



AQUA BIO TECHNOLOGY ASA

## Aqua Bio Technology ASA: Skinteam Norge AS enters into new partnership

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Skinteam Norge AS ("**Skinteam**"), has signed an agreement with Hare Norway AS which gives Skinteam exclusive rights to market and distribute products and services through Hare Norway's app.

Hare Norway AS is a company within the delivery service industry. The company has an innovative delivery app that empowers customers to easily order and receive a wide range of items, redefining convenience. They offer an extensive selection of products, including food and beverages, footwear, clothing, wellness products, and much more. Their vision is to challenge industry giants like Foodora and Wolt, and they have had strong growth since their inception. In Bergen, they currently have partnerships with over 50 companies, with a pipeline of new partnerships. In Oslo, where they are gradually expanding after their successful launch in Bergen, they already have 33 partnerships, and this number is set to grow. See <https://hareapp.no/>

### 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.

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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.

### Contacts

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## **Attachments**

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