

ASX Announcement

15 September 2023

# WOA PARTNERS WITH ALCHEMY AGENCIES FOR SALES DISTRIBUTION IN AUSTRALIA, NEW ZEALAND & PACIFIC ISLANDS

## HIGHLIGHTS

- *Wide Open Agriculture has partnered with Alchemy Agencies to distribute Buntine Protein® in Australia, New Zealand, and the Pacific Islands*
- *Alchemy is a specialty distributor of high-performance food ingredients and chemicals*
- *The deal will accelerate WOA's domestic and regional sales presence for Buntine Protein®*

**Wide Open Agriculture Limited** (ASX: WOA, "Wide Open Agriculture" or the "Company"), is pleased to announce that it has partnered with Alchemy Agencies Ltd. ("Alchemy") to distribute Buntine Protein®. Established in 1996, Alchemy is an innovative distributor of food ingredients and specialty chemicals in Australia, New Zealand and the Pacific Islands.

"Alchemy Agencies has a passion for building long-lasting relationships with our suppliers and customers. We are excited by Buntine Protein's clean taste and functional gelation properties. We believe that Buntine Protein is an excellent addition to our portfolio of innovative and nutritious ingredients". Mr. Tristan Molloy and Dr. Cheryl Taylor, Directors, Alchemy Agencies.

"We were impressed by breadth of experience and deep customer relationships that Alchemy brings to the table, particularly in the key market areas New South Wales, Victoria, and New Zealand," said Jay Albany, CEO of Wide Open Agriculture. "Alchemy is an ideal partner for us. They have a technical sales approach, which is ideal for a high performance isolate like Buntine Protein®, as well as top flight warehousing, distribution and fulfilment solutions in the region. We expect them to be powerful sales advocates who are deeply committed to our product line and company ethos."

The sales and distribution partnership will be exclusive, excepting Western Australia, where Wide Open Agriculture will sell directly leveraging its existing sales and retail presence. The relationship covers new customer prospects in the regions, while recognising certain direct relationships already established by the Company. The initial term of the agreements is one year, with automatic renewal for additional one year periods unless either party provides written notice of termination at least 90 days prior to the end of the period. The terms of the Agreement do not contain binding minimum sales

thresholds. The Agreement also contains such other terms that are standard in commercial distribution agreements of this type.

WOA will initially supply Alchemy from its Kewdale facility in Western Australia.

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

**For investor, media or other enquiries please contact:**

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**About Wide Open Agriculture Ltd**

Wide Open Agriculture (WOA) is Australia's leading ASX-listed regenerative food and agriculture company. Our hero product, Buntine Protein<sup>®</sup>, is a revolutionary climate-conscious, plant-based protein derived from lupins grown in West Australia. Manufactured under a globally protected patent, Buntine Protein<sup>®</sup> is a versatile ingredient used to create plant-based dairy, meats, baked goods, and protein supplements. Buntine Protein<sup>®</sup> is steadily gaining traction among Australian and global food companies, with WOA currently working to scale up commercial production. WOA's Dirty Clean Food brand also caters to eco-conscious consumers from Australia to South-East Asia. Underpinning WOA's entire operations, is a '4 Returns' framework that seeks to deliver measurable outcomes on financial, natural, social, and inspirational returns.

WOA is listed on the Australian Securities Exchange (ASX: WOA) and the Frankfurt Stock Exchange (2WO)

[www.wideopenagriculture.com.au](http://www.wideopenagriculture.com.au)

[www.dirtycleanfood.com.au](http://www.dirtycleanfood.com.au)

**Forward Looking Statements**

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices or potential growth of WOA are, or may be, forward looking statements. Such statements relate to future events and expectations and as such, involve known and unknown risks and uncertainties. Actual results and developments may differ materially from those expressed or implied by these forward looking statements depending on a variety of factors. The past performance of WOA is no guarantee of future performance.

None of WOA's directors, officers, employees, agents or contractors makes any representation or warranty (either express or implied) as to the accuracy or likelihood of fulfilment of any forward looking statement, or any events or results expressed or implied in any forward looking statement, except to the extent required by law. You are cautioned not to place undue reliance on any forward looking statement. Any forward looking statements in this announcement reflect views held only as at the date of this announcement.