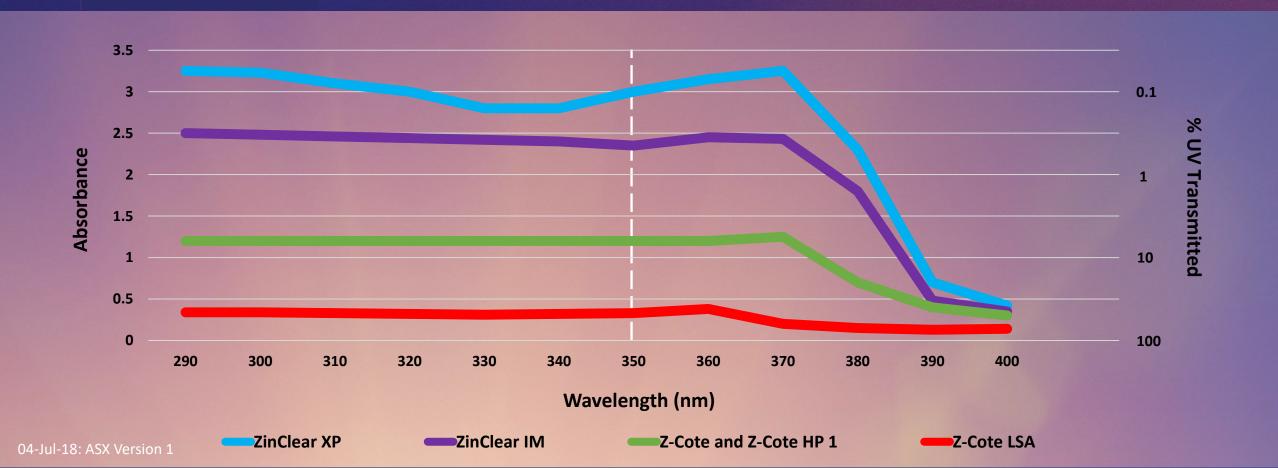
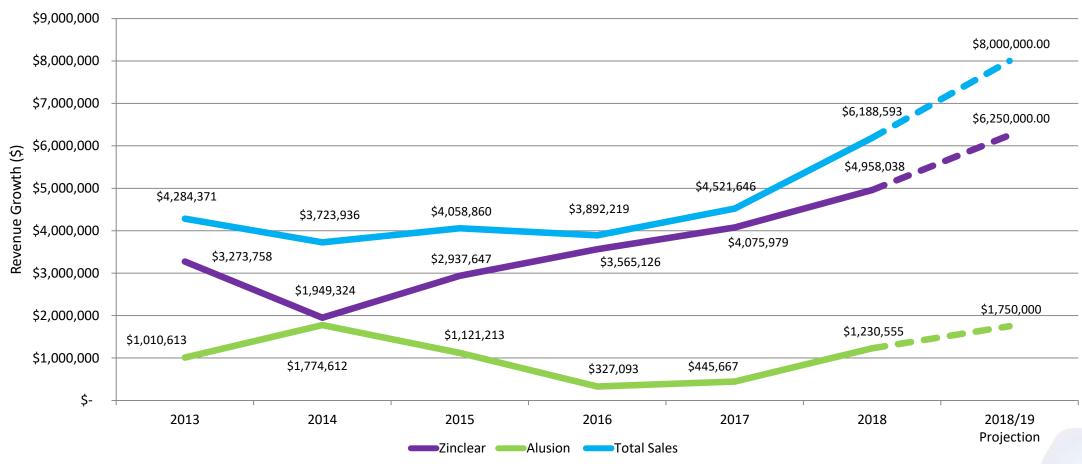


ANO Distributor Marketing Presentation July 2018



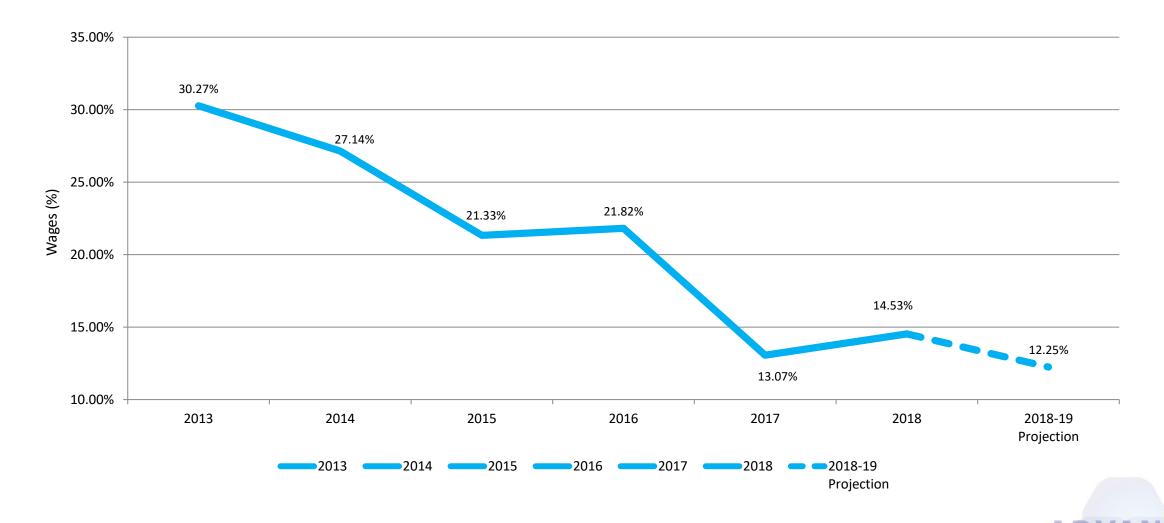
Total Annual Sales Revenue by Product Category (\$) (Subject to Current Business Conditions)



- Total sales increase of 35.0% compared to June 2017.
- Further sales increases expected in FY19 from MERCK.



Wages as a % of Sales Revenue



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

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ANO XP Powder Improvements

- New XP Powder is off white.
- SPF levels are higher than the old XP Powder.
- Contains natural preservative in Sulphur.
- 35% growth in sales in the past 12 months indicates improved performance in existing formulations using XP Powder.



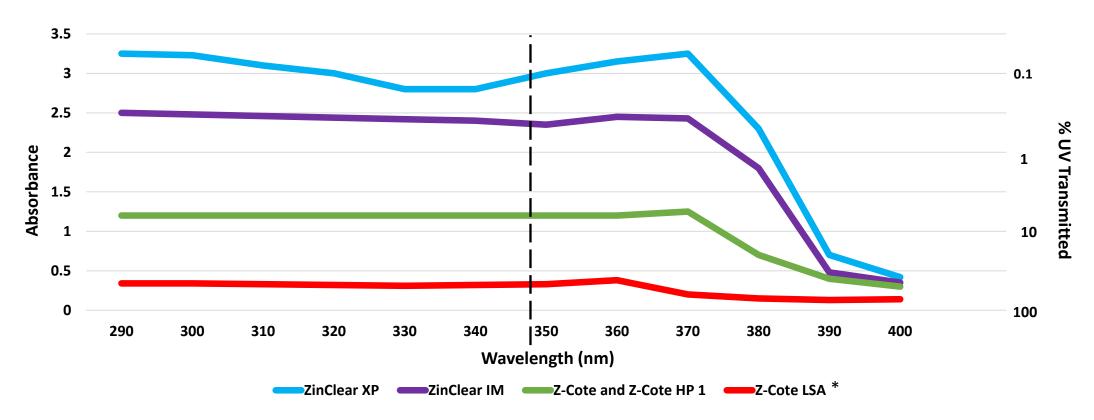
Current Powder Market

- Two principal competitors are BASF Z-Cote and UMICORE Zano 10.
- Uncoated Z-Cote sells for \$37.50 \$55.00 USD per kg, depending on volume.
- We believe Neutrogena products are based on formulations provided by ANO in 2014 using our powder. They have substituted our powder for Z-Cote.

(see following slides for attached formulations)



Powder Performance



- The uncoated Z-Cote LSA UC absorbs at a lower level at ONLY approximately 0.3 compared to our uncoated ZinClear at 2.5 to 3.0.
- Z-Cote absorbs UV at a lower level of approximately 1.2 than our ZinClear products at 2.5 to 3.0.
- It appears chemical blockers used in formulations offer lower absorbance of UV rays than our ZinClear products

Neutrogena Dry-Touch Sunscreen SPF50+			
Neutrogena Match 01			
Α	Zinclear XP	Zinc oxide (Antaria)	
Α	Eumulgin SG	Sodium Stearoyl Glutamate (BASF)	
А	DI water		
В	Xiameter 193	PEG-12 Dimethicone	
В	Glycerol		
В	DI water		
С	Emul-Lipid BA	Polyglyceryl-10 Mono/Dioleate (and) Polyglyceryl-3 Oleate (and) Glycerin (and) Phosphatidylglycerol (Resources of Nature)	
С	Crodafos CES	Cetearyl Alcohol (and) Dicetyl Phosphate (and) Ceteth-10 Phosphate (Croda)	
С	Olivem 900 SP	Cetyl Palmitate, Sorbitan Palmitate, Sorbitan Olivate (Hallstar)	
С	Dow Corning 2503 wax	Stearyl Dimethicone (Dow Corning)	
С	Xiameter 245	Cyclomethicone	
С	Spectrastat E	Caprylhydroxamic acid (and) ethylhexylglycerin (and) methylpropanediol	
С	Coco-C8		

Neutrogena Dry-Touch Sunscreen SPF50+			
Neutrogena Match 02			
Α	Zinclear XP	Zinc oxide (Antaria)	
Α	Eumulgin SG	Sodium Stearoyl Glutamate (BASF)	
Α	DI water		
В	Glycerol		
В	DI water		
С	Coco-Caprylate		
С	Crodafos CES	Cetearyl Alcohol (and) Dicetyl Phosphate (and) Ceteth-10 Phosphate (Croda)	
С	Olivem 900 SP	Cetyl Palmitate, Sorbitan Palmitate, Sorbitan Olivate (Hallstar)	
С	Dow Corning 2503 wax	Stearyl Dimethicone (Dow Corning)	
С	Xiameter 245	Cyclomethicone	
С	Spectrastat E	Caprylhydroxamic acid (and) ethylhexylglycerin (and) methylpropanediol	
С	Parsol 1789	ADV	
С	Octocrylene	NAN	

04-Jul-18: ASX Version 1

ANO Powder Capacity Improved

- New equipment due to arrive in Brisbane on the 5th of October 2018.
- Increase manufacturing capacity to 800 tones per annum from 2019.
- Zinc precursor supplier can deliver up to 4,200 tones per annum, allowing us to further increase production with approximately 6 months lead time.

Coated Zinc

- Silicone based coated zinc products should be available in 2019.
- Other coatings with our zinc products will be tested in 2019.



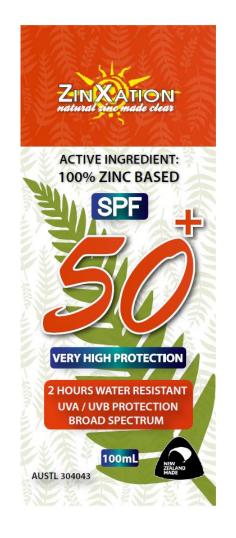
End Product Formulation – New Sunscreen







End Product Formulation – New Sunscreen AUST L: 304043







End Product Formulation – New Sunscreen

- End product formulations will be provided to customers at no cost once license agreement signed.
- End product to be manufactured in New Zealand. We are currently looking at US and Australia for end product manufacturing in addition to New Zealand to cater for anticipated growth in sales of end products.
- MOQ 5,000 tubes with current production run of 20,000 tubes.
- Volume discounts available with board approval for >20,000 and >50,000 tubes.
- Customers can use ZinXation label design with their own brand, or you can pay for FDA approvals for use with their proprietary brands.



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