

Jatcorp (ASX: JAT), at the forefront of innovative technology servicing the world's largest retail markets. With a track record of successful product development and distinguished technology. JAT is a leading producer of supplementary food and plant-based products.



10 March 2022

ASX ANNOUNCEMENT

JAT enters into distribution agreements for immune support products for new markets **Significant increase in ANMA revenue commencing in March**

Jatcorp Limited (ASX: JAT) is pleased to announce that it has entered into exclusive distribution agreements for its in-house immune support products for South Australia and Western Australia.

To date, distribution of JAT's in-house products in Australia have been limited NSW and Victoria. These two new distribution agreements therefore open new markets for JAT's products. JAT is working towards appointing a distributor in Queensland and Tasmania.

Focus on immune support products

The new distribution agreements provide for exclusive distribution rights for JAT's Jinvigorate and Moroka products. The interest of the distributors in these products has been driven by the results of the RMIT research project and the previous findings of The University of Sydney (see ASX announcement dated 4 March 2022). The distributors have advised that their desire to be able to distribute JAT's Jinvigorate and Moroka products is driven by the opportunity to bring to their respective markets immune support products having the antiviral properties described in the RMIT and The University of Sydney research.

The directors of JAT believe that the interest of the two distributors provides commercial evidence that the significant investment made by the company in the development of its immune support products, including investment in the scientific research by the University of Sydney and RMIT, is resulting in strong market differentiation of JAT's products from the many other dairy products in the market.

Western Australia distribution agreement

The material details of the South Australia distribution agreement are as follows:

1. The distributor is Matrix (WA) Pty Ltd (**Matrix**).
2. The agreement is limited to the Jinvigorate range of products, the Moroka range of products and the Vmeat range of products (collectively referred to as the **Products**).
3. Matrix has agreed that for the term of the agreement it will not sell any other products or goods in Western Australia of a similar type to the Products.
4. Jatcorp has granted Matrix the sole and exclusive right to purchase for resale the products within Western Australia.
5. The agreement has a term of three years with an option for a further three years.
6. Either party may terminate the agreement by providing one calendar month's notice to expire on the anniversary of the commencement date (10 March 2022). Jatcorp may terminate the agreement by providing one month's notice if Matrix has not submitted an order to JAT in the preceding 60 days. The agreement has standard termination provisions found in commercial agreements of this kind in relation to default as a result of insolvency or breach of the agreement which is not remedied.
7. JAT will from time to time provide the distributor with its current price list. Matrix may submit an order accompanied by payment in full for the order.

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8. The agreement has no provision for minimum order quantities.
9. The agreement has no conditions precedent.

Matrix is a distributor of products to pharmacies and retail stores in Western Australia.

South Australia distribution agreement

The material details of the South Australia distribution agreement are as follows:

1. The distributor is AVO Trading Pty Ltd (**AVO**).
2. The agreement is limited to the Jinvigorate range of products, the Moroka range of products and the Vmeat range of products (collectively referred to as the **Products**).
3. AVO has agreed that for the term of the agreement it will not sell any other products or goods in South Australia of a similar type to the Products.
4. Jatcorp has granted AVO the sole and exclusive right to purchase for resale the products within South Australia.
5. The agreement has a term of three years with an option for a further three years.
6. Either party may terminate the agreement by providing one calendar month's notice to expire on the anniversary of the commencement date (10 March 2022). Jatcorp may terminate the agreement by providing one month's notice if AVO has not submitted an order to JAT in the preceding 60 days. The agreement has standard termination provisions found in commercial agreements of this kind in relation to default as a result of insolvency or breach of the agreement which is not remedied.
7. JAT will from time to time provide the distributor with its current price list. AVO may submit an order accompanied by payment in full for the order.
8. The agreement has no provision for minimum order quantities.
9. The agreement has no conditions precedent.

AVO is a fine food distributor located in Adelaide, South Australia. Established in 1983 as a gourmet spice merchant, AVO Trading has grown to offer a broad range of quality products with a focus on local and imported gourmet, health, and vegan products.

Significant increase in ANMA revenue commencing in March 2022

JAT is pleased to announce a significant increase in production and therefore revenue at ANMA, commencing in March 2022.

For the half year ended 31 December 2021, the average monthly sales by ANMA were \$419,000. In February 2022, the monthly sales increased to \$1,040,000.

New orders have been received by ANMA from external customers and from JAT's subsidiary, Sunnya. As a result of new orders, ANMA has commenced additional shifts to meet those orders. Subject to satisfactory performance by ANMA and based on the forecast provided to ANMA by its customers, the directors of JAT expect that the monthly revenue throughout the year ended 30 June 2023 will be a minimum of the June 2022 revenue. Based on the orders, ANMA monthly revenue is expected to be:

Month	Amount
March 2022 2022	\$1.83 million
April 2022	\$2.37 million
May 2022	\$3.165 million
June 2022	\$3.165 million

This announcement is authorised by JAT's Managing Director, Wilton Yao.

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About Jatcorp Limited

Jatcorp (ASX: JAT), at the forefront of innovative technology servicing the world's largest retail markets. With a track record of successful product development and distinguished technology. JAT is a leading producer of supplementary food products, plant-based products and dairy food products.

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