

ZOONO GROUP LIMITED (ASX:ZNO)

Results Presentation

Half-Year ended 31 December
2021

Online Forum
24th February 2022

This presentation has been approved for lodgement with ASX by the Board of Zoono Group Limited.

ZOONO GROUP LIMITED FINANCIAL REPORT



PAUL RAVLICH
GROUP CHIEF FINANCIAL
OFFICER

GROUP FINANCIAL HIGHLIGHTS

(Poor Result H1 FY22)

	31 December 2021 (NZD)	31 December 2020 (NZD)
Group Revenue:	\$6.1M	\$14.4M
Gross Profit:	\$3.7M	\$8.5M
EBITDA:	(\$2.4M)	\$2.9M
(Loss)/Profit before tax:	(\$2.6M)*	\$2.7M
(Loss)/Profit after tax:	(\$2.0M)**	\$1.9M
Cash at bank:	\$5.2M	\$4.9M
Total Assets:	\$29.4M	\$31.7M
Total Equity:	\$19.1M	\$21.1M

	31 December 2021 (NZD)	31 December 2020 (NZD)
ROA:	(6.9%)	5.7%
ROE:	(10.6%)	10.6%
NTA per share	8 cents per share	8 cents per share
EPS:	(1.21) cents per share	1.16 cents per share
Dividend:	N/A	\$5.1M

NB: PLEASE REFER TO 31 December 2021 HALF-YEAR REPORT FOR FURTHER DETAILS

* Abnormal legal costs of \$1.7M backed out produces a Loss of \$0.9M

** Abnormal legal costs of \$1.7M backed out produces a Loss of \$0.3M

BALANCE SHEET SUMMARY

	31 December 2021 (NZD)	31 December 2020 (NZD)
Cash on hand	\$5.2M*	\$4.9M
Inventories	\$12.6M	\$12.9M
Total Assets	\$29.4M	\$31.7M
Total Liabilities	\$10.3M (includes Deferred Income of \$0.1M)	\$10.6M (includes Deferred Income of \$0.3M)
Total Equity	\$19.1M (65% of Total Assets)	\$21.1M (66% of Total Assets)

NB: PLEASE REFER TO 31 December 2021 HALF-YEAR REPORT FOR FURTHER DETAILS

* Net receivables/payables of positive \$1.2M if all collected and paid for.

SUMMARY PERFORMANCE



Financial performance down,
despite cash at bank up



Still high Gross Margins
compared to corresponding
period



Good cash generation despite
softer sales



Slightly higher overheads
despite \$1.7M of legal costs



Low capital investment model

FY22 PRIORITIES



PAUL HYSLOP
CEO

FY22 PRIORITIES

Continue to transition and stabilise from the COVID induced hyper growth environment into delivering ongoing, long-term and sustainable sales growth by:

- ✓ Prioritisation of opportunities offering the greatest potential for long-term value creation.
- ✓ Growing existing key customers and revenue streams in both geographical and vertical markets.
- ✓ Supporting the commercialization efforts of our strategic partners (Zoono Animal Health and ZOONEX).
- ✓ Determining how the Company can best leverage its opportunities and tailor its messages for the different market segments.

GROWTH OPPORTUNITIES

Driving revenue growth is and will continue to be the key focus across the Company. To that end, the Company notes the following positive developments:

- ✓ ZAH UK has confirmed the rollout of the Company's products to one of the largest chicken producers in the UK.
- ✓ Zoonex Systems has partnered with Astrea, a London-based asset manager to progress the rollout of an antimicrobial system which dramatically improves air quality within buildings.
- ✓ Zoono has signed a 5 year contract with China Animal Husbandry Group to expand the use of Zoono in the dairy, poultry and pig markets in China.
- ✓ Zoono South Africa to launch online sales platform.
- ✓ Zoono's strategic partnership in India is performing well, with 40,000 litres ordered already. We are also on the Government's preferred procurement list.

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The next generation of antibacterial technology

Questions?
