



AQUA BIO TECHNOLOGY ASA

## Commercial update Aqua Bio Technology (ABT)

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Cosmed (Norway) is the first distributor to launch Moana Skincare broadly in Norway and has a distribution model that covers about approx. 900 stores. [Cosmed](#) is actively using Moana Skincare seminars, Instagram, Facebook and influencers in its commercialization process and has established a new physical Cosmed store at [Lillestrøm Torv](#) for their skincare products. ABT received the first order from Cosmed in August 2021. Cosmed will also commence distribution of B Natural in Norway.

Sitil Bohemia (Prague) is distributing Moana Skincare, Seidr and Seidr Clinique in the Czech Republic and Slovakia via the online shop [Klidnesiuzivam](#) supported by inhouse social media team on Facebook and Instagram. ABT has received the first orders for both Moana Skincare, Seidr and Seidr Clinique.

Maikiwi Ltd (Auckland) is distributing Moana Skincare in [Mainland China](#) and ABT received the first order on Moana Skincare in September 2021 since the new distribution agreement was entered into in August 2021.

D & S Maisey Limited (Auckland and Manila) has a letter of intent for the exclusive distribution of Moana Skincare in Japan and the Philippines. The registration documents for Japan are under review, and preparation for [launch is ongoing](#).

Al-Dawaa Pharmacies (Saudi Arabia) has started the registration process of Moana Skincare in Saudi Arabia and contemplates an initial launch of Moana Skincare to [50 pharmacies](#) across Saudi Arabia. The registration process is delayed due to an organizational change in Al-Dawaa, so the launch is expected to take place in 2022.

[DNO Group International Trading](#) (Hong Kong) is currently evaluating Moana Skincare. DNO Group International Trading markets and distributes third party beauty products in seven Asian markets that all are enjoying rapid growth.

[DBK Pharmaceuticals S.A.E.](#) (Egypt) is a fast-growing company engaged in the marketing and sales of high-end cosmetics as well as other consumer goods in Egypt. There is a delay in the registration process, but subject to completion of the registration process, ABT has received its first order on Moana Skincare.

[Moana Active Skincare Ltd](#) (New Zealand) is one of the three producers of the Moana Skincare Brand and has a distribution agreement for New Zealand and Australia, retaining ABT's local presence and knowledge of Moana Skincare Brand origin. Moana Active Skincare Ltd. will participate in and facilitate a contemplated rebranding of the Moana Skincare Brand. ABT has received its first order on Moana Skincare.

### Launch of Seidr, Seidr Clinique and B Natural

Covid 19-issues delayed the production (lock-down) and delivery of products (logistics) following this Summer's launch, but ABT has received good attention in the market and expects to enter into new distribution agreement in Europe for these brands. Sitil Bohemia is the first Seidr and Seidr Clinique distributor in Europe and Cosmed are ready for B Natural distribution in Norway.

### Production & Logistics

ABT has previously entered into a manufacturing agreement with the newly incorporated Moana Active Skincare Ltd for the production of Moana Skincare. [This company](#) will also distribute Moana Skincare in New Zealand and Australia. To secure timely production and supply of Moana Skincare and B Natural, [Pauling Industries](#) in New Zealand and [DCP Dermoscience](#) in Canada will also produce Moana Skincare and B Natural for ABT in the future.

### Atyp - Advertising and Media Agency

ABT will hire ATYP to increase ABT's skincare product visibility and recognition in the market. [Atyp](#) is a recognized full-service hybrid agency that aims to develop creative solutions for market share growth and brand recognition through seamlessly integrating brand strategy, creativity, design, media performance and technology.

### Restorsea LLC

Restorsea was in 2012 given exclusive and global sub-licensing rights to AquabeautineXL™, ABT's proprietary technology until 2032. Restorsea sells its own products series based on AquabeautineXL™ through its own website, Amazon.com, appr. 134 physician clinics in the USA, as well as through clinics and websites in Brazil. In 2021 Restorsea announced licensing agreements with Nasdaq-listed LifeMD and Nasdaq-listed Hydrafacial. Hydrafacial launched key products based on

AquabeautineXL™ in February 2021 and LifeMD expects to launch a NAVA MD products based on ABT's proprietary technology in 2022.

In November 2021 Restorsea's launched several products from its PRO-line in South Korea. South Korea is one of the top 10 beauty markets in the world, representing nearly 2.8 percent of the global market and it is known that it is a long process to have cosmetic products successfully registered in South Korea. The products are distributed online through Shilla IPARK Duty Free Shop, the world's largest downtown duty-free store.

ABT's exclusive supply and license agreement with Restorsea has so far provided income of more than USD 21 M to ABT. Restorsea's supply and license agreement are subject to Restorsea exercising its options to extend its exclusivity from 2022 to 2027, where the payments for continued exclusivity are due in 2022 (USD 2.5M) and 2027 (USD 2.5M). ABT receives royalties on sale of AquabeautineXL™, end products and licensing fees from sub-license agreements.

ABT's income from royalties and sale of AquabeautineXL™ increased in 2021 and the positive trend from Restorsea's commercialization increases the likelihood that ABT will receive additional renewal payments (USD 2.5M in 2022) and increased revenue from the sale of ingredients and royalties.

### **R&D Project related to production of Aquabeautine XL**

ABT expects to complete the first step of its R&D project related to the production of Aquabeautine XL during first half of 2022. Besides facilitating a larger automation of the production process, ABT also hope to further increase the sustainability of its key ingredient based on its proprietary technology

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For further information, please contact CEO Håvard Lindstrøm mobile phone +47 941 32 288.

Aqua Bio Technology is developing and commercializing sustainable biotechnology for use in skincare products. ABT's cosmetics ingredients are highly effective and they provide the cosmetics industry with natural alternatives to traditional ingredients. ABT is also marketing and distributing natural skincare products developed by partners towards consumers and professional users. ABT's focus on commercialization and development of natural ingredients and natural skincare products has been, and will continue to be, an important part of the Company's strategy going forward. Aqua Bio Technology is listed on the Euronext Expand market of the Oslo Stock Exchange.

### **Disclosure regulation**

This information is subject of the disclosure requirements pursuant to section of 5-12 of the Norwegian Securities Trading Act.

### **Contacts**

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### **About Aqua Bio Technology ASA**

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### **Attachments**

- [Download announcement as PDF.pdf](#)