



ZOONO GROUP LIMITED  
AGM PRESENTATION

**ZOONO**<sup>®</sup>

PAUL HYSLOP | MANAGING DIRECTOR/CEO | 9 NOVEMBER 2017

# CAPITAL STRUCTURE

- Raised A\$10 million May 9 2017 (ASX: ZNO).
- Issue Price 20 cents.
- 163 million shares on Issue.
- 1,675 shareholders.
- Top 20 Shareholders hold 70% of the Company.
- Restricted securities 103 million shares (63% of total capital).
- Free Float 60 million shares (37% of total capital).
- Solid increase in Market Cap since listing.



# CURRENT SHAREHOLDING STRUCTURE

(TOP 10 SHAREHOLDERS)



• Paul Hyslop and Margaret Morgan	51.3%
• Eelco Wiersma	5.2%
• J P Morgan Nominees	3.6%
• JB Advisory Pty LTD	1.8%
• Lew MacKinnon	0.9%
• HSBC Custody Nominees	0.7%
• Satori International Pty Ltd	0.6%
• AUST Executor Trustees	0.6%
• Nolene Ramsay	0.6%
• Citicorp Nominees Pty Ltd	0.6%



20x/0.45

# REVENUES REPORTED (NZD)

- \$1.07 million unaudited revenue for September YTD 2017 (3 months).
- \$0.3 million unaudited operating profit September YTD (3 months).

# GLOBAL UPDATE



# UNITED KINGDOM

- UK Approvals in place.
- Distributor Partner Zoono UK.
- Key Customer, one of the UK's largest facilities management companies with GBP 2 billion revenues.
- Large Automotive Distributor – Aerosol Cans – first 10,000 cans have been shipped.
- NHS Trial being proposed.

# MIDDLE EAST & INDIA

- Saudi Arabia – have placed their first order for a full container of 13,200 litres leaving NZ before Xmas circa \$250,000.
- India – main customer is a large Healthcare company, Mumbai based. Two container orders of 28,000 litres, totalling \$450,000 has been shipped so far.
- Negotiations continue with Iran, Egypt and other ME Countries, Halal certified.

# JAPAN

- Two main customers, both large Multi nationals, initially we have launched into the textile market. Conducted approximately 3 years of testing and trials, first two orders have now been placed and shipped, circa \$100k – the initial order to be used in underwear. They are developing a lot of additional antimicrobial textile ranges including socks, shoes, sportswear and bed linen etc.
- Both of these companies are blue chip and should generate solid revenues in the coming years.



# HOME SHOPPING CONTRACT CHINA

- Sell Zoono products through home shopping TV, radio and online channels.
- Initially targeting 30 million Chinese households as first stage, stage 2 target 300 million Chinese households, selling in product bundles, 2 ranges, a personal care and a home protection bundle – selling for RMB299.00 - USD\$45.00 our share per bundle USD\$22.50.



# HOME PROTECTION BUNDLE

**29** Pce  
**BUNDLE**



**2x 150ml ZAM** (kills mould)  
**2x 150ml All Purpose** Home Protection

**1x 150ml Room Deodoriser**  
**2x 150ml Hand Sanitiser** Foam

**10x Zoono Surface Wet Wipes**  
**10x Zoono Hand & Body Wet Wipes**

**2x 10ml GF24 Hand Sanitiser** Pocket Spray



# PERSONAL RANGE BUNDLE

**35<sup>Pce</sup>**  
**BUNDLE**



**2 x 50ml** Foot Guard against Athletes Foot & Odor  
**2 x 50ml** Femme Personal Hygiene

**2 x 50ml** SkinClear Acne Foamer  
**2 x 50ml** Odour Guard

**1 x 150ml** Hand Sanitiser Foamer  
**4 x 10ml** GF24 Hand Sanitiser Pocket Spray

**10x** Zoono Surface Wet Wipes  
**10x** Zoono Hand & Body Wet Wipes

# ZOONO<sup>®</sup> BODY hand sanitiser

Once Daily Application

Protection for up to 24 hours  
Kills 99.99% of all germs.

Alcohol-Free

Single wipe

# ZOONO<sup>®</sup>

## MICROBE SHIELD

30-day Protection

### Surface Wipes

Protects against 99.99% of germs  
30 Day Protection

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**Safe - Alcohol Free**

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Single Wipe

Car  
Mobiles  
Laptops  
Remotes  
Game controllers

# SOUTH KOREA

- Approvals are through and they have taken the first order for 1 full container. They have many business opportunities lined up and the main one Home Shopping TV is with a very large infomercial home shopping TV and retailer.
- There was a major issue with MERS virus, two years ago and Zoono has a very detailed test report showing our effectiveness against the virus.

# ASEAN

- We are dealing with two major retail groups and have developed two new products for them - an anti-bacterial soap and gel. Both have tested very well and it is likely they will take these two products as well as two more – a hand sanitizer and body odour product.

# UAE AND GCC MIDDLE EAST COUNTRIES

- The Distributor has purchased 1 full container in the previous 12 months and we expect 1 full container in the next 12 months. We currently have a strong business going in Public Transport where we are fogging 3,000 buses every month, and other opportunities are pending.



# NEW ZEALAND

- Two main Distributors - CLEAR FACILITIES and VIP CARE.
- CLEAR FACILITIES – have several Multi-national companies buying our product and services, via Clear Facilities who specialize in applying our product in Industry, with the focus on food manufacturing and processing.
- VIP CARE – Sell our products and services to approximately 400 childcare centres in New Zealand.

# NEW ZEALAND

- Key customers also include the Judiciary, 14 Prisons and a large Military Base, also targeting veterinary and Hospital markets. Have applied to become a preferred supplier with the Ministry of Health.

- Zoono USA has just raised a further \$3m for the next two years. Customers include CVS Pharmacy where we have our GermFree24 hand sanitiser. CVS will take a further three products in the next 12 months or so. Products have also been ranged on **walmart.com**, but not in stores yet and we are hoping for next year.
- Other major retail chains under negotiation. Several new approvals are underway.

- Zoono USA have recently set up their own online sales platform and strong sales have been reported with marketing supported by a social media strategy.
- Sales are also reported into the veterinary and aged care markets.
- The Mini Foggers are selling well into the Car Wash Industry.
- We have FDA Compliance/Approval for 6 products.

# AUSTRALIA

- Several Distributors – WET, CLEAR FACILITIES and PERMAGARD, two new distributors recently joined in NSW and QLD.
- CLEAR FACILITIES – making progress in Australia using the same business model as NZ.
- PERMAGARD – working in the Automotive and Aviation markets in Australia. Key customers include several Blue Chip Companies.

# AUSTRALIA

- **STAYZON VENTURE:** Woolworths is a key customer and the hand sanitiser is in 900 stores.
- **WET – Perth based** have some traction in particularly in Poultry, Casino and some Childcare Care centres in WA combined with other small customers.

# NEW ZOONO PRODUCTS



- Hand Sachets.
- Surface sachets targeting IT, phones etc.
- Antibacterial Hand Foam.
- Antibacterial Body Wash (both these products have tested very well and still killing Staph and E.coli 24 hours after application at 99.9%).
- Wound Care product- now FDA Compliant/Approved.

# A NEW LOOK FOR ZOONO!

- First label upgrade for all markets (outside USA).
- New graphics, softer tones for all Zoono / GermFree24 retail brands.
- All pack sizes - from 10ml pens to 500ml triggers.
- White HDPE plastic bottles / packs retained.
- New aerosol graphics.





# NEW ZOONO PRODUCTS



- Single Wipes – ideal for mobile phones, laptops, iPads etc.
- Single Wipes (Alcohol Free) for Hands.
- ZAM – Mould Killer and Surface Cleaner.
- Zoono Surface & Air – for vehicles.
- Zoono Antimicrobial Soap.
- Zoono Body Wash.

# NEW PRODUCT STAYZON



- Zoono formulations.
- Unique Packaging.
- Targeted Positioning.
- Australia Launch – Woolworths.
- UK/German launch – Automotive.

# GENERAL

- Well functioning Board and Management Team.
- Low overhead culture in company.
- Agile and experienced management team.
- Solid initial growth in market cap.
- Global business with sound business model.
- Huge Growth sector – Long Lasting Anti-bacterial Protection where Zoono clearly is the leader in this field.



# FIRST HALF FORECAST

- Revenue and Other Income to exceed \$2m for first half year.
- Profit expected to exceed \$500,000 for first half year.

THANK  
YOU!