

## Zoono Group Limited (ASX: ZNO)

### ASX ANNOUNCEMENT

17<sup>th</sup> April 2019

## Zoono Expands Global Operations

### Investment Highlights:

- Distribution agreement signed with Midas Pharma in Germany and additional agreements are in their final stages
- New sales and product shipped to China, Japan, Hong Kong, UK, Germany, UAE, Australia, Bosnia, and Malaysia
- Two new products launched; Zoono Baby Wipes and Zoono Hand and Body Wipes
- Zoono tested successfully against the Ebola virus
- Unaudited sales of NZ\$758k for the quarter

**Zoono Group Limited (ASX:ZNO)** is pleased to provide an overview of its activities for the quarter ended 31 March 2019.

During the quarter, Zoono progressed several new distribution agreements. This follows successful trials and/or testing in various regions over time.

New trials are currently being undertaken in the Middle East and India, which continue to show great potential as new markets. This was highlighted by a recent trade show Zoono attended in Bangalore.

### On-line Sales

Global online sales continue to grow. Zoono UK launched its online sales platform during the quarter commencing sales direct to the UK and EU. Zoono Canada is now selling online through Amazon Canada

and the Australian/NZ website was upgraded during the quarter. Zoono Middle East will be launching its online sales platform in May.

Two new products, Zoono Baby Wipes and Zoono Hand and Body Wipes, are now available for sale online, following their launch during the quarter.

### **UK & Europe**

During the quarter Zoono officially opened its UK Branch Office at Bury St Edmunds to service UK and EU customers. It also signed an agreement with Midas Pharma GmbH for sales and distribution in the EU and other selected global markets.

Midas is a highly regarded and respected global pharmaceutical partner company with sales and distribution channels across the global pharmaceutical and healthcare sectors. Zoono's agreement with Midas is an important step forward in its ambition to develop a global B2B business.

### **New Zealand**

Clear Facilities, Zoono's partner in the food manufacturing sector is continuing to win major new accounts, developing Zoono programs for controlling mould and bacteria in critical hygiene facilities.

While much of their work is confidential, recent wins include one of NZ's largest salmon farming operations, one of the world's most well-known soft drink manufacturers and a national small goods operator.

Existing Clear Facilities customers in this space include Fonterra, Goodman Fielder and Lion Breweries.

### **Testing**

During the quarter Zoono surface sanitiser passed the notoriously challenging BSI PAS2424:2014 Test demonstrating the Z-71 Surface Sanitiser's ability to remain on a surface and maintain an antimicrobial protecting shield for 24 hours or more. The test was then extended

to 30 days where Zoono Z-71 continued to perform as expected; killing more than 99.9% of the pathogens

Zoono also received new UK and EU regulatory approvals for direct food contact for both surface and hand products and the Zoono surface products and hand sanitiser were successfully tested against the Ebola Virus.

### **Financials**

Product manufacturing and operating costs for the quarter were down, primarily as a result of slightly improved margins. Staff costs were down also. Administration and corporate costs were significantly lower for the quarter with a focus being on some cost saving initiatives.

Zoono is well-funded to execute its strategic growth plan in FY19 and beyond. At the end of the quarter, the Company had NZ\$3.7m cash at bank plus NZ\$407,000 in stock, including NZ\$216,000 of stock held in the UK warehouse.

**Paul Hyslop, Managing Director / CEO commented:** “Good progress was made in the March quarter and Zoono continues to develop a significant global pipeline of business. Management recognises these opportunities need to be turned into revenue producing customers with repeat orders and this remains the Company’s key focus.

“Zoono continues to reduce costs by streamlining operations and by transitioning some employees to performance-based remuneration packages.”

### **For further information, please contact:**

#### **Zoono Group Limited**

##### **Paul Hyslop**

Managing Director-CEO

M: +64 21659977

E: paul.hyslop@zoono.com

<https://zoono.com/>

##### **Paul Ravlich**

Chief Financial Officer

M: +64 210 759 176

E: paul.ravlich@zoono.com

**About Zoono**

Zoono Group Limited is a global biotech company that develops, manufactures and distributes a suite of scientifically-validated, long-lasting and environmentally-friendly antimicrobial solutions. Zoono's mission is to improve health and well-being through innovative, safe, non-toxic and durable germ protection.

Zoono produces sprays, wipes and foams suited for skin care, surface sanitisers, and mould remediation treatments. The products are based on the 'Zoono molecule', a unique antimicrobial molecule that bonds to any surface and kills pathogens including bacteria, viruses, algae, fungi and mould.

Zoono's products have received numerous regulatory approvals and the company's technology claims are supported by independent testing conducted in laboratories worldwide. Zoono is headquartered in New Zealand and its products are available globally.

To learn more, please visit: [www.zoono.com](http://www.zoono.com)



*Zoono launched a range of Baby Wipes (60's) and Hand and Body Wipes (25's) into the market during the March quarter.*



*Pip Hobson is Zoono's Marketing Manager and is based in Zoono's Auckland office.*



*Nadene Erasmus has joined the Auckland based team as Operations Supervisor*



*Zoono Stand, Clean India Trade Show, Bangalore, India, Feb 2019*



*Councillor Margaret Marks (Mayor of St. Edmundsbury) and James Milnes (Zoono UK CEO) at the official opening of Zoono's UK Office.*



*Paul Hyslop, Capt. Bhushan Warke, Sandeep Kumar and Ranjit Bhardwaj at the Clean India Trade Show, Bangalore, February 2019*



*Mark Phelps (Zoono Microbiologist), Paul Hyslop (Zoono Group CEO) and James Milnes (Zoono UK CEO) - Zoono Warehouse, Bury St Edmunds, UK*



*London Trade Show - March 2019*

## Other Quarter Highlights



*Zoono's CEO for UK & the EU is James Milnes.*



*Bryan Halliday has been appointed to the UK Logistics and Operations role at Zoono UK*



*Zoono UK's new warehouse / office centre in Bury St Edmunds, opened for business during the March quarter.*