day of the AGM will need to login to the Automic website (<a href="https://investor.automic.com.au/#/home">https://investor.automic.com.au/#/home</a>) with their username and password.

Shareholders who do not have an account with Automic are strongly encouraged to register for an account **as soon as possible and well in advance of the Meeting** to avoid any delays on the day of the Meeting.

#### How do I create an account with Automic?

To create an account with Automic, please go to the Automic website

(<a href="https://investor.automic.com.au/#/home">https://investor.automic.com.au/#/home</a>), click on 'register' and follow the steps. Shareholders will require their holder number (Securityholder Reference Number (SRN) or Holder Identification Number (HIN)) to create an account with Automic.

#### I have an account with Automic, what are the next steps?

Shareholders who have an existing account with Automic (Note: with a *username* and *password*) are advised to take the following steps to attend and vote virtually on the day of the AGM:

- 1. Login to the Automic website (<a href="https://investor.automic.com.au/#/home">https://investor.automic.com.au/#/home</a>) using your username and password.
- 2. **(Registration on the day)** If registration for the virtual meeting is open, click on 'Meeting open for registration' and follow the steps.
- 3. (**Live voting on the day**) If live voting for the virtual meeting is open, click on 'Meeting open for voting' and follow the steps.

## Voting by proxy

To vote by proxy, please use one of the following methods:

Online	Lodge the Proxy Form online at <a href="https://investor.automic.com.au/#/loginsah">https://investor.automic.com.au/#/loginsah</a> by following the instructions: Login to the Automic website using the holding details as shown on the Proxy Form. Click on 'View Meetings' – 'Vote'. To use the online lodgement facility, Shareholders will need their holder number (Securityholder Reference Number (SRN) or Holder Identification Number (HIN)) as shown on the front of the Proxy Form.
By post	Automic, GPO Box 5193, Sydney NSW 2001
By hand	Automic, Level 5, 126 Phillip Street, Sydney NSW 2000

Your Proxy instruction must be received not later than 48 hours before the commencement of the Meeting. **Proxy Forms received later than this time will be invalid.** 

## Power of Attorney

If the proxy form is signed under a power of attorney on behalf of a shareholder, then the attorney must make sure that either the original power of attorney or a certified copy is sent with the proxy form, unless the power of attorney has already provided it to the Share Registry.

## **Corporate Representatives**

If a representative of a corporate shareholder or a corporate proxy will be attending the Meeting, the representative should provide the Share Registry with adequate evidence of their appointment, unless this has previously been provided to the Share Registry.

## Notice of Annual General Meeting

Notice is hereby given that an Annual General Meeting of Shareholders of Beamtree Holdings Limited ACN 627 071 121 will be held at 1:00pm AEDT on Thursday, 28 October 2021 as a virtual meeting (Meeting).

The Explanatory Statement to this Notice of Meeting provides additional information on matters to be considered at the Annual General Meeting. The Explanatory Statement and the Proxy Form forms part of this Notice of Meeting.

The Directors have determined pursuant to Regulation 7.11.37 of the *Corporations Regulations 2001* (Cth) that the persons eligible to vote at the Annual General Meeting are those who are registered Shareholders at 7:00 PM AEDT on Tuesday, 26 October 2021.

Terms and abbreviations used in this Notice of Meeting and Explanatory Statement are defined in the Glossary.

## Agenda

## **Ordinary business**

## Financial statements and reports

"To receive and to consider the Annual Financial Report of the Company for the financial year ended 30 June 2021 together with the declaration of the Directors, the Directors' Report, the Remuneration Report and the Auditor's Report for that financial year."

**Note**: This item of ordinary business is **for discussion only and is not a resolution**.

Pursuant to the Corporations Act, Shareholders will be given a reasonable opportunity at the Meeting to ask questions about, or make comments in relation to, each of the aforementioned reports during consideration of these items.

## Resolutions

## **Remuneration Report**

## 1. **Resolution 1** – Adoption of Remuneration Report

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

"That, for the purpose of Section 250R(2) of the Corporations Act and for all other purposes, approval is given for the adoption of the Remuneration Report as contained in the Company's Annual Financial Report for the financial year ended 30 June 2021."

**Note**: The vote on this Resolution is advisory only and does not bind the Directors or the Company.

**Voting Exclusion Statement**: In accordance with the Corporations Act, the Company will disregard any votes cast on Resolution 1 by or on behalf of a member of the Company's key management personnel (including the Directors), whose remuneration details are included in the Remuneration Report (**KMP**), or any of that person's Closely Related Parties (such as close family members and any controlled companies of those persons) (collectively referred to as Restricted Voter). However, the Company need not disregard a vote if:

- (a) it is cast by a person as a proxy appointed in writing that specifies how the proxy is to vote on Resolution 1; and
- (b) it is not cast on behalf of a Restricted Voter.

If you appoint the person chairing the Meeting (**Chair**) and you are not a Restricted Voter, by submitting the Proxy Form you authorise the person chairing the Meeting to exercise the proxy even though Resolution 1 is connected directly or indirectly with the remuneration of a KMP, and you will be taken to have directed the Chair to vote in accordance with his or her stated intention to vote in favour of Resolution 1. If you do not want your vote exercised in favour of Resolution 1, you should direct the person chairing the Meeting to vote "against", or to abstain from voting on, this Resolution.

### **Re-election of Directors**

## 2. **Resolution 2** – Re-election of Andrew Gray as Director

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

"That Andrew Gray, a Director who retires by rotation in accordance with the Company's Constitution and ASX Listing Rule 14.5, and being eligible offers himself for re-election as a Director of the Company, effective immediately."

#### 3. **Resolution 3** – Re-election of Michael Hill as Director

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

"That Michael Hill, a Director who retires by rotation in accordance with the Company's Constitution and ASX Listing Rule 14.5, and being eligible offers himself for re-election as a Director of the Company, effective immediately."

## **ASX Listing Rule 7.1A (Additional 10% Capacity)**

## Resolution 4 – ASX Listing Rule 7.1A Approval of Future Issue of Securities

To consider and, if thought fit, to pass the following resolution as a **Special Resolution**:

"That, for the purposes of ASX Listing Rule 7.1A and for all other purposes, the Shareholders approve the issue of equity securities up to 10% of the issued capital of the Company (at the time of issue) calculated in accordance with the formula prescribed in ASX Listing Rule 7.1A.2 and otherwise on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting."

**Voting Exclusion Statement**: The Company will disregard any votes cast in favour of Resolution 4 by or on behalf of:

- a person who is expected to participate in, or who will obtain a material benefit as a result of, the proposed issue (except a benefit solely by reason of being a holder of ordinary securities in the Company); or
- (b) an Associate of that person or those election persons.

However, this does not apply to a vote cast in favour of Resolution 4 by:

- (i) a person as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with directions given to the proxy or attorney to vote on the Resolution in that way; or
- (ii) the Chair of the Meeting as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with a direction given to the Chair to vote on the Resolution as the Chair decides; or
- (iii) a holder acting solely in a nominee, trustee, custodial or other fiduciary capacity on behalf of a beneficiary provided the following conditions are met:
  - the beneficiary provides written confirmation to the holder that the beneficiary is not excluded from voting, and is not an associate of a person excluded from voting, on the Resolution; and
  - the holder votes on the Resolution in accordance with directions given by the beneficiary to the holder to vote in that way.

## **Ratification of Prior Issue of fully paid ordinary shares**

# 5. **Resolution 5** – Ratification of Prior Issue of 1,625,000 fully paid ordinary shares

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

"That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, the Shareholders ratify the allotment and prior issue of 1,625,000 fully paid ordinary shares issued on 26 August 2021 and otherwise on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting."

**Voting Exclusion Statement**: The Company will disregard any votes cast in favour of Resolution 5 by or on behalf of:

- (a) a person who participated in the issue or is a counterparty to the agreement being approved; or
- (b) an Associate of that person or those persons.

However, this does not apply to a vote cast in favour of Resolution 5 by:

- (i) a person as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with directions given to the proxy or attorney to vote on the Resolution in that way; or
- (ii) the Chair of the Meeting as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with a direction given to the Chair to vote on the Resolution as the Chair decides; or
- (iii) a holder acting solely in a nominee, trustee, custodial or other fiduciary capacity on behalf of a beneficiary provided the following conditions are met:
  - the beneficiary provides written confirmation to the holder that the beneficiary is not excluded from voting, and is not an associate of a person excluded from voting, on the Resolution; and
  - the holder votes on the Resolution in accordance with directions given by the beneficiary to the holder to vote in that way.

# 6. **Resolution 6** – Ratification of Prior Issue of 12,700,000 fully paid ordinary shares

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

"That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, the Shareholders ratify the allotment and prior issue of 12,700,000 fully paid ordinary shares issued on or around 30 September 2021 and otherwise on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting."

**Voting Exclusion Statement**: The Company will disregard any votes cast in favour of Resolution 6 by or on behalf of:

- (a) a person who participated in the issue or is a counterparty to the agreement being approved; or
- (b) an Associate of that person or those persons.

However, this does not apply to a vote cast in favour of Resolution 5 by:

- (i) a person as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with directions given to the proxy or attorney to vote on the Resolution in that way; or
- (ii) the Chair of the Meeting as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with a direction given to the Chair to vote on the Resolution as the Chair decides; or
- (iii) a holder acting solely in a nominee, trustee, custodial or other fiduciary capacity on behalf of a beneficiary provided the following conditions are met:
  - the beneficiary provides written confirmation to the holder that the beneficiary is not excluded from voting, and is not an associate of a person excluded from voting, on the Resolution; and
  - the holder votes on the Resolution in accordance with directions given by the beneficiary to the holder to vote in that way.

## **Ratification of Prior Issue of performance shares**

7. **Resolution 7** – Ratification of Prior Issue of 6,000,000 performance shares

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

"That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, the Shareholders ratify the allotment and prior issue of 6,000,000 performance shares issued on or around 30 September 2021 and otherwise on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting."

**Voting Exclusion Statement**: The Company will disregard any votes cast in favour of Resolution 7 by or on behalf of:

- (a) a person who participated in the issue or is a counterparty to the agreement being approved; or
- (b) an Associate of that person or those persons.

However, this does not apply to a vote cast in favour of Resolution 7 by:

- (i) a person as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with directions given to the proxy or attorney to vote on the Resolution in that way; or
- (ii) the Chair of the Meeting as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with a direction given to the Chair to vote on the Resolution as the Chair decides; or
- (iii) a holder acting solely in a nominee, trustee, custodial or other fiduciary capacity on behalf of a beneficiary provided the following conditions are met:
  - the beneficiary provides written confirmation to the holder that the beneficiary is not excluded from voting, and is not an associate of a person excluded from voting, on the Resolution; and
  - the holder votes on the Resolution in accordance with directions given by the beneficiary to the holder to vote in that way.

### Issue of deferred shares

## 8. **Resolution 8** – Approval of Issue of 11,300,000 deferred shares

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

"That, for the purposes of ASX Listing Rule 7.1 and for all other purposes, the Shareholders of the Company approve the issue and allotment of 11,300,000 deferred shares to the owners of Potential(x), and otherwise on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting."

**Voting Exclusion Statement**: The Company will disregard any votes cast in favour of Resolution 8 by or on behalf of:

- (a) a person who is expected to participate in, or who will obtain a material benefit as a result of, the proposed issue (except a benefit solely by reason of being a holder of ordinary securities in the Company); or
- (b) an Associate of that person or those persons.

However, this does not apply to a vote cast in favour of Resolution 8 by:

- (i) a person as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with directions given to the proxy or attorney to vote on the Resolution in that way; or
- (ii) the Chair of the Meeting as proxy or attorney for a person who is entitled to vote on the Resolution, in accordance with a direction given to the Chair to vote on the Resolution as the Chair decides; or
- (iii) a holder acting solely in a nominee, trustee, custodial or other fiduciary capacity on behalf of a beneficiary provided the following conditions are met:
  - the beneficiary provides written confirmation to the holder that the beneficiary is not excluded from voting, and is not an associate of a person excluded from voting, on the Resolution; and
  - the holder votes on the Resolution in accordance with directions given by the beneficiary to the holder to vote in that way.

#### BY ORDER OF THE BOARD

Belinda Cleminson Company Secretary

## **Explanatory Statement**

This Explanatory Statement has been prepared for the information of the Shareholders in connection with the business to be conducted at the Annual General Meeting to be held at 1:00 pm AEDT on Thursday, 28 October 2021 as a virtual meeting.

The purpose of this Explanatory Statement is to provide information which the Directors believe to be material to Shareholders in deciding whether or not to pass the Resolutions in the Notice of Meeting.

If you are in any doubt about what to do in relation to the Resolutions contemplated in the Notice of Meeting and this Explanatory Statement, it is recommended that you seek advice from an accountant, solicitor or other professional advisor.

Full details of the business to be considered at the Annual General Meeting are set out below.

## Agenda

## **Ordinary business**

## Financial statements and reports

In accordance with the Constitution and the Corporations Act, the business of the Annual General Meeting will include receipt and consideration of the Annual Financial Report of the Company for the financial year ended 30 June 2021 together with the declaration of the Directors, the Director's Report, the Remuneration Report and the Auditor's Report.

In accordance with the amendments to the Corporations Act, the Company is no longer required to provide a hard copy of the Company's Annual Financial Report to Shareholders unless a Shareholder has specifically elected to receive a printed copy.

Whilst the Company will not provide a hard copy of the Company's Annual Financial Report unless specifically requested to do so, Shareholders may view the Company Annual Financial Report on its website at <a href="https://beamtree.com.au/our-company/financial-results-and-information/">https://beamtree.com.au/our-company/financial-results-and-information/</a>.

No resolution is required for this item, but Shareholders will be given the opportunity to ask questions and to make comments on the management and performance of the Company.

The Company's auditor will be present at the Meeting. During the discussion of this item, the auditor will be available to answer questions on the:

- Conduct of the audit;
- Preparation and content of the Auditor's Report;
- Accounting policies adopted by the Company in relation to the preparation of the financial statements; and
- Independence of the auditor in relation to the conduct of the audit.

#### Written questions of the auditor

If you would like to submit a written question about the content of the Auditor's Report or the conduct of the audit of the Annual Financial Report of the Company's auditor, please send your questions to the Company Secretary. A list of qualifying questions will be made available at the Meeting.

Please note that all written questions must be received at least five business days before the Meeting, which is by Thursday, 21 October 2021.

## Resolutions

## **Remuneration Report**

## **Resolution 1** – Adoption of Remuneration Report

In accordance with section 250R(2) of the Corporations Act, the Company is required to present to its Shareholders the Remuneration Report as disclosed in the Company's Annual Financial Report.

The vote on the Resolution is advisory only and does not bind the Directors or the Company. The Remuneration Report is set out in the Company's Annual Financial Report and is also available on the Company's website at <a href="https://beamtree.com.au/our-company/financial-results-and-information/">https://beamtree.com.au/our-company/financial-results-and-information/</a>.

However, if at least 25% of the votes cast are against the adoption of the Remuneration Report at the Meeting (subject of this Notice of Meeting), and then again at the 2022 Annual General Meeting (2022 AGM), the Company will be required to put to the vote a resolution (Spill Resolution) at the 2022 AGM to approve the calling of a further meeting (Spill Meeting). If more than 50% of Shareholders vote in favour of the Spill Resolution, the Company must convene the Spill Meeting within 90 days of the 2022 AGM. All of the Directors who were in office when the 2022 Directors' Report was approved, other than the Managing Director, will (if desired) need to stand for reelection at the Spill Meeting.

The Remuneration Report explains the Board's policies in relation to the nature and level of remuneration paid to KMPs (including Directors) and sets out remuneration details, service agreements and the details of any share-based compensation.

#### Voting

Note that a voting exclusion applies to Resolution 1 in the terms set out in the Notice of Meeting. In particular, the Directors and other Restricted Voters must not vote on this Resolution and must not cast a vote as proxy, unless the appointment gives a direction on how to vote, or the proxy is given to the Chair and you submit the Proxy Form, authorising the Chair to exercise the proxy even though Resolution 1 is connected directly or indirectly with the remuneration of a KMP and that in doing so you will be taken to have directed the Chair to vote in accordance with the Chair's stated intention to vote in favour of Resolution 1.

Shareholders are urged to read carefully the Proxy Form and to provide a direction to the proxy on how to vote on this Resolution.

## **Re-election of Directors**

Clause 13.2 of the Company's Constitution requires that at the Company's Annual General Meeting in every year, one third of the Directors for the time being, or, if their number is not a multiple of three, then the number nearest to one-third (rounded upwards in case of doubt) shall retire from office, provided always that no Director except a Managing Director shall hold office for a period in excess of three years, or until the third annual general meeting following his or her appointment, whichever is the longer, without submitting himself for re-election.

The Directors to retire at an annual general meeting are those who have been longest in office since their last election, but as between persons who became Directors on the same day, those to retire shall (unless otherwise agreed among themselves) be determined by drawing lots. A retiring Director is eligible for re-election.

ASX Listing Rule 14.5 also provides that an entity which has Directors must hold an election of Directors at each Annual General Meeting.

## **Resolution 2** – Re-election of Andrew Gray as Director

Andrew Gray was appointed a Director of the Company on 31 May 2019 and was last elected as a Director on 20 November 2019.

Under this Resolution, Mr Gray has elected to retire by rotation, and being eligible, seeks reelection as a Director of the Company at this AGM.

Mr Gray is the Managing Director of Potentia, a technology-focused private-equity investment firm. Before founding Potentia, Andrew was a Managing Director at Archer Capital, an Australian based private equity firm with more than \$3 billion in capital under management. While at Archer Capital, Andrew led the firm's largest investment into software business MYOB (its largest ever return to investors). Before joining Archer Capital, Andrew was a partner with Francisco Partners, a technology-focused global private equity firm with over US\$10 billion in capital under management. Andrew serves as Executive Chairman of Ascender HCM, a leading payroll software provider and is a Director of PCEftpos, a provider of payments integration software. Andrew has a Degree in Aeronautical Engineering with First Class Honours from the University of Sydney and an MBA from The Harvard Business School.

#### **Directors' recommendation**

The Directors (excluding Andrew Gray) recommend that Shareholders vote for this Resolution.

#### **Resolution 2** – Re-election of Michael Hill as Director

Michael Hill was appointed a Director of the Company on 26 June 2018 and was last re-elected as a Director on 20 November 2019.

Under this Resolution, Mr Hill has elected to retire by rotation, and being eligible, seeks re-election as a Director of the Company at this AGM.

Mr Hill has more than 20 years' experience working on corporate and private equity transactions in Australia and the UK. Michael is a former Partner of Ernst & Young in the M&A advisory team and has also worked as a principal investor with Ironbridge Capital from 2004 to 2014. At Ironbridge Capital he was involved with the Ironbridge Healthcare investments in Affinity Hospitals, a network of 54 private hospitals later sold to Ramsay Healthcare and Healthscope, and the roll-up investment in a number of IVF businesses to create Monash IVF Limited. Michael is a founder of Bombora Investment Management, an investment and advisory group based in Sydney.

Michael is a member of the Institute of Chartered Accountants in Australia.

#### **Directors' recommendation**

The Directors (excluding Michael Hill) recommend that Shareholders vote for this Resolution.

## **ASX Listing Rule 7.1A**

# **Resolution 4** – ASX Listing Rule 7.1A Approval of Future Issue of Securities

Broadly speaking, and subject to a number of exceptions, Listing Rule 7.1 limits the amount of equity securities that a listed company can issue without the approval of its shareholders over any 12 month period to 15% of the fully paid ordinary securities it had on issue at the start of that period.

Under Listing Rule 7.1A, however, an eligible entity can seek approval from its members, by way of a special resolution passed at its Annual General Meeting, to add an additional 10% capacity.

An eligible entity for the purposes of Listing Rule 7.1A is an entity that is not included in the S&P/ASX 300 Index and has a market capitalisation less than the amount prescribed by ASX (currently \$300 million).

As of 9 September 2021, the Company has a market capitalisation of approximately \$134.6 million and therefore is an eligible entity. If at the time of the Meeting the Company is no longer an eligible entity this Resolution will be withdrawn.

This Resolution seeks Shareholder approval by way of a special resolution for the Company to have the additional 10% capacity provided for in Listing Rule 7.1A to issue equity securities without Shareholder approval.

If this Resolution is passed, the Company will be able to issue equity securities up to the combined 25% limit in Listing Rules 7.1 and 7.1A without any further Shareholder approval.

If this Resolution is not passed, the Company will not be able to access the additional 10% capacity to issue equity securities without Shareholder approval provided for in Listing Rule 7.1A and will remain subject to the 15% limit on issuing equity securities without Shareholder approval set out in Listing Rule 7.1.

#### Information Required by ASX Listing Rule 7.3A

The following information is provided to Shareholder for the purposes of Listing Rule 7.3A.

#### Period for which the approval will be valid

An approval under this Listing Rule 7.1A commences on the date of the Annual General Meeting at which the approval is obtained and expires on the first to occur of the following:

- (a) the date which is 12 months after the date of the Annual General Meeting at which the approval is obtained;
- (b) the time and date of the entity's next Annual General Meeting; and
- (c) the time and date on which Shareholders approve a transaction under Listing Rule 11.1.2 (a significant change to the nature or scale of activities) or 11.2 (disposal of main undertaking).

#### Minimum price at which the equity securities may be issued under Listing Rule 7.1A

Any equity securities issued under Listing Rule 7.1A.2 must be an existing quoted class of the Company's equity securities and issued for cash consideration.

The issue price per equity security must not be less than 75% of the volume weighted average market price of the equity securities in that class, calculated over 15 trading days on which trades in that class were recorded immediately before:

- (a) the date on which the price at the equity securities are to be issued is agreed by the Company and the recipient of the equity securities; and
- (b) if the equity securities are not issued within 10 trading days of the date in paragraph (a), the date on which the equity securities are issued.

# <u>Purposes for which the funds raised by an issue of equity securities under Listing Rule 7.1A may</u> be used

As noted above, any equity securities issued under Listing Rule 7.1A.2 must be issued for cash consideration. Accordingly, every issue of equity securities under Listing Rule 7.1A.2 will have an accompanying proposed use of funds at the time of issue.

As at the date of this Notice, the Company has not formed an intention to offer any equity securities under Listing Rule 7.1A during the Listing Rule 7.1A mandate period, if Shareholders approve this Resolution. However, if Shareholders approved this Resolution and the Company did raise funds from the issue of equity securities under Listing Rule 7.1A, based on the Company's existing plans, the Company considers that the funds may be used for strategic growth of the Company.

#### Risk of economic and voting dilution to existing ordinary Securityholders

If this Resolution is approved, and the Company issues equity securities under Listing Rule 7.1A, the existing Shareholders' economic and voting power in the Company will be diluted.

#### There is a risk that:

- (a) the market price for the Company's equity securities in that class may be significantly lower on the issue date than on the date of the approval under Listing Rule 7.1A; and
- (b) the equity securities may be issued at a price that is at a discount (as described above) to the market price for the Company's equity securities on the issue date;

which may have an effect on the amount of funds raised by the issue of equity securities under Listing Rule 7.1A.

The table below shows the potential dilution of existing Securityholders on the basis of 3 different assumed issue prices and values for the variable "A" in the formula in rule 7.1A.2:

		Potential Dilution and Funds Raised										
		\$0.29	\$0.58	\$1.17								
Variable "A" ASX Listing	Rule 7.1A.2	50% decrease in	issue prices <sup>(b)</sup>	100% increase in								
		issue price		issue price								
"A" is the number of	10% voting	23,023,640	23,023,640	23,023,640								
shares on issue, being	dilution <sup>(c)</sup>											
230,236,400 Shares <sup>(a)</sup>	Funds raised	\$6,734,415	\$13,468,829	\$26,937,659								
"A" is a 50% increase	10% voting	34,535,460	34,535,460	34,535,460								
in shares on issue,	dilution <sup>(c)</sup>											
being	Funds raised	\$10,101,622	\$20,203,244	\$40,406,488								
345,354,600 Shares												
"A" is a 100% increase	10% voting	46,047,280	46,047,280	46,047,280								
in shares on issue,	dilution <sup>(c)</sup>											
being	Funds raised	\$13,468,829	\$26,937,659	\$53,875,318								
460,472,800 Shares												

#### Notes:

- (a) Based on the total number of fully paid ordinary Shares on issue as at 9 September 2021.
- (b) Based on the closing price of the Company's Shares on ASX as at 9 September 2021.
- (c) The table assumes that the Company issues the maximum number of ordinary Shares available to be issued under Listing Rule 7.1A.
- (d) The table does not show an example of dilution that may be caused to a particular Shareholder by reason of issues of equity securities under Listing Rule 7.1A based on that Shareholder's holding at the date of this Explanatory Statement.
- (e) The table shows the effect of an issue of equity securities under Listing Rule 7.1A only, not under the Company's 15% placement capacity under Listing Rule 7.1.

#### Allocation policy for issues under Listing Rule 7.1A

The Company's allocation policy and the identity of the allottees of equity securities under Listing Rule 7.1A will depend on a number of factors, including:

- (a) the Company's intentions in relation to the possible issue of equity securities (for cash consideration) during the Listing Rule 7.1A mandate period;
- (b) the structure and timeframe of the capital raising opportunities available to the Company and any alternative methods for raising funds that are available to the Company (such as a pro rata offer or an offer under a share purchase plan);
- (c) the potential effect on the control of the Company;
- (d) the Company's financial position and the likely future capital requirements; and
- (e) advice from the Company's corporate or financial advisors.

Based on the Company's historical cashflow reports and capital raising activities in the past 12 months, the Company considers that it may raise funds during the Listing Rule 7.1A mandate period, although this cannot be guaranteed. As of the date of this Notice, no specific intention to issue equity securities in relation to any parties, investors or existing Securityholders have been formed. In addition, no intentions have been formed in relation to the possible number of issues, or the time frame in which the issues could be made. Subject to the requirements of the Listing Rules and the Corporations Act, the Board of Directors reserve the right to determine at the time of any issue of equity securities under Listing Rule 7.1A, the allocation policy that the Company will adopt for that issue.

If and when the determination is made to proceed with an issue of equity securities during the Listing Rule 7.1A mandate period, details regarding the allottees and purposes of issue will be disclosed pursuant to the Company's obligations under Listing Rules 3.10.3 and 7.1A.4.

Offers made under Listing Rule 7.1A may be made to parties (excluding any related parties) including professional and sophisticated investors, existing Shareholders of the Company, clients of Australian Financial Service Licence holders and/or their nominees, or any other person to whom the Company is able to make an offer of equity securities.

<u>Issue or agreement to issue equity securities under Listing Rule 7.1A in the 12 months prior to AGM</u>

The Company has not issued or agreed to issue equity securities under Listing Rule 7.1A.2 in the 12 months preceding the AGM.

This Resolution is a Special Resolution. For a Special Resolution to be passed, at least 75% of the votes validly cast on the resolution by Shareholders (by number of ordinary shares) must be in favour of this Resolution.

#### **Directors' recommendation**

The Board of Directors recommend that Shareholders vote for this Resolution.

## **Ratification of Prior Issue of fully paid ordinary shares**

**Resolution 5** – Ratification of Prior Issue of 1,625,000 fully paid ordinary shares

#### **Background**

As part of the FY21 results announcement on 27 August 2021, the Company announced its acquisition of Ainsoff Pty Ltd (**Ainsoff**) a clinician-led healthcare analytics company.

Pursuant to the Share Sale Agreement between Beamtree and Ainsoff, the aggregate purchase price payable by the Company for the acquisition of Ainsoff comprised of an upfront consideration consisted of:

- (a) \$350,000 in cash; and
- (b) 1,625,000 fully paid ordinary shares.

Accordingly, the Company issued a total of 1,625,000 fully paid ordinary shares to David James Bell and Levi Bassin of Ainsoff (812,500 fully paid ordinary shares each), at a deemed issue price of \$0.49 each by utilising the Company's existing capacity under Listing Rule 7.1. The fully paid ordinary shares are subject to a voluntary period of 12 months from the date of issue.

#### **ASX Listing Rule 7.1**

This Resolution proposes that Shareholders of the Company approve and ratify the prior issue and allotment of 1,625,000 ordinary shares, which were issued on 26 August 2021 (**Issue Date**).

All of the fully paid ordinary shares were issued by utilising the Company's existing capacity under Listing Rule 7.1.

Broadly speaking, and subject to a number of exceptions, Listing Rule 7.1 limits the amount of equity securities that a listed company can issue without the approval of its shareholders over any 12 month period to 15% of the fully paid ordinary securities it had on issue at the start of that period.

The issue of fully paid ordinary shares did not fit within any of the exceptions to Listing Rule 7.1 and, as it has not been approved by the Company's Shareholders, it effectively uses up part of the 15% limit in Listing Rule 7.1, reducing the Company's capacity to issue further equity securities without Shareholder approval under Listing Rule 7.1 for the 12 month period following the Issue Date.

Listing Rule 7.4 allows the Shareholders of a listed company to approve an issue of equity securities after it has been made or agreed to be made. If they do, the issue is taken to have been approved under Listing Rule 7.1 and so does not reduce the Company's capacity to issue further equity securities without Shareholder approval under Listing Rule 7.1.

The Company wishes to retain as much flexibility as possible to issue additional equity securities into the future without having to obtain Shareholder approval for such issues under Listing Rule 7.1.

To this end, this Resolution seeks Shareholder approval to subsequently approve the issue of fully paid ordinary shares for the purposes of Listing Rule 7.4.

If this Resolution is passed, the issue of fully paid ordinary shares will be <u>excluded</u> in calculating the Company's 15% capacity to issue equity securities under Listing Rule 7.1 without Shareholder approval over the 12 month period following the Issue Date.

If this Resolution is not passed, the issue of fully paid ordinary shares will be <u>included</u> in calculating the Company's 15% capacity to issue equity securities under Listing Rule 7.1 without Shareholder approval over the 12 month period following the Issue Date.

#### **Information required by ASX Listing Rule 7.5**

The following information is provided to Shareholders for the purposes of Listing Rule 7.5.

- (a) The fully paid ordinary shares were issued to David James Bell and Levi Bassin of Ainsoff Pty Ltd.
- (b) The Company issued a total of 1,625,000 fully paid ordinary shares.
- (c) The Shares were fully paid on issue and ranked equally in all aspects with all existing fully paid ordinary shares previously issued by the Company.
- (d) The fully paid ordinary shares were issued on 26 August 2021.
- (e) Funds were not raised from the issue of the fully paid ordinary shares as the fully paid ordinary shares were issued as part consideration to acquire Ainsoff Pty Ltd.
- (f) The fully paid ordinary shares were issued under an agreement between the Company and Ainsoff Pty Ltd. Material terms of the agreement are set out below.

Parties to the agreement	David James Bell and Levi Bassin as Trustee of The Bassink Trust (Sellers) and Beamtree Holdings Limited (Buyer)
Purpose of the agreement	Sale of sale shares held by the sellers:  (a) David James Bell: 30 ordinary shares; and  (b) Levi Bassin as Trustee of The Bassink Trust: 30 ordinary shares.  Acquisition of sale shares by the buyer Beamtree Holdings Limited.
Purchase Price of the acquisition	Aggregate of:  (a) The completion payment; and (b) the Ordinary Shares.
Ordinary Shares issued as part of the purchase price	1,625,000 ordinary shares
Completion Payment	\$350,000.00
Restriction on securities issued	12 months escrow from the date of issue.

#### **Directors' recommendation**

The Board of Directors recommend that Shareholders vote for this Resolution.

# **Resolution 6** – Ratification of Prior Issue of 12,700,000 fully paid ordinary shares

#### **Background**

On 30 August 2021, the Company announced its acquisition of Potential(x) Holdings Pty Ltd ACN 622 243 743 (**Potential**(x)), a complementary and market leading specialist health and human services data analytics firm.

Pursuant to the Share Transfer and Acquisition Deed, the aggregate purchase price payable by the Company for the acquisition of Potential<sup>(x)</sup> consists of the following components:

- (a) an upfront consideration component of:
  - (i) \$4.0 million in cash
  - (ii) 12,700,000 fully paid ordinary shares; and
  - (iii) 6,000,000 performance shares;

and

(b) a deferred consideration component of 11,300,000 million shares deferred for 24 months as security against any warranty and indemnity claims.

As part of the upfront consideration, on or around 30 September 2021 the Company will issue 12,700,000 fully paid ordinary shares to Potential<sup>(x)</sup> at a deemed price of \$0.52 (52 cents) per share (**Completion Shares**) by utilising the Company's existing capacity under Listing Rule 7.1.

Shares were issued as part of the consideration payable by the Company to acquire 100% of the issued capital of Potential<sup>(x)</sup> by utilising the Company's existing capacity under Listing Rule 7.1.

The Potential<sup>(x)</sup> Shares are subject to a voluntary escrow period of 12 months from the date of issue, during which they cannot be sold or offered for sale (as those terms are used in section 707 of the Corporations Act 2001).

#### **ASX Listing Rule 7.1**

This Resolution proposes that Shareholders of the Company approve and ratify the prior issue and allotment of 12,700,000 fully paid ordinary shares, which will be issued on or around 30 September 2021 (Issue Date).

All of the fully paid ordinary shares will be issued by utilising the Company's existing capacity under Listing Rule 7.1.

Broadly speaking, and subject to a number of exceptions, Listing Rule 7.1 limits the amount of equity securities that a listed company can issue without the approval of its shareholders over any 12 month period to 15% of the fully paid ordinary securities it had on issue at the start of that period.

The issue of fully paid ordinary shares did not fit within any of the exceptions to Listing Rule 7.1 and, as it has not been approved by the Company's Shareholders, it effectively uses up part of the 15% limit in Listing Rule 7.1, reducing the Company's capacity to issue further equity securities without Shareholder approval under Listing Rule 7.1 for the 12 month period following the Issue Date.

Listing Rule 7.4 allows the Shareholders of a listed company to approve an issue of equity securities after it has been made or agreed to be made. If they do, the issue is taken to have been approved under Listing Rule 7.1 and so does not reduce the Company's capacity to issue further equity securities without Shareholder approval under Listing Rule 7.1.

The Company wishes to retain as much flexibility as possible to issue additional equity securities into the future without having to obtain Shareholder approval for such issues under Listing Rule

To this end, this Resolution seeks Shareholder approval to subsequently approve the issue of fully paid ordinary shares for the purposes of Listing Rule 7.4.

If this Resolution is passed, the issue of fully paid ordinary shares will be <u>excluded</u> in calculating the Company's 15% capacity to issue equity securities under Listing Rule 7.1 without Shareholder approval over the 12 month period following the Issue Date.

If this Resolution is not passed, the issue of fully paid ordinary shares will be <u>included</u> in calculating the Company's 15% capacity to issue equity securities under Listing Rule 7.1 without Shareholder approval over the 12 month period following the Issue Date.

#### Information required by ASX Listing Rule 7.5

The following information is provided to Shareholders for the purposes of Listing Rule 7.5.

- (a) The fully paid ordinary shares were issued to Potential<sup>(x)</sup> shareholders.
- (b) The Company issued 12,700,000 fully paid ordinary shares.
- (c) The Shares were fully paid on issue and ranked equally in all aspects with all existing fully paid ordinary shares previously issued by the Company.
- (d) The fully paid ordinary shares will be issued on or around 30 September 2021.
- (e) Funds were not raised from the issue of the fully paid ordinary shares as the fully paid ordinary shares were issued as part consideration for the acquisition of 100% of the issued capital of Potential<sup>(x)</sup>.
- (f) The fully paid ordinary shares were issued under a Share Transfer and Acquisition Deed between the Company and Potential<sup>(x)</sup>. Material terms are set out below.

Parties to the Share Transfer and Acquisition Deed	Beamtree Holdings Limited, Potential(x) Holdings Pty Ltd and Duane Attree (Shareholders' representative)
Purpose of the agreement	Each of Potential <sup>(x)</sup> holders to transfer all of its transferring shares and Beamtree to acquire all transferring shares on the terms noted in the Short Form Deed.
Purchase Price of the acquisition	Aggregate of:  (a) completion payment; (b) the completion shares; (c) the performance shares (d) the deferred shares (e) the estimated adjustment payment amount (expressed as a positive or negative number as applicable)
Completion Payment	\$4,000,000.00
Completion Shares	12,700,000 fully paid ordinary shares
Restriction on securities issued	12 months escrow from the date of issue
Performance Shares	6,000,000 performance shares
Deferred Shares	11,300,000 fully paid ordinary shares

#### **Directors' recommendation**

The Board of Directors recommend that Shareholders vote for this Resolution.

## **Ratification of Prior Issue of performance shares**

# **Resolution 7** – Ratification of Prior Issue of 6,000,000 performance shares

#### **Background**

As announced by the Company on 30 August 2021, the Company issued 6,000,000 performance shares as part of the total consideration payable for 100% of the issued capital of Potential<sup>(x)</sup>, utilising the Company's existing capacity under Listing Rule 7.1.

Further information regarding the acquisition of Potential<sup>(x)</sup> can be found in Resolution 6 above.

#### **ASX Listing Rule 7.1**

This Resolution proposes that Shareholders of the Company approve and ratify the prior issue and allotment of 6,000,000 performance shares, which were issued on or around 30 September 2021 (**Issue Date**).

All of the performance shares were issued by utilising the Company's existing capacity under Listing Rule 7.1.

Broadly speaking, and subject to a number of exceptions, Listing Rule 7.1 limits the amount of equity securities that a listed company can issue without the approval of its shareholders over any 12 month period to 15% of the fully paid ordinary securities it had on issue at the start of that period.

The issue of performance shares did not fit within any of the exceptions to Listing Rule 7.1 and, as it has not been approved by the Company's Shareholders, it effectively uses up part of the 15% limit in Listing Rule 7.1, reducing the Company's capacity to issue further equity securities without Shareholder approval under Listing Rule 7.1 for the 12 month period following the Issue Date.

Listing Rule 7.4 allows the Shareholders of a listed company to approve an issue of equity securities after it has been made or agreed to be made. If they do, the issue is taken to have been approved under Listing Rule 7.1 and so does not reduce the Company's capacity to issue further equity securities without Shareholder approval under Listing Rule 7.1.

The Company wishes to retain as much flexibility as possible to issue additional equity securities into the future without having to obtain Shareholder approval for such issues under Listing Rule 7.1.

To this end, this Resolution seeks Shareholder approval to subsequently approve the issue of performance shares for the purposes of Listing Rule 7.4.

If this Resolution is passed, the issue of performance shares will be <u>excluded</u> in calculating the Company's 15% capacity to issue equity securities under Listing Rule 7.1 without Shareholder approval over the 12-month period following the Issue Date.

If this Resolution is not passed, the issue of performance shares will be <u>included</u> in calculating the Company's 15% capacity to issue equity securities under Listing Rule 7.1 without Shareholder approval over the 12-month period following the Issue Date.

#### Information required by ASX Listing Rule 7.5

The following information is provided to Shareholders for the purposes of Listing Rule 7.5.

- (a) The performance shares were issued to Potential<sup>(x)</sup> shareholders.
- (b) The Company issued 6,000,000 performance shares.

- (c) The full terms of the performance shares are set out in Annexure A of this Notice.
- (d) The performance shares will be issued on or around 30 September 2021.
- (e) Funds were not raised from the issue of the performance shares as the performance shares were issued as part consideration payable for the acquisition of 100% of the issued capital of Potential $^{(x)}$ .
- (f) The performance shares were issued under a Share Transfer and Acquisition Deed between the Company and Potential<sup>(x)</sup>. Material terms of this Deed can be found in Resolution 6 above.

#### **Directors' recommendation**

The Board of Directors recommend that Shareholders vote for this Resolution.

### Issue of deferred shares

## **Resolution 8** – Approval of Issue of 11,300,000 deferred shares

#### **Background**

This Resolution seeks Shareholder approval to issue and allot 11,300,000 deferred shares to eligible shareholders of Potential<sup>(x)</sup> as part consideration for the acquisition of 100% of the issued share capital of Potential<sup>(x)</sup>. Deferred shares have the meaning of fully paid ordinary shares in the capital of Beamtree Holdings Limited.

Further information regarding the acquisition of Potential<sup>(x)</sup> can be found in Resolution 6 above.

The effect of this Resolution is for Shareholders to approve the issue of these deferred shares to fall within an exception to ASX Listing Rule 7.1, which will allow the Company to issue these without using the Company's 15% capacity under Listing Rule 7.1.

#### **ASX Listing Rule 7.1**

Broadly speaking, and subject to a number of exceptions, Listing Rule 7.1 limits the amount of equity securities that a listed company can issue without the approval of its shareholders over any 12 month period to 15% of the fully paid ordinary securities it had on issue at the start of that period.

An issue of equity securities that is approved by the Company's Shareholders under Listing Rule 7.1 will not use up the Company's 15% limit and therefore does not reduce the Company's capacity to issue further equity securities without Shareholder approval under Listing Rule 7.1.

The Company wishes to retain as much flexibility as possible to issue additional equity securities in the future without having to obtain Shareholder approval for such issues under Listing Rule 7.1.

To this end, this Resolution seeks Shareholder approval to approve the issue of the deferred shares under and for the purposes of Listing Rule 7.1.

If this Resolution is passed, the issue of the deferred shares will be <u>excluded</u> in calculating the Company's 15% limit in Listing Rule 7.1 to issue equity securities without Shareholder approval over the 12 month period following the date on which the deferred shares are issued.

If this Resolution is not passed, and the Company proceeds with the issue, the deferred shares will be <u>included</u> in calculating the Company's 15% limit in Listing Rule 7.1 to issue equity securities without Shareholder approval over the 12 month period following the date on which the deferred shares are issued.

#### **Information Required by Listing Rule 7.3**

The following information is provided to Shareholders for the purposes of Listing Rule 7.3:

- (a) The allottees are eligible Potential<sup>(x)</sup> shareholders.
- (b) The maximum number of deferred fully paid ordinary shares to be issued is 11,300,000.
- (c) The deferred shares will be fully paid on issue and ranked equally in all aspects with all existing fully paid ordinary shares previously issued by the Company.
- (d) The deferred shares are to be issued on or prior to the date that is five business days after 30 September 2023 being 24 months from the issue of the completion date.
- (e) The deferred shares will be offered for nil cash consideration.
- (f) Funds will not be raised from the issue of these deferred shares as the issue is proposed to be made as part of the consideration for the 100% acquisition of the issued capital of Potential<sup>(x)</sup>.

(g) The deferred shares are to be issued under a Share Transfer and Acquisition Deed between the Company and Potential<sup>(x)</sup>. Material terms of this Deed can be found in Resolution 6 above.

#### **Directors' Recommendation**

The Board of Directors recommend Shareholders vote for this Resolution.

# Enquiries

Shareholders are asked to contact the Company Secretary on +61 2 8072 1400 if they have any queries in respect of the matters set out in these documents.

## Glossary

**AEDT** means Australian Eastern Daylight Time as observed in Sydney, New South Wales.

**Annual Financial Report** means the 2021Annual Report to Shareholders for the period ended 30 June 2021as lodged by the Company with ASX on 27 August 2021.

**Annual General Meeting** or **AGM** or **Meeting** means an Annual General Meeting of the Company and, unless otherwise indicated, means the meeting of the Company's members convened by this Notice of Meeting.

**ASIC** means Australian Securities and Investment Commission.

**Associate** has the meaning given to it by the ASX Listing Rules.

**ASX** means ASX Limited ACN 008 624 691 or the financial market operated by it, as the context requires, of 20 Bridge Street, Sydney, NSW 2000.

**ASX Listing Rules** or **Listing Rules** means the official ASX Listing Rules of the ASX and any other rules of the ASX which are applicable while the Company is admitted to the official list of the ASX, as amended or replaced from time to time, except to the extent of any express written waiver by the ASX.

**Auditor's Report** means the auditor's report of BDO Audit Pty Ltd ACN 134 022 870 dated 27 August 2021 as included in the Annual Financial Report.

**Board** means the current board of Directors of the Company.

Business Day means a day on which trading takes place on the stock market of ASX.

Chair means the person chairing the Meeting.

**Closely Related Party** of a member of the KMP means:

- (a) a spouse or child of the member;
- (b) a child of the member's spouse;
- (c) a dependant of the member or of the member's spouse;
- (d) anyone else who is one of the member's family and may be expected to influence the member, or be influenced by the member, in the member's dealings with the Company;
- (e) a company the member controls; or
- (f) a person prescribed by the *Corporation Regulations 2001* (Cth).

**Company** means Beamtree Holdings Limited ACN 627 071 121.

**Constitution** means the Company's constitution.

**Corporations Act** means the *Corporations Act 2001* (Cth) as amended or replaced from time to time.

**Director** means a current director of the Company.

**Directors' Report** means the report of Directors as included in the Annual Financial Report.

**Dollar** or "\$" means Australian dollars.

**Explanatory Statement** means the explanatory statement accompanying this Notice of Meeting.

**KMP** means key management personnel (including the Directors) whose remuneration details are included in the Remuneration Report.

**Notice of Meeting** or **Notice of Annual General Meeting** means this notice of annual general meeting dated 22 September 2021 including the Explanatory Statement.

**Option** means an option which, subject to its terms, could be exercised into a Share.

**Ordinary Resolution** means a resolution that can only be passed if at least 50% of the total votes cast by Shareholders entitled to vote on the resolution are voted in its favour at the meeting.

Potential(x) means Potential(x) Holdings Pty Ltd ACN 622 243 743.

**Performance Right** means a performance right which, subject to its terms, could convert to a Share.

**Proxy Form** means the proxy form attached to this Notice of Meeting.

Remuneration Report means the remuneration report as set out in the Annual Financial Report.

**Resolutions** means the resolutions set out in this Notice of Meeting, or any one of them, as the context requires.

**Restricted Voter** means a member of the Company's KMP and any Closely Related Parties of those members.

Securities mean Shares and/or Options (as the context requires).

**Share** means a fully paid ordinary share in the capital of the Company.

**Shareholder** means a holder of a Share.

**Share Registry** means Automic Pty Ltd.

**Special Resolution** means a resolution that can only be passed if at least 75% of the total votes cast by Shareholders entitled to vote on the resolution are voted in its favour at the meeting.

**Spill Meeting** means the meeting that will be convened within 90 days of the 2022 AGM if a threshold of votes is cast against the adoption of the Remuneration Report at the Meeting and the 2022 AGM.

**Spill Resolution** means the resolution required to be put to Shareholders at the 2022 AGM if a threshold of votes is cast against the adoption of the Remuneration Report at the Meeting and the 2022 AGM.

**Trading Day** has the meaning given to that term in ASX Listing Rule 19.12.

**VWAP** means the volume weighted average market (closing) price, with respects to the price of Shares.

#### Annexure A - Terms of Performance Shares

#### **Performance Shares**

Each Performance Share is a share in the capital of Beamtree.

#### **Rights attaching to Performance Shares**

- (a) **General meetings**: Each Performance Share confers on a Holder the right to receive notices of general meetings and financial reports and accounts of Beamtree that are circulated to shareholders of Beamtree. A Holder has the right to attend general meetings of shareholders of Beamtree.
- (b) **No voting rights**: A Performance Share does not entitle a Holder to vote on any resolutions proposed at a general meeting of shareholders of Beamtree.
- (c) **No dividend rights**: A Performance Share does not entitle a Holder to any dividends.
- (d) **No right to surplus profits or assets**: A Performance Share does not entitle a Holder to participate in the surplus profits or assets of Beamtree upon winding up of Beamtree.
- (e) **No right to a return of capital**: A Performance Share does not entitle a Holder to a return of capital, whether upon winding up of Beamtree, upon a reduction of capital or otherwise.
- (f) Not transferable: A Performance Share is not transferable.
- (g) **Participation in entitlements and bonus issues**: A Performance Share does not entitle a Holder to participate in new issues of capital offered to shareholders of Beamtree, such as bonus issues and entitlement issues.
- (h) **No other rights**: A Performance Share does not give a Holder any other rights other than those expressly provided by these terms and those provided at law where such rights at law cannot be excluded by these terms.

#### **Reorganization and Quotation**

- (a) **Reorganisation of Capital**: If there is a reorganisation of the issued capital of Beamtree (including consolidation or sub-division, but excluding a return of capital), the rights of a Holder will be varied (as appropriate) in accordance with the Listing Rules which apply to reorganisation of capital at the time of the reorganisation.
- (b) **Quotation of shares on conversion**: The Performance Shares will not be quoted on ASX. An application will be made by Beamtree to ASX for official quotation of the Beamtree Shares issued upon the conversion of each Performance Share within the time period required by the Listing Rules.

#### **Vesting condition**

- (a) The vesting condition will be satisfied if:
  - i. the gross annual revenue of the Group for FY22 (P(x) Gross Revenue) is equal to or exceeds \$7,794,241, as derived from the Management Accounts for the Group for the 12 months to 30 June 2022; and
  - ii. the pro forma gross annual revenue of Beamtree (including the Group) for FY22 (Pro Forma Gross Revenue) is equal to or exceeds \$20,965,167. The Pro Forma Gross Revenue will be calculated as:
    - (A) the gross annual revenue of Beamtree and its subsidiaries as reported in the audited consolidated financial statements for FY22; and
    - (B) the gross revenue of the Group for the period from 1 July 2021 to the date of Completion as reported in the Completion Accounts,

#### (Vesting Condition)

(b) Beamtree must, within 5 Business Days of Beamtree's audited consolidated financial statements for FY22 being released to ASX, instruct Beamtree's external auditor to confirm in writing the amount of the P(x) Gross Revenue and the Pro Forma Gross

Revenue. Promptly following receipt of the auditor's confirmation, Beamtree must provide the Pl(x) Shareholders' Representative with a notice stating whether or not the Vesting Condition has been satisfied and attaching a copy of the auditor's confirmation (**Vesting Condition Confirmation**).

- (c) The P(x) Gross Revenue and Pro Forma Gross Revenue will be calculated in a manner consistent with:
  - i. the specific principles, polies and procedures that are set out in paragraph 2 of Part B of Schedule 10;
  - ii. where an item is not covered by the specific principles and policies referred to in paragraph 5(b)(i) of this Schedule 6, the specific principles, policies and procedures that were used to prepare Beamtree's audited consolidated financial statements for FY22; and
  - iii. where an item is not covered by the specific principles and policies referred to in paragraph 5(b)(i) or 5(b)(ii) of Schedule 6, then in a manner consistent with the Accounting Standards,

provided that the following will be excluded or disregarded:

- iv. any one-off or extraordinary revenue items, but for sake of clarity individual client consulting projects are not excluded as this is ordinary income;
- v. revenue received in the form of government grants, allowances, rebates or other hand-outs; and
- vi. revenue or profit that has been manufactured in order to satisfy the Vesting Condition.

#### **Conversion of the Performance Shares**

- (a) **Vesting Condition**: Each Performance Share will convert into one Beamtree Share on the Expiry Date subject to achievement of the Vesting Condition, giving the Holder the same rights as the rights attaching to the ordinary shares already on issue by Beamtree.
- (b) **Conversion on change of control**: Notwithstanding that the Vesting Condition has not been achieved, if prior to the Expiry Date either of the following occur:
  - (i) a takeover bid under Chapter 6 of the Corporations Act having been made in respect of Beamtree, where the bidder and its associates:
    - (A) do not control Beamtree prior to the issue of the Performance Shares; and
    - (B) obtain at any time during the offer period a relevant interest in more than 50% of Beamtree Shares and any defeating conditions have been fulfilled or waived by the bidder; or
  - (ii) a Court granting orders approving a compromise or arrangement for the purposes of or in connection with a scheme of arrangement under Part 5.1 of the Corporations Act pursuant to which a person and its associates (who do not control Beamtree prior to the issue of the Performance Shares) will have a relevant interest in more than 50% of Beamtree Shares on issue after the scheme is implemented and in any event prior to the scheme becoming effective,

the Vesting Condition will be deemed to have been achieved and each Performance Share will immediately convert into one Beamtree Share.

(c) **If Vesting Condition is not satisfied**: If the Vesting Condition is not satisfied by the Expiry Date, all of the Performance Shares held by each Holder will expire and cease to be capable of conversion.

(d) **Ranking upon conversion**: A Beamtree Share issued on conversion of a Performance Share will rank pari passu in all respects with the existing Beamtree Shares then on issue.

#### **Amendment of term**

The terms of the Performance Shares including, without limitation, the terms of the Vesting Condition, must not be changed except pursuant to an ordinary resolution of Beamtree ordinary shareholders at a general meeting of Beamtree or as ASX otherwise permits in writing.



Beamtree Holdings Limited | ABN 42 627 071 121

# **Proxy Voting Form**

If you are attending the virtual Meeting please retain this Proxy Voting Form for online Securityholder registration.

# [HolderNumber]

Holder Number: [HolderNumber]

[EntityRegistrationDetailsLine1Envelope] [EntityRegistrationDetailsLine2Envelope] [EntityRegistrationDetailsLine3Envelope] [EntityRegistrationDetailsLine4Envelope] [EntityRegistrationDetailsLine5Envelope] [EntityRegistrationDetailsLine6Envelope]

Your proxy voting instruction must be received by 1:00PM (AEDT) on Tuesday, 26<sup>th</sup> October 2021, being not later than 48 hours before the commencement of the Meeting. Any Proxy Voting instructions received after that time will not be valid for the scheduled Meeting.

#### SUBMIT YOUR PROXY

### Complete the form overleaf in accordance with the instructions set out below.

#### YOUR NAME AND ADDRESS

The name and address shown above is as it appears on the Company's share register. If this information is incorrect, and you have an Issuer Sponsored holding, you can update your address through the investor portal: https://investor.automic.com.au/#/home Shareholders sponsored by a broker should advise their broker of any changes.

#### STEP 1 - APPOINT A PROXY

If you wish to appoint someone other than the Chair of the Meeting as your proxy, please write the name of that Individual or body corporate. A proxy need not be a Shareholder of the Company. Otherwise if you leave this box blank, the Chair of the Meeting will be appointed as your proxy by default.

#### DEFAULT TO THE CHAIR OF THE MEETING

Any directed proxies that are not voted on a poll at the Meeting will default to the Chair of the Meeting, who is required to vote these proxies as directed. Any undirected proxies that default to the Chair of the Meeting will be voted according to the instructions set out in this Proxy Voting Form, including where the Resolutions are connected directly or indirectly with the remuneration of KMP.

#### STEP 2 - VOTES ON ITEMS OF BUSINESS

You may direct your proxy how to vote by marking one of the boxes opposite each item of business. All your shares will be voted in accordance with such a direction unless you indicate only a portion of voting rights are to be voted on any item by inserting the percentage or number of shares you wish to vote in the appropriate box or boxes. If you do not mark any of the boxes on the items of business, your proxy may vote as he or she chooses. If you mark more than one box on an item your vote on that item will be invalid.

#### APPOINTMENT OF SECOND PROXY

You may appoint up to two proxies. If you appoint two proxies, you should complete two separate Proxy Voting Forms and specify the percentage or number each proxy may exercise. If you do not specify a percentage or number, each proxy may exercise half the votes. You must return both Proxy Voting Forms together. If you require an additional Proxy Voting Form, contact Automic Registry Services.

#### SIGNING INSTRUCTIONS

**Individual**: Where the holding is in one name, the Shareholder must sign.

Joint holding: Where the holding is in more than one name, all Shareholders should sign.

**Power of attorney**: If you have not already lodged the power of attorney with the registry, please attach a certified photocopy of the power of attorney to this Proxy Voting Form when you return it.

**Companies**: To be signed in accordance with your Constitution. Please sign in the appropriate box which indicates the office held by you.

Email Address: Please provide your email address in the space provided.

By providing your email address, you elect to receive all communications despatched by the Company electronically (where legally permissible) such as a Notice of Meeting, Proxy Voting Form and Annual Report via email.

#### CORPORATE REPRESENTATIVES

If a representative of the corporation is to attend the Meeting the appropriate 'Appointment of Corporate Representative' should be produced prior to admission. A form may be obtained from the Company's share registry online at https://automic.com.au.

#### **Lodging your Proxy Voting Form:**

#### Online:

Use your computer or smartphone to appoint a proxy at

https://investor.automic.com.au/#/loginsah

or scan the QR code below using your smartphone

Login & Click on 'Meetings'. Use the Holder Number as shown at the top of this Proxy Voting Form.



#### BY MAIL:

Automic GPO Box 5193 Sydney NSW 2001

#### IN PERSON:

Automic Level 5, 126 Phillip Street Sydney NSW 2000

#### BY EMAIL:

meetings@automicgroup.com.au

#### BY FACSIMILE:

+61 2 8583 3040

All enquiries to Automic:

**PHONE:** 1300 288 664 (Within Australia) +61 2 9698 5414 (Overseas)

The company is pleased to provide shareholders with the opportunity to attend and participate in a virtual Meeting through an online meeting platform powered by Automic, where shareholders will be able to watch, listen, and vote online.

To access the virtual meeting:

- 1. Open your internet browser and go to investor.automic.com.au
- 2. Login with your username and password or click "register" if you haven't already created an account. Shareholders are encouraged to create an account prior to the start of the meeting to ensure there is no delay in attending the virtual meeting

Further information on how to do this is set out in the Notice of Meeting. The Explanatory Notes that accompany and form part of the Notice of Meeting describe the various matters to be considered.

#### COMPLETE AND RETURN THIS FORM AS INSTRUCTED ONLY IF YOU DO NOT VOTE ONLINE

I/We being a Shareholder entitled to attend and vote at the Annual General Meeting of Beamtree Holdings Limited, to be held at 1:00PM (AEDT) on Thursday, 28th October 2021 hereby:

Appoint the Chairman of the Meeting (Chair) OR if you are not appointing the Chairman of the Meeting as your proxy, please write in the box provided below the name of the person or body corporate you are appointing as your proxy or failing the person so named or, if no person is named, the Chair, or the Chair's nominee, to vote in accordance with the following directions, or, if no directions have been given, and subject to the relevant laws as the proxy sees fit and at any adjournment thereof.

#### The Chair intends to vote undirected proxies in favour of all Resolutions in which the Chair is entitled to vote.

Unless indicated otherwise by ticking the "for"," against" or "abstain" box you will be authorising the Chair to vote in accordance with the Chair's

#### AUTHORITY FOR CHAIR TO VOTE UNDIRECTED PROXIES ON REMUNERATION RELATED RESOLUTIONS

Where I/we have appointed the Chair as mu/our proxy (or where the Chair becomes my/our proxy by default), I/we expressly authorise the Chair to exercise my/our proxy on Resolution 1 (except where I/we have indicated a different voting intention below) even though Resolution 1 is connected directly or indirectly with the remuneration of a member of the Key Management Personnel, which includes the Chair.

	Reso	lutions	For	Against Abstain
	1.	Adoption of Remuneration Report		
	2.	Re-Election of Andrew Gray as a director (clause 13.2 from the Constitution)		
tion	3.	Re-Election of Michael Hastings Hill as a director (clause 13.2 from the Constitution)		
Direction	4.	Approval of 10% Placement Facility (if under \$300 million market cap)		
oting	5.	Ratification of prior issue of 1,625,000 Shares issued under ASX Listing Rule 7.4		
Your Voting	6.	Ratification of prior issue of 12,700,000 Shares issued under ASX Listing Rule 7.4		
2:	7.	Ratification of prior issue of 6,000,000 performance shares issued under ASX Listing Rule 7.4.		
ËP	8.	Approval of issue of 11,300,000 deferred shares issued under ASX Listing Rule 7.1		
ST		<b>e note:</b> If you mark the abstain box for a particular Resolution, you are directing your proxy not to vote on tha a poll and your votes will not be counted in computing the required majority on a poll.	t Resolution	on a show of hands

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