

Fertoz

5 April 2018

ASX RELEASE / MEDIA RELEASE

Fertoz sales contracts now exceed 10,000 tonnes

HIGHLIGHTS

- Fertoz has now exceeded its CY18 phosphate sales target of 10,000 tonnes
- Sales contracts in hand target shipment of 4,000 tonnes in the North American spring plus 6,000 tonnes in fall/autumn
- Fertoz products now used in high volume spreading across a wide range of crops on dozens of farms covering thousands of acres within 300 miles of the Company's phosphate resources
- Fertoz will track performance and yield results of all major contracts to build up data to support more sales in CY19
- Negotiations continue regarding potential sales to additional distributors to expand geographies and crops

Organic phosphate development company Fertoz Ltd ("**Fertoz**" or the "**Company**", ASX: FTZ) is pleased to announce it has signed sales contracts totalling more than 10,000 tonnes for delivery in 2018. This exceeds budgeted sales for the year. Fertoz has the ability to supply additional products to other consumers and is continuing to negotiate contracts with additional distributors.

Fertoz will immediately commence shipping of its '50 mesh powder' product, which is optimised for high volume spreading using spin spreaders and which can also be blended with other fertiliser elements.



Typical Spin Spreader

Under current contracts, the Company expects to transport approximately 4,000 tonnes during the North American spring and a further 6,000 tonnes in the fall/autumn.

The Company's strategy to partner with large, well-known distributors across the USA and Canada, as noted in previous press releases, has resulted in numerous commercially confidential contracts across different regions and customers. Over the coming months, the Company and its various distributor partners will monitor yield results but given agronomic trials have been successful, the Company is

ASX : FTZ



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Non-Executive Director
Non-Executive Director
Company Secretary

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J. Chisholm
A. Byass
J. Stedwell

Key Projects

Wapiti
Fernie

Ownership: 100%
Ownership: 100%

Fertoz Ltd

A.C.N. 145 951 622

expecting significantly more orders in CY19 as existing customers re-order and new distributors are signed.

As advised in the most recent Investor Presentation (refer Annual General Meeting presentation released on 30 November 2017) , the Company has been targeting organic hubs in different regions across North America. In addition, though, the Company has identified a truck delivery range of between 100 and 300 miles around Butte, Montana and Fernie in British Columbia, and the most recent sales order received this week will see thousands of tonnes of product delivered in this area alone.

Fertoz Executive Chairman Pat Avery said:

“We are very excited about the growth in sales, and we have now surpassed our initial goal for calendar year 2018 of delivering 10,000 tonnes of phosphate rock. Recent sales volumes have given us confidence that awareness of our products and demand for the range of products we can deliver continues to grow.

“Our aim is to ensure our products are competitive on the basis of both ‘price per unit of nutrient’ and ‘price per pound of phosphate’ in both conventional and organic target markets. Exceeding our 10,000t sales budget for CY18 demonstrates our competitiveness in delivering a high quality organic-certified product into large, attractive markets.

“Moreover, we have identified primary, secondary and tertiary markets for our products, and recent sales have been right in our backyard, within 100-300 miles and in our primary truck market. This provides us with the flexibility to test and expand our logistics capabilities as our sales volumes grow.

“Following our March sales update to shareholders, we are pleased to report that demand for our specialty organic products continues to expand, and we are shipping to farmers growing a wide range of crops in multiple geographies. Negotiations continue with additional large distributors, to expand geographies and the number of crops on which our fertiliser products are used.”

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