

21 August 2024

Aumake Limited (ASX: AUK)

Aumake Formalises Strategic Framework Agreement with Chinese SOE with Official Signing Ceremony Held in Wuhan, China

Highlights:

- Aumake Limited formalises A\$300 million strategic co-operation Framework Agreement with Yangtze River New Silk Road International Logistics (Hubei) Group Co., Ltd ('Yangtze River'), with an official signing ceremony held in Wuhan on 16th August 2024.
- The three-year agreement involves Yangtze River purchasing a minimum of A\$100 million worth of Australian goods from Aumake each year, with the first order expected in Q1 FY25.
- Proceeds from Aumake's recently announced \$2.8 million capital raising to a strategic consortium of investors will solidify the Company's positioning and enhances its capacity to effectively facilitate this agreement.
- The signing ceremony provided an opportunity for key personnel to network with SOE officials as Aumake looks to solidify ties with Yangtze River and explore further SOE partnerships to expand the companies online and offline presence.

Aumake Limited (ASX: AUK) (Aumake or the Company) is pleased to announce that it has formalised its A\$300 million strategic co-operation framework agreement (**Agreement**) with the Chinese State-Owned Enterprise (SOE) Yangtze River New Silk Road International Logistics (Hubei) Group Co., Ltd (**Yangtze River**) during an official signing ceremony held in Wuhan on 16 July 2024.



Aumake Managing Director Joshua Zhou with General Manager of Yangtze River WANG, Yongfen celebrating the signing of the agreement.



Dignitaries of both parties celebrating the formalisation of the agreement.

This formalisation marks a significant milestone in the three-year strategic cooperation framework initially announced 22 July 2024. Under the terms of the non-binding Agreement, Yangtze River will purchase a minimum of A\$100 million worth of Australian goods from Aumake annually, with the total value of the agreement reaching a minimum of A\$300 million over three years. This collaboration is set to bolster trade relations between Australia and China, with Aumake playing a pivotal role in the cross-border sales of Australian agricultural, livestock, FMCGs, frozen goods, bulk resource commodities and alcohol.

To support this Agreement, Aumake received binding commitments of \$2.8 million through a strategic capital raising to a consortium of investors. The funds raised will strengthen the Company's financial position and prepared Aumake to efficiently facilitate the procurement and delivery of goods under this significant agreement.

The signing ceremony in Wuhan also presented an invaluable networking opportunity for Aumake and Yangtze River. Both parties engaged in meaningful discussions, exploring the best possible avenues for collaboration and identifying potential future opportunities to expand their partnership further.

Aumake's Managing Director, Joshua Zhou, commented:

"The formalisation of our A\$300 million strategic co-operation framework agreement with Chinese SOE Yangtze River marks an extraordinary leap forward for the Company.

"The strategic partnership we have solidified, positions Aumake at the forefront of cross-border trade between Australia and China, opening doors to unprecedented growth and opportunity.

"The agreement between Aumake and Yangtze River significantly expands Aumake's physical footprint in China. We will be able to leverage Yangtze River's extensive port and logistics infrastructure to significantly reduce the Company's cost base and achieve higher margin sales as we strive for financial profitability in FY25. We expect to receive the first order under the framework in the coming weeks."

"With the backing of our recent \$2.8 million capital raising and our strong collaboration with Yangtze River, I am incredibly optimistic about the bright future that lies ahead for Aumake".

Yangtze River's General Manager, Wang Yongfen, commented:

"The signing of this agreement signifies the formal establishment of a long-term strategic partnership between Yangtze River New Silk Road International Logistics (Hubei) Group Co., Ltd. and Australia[n] Aumake Limited,"

Authorised for release by the Board of Aumake Limited.

Joshua Zhou
Managing Director
Aumake Limited

About Aumake:

Aumake Limited (Aumake or the Company) (ASX: AUK) is a company with strong brand acceleration and sales capabilities, positioning it as a pioneer in delivering high quality brands and products from Australia and New Zealand to the Asia market.

Forward Looking Statement:

This announcement may contain forward-looking statements, including statements regarding: plans, strategies and objectives of management; anticipated revenue, products, and stores; operating costs; Chinese tourism; Governmental policies and preferences (both Australian and Chinese).

Forward-looking statements can be identified by the use of terminology such as 'intend', 'aim', 'project', 'anticipate', 'estimate', 'plan', 'believe', 'expect', 'may', 'should', 'will', 'continue', 'annualised' or similar words. These statements discuss future expectations concerning the results of operations or financial condition, or provide other forward-looking statements.

These forward-looking statements are not guarantees or predictions of future performance, and involve known and unknown risks, uncertainties and other factors, many of which are beyond our control, and which may cause actual results to differ materially from those expressed in the statements contained in this presentation. Readers are cautioned not to put undue reliance on forward-looking statements.

Except as required by applicable regulations or by law, the Group does not undertake any obligation to publicly update or review any forward-looking statements, whether as a result of new information or future events.

Past performance cannot be relied on as a guide to future performance.