



**THE FOOD  
REVOLUTION  
GROUP**

ASX Announcement

28 November 2018

## **FOD executes first juice supply contract to China**

### **Highlights:**

- **FOD secures contract with JJ Global Fine Foods to supply its CIQ-approved Fruit Farm orange juice products through mainland China**
- **Given the high demand for Australian juice products in China, FOD will also supply its Fruit Farm apple juice as requested by JJ Global – CIQ for this product has been lodged and is expected within 10 days**
- **JJ Global works with the high-end hotel chains in China including the Marriott Group (300 hotels in China), Accor (160+ hotels in China), Peninsula, Mandarin Oriental, Hyatt, Shangri La and all major supermarkets, China Resources Vanguard, RT-Mart, China Walmart, Lianhua and Carrefour**
- **Additionally, JJ Global's parent company Conga recently acquired Metcash China**
- **With FOD products in these high-end retail outlets in China, the brand presence and status of FOD's all-natural Australian Fruit Farm brand will be elevated throughout the country**
- **FOD is the only Australian company that has developed a propriety cold fill technology to increase the shelf life of ambient fresh juice to nine months**
- **FOD is expected to ship the first orders once apple juice receives CIQ approval and expects sales to grow strongly following this**
- **The deal builds on FOD's distribution agreement with Sinopec for Australian canola oil. The Company expects to announce further deals as it rapidly expands its distribution footprint in China**

The Food Revolution Group Limited (ASX: FOD) is pleased to announce it has secured a distribution contract with JJ Global Fine Foods, based in Shanghai, China.

JJ Global will distribute FOD's Fruit Farm range of apple and orange juice products through mainland China and to customers such as high-end hotel chains including the Marriott Group (300 hotels in China), Accor (160+ hotels in China), Peninsula, Mandarin Oriental, Hyatt, Shangri La and all major supermarkets, China Resources Vanguard, RT-Mart, China Walmart, Lianhua and Carrefour. Additionally, JJ Global's parent company Conga just acquired Metcash China.

FOD expects to sell three juice products: orange juice with pulp and pulp-free, and apple juice. FOD expects the first orders to come in as soon as it receives China Inspection and Quarantine (CIQ) approval on all the products.

FOD has already secured CIQ certification for one of its Fruit Farm orange juice products and has lodged CIQ application for its apple juice, which it expects to be received within 10 days. JJ Global and FOD expects that the volumes will grow about 50% p.a. on a year-on-year basis.

FOD is the only Australian company that has developed a cold fill technology that increases product shelf life of ambient fresh juice to nine months. The Company believes that selling its products in high-end retail outlets will increase the presence and status of its Australian Fruit Farm brand in China.

The contract win with JJ Global Foods follows FOD's recent Memorandum of Understanding (MOU) with China Petroleum & Chemical Corporation ("Sinopec"), the world's largest oil, refining, gas and petrochemical conglomerate, headquartered in Chaoyang District, Beijing.

Under the MOU, Sinopec will sell FOD's canola oil products produced under its "Australia's Garden" brand across a network of more than 35,000 petrol and convenience outlets in China. FOD expects canola oil distribution to commence in early 2019 once CIQ Certification is received.

The Food Revolution Group's Chairman Norman Li said signing this contract and distributing juice into Chinese markets was another exciting step for the Company.

"After our MOU with Sinopec, this deal with JJ Global Foods sees us sign another distribution partner in China. The Chinese market is looking for good quality juices and it's good that we have now secured a contract to supply some of our juice products into a channel in China that is growing fast. We are a large juice supplier in Australia and this is a first step to becoming a large supplier into China.

"FOD has been working diligently towards delivering on the Company's strategy of scalable, profitable growth as we target \$500 million of sales within 5 years. We will continue to focus on growing our sales into China to serve significant new and expanded markets.

Our success with canola oil and juice is a great first step but we are working closely with our partners to launch new and innovative product lines to expand our range for the Chinese and domestic markets.

Mr Li said FOD expected to make more announcements regarding further distribution deals in China in the coming weeks."

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**About The Food Revolution Group**

The Food Revolution Group Limited (ASX: FOD) is an Australian-based food processing company that uses a combination of conventional juice processing equipment and custom-developed equipment and processes to manufacture a range of high-quality juices, fibres, infused fruits and fruit waters that are sold as branded products or ingredients to customers domestically and overseas.

FOD uses a range of processing technologies, including Current Counter Extraction (CCE) technology which was developed in conjunction with Australia's CSIRO to extract juice from fruit and vegetables. Its processing facilities are located in Mill Park, Victoria.

FOD is aiming to generate shareholder value through exploring opportunities for growth in the functional food, beverage and nutraceutical markets in Australian and key international markets, including China.