



15 March 2022

First \$1.1 million SuprCuvr Order Delivered

Highlights

- **Skin Elements has delivered 120,200 litres of SuprCuvr in its first major sales order with Pacific Health Care with sales value of \$1.14m from 86,040 units of SuprCuvr.**
- **SuprCuvr is now stocked by 168 IGA and 15 Good Grocer IGA supermarkets in Western Australia.**
- **Pacific Health is also supplying and marketing SuprCuvr to the mining, hospitality (including Airbnb), education, health care (hospitals and aged care), office and transport sectors.**

Australian natural health care company Skin Elements Limited (ASX: SKN) (Skin Elements, the Company) is pleased to provide the following update on sales of its TGA registered SuprCuvr hospital grade disinfectant under its Distribution Agreement with Pacific Health Care Pty Ltd (Pacific Health).

Skin Elements executed a binding Agreement with Pacific Health for the exclusive distribution of SuprCuvr in Australia and New Zealand (Agreement) in January (ASX announcement, 17 January 2022).

Pacific Health has achieved outstanding sales results in the first seven weeks of the Agreement, with Skin Elements delivering 120,200 litres of SuprCuvr in 86,040 units of various sizes and invoicing \$1,140,504 in sales for the period up to Friday 11 March.

Via the Pacific Health Agreement, SuprCuvr is now stocked by 168 IGA and 15 Good Grocer IGA supermarkets throughout Western Australia.

In addition to the retail sector, Pacific Health is supplying and marketing SuprCuvr to the mining, hospitality (including Airbnb), education, health care (hospitals and aged care), office and transport sectors.

This represents a highly successful initial sales phase, which also included initial product set-up and familiarisation, plus product marketing by Pacific Health, and leaves Skin Elements and Pacific Health well placed to achieve the minimum sales volumes in the initial 12 months of the Agreement of 1.2 million litres of SuprCuvr.

Skin Elements' Executive Chairman Mr Peter Malone said:

"We are delighted to report initial sales results from our SuprCuvr distribution agreement Pacific Health Care. Pacific Health have shown themselves to be a great partner for Skin Elements and SuprCuvr to date. Their ability to understand the product and its market, and mobilise its sales team to deliver such positive sales results and in such a short period of time is testament to their expertise, and more importantly the quality of the SuprCuvr product. We look forward to providing further, regular sales updates to the market."

Pacific Health Care was established in 1987, and has a successful track record of selling and distributing a range of consumable medical products into the Australian medical industry.

Its customers include; state governments (NSW Health, WA Health, Queensland Health and Tasmania Health), hospitals (St John of God Hospitals and Perth Children's Hospital), clinics, aged care facilities, general practitioners and dentists, surgical and medical sub-distributors, veterinary clinics, and at home patients.

Pacific Health is ISO 9001:2015 quality certified with established distribution facilities in Perth, Western Australia, and national logistics capability, and employs registered nurses in its sales representative team.

About SuprCuvr and SE Formula

SuprCuvr is a TGA registered hospital-grade disinfectant (Australian Register of Therapeutic Goods number 373328) made from a 100% plant-based formula.

Independent laboratory tests have confirmed that SuprCuvr has 99.99999% (7 log reduction¹) effectiveness against COVID 19². Skin Elements' research indicates that SuprCuvr is the first and only approved disinfectant globally with a 99.99999% (7 log reduction¹) efficacy against COVID 19.

The combination of exceptionally high efficacy in a 100% plant-based formula presents a significant market opportunity for SuprCuvr in large-scale settings where disinfectants are deployed.

¹ In terms of infection control, log reduction conveys the level of effectiveness in reducing pathogens. The greater the log reduction, the more effective the product is at killing bacteria and other pathogens that can cause infections.

² Independent laboratory testing by Eurofins AMS Laboratories Pty Ltd, which provides chemical, microbiological and physical analytical testing services to many industry sectors. It is part of the global Eurofins group of laboratories, headquartered in Luxembourg, which has a network of more than 800 laboratories in 50 countries.

This announcement is authorised by the Board of Directors of Skin Elements Limited.

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About Skin Elements

Skin Elements (ASX: SKN) is an award winning Australian owned and operated ASX-listed health care company focused on the development of natural and organic health care products. Skin Elements innovative approach to plant-based and organic personal care and skincare products has enabled the creation of a portfolio of products that have been sold and distributed across the world. Its flagship products include the SuprCuvr TGA-registered, hospital-grade disinfectant, SuprCuvr alcohol free natural sanitiser, Soléo Organics natural and organic sunscreen, PapayaActives natural therapeutics skincare and Elizabeth Jane Natural Cosmetics brand.

Further information is available via the Company website: <http://skinelementslimited.com> and on the Company online store: www.sknlife.com.au

About Pacific Health Care

Pacific Health Care, is a Perth, Western Australia, headquartered medical and health sector distributor, established in 1987. It specialises in selling and distributing consumables into hospitals, aged care facilities and nursing homes, government departments, general practitioners and dentists, surgical and medical sub-distributors, veterinary clinics, and at home patients. Pacific Health Care was acquired by new owners in 2021 who are committed to further growing the already successful health care business.

Further information is available via the Company website: <http://pacifichealthcare.com.au>



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