

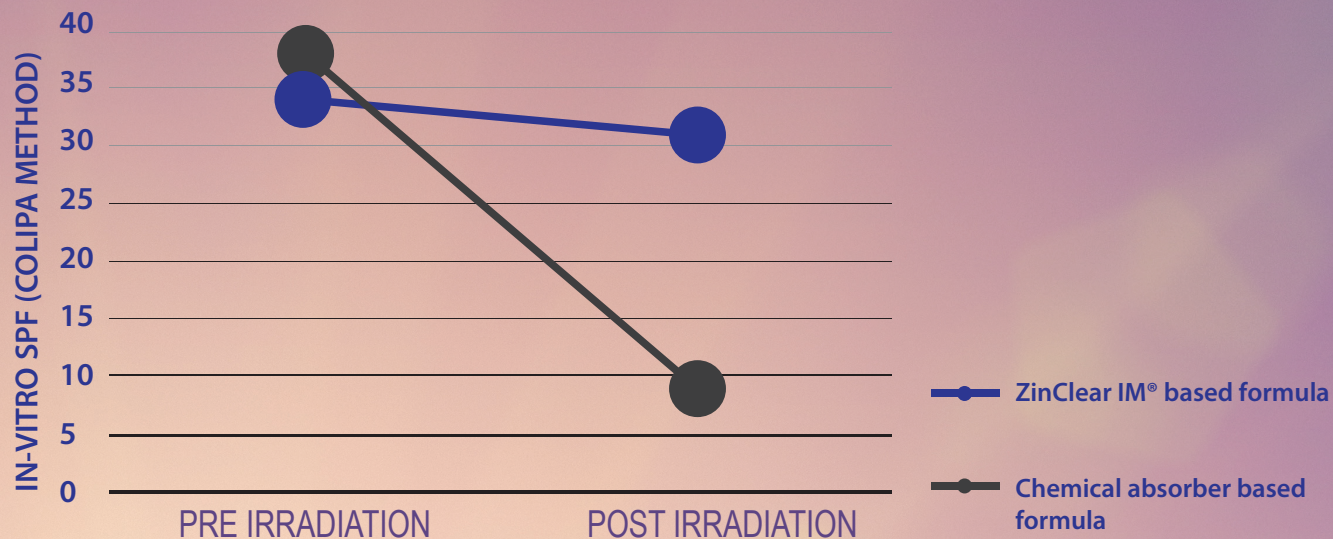


# ANO Presentation

February 2018

## ZinClear® Photostable Protection

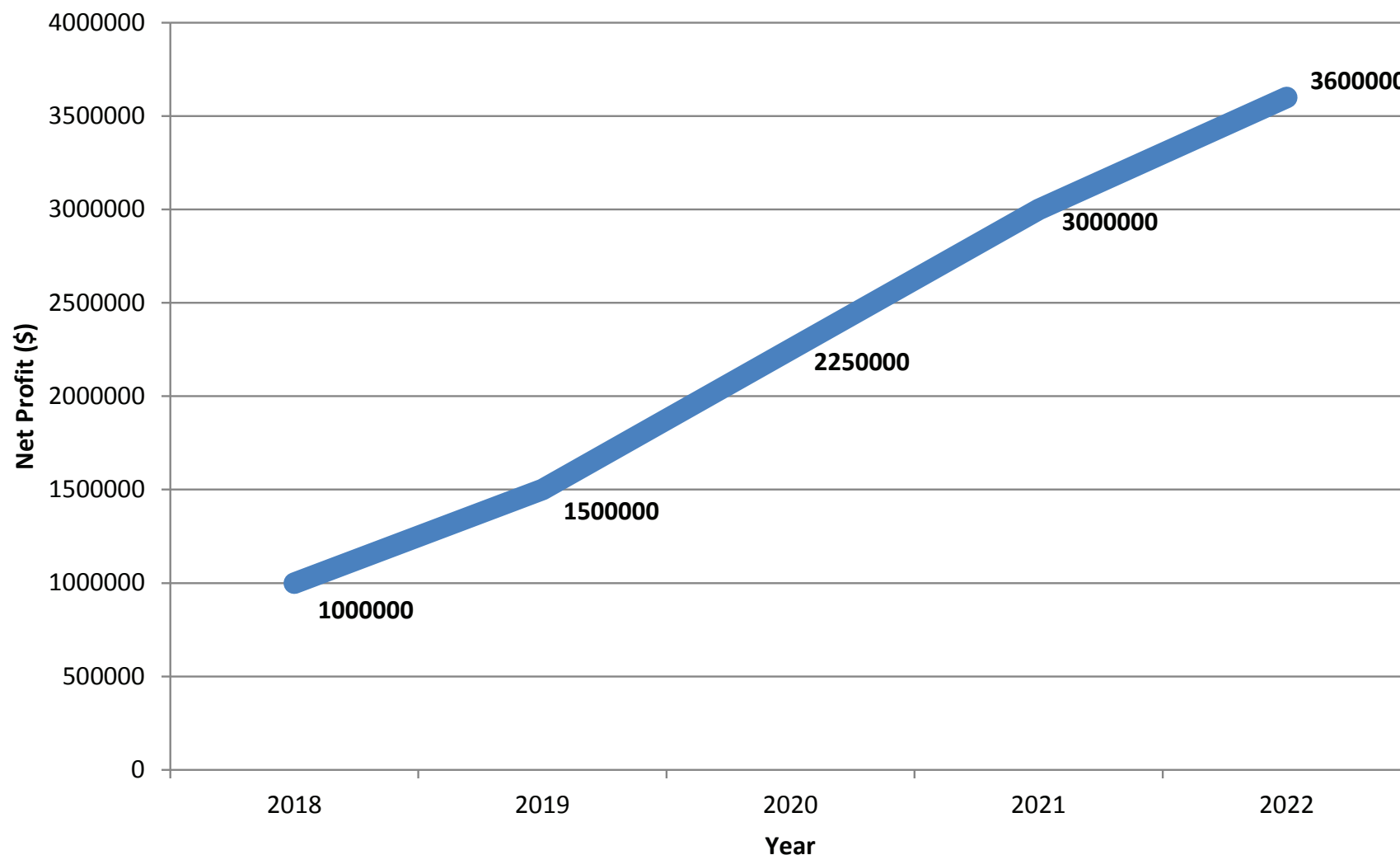
Sunscreen performance after 3 hours in Australian sun (average UV load), measured in Perth, Western Australia



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

*Managing Director Geoff Acton*

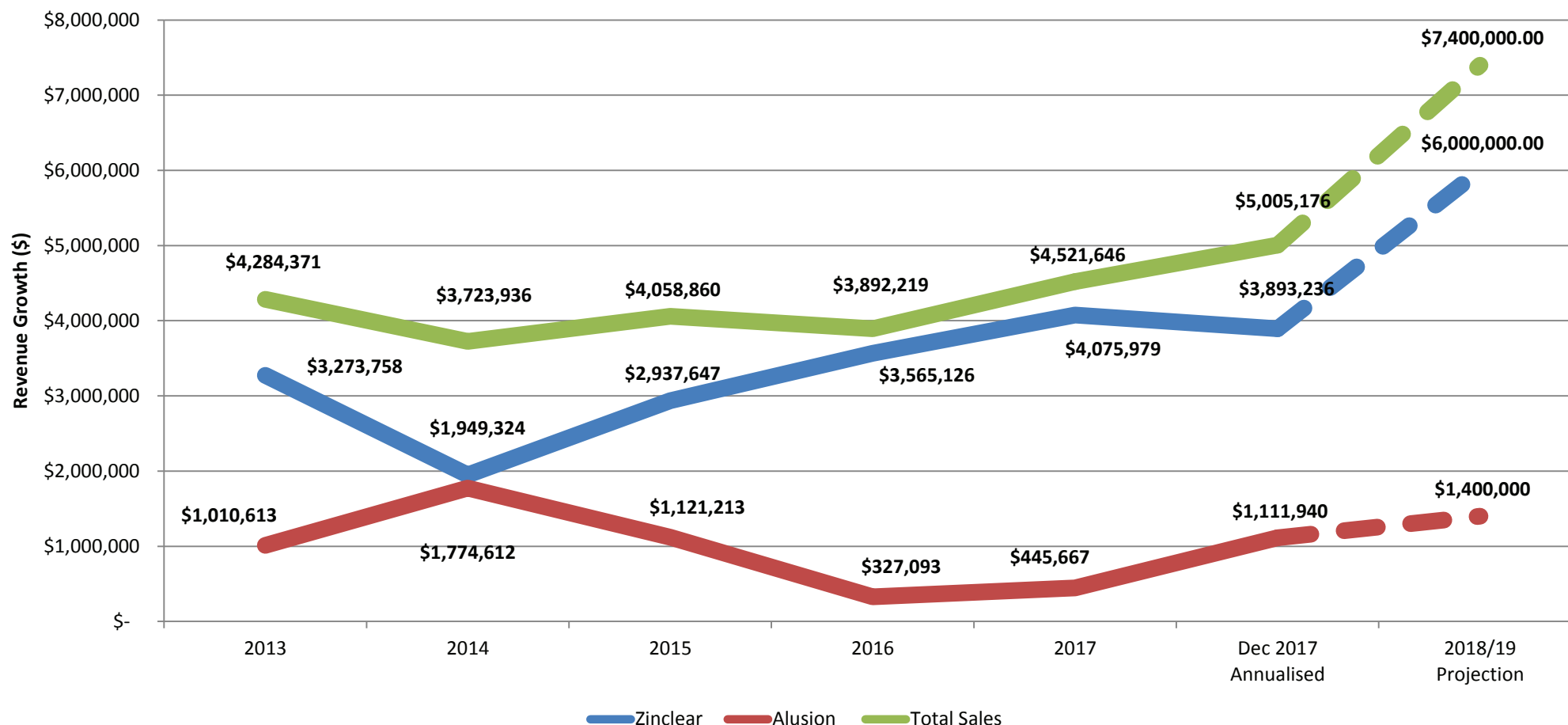
# Anticipated Net profit Increase Due to Expected Reinstatement of Deferred Tax Assets\*



- Subject to 3 years continuous trading profit.
- Anticipated franked dividends to commence In FY23.

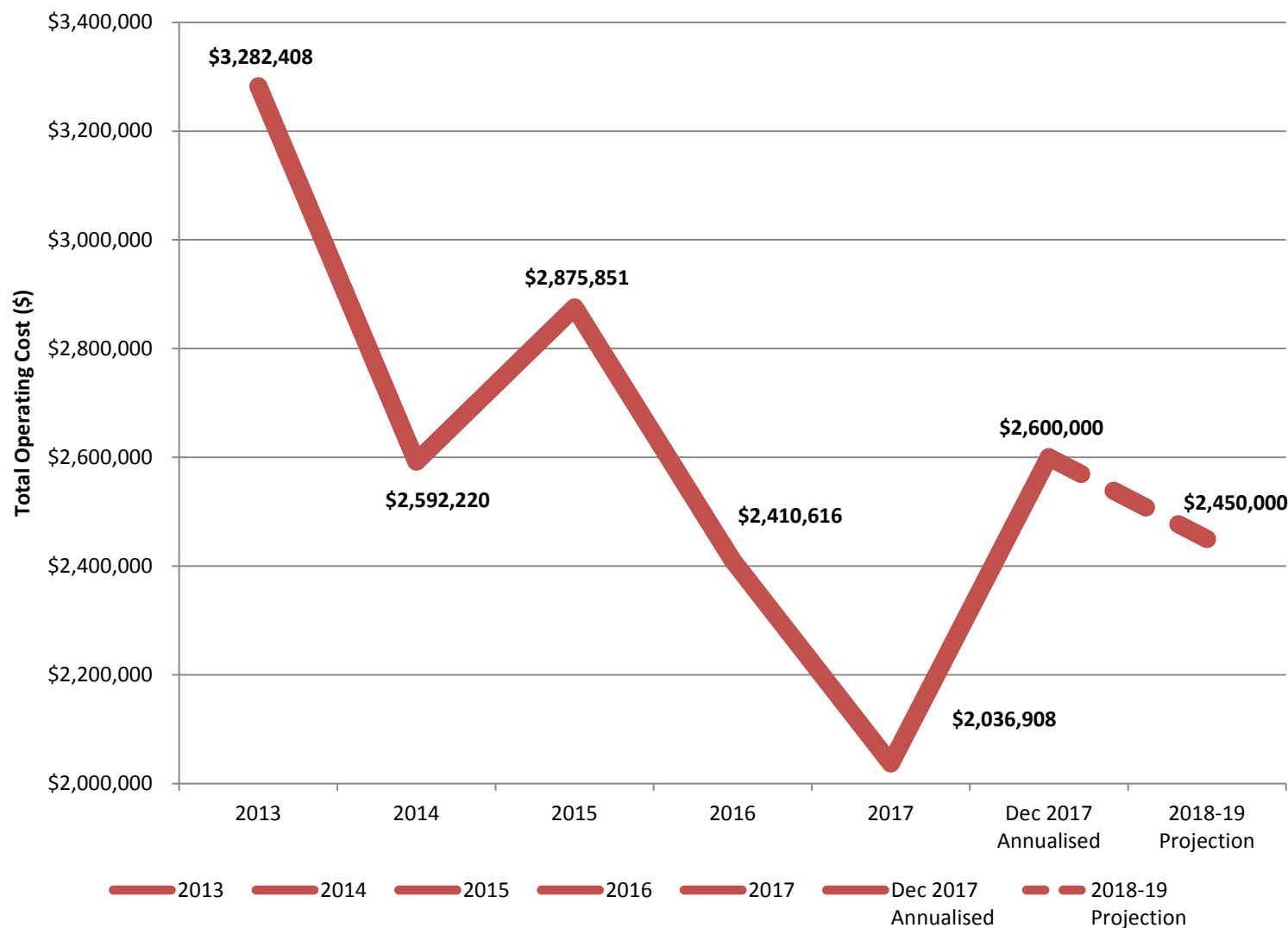


# Total Annual Sales Revenue by Product Category (\$)



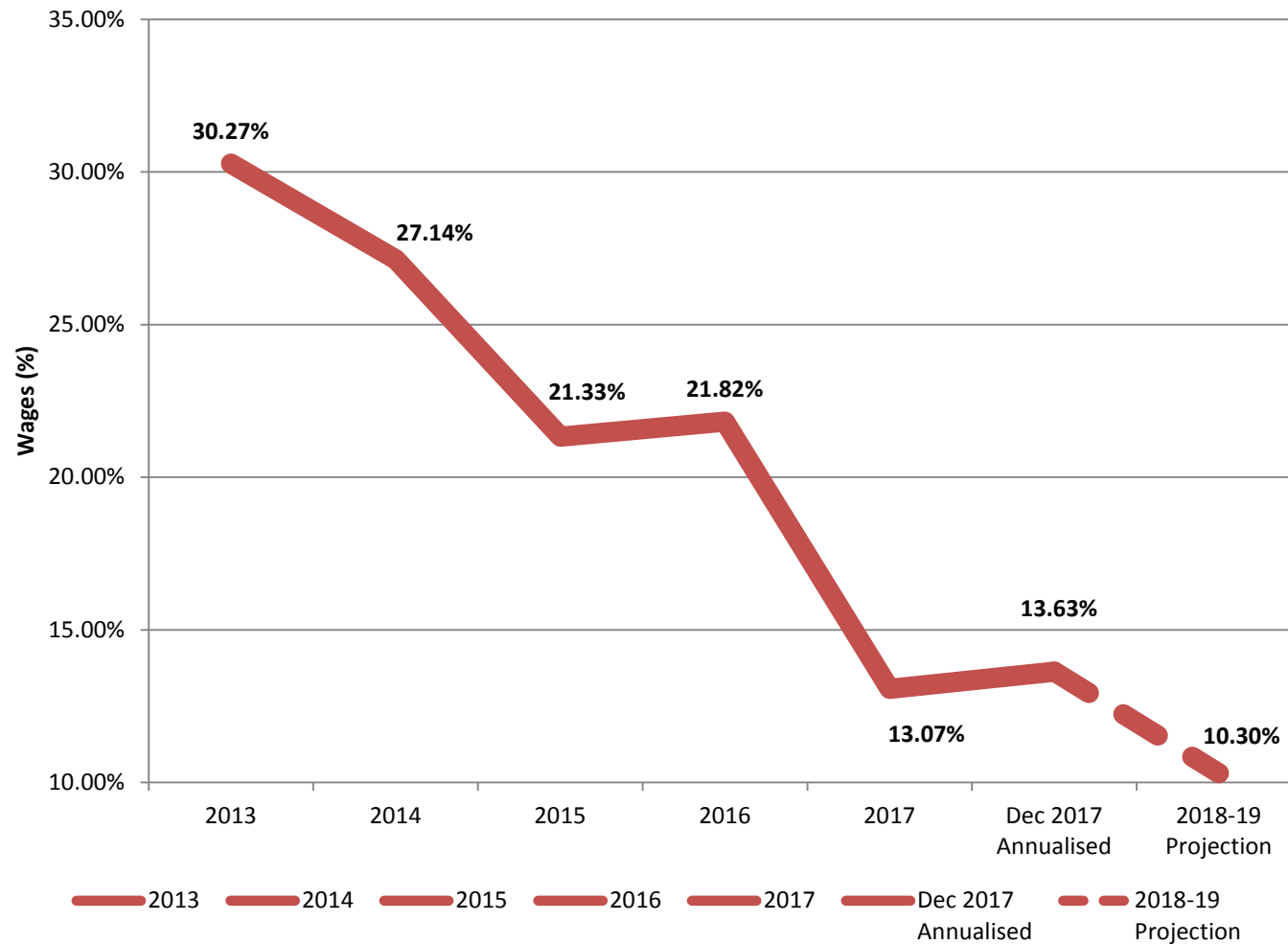
- Total sales increase of 12.80% compared to December 2016.
- Further sales increases expected in FY18 & FY19 from MERCK.
- The new decanter (part of the qualified audit opinion on assets by the previous auditors) has been commissioned and will increase production capacity of Alusion.

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



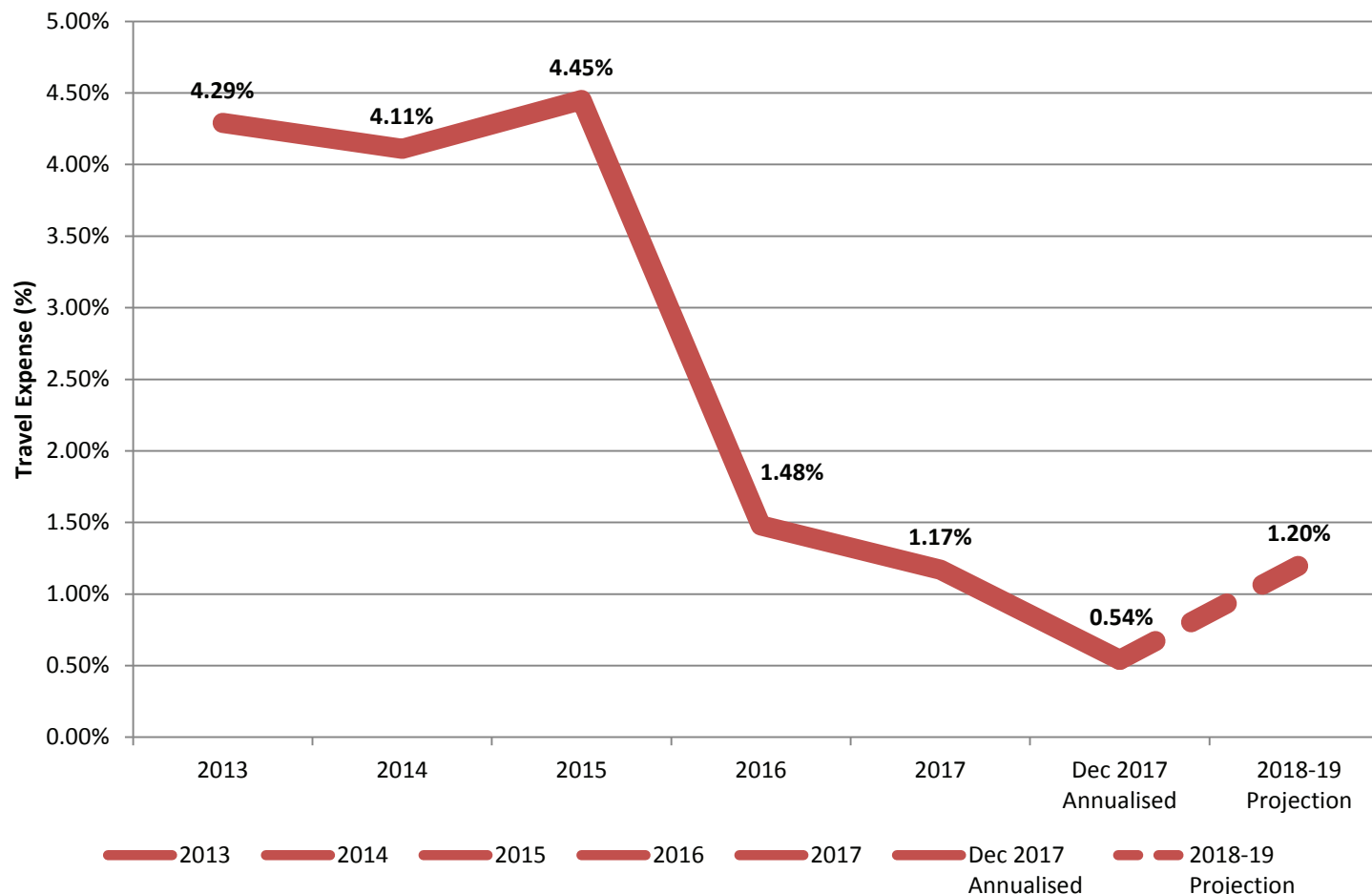
- Delays in the transition to 112 & the use of double shifts to cater for production increase has led to increases in total operating costs. Expect to reduce them in FY18/19.
- The contract manufacturing arrangement in the US should commence May 2018.
- The combined manufacturing facility in Australia will also lead to significant cost savings in FY18/19.

# Wages as a % of Sales Revenue



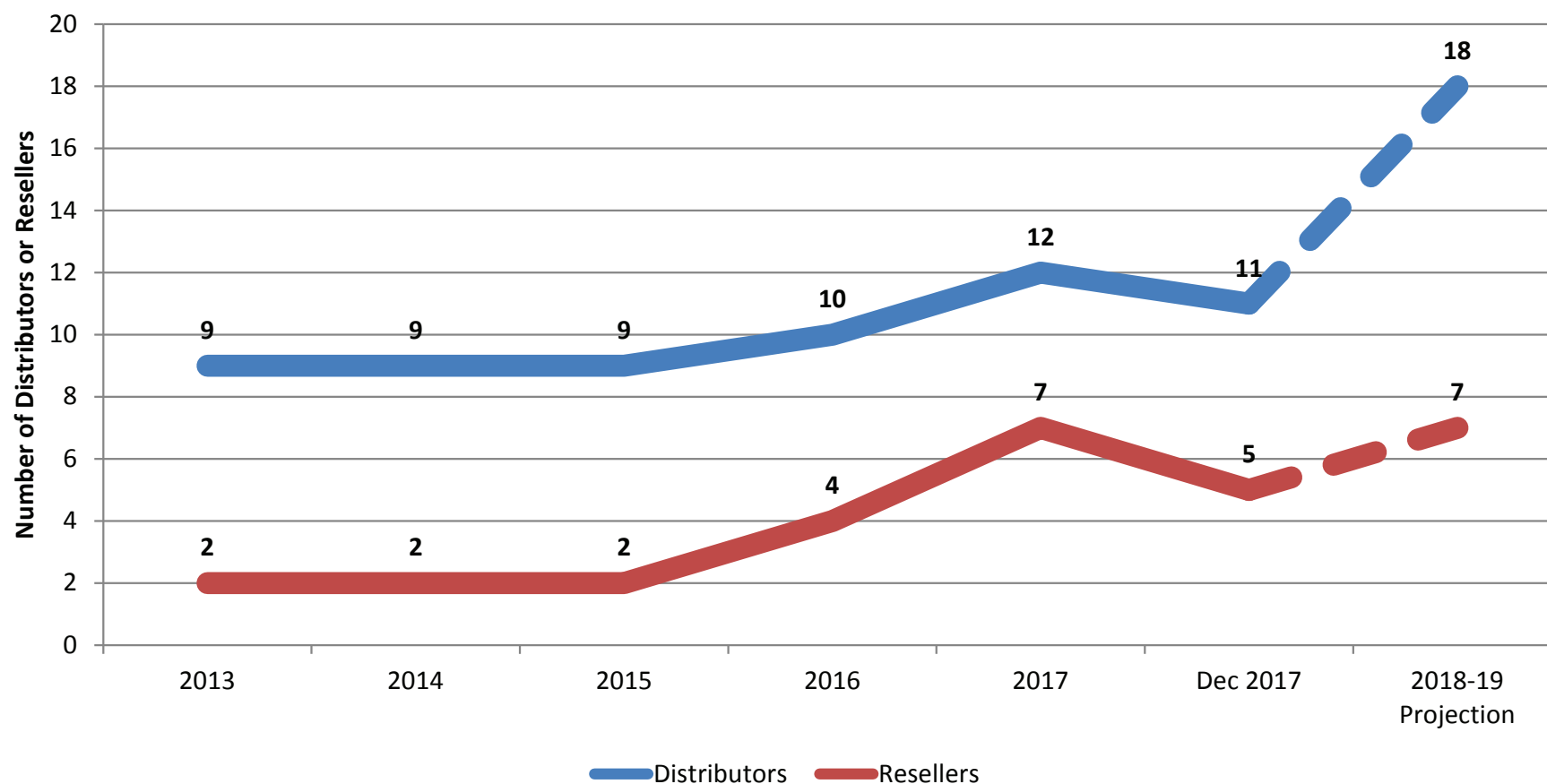
- Slight increase in wages due to increase in production with double shifts. Expected to fall in FY18/19.

# 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

- Connell Brothers India – India (reseller)
- Connell Brothers Malaysia – Malaysia
- Deveraux Specialities LLC – USA
- ENS Beauty Group – South Korea
- Heterochem – UK/Ireland
- Manuchar- Indonesia/ Philippines

## Neochem GmbH – Germany

- Pachem Distribution – Canada
- Para Chemie Sina – Iran
- Pure Ingredients - New Zealand
- Unipex France/ Belgium

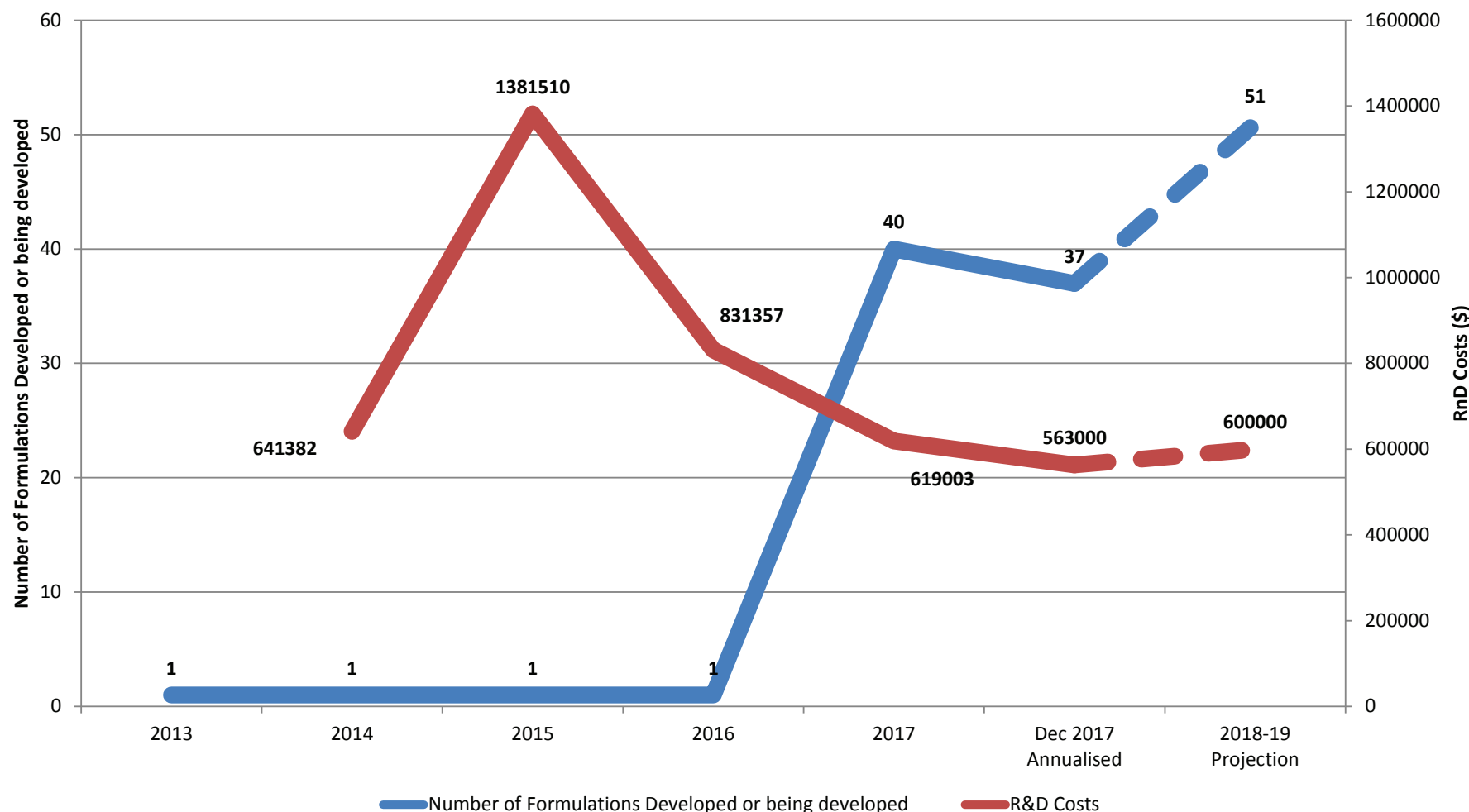
## TARGETS

- Spain
- Portugal
- Italy
- Sweden
- Norway
- Denmark
- Finland
- Estonia

- Latvia
- Lithuania
- Netherlands
- Greece
- Czech Republic
- Turkey
- Japan
- China

- Sri Lanka
- Taiwan

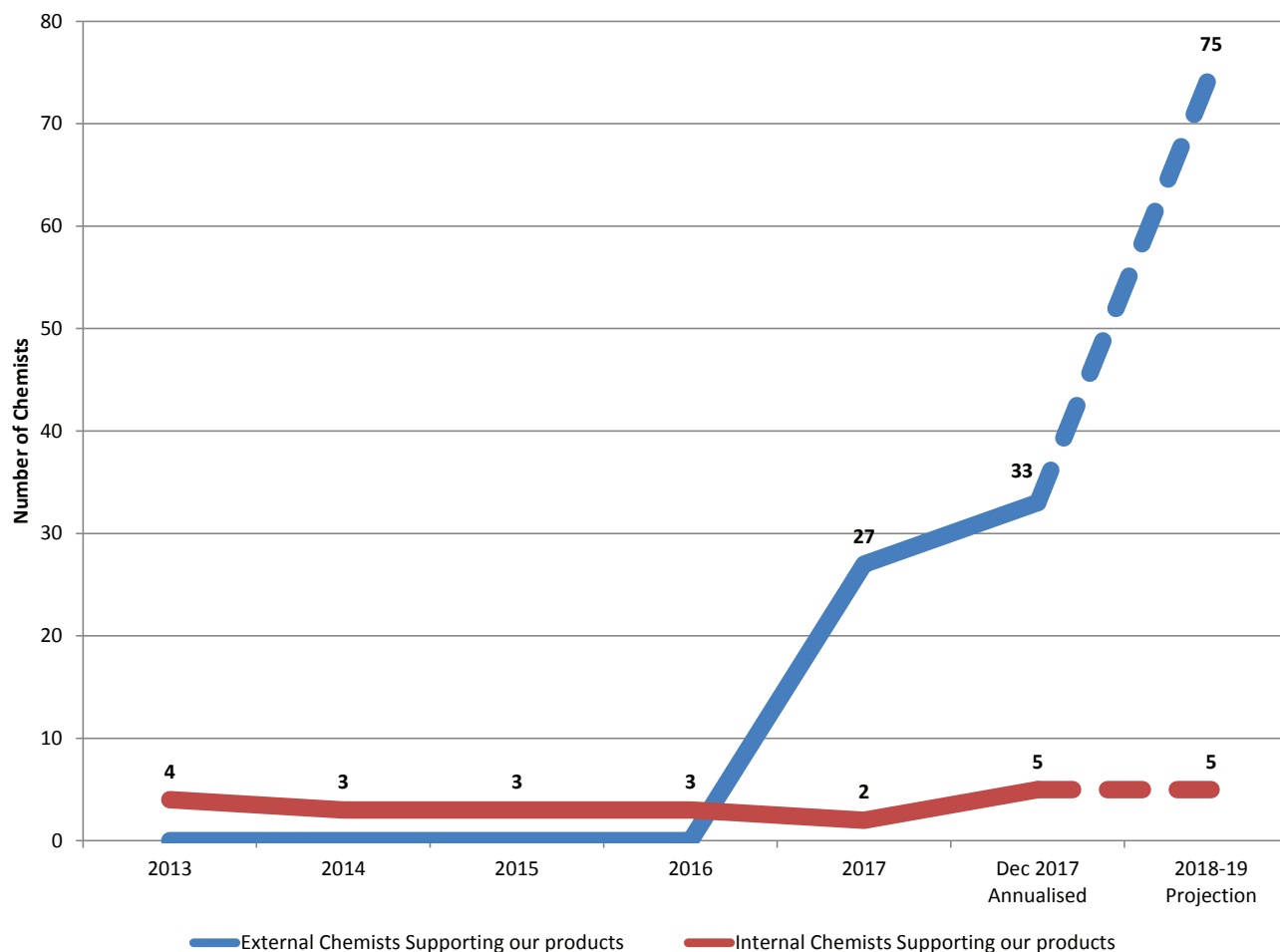
# ANO R&D Costs and Number of Formulations and Products Being Developed



- 41 end formulations in various stages of development including – sunscreens, lipsticks, after shave lotions, day repair creams, foundations, anti-acne creams, and facial masks.
- Different plastic film compositions, 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.

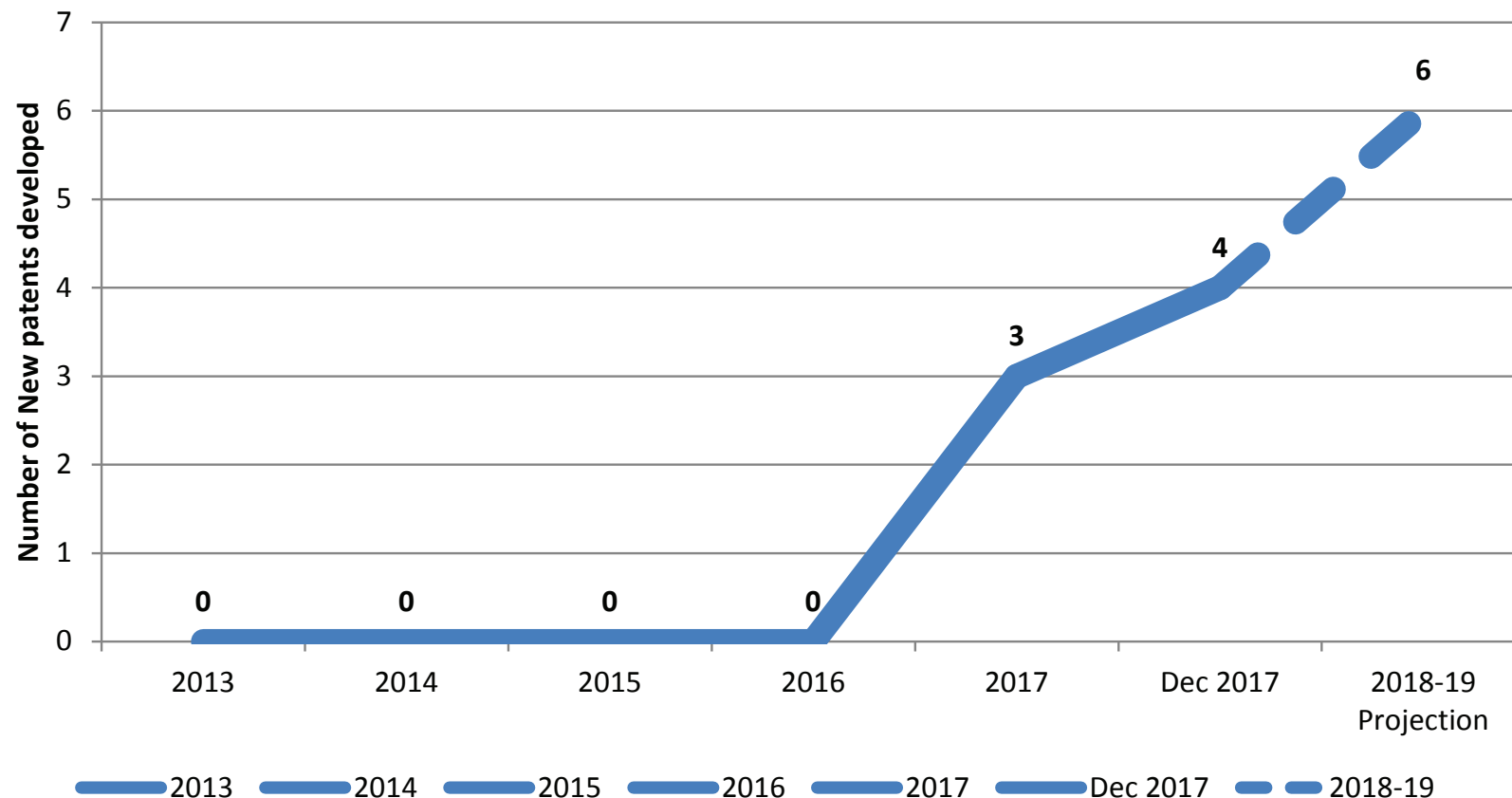


# Number of Chemists Supporting our Products



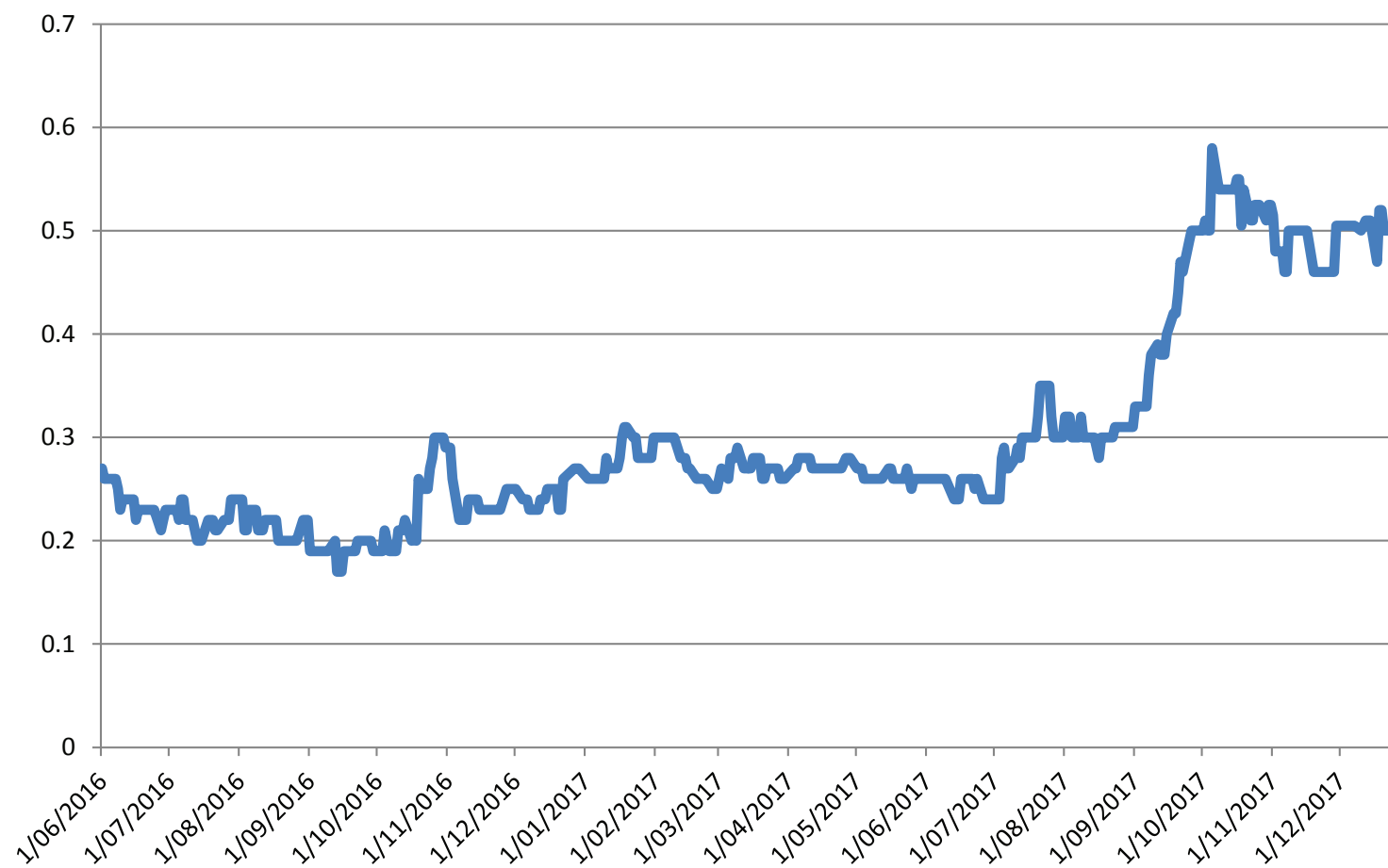
- The unique nature of our product and difficulties in product development requires barriers to substitution
- ANO is investing in this product formulation and R&D to support our small customers who do not have the resources to develop end formulations.
- Looking forward to releasing our own ZinXation 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 Share Price

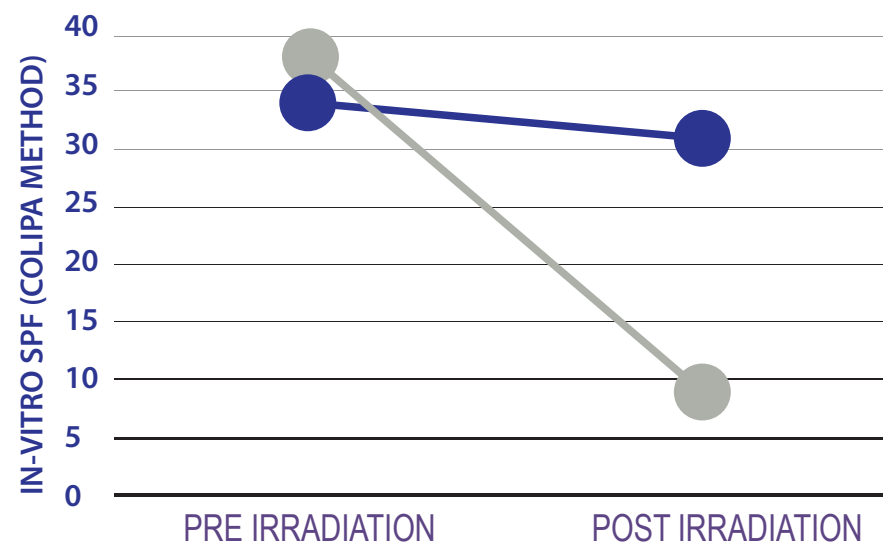


# Overview UV Absorbers Portfolio

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

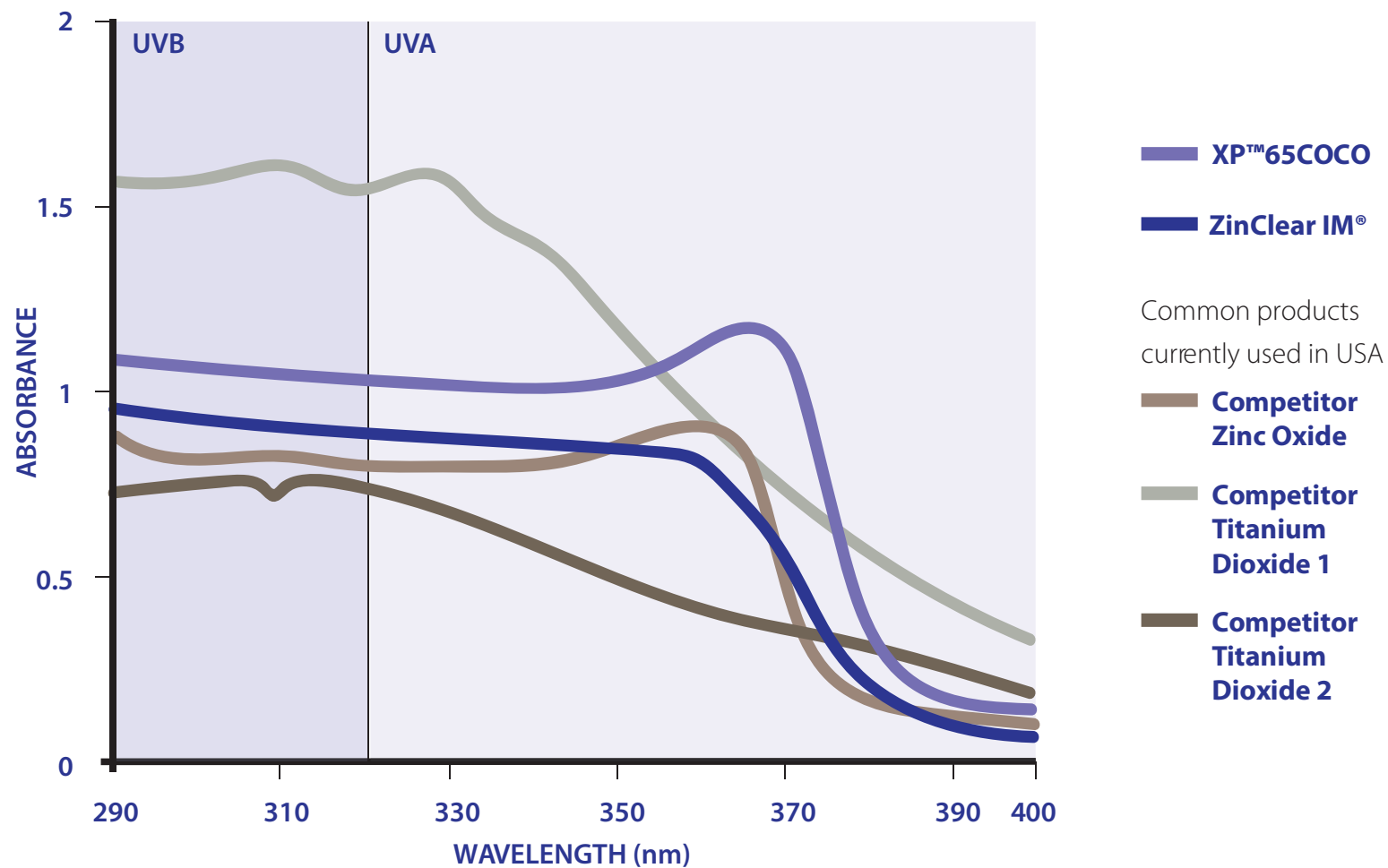
Sunscreen performance after 3 hours in Australian sun (average UV load), measured in Perth, Western Australia



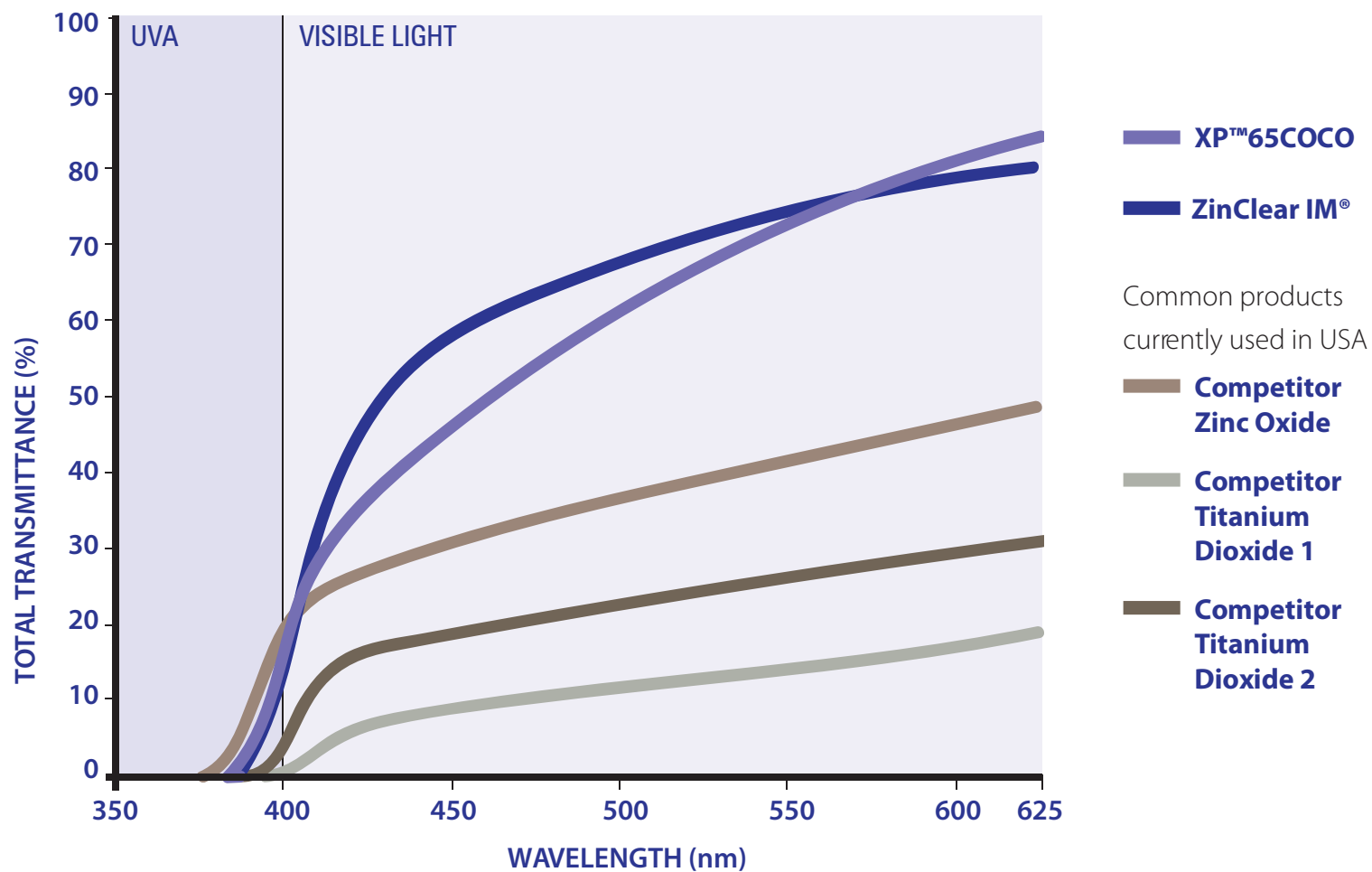
—●— ZinClear IM® based formula

—●— Chemical absorber based formula

# ZinClear® Absorbance of UVB and UVA



# ZinClear IM® is Optimized for Transparency





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