

**Zoono Group Limited (ASX: ZNO)  
ASX ANNOUNCEMENT**

20 May 2025

**Exclusive UK Packaging Agreement signed between Sharpak  
Aylesham Limited, Zoono, and OSY**

Zoono Group Limited (**Company**) (ASX: ZNO) is pleased to update the market on an exclusive contract signed with Sharpak Aylesham Limited (**Sharpak**) and the Company's partner in the food supply chain sector, OSY Group Limited (**OSY**).

**Background**

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, 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.

In conjunction with OSY (Zoono's partner in this project) and following nearly three years of testing and promotion of its shelf-life extension products and technologies, Zoono is pleased to announce that it and OSY have signed an exclusive agreement with Sharpak (the UK division of a leading European manufacturer of packaging solutions for the food industry - see below for further details on Sharpak).

The agreement builds on the Company's platform in the UK & EU food shelf-life extension market, via advanced trials with multiple leading supermarkets and international food producers. 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.

**Material Contract Terms**

Sharpak has signed an exclusive contract with Zoono and OSY to use the Company's shelf-life extension products and OSY's application technologies on its food packaging ranges for soft fruits sold to major UK supermarkets.

Key terms of the agreement with Sharpak are:

1. An exclusive contract for an initial term to 31 December 2029 for the United Kingdom only;
2. Zono products are to be applied on rigid pot, tub and tray packaging for the storage, delivery and/or packing of strawberries, raspberries, blackberries, blueberries and grapes ("soft fruits").
3. Sharpak will have the right of first refusal if another packaging manufacturer wants to use the Zono products on soft fruits packaging in any country in the European Union, Norway or Switzerland;
4. Minimum annual purchases for UK soft fruits only are:
  - NZ\$4.3m in year one
  - NZ\$ 4.9m in year two
  - NZ\$ 5.9m in year three
  - NZ\$ 7.0m in year four
  - NZ\$8.6m in year five.
5. Either party may terminate the agreement with immediate effect if the other party:
  - Fails to pay any undisputed amount due under the Agreement on the due date for payment and remains in default not less than 30 days after being notified in writing to make such payment;
  - Commits a material breach of any other term of this Agreement and the breach is irremediable (if that breach is remediable) fails to remedy that breach within a period of 45 days after being notified in writing to do so;
  - Becomes insolvent or goes into liquidation;
  - Ceases, or threatens to cease, to carry on all or substantially the whole of its business or suffers any event of Force Majeure, or is subject to a change of control of Zono or OSY.

It is Zono's expectation that the first product order will be received from Sharpak when the in-store trial processes with UK supermarkets conclude later this calendar year. Thereafter, revenues are anticipated to increase as Sharpak ramps up production in Q1/Q2/Q3 FY2026 and begin broader supply into the UK market.

#### **Other potential developments**

Trials are continuing with three leading UK supermarket chains, international food producers and import/export companies across a range of food categories including grapes, stone fruits, lychees, cherries, fish, meat, ready-made meals and poultry. Results to date have been positive, delivering the customer's targeted minimum shelf-life extension for commercial viability across a range of produce tested so far.

Zono anticipates Sharpak and its related entities will steadily increase implementation of Zono products and OSY technology into packaging for other food sectors and into further markets in the EU and other geographies.

With trials on-going in other countries, Zono is optimistic that further large packaging companies will

come on board across the globe in the coming year.

### **The food waste problem**

Globally, it is estimated there is circa US\$2.6 trillion of food waste every year, with nearly 25% of all fruit and vegetables lost worldwide through food waste. It is a major issue for all participants in the food supply chain, with the enormity of the issue exemplified by the fact that the fresh produce market in the UK alone (which accounts for approximately 40% of grocery sales) is worth approximately NZ\$187B.

### **Why Zoono is part of the solution**

Extending the shelf-life of fresh produce through the combined use of Zoono's product and OSY's application technologies to the packaging (**Solution**) provides benefits for all participants in the supply chain. The Solution is compliant with UK & EU Food Contact Material Regulations, including having satisfied the regulatory authorities that the product does not migrate from the packaging into the produce.

For the **Food Producers**, the benefits are reduced financial losses from wastage (in both transit and pre-store) and improved quality performance of the produce leading to increased sales. The increased shelf-life also increases the potential for export of the produce.

For the **Packaging Manufacturers**, because the OSY application technology can be easily integrated into existing packaging production for most forms of packaging (includes lidding film, semi-rigid plastic trays, flow wrap, board and film combined, fibre/board, board and film combined food-to-go, flexible film paper and outer packaging), it provides the ability to offer their customers benefits through packaging which maintains food quality for longer, building immediate brand trust, and financial benefits from a reduction in food wastage returns to the suppliers. It also facilitates the expansion of geographical supply and the ability to reach into new markets

For **Supermarkets**, the benefits are significant. For certain products, an extra one-day extension of shelf-life can reduce food waste by up to 50%, which results in material reduction in financial losses incurred from wastage, reduction in costs of disposal, shelves fuller of fresh produce and increased profit margins.

Lastly, for **Consumers**, the benefits are better, fresher produce in stores and reduced food wastage at home.

### **About Sharpak**

Sharpak is part of Groupe Guillin SA (Group revenues are NZ\$1.7B) headquartered in France. It is a European market leader in eco-designed food packaging solutions.

Sharpak develops, manufactures and distributes the largest portfolio of packaging solutions for fruit and vegetables and ready-made meals in the UK. In the fruit and vegetable sector, it offers attractive, functional and sustainable packaging for all types and sizes of fruits, salads, vegetables and fresh herbs to retailers and food processors. Sharpak also supplies the ready-meals market, professional food trades and commercial catering with an entire range of innovative packaging options manufactured at its production site.



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

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**About Groupe Guillin SA**

A French family business listed on the stock exchange, Groupe Guillin SA (EPA:ALGIL) was founded in 1972. Since then, it has become an innovator and leader in the field of food protection packaging. Protecting the environment, eco-design, and the use of environmentally friendly raw materials have been key concerns for the group. In addition to manufacturing plants in France and the UK, Groupe Guillin operates companies in The Netherlands, Belgium, Switzerland, Germany, Italy, Spain, Poland, Portugal, and Romania. The group employs 3,500 people focused on progress and performance, whilst prioritising a circular economy, excellence, and respect for the environment.

To learn more, please visit <https://www.groupeguillin.fr/en/>

#### **About OSY Group Ltd**

OSY Group Ltd is a visionary organisation at the forefront of the hygiene technology sector, driving transformative change for a more sustainable world. Their commitment to innovation has been recognised via the award of prestigious Innovate UK grant funding. OSY find tailored solutions to customers challenges by combining their four key pillars, innovative, sustainability, customer centric and trusted, and the knowledge of their extensive partners to deliver long-term results and build long-lasting partnerships. Their diverse portfolio of sub-brands, OSY Xtend, OSY Hygiene, OSY Technology and OSY Animal Health, specialise in unique sectors to provide targeted solutions tailored to their customers' needs and to help them meet their goals.

To learn more, please visit [www.osy-group.com](http://www.osy-group.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)