

2<sup>nd</sup> December 2024

# Continued expansion into China and Vietnam with new distribution agreements

## Highlights

- Two new distribution agreements secured in Vietnam and China, considerably expanding Company's representation in large new markets
- Existing distribution networks advancing well with quality leads across international markets for a variety of segments requiring PureGRAPH®
- Representation in China marks FGR's entry into the world's largest manufacturing market which delivers ~30% of total global manufacturing input
- Commercial opportunities pipeline well advanced with maiden purchase and reoccurring orders received from a textile company in Brazil
- Nine additional sector opportunities anticipated to materialise over the next 12 months based on current pipeline of high margin opportunities

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First Graphene Limited (ASX:FGR; "First Graphene" or "the Company") is pleased to advise it has secured two new distribution agreements targeting new Asian markets, and progressed the Company's pipeline of future opportunities to distribute PureGRAPH® to new and emerging global markets.

The Company has signed two new distribution agreements covering the coatings, composites, and construction materials segments across Vietnam and China. These new agreements take the Company's total distribution network to eight groups across seven markets.

Entrance to these markets will enable First Graphene to deliver conductivity, barrier and mechanical benefits through its PureGRAPH® products to a variety of different materials including textiles, coatings, composites and polymers.

Distribution through China will ensure First Graphene has representation throughout the largest manufacturing country in the world and will deliver pristine graphene to meet growing market demand in the nation. China delivers approximately 30% of the world's manufacturing output, equating to nearly US\$5 trillion in value to the global economy<sup>1</sup>.

The agreement in Vietnam will provide access to the fourth largest manufacturer in Asia, with the nation driving over US\$100 billion in global manufacturing output in 2023<sup>2</sup>.

These new agreements are complemented by ongoing initiatives and engagement stemming from the Company's existing distributor network, which is focused on European, US, UK and Australian markets.

Distribution partners in Europe and Australia have reported recent increased interest from customers across a range of segments including coatings, adhesives, resin, inks, composites and thermosets (see Figure 1 overleaf).

First Graphene’s recently optimised material grade and improved treatment process has supported this stronger market traction, enabling PureGRAPH® products to be used in new applications, and resulting in a marketed improvement in performance in existing applications.

Feedback received from customers via the Company’s distribution network has reinforced the value of these enhancements and resulted in further scaled trials of graphene enhanced applications.

Further, First Graphene’s pipeline of commercial prospects for 2025 has also advanced pleasingly, with the first of a series of opportunities entering the ‘product ordering’ phase (see Appendix 1 overleaf).

First Graphene is set to provide PureGRAPH® to a customer located in Brazil for textiles application, which will further validate the product’s thermal and performance enhancing properties in this segment.

This represents a strong step forward in the Company’s strategic commercial pathway and marks the first of multiple opportunities which are expected to materialise over the next 6 to 18 months.

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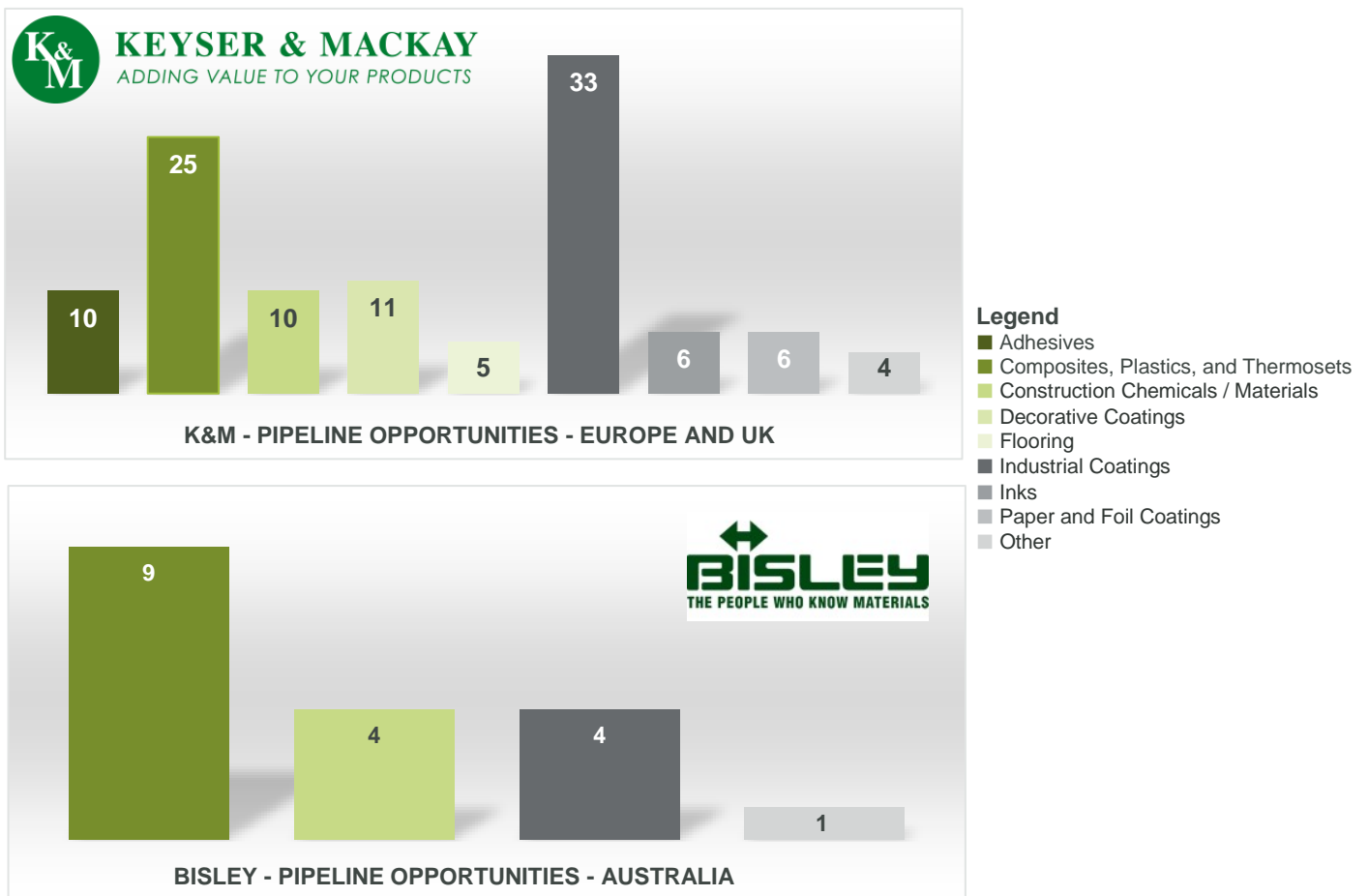


Figure 1: Diverse and well-developed segment applications across FGR’s established global distributors - K&M and Bisley

**First Graphene Managing Director and CEO Michael Bell said:**

*“We have seen extensive progress on multiple commercial fronts recently, including entry into two globally significant markets through new distribution partners in Vietnam and China.*

*“With our ongoing engagement across Europe and Australia also tracking well, the Company is very well placed for significant growth over the coming months.*

*“We are also very pleased to have progressed a new opportunity in the textiles market, which is now in volume production and the reoccurring ordering phase.*

*“This is the first opportunity converted in the textiles space and will help demonstrate the application and potential advantages of PureGRAPH<sup>®</sup> in a broader range of applications.*

*“I look forward to providing further updates as we advance our commercialisation strategy, targeting high-growth, high-margin and in-demand industries.”*

**References**

<sup>1</sup>[World Bank Group – Manufacturing Data](#)

<sup>2</sup>[Vietnam Briefing – Manufacturing Tracker 2024-25](#)

**-Ends-**

**This release has been approved for release by the Chairman.**

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## **About First Graphene Ltd (ASX: FGR)**

*First Graphene Limited is focused on the development of advanced materials to help industry improve. The Company is a leading supplier of graphitic materials and product formulations with a specific commercial focus on large, high-growth global markets including cement and concrete; composites and plastics; coatings, adhesives, sealants and elastomers (CASE); and energy storage applications.*

*One of the key outcomes these advanced materials offer is the reduction of carbon dioxide emissions, whether directly through a reduction in output of these harmful greenhouse gases or lower energy usage requirements in manufacturing, or indirectly due to enhanced performance characteristics and extending the usable life of products.*

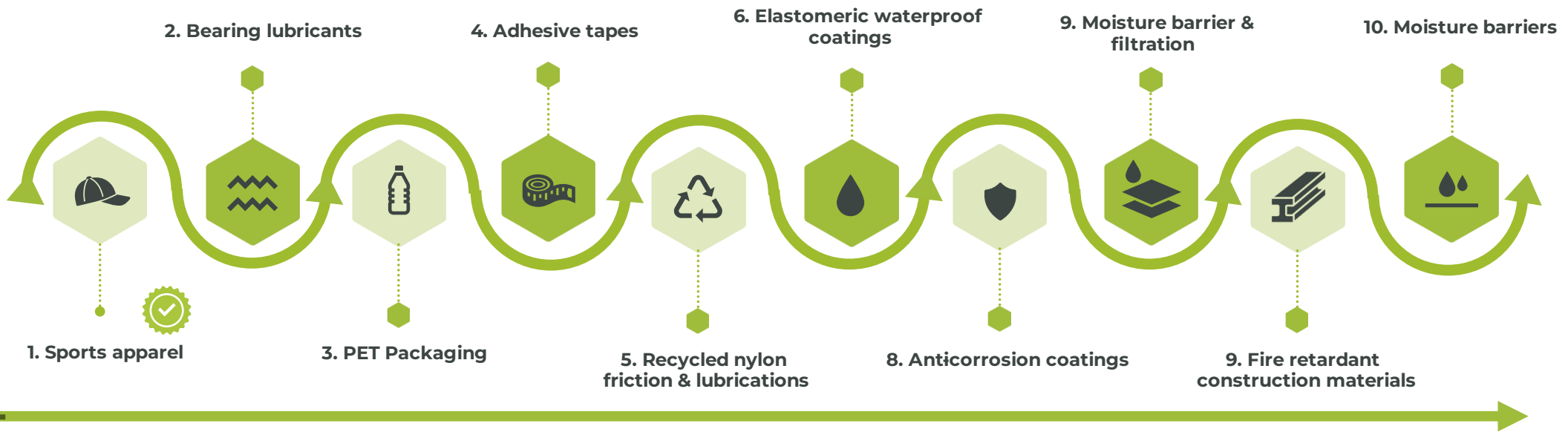
*First Graphene has a robust manufacturing platform based on captive and abundant supply of high-purity raw materials, and readily scalable technologies to meet growing market demand. As well as being the world's leading supplier of its own high performance PureGRAPH® graphene product range, the Company works with multiple industry partners around the world as a supplier of graphitic materials and partner to research, develop, test and facilitate the commercial marketing of a wide range of sector-specific chemical solutions.*

*First Graphene Ltd is publicly listed in Australia (ASX:FGR) and has a primary manufacturing base in Henderson, near Perth, WA. The Company is incorporated in the UK as First Graphene (UK) Ltd where it has a strong R&D capability.*

Appendix 1.

# Global market growth pipeline

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REGION	Brazil	Europe	India	Germany	UK	Australia	UK	Indonesia	UK	Europe
VOLUME	Up to 500kg p.a.	Up to 500kg p.a.	>1,000kg p.a.	Up to 1,000kg p.a.	Up to 1,000kg p.a.	100kg p.a.	Up to 500kg p.a.	>6,000kg p.a.	>500kg p.a.	Up to 500kg p.a.
TIME FRAME	Product ordering commenced	Product launch Q2 FY25	Product launch Q3 FY25	Product launch Q3 FY25	Product launch Q3 FY25	Product launch Q3 FY25	Product launch Q3/Q4 FY25	Product launch Q4 FY25	Product launch Q4 FY25	Product launch Q4 FY25