

9 March 2026

ASX Announcement

RLF Australia Builds \$3.0m Sales Pipeline as China Secures \$7.2m in Pre-Paid Orders

RLF AgTech Ltd (RLF or the Company) (ASX: RLF) provides an update on sales activity in its Australian and Chinese markets ahead of the 2026 growing season.

The update reflects the early progress of the Company's recently established Australian sales operations alongside continued strong demand within its established Chinese distribution network.

Australian Market Update: Early Order Campaign

Following the launch of RLF Australia's direct sales and distribution framework, the Company conducted an Early Order Campaign from mid-January to the end of February 2026.

This campaign represents the foundational phase for the RLF Australia division, which is building from a near-zero revenue base.

Key outcomes include:

- **Sales Pipeline Generation:** RLF has established an indicative sales pipeline of approximately **\$3.0 million**. This pipeline represents potential grower orders currently under active engagement by the sales team and is subject to conversion through the upcoming application season.
- **Adoption Pathway:** The pipeline reflects growers moving from initial small-scale product trial of RLF programs, to larger commercial-scale adoption for the 2026 season. RLF's commercial strategy focuses on supporting growers through early adoption phases and expanding programs to broader whole-farm nutrition systems over subsequent seasons.

While the primary application season typically commences in April, the development of an early-season pipeline provides encouraging validation of market interest in the Company's crop nutrition solutions.

China Market Update: Secured Revenue

In parallel with the Australian campaign, RLF China has secured approximately **\$7.2 million** in pre-paid sales contracts for the upcoming season.

These orders represent **contracted and pre-funded product purchases**, providing strong visibility over near-term revenue within the Company's established Chinese market.

China continues to represent a key commercial market for RLF, supported by a mature distributor network and established product adoption across multiple crop segments.

Management Commentary

Stuart Upton, Chief Executive Officer of RLF AgTech, said:

"The Early Order Campaign was designed to build a validated sales funnel for our new Australian operations. Generating a \$3.0 million pipeline from a standing start indicates that our products are gaining traction with growers willing to trial them on a commercial scale.

"Our immediate focus is converting this pipeline as the application window opens in March. Simultaneously, securing \$7.2 million in pre-paid sales for China provides a strong financial baseline for the Group as we execute our growth strategy in Australia."

Authorised for release by the Board of Directors of the Company.

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About RLF AgTech Ltd (ASX: RLF)

RLF AgTech Ltd (ASX: RLF) is an Australian-based plant nutrition company that formulates and manufactures advanced crop nutrition products designed to improve agricultural productivity, crop quality, and soil health.

With more than 30 years of technical and agronomic expertise, RLF delivers high-performance liquid fertilisers and seed treatments that support more efficient nutrient uptake, stronger early plant development, and improved yield outcomes. The Company's science-led formulations are backed by extensive field research and are suited to a wide range of broadacre and horticultural crops.

RLF has a growing footprint across Australia, where it now supplies products through a national network of over 1220 retail and wholesale distribution locations, providing broad coverage of key agricultural regions. The inclusion of the LiquaForce business in Queensland forms a significant part of RLF's domestic operations, enhancing its manufacturing and on-farm service capabilities.

Internationally, RLF has long-standing operations in China, including wholly owned manufacturing and distribution facilities, and continues to expand its presence across other parts of Asia, where demand for advanced crop nutrition solutions is increasing.

RLF's crop nutrition technologies are aligned with the future of sustainable agriculture, supporting improved fertiliser efficiency and regenerative farming practices. Through its Accumulating Carbon in Soil System (ACSS), RLF aims to help farmers reduce reliance on traditional fertilisers while increasing organic matter in the soil — contributing to better outcomes for carbon sequestration, improved soil health, and more resilient farming systems.