



27 November 2020

## COVID-19 Sales Update

The Board has been informed by our US distributor that over 50% of its original 180T stock holdings in XP powder has been sold in the past 4 months. Also, the distributor will start ordering new stocks of dispersions in December.

New orders for Europe are down 55% based on the previous corresponding 5 months to November 30, as a consequence of restrictions relating to the second and third waves in our key overseas markets we do anticipate only a small profit result for the first half FY21.

Based on feedback from our distributors, and the anticipated licence approval from the TGA, in February/March 2021, to manufacture and supply bulk intermediate sunscreens and finished bulk sunscreens for manufacturers, who lack the necessary equipment to manufacture sunscreens using our ZinClear XP powders and dispersions, to test their respective markets.

We are optimistic of a much improved profit result for the second half FY21. ANO already has stock in US and Europe to meet the anticipated increase in demand for products, with further shipments to continue throughout December.

Authorised by:

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Managing Director