

Tuesday 24th May 2022

DIRTY CLEAN FOOD SIGNS OAT MILK DISTRIBUTION AGREEMENT WITH DKSH IN TAIWAN

Highlights:

- *Dirty Clean Food has secured a new, exclusive 2-year distribution agreement with DKSH to distribute its carbon neutral oat milk in Taiwan*
- *DKSH is a leading Market Expansion Services provider operating in 36 markets and generating net sales of CHF 11.1 billion in 2021*
- *The agreement covers all four flavours of Dirty Clean Food oat milk – Original, Barista, Chocolate, and Coffee – with initial sales expected by July 2022.*

Wide Open Agriculture Limited (ASX: WOA) (“WOA” or the “Company”), is pleased to announce that it has signed a distribution agreement with DKSH Taiwan Ltd. (“DKSH Taiwan”) to distribute, market and sell Dirty Clean Food’s Oat Milk in Taiwan.

DKSH is a leading Market Expansion Services provider operating in 36 markets and generating net sales of CHF 11.1 billion in 2021. The DKSH Business Unit Consumer Goods focuses on fast moving consumer goods, food services, luxury goods, fashion and lifestyle products as well as hair and skin cosmetics.

Under the agreement, DKSH Taiwan will become the exclusive distribution partner for sales, marketing and management of Dirty Clean Food Oat Milk within Taiwan for two years. DKSH Taiwan and Dirty Clean Food estimate that annual sales will represent approximately AUD\$650,000 for Wide Open Agriculture.

Dirty Clean Food’s Oat Milk is the world’s first oat milk that is carbon neutral and produced with regeneratively farmed oats. The agreement with DKSH Taiwan is the fifth major distribution agreement announced by Dirty Clean Food since over the last seven months, reflecting the compelling flavour profile of the Company’s oat milk, as well as global interest in regenerative and carbon neutral products.



Dr. Ben Cole, Managing Director of Wide Open Agriculture said; “We are thrilled to partner with DKSH to launch Dirty Clean Food’s entry into the plant-based drinks market in Taiwan. DKSH is a global leader in market expansion services, with broad reach and best in class capabilities. We are hopeful that this is the beginning of a long and fruitful partnership between our companies.”

“Our growing distribution is setting the stage for a strong start to domestic manufacturing,” said Jay Albany, Dirty Clean Food CEO. “Our focus will be to continue to build our pipeline of sales to support what we expect to be the world’s lowest carbon plant-based milks facility – right here in Western Australia.”

Jean-Pascal Cayssiols, Vice President Group Client Growth and Business Development, Business Unit Consumer Goods, DKSH commented, “In line with DKSH’s purpose of enriching people’s lives and its sustainability commitment, we are excited to partner with Wide Open Agriculture on their journey in Taiwan. As consumers these days are becoming more health- and environmentally-conscious, we are



confident that Dirty Clean Food's Oat Milk will satisfy both their wish to contribute to saving the planet as well as their palate. We are proud to make these nutritious choices more accessible to our local customers through our extensive capillary distribution network and omni-channel approach." Dirty Clean Food continues to experience demand for its oat milk outside of Australia and expects to announce additional distribution agreements in the coming months, as well as a status update on its manufacturing initiative.

KEY MATERIAL TERMS OF DISTRIBUTION AGREEMENT

- *General.* DKSH Taiwan will offer Dirty Clean Food's Oat Milk for sale in Taiwan.
- *Delivery.* The first shipment is expected to be delivered to DKSH Taiwan by July 2022.
- *Exclusivity.* WOA agrees to 24 months of exclusivity with DKSH Taiwan from June 1st 2022.
- *Flavours.* In addition to Original Flavour, DKSH Taiwan will carry Dirty Clean Food Barista Oat Milk (1L), Dirty Clean Food Chocolate Oat Milk (1L), and Dirty Clean Food Coffee Oat Milk (1L).
- *Shelf Life & Storage.* WOA will ensure that product arriving at DKSH Taiwan has a minimum shelf life of eight (8) to eleven (11) months, depending on the maximum shelf life of the product. Product may be stored in ambient temperature and is best sold in the chilled section in store.
- *Term.* It is intended that this agreement will cover 24 months.

This announcement has been authorised and approved in accordance with the Company's published continuous disclosure policy and has been approved by the Board.

[ENDS]

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About Wide Open Agriculture Ltd

Wide Open Agriculture (WOA) is Australia's leading ASX-listed regenerative food and agriculture company. The Company's innovative Dirty Clean Food brand markets and distributes food products with a focus on conscious consumers in Australia and South-East Asia. Products are chosen based on their market potential and the positive impact they deliver to farmers, their farmland and regional communities. The company is based in the Wheatbelt of Western Australia. WOA operates under a '4 Returns' framework and seeks to deliver measurable outcomes on financial, natural, social and inspirational returns.



WOA is listed on the Australian Securities Exchange (code: WOA) and the Frankfurt Stock Exchange (code: 2WO) and is the world's first '4 Returns' publicly listed company.

www.wideopenagriculture.com.au

www.dirtycleanfood.com.au

1 – ASX Announcement (5th October 2021): OatUP secures distribution Partner & orders placed for the Singapore market

2 - ASX Announcement (22nd November 2021): Dirty Clean Food Signs Oat Milk Distribution Agreement with Woolworths

3 - ASX Announcement (6th December 2021): Dirty Clean Food signs oat milk distribution Agreement for middle east markets

4 - ASX Announcement (6th January 2022): Dirty clean food signs oat milk distribution Agreement for Hong Kong & Macau

About DKSH

DKSH's purpose is to enrich people's lives. For more than 150 years, we have been delivering growth for companies in Asia and beyond across our Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, we offer sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 33,100 specialists, generating net sales of CHF 11.1 billion in 2021. The DKSH Business Unit Consumer Goods focuses on fast moving consumer goods, food services, luxury goods, fashion and lifestyle products as well as hair and skin cosmetics. With around 19,880 specialists, the Business Unit generated net sales of CHF 3.8 billion in 2021. www.dksh.com/cg

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