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ASX Announcement

16 January 2025

RLF AgTech and National Rural Independent Ltd Enter into Trading Agreement for Distribution of RLF Products

Key Highlights

- Strategic Trading Agreement for sale of RLF AgTech products through 152 National Rural Independent (NRI) stores
- NRI has an extensive distribution network and has a well-trusted market presence
- The Trading Agreement provides a significant opportunity to market and sell RLF AgTech's crop nutrition products to farmers Australia-wide increasing Australian revenues
- Significant milestone in building RLF AgTech's brand recognition and market share in Australia, whilst delivering benefits to Australian farmers

RLF AgTech Ltd (ASX: RLF) is pleased to announce the signing of a strategic Trading Agreement with National Rural Independent Ltd (NRI), a rural distribution group providing farm inputs and speciality services for the broadacre and horticulture markets across Australia.

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



We are extremely excited about the opportunities this Trading Agreement presents for both RLF AgTech and NRI, and for the broader Australian farming community.

This Trading Agreement is a significant step forward in RLF AgTech's mission to enter the Australian fertiliser market and to provide local farmers with greater access to advanced crop nutrition solutions that enhance productivity, financial return, and sustainability. NRI's extensive network and deep connection to the farming community will enable RLF AgTech's products to reach more farmers faster, enhancing their ability to successfully navigate an evolving agricultural landscape and benefit from improved outcomes.

We look forward to working with the NRI Team as we deliver our products for sale to their clients.



Strategic Trading Agreement with NRI

This Trading Agreement marks a significant milestone in RLF AgTech's mission to deliver advanced crop nutrition products to farmers across Australia by leveraging NRI's extensive distribution network and trusted market presence.

Key Benefits

1. **Enhanced National Reach**

NRI has a well-established network of over 152 locations across Australia and provides RLF AgTech with unparalleled access to growers in key agricultural regions, creating greater exposure to RLF AgTech's innovative crop nutrition products.

2. **Revenue Growth**

The Trading Agreement is expected to significantly increase sales of RLF AgTech's products, supporting the Company's revenue growth objectives and strengthening its position in the Australian market.

3. **Increased Brand Visibility**

Collaboration with a trusted agricultural retailer like NRI reinforces RLF AgTech's reputation for delivering high-performance products, elevating brand recognition among farmers Australia-wide.

4. **Support for Sustainable Agriculture**

The Trade Agreement aligns with RLF AgTech's commitment to advancing sustainable farming practices by making innovative technologies more accessible. Through NRI's established relationships with growers, RLF AgTech can help farmers improve productivity, reduce environmental impact, and achieve improved returns on investment.

5. **Operational Synergies**

Leveraging NRI's sales, marketing, and agronomy expertise will allow RLF AgTech to better support its reseller partners and optimise distribution logistics, improving service levels and efficiency.

The Trading Agreement is effective immediately. RLF AgTech's range of crop nutrition products will be progressively introduced through NRI's distribution network, and this is expected to deliver immediate and long-term value to both RLF AgTech Shareholders, NRI, and Australia's farming community.

This announcement has been authorised for release by the Board of Directors of RLF AgTech Ltd.

For further information, please contact:

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About NRI

National Rural Independents (NRI), a rural distributor group, was founded in 2001 by the like-minded, visionary owners of 10 independent businesses (shareholders). Today, this collective has grown to a national network of 152 stores providing farm inputs and specialty services for the broadacre, horticultural and livestock markets across Australia.

NRI has shareholder/members in every state and territory, with each store offering goods and services that suit their local producers' needs. It is this local knowledge that enables the group to deliver the best production outcomes for customers. NRI shareholders play an active role in local communities through employment, community programs and sponsorships, and it is this first-hand knowledge and experience that is a key to the ethos that drives it.

NRI was built on a philosophy of full transparency and equal status, and is unique among rural distributor groups, offering true equity and wealth-creating opportunities for its shareholders.

Of major concern was the growing corporatisation and inevitable polarisation (corporate versus independent farm businesses) of Australia's rural merchandising industry. This appetite for change was the driving force behind the formation of NRI. There was a need for a truly independent group in the marketplace, without the cost and complexity associated with a corporate and/or wholesale structure.

NRI is unified in purpose, independent in spirit, and champions an exceptional rural distribution model.

About RLF AgTech Ltd (ASX: RLF)

RLF AgTech Ltd (ASX: RLF) is an Australian-based global plant nutrition and carbon technology company that develops products to empower farmers, nourish people and restore the earth.

RLF AgTech combines plant science with advanced chemistry and manufacturing practices to produce high-quality plant nutrition products for commercial agriculture. RLF AgTech'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 AgTech'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.

RLF AgTech has been operating in Asia since 2006 with long established manufacturing, sales and distribution facilities in China, and has recently expanded its activities in Australia with the acquisition of the LiquaForce liquid fertiliser manufacturing, sales and application business in Queensland.

The Company obtained the rights in 2024 to operate, manufacture and sell RLF products in the Australian agricultural marketplace following the cessation of an exclusive distribution rights agreement previously held by an external party. This represents an opportunity for the Company to expand its business in Australia.