

Stock Data

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| Share Price: | 1.53p |
| Market Cap: | 16.5m |
| Shares in issue: | 1072.4m |

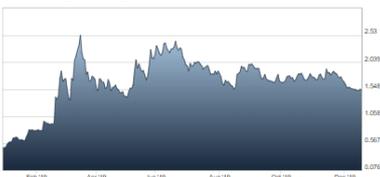
Company Profile

| | |
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| Sector: | Healthcare |
| Ticker: | SKIN |
| Exchange: | AIM |

Activities

Integumen plc ('the Group') is a vertically integrated test services company focused on developing and commercialising technology and products that scientifically prove the impact of skin care product claims for healthcare, life sciences, clinical research, pharmaceutical and cosmetics industries.

Share price performance



Source: LSE

Past performance is not an indication of future performance.

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Integumen plc

Rinocloud Limited ('Rinocloud'), Integumen's wholly owned subsidiary, has signed a 3-year Framework Agreement with Parity Professionals Limited ('Parity'), a subsidiary of Parity Group plc. This Agreement, which follows Heads of Terms to enter a multi-year Framework Agreement announced on 13th November, is for the supply and roll-out of mobile enterprise resource, data management and business tool software services to clients ranging from the National Health Service ('NHS'), Public Sector, Utilities, Housing Associations and Private Institutional companies. Within this, Integumen seeks opportunity to cross-sell intelligent data management and extraction of value-creating analysis with a focus on improving return on investment to Parity's 150+ institutional clients. The software and technology being offered includes full GDPR compliance with secure cloud data migration from existing legacy systems to a digital workplace through the military grade encryption "Drive4Growth" AI platform powered by Integumen's Rinodrive.

This agreement with Parity Professionals offers Rinocloud a vendor approved, ready-made sales, marketing and distribution channel into a client base that is considered ideal for its mobile enterprise resource and data management software services. The two teams have already jointly identified a number of target customers across the Parity client portfolio who would benefit from adoption of Rinocloud products and services. Consultations with these will be initiated early in 2020.

The combined benefits of this agreement include:

- Recurring shared revenue streams for both Parity and Integumen in 2020
- Value-added proposition in demand from Parity clients with c. 3 to 5-year annual contracts
- Immediate access to 150 public and private institutional clients
- Trusted approved vendor for Government and private sectors for over 45 years
- 1,000+ data experts and 100+ enterprise sales and office professionals
- Existing cross-over access to educational institutional research facilities
- Access to multiple industry, public and private sector distribution routes to market
- Well defined roadmap to next level business growth for both Parity and Integumen

Led by Integumen's broker Turner Pope, the Group recently raised gross proceeds of £1.368 million (c.£1.245 million net) through the aggregate issuance of 91.25 million new shares at a price of 1.5p per share. The new shares were Admitted on 16th December. Funds raised were to be directed toward engagement of additional technical support professionals for Rinodrive and its intelligent data management/analytics software services in connection with the Parity framework agreement, as well as providing additional working capital to improve operational capacity and response time.

Today's Parity agreement provides yet another important 'string' to Integumen's prospective 'revenue bow'. It is a clear demonstration of the value the Rinocloud acquisition is introducing to the Group in terms of opening significant new opportunities beyond its current core operations. That said, the core operations are presently booming. Skincare and personal product manufacturers continue to find themselves overwhelmed by excessive data, strict new EU regulation and an urgent need to heighten clinical trial efficiencies. A surge in demand for Labskin's laboratory and data services has recently seen Integumen's Board reiterating guidance that anticipates a four-fold revenue increase for the current year being matched by a further, similar improvement in 2020. Significantly also, the incorporation of Rinocloud's high margin analytic and AI services offer potential for the Group to be generating positive monthly cash flows before the end of the first half of this year, with the weight of anticipated demand from global-scale manufacturers potentially even testing the Group's recently expanded laboratory capacity before the period end.

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