

16 March 2023

## 32% Sales Improvement PCP

Total actual sales based on unaudited management accounts is \$9.5 million to end of February 2023, up 32% on the same corresponding period. Incoming orders or on hand orders are up 51% to February 2023 compared to the corresponding period to February 2022.

The Board is not aware of any reasons for the share price drop beyond the unfranked 6 cents dividend.

The Board's goal is to make sure that our product is readily available in Australia, USA and EU warehouses to order and deliver just in time, unlike our competitors long lead times.

- We cannot predict when our actual sales revenue will catch up to the large volume of sales orders, although it is tracking in the right direction.
- Many of our distributors and customers are placing additional orders ex-stock from our warehouses on three continents.
- The Board confirms cancelled sales orders are today at less than 1% in FY23.

## EcoCert Approved

ANO has successfully obtained EcoCert COSMOS certified (organic) status for its sunflower / coconut dispersions.



Authorised by:  
Geoff Acton (B.Com CA)  
Managing Director