

14 December 2020



## Strategy Update

### Bulk Intermediate Manufacturing Facility

The Board of ANO confirms the current new bulk intermediate manufacturing facility is progressing well and we are still on track for our TGA audit in February / March 2021 as previously announced in the recent COVID update announcement which stated:

- “The anticipated licence approval from the TGA, in February/March 2021, to manufacture and supply bulk intermediate sunscreens and finished bulk sunscreens for manufacturers.”

ANO has successfully completed the installation and testing of most equipment to manufacture bulk intermediate sunscreen, as per the prior announcement in the Chairman’s Address of 13 October 2020.

### Product Development

ANO has successfully manufactured 11 new bulk intermediate sunscreens in small quantities through its manufacturing process and completed full in-vitro testing on all batches. These products are in in-vivo testing stage and 8 have completed 12 weeks accelerated stability testing, as previously announced in the strategic outlook of the Chairman’s Letter in the Annual Report, which stated:

- “We anticipate we will have 7 new dispersions (bulk intermediate sunscreens) to be available for sale within the next 6 months.”



### **ANO Support to AstiVita**

ANO has provided the technical, quality assurance, manufacturing and regulatory expertise to AstiVita Limited ('AIR') to make equipment purchases on its behalf, construct a packaging and filling facility to TGA standards and operate the facility until AIR obtains appropriate licences to do so itself. AIR is being charged for these services.

ANO has negotiated a commercial transaction for AIR to become ANO's first commercial partner to purchase its bulk intermediate sunscreen and ANO has sold its initial test batches of bulk intermediate products to AIR at cost of \$250,000. It is understood that AIR intends to use this test product to both commission its filling and packaging equipment and to establish a customer base in Europe.

This is an important strategic step for ANO as it will assist in getting low-cost zinc sunscreen products into the marketplace, generating further interest for our bulk intermediate products and demonstrating that a cost efficient alternative to chemical based sunscreens is widely available.

### **Patent Update**

As previously announced on 1 July 2020, ANO is yet to receive any royalties for the hinokitiol / zinc patent and does not expect any significant revenue and / or material profit from this patent in FY21. Additional studies, in Germany, are being conducted to identify further applications.

Authorised by:  
Geoff Acton (B.Com CA)  
Managing Director