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**ASX Announcement** 

# RLF AgTech Expands Network with Delta Agribusiness Distribution Agreement

# **Key Highlights**

- RLF Products are now available through Delta Ag's network of 68 locations and ~40 independent wholesale customers.
- Delta Agribusiness are a leading force in independent rural inputs and advisory services in regional Australia, with a strategic footprint across NSW, VIC, QLD, WA and SA.

Australian based, global plant nutrition company, RLF AgTech Ltd (**RLF** or the **Company**) (ASX: RLF) is pleased to announce the signing of a distribution agreement with Delta Agribusiness Pty Ltd (**Delta Ag**), a leading independent provider of farm inputs, farm advisory, and agency services across regional Australia.

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



Our partnership with Delta Ag is another key step in delivering advanced crop nutrition solutions that enhance productivity and sustainability for Australian farmers. Delta Ag's strong industry presence will help RLF reach more growers efficiently, supporting their success in an evolving agricultural landscape. We're excited about the opportunities this collaboration brings for both companies and the broader farming community.

#### Distribution Agreement with Delta Ag

This agreement marks a significant milestone in RLF's plan to deliver advanced crop nutrition products to farmers across Australia, welcoming Delta Ag's extensive distribution network and trusted market presence. The key terms of the distribution agreement are listed at Annexure 1.

#### **Key Benefits**

## 1. Expanded National Reach

Delta Ag's extensive network of 108 locations across Australia provides RLF with greater access to key farming regions, accelerating the adoption of RLF's advanced crop nutrition solutions.





#### 2. Revenue Expansion

This distribution agreement is anticipated to drive strong sales growth for RLF, reinforcing its revenue objectives and strengthening its market presence across Australia.

#### 3. Boosted Brand Awareness

Partnering with a well-respected name like Delta Ag enhances RLF's reputation for high-performance products, increasing brand visibility and recognition among Australian farmers.

#### 4. Advancing Sustainable Farming

Aligned with RLF's commitment to sustainability, this agreement broadens farmer access to innovative technologies. Through Delta Ag's strong grower relationships, RLF can support improved productivity, lower environmental impact, and greater farm profitability.

#### 5. Operational Efficiencies

By utilising Delta Ag's expertise in sales, marketing, and agronomy, RLF can strengthen support for its reseller partners and streamline distribution, improving service quality and efficiency.

#### **Looking Ahead**

The distribution agreement takes effect immediately, with RLF's crop nutrition range rolling out progressively through Delta Ag's network. In combination with our existing distribution agreement (ASX Announcement: 16 January 2025), RLF products are now available in ~260 locations around Australia, which is part of the turnaround strategy executed by RLF Management.

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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# Annexure 1 - Key Terms of the Distribution Agreement

Supply and Sale of RLF products	RLF to supply its products, which will sold by Delta Ag in Australia.
Fees, rebate and discount	Zero upfront cost for signing the Distribution Agreement.  RLF will provide products at wholesale prices, offer rebates and financially contribute to marketing campaigns to Delta Ag, which are in line with standard commercial terms in the industry.
Initial RLF product range for distribution	Refer to Annexure 2.  Other RLF products are available upon request from Delta Ag.
Termination	By mutual agreement or by one party giving the other party at least 90 days' notice.

# Annexure 2 – Initial RLF product range for distribution

Category	Product Name
Seed Treatments	BSN Superstrike Seed Primer
Seed Treatments	BSN Superstrike PLUS
	Broadacre Plus Ultra Foliar
	Rapid Max Foliar
	Cereal Plus MAX Ultra Foliar
	Power PK Zn+B+Fe
Foliar Treatments	Power PK 50
	KC30 Potassium Citrate
	Tetrachel
	Pasture Plus MAX Ultra Foliar
	Fruits and Veggies Plus Ultra Foliar
	IntelliTrace Zinc
	IntelliTrace Copper
IntelliTrace	IntelliTrace Manganese
	IntelliTrace Ca+B+Mo
	IntelliTrace InSync





## About Delta Ag

Delta Ag is a leading independent provider of farm inputs, advisory services, and agency solutions across regional Australia. With a strong presence in Western Australia, South Australia, Victoria, New South Wales, and Queensland, the company operates as a dynamic and diverse agribusiness, recognised as a preferred employer within regional communities.

Delta Agribusiness works closely with farmers to support informed decision-making. In a highly competitive marketplace, the integrity of its people sets it apart. The company remains committed to innovation and strategic decision-making that adds value to its clients. With a culture of empowerment across its staff and branches, Delta Ag is deeply invested in rural communities, client profitability, and the long-term sustainability of agriculture.

A key pillar of Delta Ag's business is its agronomy service, provided through the Delta Ag group and AGRIvision. With a team of 60 full-time agronomists, the company boasts one of the strongest agronomy networks in New South Wales and Victoria. Its specialists deliver expert advice across all areas of crop and pasture production, ensuring clients achieve the best possible agronomic and economic outcomes.

Delta Ag also prioritises collaboration and technical expertise. Its Precision Ag team works alongside farmers, inhouse consultants, and agronomists to gain deeper insights into the complexities of farming landscapes. By leveraging data-driven insights, the company helps growers make informed decisions that drive success.

Farmers looking for comprehensive farm solutions, trusted agronomy services, reliable fuel delivery, and expert guidance in livestock and property transactions can rely on Delta Ag. With a knowledgeable team and a commitment to exceptional service, the company remains dedicated to supporting Australian farmers and ensuring the growth and success of their operations. Delta Ag continues to partner with farmers to help them make the right decisions.

# About RLF AgTech Ltd (ASX: RLF)

RLF AgTech Ltd (ASX: RLF) is an Australian based global 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 CO<sub>2</sub> by increasing the organic matter in the world's soils.

RLF has been operating in Asia since 2006 with long established manufacturing, sales and distribution facilities in China, and has expanded its activities in Australia with the acquisition of the LiquaForce liquid fertiliser manufacturing, sales and application business in Queensland in 2024.

The Company has recently obtained the right 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.



