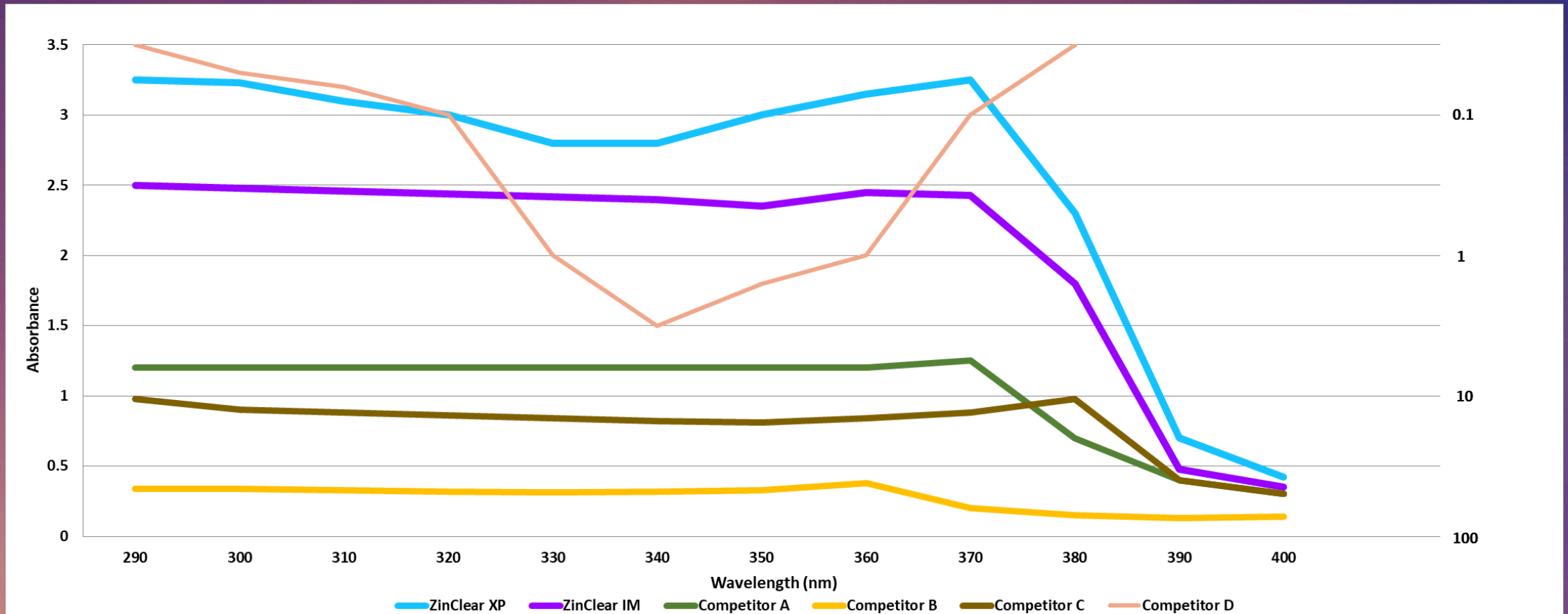




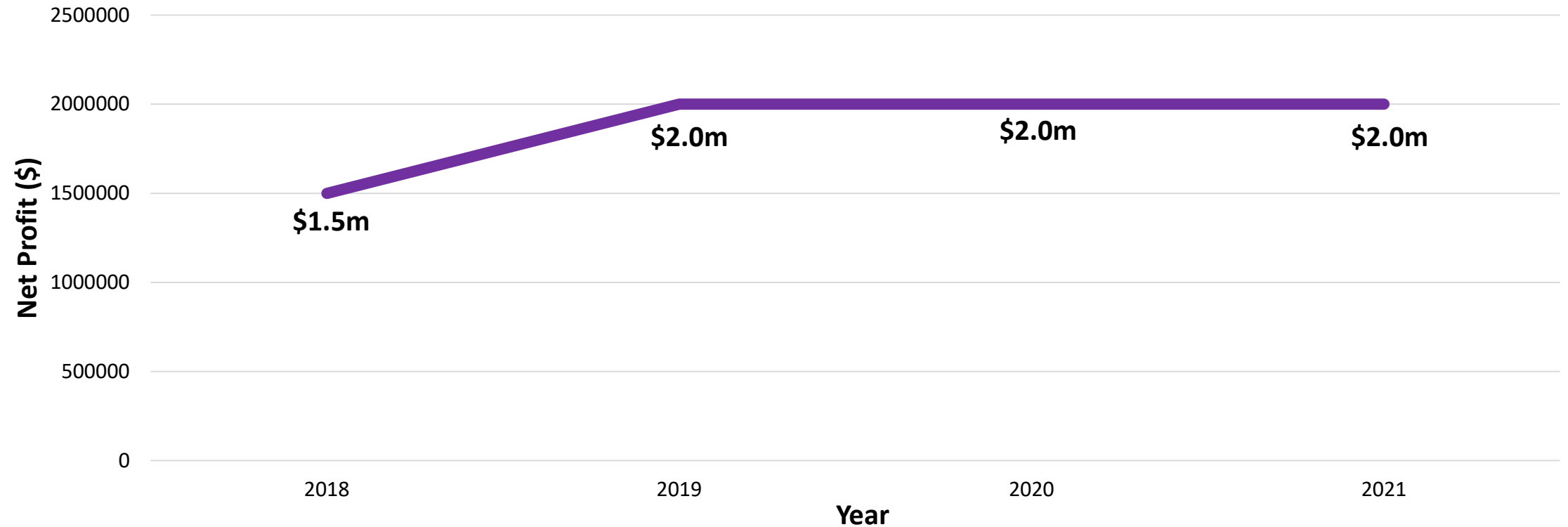
# ANO Investor Presentation

## August 2018

### ANO Powder Performance versus Competitors

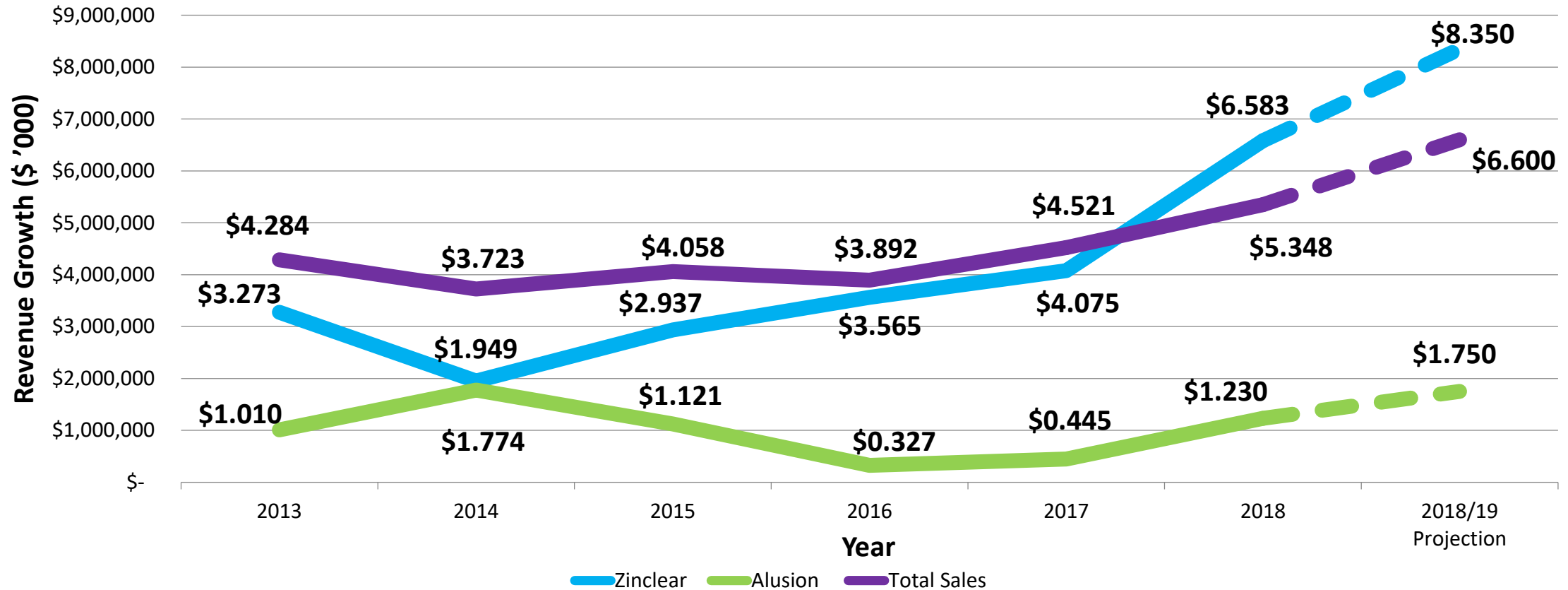


# Anticipated Net Profit Increase due to Expected Reinstatement of Deferred Tax Assets



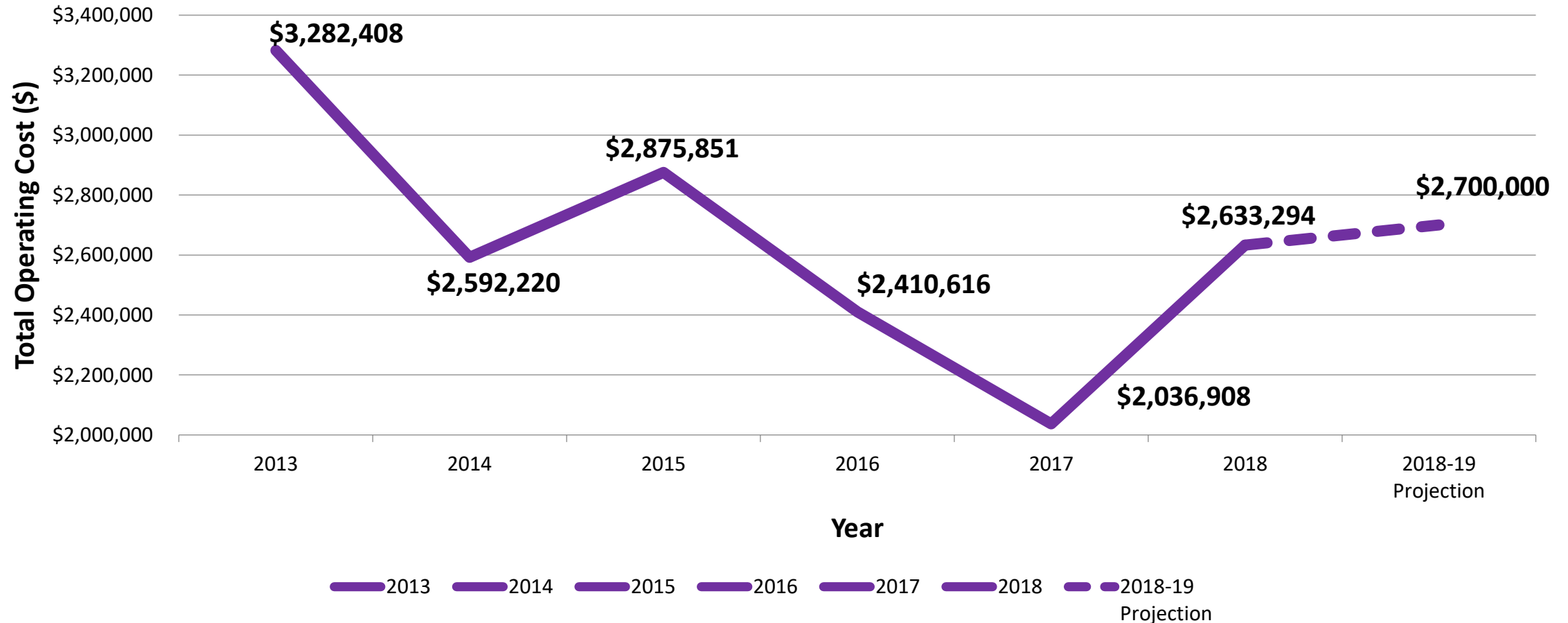
- Subject to 3 years continuous trading profit
- Anticipated franked dividends to commence in FY22

# Total Annual Sales Revenue by Product Category (\$ '000)



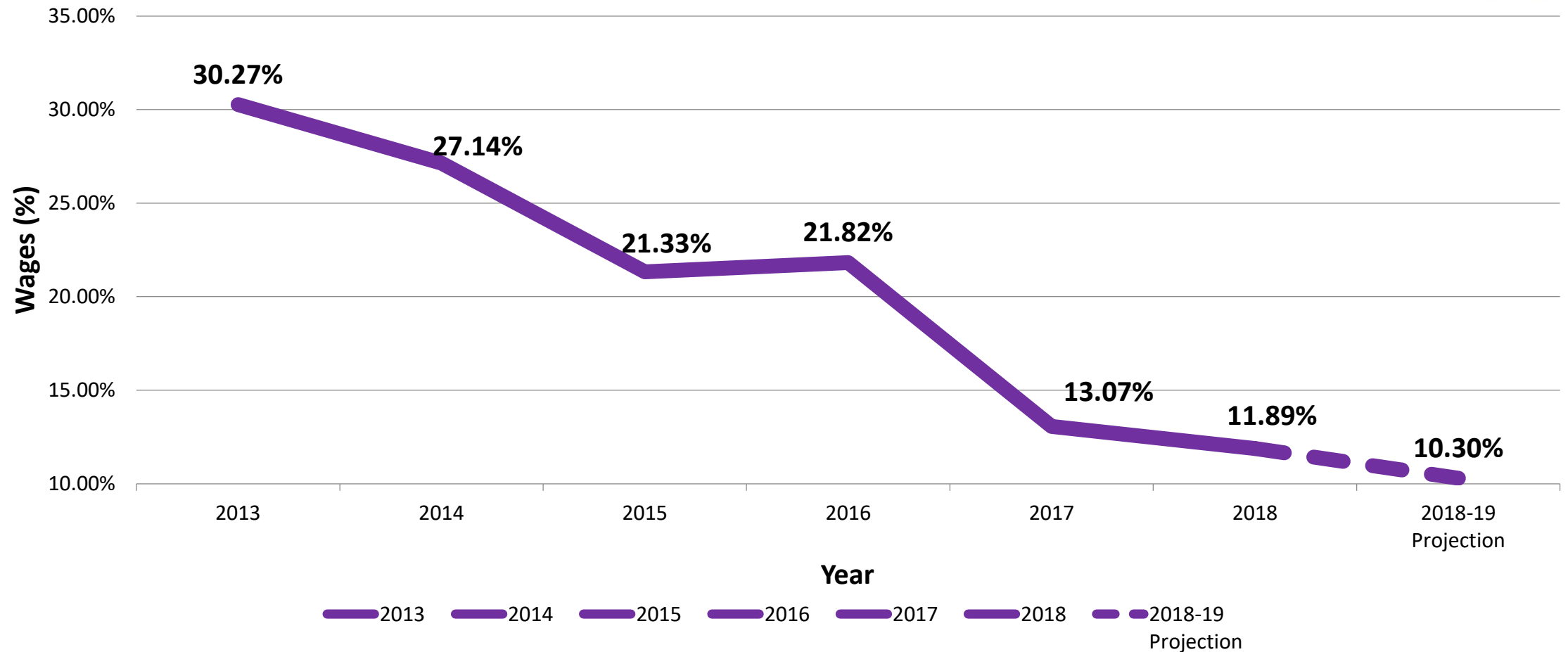
- Total sales increase of 40.28% compared to June 2017.
- Further sales increases expected in FY19 and FY20 from MERCK.
- New equipment due to arrive in Brisbane in October 2018.
- Increase manufacturing capacity of zinc powder to 800 tones per annum from 2019.

# ANO Total Operating Costs (Including Wages) (\$)



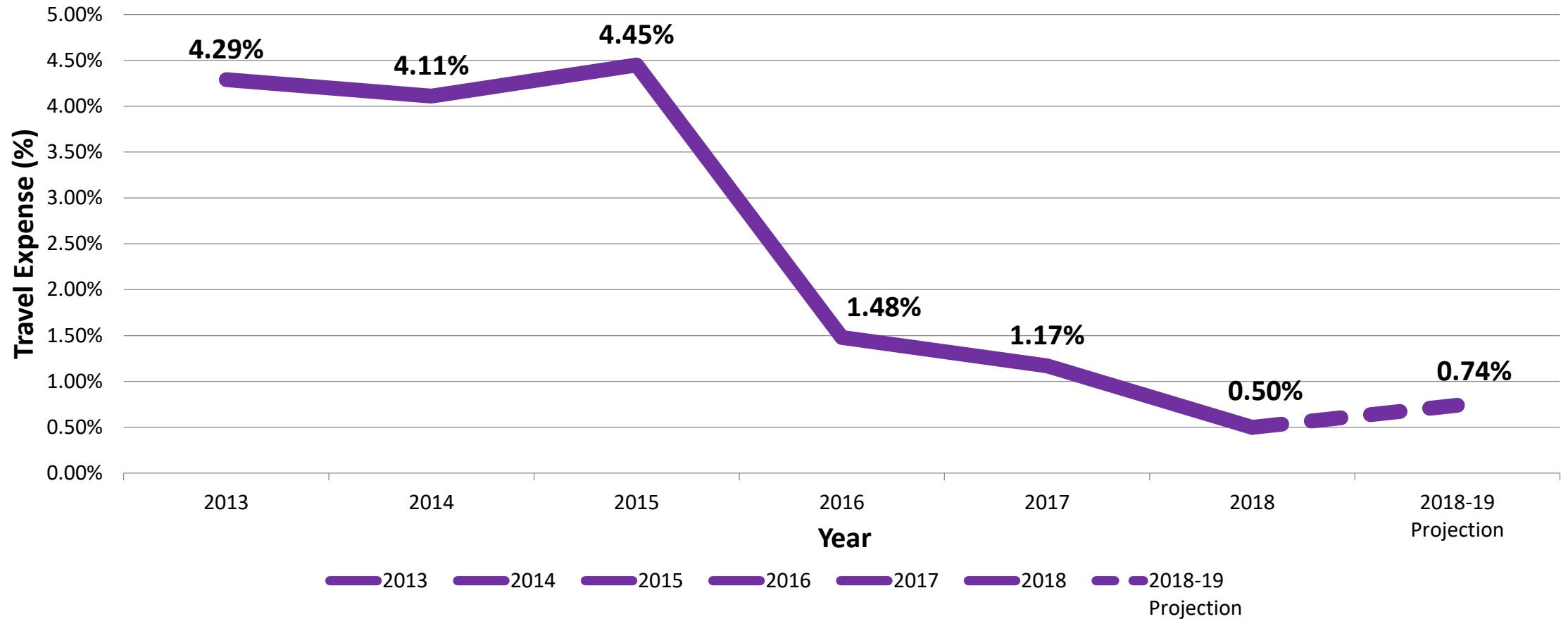
- The contract manufacturing arrangement in the US should commence August 2018.
- The combined manufacturing facility in Australia will also lead to significant savings in FY18/19.
- The closure of 108 Radium Street will be August 2018.

# Wages as a % of Sales Revenue



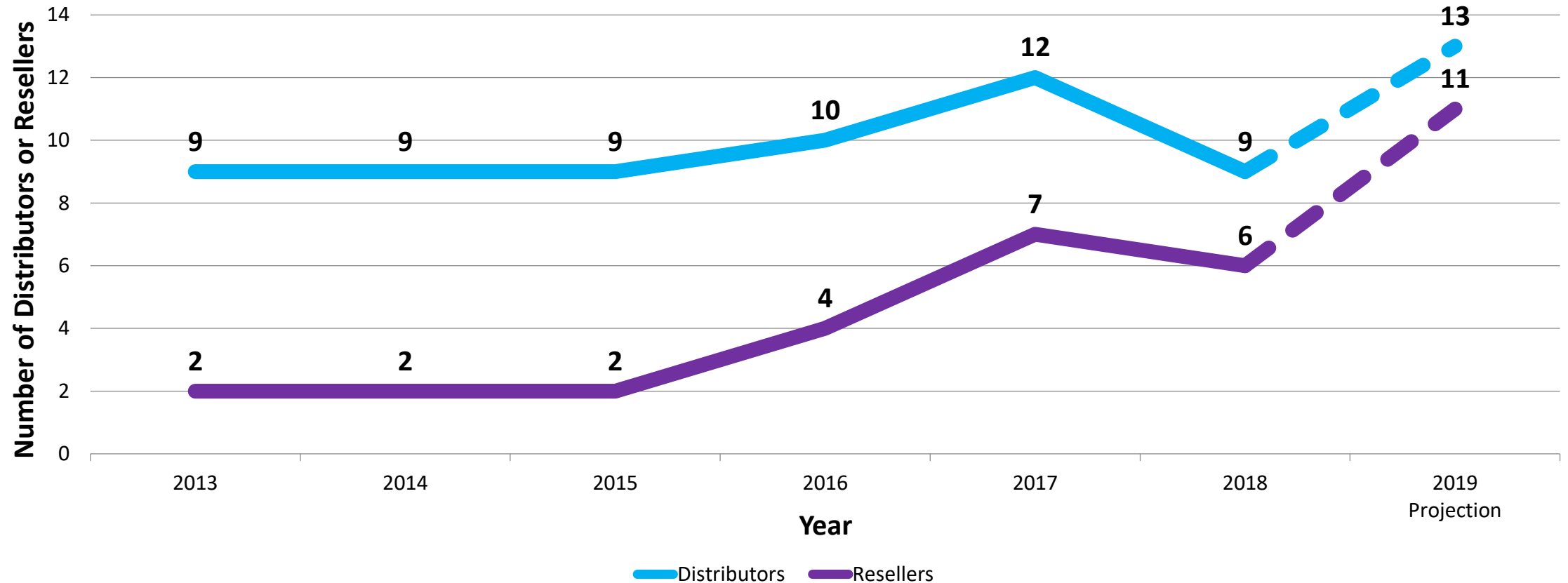
- Slight decrease in wages due to increase in production with double shifts. Expected to fall further in FY18/19.

# Travel Expense as a % of Sales Revenue



- Have increased the distributor and chemist network without significant travel.
- Travel limited to inspecting new manufacturing facilities and signing significant agreements with customers, suppliers and manufacturers.
- New approach involving local chemists has replaced travel to major international trade events.

# Number of Distributors and Resellers



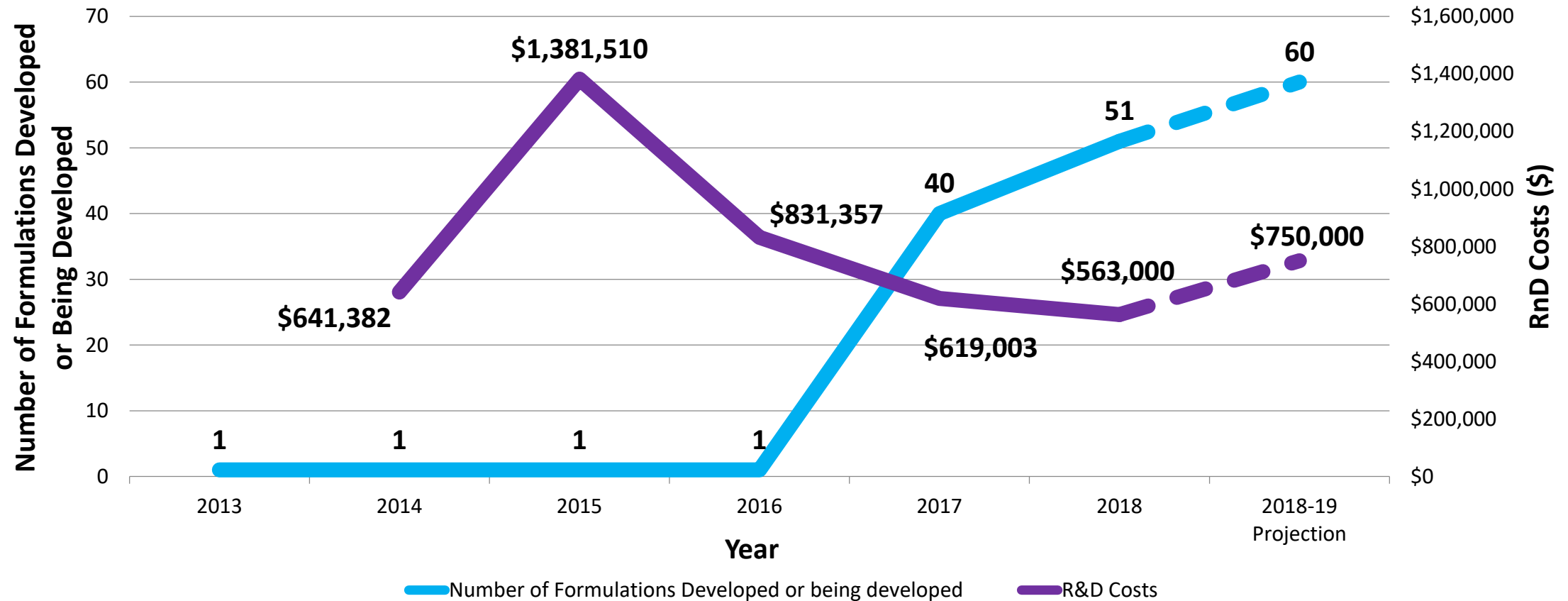
## GLOBAL DISTRIBUTION NETWORK

- Connell Brothers India – India (reseller)
- Connell Brothers Malaysia – Malaysia
- Deveraux Specialties LLC – USA
- ENS Beauty Group – South Korea
- Heterochem – UK/Ireland
- Manuchar – Indonesia/Philippines
- Neochem GmbH – Germany
- Pachem Distribution – Canada
- Para Chemie Sina – Iran
- Pure Ingredients – New Zealand
- Unipec France/Belgium

## TARGETS

- Spain
- Portugal
- Italy
- Sweden
- Norway
- Denmark
- Finland
- Estonia
- Latvia
- Lithuania
- Netherlands
- Greece
- Czech Republic
- Turkey
- Japan
- China
- 'Sri Lanka
- Taiwan

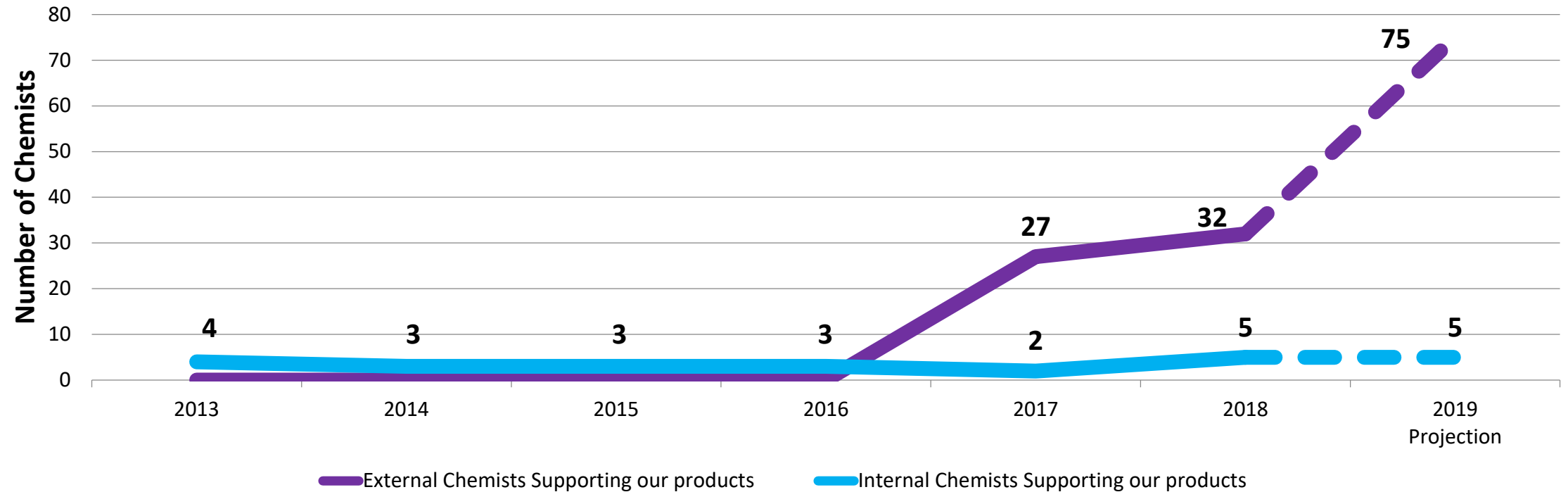
# ANO R&D Costs and Number of Formulations and Products Being Developed



- 51 end formulations in various stages of development including – sunscreens, lipsticks, after-shave lotions, day repair creams, foundations, anti-acne creams, and facial masks.
- Different plastic film compositions, 2 battery compositions, and ZNO material for 3D printing in ceramics (these are highly speculative).

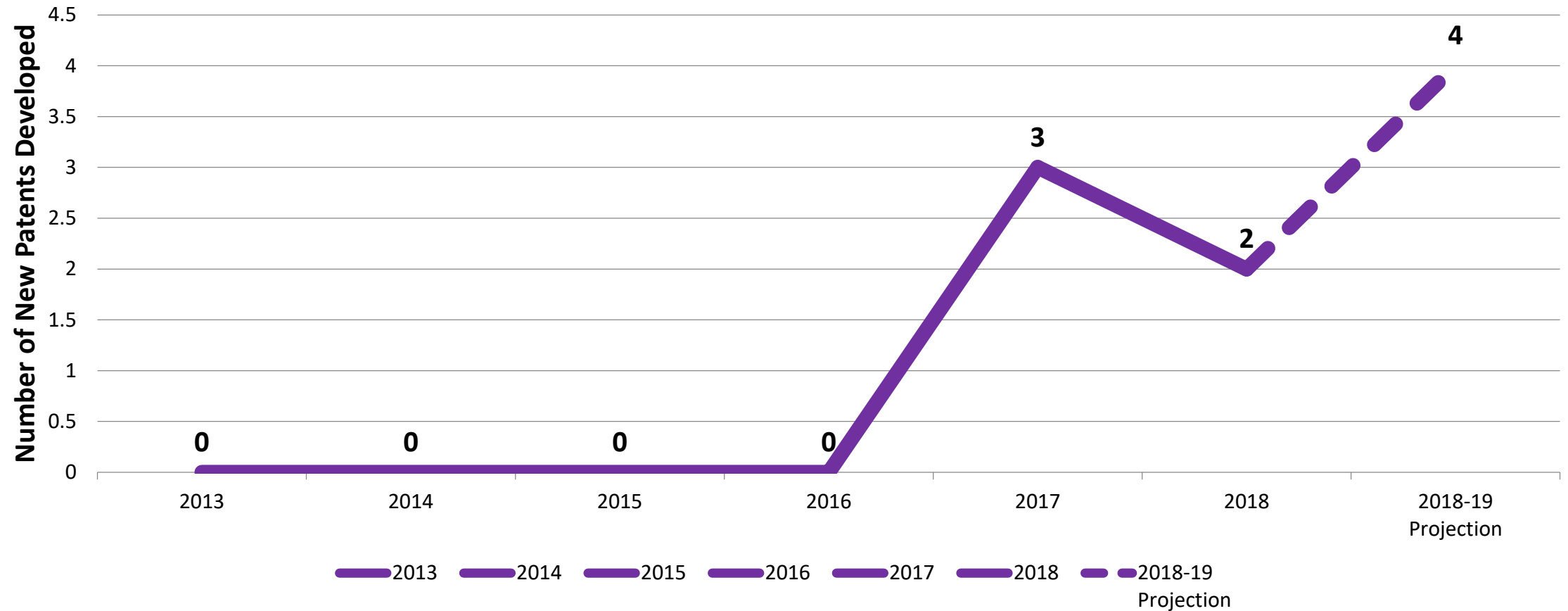


# Number of Chemists Supporting our Products



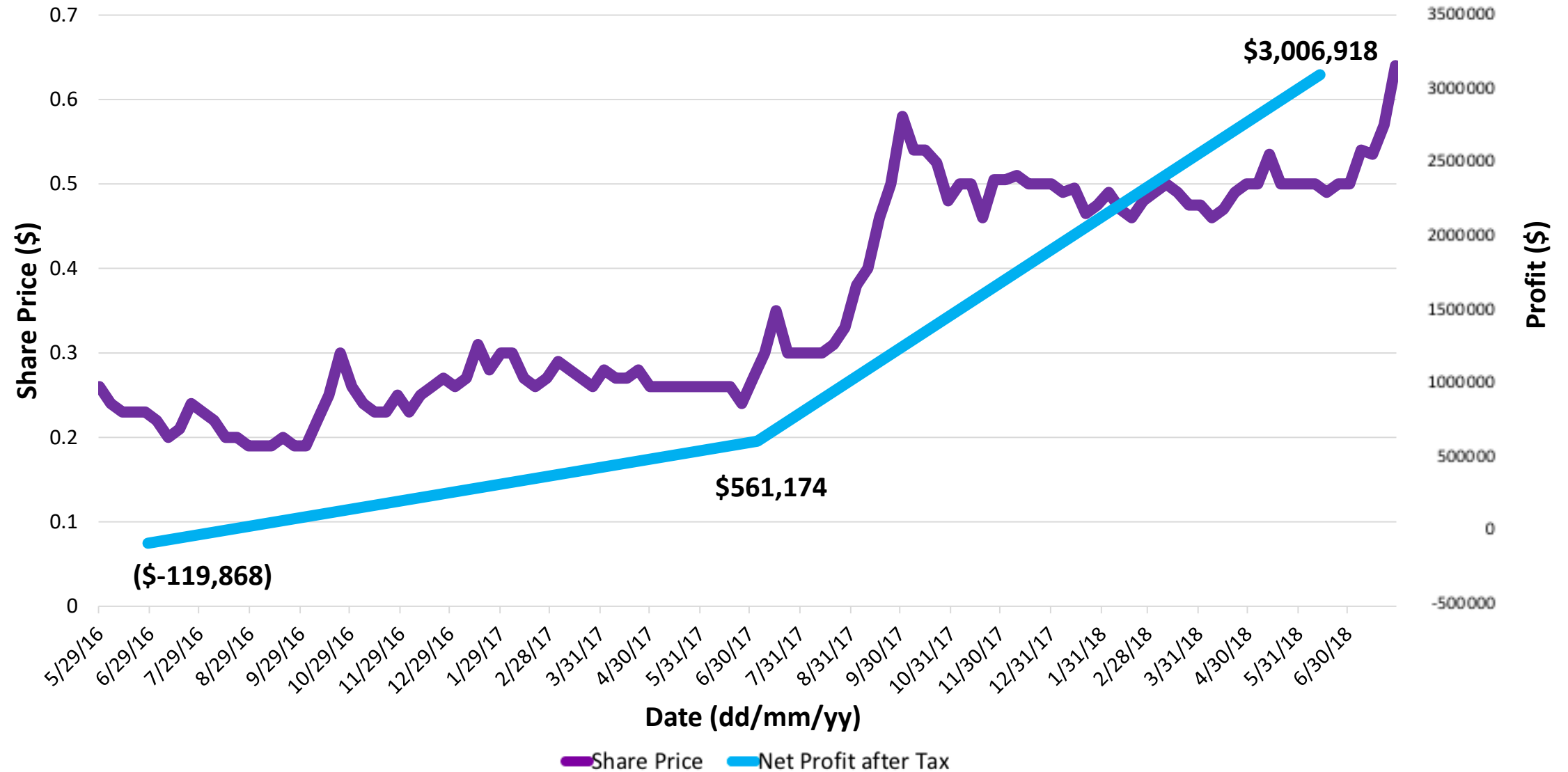
- The unique nature of our product and difficulties in product development creates barriers to substitution.
- ANO is investing in product design and R&D to support our small customers who do not have the resources to develop end formulations.
- ANO releasing ZinXation range of products directed to smaller brand owners in 2018/19.
- Invisible zinc was developed by the company and transferred to a single brand owner, who later sold for an estimated \$40,000,000, without an agreement for our active ingredient to be used in the product.

# Number of New Patents Developed



- Patent renewals are not included as the process is ongoing and the number of renewals will vary depending on expiry dates.

# ANO Share Price



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