

16 December 2021

## **Sales Outlook Remains Positive**

### **Positive Sales Outlook for 2<sup>nd</sup> Half FY22**

Indicated sales forecasts for the second half of FY22 indicate sales greater than the total of FY21 of \$6.5 million. Improvements to our website and further information released by the FDA has led to a significant increase in enquiries, requesting samples or materials of ANO zinc based products, over 500% from about three enquiries a month to about 18 a month.

Management are pleased to announce that we are starting to receive initial orders of XPC powder greater than 1MT from European distributors.

Also, two new patents have been filed, most importantly, one is likely to protect our existing IP in both Alusion and ZinClear XP for a further 15 years.

### **Delay in Sales.**

As announced at the November AGM, ANO continues to experience delays in billable sales as the COVID 19 variant Delta and now Omicron adversely affects the industry. These include disruptions in logistics at overseas ports, particularly in the US, and large manufacturers in the US having difficulties in obtaining packaging materials and other raw ingredients resulting in deferral of orders until the second half of FY22.

Therefore, estimated sales for the first-half of FY22 will be approximately \$5.5 million compared to the \$7.1 million previously announced. A further \$2.1 million of firm sales orders are on hand and will be invoiced early in the second half of FY22.

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