

## HITIQ Quarterly Activities Report March 2025

### Highlights

- > HITIQ is shifting its strategic focus to the consumer market, targeting amateur and community-level athletes.
- > A three-year partnership with the VAFA marks a key launchpad, driving HITIQ toward a cashflow positive future.
- > Jennifer Tucker has been appointed to the Board as a Non-Executive Director, effective 1 February 2025. Ms Tucker brings over two decades of senior executive experience in the retail and branded consumer goods sector, combined with a proven track record in governance through her non-executive director roles in the not-for-profit and corporate sectors.
- > Funding Secured:
  - R&D Loan for \$1,020,000 from Rockford Pty Ltd
  - \$500,000 loan facility secured from our major shareholder, Harmil Angel Investments, which can be drawn down as required. The loan carries an interest rate of 15% per annum.
  - Signing of mandate for a capital raise which is currently being undertaken.

### Operational and Strategic Updates

HITIQ Limited (ASX: HIQ), a global leader in concussion management technologies, achieved significant milestones during the March 2025 quarter, reflecting its ongoing growth trajectory and commitment to delivering world-class solutions in the health and performance sector. The period was marked by a focus on the launching of the commercial rollout of PROTEQT.

## PROTEQT: Advancing Concussion Management for Grassroots Athletes

HITIQ made significant progress in preparing for the commercial rollout of PROTEQT, our consumer-focused concussion management system, set to launch in May 2025. Designed to deliver elite-level technology to grassroots athletes, PROTEQT integrates an instrumented boil-and-bite mouthguard with impact detection, symptom assessment, and teleconcussion services, addressing the critical need for accessible concussion management in community sports.

### Key Highlights:

- **Strategic Partnerships Secured:** HITIQ finalized a multi-year sponsorship-style agreement with the Victorian Amateur Football Association (VAFA, 15,000 players, aged 16-35) and a marketing agreement with Westfield Sports High (aged 12-18), positioning PROTEQT as a key concussion management solution ahead of its May 2025 launch. HITIQ is also close to finalizing agreements with other community and regional Australian football leagues, as well as rugby league and rugby union organizations, as part of our first-year goal to target a player base of 100,000 athletes aged 12+
- **Sales Pipeline Development:** As PROTEQT is scheduled to launch in May 2025, no units have been sold as of quarter-end. The VAFA and Westfield Sports High agreements provide immediate channels to drive sales post-launch. Targeted marketing campaigns, leveraging parent and player engagement in collision sports, are building momentum, supported by interest from organizations representing over 121,142 players across multiple states (VIC, NSW, WA, SA, QLD, ACT).
- **Product Validation and Market Fit:** Consumer research confirms strong demand for PROTEQT, with feedback praising its seamless integration with existing mouthguard requirements, ease of use, and peace of mind for parents. Our exclusive partnership with Shock Doctor ensures a high-quality, comfortable boil-and-bite mouthguard, enhancing adoption across diverse sports.
- **Scalable Business Model:** PROTEQT's SaaS model, combining initial purchase with annual subscriptions, supports long-term customer retention and recurring revenue, positioning PROTEQT for growth as partnerships and sales scale post-launch.

These efforts underscore HITIQ's commitment to addressing the concussion epidemic at the grassroots level, where industry estimates suggest a significant portion of Australia's 100,000 annual sports-related concussions may go undetected. By leveraging elite technology and strategic partnerships with community-focused sports organizations, PROTEQT is poised to set new safety standards in community sports, delivering value to athletes, families, and shareholders.

### Funding Secured

During and after the quarter, HITIQ secured its financial position through several initiatives:

- A \$500,000 loan facility was secured from our major shareholder, Harmil Angel Investments, which can be drawn down as required. The loan carries an interest rate of 15% per annum.
- A drawdown of \$1.020 million was also completed under the existing R&D loan facility with Keystone.
- In late April, the company announced the engagement of a new corporate advisor to complete a capital raise which is expected to be announced imminently.

### Financial

The company had cash reserves of A\$230k as at 31<sup>st</sup> March 2025

As advised in Section 6.1 in the Appendix 4C for the period, payments to, or to an associate of, a related party of the entity during the quarter was A\$120,829 comprising:

- Executive Director Salary and Superannuation \$84,054
- Non- Executive Director Fees \$14,770
- Company Secretarial Fees provided by Fernville Group,
  - A related party of Non-Executive Director, Mr James Barrie \$3,055
- Bookkeeping, Accounting and Taxation Services provided by Optima Partners,
  - A related party of Non-Executive Director, Mr Philip Carulli: \$18,950

As per the resolution in the AGM directors also received payments in lieu of outstanding Directors fees.

**Conclusion**

HITIQ’s achievements during the March 2025 quarter reflect the Company’s ongoing commitment to innovation, strategic growth, and operational excellence. The focus on the PROTEQT product roll out to grassroots, the strengthening of its leadership team, and the additional funding secured provide a robust foundation for continued success as HITIQ builds its global presence in concussion management and sports health technologies.

- ENDS -

Authorised for release by the Board of Directors.

For more information, contact: [investors@hitiq.co](mailto:investors@hitiq.co)

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## About Us


**At HITIQ we build world class concussion management technology that protects what matters most.**

**We’re your one stop shop for head impact monitoring, assessment and management.**

**Our products and technology enable you to play with confidence.**

**From elite to grassroots, we’re committed to providing peace of mind and encouraging even greater participation in sport.**





APPENDIX 4C

Quarterly cash flow report for entities  
subject to listing rule 4.7b

Name of entity

HITIQ Limited

ABN

53 609 543 213

Quarter ended ("current quarter")

31 March 2025

| Consolidated statement of cash flows |   | Current quarter<br>\$A'000 | Year to date (9<br>months)<br>\$A'000 |
|--------------------------------------|---|----------------------------|---------------------------------------|
| <b>1.</b>                            | <b>Cash flows from operating activities</b>           |                            |                                       |
| 1.1                                  | Receipts from customers                               | 21                         | 553                                   |
| 1.2                                  | Payments for  |                            |                                       |
|                                      | (a) research and development                          | (99)                       | (575)                                 |
|                                      | (b) product manufacturing and operating costs         |                            |                                       |
|                                      | (c) advertising and marketing                         | (66)                       | (222)                                 |
|                                      | (d) leased assets                                     |                            |                                       |
|                                      | (e) staff costs                                       | (893)                      | (2,845)                               |
|                                      | (f) administration and corporate costs                | (775)                      | (2,023)                               |
| 1.3                                  | Dividends received (see note 3)                       | -                          | -                                     |
| 1.4                                  | Interest received                                     | 2                          | 4                                     |
| 1.5                                  | Interest and other costs of finance paid              | -                          | -                                     |
| 1.6                                  | Income taxes paid                                     | -                          | -                                     |
| 1.7                                  | Government grants and tax incentives                  | 1,600                      | 1600                                  |
| 1.8                                  | Other (Foreign Exchange Loss)                         | -                          | 118                                   |
| <b>1.9</b>                           | <b>Net cash from / (used in) operating activities</b> | <b>(210)</b>               | <b>(3,390)</b>                        |

|           |   |     |      |
|-----------|---|-----|------|
| <b>2.</b> | <b>Cash flows from investing activities</b> |     |      |
| 2.1       | Payments to acquire or for:                 |     |      |
|           | (a) entities                                | -   | -    |
|           | (b) businesses                              | -   | -    |
|           | (c) property, plant and equipment           | (4) | (23) |
|           | (d) investments                             | -   | -    |
|           | (e) intellectual property                   | -   | -    |
|           | (f) other non-current assets                | -   | -    |

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| Consolidated statement of cash flows |   | Current quarter<br>\$A'000 | Year to date (9<br>months)<br>\$A'000 |
|--------------------------------------|---|----------------------------|---------------------------------------|
| 2.2                                  | Proceeds from disposal of:                            |                            |                                       |
|                                      | (g) entities  | -                          | -                                     |
|                                      | (h) businesses  | -                          | -                                     |
|                                      | (i) property, plant and equipment                     | -                          | -                                     |
|                                      | (j) investments                                       | -                          | -                                     |
|                                      | (k) intellectual property                             | -                          | -                                     |
|                                      | (l) other non-current assets                          | -                          | -                                     |
| 2.3                                  | Cash flows from loans to other entities               | -                          | -                                     |
| 2.4                                  | Dividends received (see note 3)                       | -                          | -                                     |
| 2.5                                  | Other (provide details if material)                   | -                          | -                                     |
| <b>2.6</b>                           | <b>Net cash from / (used in) investing activities</b> | <b>(4)</b>                 | <b>(23)</b>                           |

|             |   |              |              |
|-------------|---|--------------|--------------|
| <b>3.</b>   | <b>Cash flows from financing activities</b>   |              |              |
| 3.1         | Proceeds from issues of equity securities (excluding convertible debt securities)       | 162          | 454          |
| 3.2         | Proceeds from issue of convertible debt securities                                      | -            | -            |
| 3.3         | Proceeds from exercise of options   | -            | -            |
| 3.4         | Transaction costs related to issues of equity securities or convertible debt securities | -            | -            |
| 3.5         | Proceeds from borrowings  | 1,300        | 4,300        |
| 3.6         | Repayment of borrowings   | (1,687)      | (1,687)      |
| 3.7         | Transaction costs related to loans and borrowings                                       | -            | -            |
| 3.8         | Dividends paid  | -            | -            |
| 3.9         | Other (provide details if material)   | -            | -            |
| <b>3.10</b> | <b>Net cash from / (used in) financing activities</b>                                   | <b>(225)</b> | <b>3,067</b> |

|           |  |       |         |
|-----------|--|-------|---------|
| <b>4.</b> | <b>Net increase / (decrease) in cash and cash equivalents for the period</b> |       |         |
| 4.1       | Cash and cash equivalents at beginning of period                             | 669   | 576     |
| 4.2       | Net cash from / (used in) operating activities (item 1.9 above)              | (210) | (3,390) |
| 4.3       | Net cash from / (used in) investing activities (item 2.6 above)              | (4)   | (23)    |
| 4.4       | Net cash from / (used in) financing activities (item 3.10 above)             | (225) | 3,067   |

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| Consolidated statement of cash flows |   | Current quarter<br>\$A'000 | Year to date (9 months)<br>\$A'000 |
|--------------------------------------|---|----------------------------|------------------------------------|
| 4.5                                  | Effect of movement in exchange rates on cash held | -                          | -                                  |
| <b>4.6</b>                           | <b>Cash and cash equivalents at end of period</b> | <b>230</b>                 | <b>230</b>                         |

| <b>5.</b>  | <b>Reconciliation of cash and cash equivalents</b><br>at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter<br>\$A'000 | Previous quarter<br>\$A'000 |
|------------|---|----------------------------|-----------------------------|
| 5.1        | Bank balances   | 230                        | 669                         |
| 5.2        | Call deposits   | -                          | -                           |
| 5.3        | Bank overdrafts   | -                          | -                           |
| 5.4        | Other (provide details)   | -                          | -                           |
| <b>5.5</b> | <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>  | <b>230</b>                 | <b>669</b>                  |

| <b>6.</b> | <b>Payments to related parties of the entity and their associates</b>                   | Current quarter<br>\$A'000 |
|-----------|---|----------------------------|
| 6.1       | Aggregate amount of payments to related parties and their associates included in item 1 | 121                        |
| 6.2       | Aggregate amount of payments to related parties and their associates included in item 2 | -                          |

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

| <b>7.</b>  | <b>Financing facilities</b><br><i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i><br><i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>  | Total facility amount at quarter end<br>\$A'000 | Amount drawn at quarter end<br>\$A'000 |
|------------|---|---|--|
| 7.1        | Loan facilities   | 5,400   | 5,400                                  |
| 7.2        | Credit standby arrangements   | -   | -                                      |
| 7.3        | Other (please specify)  | -   | -                                      |
| <b>7.4</b> | <b>Total financing facilities</b>   | <b>5,400</b>                                    | <b>5,400</b>                           |
| 7.5        | <b>Unused financing facilities available at quarter end</b>   |   | -                                      |
| 7.6        | Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well. |   |  |



R&D Finance facility of \$800,000 with Rockford Pty Ltd. Secured against R&D Refund. Term 150 days from 20 February, 2025 the R&D refund, interest rate 15% per annum. Additionally, the company has entered into a convertible note facility with its major shareholder, Harmil Angel Investments for \$4,600,000 for a period of 12 months at an interest rate of 12.5%, and the final \$500,000 was drawn on the 22 January 2025.

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| <b>8. Estimated cash available for future operating activities</b>  | <b>\$A'000</b> |
|---|----------------|
| 8.1 Net cash from / (used in) operating activities (item 1.9)   | (209)          |
| 8.2 Cash and cash equivalents at quarter end (item 4.6)   | 230            |
| 8.3 Unused finance facilities available at quarter end (item 7.5)   |                |
| 8.4 Total available funding (item 8.2 + item 8.3)   | 230            |
| 8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>   | 1.10           |
| <p><i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i></p> |                |
| 8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:   |                |
| 8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?   |                |
| <p>Answer: Yes, cashflows to continue</p>   |                |
| 8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?    |                |
| <p>Answer: The company expects to announce a capital raise imminently and has also secured a \$500k short-term loan for additional capital whilst the capital raise is being completed.</p>                               |                |
| 8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?   |                |
| <p>Answer: Yes, the company expects to be able to continue its operations and meet its business objectives based on the expected implementation and completion of the activities outlined in 8.6.2.</p>                   |                |
| <p><i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i></p>   |                |



**Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 30 April 2025

Authorised by: The Board of HITIQ Limited  
(Name of body or officer authorising release – see note 4)

**1.1 Notes**

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – e.g., Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.