

29 July 2024

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ASX Announcement

# Three Product Milestones Achieved in Australia

## Key Highlights:

1. **Manufacture of RLF Products at LiquaForce in Queensland**
2. **First Sale of LiquaForce-manufactured RLF Products in Queensland**
3. **First Export Shipment from LiquaForce to Vietnam**

RLF AgTech Ltd (ASX: RLF) (**RLF** or the **Company**), a leading provider of specialist crop nutrition solutions, is delighted to advise that it has achieved three major product-related milestones in Australia.

RLF AgTech's Acting Managing Director, Gavin Ball, says:

*"RLF AgTech has produced the first in-house RLF products in Queensland, and these products have also been sold to LiquaForce customers. In addition, the Company has also made its first export shipment of Queensland-manufactured products to South East Asia."*

*"I would like to take this opportunity to congratulate and thank all RLF and LiquaForce personnel for their efforts in working together to achieve these milestones. This is a great outcome for RLF AgTech and is one of many steps being taken to achieve our FY2025 Plan."*

## RLF Products Manufactured at LiquaForce

The Company has successfully commenced manufacturing RLF products at its newly acquired LiquaForce factory located in Ingham, Queensland. Prior to the LiquaForce acquisition<sup>1</sup>, Australian-made RLF products were required to be toll manufactured by a distributor, which incurred additional costs associated with input costs, tolls, and freight charges.

The ability to manufacture products at LiquaForce in Queensland provides cost efficiencies which benefit customers and the Company. In addition, in-house production enables the Company to mitigate risks associated with third party arrangements and improves manufacturing controls and customer delivery management.

## First Sale of LiquaForce-Manufactured RLF Products by LiquaForce

The Company is pleased to announce that the RLF products manufactured by LiquaForce in Queensland have been sold to LiquaForce customers.

Cameron Liddle, General Manager of LiquaForce said:

*“This represents a significant milestone in the integration of RLF and LiquaForce, and is the first step towards demonstrating the synergies which we are developing between the two businesses. RLF and LiquaForce staff have collaborated superbly to deliver this result”.*

RLF products are complementary to the current LiquaForce range, and RLF’s entry into the Queensland broadacre and horticulture market provides a substantial opportunity to deliver RLF products to LiquaForce’s existing customers. It will also enable the Company to engage with new customers with the expanded product range.



**Figure 1: Cameron Liddle (right), General Manager of LiquaForce delivering PowerPK, a LiquaForce manufactured RLF product to a customer.**

<sup>1</sup> Refer to ASX Announcement: RLF undertakes transformational acquisition & equity raising, 2 May 2024.

## First Shipment of Export Order from LiquaForce

In addition to the manufacturing of RLF products in Queensland for domestic sales, products have also been manufactured and exported to Vinco, the Company's first distribution partner in Vietnam.

Two further containers will be dispatched to Vietnamese distributors Yamato and Greenrice, in the coming weeks, and a further shipment will follow to the Company's largest Vietnamese distributor partner, KONA.



**Figure 2: LiquaForce manufactured RLF product in 1000L shuttles loaded and secured in a sea container and ready for transport to the Port of Townsville for its onward journey to Ho Chi Minh City, Vietnam.**

*This announcement has been authorised for release by the Board of Directors.*

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