



31 July 2024

## Quarterly Activity Report - Period ending 30 June 2024

Australian natural biotechnology company Skin Elements Limited (ASX: SKN) (Skin Elements, the Company) is pleased to present its Quarterly Activity Report for the period ending 30 June 2024.

### Quarterly Highlights

- **ECO-Nurture sustainable, horticultural plant bio stimulant formula commences commercial deliveries for spray programs of ECO-Nurture on kiwi fruit orchards in New Zealand**
- **The SuprCuvr disinfectant formula sees early sales of SuprCuvr 3 in 1 delivered into health and public transport sectors for assessment and qualification purposes**
- **Large-scale distribution opportunity for Soléo Organics sunscreen in the retail pharmacy sector continued to be advanced in the Quarter**
- **R&D Rebate advance of \$138k received in the quarter resulting from the eligible R&D expenditure for FY2024.**

### SE Formula™ – the Cornerstone of our Business

The SE Formula has been developed by Skin Elements over the last 15 years and is the core of every natural product we develop. Products with the SE Formula™ have scientifically proven efficacy while using only natural and plant-based ingredients and have come to be trusted by consumers.

To date, the Company has developed four core formulas, each with potential to provide viable, efficacious alternatives to widely-used chemical based products in mass markets globally. These formulas form the basis of Skin Elements' product range - Soléo Organics, SuprCuvr, ECO-Nurture and PapayaActivs Therapeutics – and underpin its value proposition.

During the quarter, Skin Elements' continued investment in the research and development of its proprietary plant-based, high-performance SE Formula biotechnology and has delivered initial commercial sales of ECO Nurture and SuprCuvr products.

Skin Elements has a three phase development process leading into commercial scale production and sales:

- Phase 1. Pure research and development to undertake investigations into natural organic ingredients and processes to prepare prototype formulations.
- Phase 2. Produce test batches and undertake product trials, test marketing and regulatory certifications.
- Phase 3. Negotiate distribution agreements and commence scale up production and launch into commercialisation.

**Commenting on the quarter, Skin Elements Executive Chairman Mr Peter Malone said;**

*“With our focus on bringing large scale commercialisation opportunities to fruition at the formula level, the delivery of initial orders of ECO Nurture and SuprCuvr lay the foundations for the recognition of significant unrealised value in the near future. The Company continues to carefully manage its operational cashflows through reduced corporate and operating costs as it seeks to transition to achieving commercial scale outcomes. Our commitment to a formal three-phase approach to research and development enables the Company to qualify for the Research and Development Tax Rebate for the 2024 year, and during the quarter we received an advance on our R&D Tax Rebate from Radium Capital.”*

**ECO-Nurture – Phase 3 Commencing**

ECO-Nurture is a sustainable, horticultural-specific plant bio stimulant product developed from the plant-based SE Formula biotechnology research and development program as an effective alternative to chemical-based agricultural sprays currently used in crop disease protection globally.

Initial outcomes of independent laboratory testing show Eco Nurture is effective against the PSA bacteria, which has negatively impacted the kiwifruit industry for the past ten years.

Following extensive successful evaluation of ECO-Nurture in a live agricultural setting, including a full-season spray-program evaluation of ECO-Nurture on 10 kiwi fruit farms in New Zealand, ECO Nurture has also demonstrated that it supports high fruit quality, yield quantity, and the cosmetic look of the fruit with zero residual toxicity.

During the quarter, over 2,500 litres of ECO Nurture concentrate have been delivered to kiwi fruit orchard managers in New Zealand with a further 1,500 litres delivered in July. For the third year of the farm evaluations commencing presently over 120 orchards out of the 200 kiwi fruit owners have all agreed to immediately move over to ECO Nurture spray application program instead of using chemicals – an immediate 60% takeup.

This evaluation was conducted under Zespri Crop Protection Standards Justified Approval (JA) protocols with ECO-Nurture now on the official list Zespri approved spray list. Headquartered in New Zealand, Zespri is the world’s largest marketer of kiwifruit with over \$4.5 billion in sales annually.

With the initial success of its evaluation in the kiwifruit sector, the Company is assessing opportunities in other horticulture sectors, including testing on grapes and other fruit and vegetable crops.

**SuprCuvr - Phase 3 Commencing**

SuprCuvr is a TGA registered hospital-grade disinfectant made from the Company’s proprietary 100% plant-based SE formula. It combines the world’s highest level of efficacy against viral and bacterial infection with a 100% plant-based organic input certified formula to present a significant market opportunity for a chemical-free disinfectant in large-scale settings such as food manufacturing, hospitality retailing businesses, public transport, educational facilities, hospitals and health services .

Skin Elements has continued to focus on test market assessment and qualification of SuprCuvr in transport and educational sectors. These represent large-scale, commercial opportunities for SuprCuvr to be utilised as a disinfectant, replacing widely used chemical-based products.

The Company is currently delivering early sales of SuprCuvr 3 in 1 formulae for disinfectant cleaning, across all government high schools and urban train carriages and stations in Melbourne, Australia. It will advise of any material progress on this.

### **Soléo Organics – Phase 3 Commercialisation Negotiations**

Soléo Organics is an award-winning, natural and organic sunscreen formulation, providing a highly effective, high performance chemical-free sunscreen range. It was the first application borne out of Skin Elements' SE Formula research and development program.

#### Distribution

Negotiations continue to progress during the quarter with a leading health retail group in the United Kingdom for distribution of the Soléo Organics sunscreen formulation under white label.

As part of this process, independent laboratory testing designed to confirm key performance specifications for the UK market is in progress. This includes testing the Soléo Organics sunscreen formulation and final product development testing for both an SPF50 and 5-Star UVA rating which has previously been unheard of for a natural organic sunscreen formulation.

Skin Elements will update the market on any material progress on these, or any other, sales or distribution opportunities.

### **PapayaActivs Therapeutics – Phase 2 completing**

During the quarter, Skin Elements continued to progress Phase 2 improvements in the PapayaActivs formulation.

The fourth SE formulation, PapayaActivs combines a high concentration of natural pawpaw extract with other active natural ingredients to help relieve the symptoms of skin conditions, like psoriasis, rashes, eczema, assist in healing of minor burns and wounds, and relieve mild muscle, joint and arthritic pain. PapayaActivs is listed on the TGAs Australian Register of Therapeutic Goods.

The Company has completed the Phase 2 (product formulation improvements) as at the end of July with product expected to go into Phase 3 test market launch during September quarter.

### **Corporate**

#### Research & Development Rebate and Radium Facility

The Company's commitment to the continued research and development of its natural SE Formula Biotechnology sees it eligible for the Federal Government's R&D Rebate for the 2024 financial year with R&D Rebate calculation of \$1.2m as at 30 June 2024.

During the quarter, Skin Elements received an advance of \$138k under the R&D Rebate advance facility provided by Radium Capital.

### **Summary of Operating Cashflows**

The Company's progression through the three phase research program is reflected in the operating cashflows for the quarter, which included customer receipts of \$267k, an increase from previous quarters. Operational cash outflows included \$267k invested in product manufacturing, staff and research & development, and \$146k for marketing, administration and corporate finance costs. Net cash outflows from operating activities for the quarter of were \$146k. The Company continues to manage operational cashflows in line with operational and financing cash inflows.

As noted in the Half Year Report, the Board intends, subject to shareholder approval, to issue equity securities to Directors for executive services and directors' services in accordance with service agreements and therefore no payments were paid during the quarter to entities associated with the Directors.

This announcement has been approved 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 natural biotechnology company focused on the development of its SE Formula Biotechnology. Skin Elements world leading innovative approach to research and development of plant-based and organic sourced ingredients has enabled the creation of a portfolio of all natural plant based formulations that have global applications. Its flagship formulations have delivered products that include the SuprCuvr TGA-registered, hospital-grade plant-based disinfectant, ECO-Nurture plant bio-stimulant, Soléo Organics natural and organic sunscreen, PapayaActivs natural therapeutics skincare products and the 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](http://www.sknlife.com.au).



# Appendix 4C

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

**SKIN ELEMENTS LIMITED (ASX:SKN)**

ABN

**90 608 047 794**

Quarter ended (Current quarter)

**30 June 2024**

### Consolidated statement of cash flows

	Current Quarter \$A'000	Year to date (12 Months) \$A'000
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	267	404
1.2 Payments for:	-	-
(a) research and development	(133)	(659)
(b) product manufacturing and operating costs	-	(65)
(c) advertising and marketing	(25)	(72)
(d) leased assets	-	-
(e) staff costs	(134)	(481)
(f) administration costs	(94)	(282)
(g) corporate costs	(25)	(149)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	4
1.5 Interest and other costs of finance paid	(2)	(78)
1.6 Income taxes (paid) / refunded	-	-
1.7 Government grants and tax incentives	-	1,130
1.8 Other: (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(146)</b>	<b>(248)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>-</b>	<b>-</b>

Consolidated statement of cash flows	Current Quarter \$A'000	Year to date (12 Months) \$A'000
<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	200
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issues of equity securities or convertible debt securities	(5)	(40)
3.5 Proceeds from borrowings	138	983
3.6 Repayment of borrowings	(2)	(1,111)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>131</b>	<b>32</b>
<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of period	157	358
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(146)	(248)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4 Net cash from / (used in) financing activities (item 3.10 above)	131	32
4.5 Effect of movement in exchange rates on cash held	-	-
<b>4.6 Cash and cash equivalents at end of period</b>	<b>142</b>	<b>142</b>
<b>5. Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1 Bank balances	142	157
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other (provide details):	-	-
<b>5.5 Cash and cash equivalents at end of quarter</b> (should equal item 4.6 above)	<b>142</b>	<b>157</b>
<b>6. Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>	
6.1 Aggregate amount of payments to related parties and their associates included in item 1	-	
6.2 Aggregate amount of payments to related parties and their associates included in item 2	-	
Note: if any amounts are shown in items 6.1 and 6.2 your quarterly activity report must include a description of, and an explanation for, such payments		
As disclosed in the December 2023 Interim Financial Report, the Board intends, subject to shareholder approval, to issue equity securities to Directors for executive services.		

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify): R&D Rebate Advance Facility	1,194	717
<b>7.4 Total financing facilities</b>	<b>1,194</b>	<b>717</b>

7.5 Unused financing facilities available at quarter end 477

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

<p>■ <b>R&amp;D Rebate Advance Facility Terms and conditions:</b></p> <p><i>Terms</i> Up to 18 months.</p> <p><i>Total facility</i> \$1.194 million based on eligible R&amp;D spend.</p> <p><i>Drawdown</i> As at 30 June 2024, \$717K has been drawn down with balance available of \$477K.</p> <p><i>Security</i> The facility is secured against the R&amp;D Tax Rebate based on eligible R&amp;D spend. The facility and interest is repaid on receipt of the R&amp;D Rebate.</p> <p><i>Interest Rate</i> 14% p.a. pro rata.</p>	
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8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (Item 1.9)	(146)
8.2 Cash and cash equivalents at quarter end (Item 4.6)	142
8.3 Unused finance facilities available at quarter end (Item 7.5)	477
8.4 Total available funding (Item 8.2 + Item 8.3)	619
8.5 Estimated quarters of funding available (Item 8.4 divided by Item 8.1)	4.24

Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer:

N/A

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer:

N/A

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

N/A

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: Wednesday, 31 July 2024

Authorised by: The Board  
(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, AASB 107: Statement of Cash Flows apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – e.g. Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's Corporate Governance Principles and Recommendations, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.