



AQUA BIO TECHNOLOGY ASA

Aqua Bio Technology ASA - Cosmed Beauty Shop has been launched in Sweden and sales have commenced

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Reference is made to stock exchange announcement [28 July 2022](#) with the completion of acquisition of Cosmed Beauty AS and Ultrabody AB. Through the acquisition of Ultrabody AB the Swedish [webshop](#) has now been launched and the first sales to customers have taken place.

Cosmed Beauty AS has since October 2020 collaborated with [Equal Agency](#) for social media marketing in Norway and is also collaborating with many ambassadors and influencers, achieving good results with marketing made by influencers. The skincare distribution specialist [Cosmed Beauty AS](#) has access to 800-900 salons and spas, in addition to end users, to which they distribute various products in Norway. As communicated in stock exchange message [28 June 2002](#) the turnover in their Norwegian online store as of May 2022 was higher than in 2021 fiscal year.

Cosmed Beauty AS now duplicates the Norwegian successful strategy into Sweden and has engaged [Metapic](#) for this work. Metapic is one of Sweden's biggest platforms for collaborations and influencers. Sweden has twice the inhabitants of Norway. All logistics are served from Sweden, by a third-party webshop-storage solution. Having the storage solution in Sweden, opens up to handle orders from other countries outside of Sweden as well.

By combining Aqua Bio Technology's (ABT) position as a product supplier with Cosmed Beauty AS and Ultrabody AB's capacity in distribution, ABT controls a very profitable value chain from production, distribution, to end users in Norway and Sweden. In addition through the acquisition of Ultrabody AB, ABT gets access to all countries within the EU.

Cosmed Beauty AS and Ultrabody AB are heading for a turnover of 17-18 MNOK in 2022 with an EBITDA of around 4-5 MNOK. The budget for Cosmed Beauty AS and Ultrabody AB shows an increasing EBITDA margin and yearly average growth rate of more than 50% p.a. for the years 2022 to 2027. As a consequence of the acquisition, Cosmed Beauty AS and Ultrabody AB 's financial results will become consolidated financial statements in ABT from August 2022.

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

Aqua Bio Technology (ABT) 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.

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About Aqua Bio Technology ASA

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Attachments

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