



19 April 2023

12-month supply agreement extension to unlock NZ\$1.7m in dried ling maw sales

Highlights:

- Supply contract with Aquadev for product up to \$1.7M extended for 12-months
- Aquadev is a leading meat and seafood product distributor based in Victoria which has been servicing a broad client base across Australia for over a 10 years
- NZCS currently packs and supplies dried ling maw into Aquadev branded, 500g retail pack for sale in Australia and New Zealand
- Aquadev has a large retail footprint across the country, including a global leading retailer where products are sold under the Aquadev owned label Fisher Direct
- Contract extension broadens distribution scope to New Zealand, highlighting another sales growth opportunity for NZCS
- First shipment valued at NZ\$0.5M expected to be delivered in June 2023

New Zealand Coastal Seafoods Limited (ASX: NZS and NZSOA) is pleased to advise that it has extended its existing supply contract with Aquadev Pty Ltd (**Aquadev**) for a further 12 months.

Under the renewed contract, NZCS will supply Aquadev with up to NZ\$1.7m in dried ling maw over 12 months, a significant increase from the previous contract value of NZ\$800,000 (*refer ASX announcement: 15 June 2022*).

The renewal follows successful completion of the initial agreement, where the supply quota was completed in full. The renewed contract is a reflection of strong demand for NZCS's dried ling maw products through Aquadev's existing distribution channels.

The extended agreement will commence on 6 April 2023, with a first shipment for NZ\$450,000 scheduled for June 2023. Both parties have also agreed to broaden the focus of the arrangement to New Zealand, with NZCS maintaining the ability to sell its unbranded bulk wholesale ling maw products to in Australia, New Zealand and abroad.

Aquadev (trading as Matchless Food) is a leading Victorian distributor of meat and seafood products and has been supplying food businesses in Australia for over 10 years.

Under the contract, NZCS will continue to supply and pack dried ling maw into Aquadev branded 500g retail packs.

PRINCIPAL AND REGISTERED OFFICE

Suite 5 CPC
145 Stirling Highway
Nedlands, WA
Australia, 6009

ABN: 16 124 251 396

OPERATIONS

7 Bolt Place
Christchurch Airport
Christchurch 8053
New Zealand

CONTACT

E info@nzcs.co
P +61 8 9389 3170

ASX CODE: NZS

www.nzcs.co



NZCS continues to witness strong uptake on both sides of the Tasman for its premium marine products including dried ling maw, which has underpinned a consistent step-change in growth momentum over the FY23 period.

New Zealand Coastal Seafoods CEO, Mr Andrew Peti said: *“The extension of the Company’s contract with Aquadev is a major milestone and highlights the considerable demand for NZCS’ high-end dried ling maw product from both wholesalers and consumers. Further, we anticipate the expansion of scope into New Zealand will allow the NZCS to continue to grow a dominant footprint in its local market through its ling maw offering.”*

“After maximising our revenue quotas from the first agreement, the revised total contract value of NZ\$1.7m will add to our existing revenue channels which are continuing to grow as travel restrictions ease and business development initiatives continue. We look forward to providing further updates on product deliveries over the coming months.”

This announcement has been authorised for release by the Board of New Zealand Coastal Seafoods Limited.

About New Zealand Coastal Seafoods (ASX: NZS):

New Zealand Coastal Seafoods is a producer of premium seafood products and nutraceutical marine ingredients. Through its New Zealand-based operations, NZCS is unlocking significant opportunities in the global nutraceutical market, estimated to be valued at US\$396.29Bn in 2021 and anticipated to grow at a CAGR of 5.2% between 2022 and 2030ⁱ. The NZ-based operations harness the country’s pristine waters and utilise raw ingredients sourced from sustainably managed fisheries, employing a nose-to-tail philosophy, to create high-value products.

NZCS’ Australian operations, Nine Ocean, is a premium seafood provider focused on responsible sourcing of seafood products from the Torres Strait and the Coral Sea, operating a purpose-built export standard processing facility in Cairns. Via sustainable management practices, the group processes, sells and distributes high-end seafood products. Products are wild caught, traceable and caught under a series of unique fishing licenses. Its fishery has been assessed and verified for sustainability, ensuring minimal impact on the wild fish population and the broader ecosystem. Nine Ocean is also a direct supplier of premium and frozen seafood products to a wide customer base across the Asia Pacific region.

ⁱ <https://www.gminsights.com/industry-analysis/nutraceuticals-market>

PRINCIPAL AND REGISTERED OFFICE

Suite 5 CPC
145 Stirling Highway
Nedlands, WA
Australia, 6009

ABN: 16 124 251 396

OPERATIONS

7 Bolt Place
Christchurch Airport
Christchurch 8053
New Zealand

CONTACT

E info@nzcs.co
P +61 8 9389 3170

ASX CODE: NZS

www.nzcs.co