

ASX Announcement

29 October 2024

Quarterly Activities Report**Q2 FY25 headlines:**

- **Continued challenging market conditions persist in key Asian markets;**
- **Wingara cash position fell with reduced export sales impacting revenues and the buildup of inventory stock usual at this time of the season;**
- **Cost reduction programs enacted to preserve cash balance; and**
- **Management pursuing transaction opportunities in Agriculture sector.**

Wingara AG Limited (ASX: WNR), the owner and operator of value-add, mid-stream assets specialising in the processing, storage and marketing of agriculture produce for export markets, is pleased to provide this quarter's activities report alongside its Appendix 4C (Quarterly Cashflow Report) for the six months ended 30 September 2024 (Q2 FY25).

Commenting on Q2 FY25, Wingara's Managing Director and Chief Executive Officer Marcello Diamante said:

"The quarter's financial performance has largely been below expectation driven by continued pricing pressures eroding the business' revenue and margins. Disappointingly, daily production volumes have dropped with subdued sales and continued pricing pressures.

As outlined in the last quarter update, subdued economic activity continues to persist in our key markets of Japan, China and South Korea. During the quarter we saw some improvement in the Yen against the USD translate into sales, however this fell off quickly as we saw currency movements reverse. In addition, the recent stimulus measures announced in China, although encouraging, is not expected to drive consumption demand until 2025. These factors continue to weigh down export prices this season and when combined with record high prices for domestic oaten hay, pressure on profit margins and cash generation are expected to continue for the remainder of the calendar year and into 2025."

In light of the current trading conditions of the business, further cost reductions have been implemented to preserve the cash balance as the new hay season approaches. The cost reductions cover both operational and corporate costs including a reduction in Non-Executive Director fees to \$25,000 per annum and the Managing Director's salary reduced to \$200,000 plus statutory superannuation, effective 14th October 2024. Depending on trading conditions across Q3 FY25 and management's assessment of the new hay season, further cost reduction programs may take place.

Wingara management continue to actively pursue market opportunities that suit the Wingara platform.

Current cash and cash equivalents as at 30 September 2024 was \$831k with a focus on cost control and running down remaining expensive inventory and look to restock in the new season where domestic prices should be lower.

In accordance with ASX Listing Rule 4.7C.3, payments to related parties and their associates outlined in the Company's Appendix 4C for the quarter relate to fees and salaries paid to Directors.

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

For further information please contact:

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Managing Director and Chief Executive Officer
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About Wingara AG Limited:

Wingara AG Limited aims to be the leader in the sale of agricultural products to the domestic and international markets, particularly focusing on the export of hay products to Asia. By adhering to the highest standards of production we ensure a reliable source of hay to our clients, enabling them to meet their business demands confident in the quality of our product.

We are also dedicated to supporting local producers and our commitment to providing an equitable relationship with Australian farmers allows us to source the best product available. Wingara is committed to ensuring we uphold the highest standards of integrity throughout the organisation, ensuring that we create an environment in which individuals continue to strive to meet our goals.

For further information, please visit: <https://wingaraag.com.au/>

Forward-looking statements:

Certain statements made in this release are forward-looking statements and are based on Wingara AG's current expectations, estimates and projections. Words such as "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," "guidance" and similar expressions are intended to identify forward-looking statements.

Although Wingara AG believes the forward-looking statements are based on reasonable assumptions, they are subject to certain risks and uncertainties, some of which are beyond Wingara AG's control. As a result, actual results could materially differ from those expressed or forecasted in the forward-looking statements.

The forward-looking statements made in this release relate only to events as of the date on which the statements are made. Wingara AG will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this release except as required by law or by any appropriate regulatory authority.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Wingara AG Ltd

ABN

58 009 087 469

Quarter ended ("current quarter")

30 September 2024

| Consolidated statement of cash flows | Current quarter \$A'000 | Year to date (6 months) \$A'000 |
|---|------------------------------------|--|
| 1. Cash flows from operating activities | | |
| 1.1 Receipts from customers | 1,196 | 2,519 |
| 1.2 Payments for | | |
| (a) product manufacturing and operating costs | (435) | (914) |
| - Hay Purchases | (909) | (1509) |
| (b) advertising and marketing | | |
| (c) leased assets | | |
| (d) staff costs | (528) | (1,040) |
| (e) administration and corporate costs | (124) | (179) |
| 1.3 Dividends received (see note 3) | | |
| 1.4 Interest received | 13 | 28 |
| 1.5 Interest and other costs of finance paid | (28) | (55) |
| 1.6 Income taxes paid | | |
| 1.7 Government grants and tax incentives | | |
| 1.8 Other (provide details if material) | | |
| 1.9 Net cash from / (used in) operating activities | (815) | (1,150) |
| 2. Cash flows from investing activities | | |
| 2.1 Payments to acquire or for: | | |
| (a) entities | | |
| (b) businesses | | |
| (c) property, plant and equipment | (14) | (58) |
| (d) investments | | |
| (e) intellectual property | | |
| (f) other non-current assets | | |

| Consolidated statement of cash flows | | Current quarter \$A'000 | Year to date (6 months) \$A'000 |
|--------------------------------------|---|----------------------------|---------------------------------------|
| 2.2 | Proceeds from disposal of: | | |
| | (a) entities | | |
| | (b) businesses | | |
| | (c) property, plant and equipment | | |
| | (d) investments | | |
| | (e) intellectual property | | |
| | (f) other non-current assets | | |
| 2.3 | Cash flows from loans to other entities | | |
| 2.4 | Dividends received (see note 3) | | |
| 2.5 | Other (provide details if material) | | |
| 2.6 | Net cash from / (used in) investing activities | (14) | (58) |

| | | | |
|-------------|---|-------------|--------------|
| 3. | Cash flows from financing activities | | |
| 3.1 | Proceeds from issues of equity securities (excluding convertible debt securities) | | |
| 3.2 | Proceeds from issue of convertible debt securities | | |
| 3.3 | Proceeds from exercise of options | | |
| 3.4 | Transaction costs related to issues of equity securities or convertible debt securities | | |
| 3.5 | Proceeds from borrowings | | |
| 3.6 | Repayment of borrowings | - | (72) |
| 3.7 | Transaction costs related to loans and borrowings | | |
| 3.8 | Dividends paid | | |
| 3.9 | Other (AASB16 lease repayments) | (78) | (156) |
| 3.10 | Net cash from / (used in) financing activities | (78) | (228) |

| | | | |
|-----------|--|-------|-------|
| 4. | Net increase / (decrease) in cash and cash equivalents for the period | | |
| 4.1 | Cash and cash equivalents at beginning of period | 1,738 | 2,267 |
| 4.2 | Net cash from / (used in) operating activities (item 1.9 above) | (815) | (335) |
| 4.3 | Net cash from / (used in) investing activities (item 2.6 above) | (14) | (44) |

| Consolidated statement of cash flows | | Current quarter \$A'000 | Year to date (6 months) \$A'000 |
|--------------------------------------|--|----------------------------|------------------------------------|
| 4.4 | Net cash from / (used in) financing activities (item 3.10 above) | (78) | (150) |
| 4.5 | Effect of movement in exchange rates on cash held | | |
| 4.6 | Cash and cash equivalents at end of period | 831 | 1,738 |

| 5. | Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter \$A'000 | Previous quarter \$A'000 |
|-----|--|----------------------------|-----------------------------|
| 5.1 | Bank balances | 711 | 1,738 |
| 5.2 | Call deposits | 120 | - |
| 5.3 | Bank overdrafts | - | - |
| 5.4 | Other (provide details) | - | - |
| 5.5 | Cash and cash equivalents at end of quarter (should equal item 4.6 above) | 831 | 1,738 |

| 6. | Payments to related parties of the entity and their associates | Current quarter \$A'000 |
|-----|---|----------------------------|
| 6.1 | Aggregate amount of payments to related parties and their associates included in item 1 | 99 |
| 6.2 | Aggregate amount of payments to related parties and their associates included in item 2 | - |

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

| 7. | Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i> | Total facility amount at quarter end \$A'000 | Amount drawn at quarter end \$A'000 |
|-----|---|---|---|
| 7.1 | Loan facilities | - | - |
| 7.2 | Credit standby arrangements | 70 | 3 |
| 7.3 | Other (please specify) | | |
| 7.4 | Total financing facilities | 70 | 3 |
| 7.5 | Unused financing facilities available at quarter end | | 67 |
| 7.6 | Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well. | | |

| Facility | Facility Limit (\$,000) | Drawn (\$,000) |
|----------------|----------------------------|-------------------|
| Corporate Card | 70 | 3 |
| Total | 70 | 3 |

| 8. | Estimated cash available for future operating activities | \$A'000 |
|-------|--|---------|
| 8.1 | Net cash from / (used in) operating activities (item 1.9) | 815 |
| 8.2 | Cash and cash equivalents at quarter end (item 4.6) | 831 |
| 8.3 | Unused finance facilities available at quarter end (item 7.5) | 67 |
| 8.4 | Total available funding (item 8.2 + item 8.3) | 898 |
| 8.5 | Estimated quarters of funding available (item 8.4 divided by item 8.1) | 1.1 |
| | <i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i> | |
| 8.6 | If item 8.5 is less than 2 quarters, please provide answers to the following questions: | |
| 8.6.1 | Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not? | |
| | Answer: The Company expects the quantum of operating net cash outflows to reduce in future quarters given the cost reduction programs, however does not expect positive net cash flows in the next quarter due to trading conditions as described in the quarterly activities report. | |
| 8.6.2 | Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful? | |
| | Answer: Yes, the Company is considering financing options available to it including but not limited to debt financing, the sale of assets and issuing additional securities to current and new investors. The Company has not completed any actions in relation to financing however will update the market as progress is made. | |
| 8.6.3 | Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis? | |
| | Answer: Subject to trading conditions, outputs from the new hay season and the consideration and implementation of options considered in 8.6.2, the Company expects to be able to continue its operations and meet its business objectives. | |
| | <i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i> | |

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 29/10/2024.....

Authorised by: The Board.....
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.