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### **AUSTRALIAN SECURITIES EXCHANGE ANNOUNCEMENT**

## 13 September 2018

# PARCHEM APPOINTED AS EXCLUSIVE AUSTRALIAN AND NEW ZEALAND DISTRIBUTOR OF EDENCRETE® PRODUCTS

Eden Innovations Ltd ("Eden") (ASX: EDE) is very pleased to announce that Parchem Construction Supplies Pty Ltd ("Parchem"), a leading manufacturer and supplier of products and equipment to the Australian & New Zealand concrete and construction markets, has been appointed its first independent distributor, as the exclusive Australian and New Zealand distributor of the EdenCrete® range of products.

Parchem has been servicing the Australian construction industry for over 50 years. It is a long-established marketer of a wide range of products that it either manufactures or distributes on behalf of other manufacturers.

These products are sold for use in many facets of the concrete industry in both Australia and New Zealand, supplying contractors operating throughout markets including infrastructure, buildings, power and mining.

Parchem has a wide geographical footprint with locations across Australia. It covers a broad spectrum of concrete applications. It is currently represented by an extensive Account Management team, focused on supporting customers on-site and providing solutions across its serviced industries. A National Specifications Team also provides expertise to Architects, Engineers and Specifiers at multiple stages of projects.

This experienced national sales and marketing network, supported by high level of inhouse technical capacity, provides an ideal platform upon which Parchem can promote the EdenCrete® range over the next 3 years in Australia and New Zealand.

Parchem's infrastructure focus is on bridges, tunnels, maritime, rail, airports, and roads.

Infrastructure Australia has responsibility to strategically audit Australia's nationally significant infrastructure, and develop 15 year rolling infrastructure plans that specify national and state level priorities. Following the release in February 2016 of its Australian Infrastructure Plan\*, a large number of significant new infrastructure projects are now either underway or are being planned across Australia.

These projects represent key market targets for Eden, access to which may in part be assisted by the considerable progress that EdenCrete® has already made, and is continuing to make, in penetrating the huge infrastructure market in the United States of

America through the delivery of more durable, longer lasting, stronger, tougher, less permeable concrete.

### **Summary**

The appointment of Parchem as the exclusive Australian and New Zealand distributor is both the first appointment of an independent distributor of the EdenCrete® product range and also the first expansion of the EdenCrete® sales and marketing structure outside of the United States of America.

As such, it represents a further major milestone in Eden's plans for EdenCrete® to progressively establish a significant global marketing and sales presence.

#### **BACKGROUND**

EdenCrete® is Eden's 100% owned, proprietary carbon-strengthened concrete additive, that enhances a wide range of performance characteristics of the concrete including compressive strength, flexural strength, tensile strength, abrasion resistance, reduced permeability and reduced shrinkage, thereby delivering stronger, tougher, more durable and longer lasting concrete.

One of the primary target markets for EdenCrete® is improving the performance of concrete used in the construction and maintenance of concrete roads, bridges and other infrastructure, particularly where it is subject to heavy wear, freeze/thaw weather conditions and/or high levels of salt. Additionally, it has potential for use in most other concrete applications including high-rise building construction, marine and coastal applications, water storage and pipelines, hardstand areas, and pre-stressed and pre-cast concrete structures and products.

**Gregory H. Solomon** 

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**Executive Chairman** 

<sup>\*</sup> http://infrastructureaustralia.gov.au/policy-publications/publications/files/Australian\_Infrastructure\_Plan.pdf