



27 February 2020

US Sales up 280% Compared to PCP, Coronavirus yet to Impact

US Sales Update

ANO advises today that its US distributor is up 280% for the 7 months to 31 January 2020 compared to the same prior 7 months.

Europe Sales Update

We are seeing the first signs of sales growth with our new distributor network in Europe. A large manufacturer in Europe is looking to trial our XP for large volume sunscreen sales to US and Australia. In addition, there are over 35 new customers trialling our zinc powders and dispersions.

Coronavirus Negative Impact on Sales

Whilst current orders remain strong, we are witnessing a short term negative impact from the coronavirus on sales. We are aware from our distributors in the US that many US citizens are cancelling or postponing travel plans for the upcoming summer. In addition, we are aware that tube suppliers from China have delayed supplies to key manufacturers in Europe and the US. We anticipate that this will have a modest negative affect on our sales target of \$30 million for this financial year.



Share Sales – Managing Director

We inform the market that the Board has approved a number of share sale transactions for Mr Acton in the coming weeks. These transactions reflect his commitment to take up his next tranche of options and will reinvest into ANO \$294,000 to receive these shares. In addition, Mr Acton is finalising a family settlement matter with some of these transactions and his privacy in this matter is to be respected by all.

Geoff Acton (B.Com CA)

Managing Director