

# COLES CONTRACT COMMENCEMENT

26 July 2021

Keytone Dairy Corporation Limited (ASX:KTD) (the “Company” or “Keytone”) is pleased to provide an update on the commencement of the previously announced \$5 million per annum Coles contract.

The key points include:

- Strong opening orders and forecast of more than \$800,000 covering less than a 2-month period;
- First product manufactured and dispatched in late June 2021, full initial sales impact to be realised in the September quarter;
- Keytone is now receiving an average of two orders per week for Coles product SKUs, growing in frequency and value;
- Prior inventory and working capital build related to the Coles contract commenced unwinding late in the June quarter as first sales were dispatched and will fully unwind through the September quarter as sales are recognised and collected on agreed contract terms; and
- Ongoing and positive discussions for new product development in addition to promising tenders for new Coles contracts with significant upside for Keytone.

“The start of the Coles contract has proceeded both ahead of schedule and ahead of volume forecasts” stated Keytone CEO Danny Rotman. “It represents the commencement of a long-term strategic partnership with one of Australia’s leading grocers and validates the credentials and capabilities of the Company to service Coles nationally across a range of different categories. Pleasingly the successful launch has led to a growing sales pipeline with a number of new tenders for the Coles group currently in the works offering significant sales upside for Keytone.”

The release of this announcement was authorised by the Non-Executive Chairman, Mr. Peter James, on behalf of the board.

## Further Information

Jourdan Thompson  
Chief Financial Officer, Keytone Dairy Corporation Limited  
Email: [investors@keytonedairy.com](mailto:investors@keytonedairy.com)  
Tel: +613 9587 6483

## **About Keytone Dairy Corporation Limited**

Based in Sydney and Melbourne, Australia and Christchurch, New Zealand, Keytone Dairy Corporation Ltd is an established manufacturer and exporter of formulated dairy products and health and wellness products. Keytone Dairy's wholly-owned subsidiary Omniblend is a leading Australian product developer and manufacturer in the health and wellness sector, with both dry powder and ready to drink health and wellness-based product capability. In addition to Keytone Dairy's own brands, the company is a trusted production partner, contract packing for well-known brands in Australia, New Zealand and internationally. The Company's purpose-built production facilities in Australia and New Zealand offer a wide range of dairy, health and wellness and nutritional packing solutions, meeting the diverse needs of consumers from different markets and cultures. Please visit [www.keytonedairy.com](http://www.keytonedairy.com) for further information.

**ENDS**

