



ZOONO[®]

Annual General Meeting

Sydney - Thursday, 20th November 2025



Company Overview

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.



Agenda

1. Chairman's Opening Comments
2. Introductions And Formalities
3. Items of Business
4. Items of Business



Board Members



Don Clarke
NON-EXECUTIVE DIRECTOR



Elissa Hansen
NON-EXECUTIVE DIRECTOR/
COMPANY SECRETARY



Paul Hyslop
GROUP MANAGING DIRECTOR



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Executive Presentation

Paul Hyslop and Paul Ravlich

Repositioning Zoono

- When, around three years ago, the company's traditional markets for anti-microbial products were decimated by over-supply problems and dwindling public sentiment, the board made a decision, of necessity, to focus on the pursuit of niche sectors which it believed suited the characteristics of its products and where significant sales opportunities existed.
- One such sector, introduced to Zoono by OSY group limited (**OSY**), was the food supply chain sector and, in particular, the application of the company's products to food packaging for the purpose of extending food shelf-life and reducing food waste, a challenge for supermarkets and food producers across the globe.



Repositioning Zoono

- One leading UK premium supermarket has endorsed the technology's status as a "game changer" in the industry due to its unique ability to be applied to a wide range of products and packaging types. Sharpak's operations in the UK supply a large market share of the packaging of soft fruits sold by UK supermarkets, with its packaging also used for a broad cross-section of fresh produce and other food categories including meat and poultry.



Repositioning Zoono Summary

- Post covid and the collapse in consumer sales, the Board decided to rebuild the Company around B2B sales.
- Shelf-life extension was an obvious choice as the Company had previous data from NZ testing.
- Due to food contact issues, a lot of work had to be done around trials, testing, safety, efficacy and regulatory. This has taken nearly 4 years.
- Zoono joined forces with OSY to manage this channel.
- First contract signed and Zoono is confident of more contracts in the next 6 months.
- Barriers to competition due to the time it takes to launch a new product into this channel
- Moved quickly three years ago to substantially reduce overheads to allow the Company to get back to profitability sooner.



Full-year FY25 summary

- FY25 while disappointing financially, was an improvement over the PCP.
- Year of further consolidation/trimmed the overheads further.
- Raised further working capital of A\$1.78M with a rights issue and placements concluded after year-end.



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Strategy, operations & outlook

Zoono is laser focused on:

New Market Segments

Food shelf-life extension initiatives targeting food packaging companies and grocers to grow revenues.

More Sustainable Solutions

Our technology fundamentally offers a more sustainable and more cost-effective solution than limited incumbent offerings.

Return to profitability

Maintaining tight cost control even while we scale. This structure allows Zoono greater access to markets at a lower overhead cost.



Food Packaging – Global Opportunity

Rationale	<ul style="list-style-type: none">• Long-term global market opportunity<ul style="list-style-type: none">• 1.4 billion* tonnes of food wasted every year with \$750bn cost to the global economy.• Reducing food waste is a high-agenda item across the food supply chain.• Global flexible food packaging market expected to grow to US\$20.6bn in 2025, with packaging coatings market with US\$5.19bn.• Unique, novel solution to tackle food waste problem.• Repetitive sales of large volume once deployed.• Ultimate goal for Zoono technology to be standardized across certain produce packaging types.
Value proposition	<ul style="list-style-type: none">• Proven to extend shelf-life and improve produce quality (proven time after time).• Delivers immediate financial and sustainability gains.• Benefits realized throughout supply chain.• Economic benefits far outweigh the cost of application – ROI (Return on Investment) of up to 10x – for every \$1 spent, \$10 is returned to the grocers.
Execution	<ul style="list-style-type: none">• Proven across multiple fresh produce categories extensively.• R&D commenced on other produce types – proteins, bakery, pre-prepared.• Regulatory & safety compliance work completed successfully in all current active markets.• Deals signed with 3 major food packaging manufacturers.• Significant end-user demand evidenced by large number of active trial processes with both supermarket chains and major food producers, across different countries, in projects with Zoono / OSY.



New Shelf-Life Extension Agreements Signed

- Deals made only with market leaders in the relevant territories.
- Three signed deals to date, all in last six months, with others in the pipeline across different continents. Minimum annual purchases totaling NZ\$50M over 5-years.
- Increasing pace of adoption reflects recognition of value-add to packaging manufacturers.
- Sharpak (UK) - signed May 2025
 - Exclusive contract to 31 December 2029
 - Part of Group Guillin (group revenues are NZ\$1.78B), headquartered in France.
 - Sharpak develops, manufactures and distributes the largest portfolio of packaging solutions for fruit and vegetables and ready-made meals in the UK.
 - For soft fruits only sold to UK supermarkets and food producers.
 - Right of first option negotiable in EU, Switzerland and Norway with new terms to be agreed.
 - Minimum total annual purchases of NZ\$30M over a 5-year period.



New Shelf-Life Extension Agreements Signed

- Mpack Group (South Africa) – signed November 2025
 - Exclusive contract to 6 November 2030.
 - Mpack is the largest paper, plastics and recycling business in Southern Africa with revenues of NZ\$1.33B.
 - For corrugated board-based packaging intended for the storage, packing or delivery of grapes, stone fruit or berries.
 - Covers South Africa and Namibia.
 - Right of first option negotiable on other produce types.
 - Minimum total annual purchases of NZ\$5.1M over a 5-year period.
- Multisteps (Australia) – signed November 2025
 - Exclusive contract to 16 November 2030.
 - A multi-national family-owned business with HQ in Australia and manufacturing sites in China and USA.
 - Market leader for plastic food packaging in Australia and key supplier to major berry producers in China.
 - For the storage, delivery and/or packaging of all fresh fruits and vegetables, (excluding grapes).
 - Right of first option negotiable on other produce types.
 - Minimum total annual purchases of NZ\$15M over a 5-year period.



Roll-out of Shelf-Life Extension Technology

- End-users typically are retailers, food producers and exporters.
- Demand from end-users driven by significant financial savings from reduced wastage / increased sales and sustainability gains to hit improvement targets.
- Zoono / OSY become a profit centre for the retailers with high ROIs. Recession proof retailers.
- Evidenced by large number of active projects (50 trials) including those in latter stages including leading retailers and multi-national food producers.
- Snowball effect anticipated in territories, where one retailer rolling out our technology will lead to others following suit.
- Largest successful trial completed in Q4 2025 (90,000 punnets), in-store with a premium UK retailer and leading global berry producer, achieved clear success over and above customer-defined targets. Anticipated to move to nationwide rollout.
- Number of other key projects anticipated to reach conclusion during H1 2026.



Continuing Focus on core business

- We continue to focus on our core business in our key markets; Australia, United Kingdom, South Africa, India, Japan, China, USA and Korea.



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 and Indian market.

YEAR 2

Build Momentum

- Doubling down on successful growth initiatives
- Further penetration into global food packaging companies
- Increased investment in shelf-life extension initiatives.

YEAR 3

Rapid Expansion

- Maximising successful growth initiatives
- Zoono / OSY cemented as leaders in food shelf-life extension and contributing to reducing food wastage

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