



### **Applied Graphene Materials signs distribution agreement with Will & Co B.V., The Netherlands**

*Agreement provides AGM with a strong route into the coatings and polymers markets across the Benelux region*

Applied Graphene Materials (AGM) is pleased to announce it has signed a distribution agreement with Will & Co B.V. (Will & Co). The agreement further extends AGM's commercial reach directly into the coatings and polymers sectors across The Netherlands, Belgium and Luxembourg.

Since 1924, Will & Co have been delivering marketing, logistics and distribution services for the chemicals, high-quality raw materials and food ingredients industries. Will & Co are increasingly focusing on specialty products and have a clear focus on sustainable relationships, long-term knowledge development and an exclusive network of cooperation partners. Will & Co have developed strong and in-depth knowledge capabilities which have seen them making an active contribution to the progress of numerous innovative products for nearly a century.

AGM and Will & Co have an exclusive agreement that will see the Will & Co regional sales network provide access to customer opportunities and introduce AGM's proprietary **Genable**® graphene dispersions technology into the Benelux coatings and polymers markets.

In addition to its own commercial hubs in the U.K. and the United States, AGM now has distribution agreements with local expert chemicals and coatings distributors in The Netherlands, Greece, Italy, South Africa and Japan.

#### **Adrian Potts, AGM CEO commented:**

*"In line with our strategy to continue expanding our footprint with our distributor network for both standard and custom products, it's a great pleasure to be able to announce our agreement with Will & Co for the Benelux region. We are firmly of the view that the key to graphene's commercialisation is the combination of innovative materials technology in an easy-to-use format with a customer approach that is able to explain the practical aspects of use and the true potential of graphene in their applications. I believe we have this blend with*

*Will & Co and look forward to positive progress on revenue growth with our exciting technology for the liquid resins, coatings, composites and polymers sectors."*

**Jacques van Lindonk, Will & Co Managing Director commented:**

*"Will & Co is delighted to partner with AGM for the Benelux coating, composite and polymer markets. AGM, known for its innovative expertise, fits perfectly within our portfolio and exclusive network of cooperation partners. The Will & Co corporate philosophy is centered on providing our customers with high-quality products, product development support and services.*

*Will & Co sees great opportunities for the AGM groundbreaking **Genable**<sup>®</sup> products. We are proud to be able to support AGM with the marketing, sales and product development of these products.*

*We are used to working closely together with our customers on existing and new materials, products and processes. We invite the Benelux market to contact us with all their technical & commercial questions.*

*We look forward to excellent cooperation and mutual success!"*

**For further information please contact AGM Sales Office on**

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**Will & Co B.V.** is an international sales and marketing organisation for raw materials, semi-finished products, additives and pigment, headquartered in Badhoevedorp, The Netherlands. The company distinguishes itself in the market with its focus on sustainable relationships, long-term knowledge and an exclusive network of cooperation partners. Thanks to Will & Co's specialist product and market knowledge (local and international), the company acts as a knowledge partner for customers and suppliers in almost every industry. <https://www.will-co.eu/nl/en/>

**Applied Graphene Materials** works in partnership with its customers using its knowledge and expertise to provide bespoke graphene dispersions and formats to deliver enhancements and benefits for a wide range of applications. The Group's strategy is to target commercial applications in three core markets: coatings, composites and functional materials.

The Group has developed proprietary bottom-up processes which are capable of producing high purity graphene nanoplatelets using a continuous process. The manufacturing process is based on sustainable, readily available raw materials and therefore does not rely on the supply of graphite, unlike a number of other graphene production techniques. Applied Graphene Materials owns the intellectual property and know-how behind this process.

Applied Graphene Materials was founded by Professor Karl Coleman in 2010 with its operations and processes based on technology that he initially developed at Durham

University. The Group was admitted to AIM in November 2013, raising £11 million, and is based at the Wilton Site on Teesside. In January 2016 the Group raised £8.5m to support its ongoing activities and in October 2017 the Group raised a further £9.8m