

18 September 2017

ANO Investor Presentation – September 2017

Please find attached the Advanced Nano Technologies Investor Presentation – September 2017.

Geoff Acton (B.Com CA)
Managing Director



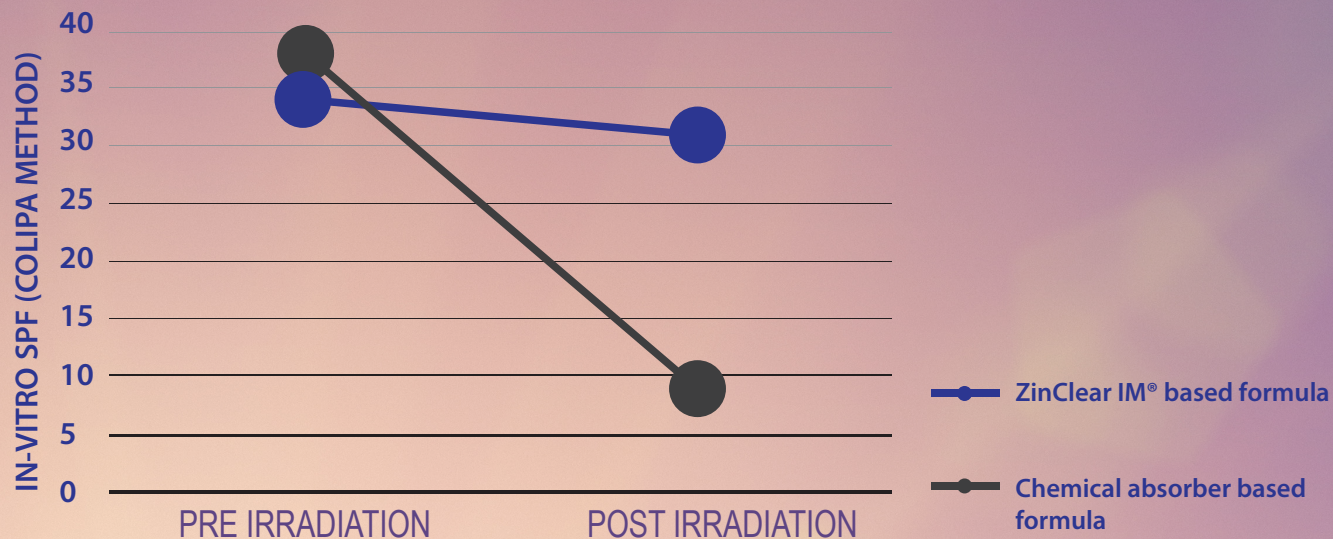
ADVANCED
NANOTECHNOLOGIES LTD
Made by: Antaria Pty Ltd
Developed in AUSTRALIA

ANO Investor Presentation

September 2017

ZinClear® Photostable Protection

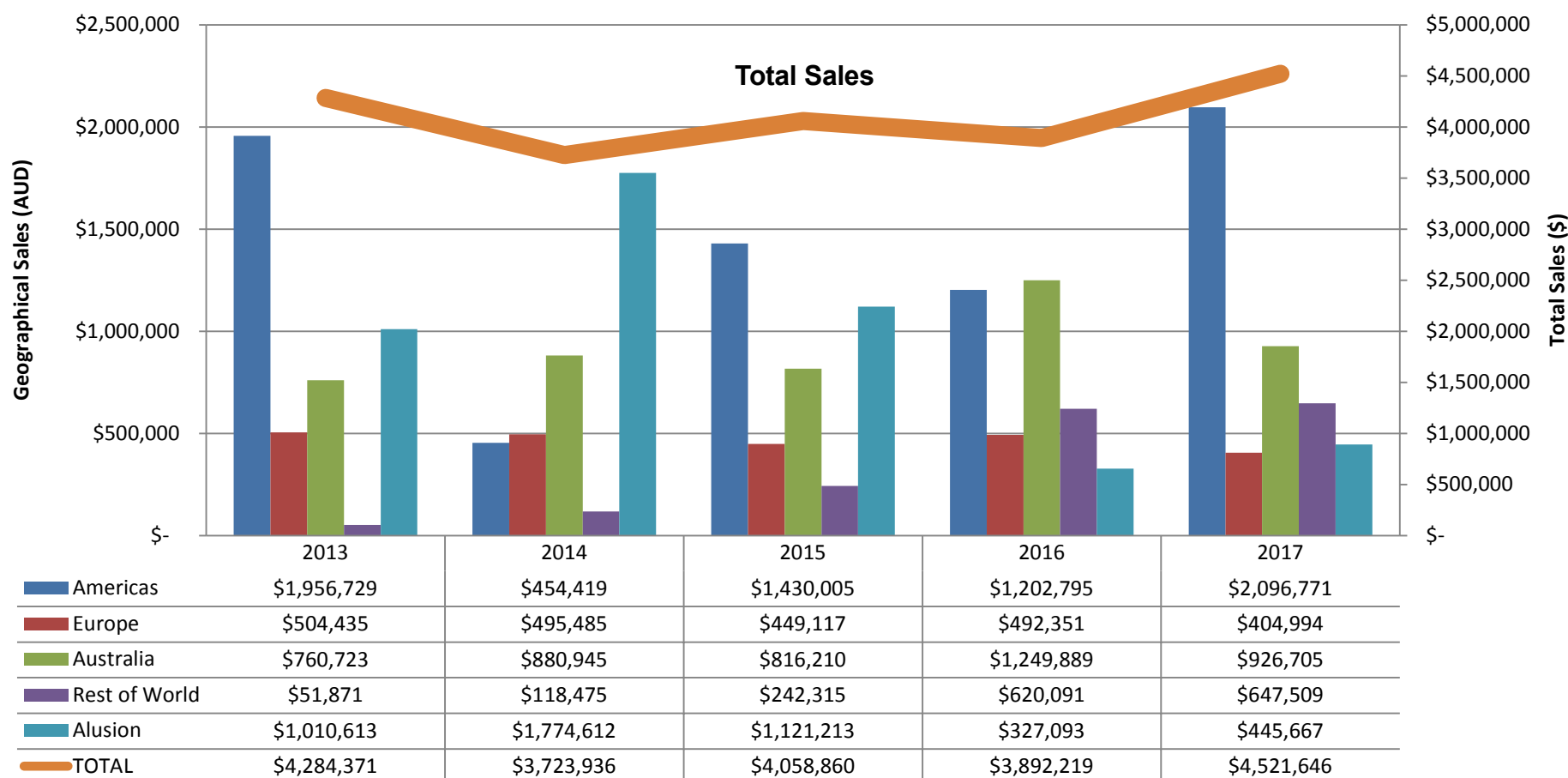
Sunscreen performance after 3 hours in Australian sun (average UV load), measured in Perth, Western Australia



**"23 various skin cancer procedures -
For me it's not just business,
it's PERSONAL"**

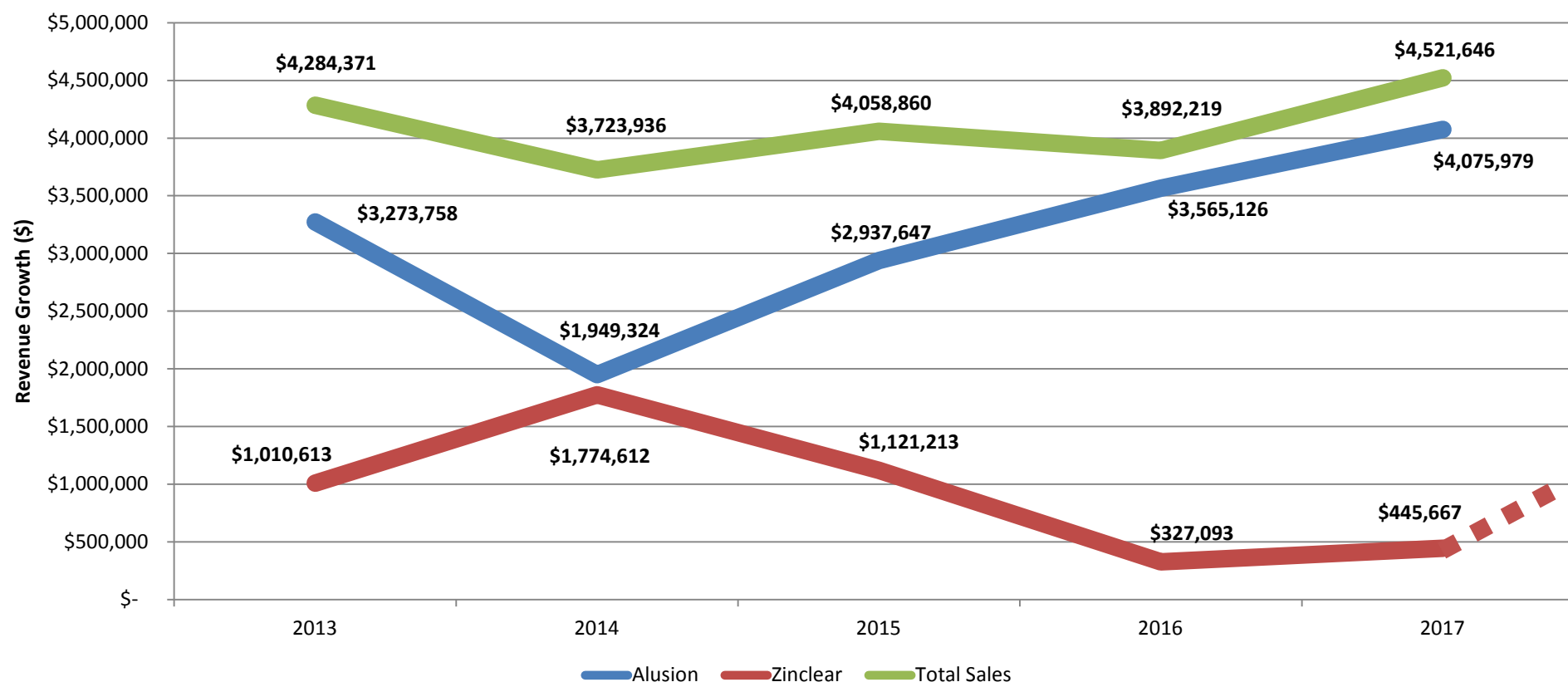
Managing Director Geoff Acton

ANO Geographical Sales in AUD



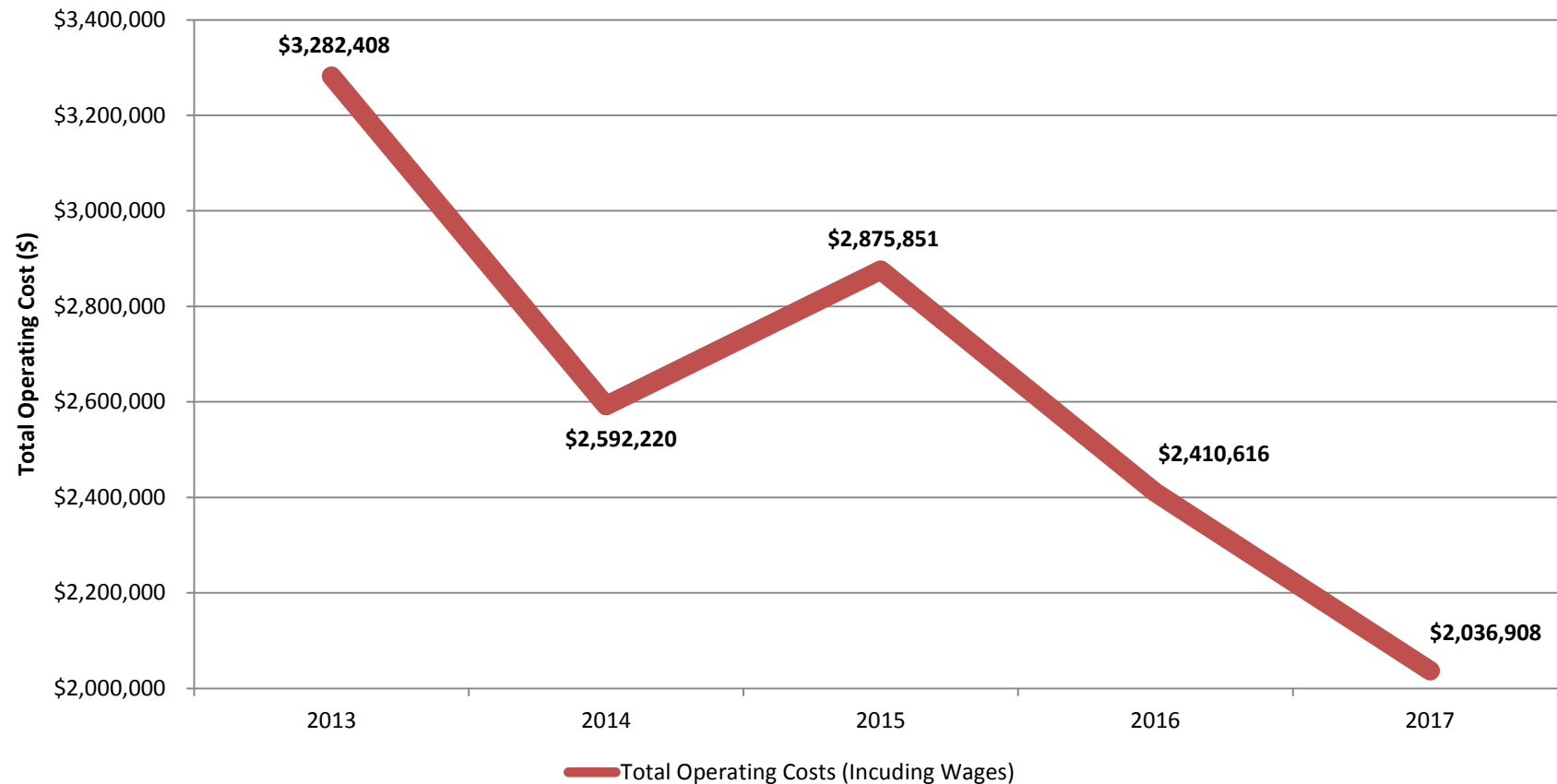
- Increase in ZinClear revenue of 14.32% despite 3 months of no sales due to a forced change in precursor suppliers.
- All ZinClear IM products based around new precursor and external testing results are better than previous precursor.

Total Annual Sales Revenue by Product Category (\$)



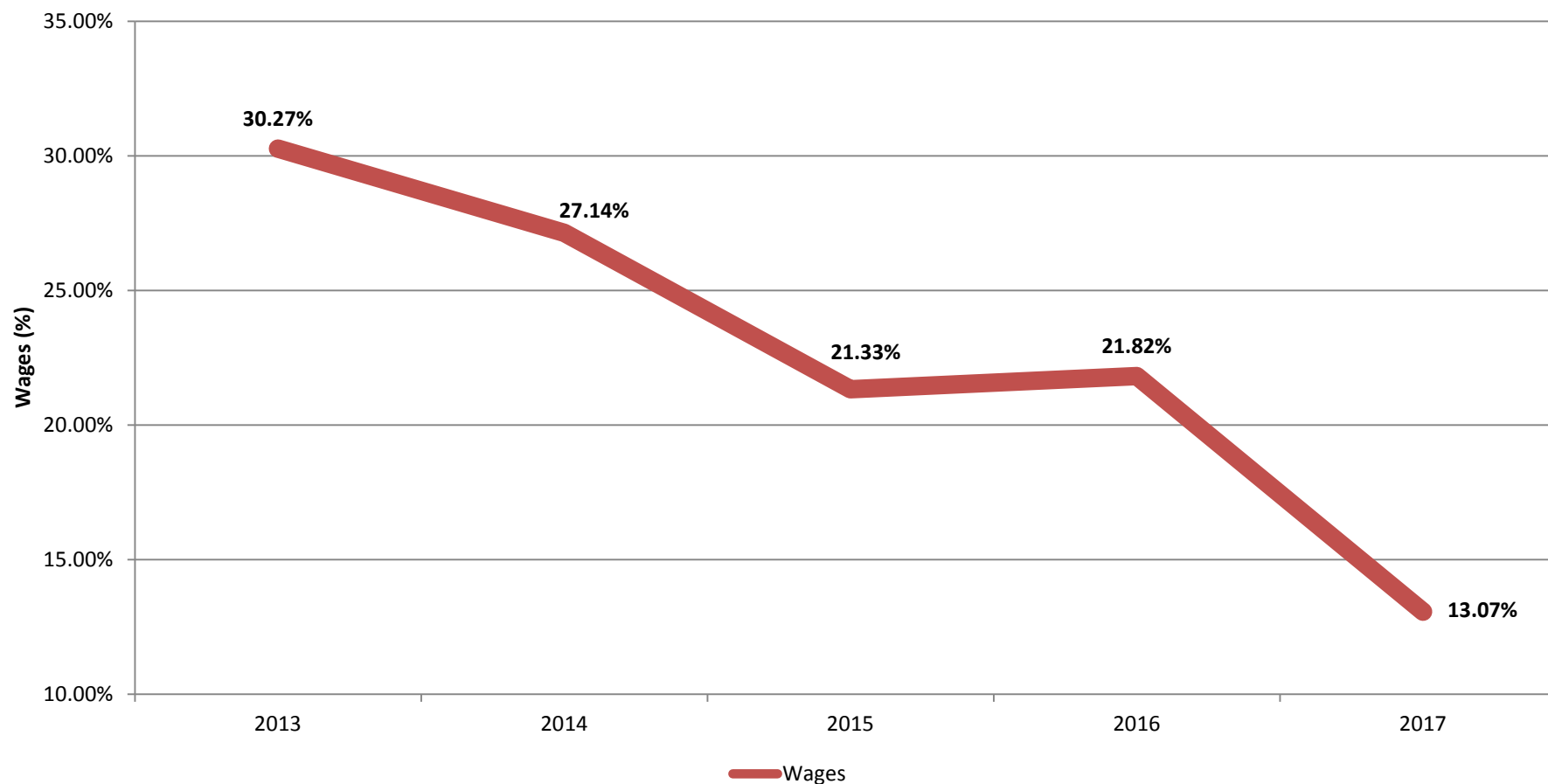
- Total sales increase of 16.17%.
- In 2014, Merck purchased far more product than their sales which meant Merck had significant stock holdings in FY15 and FY16.
- The new agreement will see more consistent purchase volumes of Alusion by Merck with further sales increases expected in FY18.
- The new decanter (part of the qualified audit opinion on assets by the auditor) is being installed which will reduce bottlenecks in production.

ANO Total Operating Costs (Including Wages) (\$)



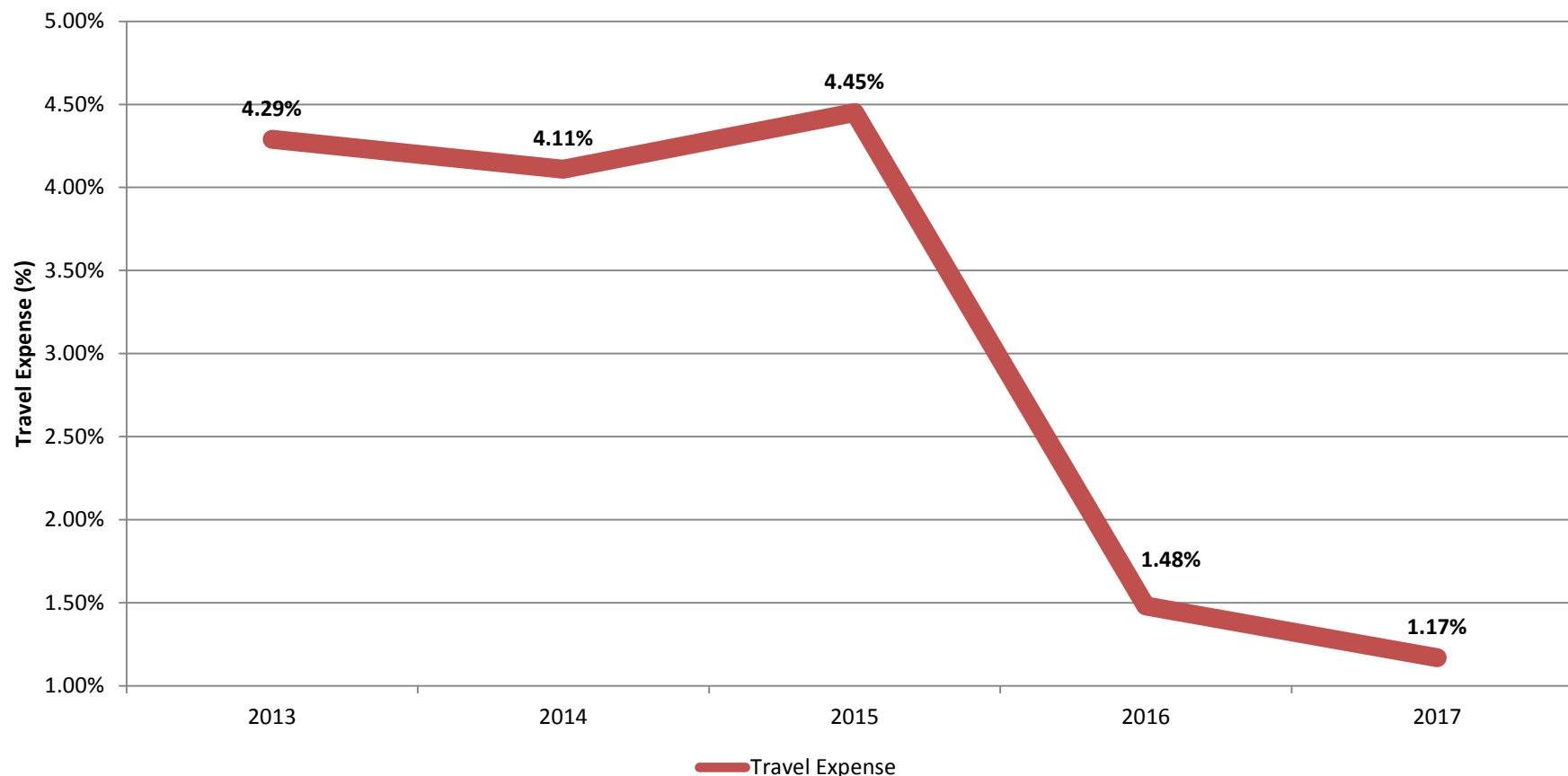
- Further reductions expected once the transition to 112 Radium Street is completed and 108 Radium Street closes of approximately \$250,000 annualised.
- Rent reduction of 30% is being negotiated at 112 Radium Street.
- The contract manufacturing arrangement in the US combined with new precursor supply arrangements will result in further costs savings.
- The combined manufacturing facility in Australia will also lead to significant cost savings in FY18.

Wages as a % of Sales Revenue



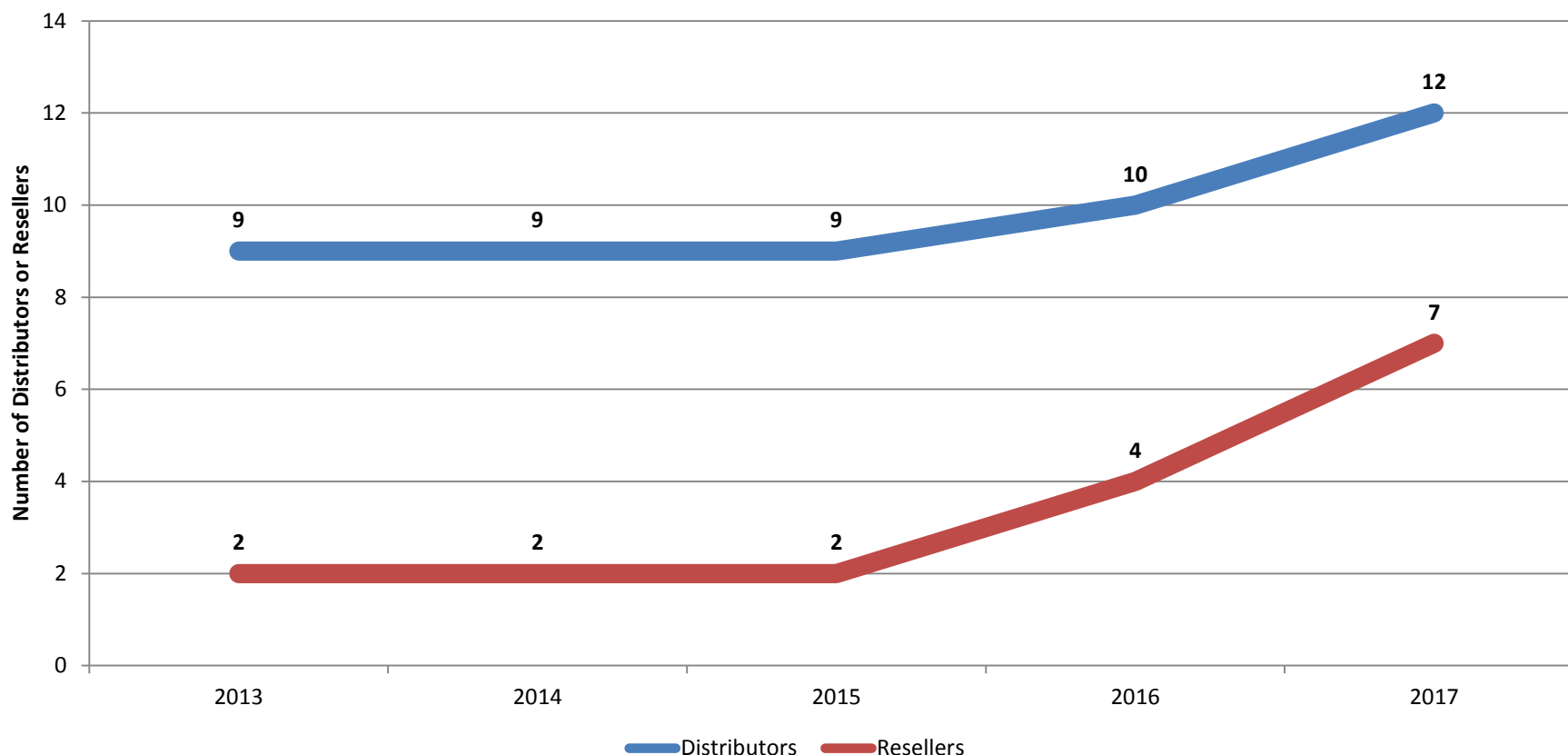
- No Bonuses or incentives were paid to any Directors or Managers in FY17.

Travel Expense as a % of Sales Revenue



- Have increased the distributor and chemist network without significant travel.
- Travel limited to inspecting new manufacturing facilities and signing significant agreements with customers, suppliers and manufacturers.
- New approach involving local distributors has replaced travel to major international trade shows.

Number of Distributors and Resellers



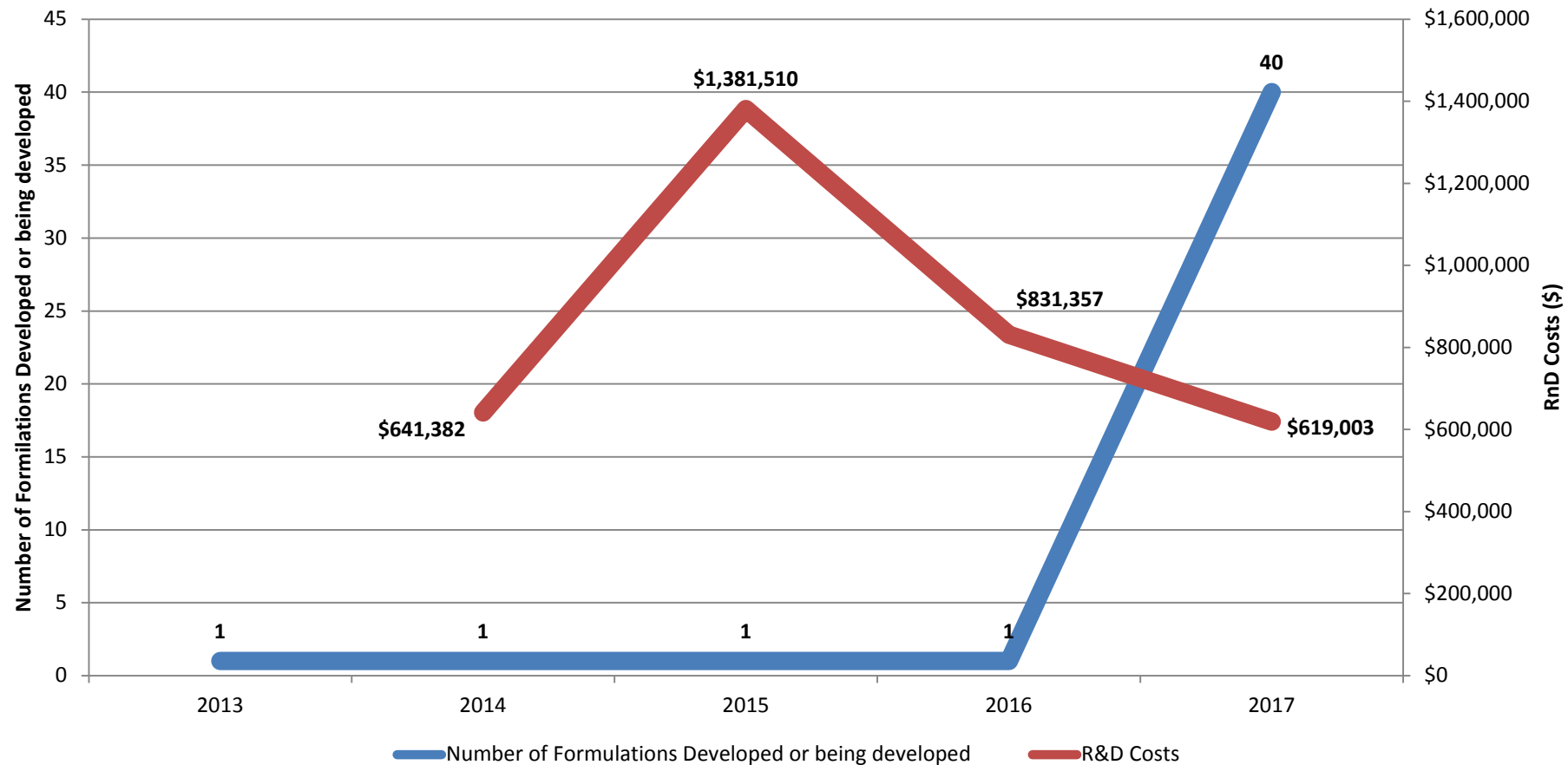
GLOBAL DISTRIBUTION NETWORK

- Bregaglio – Italy
- Connell Brothers India – India
- Connell Brothers Malaysia – Malaysia
- Deveraux Specialities LLC. – USA
- ENS Beauty Group – South Korea
- Heterochem – UK / Ireland
- Manuchar – Indonesia / Philippines / Thailand
- Neochem GmbH – Germany / Austria
- Pachem Distribution – Canada
- Para Chemie Sina – Iran
- Pure Ingredients – New Zealand

RESELLERS

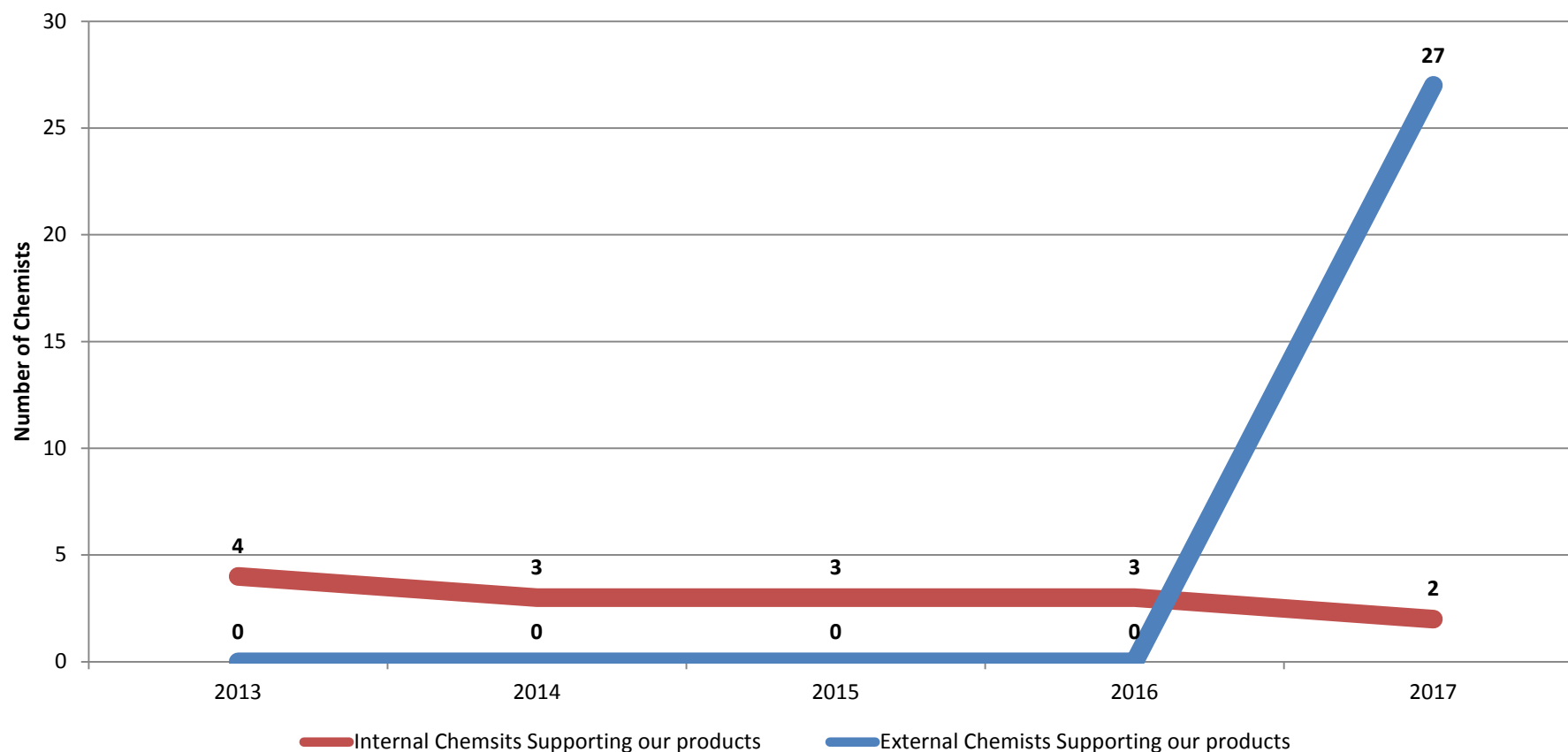
- Quimica Suiza Industrial – Peru
- Y.S. Ashkenazi Agencies – Israel
- Gadot Group – Israel

ANO R&D Costs and Number of Formulations and Products Being Developed



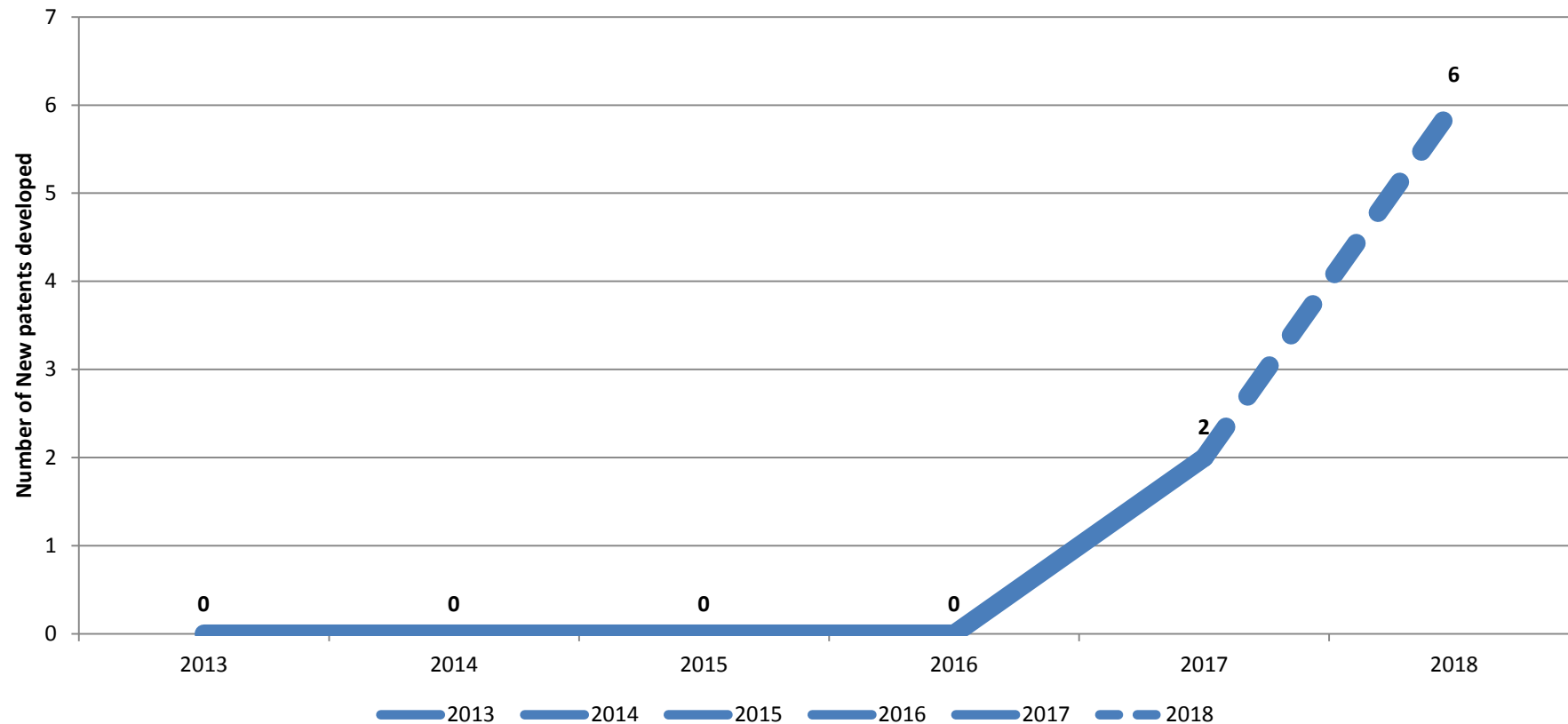
- 32 end formulations in various stages of development including – sunscreens, lipsticks, after shave lotions, day repair creams, foundations, anti acne creams, and facial masks.
- 4 different plastic film compositions, ceria (as a catalyst for clean coal burning), 2 battery compositions, and ZNO material for 3D printing in ceramics (these are highly speculative).
- In addition we have completed full testing on new precursor suppliers and a full review of all prior research undertaken for possible patent and commercial opportunities.

Number of Chemists Supporting our Products



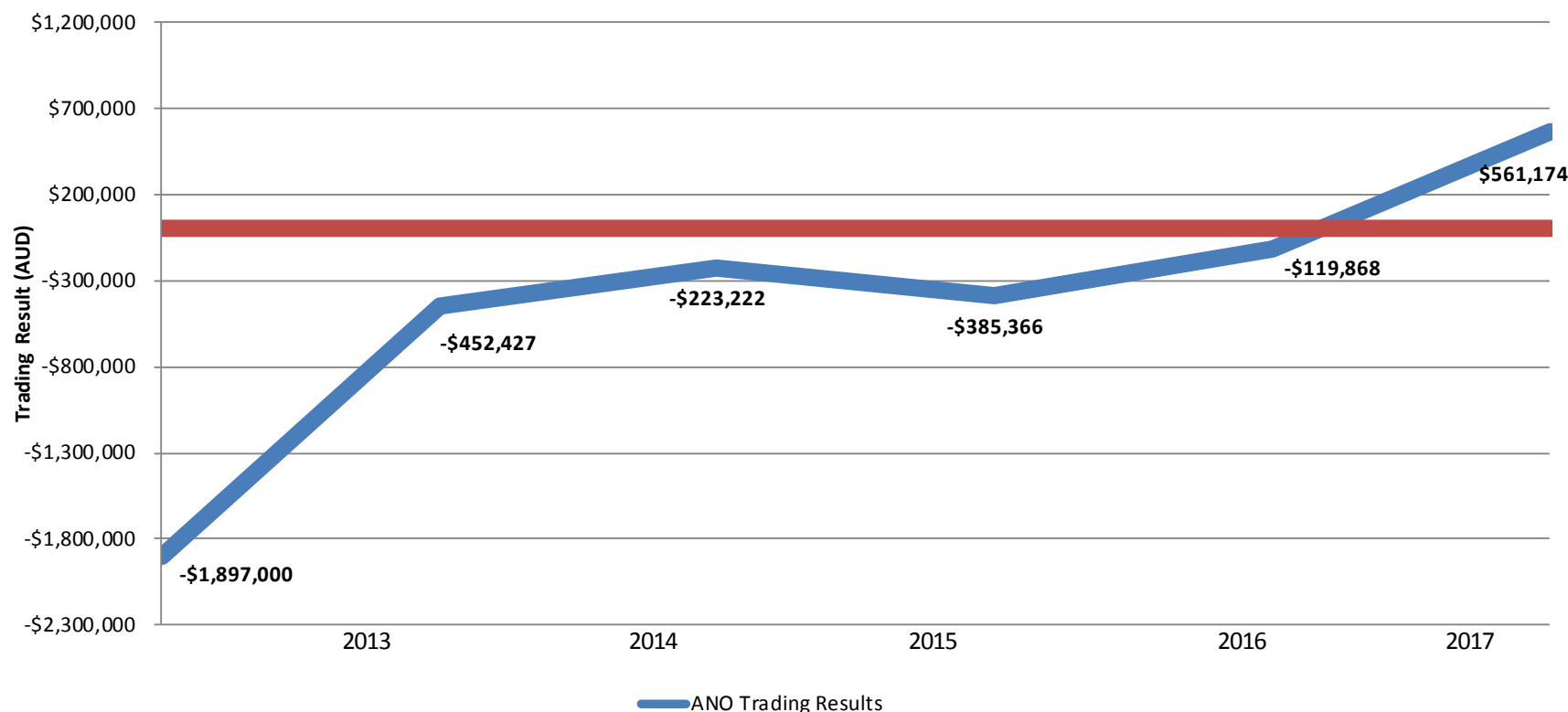
- The unique nature of our product and difficulties in product development requires barriers to substitution
- ANO is investing in this product formulation and R&D to support our small customers who do not have the resources to develop end formulations.
- Looking forward to releasing our own ZinXation range of products in 2018/2019
- ZinXation will be much more valued by the current Board than Invisible Zinc was by the original board who sold the brand (now worth > \$40 million) without agreements and our active ingredient being used in the products.

Number of New Patents Developed



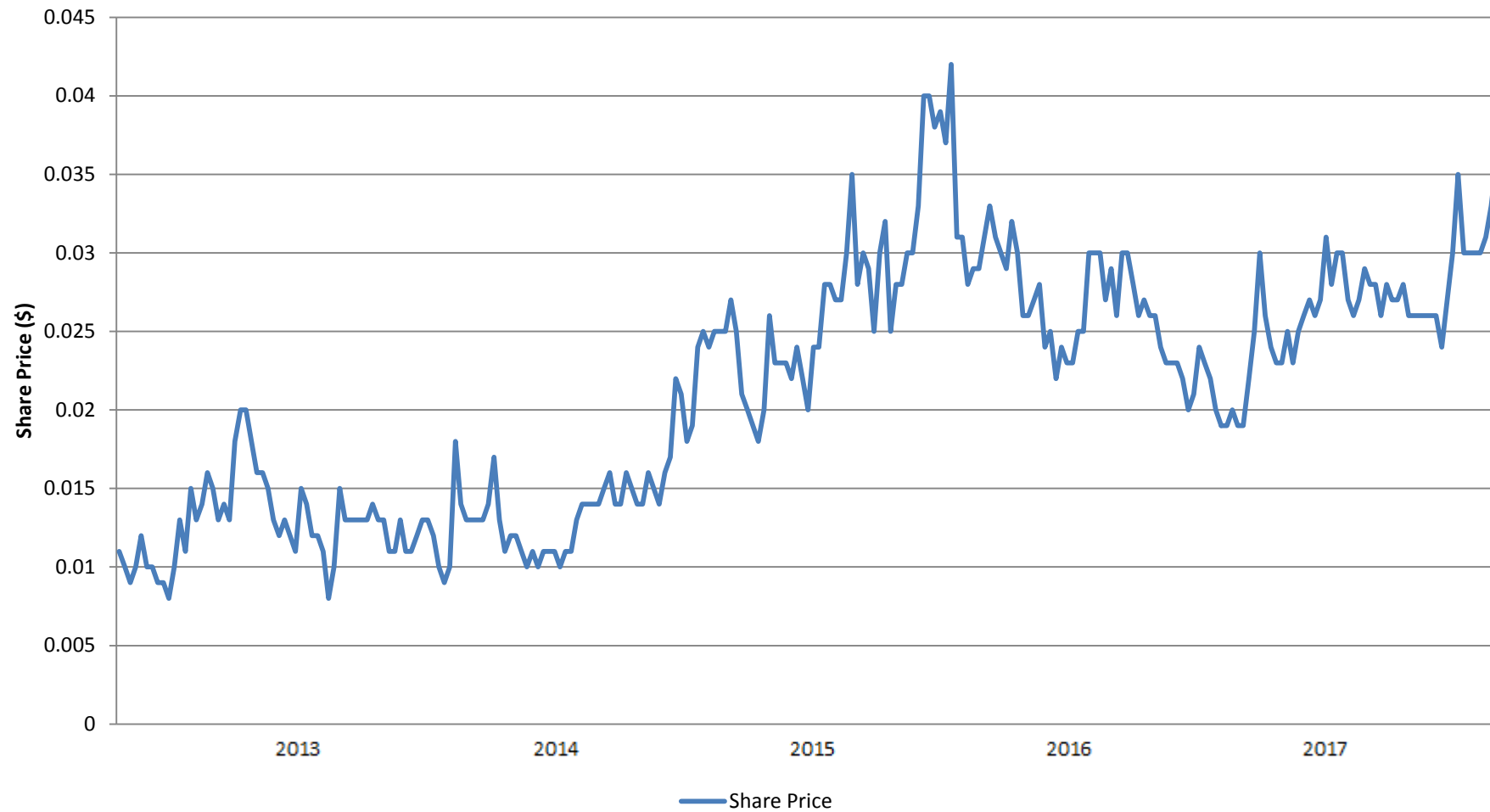
- Patent renewals are not included as the process is ongoing and the number of renewals will vary depending on expiry dates.

ANO Trading Result (Excluding R&D Income)







- Total losses accumulated - \$37million over 14 years
- The board would love to see more rapid improvement, in the results, however the inertia encountered in FY17 was far greater than we expected.
- The US distributor has signed a 3 year agreement for sales and distribution in the US and Mexico with parties agreeing to a 55% increase in sales in calendar 2018.
- While the board is keen to see more rapid improvement in the financial results, the inertia and entrenched practices in the Perth facility were far greater than expected.

ANO Share Price

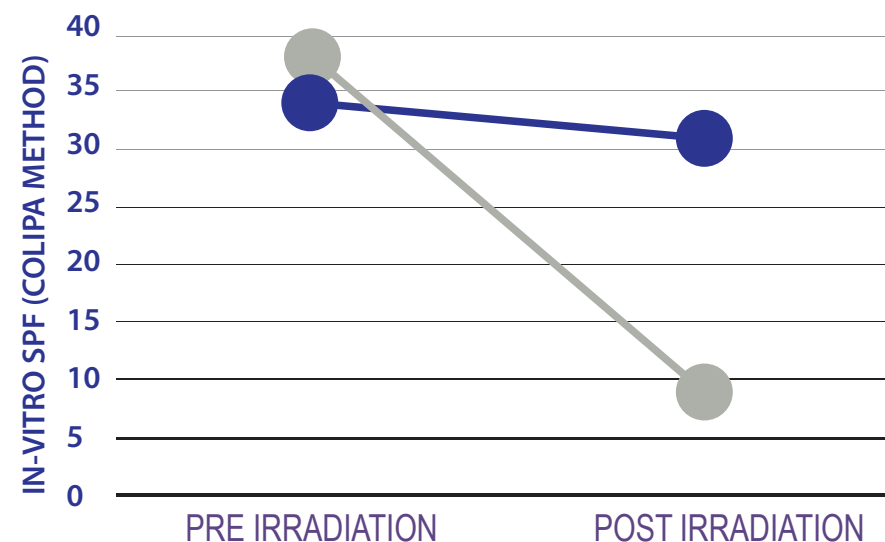




Overview UV Absorbers Portfolio

ZinClear IM® Optimized for Transparency with Index Match Technology	PRODUCT NAME	INCI	RANGE OF ABSORPTION	ACTIVE %	Ac (nm)	VISCOSITY	NATURAL
	ZinClear IM®50JJ	Zinc Oxide (and) Simmondsia Chinensis (Jojoba) Seed oil (and) Glyceryl Isostearate (and) Polyhydroxystearic Acid	UVA & UVB	50	Broad spectrum 370nm	Pourable	
	ZinClear IM®50CCT	Zinc Oxide (and) Caprylic/Capric Triglyceride (and) Polyhydroxystearic Acid (and) Glyceryl Isostearate	UVA & UVB	50	Broad spectrum 370nm	Pourable	
	ZinClear IM®50AB	Zinc Oxide (and) C12-15 Alkyl Benzoate (and) Polyhydroxystearic Acid (and) Isostearic Acid	UVA & UVB	50	Broad spectrum 370nm	Pourable	
	ZinClear IM®55L7	Zinc Oxide (and) Neopentyl Glycol Diheptanoate (and) Glyceryl Isostearate (and) Polyhydroxystearic Acid (and) Cetyl PEG/PPG-10/1 Dimethicone	UVA & UVB	55	Broad spectrum 370nm	Pourable	
ZinClear XP™ >370nm Critical Wavelength	ZinClear XP™ 65COCO	Zinc Oxide (and) Coco-Caprylate/ Caprate (and) Polyglyceryl-3 Polyricinoleate (and) Isostearic Acid	UVA & UVB	65	Broad spectrum > 370nm	Pourable	
	ZinClear XP™	Zinc Oxide	UVA & UVB	100	Broad spectrum > 370nm	Free flowing powder	

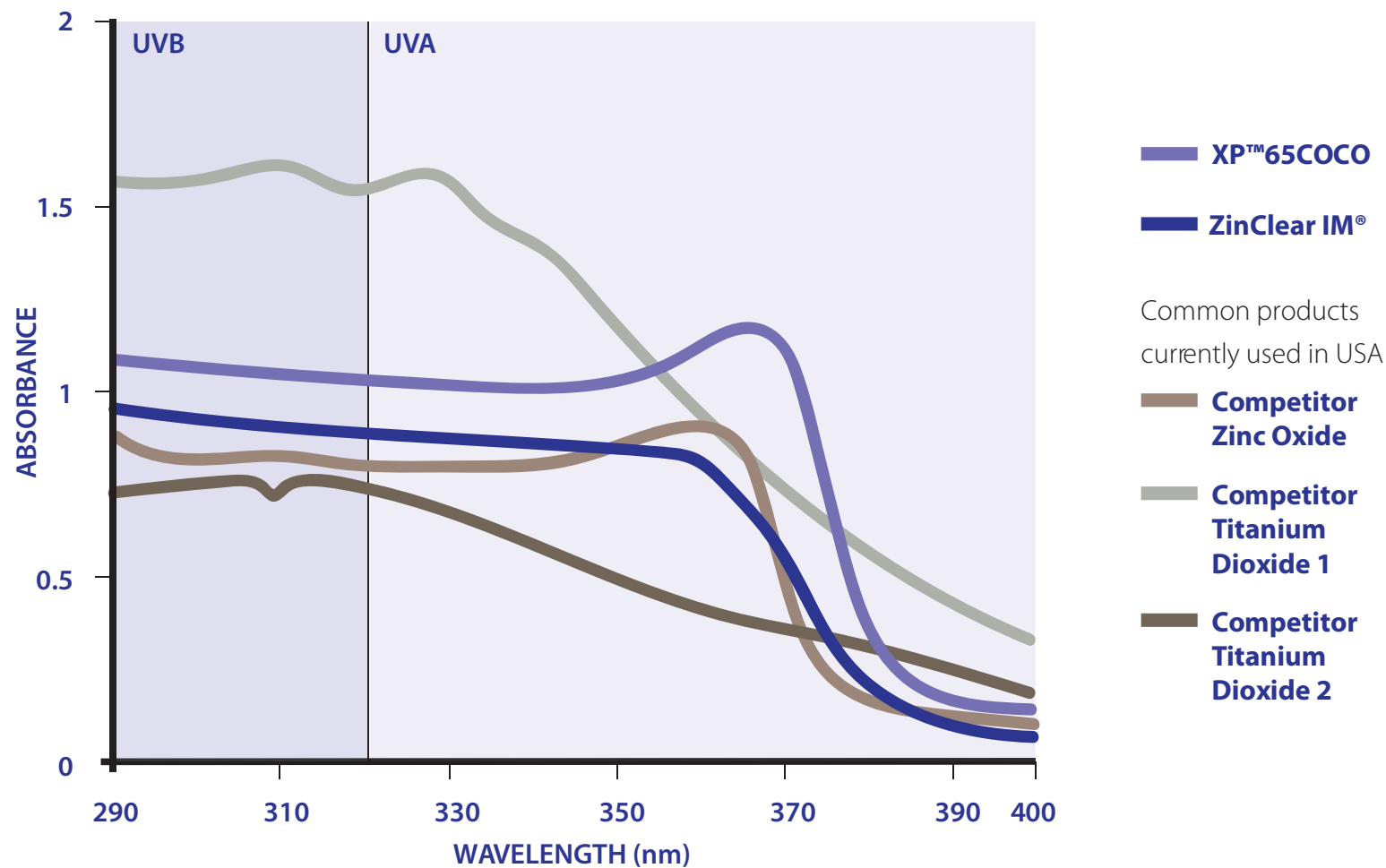
ZinClear® Photostable Protection

Sunscreen performance after 3 hours in Australian sun (average UV load), measured in Perth, Western Australia

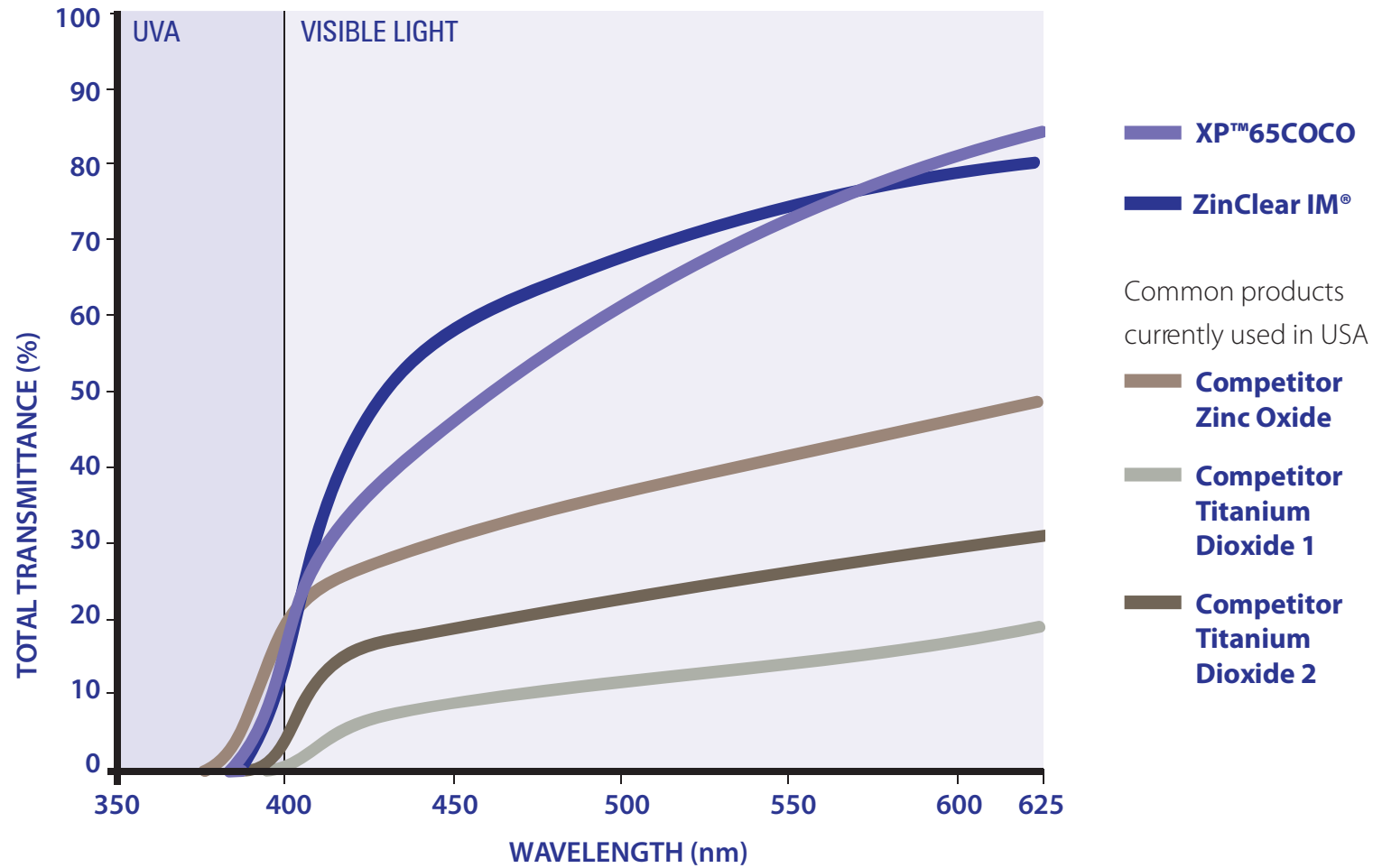


 ZinClear IM® based formula
 Chemical absorber based formula

ZinClear® Absorbance of UVB and UVA



ZinClear IM® is Optimized for Transparency



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