



20 October 2022

Jatcorp signs new sales agreement

JATcorp Limited (ASX:JAT or the Company) is pleased to announce an important sales agreement to supply milk powder products to BTNature Pty Ltd, a leading milk brand company selling predominantly into China (“Contract”). The Contract is for up to approximately \$28 million in product sales over the next 12 months.

The Contract provides an annual Sales Plan for eight products including BTN full cream instant milk powder, sport skim instant milk powder etc. to be manufactured by Jatcorp under the BTNature brand and will commence on 1 November 2022. Under the Plan, Jatcorp will supply around 3.2 million tin cans or jars of products to BTNature over the first year of the agreement. BTNature will provide quarterly order updates of its anticipated requirements for the Product. Additional short-term demand is subject to discussion and agreement between the parties. The parties may extend the supply to BTNature on similar terms for a further 12 months.

For comparison purpose, assuming BTNature orders products in line with the Sales Plan and JATcorp fulfils orders and can recognize revenue for the fulfilled orders, the contracted amount is approximately 70% of total revenues for the year ended 30 June 2022.

Jatcorp Managing Director Jack Wang said the Company is proud of supplying a strong customer with premium products utilising ANMA’s capacity. “BTNature is a critical customer and has popular products supplied to China and other countries. Jatcorp is proud of partnering with strong customers and building strong, long-term and mutually beneficial relationships that supports jobs, the economy and helps Jatcorp become one of the most important producers in the industry.” Jack said.

About BTNature

BTNature was established in 2014 as a food manufacturer and seller in Australia. BTNature brings Australia's natural, harmonious, healthy, and original beauty to the world. It connects with the best manufacturers and suppliers, and produces the highest quality

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products for consumers, especially in China's market. BTNature product sales are ranked No. 7 in the milk powder category on Tmall.com, which is one of the largest online platforms in China in 2022.

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This announcement authorised by JAT's Board.

Oliver Carton, Company Secretary

Ph: +61 3 9090 7592

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.