



February 14th, 2022

TOPICS

- ARTERRA AT GLANCE
- POST IPO (2020-2021)
MARKET CONSOLIDATION & DIVERSIFICATION
- FINANCIALS



People Speaking Today



M. GABRIELLA COLUCCI

Founder, President and CEO



GUALTIERO IOIMO

Chief Financial Officer

Arterra Bioscience- *Innovative SME*



Arterra Bioscience

Is a **biotech company** listed on the “Euronext Growth Milan” market of Borsa Italiana since **2019**, founded in Naples by M. Gabriella Colucci in 2004 with the aim of developing technologies and innovative solutions that find application in various industrial sectors. Arterra is a company strongly linked to the **Campania region** from which it derives the natural raw materials underlying many of its actives, as well as being able to take advantage of the ideas and enthusiasm of its **young researchers**.

A Bit of History

Arterra Bioscience started its activity in 2004 as a spin-off of Arena Pharmaceuticals Inc. and based its research group in an incubator laboratory in Naples

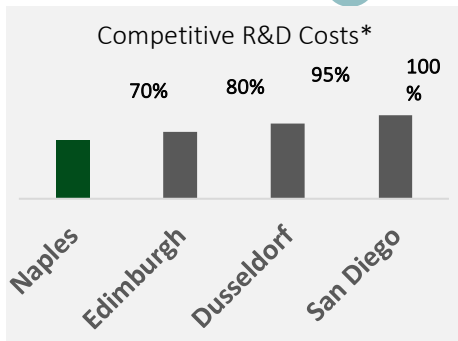


WHY NAPLES?

Accredited Universities and Research Centers


• EU Support fo Research


Competitive R&D Costs



Biotech and its potential

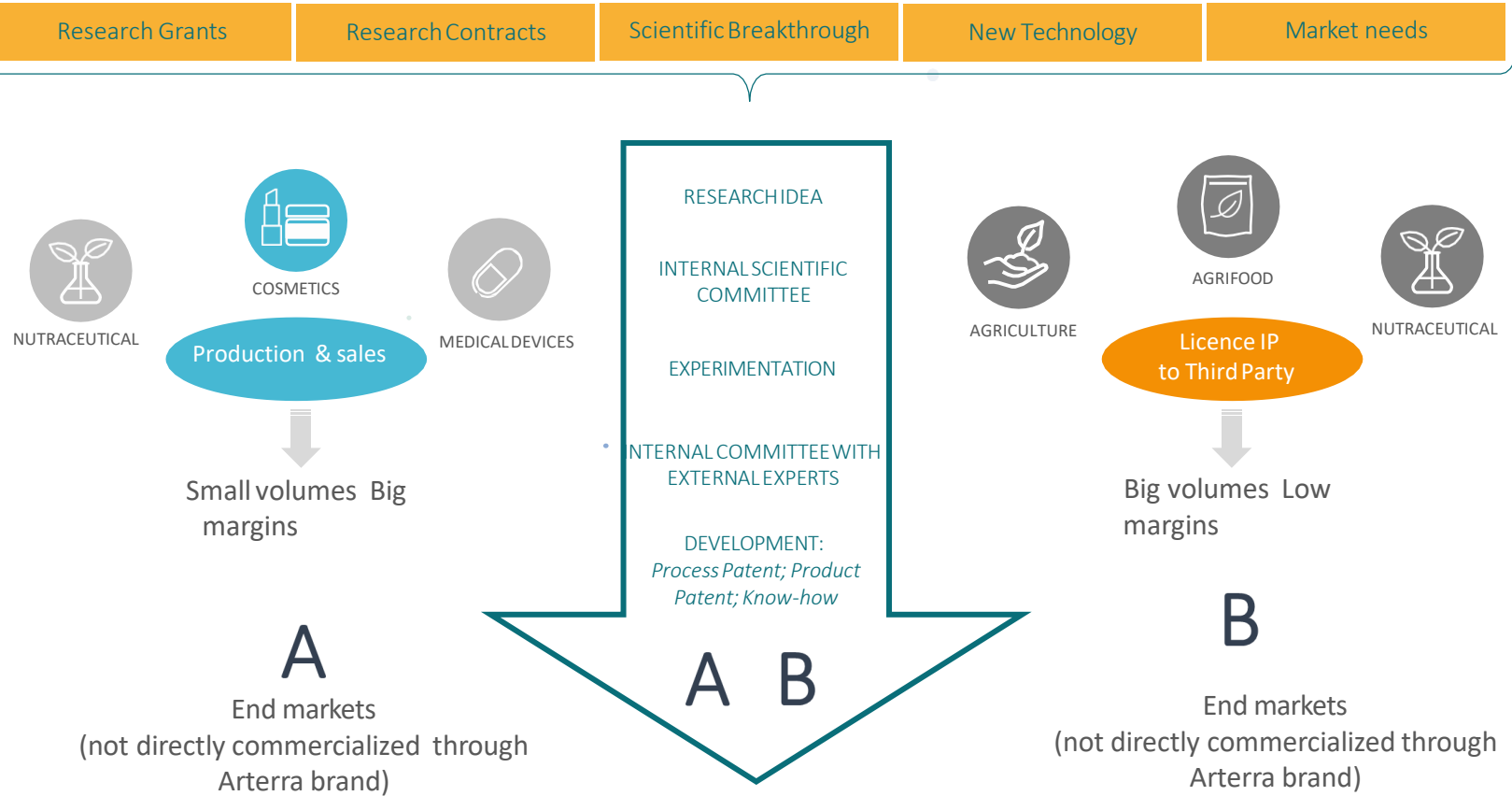


Legend:  Arterra is already active in the market

Legend:  Arterra is preparing to enter the market

Source: Company Management

Our Business Model



Our Business Model: A



Born in 2010 Vitalab srl, a joint venture between Arterra Bioscience and Intercos



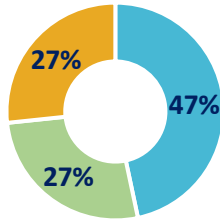
Main Scientific Achievements & Prizes

16 GRANTS

Approved and **financed**

for a total projects' value of approximately **€11m**

The latest grant in 2018 is for a **nutraceutical** research project

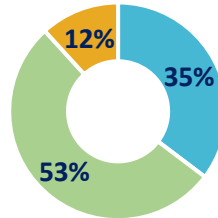


22 PATENTS

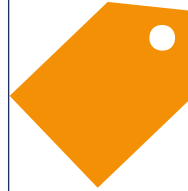
Inventor/co-inventor of 17 patents:

N° 7 Worldwide Patents

N° 15 Italian Patents



3 DEPOSITED TRADEMARK



44 SCIENTIFIC ARTICLES

Co-author of 30 scientific articles on **Peer Reviewed Journals**



60 INNOVATIVE PRODUCTS ON THE MARKET



Marisa Bellisario Prize
Mela d'oro - Women Value Company



EU Prize for Women Innovators



Rising Star 2019 In Cosmetics Global



A successful IPO



Number of shares	6.544.580
Free Float	26,9%
Market Cap	~ 24,2M
<hr/>	
Shares issued	2.208.000
New issue	1.536.000
Selling shares	384.000
Greenshoe	288.000
Warrants* (1: 4 shares)	552.000
Strike price (IPO Price+10%)	€ 2,86
1st exercise period (28 days)	October 2020
<hr/>	
IPO Shares Price	€ 2,6
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IPO Proceeds	€ 5.740.800

* Warrants - main features:

- Issuing ratio: 1 warrant for 4 ordinary shares
- Maturity: 3 years
- Exercise period: 3 periods of 28 days each, in October 2020-2021-2022
- Strike price: IPO Price + 10% for each exercise period (step-up)

Use of Proceeds

R&D



- Integrate new technologies given the possibility of **hiring highly qualified scientists coming from different areas of biological sciences**

- Several R&D projects related to new products for Cosmetics, Nutraceutical, etc.

CAPEX



- New production equipment aimed **at increasing the production capability**

- New production facility

M&A



- Extremely innovative technologies or companies able to enhance the **competitive advantage of ARTERRA**

Diversification Phase



MEDICAL DEVICES



NUTRACEUTICAL



AGRICULTURE



AGRIFOOD

Time to market

2021

2022

2022/2023

2022/2023

POST IPO
2020-2021



Ownership & Company Structure

Main Shareholders

Gabriella Colucci
27.9%

Paolo Colucci
7.5%

**Maarten
Chrispeels**
6.8%

Industrial Shareholders

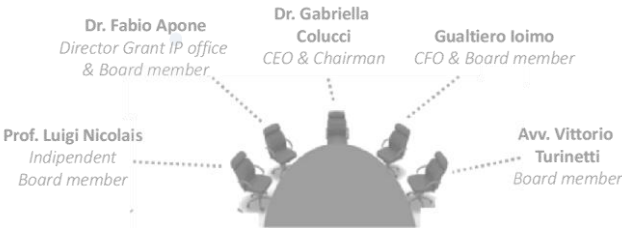
ISAGRO
16.5%

intercos
GROUP
8.7%

Other Shareholders

**Othher
Shareholders**
<6,4%

Floting Shares
26,2%



Employees



Facilities

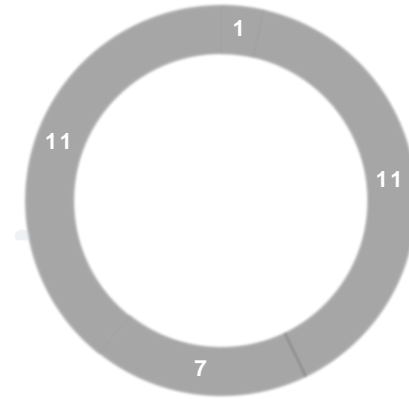


1600 SqM
2020

R&D Team








Production and R&D team



Chem. Ing. PhD's MSc Lab technician

Post IPO new expertise:

-  **Scientific Director:** PhD, Prof. WUR
-  **Production Director:** Chemical Engineer
-  **Biochemist:** Experienced PhD
-  **Synthetic Biology:** Experienced PhD
-  **Chemistry :** Experienced MSc

The number does not include the administrative workforce (4 employees), and the PhD ad MSc students

Management Team



Gabriella Colucci
CEO



Gualtiero Ioimo
CFO
& Investor Relations



Vincenzo Fogliano
CSO



Giuseppe Ferrante
COO



Marida Bimonte
Grant & IP
Director



Annalisa Tito
Cell & Mol Biol.
Director

Company Organization

President & CEO
Gabriella Colucci

Accounting Financial
Gualtiero Ioimo

Assistenza Direzione
Alexandra Fellermeier

Quality Control
Luigi Sena

Scientific Coordinator
Vincenzo Fogliano

Vitalab: Marketing Sales & Regulatory

Production Director
Giuseppe Ferrante

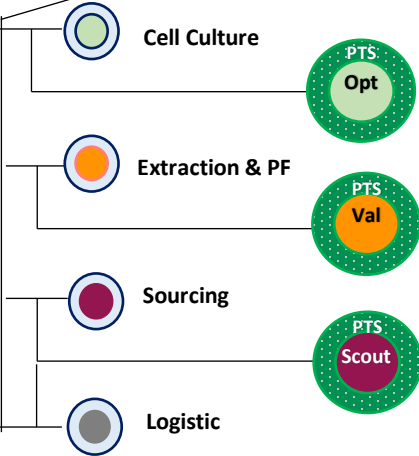
Grant & IP Office Director
Marida Bimonte

MANAGEMENT TEAM (MT)

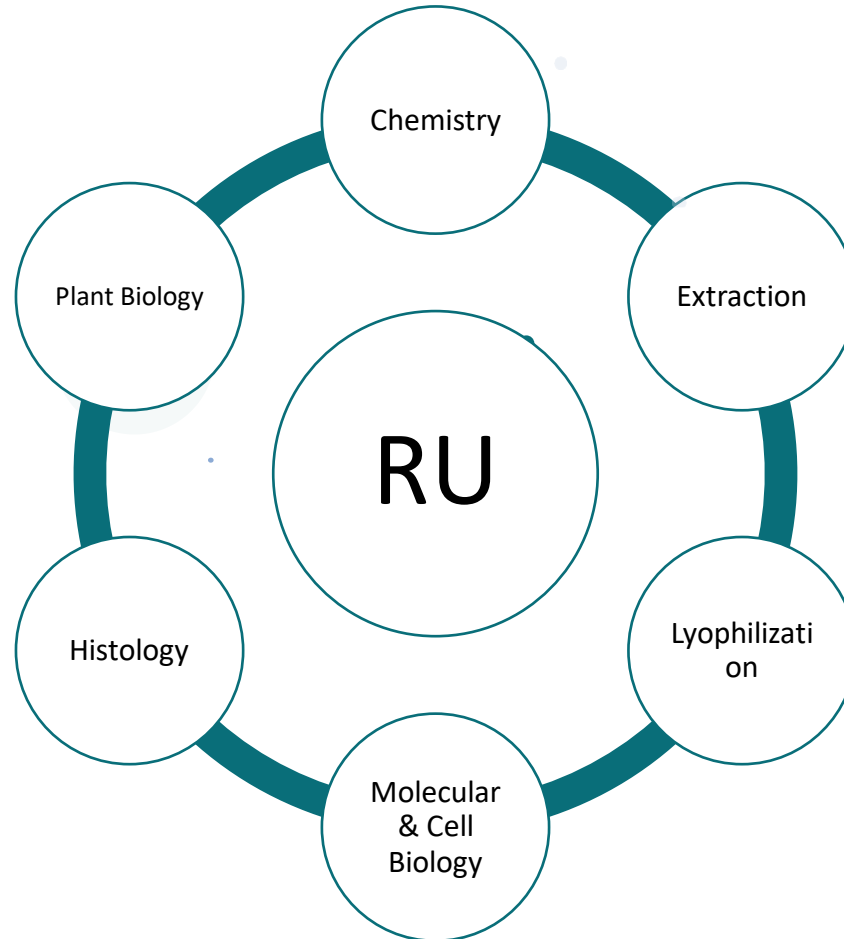
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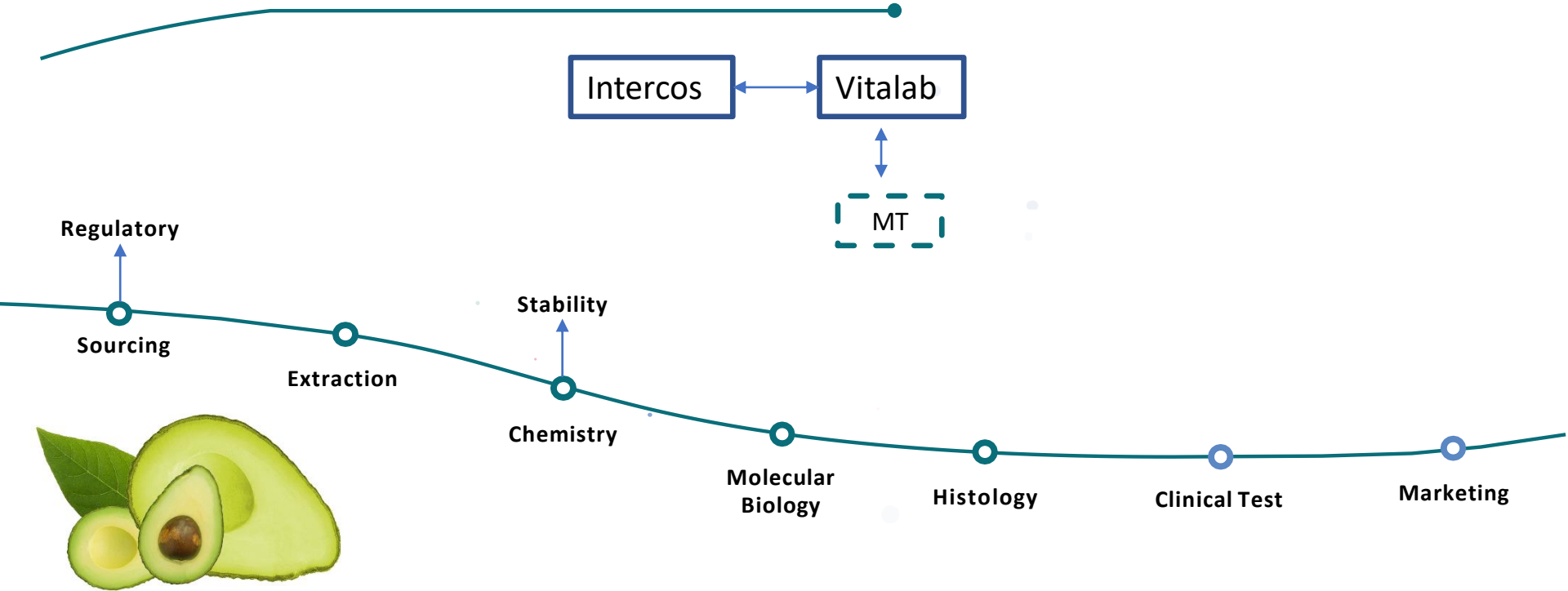
PTS Assay



Research Units



Research Units- Case study



Vita AvoCare

3 months research project

Capex



Total Investment: 1.6 M

New Chemistry lab
New Growing capability
Update Production lab
Update Cell Biol Lab

Certifications



Production Capabilities

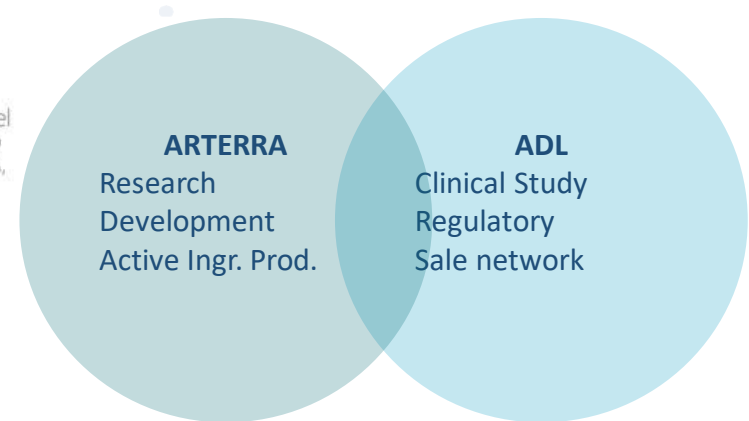
Year	Fulfilled orders (kg)	Productivity kg/day	Productivity Euro/day	Outsourcing (Euro)	
				Cell Culture	Lyophilization
2019	8860	9	3150	147.800	8.800
2020	9117	21	7350	272.636	8.000
2021	E. 14.500	21	7350	14.400	20.000
2022		50	17.500		

M&A

To enhance the competitive advantage of **ARTERRA**



ADL Farmaceutici in data 25 Giugno 2021 ha concluso un'operazione che ha visto l'ingresso nel capitale di importanti investitori come **Arterra Bioscience S.p.A.**, quotata AIM, il **Dott. Giorgio Basile**, precedentemente socio di riferimento di *Isagro S.p.A.*, società quotata sul mercato MTA, segmento STAR di Borsa Italiana e **Salvatore ed Antonio Riccio**, quarta generazione della famiglia da sempre coinvolta nel panorama farmaceutico italiano.



**Arterra
Bioscience,
contratto con
ADL Farmaceutici
per vendita
dispositivi medici**



Business Consolidation

Innovation in COSMETICS - 2020-2021

New Products on the Market



NC55 Vita Ray-Immune
Pelargonium capitatum stem cells



NC56 Anchoryl Vita
Scabiosa arvensis stem cells



NC57 Vita Adren-Align
Ficus carica stem cells



NC59 Vita BotaniGuard.
Punica granatum peels extract



NC60 Vita Up-Gravity
Oenothera Biennis stem cells



NC61 Vita Avocare:
Persea gratissima pulp extract

Business Consolidation

Innovation in COSMETICS - 2020-2021

Scientific Publications

- Ceccacci S, *et al.* **An *Oenothera biennis* Cell Cultures Extract Endowed with Skin Anti-Ageing Activity Improves Cell Mechanical Properties.** Metabolites 2021, 11, 527..
- Apone F. **Uses and properties of bioactive peptides in skin care.** HPC Today, vol. 16 (3), 2021.
- Dini I, *et al.* **An Extract from *Ficus carica* Cell Cultures Works as an Anti-Stress Ingredient for the Skin.** Antioxidants, 2021, 10, 515..
- Tortora A, *et al.* **Soothing Moves: *Cannabis Sativa* Cell Culture Alleviates Inflammation.** Cosmetic & Toiletries, Jan 2021, vol. 136, n. 1, 34-39
- Laneri S, *et al.* **Plant cell culture extract of *Cirsium eriophorum* with skin pore refiner activity by modulating sebum production and inflammatory response.** Phytother Res.
- Tito A, *et al.* **A peptide preparation from *Scabiosa arvensis* cell cultures increases skin compactness by stimulating Collagen XVII and Insulin-like Growth factor.** The Proceedings of the 26th IFSCC Congress 2020, Yokohama.
- Apone F, *et al.* **Plant tissue cultures as sources of ingredients for skin care applications.** Annual Plant Reviews 2020, 3: 135-150.
- Tito A, *et al.* **A *Triticum vulgare* extract exhibits regenerating activity during the wound healing process.** Clin Cosm & Invest Dermatol 2020, 13: 21-30.
- Tito A, *et al.* **A new ingredient from *Rosa rugosa* tissue cultures delays skin aging by promoting mitochondrial functions.** Personal Care Europe 2020, April 131-137.

Business Consolidation

Innovation in COSMETICS - 2020-2021

Patents

- **102020000021994.** Uso cosmetico di estratti derivati da colture cellulari appartenenti alla specie *Oenothera biennis* e composizioni cosmetiche che contengono tali estratti.
- **102019000021324.** Uso cosmetico di un estratto derivato da colture cellulari di *Portulaca grandiflora* per il trattamento di inestetismi cutanei dovuti all'invecchiamento della pelle.
- **102019000009558.** Uso cosmetico di estratti derivati da colture di cellule vegetali appartenenti alla specie *Pelargonium capitatum* e composizioni cosmetiche che contengono tali estratti.
- **WO2020127056A1.** **Cosmetic, pharmaceutical and nutraceutical** use of an extract derived from cannabis sativa cell cultures.

Grants

- **InnCocells-** H2020-FNR-2020-2, FNR-11-2020 (2021-2025): Innovative high-value cosmetic products from plants and plant cells

Business Diversification

Innovation in MEDICAL DEVICE - 2020-2021

Scientific Publications

Tito A, Et Al. Pomegranate Peel Extract as an Inhibitor of SARS-CoV-2 Spike Binding to Human ACE2 Receptor (in vitro): A Promising Source of Novel Antiviral Drugs.
Front Chem. 2021 Apr 28;9:638187

A pomegranate peel extract as inhibitor of SARS-CoV-2 Spike binding to human ACE2 (in vitro): a promising source of novel antiviral drugs.
bioRxiv December 2020,

Patents

1020210000020309. Estratti derivati da olive e pale di fico d'India per l'uso nella prevenzione e nel trattamento della dermatite atopica.

1020200000018949. Estratto derivato da bucce di *Punica granatum* per il trattamento di infezioni virali.

Business Diversification

First product on the medical device market



Business Diversification

MEDICAL DEVICE & NUTRACEUTICAL

Grant

NUTRABEST - Fondo Crescita Sostenibile “Agrifood”, DM 5.3.2018, (Gennaio 2020 -Gennaio 2023) - Sviluppo di piattaforme molecolari e cellulari per l’identificazione di prodotti innovativi ad attività NUTRaceutica da Biotrasformazioni mediante organismi ESTremofili.



Atopic Dermatitis



Patent

102021000020309.Estratti derivati da olive e pale di fico d’India per l’uso nella prevenzione e nel trattamento della dermatite atopica.

Clinical Study – in progress



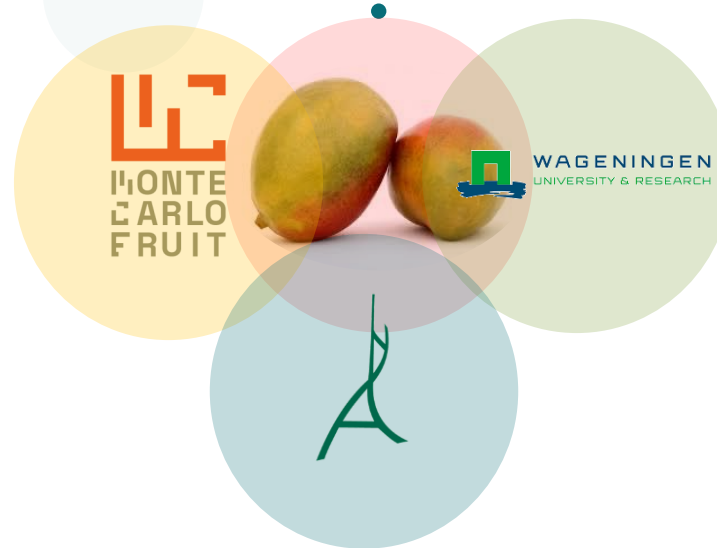
Business Diversification

AGRIFOOD

June 2021



Arterra Bioscience and Montecarlofruit S.a.r.l., specialized in the production of aseptic mango fruit purea for baby food, in Mali, signed a research agreement for the up-cycling of the mango waste.

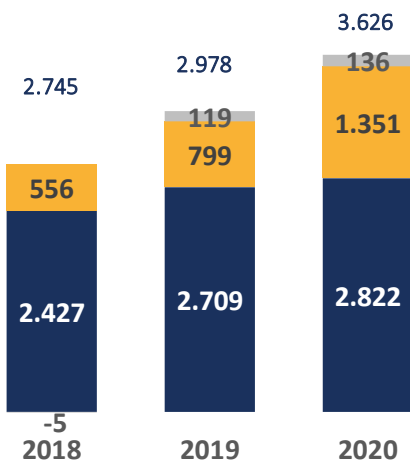


FINANCIALS



Limited production costs driving compelling profitability: thriving upside arising from additional revenues to be mostly converted in EBITDA

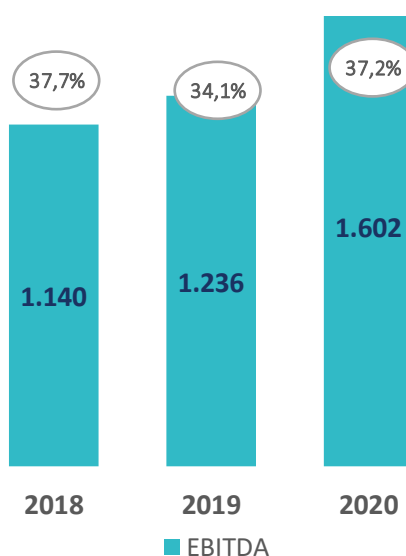
Turnover (€/000)



■ Changes in finished products
■ Other Revenues
■ Revenues

YoY 2019-2020: + 18,8%

Ebitda (€/000)

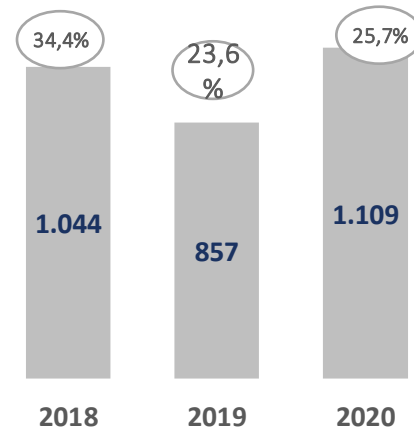


■ EBITDA

YoY 2019-2020: +29,6%

○ = % margin on VdP

Net Income (€/000)



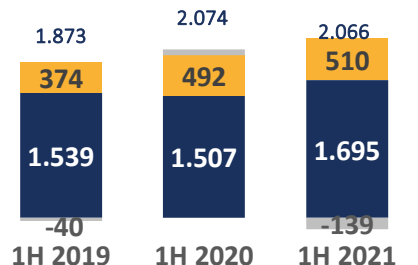
■ Net Income

YoY 2019-2020: 29,3%

○ = % margin on VdP

The first semester of 2021 has shown a slight increase in revenues, while the marginality has declined due to investments in equipment and staff

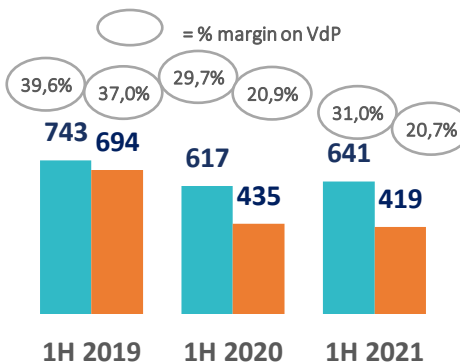
Turnover (€/000)



■ Changes in finished products
■ Other Revenues

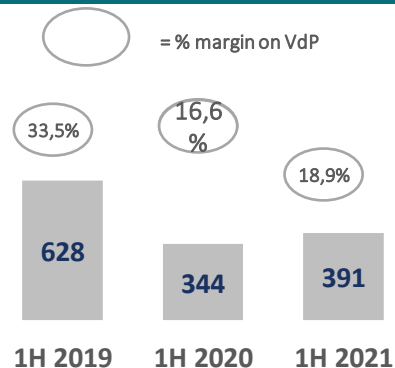
YoY 1H 20-1H 21: - 0,38%

EBIT & EBITDA (€/000)



EBITDA YoY 1H 20-1H 21: + 3,87%

Net Income (€/000)

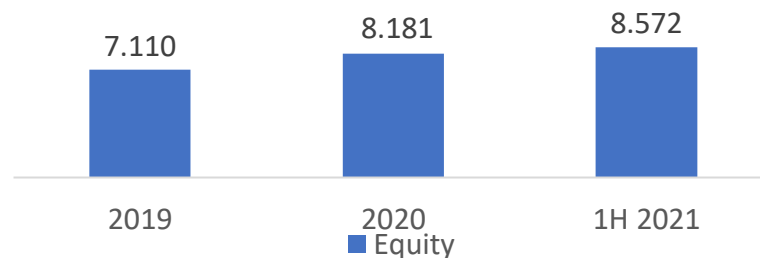


YoY 1H 20-1H 21: + 13,45%

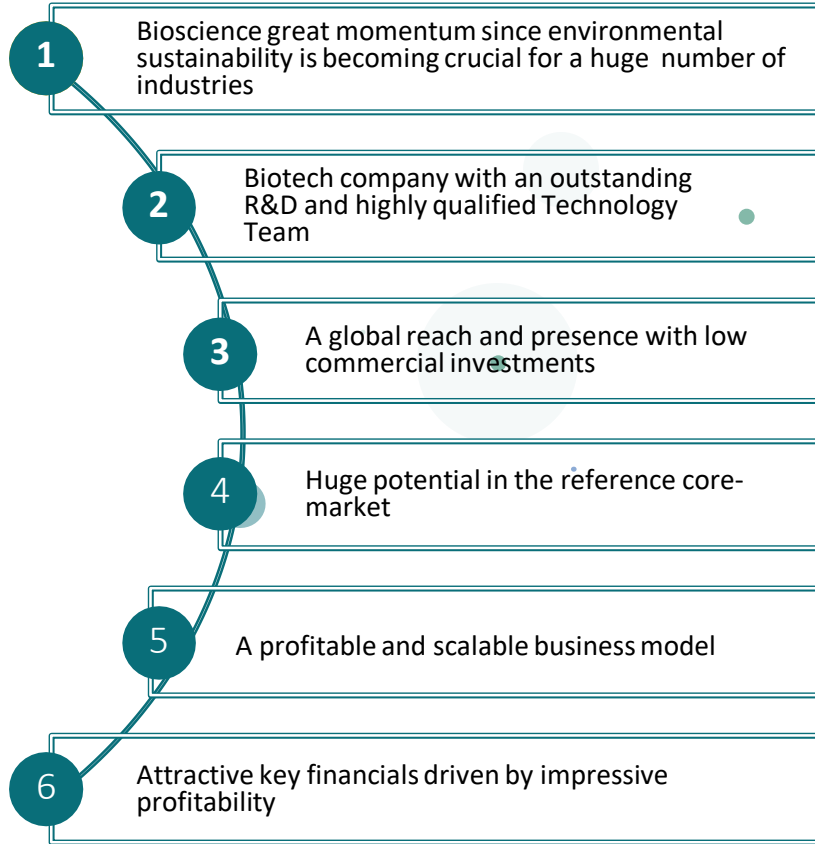
Net Debt (€/000)

	2019	2020	1H2021
Cash and Cash Equivalents	(4.669)	(4.536)	(4.639)
Current Financial Receivables			
Current Financial Debt	214	218	155
Current Net Debt	(4.455)	(4.318)	(4.484)
Long term Financial Debt	788	592	592
Net Debt (Cash)	(3.667)	(3.726)	(3.892)

Equity (€/000)



Key Highlights



THANKS

