

February 2022

WEB 3.0

- **WEB3**
- **AUSTRALIAN ELECTIONS**
- **CRYPTO REGULATIONS**
- **EUROPE'S ENERGY CRISIS**



ABOUT KALKINE GROUP

Kalkine Group is a prominent name in the subscription & media sales line of business. A renowned equity market research, investor relations and media house firm, Kalkine caters to the share markets of Australia, the UK, Canada, the United States, and New Zealand. The Company is also eyeing the growing Ireland market.

Kalkine Media provides trending and live news articles about listed companies belonging to diverse sectors and market commentaries. Interestingly, Kalkine Media also operates on the model of Advertiser – a Publisher firm under its B2B umbrella, providing a dedicated platform to the subscribed clients to leverage various offerings like exclusive banners, sponsored article coverages, videos, and podcasts.

Periodic investor focused events and webinars provide a crucial platform for several listed players/private companies to present their business vision amidst broader industrial landscape and to interact with core audience including Brokers, Fund Managers/SMSF Investor Managers, Sophisticated Investors, Senior Business Executives and Retail Investors.



TEAM KALKINE

Team Kalkine comprises specialists including equity, currency, commodity, and economic analysts providing in-depth and unbiased up-to-date analysis. The team of analysts, sector-specific journalists and editors have hands on experience in developing industry breaking and trending equity and economic news. The team strives to work on the vision of establishing a strong foothold, primarily as a reliable media firm.



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KUNAL SAWHNEY

Founder & CEO

Kunal Sawhney is the Founder & CEO at Kalkine Group and is a richly experienced and accomplished financial professional with a wealth of knowledge in the Australian equities market. His knowledge, skillset and vision provided all the perfect ingredients required to start one of the fastest growing equity market research firms across Australia. This was further supported by the aim of channelising energy and enthusiasm towards the stock market into a leading media research firm.



KALKINE FOOTPRINT



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NOTE FROM THE EDITOR

By Kiara Khanna

“The year gone by was rocky and fraught with enormous challenges. Hence, we have high hopes from 2022 – the year which is expected to finally put our lives back to the normal. Hence, this year HOPE will be our buzzword. So, in the February issue of the Kalkine Media Magazine, we have tried putting up stories that will make you feel good and connected to all the forward-looking trends. Hope you enjoy reading this issue.

The concept of Web 3.0 remained in the limelight throughout 2021, with some tech enthusiasts saying it will be the next big thing in the internet space. Web 3.0 is an umbrella term used for ideas pointing in the direction of eliminating the dominant middlemen on the internet. It envisages a new era of web browsing without logging in the likes of Facebook, Instagram, and Twitter. So, will Web3 actually be the next big thing? Get more insights on this in the issue.

Cryptocurrencies have taken the world by storm with many individuals getting engulfed in crypto mania. As cryptocurrencies become more widely used, so are the regulations around

them. Governments around the world are split on how to regulate cryptocurrency as it transitions from speculative investment to a balanced portfolio stablemate. Dig deeper to understand the outlook and stance of various nations regarding cryptos and exchange regulation in the issue.

A large portion of the internet content today is filled with memes. An effervescent part of the online experience, memes can be called a modern work of art that connects people worldwide. Memes can be anything – from a familiar funny graphic to a simple funny textual message. Know how memes have become the new marketing tool in an insightful coverage in the February issue.

The pandemic era has seen Australian house prices gallop ahead on a record-breaking journey, which now seems to be showing signs of a slowdown. The significant price momentum in the property market has been creating a rate hike pressure on the central bank for a long time now. So, are rate hikes the last resort to cool down the red-hot property market? Get the answers in this issue.

The year 2021 was a roller coaster

ride for Australian businesses amid the pandemic-induced disruptions and lockdown restrictions. When the pandemic presented unprecedented challenges, certain Australian businesses managed to thrive on the back of some favourable market trends. One such prominent example is ASX-listed Jindalee Resources Limited (JRL), whose share price rallied by about 175 per cent in 2021. Do not forget to get acquainted with the company's upcoming plans in this issue.

They say don't put all your eggs in one basket. However, it seems like the EU put everything in the "renewables basket" as far as its energy needs are concerned. The EU's think tanks bet heavily on renewable energy and led a premature energy transition from traditional sources of power to wind, solar and other renewable energy sources. So, have Europe's green plans backfired to aggravate the continent's energy crisis? Know more about it in this must-read feature on Europe's energy crisis.

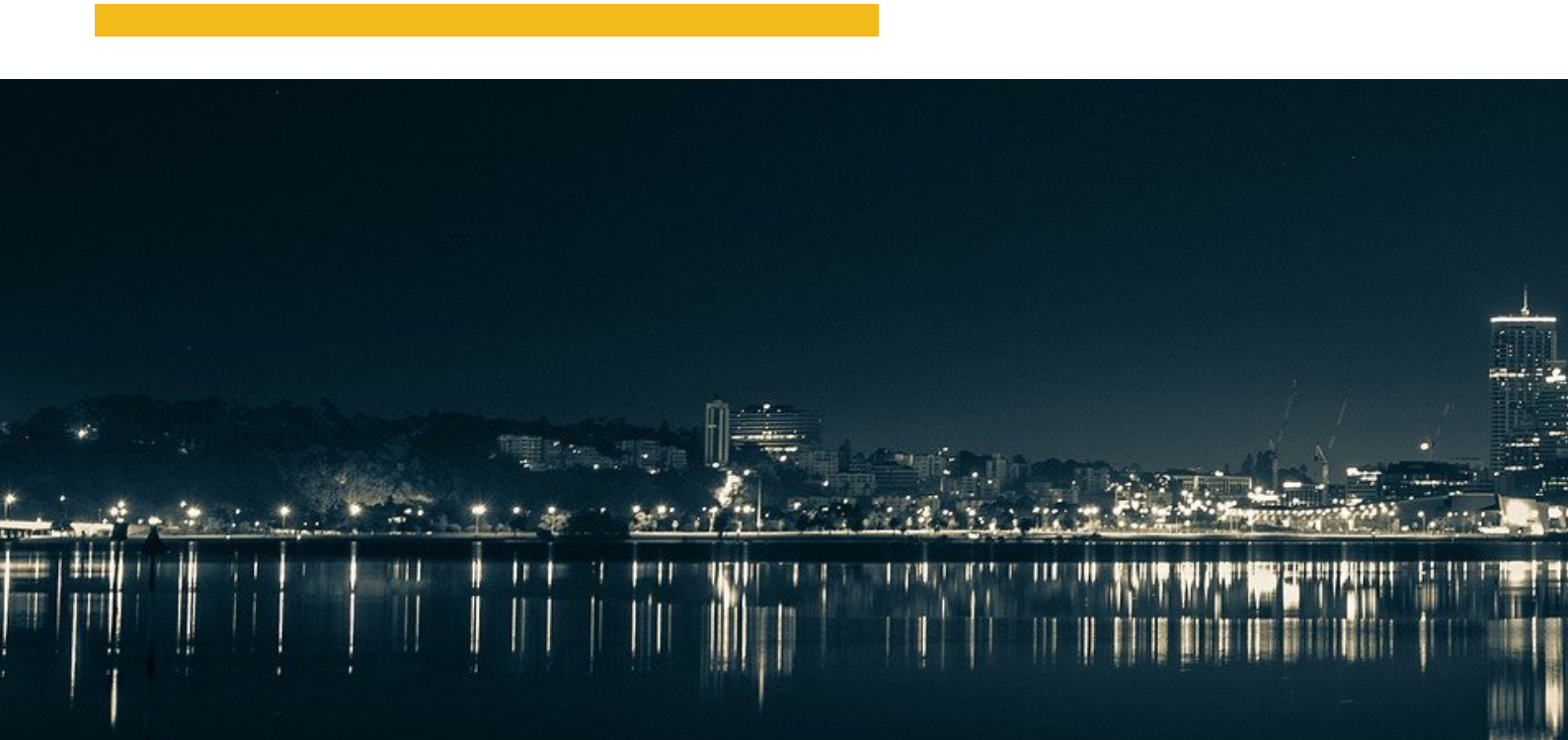
While the global economy fastens its seatbelts to hitch a ride on the clean energy wave, the most anticipated transition in the energy consumption dynamics faces an energy storage

dilemma. In recent times, batteries have been dubbed as the 'holy grail' of clean energy. Batteries are a critical component of the energy storage and supply puzzle. Know all about the Vanadium Redox Flow Battery technology in an insightful feature in the issue.

The trajectory of politics in any country is greatly shaped and impacted by the hot trends that prevail before the elections. While the agenda around major global issues remain common across borders, there are some factors that are unique for every region. Get insights on a few elements which have affected the lives of people in Australia in one way or another and thus, could influence the outcome of the 2022 Australian Elections in the issue.

Let's make 2022 a year of growth and hope.

Happy Reading!



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01

IS WEB 3 REALLY THE NEXT BIG THING?

By Priyabrata Prusty



Source: © Spaceheater | Megapixl.com

The concept of Web 3.0, also known as Web3, an umbrella term used for ideas pointing in the direction of eliminating the dominant middlemen on the internet, remained in the limelight through 2021, with some tech enthusiasts saying it will be the next big thing in the internet space. Web3 envisages a new era of web browsing without logging in the likes of Facebook, Instagram, and Twitter.

Web3 is a model of decentralised internet to be run on blockchain technology. It would be different from the earlier versions -- Web 1.0 and Web 2.0. In Web3, users will have ownership stakes in platforms and applications they use.

In Web 2.0, which has been in use since

the mid-2000s, tech giants like Google, Amazon, Facebook and Twitter drove an astonishing share of internet services riding the waves of mobile adoption and cloud delivery. They also cornered trillions of dollars in revenues for the value they created. These tech giants have accrued immense value using their users' data and content. But the users hardly get the actual value of the content they post on these platforms.

But in Web3, users will have ownership stakes in platforms and applications. Unlike in Web 2.0, where content creators are at the mercy of tech giants and are dependent on their platforms to get audiences for the content they create, in Web3, they will have complete autonomy.



Source: © Denisismagilov | Megapixl.com

Today, entrepreneurs have realised that depending on platforms owned by top centralised tech companies would not pay off. Hence, they are developing blockchain-based content and are building the third version of the internet - Web 3.0.

This is a web of open protocols with composable applications owned by their creators and users. Right now, the

idea of Web3 may sound like some far-away digital utopia. But, surely, Web3 is driving new conversations and attracting investments, especially from crypto investors, who see this as the future.

With the rise of non-fungible tokens (NFTs), the Web3 movement has got more fuel. NFTs are secured digital collectables, files that can be bought and sold using cryptocurrency.

WILL WEB3 BE THE NEXT BIG THING?

Experts say, for the time being, Web3 will operate alongside Web 2.0, but in the due course, it will fully replace Web 2.0. This means blockchain-based social networks, transactions and businesses will grow this year and will thrive in the years to come, but they cannot supplant platforms like Facebook, Twitter or Google completely.

Some tech enthusiasts say Web 2.0 companies will implement Web3 ideas into their services to stay relevant. With

Web3 technology, users would be able to take their data and content wherever they go on the internet, which is not possible now as big tech companies don't allow that.

Worth mentioning here is that Facebook last year rebranded itself, Meta. The company said its priority would be to build a digital future--metaverse--where everyone lives, interacts and works together in virtual reality.



WEB 3.0

02

WHAT DO CRYPTO REGULATIONS LOOK LIKE IN DIFFERENT COUNTRIES?

By Aditi Saha



Source: © 2022 Kalkine Media®

Cryptocurrencies have taken the world by storm with many individuals getting engulfed in cryptomania.

As cryptocurrencies become more widely used, so are the regulations that regulate them. Governments around the world are split on how to regulate cryptocurrency as it transitions from speculative investment to a balanced portfolio stablemate.

Let us dig deeper to understand the outlook and stance of various nations regarding cryptos and exchange regulation. It is expected that any forthcoming legislation may alter its stance on digital currency.

US

The United States contains regulations that are overseen by both the state and federal governments, which means that rules may differ from one state to another. However, there is a general sense of optimism.

New York State, for example, is a proponent of cryptocurrency and developed the 'BitLicense' licencing framework for crypto exchange and businesses in 2016. To trade on cryptos, organisations must first obtain government authorisation.

AUSTRALIA

Australia has a soft spot for cryptocurrency trading. Cryptocurrencies are classified as a legal property in the nation, making them taxable. Exchanges are permitted to operate in Australia as long as they register with the Australian Transaction Reports and Analysis Centre (AUSTRAC) and meet stringent AML/CTF

requirements.

The Australian Securities and Investments Commission (ASIC) set regulatory regulations for initial coin offerings (ICOs) in 2019, as well as prohibiting exchanges from issuing privacy coins.

CHINA

China has taken its toll on cryptocurrencies, as its stance has shifted dramatically from welcoming crypto mining to outright forbidding it. The move has been interpreted as a curse on the country's cryptocurrency mining operations.

To put a dampener on crypto mining, China banned initial coin offerings (ICOs) in 2017, followed by the closure of crypto exchanges. Blockchain technology and other related start-ups, on the other hand, continue to be broadly supported.

INDIA

Many Indians have warmly embraced cryptos, and the mania is spreading quickly. However, the government is still a long way from grasping the significance of cryptos.

The Reserve Bank of India (RBI) forbade financial institutions from trading in cryptos in 2018, but this decision was

overturned by the Supreme Court in March 2020.

Furthermore, in early 2021, India suggested legislation making it illegal to trade cryptocurrencies other than state-backed digital assets.

Some belief in the country that the government should not turn its back on

revolutionary digital assets and instead issue rules rather than completely banning them.

Even Wazirx, India's largest crypto exchange, fought the battle and ran a pro-crypto campaign. As time passes, a growing number of Indians are actively getting involved in cryptocurrency trading. It is time to decide if the Indian government can turn a blind eye to the millions of people who favour

cryptocurrency.

Crypto industry in India saw a major announcement being made by the government on crypto currencies. In her budget speech, the Indian Finance minister announced a 30% tax on income generated through crypto trading . Although this move does not make crypto legal, experts see it as a move in the right direction to give official recognition to new age digital assets.

EL SALVADOR

El Salvador etched its name in history as it became the first country to accept Bitcoin as legal tender. President Nayib Bukele's administration claims that the move will give many Salvadorans access to financial services for the first time. Every year, people would be able to save \$400 million in remittance costs sent

home from overseas.

In addition to the US dollar, El Salvador's parliament enacted a bill allowing crypto money to be recognised as tender for all services and products in the small Central American country.

UNITED KINGDOM

The Financial Conduct Authority (FCA), which gives licences to crypto exchanges and firms, is currently regulating the sector in the United Kingdom. The FCA has strict rules, particularly for

individuals trading in crypto futures and options (F&O). It also makes cautionary statements about the risks associated with cryptocurrencies, urging investors to be cautious.

EUROPEAN UNION

The regulation here is multifaceted, with areas of concern shared between the Union and member nations.

A majority of EU nations have soft-touch regulations, but the bloc as a whole is mulling a unified crypto framework.

In September 2020, the European

Commission released the draft Markets in Crypto-Assets (MiCA) regulation. MiCA is meant to treat cryptocurrency as regulated financial instruments, comparable to brokerage and trading organisations, and so requires regulatory clearance in advance.

SINGAPORE

Singapore has established explicit standards for how legislation for the sector is carried out through its Payment Services Act, which is administered by the Monetary Authority of Singapore

(MAS). Furthermore, trading in cryptos in Singapore necessitates obtaining a licence and adhering to CTF and AML regulations.

CANADA

In general, Canadian regulators have taken a pro-crypto attitude. In February 2021, it became the first government to approve a Bitcoin ETF. The Investment Industry Regulatory Organization

of Canada (IIROC) and the Canadian Securities Administrators (CSA) have also underlined that crypto trading platforms and dealers must register with provincial authorities in Canada.

JAPAN

The Payment Services Act (PSA) recognises cryptocurrencies as legal property in “the land of the rising sun”.

In the meantime, cryptocurrency exchanges in the country must register

with the Financial Services Agency (FSA) and adhere to AML/CFT regulations. Trading gains from cryptocurrencies are classified as “miscellaneous income” in Japan, and investors are subject to taxation.

LAST THOUGHTS

The enthusiasm has reached its apex as a result of investor interest in cryptos. As a result, rather than outright banning cryptocurrency, many governments have

agreed to regulate it. Only time will tell whether or not all countries will support the presence of cryptocurrencies in the future.

03

ARE MEMES THE NEW MARKETING TOOL?

By Shivani Joshi

A large portion of the internet content today is filled with memes. An effervescent part of the online experience, memes can be called a modern work of art that connects people worldwide. Memes can be anything from a familiar funny graphic to a simple funny textual message.

The word meme first emerged in 1976 in Richard Dawkins's book titled "The Selfish Gene." The author used the term to describe how different cultural trends flow. Now memes have generated a different definition of their own.



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SEAMLESS COMMUNICATORS

Capable of being engaging and communicating different forms of ideas, memes have now exceeded boundaries of "funny". They've come farther than that. The credit for taking the idea of memes to new pinnacles would go to

a different brand and multinational corporations. Communication through memes has become seamless due to their high likeability factor and brands are more aware than ever to use them for gaining the edge.

THE RELATABILITY FACTOR

Marketing is all about communicating the essence of one's brand to the right audience. Making the marketing process relatable to a wider audience can be achieved by inculcating memes in the strategy, seeing that they cover most of the internet. From making big announcements to day-to-day communication, brands use memes for different purposes almost all the time. Different trends emerge as one brand picks up a particular meme template

for communication. Be it Netflix or McDonald's; every brand has realised the relevance of keeping up with trends through memes. Memes are undoubtedly the best way to capitalise on emerging trends to set newer trends. Taking part in the ever going meme fest that goes on different social media platforms only helps different brands trend throughout the social media and establish an identity.

CONVENIENT WAY OF COMMUNICATION

In the age of information overkill, people are constantly consuming information without a break, which has resulted in shorter attention spans. Audiences do not have time to delve into a deep, complex message; they prefer simplicity and ease. Memes most definitely serve as the most straightforward way of communication. The message goes directly to the audience with the fun element combined; without too much deliberation, they absorb the information

necessary to be consumed. Hence, memes win the game. Memes have great reach, with splendid organic engagement. Their shareability value is too high, and therefore, they help different brands reach their right audience.

Memes will stay in the game for a long while now. To notch up their marketing game, memes seem like the best option out there for a brand.

04

ARE RATE HIKES THE LAST RESORT TO COOL DOWN THE RED-HOT PROPERTY MARKET?

By Akanksha Vashisht

The pandemic era has seen Australian house prices gallop ahead on a record-breaking journey, which now seems to be showing signs of a slowdown. The significant price momentum in the property market has been creating a rate hike pressure on the central bank for a long time now.

However, in contrast to its peer nations, the Reserve Bank of Australia (RBA) apparently continues to believe the current scenario is unfit for a rate hike. Thus, the question remains whether new homebuyers will be able to tap the property market in 2022 as housing prices inch higher.



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Despite regulators' efforts to curb the property price increases through stringent lending measures, the housing market has been locked in the same spiral. Though the price hike rate did slow down a bit towards the end of 2021, the spurt in prices shows no sign of abating in 2022. Experts predict the subdued price rise will continue in 2022, with a peak imminent by yearend.

However, these expectations assume that the RBA will raise the cash rate as soon as November 2022. Given this assumption, it is worth examining how the demand-supply dynamics are shaping up in the property market amid rate hike speculations.

WANING DEMAND AND BOOMING SUPPLY

The end of 2021 was marked with peculiarly favourable conditions for the property market. Demand-side pressures, which have been driving housing prices, saw a gradual decline by yearend. Additionally, the supply of property increased satisfactorily, easing affordability constraints to some extent. What came as a result was just a small but important turnaround in the ongoing price rally. The property price rise

slowed down for the first time in years.

Meanwhile, the RBA did not just sit on its hands and urged the Australian Prudential Regulation Authority (APRA) to implement macro-prudential measures to control the house price boom. The efforts ultimately led to lower demand for mortgage lending, augmenting the demand slowdown.

RATE HIKES - THE ONLY RAY OF HOPE?

While APRA's stringent lending restrictions have managed to deflate the housing bubble to some extent, it has somehow exacerbated the gap between people who can and cannot afford the property. Concerns loom that this divide could deepen further if interest rates are

not increased to simmer down property prices. Notably, the real estate world is highly sensitive to interest rate changes. Thus, even a small uptick in interest rates by the RBA might be enough to trigger a nationwide spike in demand.



Another important factor is affordability, which has only deteriorated in passing years as prices rebound. With declining affordability, a large chunk of buyers have not been able to tap the property market boom. This inadvertently leads us to the same indicator that has kept the RBA's interest rate decision intact so far, i.e., wages.

Experts remain hopeful that wage growth would be sufficient to accommodate an interest rate hike by yearend. Rising wages are also expected

to play a crucial role in easing demand-side pressures further, as seen in the markets of Brisbane, Adelaide, and regional Queensland.

In a nutshell, while an interest rate hike seems a perfect answer to the property market's woes, a subsequent rise in wages would give the market an ideal impetus to adjust to this rate hike. Thus, the market may need a balanced mix of rising affordability and limited borrowings from banks to cool off the housing boom in 2022.

05

B2B





JINDALEE RESOURCES LIMITED (ASX:JRL)

By Damini

The year 2021 was a roller coaster ride for Australian businesses amid pandemic-induced disruptions and lockdown restrictions. When the pandemic presented unprecedented challenges, certain Australian businesses managed to thrive on the back of some favourable market trends.

One such prominent example is ASX-listed Jindalee Resources Limited (JRL), whose share price rallied by about 175 per cent in 2021. The Company's stock fared well despite all COVID-driven roadblocks related to the highly contagious Delta variant, which brought

several businesses to a standstill. The credit goes to some positive market trends in the lithium space and the Company's encouraging developments at its high-grade projects based in the US and Australia.

Jindalee owns two large-scale lithium projects in the US – McDermitt and Clayton North. McDermitt is the more advanced of the two and one of the largest lithium deposits in the USA. The McDermitt project has a huge upside with indicated and inferred mineral resources already estimated for this high-value lithium project.

TAPPING PROMISING OPPORTUNITIES IN THE LITHIUM MARKET

Lithium was one of the hottest commodities of 2021, whose prices leapt multi-fold as the demand for metal surpassed supply.

Driving the craze was lithium's role in transitioning the globe towards a greener economy, as it remains a

critical component for the rechargeable batteries used to power EVs (electric vehicles). The awakening of global resources investors to the reality of the green energy transition has been working in favour of Jindalee.



Source: © 2022 Kalkine Media®

- The growing demand for electric vehicles and looming supply shortage of battery metal are unfurling a lucrative opportunity for Jindalee in the lithium market.
- With electric vehicles aggressively driving the need for lithium, the price of the metal is likely to rise further in the coming years.
- The Company sees the US as an ideal location to develop lithium projects as the country depends on imported lithium, producing just 1.2 per cent of the globe's lithium.
- Lithium continues to garner strong government support in the US market due to its supply shortage.
- Jindalee believes that the large sediment-hosted deposits in the US like McDermitt hold the potential to help make the country self-sufficient in lithium.

MCDERMITT – LARGEST LITHIUM DEPOSIT IN THE US

The McDermitt Project is a significant lithium deposit in the US, with a combined inferred and indicated mineral resource of 1.43 Bt @ 1,320ppm lithium (1,000ppm Li cut-off) for a total 10.1Mt of LCE (Lithium Carbonate Equivalent). The Project holds considerable potential to materially change US lithium supply dynamics, with its close proximity to key lithium customers.

In late 2021, Jindalee initiated drilling at its flagship McDermitt project following

the completion of a positive preliminary scoping study. The drill program has been designed to infill and extend the existing Mineral Resource at McDermitt, announced in April 2021.

The Company expects to obtain the first assays for the drill program in the March 2022 quarter, with turnaround times likely to be about twelve weeks. Moreover, the Company intends to progress with the following activities over the coming months:

- **Metallurgical testing**
- **Environmental baseline studies**
- **Apply for Exploration Plan of Operation**
- **Engage with strategic partners/investors**

Jindalee believes its McDermitt project is well-placed to become a low-cost, long-life mining operation for lithium in the US market. In fact, the Company

believes that the strategic location of its McDermitt project provides it with a unique value proposition in comparison to its ASX-listed peers.

ENPRISE GROUP LIMITED (NZX:ENS)- MAGAZINE INTERVIEW

Leading technology transition by establishing and expanding businesses via growth in software and services space.

The software and services space is transforming the way businesses are run. It becomes imperative to stay updated and adapt accordingly to

sustain and grow in the market. To help us understand the subject better, we interviewed Elliot Cooper from Enprise Group.

ELLIOT COOPER

Elliot Cooper is CEO, Co-founder and Executive Director of Enprise Group. He formerly held the Enprise Group CFO role. He is a qualified accountant with deep experience in financial accounting and financial controller roles. In addition to his financial expertise, Elliot has extensive experience in the financial

software business. Elliot is one of the original creators of Exonet Finance (now renamed MYOB Exo), alongside Mark Loveys. Elliot has been involved with the product every step of the way since its inception at PC Direct in the 1990s.



ENPRISE GROUP:

Enprise Group is an NZX (Main Board) listed software and services investment company that is invested in four distinct business units. These investments

deliver high growth, recurring revenue and profit for ENS. Profitable growth is driven through acquisitions as well as organic growth.

1. Enprise is invested in multiple businesses specialising in software and services. Can you explain the business model and structure of Enprise and its business investments?

Enprise Group Limited (Enprise) is a high-tech software and services investment company.

STRUCTURE

ENS is invested in four business units – Kilimanjaro Consulting, iSell, Datagate Innovation and Vadacom. Kilimanjaro Consulting is the number one provider of business solutions for MYOB Enterprise software in Australia and NZ. Enprise Group's iSell Pty Limited subsidiary offers a cloud-based quoting system (IT Quoter) on a SaaS (Software as a service) model used by the IT reseller market

across Australia, New Zealand, UK, South Africa and the USA. Enprise Group joint venture Datagate Innovation offers one-stop SaaS telecom billing globally. Enprise Group also has a holding in Vadacom, a company that specialises in phone system software development and unified communications solutions for Australian and New Zealand businesses.

BUSINESS MODEL

Enprise Group's strategy for its investments is to unlock mutual synergies to accelerate growth for all. Vadacom and Kilimanjaro share a significant number of customers and have a similar target market. Datagate and iSell both target the same Managed Service Provider market and can link their sales and marketing functions

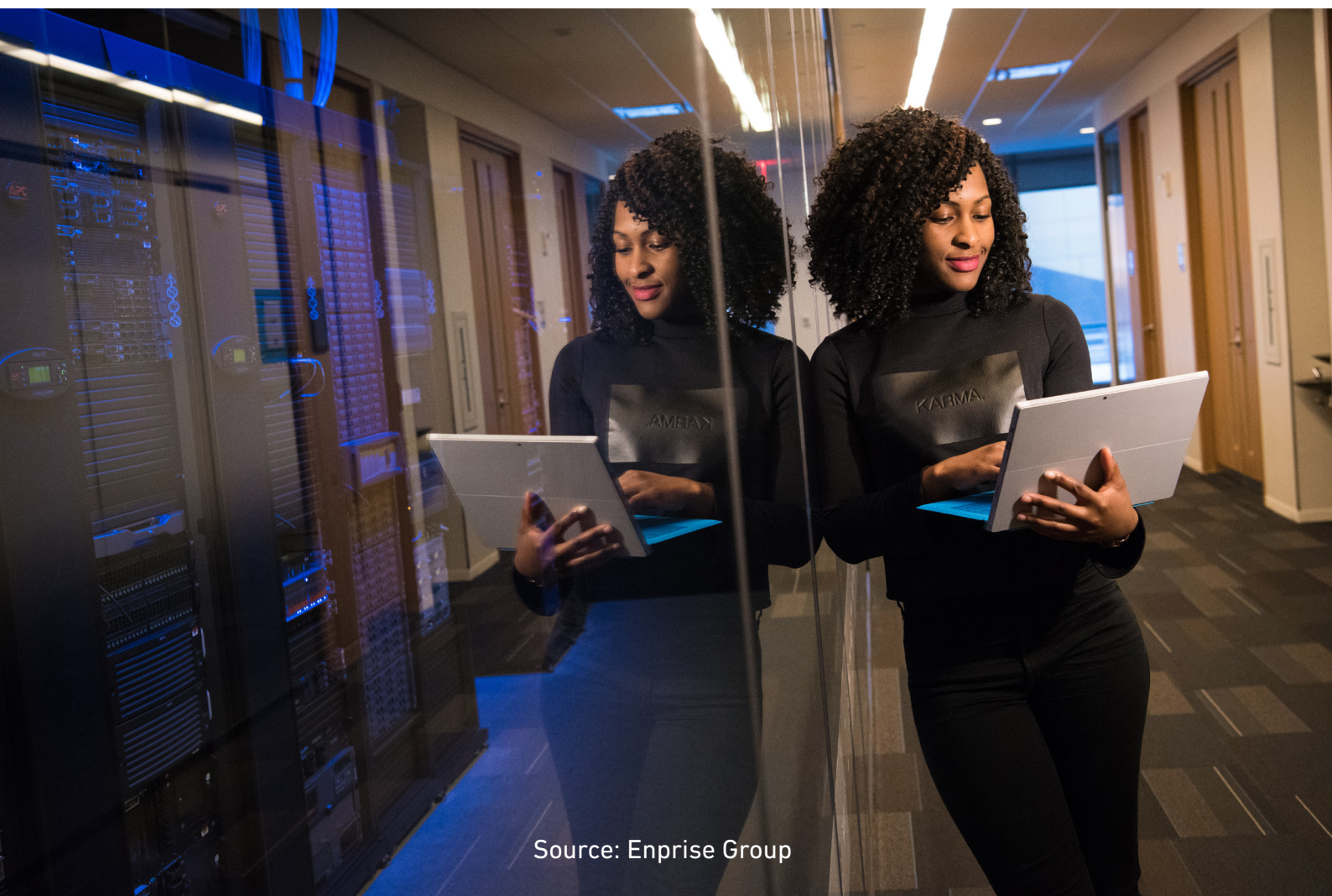
to give each other sales introductions. Kilimanjaro leverages cloud skills and infrastructure resources across the Australian and New Zealand markets.

These interlocking characteristics are a hallmark of Enprise Group's wider growth strategy.

2. Why invest in Enprise Group?

Enprise Group (ENS) investments offer high growth, recurring revenue and profit. Enprise Group's management team has a proven track record of building valuable software and information technology businesses in

New Zealand, clocking up more than NZ\$50 million in successful venture capital deals. We drive profitable growth through strategic acquisitions as well as organic growth.



Source: Enprise Group

3. Enprise has witnessed continued growth in its revenue across all its investee companies despite the challenging 2021. How has the Company shown resilience during such uncertain times?

Enprise Group recorded an impressive 30% growth in FY2021, placing it sixth on the Absolute IT Supreme Scale-Ups list for 2021. Revenue was NZ\$16.1 million, up NZ\$3.7 million for 2021.

Enprise Group's resilience is partly due to its cloud technology investments. In the face of the global pandemic, Enprise Group's cloud technologies helped

power the new remote working trend. This global trend, along with others such as the convergence of phones and computers, is developing and deepening. Enprise Group's focus on innovative cloud technologies continues to drive growth and profit across its portfolio of companies.

4. High growth in the software and services industry indicates that new players can enter the market and boost competition. How well is Enprise ahead of its competitors?

Enprise Group's proprietary cloud technologies and continual cloud software development make life very hard for competitors. Each of the portfolio companies is a specialist in its market space, making them difficult to copy.

Key moments driving company success included:

1. iSell established a presence in the European and US markets from its Australasian base.
2. Kilimanjaro successfully leveraged its position as MYOB's number one enterprise partner in New Zealand

and Australian markets, increasing revenue by 24% above the previous 15-month period.

3. Datagate Innovation Ltd grew its 2021 annual recurring revenue by 116% in North America, reaching a total ARR of NZ\$2.07 million.
4. Vadacom released its new cloud PBX phone system 'Next Voice', a new multi-tenanted VoIP cloud platform that is expected to position Vadacom for growth in and beyond its traditional Australian and New Zealand markets.

5. Enprise's Datagate has turned down an acquisition proposal by a competitor in view of the high growth currently being experienced. What are the ongoing operational and product enhancements to tap such growth opportunities?

We do not believe it is the right time to sell the business, as growth is so strong and headroom for continued growth so substantial. Datagate is an international SaaS business in the MSP billing and telecom space. The Company is firmly in high growth mode, and Annual Recurring Revenue (ARR) now exceeds NZ\$2 million. ARR from US customers was NZ\$1.3 million as at 31 Oct, 116% growth on the previous year. Logo churn is less than 0.5% per month with net revenue retention at 118%. Datagate now has more than 260 customers, including indirect customers. Datagate is successfully leveraging its partner ecosystem to further accelerate growth - a third of new customers now come from the indirect channel, primarily from

strong US in-market partnerships.

Datagate is unique in its ability to integrate efficiently with key software used by IT Managed Service Providers (MSPs). It is a telecom billing solution that integrates efficiently with Professional Services Automation (PSA) software, Accounting Systems and Telecom Tax Engines, saving MSPs countless hours every time they bill their customers. Datagate continues to grow its partner ecosystem and to roll out fresh integrations that further increase its competitive edge. For example, a new integration with Datto Autotask in 2021 almost doubled Datagate's addressable market within the global MSP community.

6. Enprise has an ambitious growth strategy for the coming years. What are the key growth areas that the Company is focusing on, and where do you see ENS in the next five years?

Healthy growth expectations for Kilimanjaro Consulting include organic and inorganic growth. We see plenty of opportunities to grow organically by capturing more market share in the ANZ market. At the same time, Kilimanjaro will continue to make acquisitions that expand and deepen its consultant and developer talent pool in the MYOB enterprise space.

Datagate is projected to exceed ARR of US\$5 million in two years' time. Also, in this time frame, Datagate expects to have sales and support centres in the USA, Canada, UK and New Zealand, as well as a global support centre in the Philippines. Also, Datagate's two-year plan is to achieve a 50/50 split between direct and indirect sales.

iSell has successfully completed the development of a new flagship cloud product that allows it to address the US market. The new cloud offering is also

intended to help iSell grow customer numbers in its existing markets of the UK, South Africa, Australia and New Zealand.

Vadacom has global aspirations for 2022. Its new cloud PBX phone system 'Next Voice' is a multi-tenanted VoIP cloud platform that positions Vadacom for growth in and beyond its traditional markets. The new cloud phone system already has more than 600 extensions in use and is ready to be released now. Up to now, Vadacom has specialised in phone system software development and unified communications solutions for Australian and New Zealand businesses. Its new cloud product has global growth prospects.

In addition to our current portfolio, we are always looking for more opportunities that fit with our strategy and can leverage off being part of the Group.

06

EUROPE'S ENERGY CRISIS: DID EU'S GREEN PUSH BACKFIRE?

By Nitish Kumar



Source: © 2022 Kalkine Media ®

They say don't put all your eggs in one basket. However, it seems like the EU put everything in the "renewables basket" as far as its energy needs are concerned.

The EU's think tanks bet heavily on renewable energy and led a premature energy transition from traditional sources of power to wind, solar and other renewable energy sources.

The winter season in Europe is hurting the pockets of the general population, thanks to rising natural gas prices. The

EU went into the winter season with low stocks of heating fuel, including natural gas. The high energy demand in Asia led to fierce competition between Asian and European traders to secure LNG supply.

Low-intensity winds failed to turn the turbines in Europe and pushed the entire region into one of the biggest energy crises. Experts have red-flagged the situation and believe the current crisis could prevail for years to come.

US sends largest contingent of LNG vessels to Europe.

As per a Bloomberg report, around 49 LNG vessels bearing US flags were bound for Europe on 1 January 2022, while in December, nearly half of all LNG exports from the USA had set out on a European trip. The import from the USA is at an all-time high as the USA sits over a huge supply of low-cost shale oil and

gas.

The USA, after World War II for the second time in history, is sending the largest contingent of marine vessels to save Europe from a complete crisis!



LNG container (Image source: © Dpsfotogmailcom|Megapixl.com)

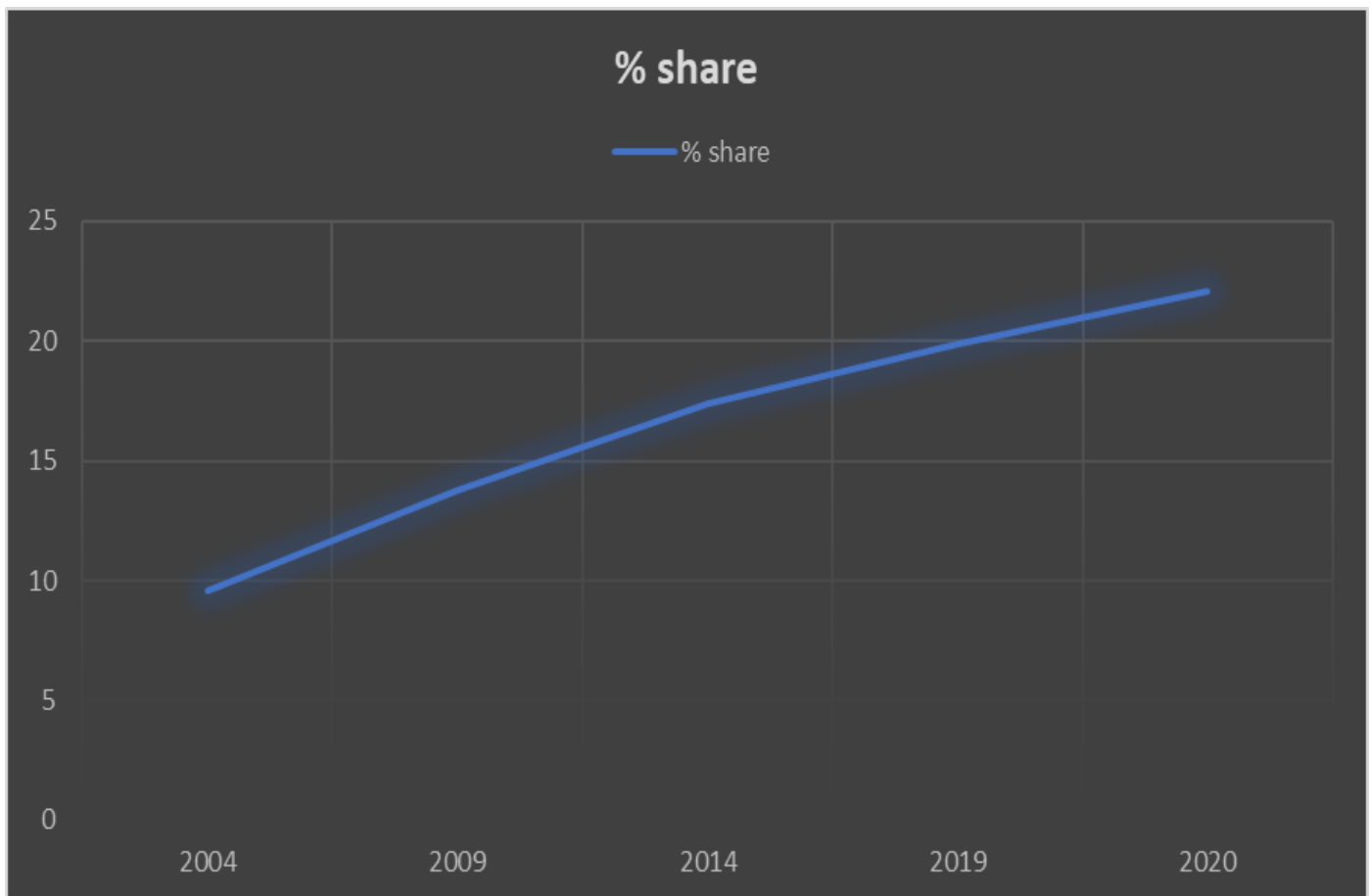
Did Europe score own goal?

According to experts and analysts, the current energy crisis has been triggered by Europe's premature transition into renewable energy to meet its carbon emission goals. The Paris Agreement of 2015 on climate change triggered a chain reaction in the European region to lower the levels of carbon emissions and saw a slew of renewable energy projects popping up across the continent.

The data from the European statistics agency-Eurostat shows that in 2004, renewables contributed nearly 9.6% of the total energy consumed in the region,

which more than doubled to 22.1% in the year 2020.

The figures get interesting when one looks at a few European countries; sample this - renewable energy contributes nearly 77% of all energy produced by Norway, while for Sweden, it is around 60%. France for long depended on nuclear energy for most of its energy consumption. Recently, the country had to shut down several units to fix some faults, leaving it exposed to the shortage of natural gas and highly dependent on clean energy.



Increasing share of renewable energy in the total energy mix of Europe (Data source: Eurostat)

The data from Eurostat also reveals that the usage of solid fossil fuel including peat diminished to 2.1% of the total

energy mix in 2019, while natural gas performance remained nearly stable at around 21% in 2019.

No immediate relief in the picture

The USA's shipments are providing little relief to the ongoing crisis but cannot be seen as permanent solutions. The US has a vast reserve of natural gas but

its liquefaction capacity is limited. The natural gas production in the North Sea is on the decline, leaving Europe at the mercy of weather and geopolitics.

07

EXPLAINED: WHAT IS VANADIUM REDOX FLOW BATTERY TECHNOLOGY?

By Akshay

While the global economy fastens its seatbelts to hitch a ride on the clean energy wave, the most anticipated transition in the energy consumption dynamics faces an energy storage dilemma. In recent times, batteries have been dubbed as the 'holy grail' of clean energy. Batteries are a critical component of the energy storage and supply puzzle.

The role of batteries is growing at an exponential rate with the “electrification

of everything”. The electrification of mobility solutions has sparked off a major race amongst automakers to secure supplies of lithium, cobalt and nickel. But do you know that the stationary electricity demand pertaining to the off-grid electricity supply to residential houses and industries has grown even faster due to the rising adoption of renewable energy?

CARBON GOALS AND ENERGY SHIFT

Recently, Australia announced its plans to achieve carbon neutrality by 2050. Additionally, the country also pledged to cut down carbon emissions to 35% below 2005 levels by 2030.

With the global chorus for cleaner fuels getting louder by the day, renewable

and clean energy sources are set to contribute a higher proportion to the world's energy mix in the future. These clean sources of energy must be complemented by stable and environment-friendly options for energy storage.



Source: © Malpetr | Megapixl.com

Vanadium, a versatile metal, is widely used for steel and alloy manufacturing and for chemical applications. Over the recent years, energy storage has become a high-growth segment of vanadium

consumption. In 2018, vanadium was added to the 'US & Australian Strategic Metals List' along with other significant minerals for the new energy economy.

How does vanadium store electrical energy?

Vanadium is uniquely endowed as it exists in four different oxidation states. Due to this unique attribute, vanadium can be used in storing electrical energy in the form of chemical energy.

The energy can be converted back and forth from its different oxidation states. The usage of only one material

minimises the chances of cross-contamination. Further, a Vanadium Redox Flow Battery (VFRB) can convert and store electrical energy in two distinct tanks with electrolytes, allowing the safe storage of energy for longer periods without any loss.

Superior energy storage option with utility-scale advantage

VFRBs enjoy a long cycle life of over 35,000 cycles or 35-50 years of operation, which is way more impressive than lithium-ion batteries (LIBs) with roughly five years of operational life. This advantage over LIBs makes VFRBs ideal for utility-scale energy storage.

Vanadium Redox Flow Batteries are ideal for static energy storage applications.

They offer a long battery life and scalable storage capacity option, with minimal maintenance obligations and environmental footprint.

As per Bloomberg New Energy Finance (BNEF), flow batteries could amount to up to 46% (69 GWh) of the total required energy storage capacity of 150 GWh in 2030.

08

AU ELECTION 2022: FACTORS THAT WILL MAKE A DIFFERENCE

By Manisha

The trajectory of politics in any country is greatly shaped and impacted by the hot trends that prevail before the elections. While the agenda around major global issues remain common across borders, there are some factors that stand unique for every region. In this article, we will dip into a few elements which have affected the lives of people in Australia in one way or another and thus, could

influence the outcome of the 2022 Australian election.

Some of the moot points that voters might consider while taking a call for voting for or against the Scott Morrison-led federal government include the management of the economy, handling of the COVID-19 pandemic, climate action policies, unemployment, and the energy sector.



Source: © Vchalup | Megapixl.com

Here's a broader view of the present state of affairs in the country that have the potential to sway voters' opinions for

the political parties contesting the 2022 general election.

RESPONSE TO COVID-19

The general public's response as of now has been a mix of sweet and sour for Prime Minister Morrison's actions against COVID-19. In terms of vaccine rollout as well, the current government

received criticism in the initial phase for slow action, but eventually, it upped its game to become one of the highly vaccinated countries.

Also, recently the government faced backlash for not keeping a check on the prices of COVID-19 Rapid Antigen Test (RAT) kits. With the rise in demand for tests amid a record number of cases every day, some retailers are charging more than ten times the set cost. This is happening despite the wholesale cost ranging from AU\$3.95 to AU\$11.45 per test.

As a countermeasure, the Australian government has introduced measures under the Biosecurity Act 2015 to

prohibit price gouging and impose restrictions on the improper export of rapid antigen tests (RATs).

All the actions taken by the government in handling such challenges amid the pandemic will determine if the trust of Aussies has weakened or strengthened in the current government.

ECONOMY MANAGEMENT



Source :© Annatush2014 | Megapixl.com

The national economy dropped 1.9% in seasonally adjusted chain volume measures in the last quarter of 2021, as per the Australian Bureau of Statistics data released on 1st December 2021. Also, the GDP fell 0.6% during the same period.

One aspect that has made a lot of difference to Australia and its economy in the last two years is its trade equation with China. There have been geopolitical

tensions triggering China to impose restrictions on goods exported from Australia, be it higher tariffs or bans.

Consequently, those in power are sure to bear the brunt of the poor state of the economy as the economical graph has been similar or worse throughout the pandemic times under the Morrison government.

CARBON EMISSION CUTS & ENVIRONMENTAL CONCERNS



Source: © Eric1513 | Megapixl.com

In Australia, coal is used for the production of about 75-80% of the electricity requirements of the country. At the global level, Australia is ranked as a major producer and exporter of coal. Plus, employment in the coal mining sector is expected to rise ~57% from 43,000 in 2021 to around 67,500 by 2025.

Having stated that, it seems justified that the federal government has been taking decisions backing mega coal and energy projects. But the Morrison government is under pressure from global organisations over alarming

carbon emission levels in Australia.

While the massive amount of contribution by the coal industry to the economy cannot be denied, it is fairly essential for the central authority to maintain a balance between climate action policies and its support for the fossil fuel sector.

The unfulfilled commitments to achieve carbon emission targets and its pro-mining industry outlook would be taken into consideration by voters in the upcoming election.

UNEMPLOYMENT

Among the many concerns, unemployment has been at the centre stage for a long time, especially amid the pandemic. However, the scenario seems to be turning positive gradually for the country with ease in restrictions.

The key statistics given by the ABS for November 2021 show that the unemployment rate declined to 4.6%, while the employment to population ratio increased to 63.0%. Also, the youth unemployment rate in the country decreased to 13.1% in October 2021.

The boom in employment rate can fall in favour of the Morrison government as it relates to the very elementary demand of the public, in general. More jobs and better income opportunities hint at a faster economic recovery.

Nonetheless, only the poll results will tell how the above-mentioned factors played out – in favour or against the current government.

Previous Versions



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