



22 August 2019

ASX RELEASE / MEDIA RELEASE

FertAg commences sales into Philippines

HIGHLIGHTS

- Philippines Fertiliser and Pesticide Authority approves FertAg 0-15-0 for import and sale into Philippines
- FertAg appoints EJ Agriculture Supply as exclusive distributor for Zamboanga and Cayagan de Oro regions of Mindanao, Philippines' second-most populous island
- First container of FertAg 0-15-0 despatched from Vietnam to Philippines
- FertAg appoints Dennis Northey as Philippines sales manager

Organic phosphate development company Fertoz Ltd ("**Fertoz**" or the "**Company**", ASX: FTZ) is pleased to announce that its 100% owned subsidiary Fertoz Agriculture ("**FertAg**") has commenced export of its key fertiliser product, FertAg 0-15-0 (15% P₂O₅), from its Vietnam supplier direct to the Philippines.

Fertoz Agriculture Manager, Les Szonyi, said:

"The establishment of the Philippines sales opportunity is the culmination of nine months of hard work. Over the past 12 months, our Australian business has opened up new markets in New Zealand and Western Australia for its calcium, magnesium silicate phosphate fertiliser (FCMP). We have now continued this expansion into the Philippines. The opportunity in the Philippines is particularly exciting as crops and agricultural practices are similar to Vietnam, where approximately 500,000 tonnes of FCMP are used annually."

Milestones Achieved Enabling Philippines Market Entry

1. A visit to the Philippines of FertAg agronomist Andrew Kennett in December 2018 to assess market opportunities
2. A visit to Vietnam by Les Szonyi in January 2019 to gain commitment and support for the Philippines opportunity from the Company's exclusive input provider, NIFERCO
3. Selection of Australian Dennis Northey based in Mindanao as FertAg Philippines sales manager in January 2019. Dennis brings several years of experience managing organic agricultural operations projects in the Philippines and Australia and his background is detailed below
4. Appointment of EJ Agricultural Supply (7 stores) as the first FertAg distributor in the Philippines, with exclusive rights for the Zamboanga and Cayagan de Oro regions of Mindanao in March 2019

ASX: FTZ



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Board of Directors

Executive Chairman	P. Avery
Non-Executive Director	S. Richardson
Non-Executive Director	J. Chisholm
Non-Executive Director	A. Byass
Non-Executive Director	R. Wilkinson
Company Secretary	J. Stedwell

Key Projects

Wapiti	Ownership: 100%
Ferne	Ownership: 100%
Fertoz Ltd	A.C.N. 145 951 622

5. Approval of FertAg 0-15-0 (15% P₂O₅) as a phosphate fertiliser for import and sale in the Philippines by the Philippines Fertiliser and Pesticide Authority in July 2019
6. Order of first container of 24 tonnes of FertAg 0-15-0 in 50kg bags for delivery to Cayagan de Oro and shipment from Vietnam on 18 August

FertAg 0-15-0, or FCMP, is a magnesium calcium silicate phosphate which is high in calcium (23%), magnesium (10%), silicon (11%) and phosphorus (7% P or 15% P₂O₅). The FertAg product, due to its insolubility in water, high silicon and phosphorus availability and liming action, is ideal for use in the Philippines with its high rainfall and acidic soils.

The Vietnamese manufacturer, NIFERCO, is a quality accredited (ISO 9001) organisation and FertAg's products are manufactured from natural sources by fusing a magnesium silicate, rock phosphate and sandstone at 1,400 ° C in a furnace. No chemical reaction occurs and no organic animal, plant or microorganisms are used in its manufacture.

FertAg 0-15-0 is insoluble in water and does not get washed away when it rains. A similar FertAg product (8% P, 17% P₂O₅) has been certified by ACO in Australia and Biogro NZ in New Zealand as an allowable input for organic agriculture.

Approximately 500,000 tonnes of FCMP are used in Vietnam each year. It is also used in Malaysia, Indonesia, Japan, Korea but not yet the Philippines. The Company has identified use cases and is now targeting crops in the Philippines including rice, maize, coconut, pineapples, sugar cane, palm oil, coffee, rubber and fruit trees.



FertAg's newly appointed Philippines sales manager, Dennis Northey, brings more than 20 years' experience managing large ag operations throughout Australia on a variety of crops and livestock properties. Most recently, Dennis has spent over three years based in the Philippines, where prior to his formal appointment, he worked closely with the FertAg team to secure the necessary product permits for entry to the large and expanding agriculture industry in the Philippines.

Prior to relocating to the Philippines, Dennis managed for nine years one of the largest organic operations in the southern tablelands of New South Wales (www.landtasia.com), developing the business into an organic leader in best practice farming across livestock and a range of food crops.

A graduate of C.B. Alexander Agricultural College in Tocal, NSW, Dennis will head FertAg's sales and marketing operations in country and will work closely with Les Szonyi and the Company's agronomists to build out the book of organic Fertag 0-15-0 product sales.

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Forward Looking Statements

This release includes forward looking statements. Often, but not always, forward looking statements can generally be identified by the use of forward looking words such as “may”, “will”, “expect”, “intend”, “plan”, “estimate”, “anticipate”, “continue”, and “guidance”, or other similar words and may include, without limitation statements regarding plans, strategies and objectives of management, anticipated production or construction commencement dates and expected costs or production outputs. Forward looking statements in this release include, but are not limited to, the capital and operating cost estimates and economic analyses from the Scoping Study.

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