



Wide Open
Agriculture

QUARTERLY RESULTS PRESENTATION – Q3 FY22

April 2022



ASX: WOA

**BÖRSE
FRANKFURT**

FRA: 2WO

*Australia's leading ASX-
listed regenerative food
and agriculture company*

QUARTERLY HIGHLIGHTS

- Wide Open Agriculture reported revenue of **\$2.6m during Q3 FY22**, representing an increase of 14% from the prior quarter and an **increase of 129% year-over-year**.
- Eleven consecutive quarters of sequential revenue growth** despite operating through a global pandemic and disruptions of global supply chains, illustrating the highly resilient nature of our business model.
- Robust growth was seen across all sales channels**, anchored by acceleration of our digital platform and continued momentum in the oat milk business.
- Our digital platform continued to be incubator for rapid growth and on-trend product launches, **growing 175% YoY and 71% QoQ**. Digital remains the highest margin segment of the business.
- Lupin pilot plant equipment has been received and the facility is on track to begin producing by the **end of Q4 FY22**, in line with previous production targets.
- New oat milk distribution agreements signed** for Hong Kong and Macau, building on recent agreements which are expected to deliver AUD\$2.1m over the next 12 months.

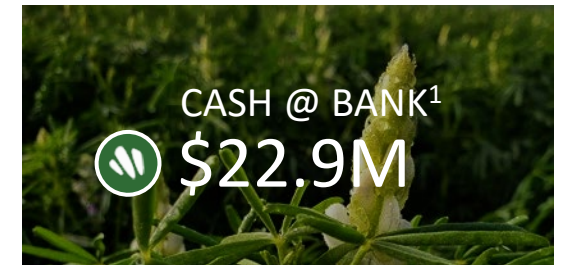
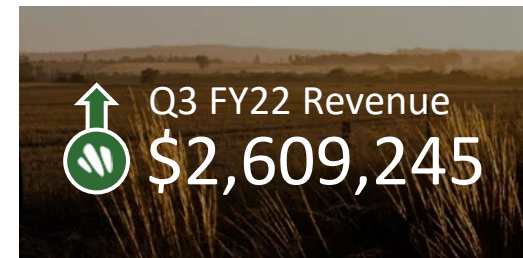


The previous quarters results (Q2 FY22) included \$200,000 of one-time live cattle sales. Excluding this, sequential revenue growth for Q3 FY22 would have been 25% QoQ.

QUARTERLY REVENUE AUD\$



FINANCIAL PERFORMANCE



The previous quarters results (Q2 FY22) included \$200,000 of one-time live cattle sales. Excluding this, sequential revenue growth for Q3 FY22 would have been 25% QoQ.

(1) Cash at bank as at 31 March 2022

LUPIN PILOT PLANT IS ON TRACK

👉 All key equipment for the pilot lupin plant has been received, and we are on track with milestones for commissioning.

👉 Advantages of the facility include;

- **Produce sufficient quantities for launch of high protein oat milk** and potential off-take and strategic partners.
- Ability to supply potential future off-take agreements with major food companies who are interested in new product development using lupin.
- In-house development of plant-based food and beverage products and development of **in house IP** for functional Lupin protein.
- Enhanced opportunities to **identify applications** for fibre and other nutritional benefits from the lupin.
- Opportunity to explore trade secrets and application of the patented technology for **other regenerative pulses** grown in Australia.



Equipment for the pilot lupin plant at Dirty Clean Food facility in Kewdale, Western Australia

POSITIVE FEEDBACK FROM POTENTIAL LUPIN DEVELOPMENT PARTNERS

PLANT-BASED MILK



OAT MILK & PROTEIN
ENRICHED OAT MILK

PLANT-BASED MEAT



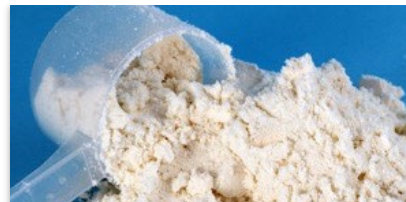
BURGER, SAUSAGE,
CHICKEN & MINCE

PLANT-BASED SNACKS



NOODLES, YOGHURT,
CHEESE & MAYONNAISE

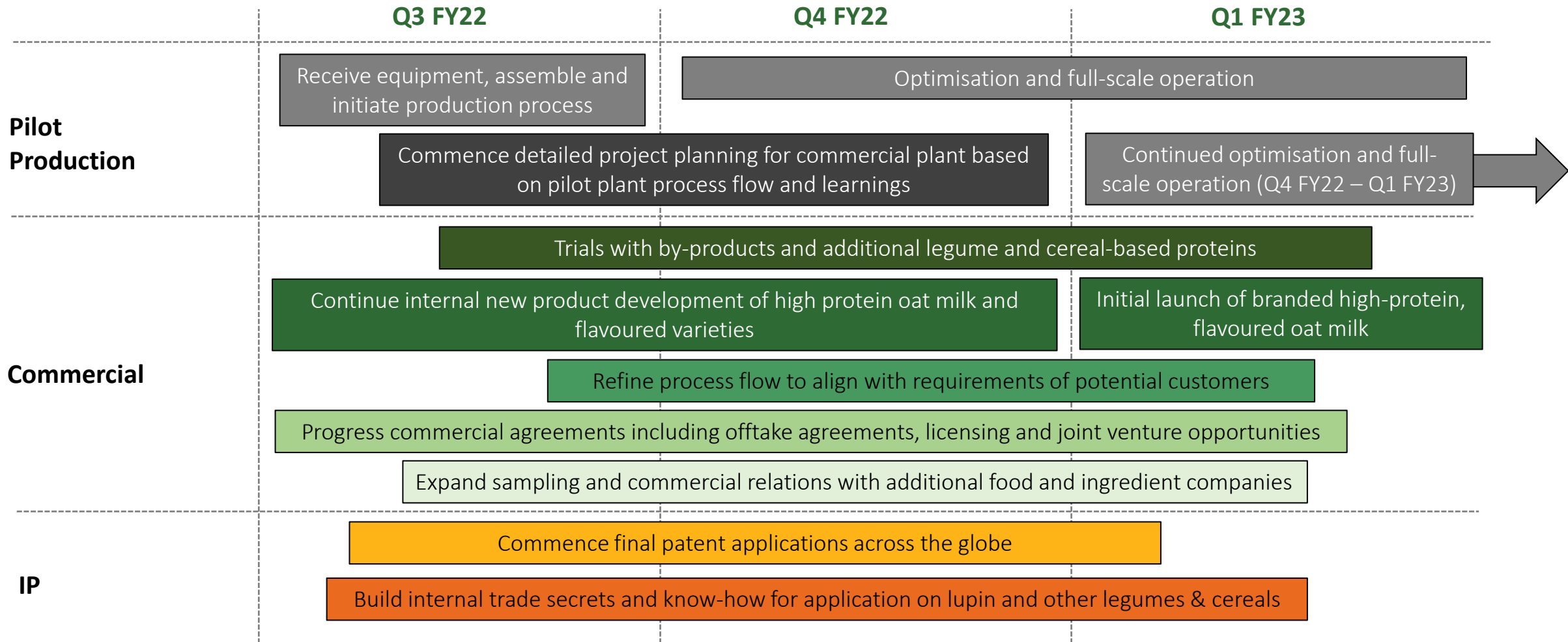
PLANT-BASED PROTEIN



PROTEIN POWDER

- During the quarter, WOA received positive confirmation from multiple large food manufacturing groups confirming that Buntine Protein™ has the potential to be a **highly competitive product**.
- Feedback centred around Buntine Protein's **gelation and solubility** attributes, which has been confirmed to add value to the production of plant-based dairy analogs, and is consistent with Dirty Clean Food's own findings in the development of its high protein oat milk.
- The Company has had preliminary conversations with more than 10 potential strategic partners in multiple geographies and is actively engaged in pursuing business development opportunities in multiple fast growing plant-based food and drink sectors.

FY22 'LUPIN' PRIORITIES



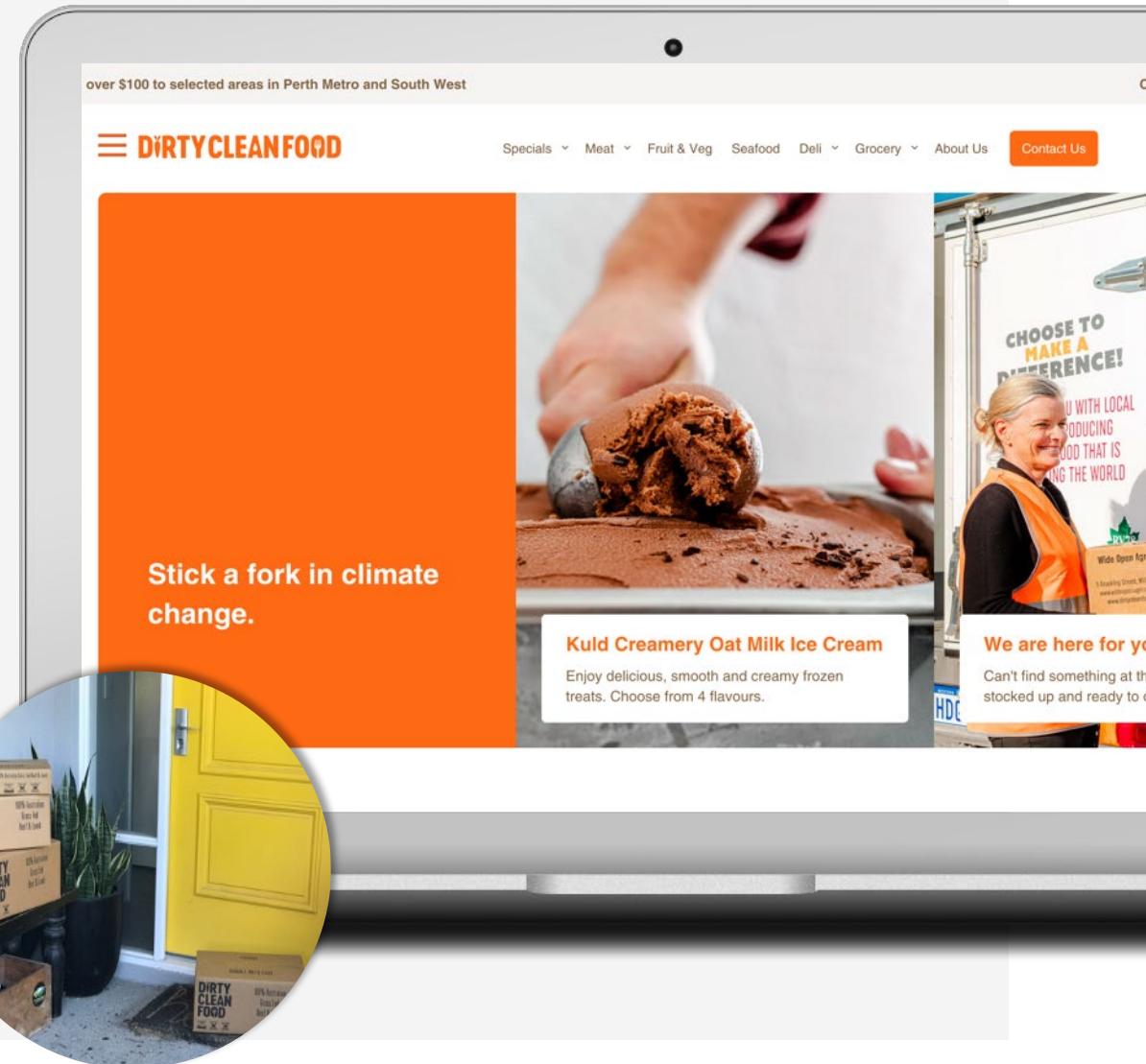


DIRTY CLEAN FOOD

- 👉 Dirty Clean Food reported **another quarter of robust growth**, and achieved its first A\$1m month of revenue in March - anchored by acceleration of its digital platform and continued momentum in the oat milk business.
- 👉 The company's digital platform continued its phenomenal rate of growth, with sales increasing to **AUD\$990,387, up 71% sequentially and 175% YoY**.
- 👉 Retail sales of AUD\$445,088 grew by **181% year-over-year** and by 9% sequentially. The acceleration of Retail reflected increased sales of oat milk, beef and lamb, as well as synergies realised from cross-selling multiple products into grocery.
- 👉 **Food Service and Wholesale grew by 89% YoY**, with quarter on quarter growth declining -10%. This slight decline was due to a \$200,000 one-time cattle sale which occurred in the previous quarter. Without this one-time sale, QoQ growth would have been 6%.

GROWING DIGITAL PLATFORM

- 👉 Q3 FY22 revenue from digital was AUD\$990,387, an increase of **175% year-over-year and 71% sequentially**.
- 👉 During the quarter, Dirty Clean Food benefitted from an upgrade to its web site, which increased conversion rates above its already industry-leading averages.
- 👉 The company also benefited from improved digital marketing campaigns, as well as increased interest in online delivery as Western Australia opened its borders.
- 👉 **Increasing home delivery capability** across Australia, and developing a number of ready-to-eat at home meal kits.
- 👉 The global Online Food Delivery Services market is expected to reach **\$192.16 billion in 2025** at a CAGR of 11%¹.



(1) Research And Markets - Online Food Delivery Services Global Market Report 2021: COVID-19 Growth and Change to 2030

DEMAND FOR OUR OAT MILK ACCELERATES

- 👉 Q3 FY22 sales of oat milk rose sharply during the quarter, with the product estimated to be being available in more than **+1000 retail and café locations globally by the end of April 2022.**
- 👉 Multiple distribution agreements recently signed, with sales from these agreements **estimated to be AUD\$2.1m per annum.**¹
- 👉 Secured a 3-year distribution agreement with Metro Alliance Ltd to sell in Hong Kong and Macau. Initial orders have been received with revenue to be recognised in April 2022.
- 👉 Received and shipped initial orders from Woolworths at the end of March, as well as receiving an increased commitment from Woolworths to stock products at 650 stores nationwide.
- 👉 Demand from Asia remained strong, sales have grown more than 200% in Singapore, with the Company's Singapore distributor, Grow Hub, **placing follow-on orders.**



(1) These are estimates only and subject to change. Please see Q2 FY22 Quarterly Results presentation for further information and details



OAT MILK Q4 FY22 OUTLOOK

- 👉 **Continued growth emphasis** with a focus on driving units in new distribution channels to accelerate return on capital from domestic production initiative.
- 👉 Support new distribution with broad **promotional programs** in Australia and Asia.
- 👉 Drive adoption of chocolate and coffee flavoured oat milk through distribution partners.
- 👉 **Finalise design of oat milk facility** and confirm purchase orders for long lead time equipment required for domestic production.



DIRTY CLEAN FOOD Q4 FY22 OUTLOOK

- 👉 Maintain **double-digit** sequential quarterly growth with focus on digital and retail channels.
- 👉 **Expand market share** within retailer network with push of related plant-based products, including vegan ice cream, cold brew coffee, and granola.
- 👉 Strategic cost reduction program to increase incremental profit per new order.
- 👉 Entry into the regenerative and biodynamic wine channel.



“ This is truly an exciting time for Wide Open Agriculture. Our core Dirty Clean Food business lines are accelerating, our pilot plant is on track, and there is growing interest from partners in the potential of Buntine Protein™. We are seeing momentum in the adoption of Dirty Clean Food. Our promise is to give conscious consumers a new and better option to buy ethical food – one that supports positive change and the regeneration of our farmland. These are values which clearly resonate beyond Australia. ”

Ben Cole
Managing Director – Wide Open Agriculture

APPENDIX 4C - QUARTERLY CASH FLOW REPORT

- ❧ Wide Open Agriculture Ltd's cash position at 31 March 2022 was approximately AUD\$22.9m. The Company is adequately funded to continue its current activities during these uncertain times and will continue to demonstrate appropriate fiscal restraint. During the quarter, payments for Research and Development of AUD\$152,000 represented costs involved with the development of the Company's novel plant-based protein (lupin protein).
- ❧ Payments for Product Manufacturing and Operating Costs represent costs associated with manufacturing Dirty Clean Food beef, lamb and other products. Payments for Advertising and Marketing represent costs associated with marketing the Company's Dirty Clean Food brand. Payments for Staff Costs represent salaries for administration, sales, distribution and general management activities.
- ❧ Payments for Administration and Corporate Costs represent general costs associated with running the Company, including ASX fees, legal fees, rent, etc. Proceeds from issues of equity securities relates to options exercised. The aggregate amount of payments to related parties and their associates included in the current quarter Cash flows from operating activities were AUD\$39,046 comprising Directors fees, salaries and superannuation.
- ❧ Cash outflows for the quarter were in line with management expectations. The cash balance at 31 March 2022 amounted to AUD\$22,931,102. Please refer to the Appendix 4C for further details on cash flows for the quarter and subsequent events.





Wide Open Agriculture

This presentation has been authorised and approved in accordance with the Company's published continuous disclosure policy and has been approved by the Board

BEN COLE
Managing Director

M: (+61) 0415 387 270

E: ben@wideopenagriculture.com.au

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Wide Open Agriculture Ltd

ABN

86 604 913 822

Quarter ended ("current quarter")

31 March 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	2,147	6,382
1.2 Payments for		
(a) research and development	(212)	(570)
(b) product manufacturing and operating costs	(3,056)	(8,766)
(c) advertising and marketing	(91)	(277)
(d) staff costs	(1,072)	(3,163)
(e) administration and corporate costs	(447)	(1,494)
1.4 Interest received	33	40
1.8 Other – Commonland Grant	-	77
1.9 Net cash from / (used in) operating activities	(2,698)	(7,763)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) property, plant and equipment	(569)	(1,777)
(d) intellectual property	(50)	(50)
2.3 Cash flows from loans to other entities	(25)	(39)
2.6 Net cash from / (used in) investing activities	(644)	(1,866)
3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	20,611
3.3 Proceeds from exercise of options	8	148

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	(1,222)
3.10	Net cash from / (used in) financing activities	8	19,537

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	26,218	12,976
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(2,698)	(7,763)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(644)	(1,866)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	8	19,537
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	22,884	22,884

5.	Reconciliation of cash and cash equivalents	Current quarter \$A'000	Previous quarter \$A'000
	at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		
5.1	Bank balances	22,884	26,210
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	22,884	26,210

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	54
6.2	Aggregate amount of payments to related parties and their associates included in item 2	NIL
<i>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.</i>		

Quarterly cash flow report for entities subject to Listing Rule 4.7B

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i>		
<i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	NIL	NIL
7.2 Credit standby arrangements	NIL	NIL
7.3 Other (please specify)	NIL	NIL
7.4 Total financing facilities	NIL	NIL
7.5 Unused financing facilities available at quarter end		NIL
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.	n/a	

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(2,698)
8.2 Cash and cash equivalents at quarter end (item 4.6)	22,884
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	22,884
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	8
<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>	
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?	
Answer: n/a	
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?	
Answer: n/a	
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?	
Answer: n/a	
<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>	

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.

28 April 2022

Date:

By the Board

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

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 – eg 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.