



AQUA BIO TECHNOLOGY ASA

Aqua Bio Technology ASA - Skinteam Norge AS has launched Seiðr og Seiðr Clinique in 10 skincare webshops

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Skinteam Norge AS (Skinteam) is today the largest player in Western Norway in skincare, with 3 wholly owned salons and close cooperation with 13 independent partner salons. In total Skinteam currently has 16 skin and hairdressing salons. Skinteam has now launched Seiðr og Seiðr Clinique in 10 skincare webshops.

Read more about Skinteam: <https://www.skinteamstore.no/297-SALONGER>

About Skinteam:

Skinteam is a retail chain that targets independent skincare and hairdressing salons with “one stop shop” solutions. Skinteam offers a fully integrated operating system for independent salons: white-label online store, membership club, sales training, product training, advertising, AI app and high-quality products. Skinteam was built up by the SATS founders Per Egil Borge and Bjørn Sigurd Johansen. Skinteam offers independent salons a range of services, enabling them to improve profitability without Skinteam assuming risk on the salons' operational side.

All affiliated salons undertake to have Skinteam as the main supplier of products, where approx 80% of sales over the counter and 100% of professional products used in treatment are purchased from Skinteam. All income is channeled through Skinteam centrally and paid to the partner salons in arrears enabling Skinteam to capitalize on the growth in line with the salons' results while taking limited liquidity risks.

Skinteam today has more than 1,000 paying members according to the model that was developed in SATS. The memberships are either basic memberships or memberships that include monthly treatments - at a higher price. All memberships have a commitment period of 12 months, and are used across the verticals. The membership club gives Skinteam and the partner salons higher income and in addition provides recurring income.

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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Attachments

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