



ZOONO®



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ZOONO GROUP LIMITED (ASX:ZNO)

Annual General Meeting

SYDNEY
Monday, 27th NOVEMBER 2023

AGENDA

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CHAIRMAN'S OPENING COMMENTS

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EXECUTIVE PRESENTATION

WHO WE ARE

Board members



Don Clarke

NON-EXECUTIVE DIRECTOR



Elissa Hansen

NON-EXECUTIVE DIRECTOR/COMPANY
SECRETARY



Paul Hyslop

GROUP MANAGING DIRECTOR

ZOONO GROUP LIMITED

Executive Presentations -

Paul Hyslop – Strategy and Outlook



Paul Ravlich – Financial Results



Full Year FY23 Performance Snapshot

REVENUE

\$3.3M

-63.0%
vs FY22

GROSS PROFIT

\$1.7M

-66.2%
vs FY22

EBIT

(\$0.6)M

95.0%
vs FY22

EBITDA

(\$0.4)M

97.0%
vs FY22



Full year FY23 profit and loss summary

Revenue

- Down 63.0% in face of COVID-19 impacts and reduced trading in most geographies around the globe.

Gross margin

- Gross margin percentage still remains strong at 51.3%, but negatively impacted by some volume sales at lower gross margins compared to the prior corresponding period.

Operating costs

- Lower overheads of NZ\$10.5M due to one-off US entity Goodwill impairment of NZ\$6.4M and Sky Scraper legal settlement costs of NZ\$1.7M all in the PCP.
- Restructuring savings of NZ\$2.4M including employee costs down NZ\$723k
- Decrease in marketing costs of NZ\$629k as a result of reduced sales

Balance Sheet & Cash Flow

Working capital management and Cash Flow

- Efficient management of receivables
- Strong cashflow management with NZ\$4.2M of cash receipts despite sales of NZ\$3.3M
- Operating cash outflows of NZ\$3.9M impacted by lower cash receipts from lower sales but assisted by the restructuring savings of NZ\$2.4M
- Margins remain strong but negatively impacted by some volume sales at lower gross margins compared to the prior corresponding period
- No external bank debt

Balance Sheet

- Net assets up NZD\$787k with no external bank debt

A person wearing a white uniform is shown from the side, holding a white spray bottle of Zoono Surface Sanitiser. They are spraying the product onto a dark, textured surface, likely a kitchen counter or table. In the background, there are glass jars with black lids, some containing brown substances, and a blurred kitchen environment. The Zoono logo is visible in the top left corner.

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ZOONO GROUP LIMITED AGM PRESENTATION

Strategy, operations & outlook

The Challenges

ECONOMIC

Global recession where interest rates and costs of living are high has reduced demand.

COMPETITIVE

New entrants as a result of the pandemic have increased the competitive landscape in our traditional hand and surface disinfectant segments putting pressure on prices and margins.

SUPPLY CHAIN

Disinfectant supply chains have improved but with excess stock ordered during the pandemic, impacting both sell through and pricing.

VALUE PROPOSITION

The value proposition of keeping someone 'safe' works well when they are in danger but is less compelling when there is no immediate threat.



The Solution

NEW MARKET SEGMENTS

Zoono has pivoted towards developing and commercialising solutions in new market segments (Food Packaging and OTC Products) 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.

The Board and Management are clear that we need to focus on and drive revenue growth as the number one priority while carefully managing cash and our overhead structure as we return to profitability.



A person wearing a white protective suit, hood, and face mask is using a green Zoono disinfectant sprayer. They are standing in a hotel room, spraying the air near a bedside table with a lamp. In the background, a television screen shows a close-up of the person's face. The room has a blue bedsheet and a window with sheer curtains. A decorative graphic of white curved lines is overlaid on the lower left portion of the image.

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ZOONO GROUP LIMITED AGM PRESENTATION

Segment Initiatives

SEGMENT INITIATIVES

Food Packaging

Rationale	This is a massive market and there is limited apparent competition. Zoono will increase the shelf-life and assist in reducing wastage in the world of 1.4 billion* tons of food every year. The global flexible produce food packaging market is currently US\$16.6B and is expected to grow to US\$20.6B by 2025 at a CAGR of 5.5%. There is US\$2.6 trillion of food waste each year. Nearly 25% of fruits and vegetables are lost globally through food waste.
Value proposition	Using our product increases shelf-life and reduces food waste. The economic benefits of these outcomes far outweigh the cost of application.
Key activities completed	<ul style="list-style-type: none">• Completed further market research on the opportunities within this segment.• Ongoing trials globally.
Next steps	<ul style="list-style-type: none">• Continue to work through to commercialisation and then launch in our key markets and target large packaging companies and retailers.• Revenues expected in this market segment by Q4.

SEGMENT INITIATIVES

OTC Products

Rationale	Our technology has not previously been used in OTC applications and initial tests have been incredibly compelling.
Value proposition	Different for each product.
Key activities completed	<ul style="list-style-type: none">• Completed initial testing, and have core team resources in place.• Signed a co-development agreement with Douglas Pharmaceuticals.
Next steps	<ul style="list-style-type: none">• Continue commercialisation efforts.• Presently have patents pending in key markets.• Engage Global pharma company to exclusively license the product worldwide.

SEGMENT INITIATIVES

Animal Health

Rationale	Our technology naturally lends itself to this segment, and we are continuing trials in the UK and China in pigs and chicken farms to improve the environment for the animals in these areas.
Value proposition	Creating healthier and safer environments – using long-lasting antimicrobials in conjunction with a regular hygiene program can increase the weight of the animals, reduce the amount of feed required and reduce the stress levels of the animals.
Key activities completed	Establishing partnerships with significant players in this market with a number of successful trials already undertaken.
Next steps	Ensuring orders are placed based on the results achieved and continue to perform trials with leading farms in our key markets.

The image features a background photograph of a modern cafe. In the foreground, a smiling woman with long brown hair, wearing a white t-shirt, is seated at a wooden table. In the background, a man in a white t-shirt and grey trousers is cleaning a wooden table. The cafe has a clean, contemporary design with wooden tables and chairs, a white counter, and a dark brick wall behind the service area. The Zoono logo is positioned in the top left corner, and a purple overlay with white text is on the right side.

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Outlook

Business progressing and gained since July 1 2023

New Business Progressing and Gained

- Exclusive pig contract signed in China following outstanding test results. First order and payment received November 2023.
- New product registration in the USA now complete and is now on the EPA List N which will allow us to make anti-viral and bacteria claims, opening up a much larger marketplace including healthcare.
- Major textile customer in China has now completed all bacteria and virus testing and after 50 washes Zoono easily exceeded all China and Japanese national standards. Orders now imminent.
- In India we have set up a new company, Zoono Global Private Limited. We have been successful in eliminating fungus and mould on mango trees, custard apple trees and pomegranate trees over a 30 day plus period.

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 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.



Questions?

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