



# Wingara AG: Resetting for sustainable growth

David Christie - *Chairman*

James Whiteside - *CEO*

**Wingara AG Limited** ACN 009 087 469

5-7 Leslie Road  
Laverton North VIC 3026

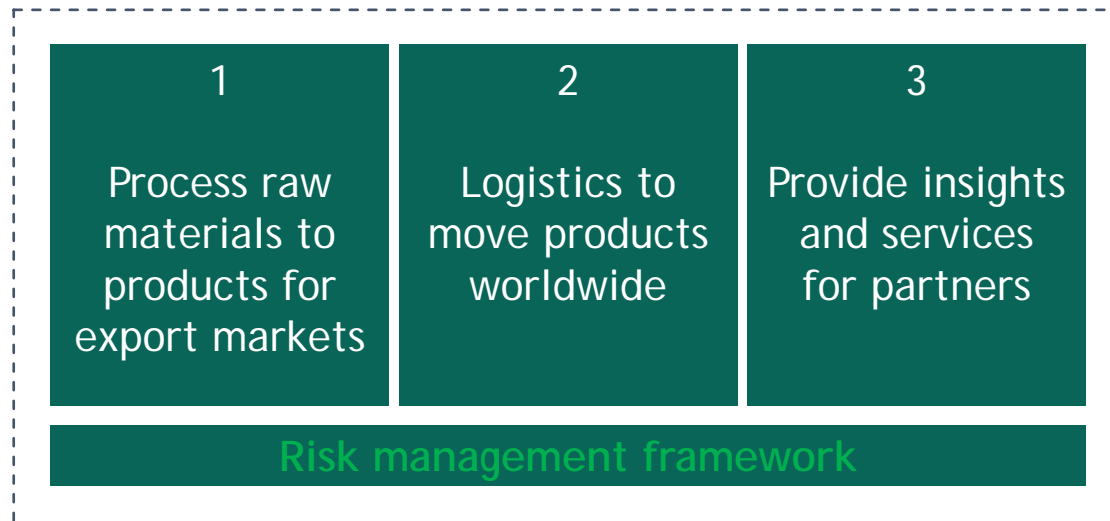
# A diversified agricultural products platform.

WNR has built a **sustainable platform** for processing and marketing agricultural products.

A platform that can be built on.



**For Primary Producers**  
Connect primary producers with growing export markets



**For Customers**  
Receive in-demand, quality-assured, Australian products



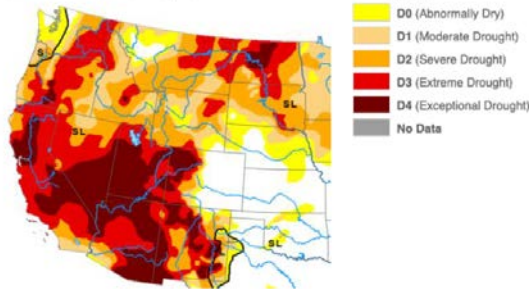
- A highly **scaleable model** that unlocks value in Asian export markets
- Ability to capitalise on opportunities that meet Asian demand for increased food security

# Exciting potential for growth.

JC Tanloden is a leading export fodder producer in south-eastern Australia with production at two sites in northern Victoria.

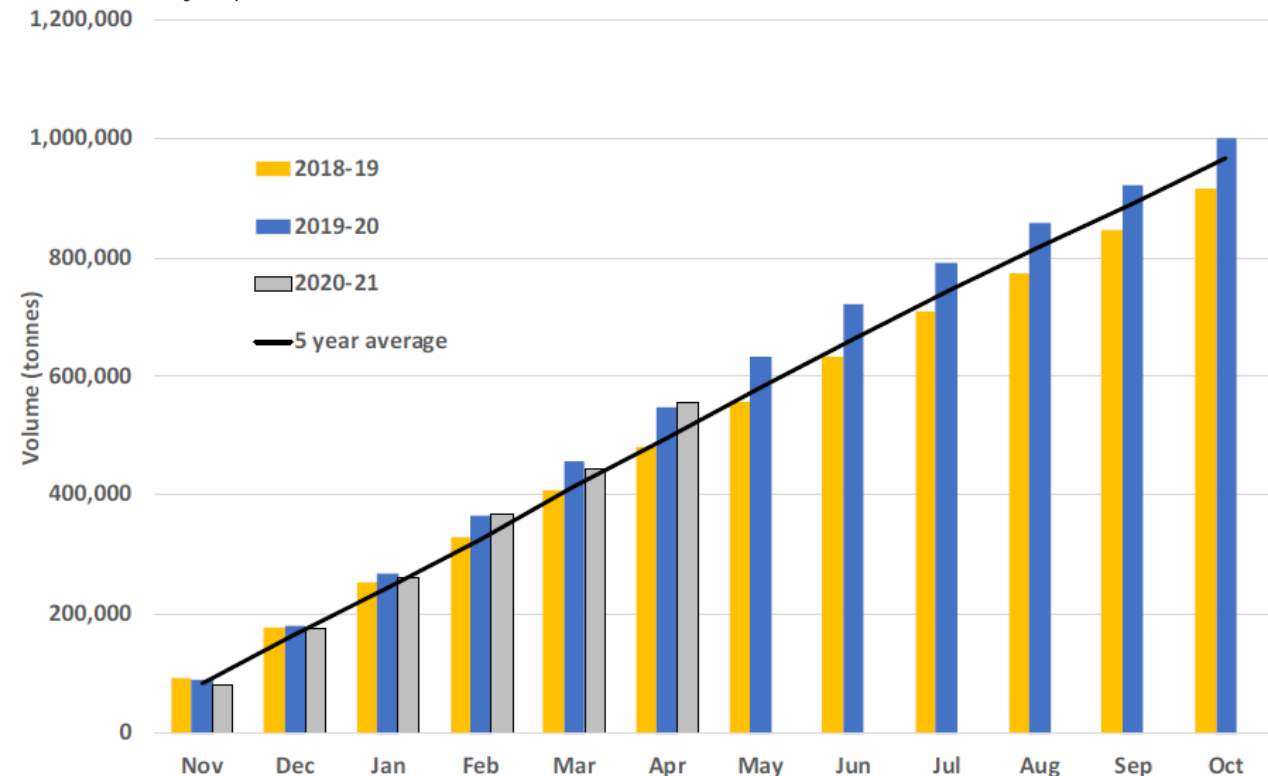
- The past three years have shown year-on-year growth in Australian hay exports.
- 2020-21 is tracking 11% higher than the five-year average.
- Since January, two months have set new export records, over 100,000 tonnes.
- The strongest competition to Australian product in Asia comes from US alfalfa exports, for which there is similar demand in terms of volume.

Map released: July 1, 2021  
Data valid: June 29, 2021



64% of alfalfa production in the USA currently falls within a drought-affected area.

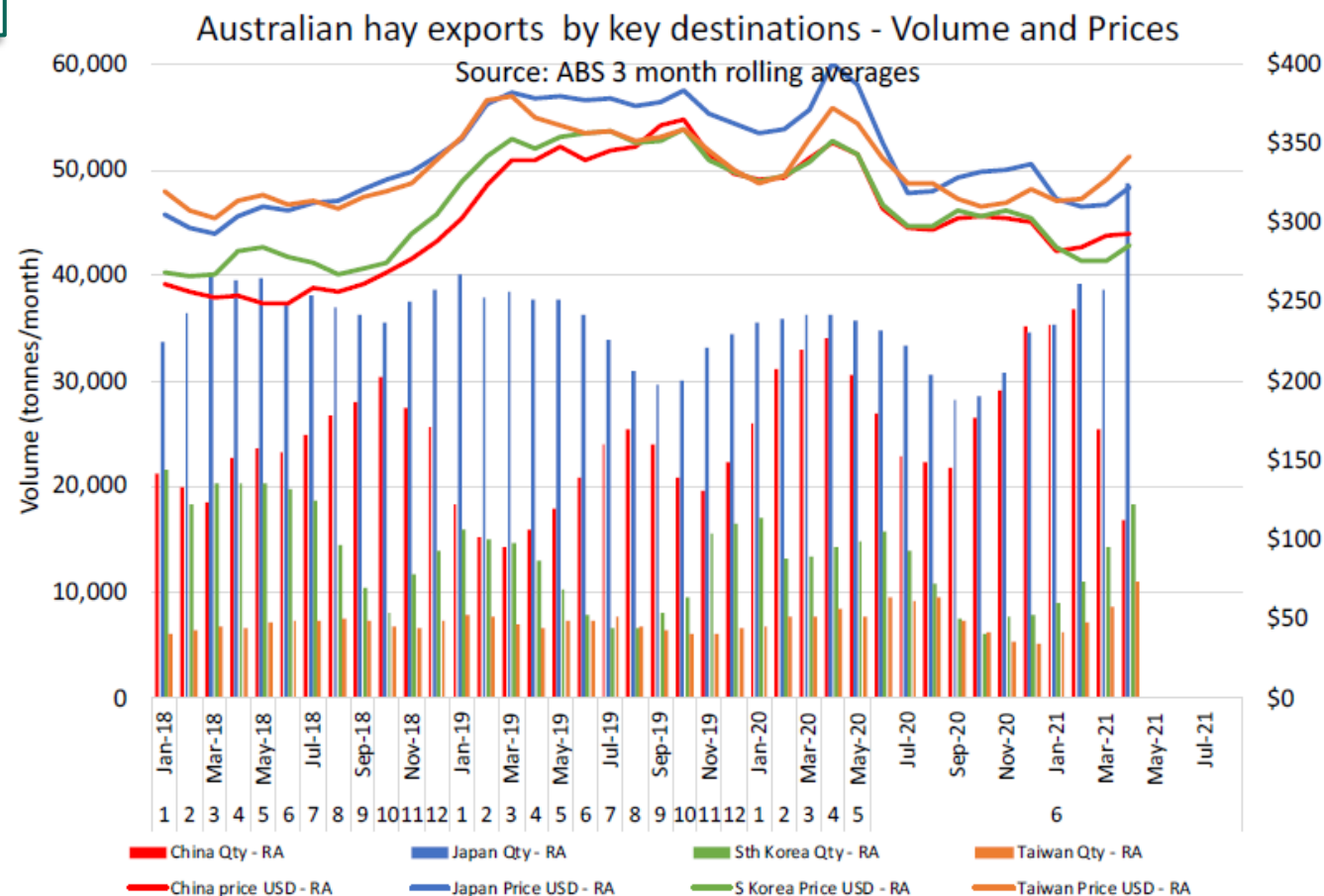
Hay Exports – Cumulative Totals



# Making hay while the sun shines.

Global demand for hay imports is a story of growing dairy demand in Asia.

- JC Tanloden currently exports to Japan, Korea and Taiwan, as well as China
- Australia is exporting around US\$300m of fodder to the north Asian markets of Japan, Korea, Taiwan and China each year
- This leaves significant room for growth, through meeting increasing demand and taking US share



# Growing from the ground up.

## Solid foundation for growth:

- New Board, CEO and Leadership Team
- Profitability being restored by
  - exiting non-core businesses
  - focusing on how and where profit is generated
  - empowering the team and lifting productivity
- Introducing principles of LEAN to drive process improvement and safety performance
- Wingara is ASX listed, with strong support from shareholders who are looking to grow their exposure to agriculture

## We are developing a new strategy that will:

- Be driven by growing demand for value-added Australian agricultural products in Asia
- Capitalise on Wingara's strong export logistics and risk-management credentials
- Draw on the experience and interests of our shareholders



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

**For further information please contact:**

Ronn Bechler, Market Eye

P: +61 (0) 400 009 774

E: [ronn.bechler@marketeye.com.au](mailto:ronn.bechler@marketeye.com.au)