



AQUA BIO TECHNOLOGY ASA

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

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Following Aqua Bio Technology ASA's ("ABT") acquisition of Skinteam Norge AS ("Skinteam"), Skinteam has signed the first spa & skincare salon in Bergen. Vannkanten Spa and Bodycare **opened its doors in 2001, and is the place for those who want quality in combination with a bit of luxury and well-being.** Vannkanten Spa & Bodycare **offers everything in skin and body care, and can offer both facials, pedicures, massages and spa treatments.** **Following this signing** Skinteam currently has 17 skincare and hairdressing salons.

"The spa, which is a high-end spa located in the Vestkanten shopping center in west Bergen, means that we are now represented in all of Bergen's districts. So far, almost all the salons that have been presented with our concept have signed an agreement with us, so it is clear that independent salons, spas and hairdressing salons find it interesting to become part of a larger unit and where we gather under the same umbrella. This makes us stronger together in an increasingly challenging competitive everyday life that requires more and more to succeed as a small skincare salon, says Per Egil Borge, co-founder of Skinteam"

See website: www.spabodycare.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.

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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