



ANO Investor Presentation Update

August 2019

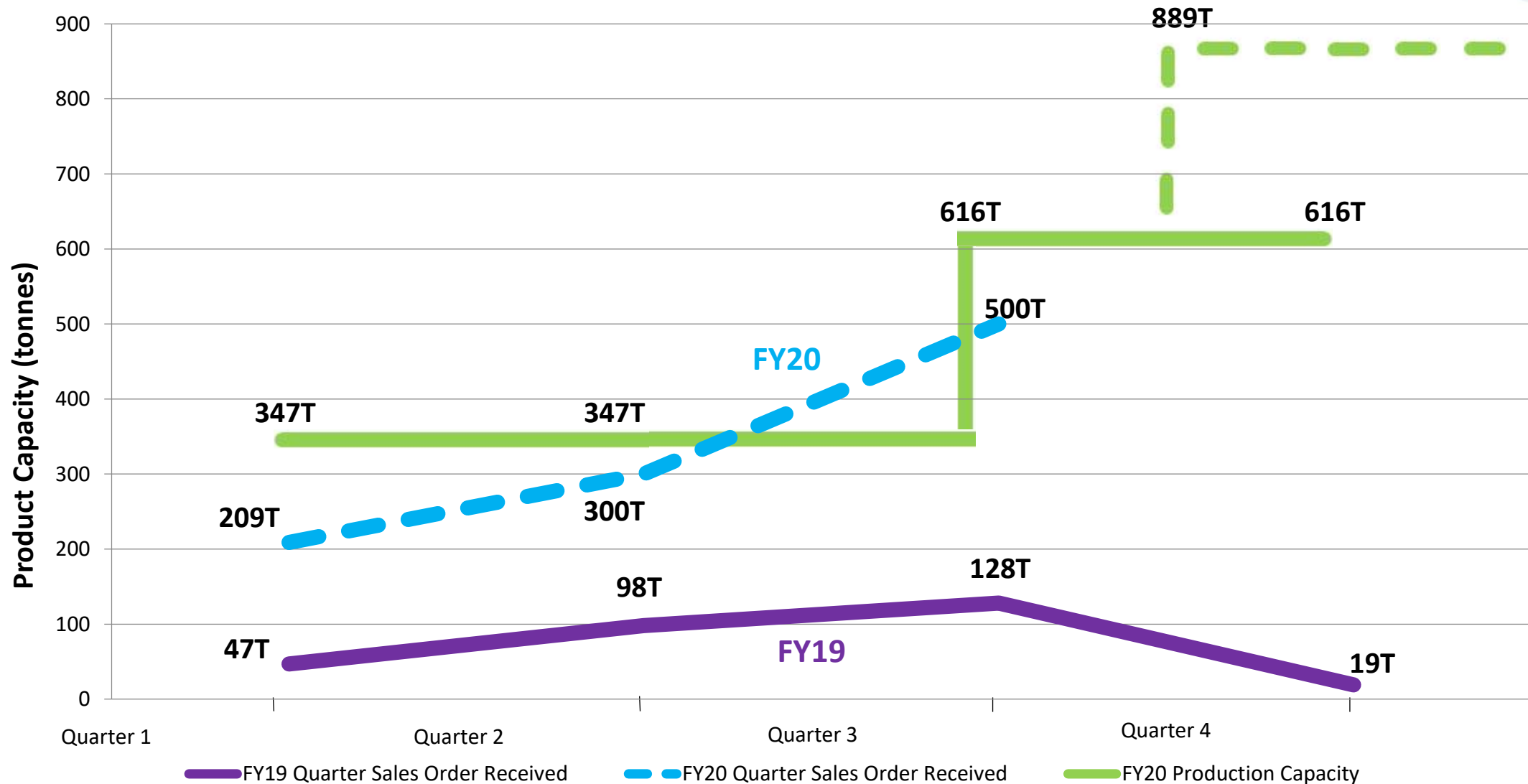
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Consistent Quality Product and Superior Performance

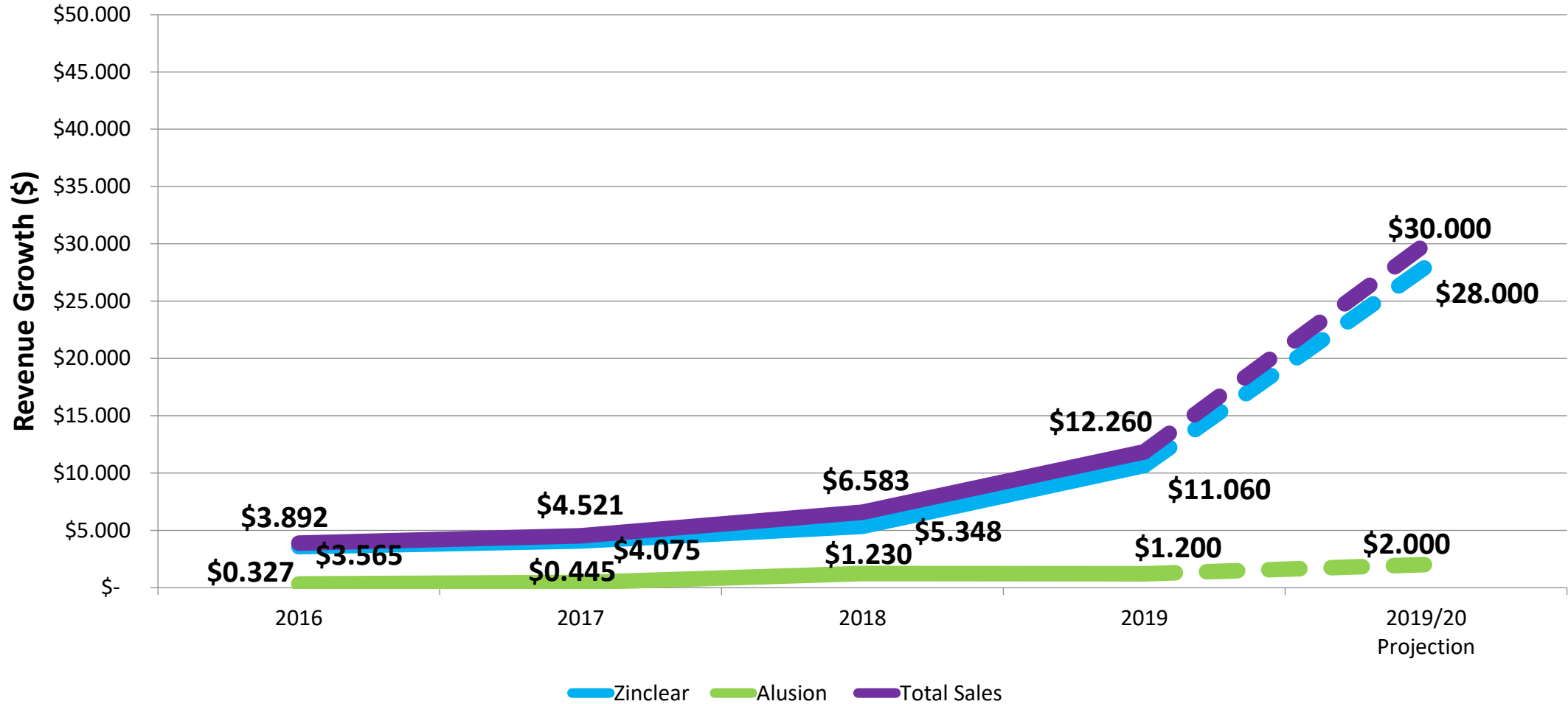
The FDA is questioning the safety of 14 common sunscreen ingredients – Popular Science <https://www.popsci.com/sunscreen-safety-fda-regulations>

Quarterly Sales Orders Vs Quarterly Production Capacity



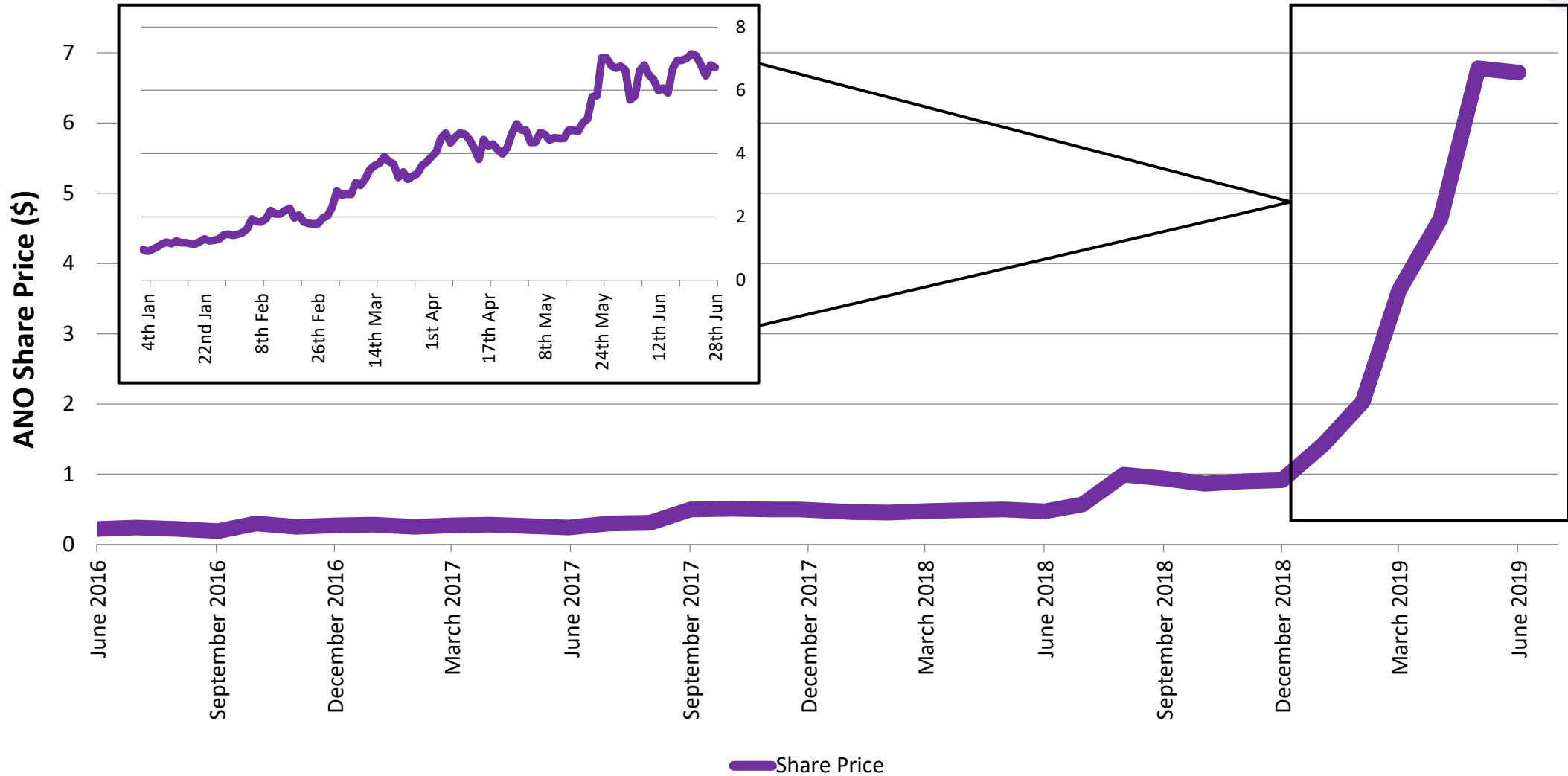
- These sales figures (2019/20 projection) are based on the current pace of sales orders and are a guide only. (Please refer to the disclaimer on page 9).

Total Annual Sales Revenue by Product Category (\$ '000)



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ANO Share Price



- Appointment of Geoff Acton Managing Director on 16th March 2016.

ANO Strategic Initiatives FY20



1. POWDER PRODUCTION CAPACITY

- Production capacity close to 30T per week as from May 1, 2019.
- Further uplift in production capacity to in excess 50T per week in QTR 3 FY20.
- **Annual capacity for 2020 FY in excess of 2,500T.**

2. GROW DISTRIBUTION NETWORK IN EUROPE (FROM 3-8)

- Have recently appointed 2 new distributors in July 2019 that are not material to ANO's business at present. (LehVoss France & LehVoss Iberia)
- Currently negotiating with 2 further distributors for UK/Ireland and Germany.
- Look to sign a further 4-6 new European distributors in FY20.
- Review opportunities in Asia, Latin America and Africa.

ANO Strategic Initiatives 2019 / 2020



3. INTRODUCTION OF NEW MANUFACTURING TECHNOLOGIES

- ANO is in the process of introducing new high speed mixers to improve quality and increase production capacity.

4. NEW POWDERS AND DISPERSIONS

- ANO working on developing additional powders and dispersions using alternative natural ingredients in FY20.

5. SECURE ZINC CARBONATE SUPPLY

- We have increased the number of carbonate suppliers from 3 to 5, to ensure a continuous supply and protect ourselves from precursor shortages. The total raw material carbonate capacity from our suppliers is significantly in excess of our expected sales.

Future Technology

1. BATTERY

- ANO has invested in further equipment to scale up production of the material to develop a full scale battery prototype. ANO is still working collaboratively with Custom Cells in Germany and the University of Queensland on this project.

2. New End Formulations

- ANO patented and is in a process of obtaining regulatory approvals for end products based on ZinClear XP addressing specific segments.

Reef Safe Sunscreen

UV Chemical Sunscreens Bans

- “State lawmakers passed legislation in May that would ban skin-care companies from selling and distributing sunscreens on the islands that contain two chemicals deemed damaging to coral reefs.”
- Hawaii just banned your favorite sunscreen to protect its coral reefs – Washington Post
https://www.washingtonpost.com/news/energy-environment/wp/2018/07/02/hawaii-is-about-to-ban-your-favorite-sunscreen-to-protect-its-coral-reefs/?utm_term=.8dc735076d81
- Hawaii bans sunscreens with chemicals that damage coral reefs, but Australia reluctant to follow – ABC News
<https://www.abc.net.au/news/2018-05-04/hawaii-bans-sunscreen-coral-bleaching/9728322>
- US Virgin Islands bans sunscreens containing oxybenzone and octinoxate.
- Miami bans UV chemical sunscreens

SUNSCREEN INGREDIENT BANS

Miami, Florida

On Wednesday, March 13, the Mayor and City Commission of the City of Miami Beach will meet on first reading of a ban on the sale of sunscreens containing oxybenzone or octinoxate.

CITY OF MIAMI BEACH, FLORIDA, AMENDING CHAPTER 46 OF THE CODE OF THE CITY OF MIAMI BEACH, ENTITLED “ENVIRONMENT,” BY CREATING ARTICLE VIII THEREOF, TO BE ENTITLED “SALE OF SUNSCREEN PRODUCTS,” TO PROHIBIT THE SALE OF SUNSCREEN PRODUCTS CONTAINING OXYBENZONE OR OCTINOXATE, OR BOTH; AND, PROVIDING FOR REPEALER, SEVERABILITY, CODIFICATION, AND AN EFFECTIVE DATE.RECOMMENDATION.

Reef Safe, Chemical Sunscreen Reduction Proposal

These bans are not applicable to Zinc Oxide Products

Reef Safe Statement References



Written by Mark Chandler, BA Chemistry
Reviewed by Professor Julian Hewitt

<https://www.ewg.org/sunscreen/report/nanoparticles-in-sunscreen/#.WuOKSMgvyUk>

<https://www.ncbi.nlm.nih.gov/pubmed/19902187>

https://cdhc.noaa.gov/_docs/Site%20Bulletin_Sunscreen_final.pdf

<https://particleandfibretoxicology.biomedcentral.com/articles/10.1186/1743-8977-3-11>

<https://www.npr.org/sections/thetwo-way/2015/10/20/450276158/chemicals-in-sunscreen-are-harming-coral-reefs-says-new-study>

<https://www.ncbi.nlm.nih.gov/pubmed/26487337>

<https://onlinelibrary.wiley.com/doi/abs/10.1111/jocd.12449>

<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2291018/>

<https://www.ewg.org/sunscreen/report/the-trouble-with-sunscreen-chemicals/#.WuN4pcgvyUk>

<http://journals.plos.org/plosone/article?id=10.1371/journal.pone.0061800>

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[http://www.jaad.org/article/S0190-9622\(09\)00539-8/abstract](http://www.jaad.org/article/S0190-9622(09)00539-8/abstract)

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<https://books.google.com/books?id=hhcUJRSilwsC&pg=PA98#v=onepage&q&f=false>

<https://jamanetwork.com/journals/jamadermatology/fullarticle/1105240>

<https://www.karger.com/Article/Abstract/85861>

<https://www.cdc.gov/exposurereport/index.html>

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