ASX: RLF | 22 July 2026

RLF AgTech Advances Commercial Growth Strategy

Highlights

- **RLF executing commercial growth strategy to diversify revenue and strengthen long-term earnings resilience.**
- **Three operating divisions provide exposure to different seasonal cycles across Australia and Asia.**
- **Australian sales function rebuilt, generating approximately $690,000 in customer receipts since February 2026, a six-fold increase on the prior corresponding period.**
- **Corporate grower program validates staged commercial adoption of Axioma Biologicals across three growing seasons.**
- **Diversified nutrition and biologicals strategy designed to build a more balanced and resilient revenue profile over time.**
- **Commercial capability strengthened through targeted market engagement initiatives and key leadership appointments.**

RLF AgTech Ltd (**RLF** or the **Company**) (**ASX: RLF**) is pleased to provide shareholders with an update on the continued execution of its growth strategy. As the Company expands its nutrition and biologicals portfolio and strengthens its Australian sales capability, RLF is building a more diversified business with exposure to complementary seasonal revenue streams across Australia and Asia.

RLF operates across three principal revenue streams, each aligned to a different agricultural season:

- **RLF Australia** – broadacre winter cropping, with sales predominantly weighted to the January to June period.
- **LiquaForce** – Queensland sugarcane and summer cropping markets, with sales generally concentrated between June and October.
- **China and Asia** – international markets with demand that typically peaks during the opposite six-month period to the Australian business.

Together, these complementary businesses provide RLF with exposure to multiple seasonal revenue opportunities. The Company's strategy is to continue expanding each business and growing its nutrition and biologicals portfolio to reduce reliance on any single seasonal revenue stream over time.

***RLF AgTech's Chief Executive Officer Stuart Upton** said: "Agriculture doesn't operate to the financial year, and neither does our business. Our focus is on building a more balanced agricultural business by expanding across complementary seasonal markets and continuing to grow our nutrition and biologicals portfolio. At the same time, we're executing a broader commercial turnaround through rebuilding our sales capability, strengthening our leadership team and re-engaging with growers, agronomists and distribution partners.*

The early growth we're seeing from the Australian business, together with the continued adoption of our Axioma Biologicals range by corporate growers, reinforces that we're executing the right strategy. By broadening our revenue streams across products, geographies and growing seasons, we're building a stronger, more resilient business for the long term."

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Nutrition & Biologicals Strategy

RLF continues to expand its nutrition and biologicals portfolio through the commercial rollout of its Axioma Biologicals range.

Over the past three growing seasons, the Company has worked with a major Australian corporate grain grower to progress Axioma from initial field trials through commercial demonstration to broad-scale adoption across wheat and canola production.

Positive yield responses have been observed across the majority of paddocks assessed, with the strongest and most consistent results achieved in wheat. These programs continue to refine application protocols and support broader commercial adoption with additional corporate growers.

Australian Commercial Update

Following the appointment of a new National Sales Manager in February 2026, RLF has undertaken a broader commercial growth program, rebuilding its Australian sales capability and strengthening customer engagement across its core agricultural markets.

Since February 2026, the Australian business has generated approximately $690,000 in customer receipts, representing a six-fold increase on the prior corresponding period.

As part of its commercial growth strategy, the Company has implemented targeted communications, public relations and market engagement initiatives to strengthen awareness of the RLF brand, deepen relationships with growers, agronomists and distribution partners, and support future customer growth.

RLF has also commenced a pilot lead generation program targeting new commercial opportunities across Australian broadacre agriculture. During the initial two-week pilot period, the program identified approximately 65,500 hectares of potential customer opportunities. The pilot is scheduled to conclude at the end of July 2026, after which the Company will assess the results and determine whether to proceed with a broader rollout.

Andrew Hunter commenced as Chief Financial Officer and Company Secretary on 20 July 2026. Separately Jeremy Evans has taken on the role of General Manager, LiquaForce. These appointments further strengthen RLF's commercial capability as the Company continues executing its growth strategy.

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) manufactures high-analysis liquid fertilisers and seed treatments that build stronger root systems, the foundation for better nutrient uptake, crop quality and yield. Backed by more than 30 years of technical and agronomic expertise, RLF's products are designed to deliver measurable return on investment at the farm gate.

The Group operates multiple business units: RLF Australia, supplying broadacre and horticultural growers through a national distribution network; LiquaForce, a Queensland-based liquid fertiliser manufacturer primarily servicing the sugarcane industry; and RLF China, an established operation serving one of the world's largest agricultural markets. RLF also sells into Southeast Asia and other global markets.

By improving how efficiently crops take up nutrients, RLF's products reduce input waste and support long-term soil health, delivering agronomic and environmental benefits from the same application.