

RLF EXTENDS ITS REACH INTO VIETNAM WITH A A\$3.3M¹ AGREEMENT WITH A SECOND DISTRIBUTOR

Key Highlights

- Second distributor appointed in Vietnam to grow regional market share with initial sales and purchase target of A\$3.3 million.
- Distribution agreement executed with Cong Ty TNHH Kona Crop Science (“Kona”) in addition to existing in-country distribution partner VINCO.
- Distribution focus on rice growing and high value fruits markets.

Technology-driven plant nutrition company RLF AgTech Ltd (“RLF AgTech” or the “Company”) is pleased to announce that it has entered into an agreement with Kona, one of Vietnam's leading distributors of agricultural products, valued at A\$3.3 million over 5 years.

Under the terms of the agreement, Kona will distribute RLF AgTech's specialised crop nutrition products to improve the quality of crops in Vietnam. The agreement will provide RLF AgTech with access to Kona's 400+ distribution network in Vietnam, allowing the company to reach a much larger customer base and further penetrate the market.

Ken Hancock, RLF's Managing Director said:

“We are very pleased to announce the distribution partnership with Kona in Vietnam. This represents further growth for our sales network in Southeast Asia and the expansion of our brand throughout the region. Kona is known as a progressive and aggressive marketer in this highly valuable market, and we know they will represent RLF Products with dedication and support. We continue to deploy product throughout the region, utilising our newly established office and local workforce as they work closely alongside our in-country distribution partners to drive market visibility of RLF's innovative technology.”

RLF's Ho Chi Minh office opened in November 2022, enabling the employment of local staff, and the acquisition of valuable local product registrations. The local RLF team will continue to raise awareness of RLF's innovative technology, which will be further boosted by working alongside Kona's sales and technical teams to support Kona's retailer network.

¹ Contract value is USD 2.14 million using an exchange rate of USD:AUD 1.50.

RLF' and Kona have common objectives, wishing to bring quality, safe and sustainable solutions to assist Vietnamese farmers become more progressive, particularly as around 70% of Vietnam's agriculture sector is farmers with less than two hectares of land.

RLF AgTech is committed to offering innovative agricultural solutions to farmers in Vietnam and the wider South East Asian region, to advance farming methods and increase crop yields and efficiency.



Picture 1: Nhan (Frank) Lu (RLF AgTech Regional Manager), Gavin Ball (Executive Director of RLF AgTech), Le Thanh Tinh (CEO of Kona) and Huynh Thanh Vu (Kona)

The distribution agreement contains standard commercial terms including termination events for non-performance.

Authorised for release by the Board of Directors.



For further information, please contact:

Investor Enquiries

Ken Hancock

Managing Director

+61 8 6187 0753

corporate@rlfagtech.com

Media Enquiries

Liza White

Senior Consultant, Clarity Communications

+61 8 9380 0700

liza.white@claritycommunications.com.au

About RLF AgTech Ltd

RLF AgTech Ltd (ASX: RLF) is a technology-driven plant nutrition company that develops products to empower farmers, nourish people and restore the earth. RLF combines plant science with advanced chemistry and manufacturing practices to produce high-quality plant nutrition products for commercial agriculture. RLF's Plant Proton Delivery Technology enables farmers to grow higher-yielding, better-quality, and more nutritious produce while supporting the plants' natural ability to store and reduce atmospheric carbon. In the years ahead, commercial agriculture is destined to play a significant role in sequestering carbon. RLF's technologies will support this, using its Accumulating Carbon in Soil System (ACSS) to help capture and store CO₂ by increasing the organic matter in the world's soils.

To learn more, please visit: www.rlfagtech.com

About Kona

Cong Ty TNHH Kona Crop Science., Ltd. is a Vietnamese company engaged in the business of agricultural inputs, including pesticides, foliar fertilisers, and organic fertilisers. Kona's mission is "Good Soil and Healthy Plants" which drives Kona to provide high-quality, safe, and sustainable solutions to support the prosperity of Vietnamese farmers.

Over the past three years, starting from 2020, Kona has established itself as a preferred supplier and strategic partner for over 400 pesticide retailers nationwide. Through product diversification, and a strong commitment to quality, Kona strives to add value to their customers and partners by leveraging their strengths and scale.

With a portfolio of more than 50 products including pesticides, herbicides, insecticides, organic fertilisers, and original fertilisers, Kona offer comprehensive protection for plants while optimising investment costs. Kona's solutions also contribute to creating a safe and environmentally-friendly ecosystem for farmers, ultimately enhancing the productivity and quality of Vietnamese agricultural produce.