



17 July 2019

New European Distributors

ANO is pleased to announce that after meetings I held in Europe we have finalised one distribution agreement with a new distributor, Eurosyn S.p.A (Italy), for an initial term of 12 months. We anticipate that this will lead to an increase in sales of our products throughout Italy, a country that has not been represented by a distributor since the end of 2017. ANO have commitments from other distributors in Europe representing France, Spain, Portugal, Belgium and Luxembourg.

We are currently negotiating additional agreements with distributors in the UK and Germany.

We anticipate initial sales orders will be received in this quarter in excess of \$400,000 in Europe, which is 145% greater than orders received during the same quarter last year for shipment to Europe. This is in line with the Board's strategy to grow sales in Europe.

Further European partners and contract manufacturers are being approached and we hope to make further additions to our new European network in the next 12 months.

Perception from discussions with potential distributors in Europe is zinc is gaining traction, as an example, we have an approach from Finland for an initial order of \$31,000 for our zinc powder.

Geoff Acton (B.Com CA)

Managing Director