

**Zoono Group Limited (ASX: ZNO)  
ASX ANNOUNCEMENT**5<sup>th</sup> May 2020**Company Update**

Zoono Group Limited (Company) (ASX: ZNO) is pleased to advise that it invoiced business to business (B2B) sales in excess of NZ\$11.0 million (unaudited) for the month of April, 2020. This does not include online consumer sales, which were closed for all but the last seven days of the month due to heavy demand.

Zoono has recently also signed a number of new distribution agreements in the UK and Europe, including with UK based, global distribution companies operating in the hygiene and sanitisation markets: Rentokil Initial plc; Bunzl Health and Hygiene; and Atalian Servest Ltd. In addition, West Yorkshire Police are using Zoono hand sanitiser and Zoono has a non-binding agreement to supply a further 140,000 50ml hand sanitiser units and refills to support front line UK Police Officers, once further packaging is available. None of these agreements are individually material to the Company.

London Underground and UK and German mainline trains and stations are also being treated with Zoono long lasting surface sanitiser on monthly basis.

Strong sales (in excess of NZ\$2 million) have been generated in India and China and Healthy Giant, a Zoono distributor in Hong Kong, is now supplying Zoono products and fogging services to Hong Kong Airport authorities. Sales are also being made to a number of major airlines.

Zoono Animal Health Limited (previously Zoono Poultry Limited) and Apiam Animal Health Limited (ASX: AHX) have reported strong sales (in excess of NZ\$1.5million) in the animal health markets in Australia, USA and the EU.

In Australia, the Therapeutic Goods Administration (TGA) approved an amendment to allow Zoono to claim that that Zoono Z-71 Microbe Shield Surface Sanitiser is an effective disinfectant for hard surfaces against germs, bacteria and COVID-19<sup>1</sup>. Zoono also signed a new Australian distribution agreement with Johns Lyng Group Limited (ASX: JLG)<sup>2</sup>.

The online NZ store re-opened in late April. Packing and shipping of consumer orders have been outsourced to a third-party logistics company (3PL) in New Zealand, and the Company plans on establishing additional 3PL warehouse and distribution facilities in Australia to reduce consumer freight costs.

---

<sup>1</sup> See the Australian Register of Therapeutic Goods (ARTG) summary here: [https://www.ebs.tga.gov.au/servlet/xmlmillr6?dbid=ebs/PublicHTML/pdfStore.nsf&docid=7DD545E14A33B30DCA257CF50042433B&agid=\(PrintDetailsPublic\)&actionid=1](https://www.ebs.tga.gov.au/servlet/xmlmillr6?dbid=ebs/PublicHTML/pdfStore.nsf&docid=7DD545E14A33B30DCA257CF50042433B&agid=(PrintDetailsPublic)&actionid=1)

<sup>2</sup> See announcement dated 29 April 2020 here: <https://zoono.com/pages/asx-releases>

Production and order fulfilment capabilities have been increased to meet the current demand and raw material supplies have been secured for well into the future. Zoono is blending and packaging across multiple facilities in NZ, USA and UK.

Manufacturing of plastic bottles is currently being established in New Zealand to reduce the Company's dependency on imports, which have been impacting supply. It also introduced recyclable refill packs in the UK which will soon be available in New Zealand to further streamline online sales and reduce the requirement for plastic bottles.

Overall, Zoono is well placed to meet the continued demand for its Z-71 Microbe Shield surface sanitiser and hand sanitiser products.

This announcement has been authorised and approved for release to ASX by the Board of Zoono Group Limited.

**For further information, please contact:**

**Zoono Group Limited**

Paul Hyslop

Managing Director/CEO

M: +64 21 659977

E: [paul.hyslop@zoono.com](mailto:paul.hyslop@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)

For personal use only