



# ZOONO<sup>®</sup>

## Annual General Meeting

Sydney - Wednesday, 13<sup>th</sup> November 2024





# Company Overview

Zoono Group is a New Zealand based company specialising in advanced, long-lasting antimicrobial solutions.

The 'Zoono molecule' is Zoono's unique 'cell popping' technology that is proven to remain active for up to 24 hours on skin and up to 30 days on surfaces.

Since 2008, Zoono has been operating from a base in Auckland (New Zealand), today with offices in Sydney (Australia), New Jersey (USA), Bury (UK), Shanghai (China), Mumbai (India) and Dubai (UAE).



# Board Members



**Don Clarke**  
NON-EXECUTIVE DIRECTOR



**Elissa Hansen**  
NON-EXECUTIVE DIRECTOR/  
COMPANY SECRETARY



**Paul Hyslop**  
GROUP MANAGING DIRECTOR



# ZOONO<sup>®</sup>

A person's hands are shown spraying a white bottle of Zoono Surface Sanitiser onto a kitchen counter. The bottle is labeled 'ZOONO THE HOME RANGE Surface Sanitiser' and '200ml'. In the background, there are two large glass jars with black lids, one containing cookies and the other containing nuts. The scene is set in a kitchen with a white countertop and a dark background.

## Strategy, operations & outlook

**Despite economic challenges with high interest rates and cost of living increases affecting demand, Zoono are focusing on:**

### **New Market Segments**

Zoono has pivoted towards developing and commercialising solutions in niche market segments (with food packaging being the first) and will continue to look at new opportunities.

### **More Sustainable Solutions**

We believe our technology fundamentally offers a more sustainable and more cost-effective solution than incumbent offerings.

### **Strengthen Strategic Partnerships**

As part of the revised strategy, Zoono has continued to enter into and explore relationships with organisations in critical markets and segments.

This structure allows Zoono greater access to markets at a lower overhead cost.





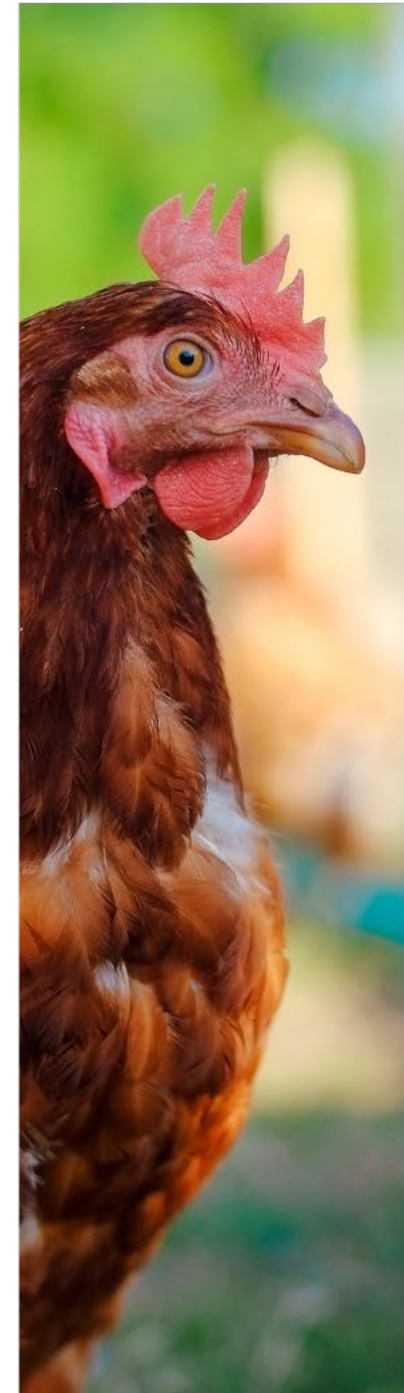
# Food Packaging - Opportunity

<b>Rationale</b>	<ul style="list-style-type: none"><li>• Massive market<ul style="list-style-type: none"><li>• World food wastage is 1.4 billion* tonnes of food every year.</li><li>• Circa 25% of all fruit and vegetables are lost globally through food waste</li><li>• US\$2.6 trillion wasted.</li><li>• Global flexible food packaging market expected to grow to US\$20.6B in 2025.</li></ul></li><li>• Limited apparent competition.</li></ul>
<b>Value proposition</b>	<ul style="list-style-type: none"><li>• Zono products increase shelf-life and reduces food waste.</li><li>• Economic benefits far outweigh the cost of application.</li><li>• In excess of 10 X ROI.</li></ul>
<b>Execution</b>	<ul style="list-style-type: none"><li>• Completed 3 years of rigorous food packaging / food safety approvals in the UK.</li><li>• Extensive interest in food packaging initiatives from supermarket chains and food packaging companies - 21 companies in several countries in dialogue with Zono / OSY, and many more household names interested.</li><li>• Primary interest to date is extension of shelf-life for soft fruits.</li><li>• Further testing/trials have commenced on salad bags, grapes, citrus, meats, fish, poultry, bakery products and ready-meals.</li></ul>



## Other new Business gained since July 1 2024

- Australia - Animal Health sales with a Q1 FY25 order of NZ\$100k and new orders expected in Q2.
- India - small orders and sales increasing monthly after successful trials in eliminating fungus and mould on mango trees, custard apple trees and pomegranate trees.
- Japan – sales into the textile sector in Q1 FY25 of NZ\$202k.
- Korea – testing on ginseng (normally dry after 2 weeks, still looks very fresh) and food packaging which has shown food has kept fresh longer than before.
- China – textile tests around odor removal have passed the standard. We are hoping that orders will flow into a variety of industries (hospital privacy curtains, school uniforms, baby clothing, and lingerie).



# Outlook over the next 3 years

## YEAR 1

Solidify, stabilize and grow

- More focus on direct client relationships strategy
- Put more resources into key non-pandemic related segments (Food Packaging and Shelf-life extension)
- Roll out food packaging and shelf-life extension across the globe to global players
- Continue to build penetration into the Chinese and Indian market.

## YEAR 2

Build Momentum

- Doubling down on successful growth initiatives
- Further penetration with key customers in China and ROW
- Increased investment in R&D.

## YEAR 3

Rapid Expansion

- Maximising successful growth initiatives
- Introducing new products into existing markets (via existing distribution channels)
- Exploring JV activities with strategic partners, distributors and entities closely related to our core business.



# ZOONO<sup>®</sup>



## Questions?

# ZOONO<sup>®</sup>

## Annual General Meeting

Sydney - Wednesday, 13<sup>th</sup> November 2024

### Zoono Group Limited

Paul Hyslop

Group MD

E: paul.hyslop@zoono.com

M: +64 21 659 977

Paul Ravlich

Group CFO

E: paul.ravlich@zoono.com

M: +64 21 075 9176

### Media & Investor Enquiries

The Capital Network

Julia Maguire

P: +61 2 7257 7338

E: julia@thecapitalnetwork.com.au

