



3 October 2022

NZX/ASX Market Release

Renewal of exclusive import and distribution arrangements with China State Farm

The a2 Milk Company (a2MC, the Company) is pleased to advise that it has renewed its exclusive import and distribution arrangements with China State Farm Agribusiness Holding Shanghai Co., Ltd (CSFA) for a term of five years from 1 October 2022.

CSFA has been a2MC's strategic distribution partner in China since 2013 and is the exclusive import agent for a2MC's China label products, including a2 至初® China label infant milk formula.

CSFA is a wholly owned subsidiary of China National Agriculture Development Group Co, Ltd (CNADC), which is also the parent company of China Animal Husbandry Group (CAHG), which holds a 25% interest alongside a2MC's 75% interest in Matura Valley Milk (MVM) located in Southland, New Zealand.

The a2 Milk Company's Managing Director and CEO, David Bortolussi said:

- *"We are pleased that our long-standing arrangements with China State Farm have been renewed for a term of five years through to the end of September 2027.*
- *"The extension of arrangements with China State Farm confirms the strength of our relationship with key partners in China and our shared confidence in the future*
- *"We are grateful for China State Farm's ongoing support and our relationship with CNADC group which will be critical to our joint success in China going forward."*

The Chairman of China State Farm Agribusiness Group Co., Ltd., Mr Zhang Lei said:

- *"The a2 Milk Company has been an important strategic partner of ours for many years.*
- *"We are delighted and honoured to continue our relationship and partnership with a Company that has achieved such unique success, as the pioneer of A2 protein products in the China market, with a strong brand and ultra-premium products.*
- *"This renewal signals the strength of our long-term partnership and we look forward to the future with great excitement."*

The Chairman of CNADC Mr Cao Jianglin said:

- *"We are delighted to continue building our relationship with The a2 Milk Company and see great opportunity for our partnership in China.*
- *"We are pleased that China State Farm and The a2 Milk Company have enjoyed such a close and strong relationship over the past several years and we look forward to this continuing."*

Authorised for release by

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