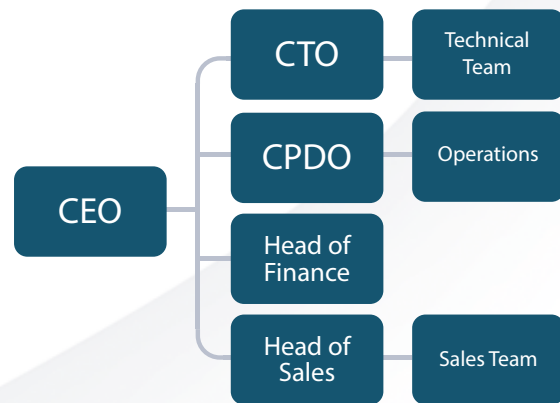


Our future operating model to support our growth ambition

Our operating structure will continue to improve to be able to meet the needs of the business as it grows, with this including in 2022 expanding the technical team, establishing teams for DAO in Europe & Multi-seller in the US and onboarding agents in Asia. Beyond this, we will bring on resources to support expansion into new sectors and separate operational & change responsibility to enable the right levels of support.

Current state

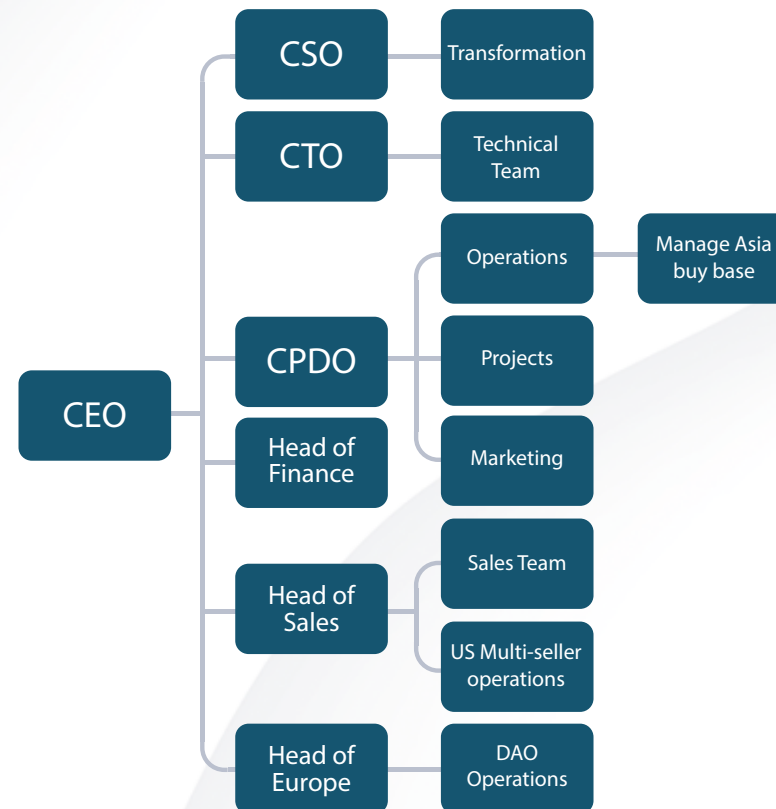
Nui maintains a relatively flat structure, with the technical and management team in New Zealand, and the sales team spread globally.



2022...

To deliver in 2022, we will:

- Expand the technical team
- Establish teams to manage business development and operations for DAO in Europe, & a similar multi-seller in the US.
- Take on contract agents in Asia to establish the buyer base



And onwards...

Further work will be undertaken in 2022 to define our future operating model. Additional resources will be required:

- To support our expansion into new sectors and markets
- To ensure we maintain the right level of support technically, operationally and via Nui consulting

