

15 January, 2024

Zenova Group PLC

("Zenova", the "Company" or the "Group")

Zenova expands into Latin America through a sales and distribution deal for all paints and extinguishers

Zenova Group PLC (AIM: ZED) the innovative fire suppression and interdiction solutions Company, is pleased to announce expansion into Spain, Portugal, and Central and South America markets through the signing of a sales and distribution agreement for its entire range of heat management and fire safety solutions with E-Z International. The agreement is exclusive in Portugal and Central America, E-Z International will sit alongside the Company's existing sales and distribution partner in Spain. E-Z International is an SPV recently formed by Gabriel Coll Abrinas, a successful consumer products entrepreneur in the region, with ambitious plans to expand sales of Zenova's high performance, industry-leading-certified paints, and extinguishers. The Company will benefit immediately from Mr Coll-Abrinas's business relationships in the Spanish-Portuguese speaking world to penetrate new markets in Latin America.

The exclusive agreement will cover an initial period of three years and can continue if the Agent achieves a minimum sales target level of £100,000 per annum. If the sales target minimum is not met, the agreement becomes non-exclusive. Samples have already been shipped to EZI and they have begun to engage with large corporate entities as well as local government departments and are in the process of demonstrating the products in both Spain and Portugal. Both parties are confident that these targets will be exceeded easily through large potential sales in these promising new markets.

Gabriel Coll Abrinas, Head of E-Z International In announcing this agreement said, "I am impressed with the performance of Zenova's innovative fire retarding paints and extinguisher fluids, in particular through my recent participation in a thorough testing study at one of Latin America's leading institutes. I have been consistently impressed with the capabilities of Zenova's leading product, and so setting up E-Z International in order to better exploit the growing opportunity for fire safety upgrading across the Iberian Peninsula and Latin America, was an easy one."

Thomas Melchior, CEO of the Zenova Group commented, "This agreement is a further step in executing Zenova's international expansion strategy through partnering with strong, experienced, regional companies to accelerate penetration of Zenova products and solutions. We have been persuaded by **Gabriel's** excitement for potential sales of Zenova products and solutions across Latin America, as well of course, with his significant financial success of building businesses in the region to date."

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Zenova Group PLC

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About Zenova Group PLC

The Group, through Zenova Ltd, is the holder of intellectual property that underpins a suite of fire safety and temperature management products and technology. The product range is applicable to industrial, commercial, and residential markets. The Group's products include fire retardant paints, insulating paints and render, fire extinguishing fluid and fire extinguishers. Through innovative development, and a refined formulation and

development process, Zenova provides industry leading solutions across a range of fire protection and temperature management problems, comprising:

Zenova FP, fire protection paint

A water based, fire protection paint (also known as a 'thermofoaming' or 'intumescent' paint), which can be used on any surface and colour matched to any colour. When exposed to heat or flames, the paint expands and creates a solid foam-like crust which will not burn and insulates the surface it is painted on. This prevents surfaces from catching fire and stops fire spreading. It has been tested by global fire industry experts and complies with UK building regulations and the latest UK and European fire safety standards.

Zenova IP, thermal insulation paint

A thermal insulation paint embeds the most modern insulating technology in a thermos-like ultra-thin layer. It saves energy by increasing the thermal insulation level in commercial and residential buildings. Solar heat can increase the temperature within a building by 75% to 90%. Zenova IP has been independently tested and validated to deflect, absorb and dissipate up to 75% of this heat, thereby reducing the inside temperature by up to 45%. Suitable for both exterior and interior, on any type of surface

Zenova IR, thermal insulation render

Zenova IR is a ready mixed insulation render that can be applied to internal and external walls in commercial and residential buildings to provide immediate insulation benefits and can be colour matched to any colour.

Zenova FX, fire extinguishers

A fire extinguisher like no other. It puts out class A, B, F, E fires fully tested against European EN3 as well as British standards. Available in 6 and 9 litre sizes.

Zenova FX500, aerosol fire extinguisher

The Zenova FX500 is a high-performance handheld fire extinguisher that is tested by independent experts and adheres to the highest industry standards. Safe for use on any type of fire the Zenova FX500 reduces the risk of reignition. The Zenova FX 500 is quick, easy and safe to operated and has been tested to BS6165 standard.

Zenova WB, wildfire barrier

A wildfire barrier fluid (applied via spray wands or aerial drops), which provides a virtual barrier where fire simply will not burn. Repeated tests on a variety of extremely dry wildfire fuels (grasses, hays, brush) demonstrates the incredible fire resistance Zenova WB provides, while remaining viable after application for 30+ days in dry conditions.

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