



Next Gems Conference

October 18th, 2022

TOPICS

- ARTERRA AT GLANCE
- POST IPO (2020-2022)
MARKET CONSOLIDATION & DIVERSIFICATION
- FINANCIALS



People Speaking Today



M. GABRIELLA COLUCCI

Founder, President and CEO



GUALTIERO IOIMO

CFO and Investor Relations Manager

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

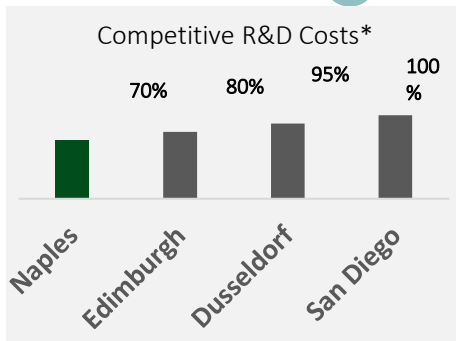


WHY NAPLES?

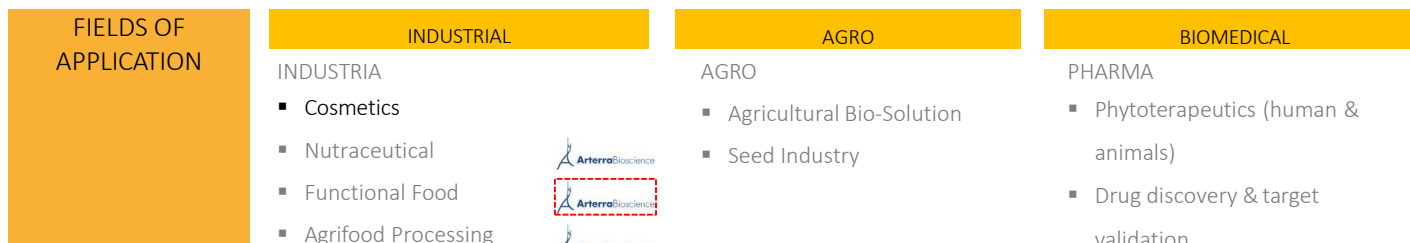
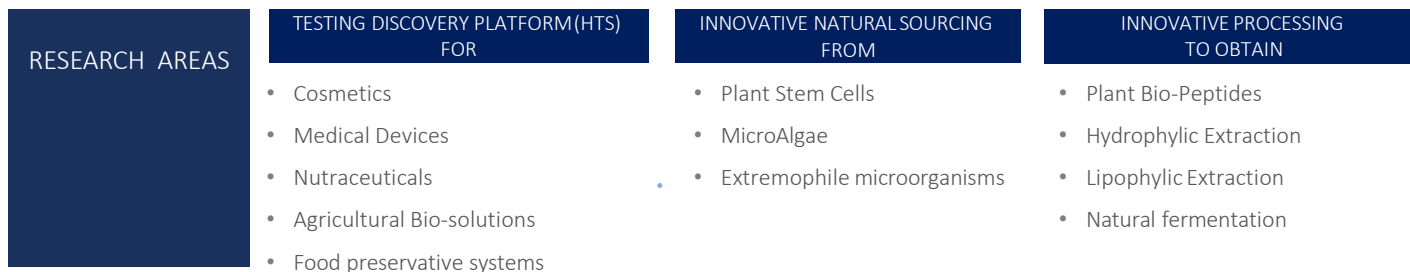
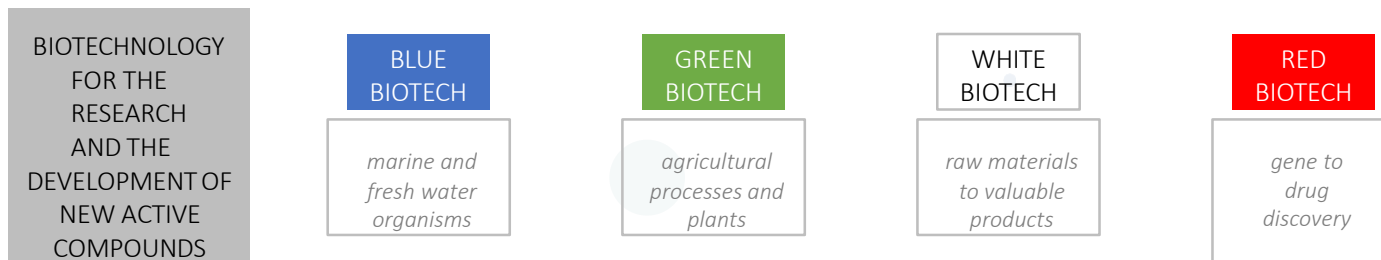
Accredited Universities and Research Centers

• EU Support fo Research


Competitive R&D Costs



Biotech and its potential



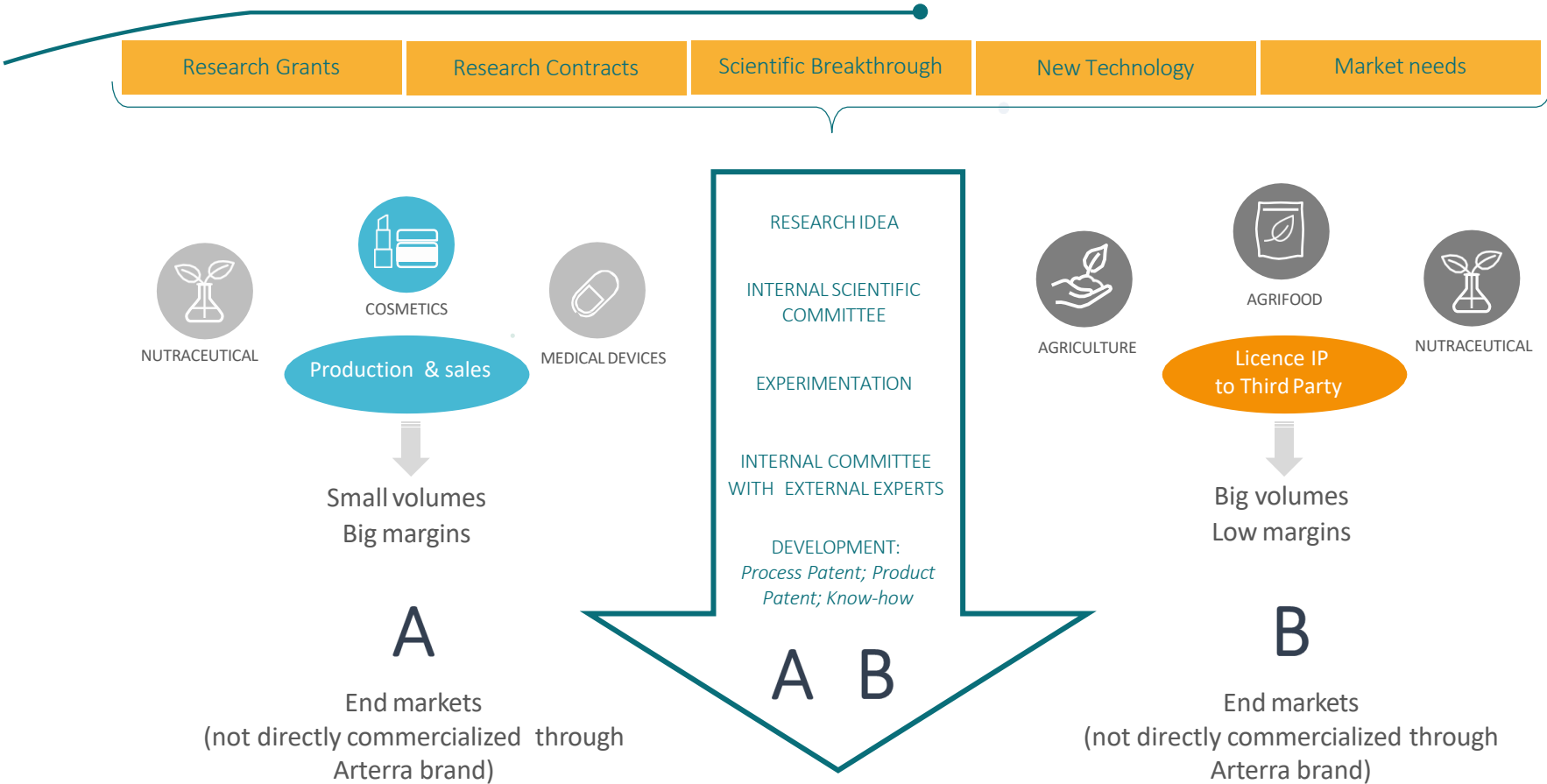
Legend:  Arterra is already active in the market

Legend:  Arterra is preparing to enter the market

Source: Company Management



Our Buisness Model



Our Business Model: A



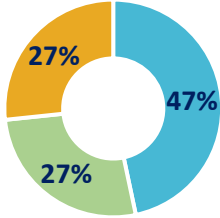
Born in 2010 Vitalab srl, a joint venture between Arterra Bioscience and Intercos



Main Scientific Achievements & Prizes

17 GRANTS

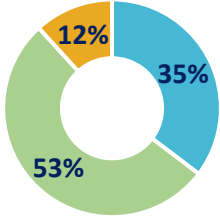
Approved and **financed**
for a total projects' value of
approximately **€14m**
The latest grant in 2018 is for a
nutraceutical research project



■ EU ■ National ■ Regional ■ Agriculture ■ Cosmetic ■ Industrial

22 PATENTS

Inventor/co-inventor of 17 patents:
N° 7 Worldwide Patents
N° 15 Italian Patents



3 DEPOSITED TRADEMARK



48 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



"I Giganti del Mattino" Prize



A successful IPO

Key Statistics at IPO Date



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
<hr/>	
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
2020-2022



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Ownership & Company Structure

Main Shareholders

Gabriella Colucci
27.9%

Paolo Colucci
7.5%

Industrial Shareholders

intercos
GROUP

8.7%

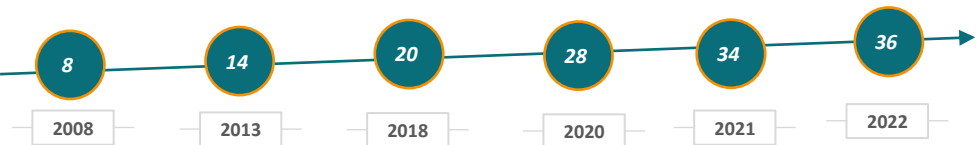
Other Shareholders

Other Shareholders
6.4%

Floating Shares
49.5%



Employees



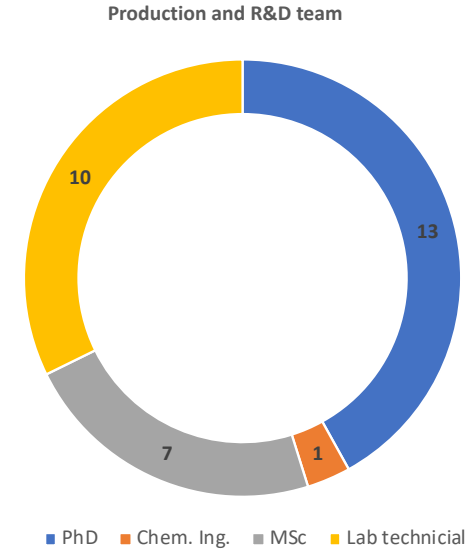
Facilities



1600 Sqm

2022

R&D Team



The number does not include the administrative workforce (5 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

CFO and Investor Relations Manager
Gualtiero Iorio

Executive Assistant
Alexandra Fellermeier

Quality Control
Luigi Sena

Scientific Coordinator
Vincenzo Fogliano

Vitalab: Marketing Sales & Regulatory

Cell & Molecular Biology Director
Annalisa Tito

Production Director
Giuseppe Ferrante

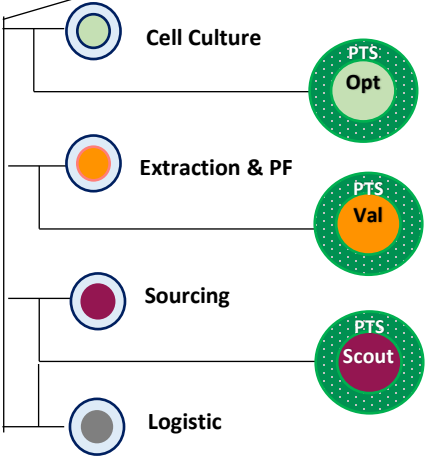
Grant & IP Office Director
Marida Bimonte

MANAGEMENT TEAM (MT)

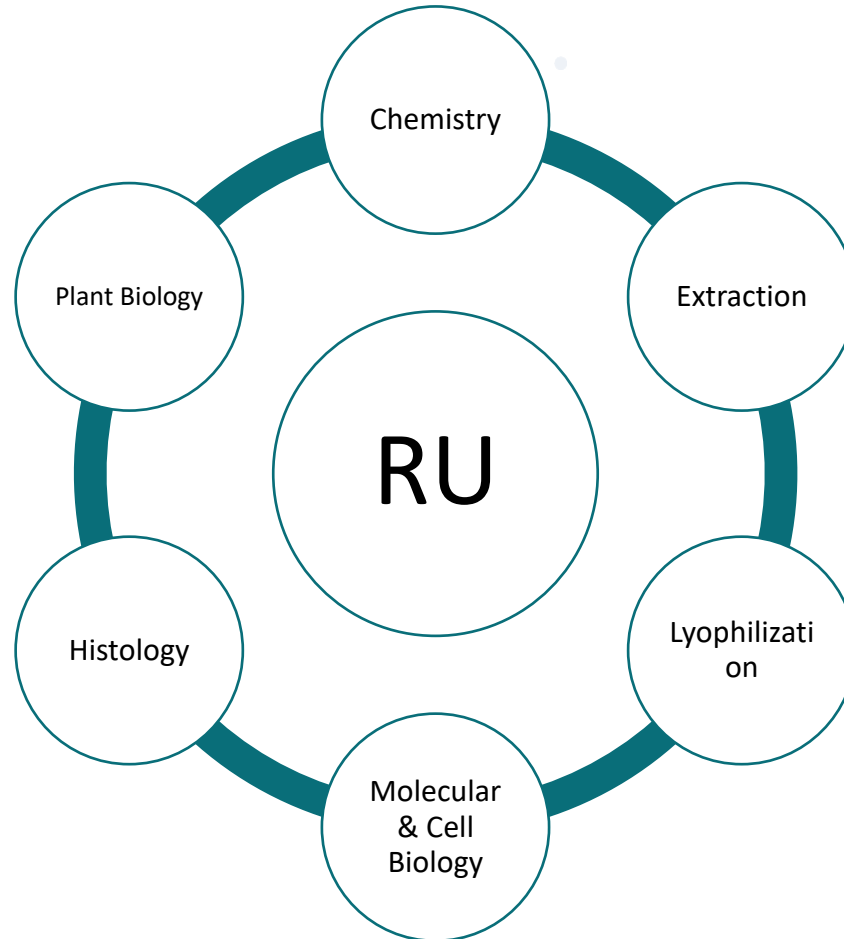
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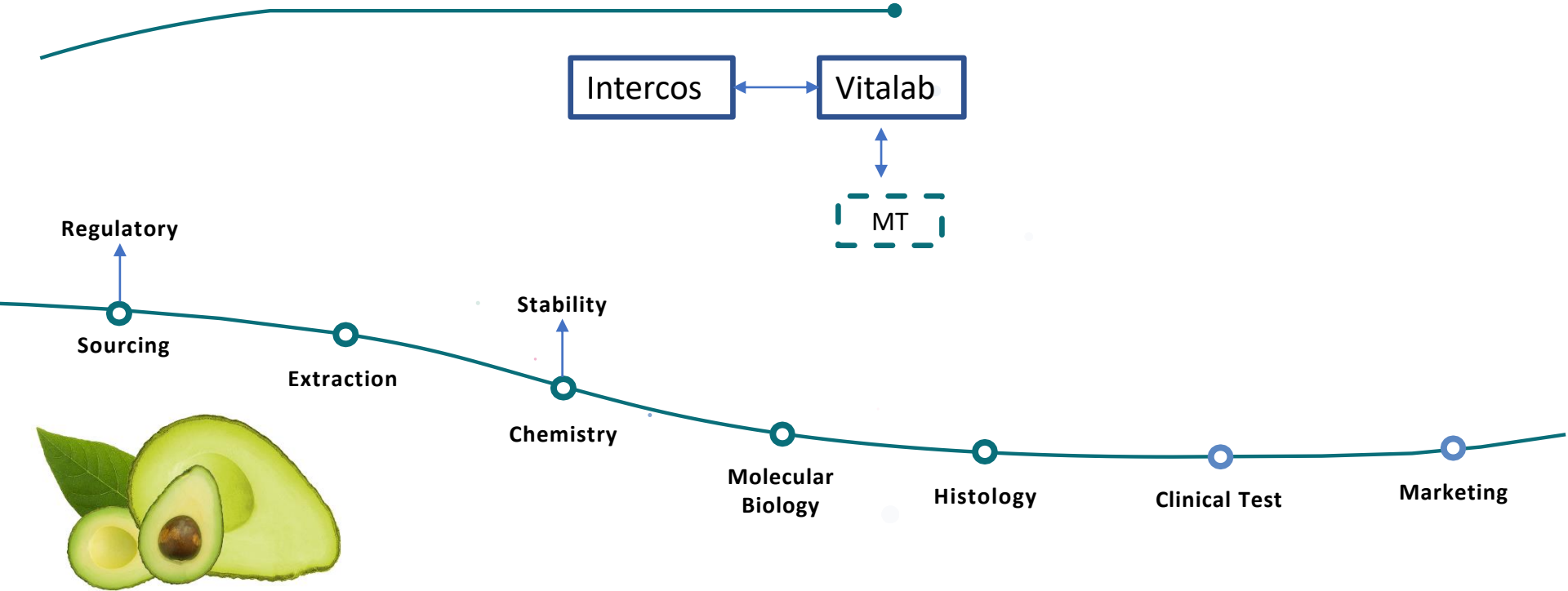
PTS Assay



Research Units



Research Units - Case study



Vita AvoCare

3 months research project

Capex



Total Investment: 1.8 M

New Chemistry lab

New Growing capability

Update Production lab

Update Cell Biol Lab

Utilities, Machinery, Equipment

Certifications



Production Capabilities

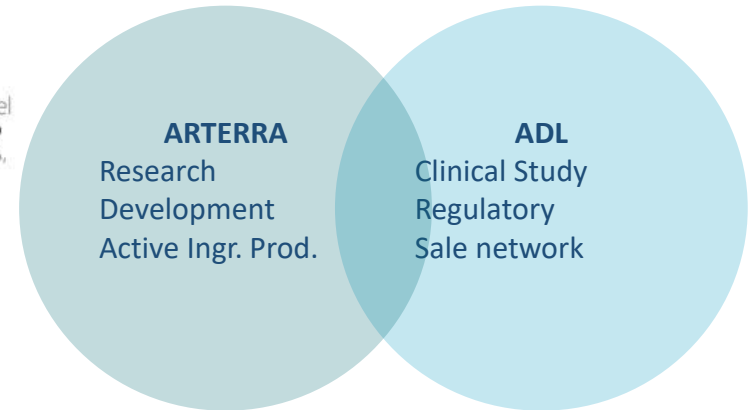
Year	Fulfilled orders (kg)	Productivity kg/day	Productivity Euro/day	Outsourcing (Euro)	
				Cell Culture	Lyophilization
2019	8860	9	3150	147.800	8.800
2020	9117	21	7350	272.636	8.000
2021	13.335	21	7.350	14.400	20.000
2022	E. 14.500	50	17.500	62.560	8000

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 - 2020-2022

New Products on the Market



NC55 Vita Ray-Immune
Pelargonium capitatum
plant cells extract



NC56 Anchoryl Vita
Scabiosa arvensis
plant cells extract



NC57 Vita Adren-Align
Ficus carica
plant cells extract



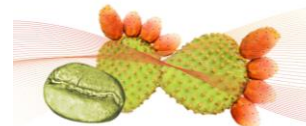
NC59 Vita BotaniGuard.
Punica granatum
peels extract



NC60 Vita Up-Gravity
Oenothera Biennis
plant cells extract



NC61 Vita Avocare:
Persea gratissima
fruit extract



NC62 Vita Xtend
Opuntia ficus indica cladodes
extract +
Coffea arabica seed extract



NC63 Vita GojiVerse
Goji berries
extract

Business Consolidation



Innovation in COSMETICS - 2020-2022

Scientific Publications

- Zappelli C, *et al.* **Rose Geranium Rebalances IR-, Blue Light- and UV-Altered Skin Biomarkers.** Cosmetics & Toiletries, September 2022.
- Zappelli C, *et al.* **Imperfectly perfect: moisturising and anti-ageing potential of an oil-soluble extract from rejected avocados.** HPC Today vol. 17 (3), 2022.
- 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

Business Consolidation

Innovation in COSMETICS - 2020-2022

Scientific Publications

- 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. 2020; 10.1002/ptr.6832. doi: 10.1002/ptr.6832.
- 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 - 2020-2022

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.

Business Diversification

Innovation in MEDICAL DEVICE - 2020-2022

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

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

102020000018949. 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.

Fruit for peace



It is an ongoing project promoted by Montecarlofruit and born as a project of economic activation and social development designed for marginal contexts and characterized by states of endemic emergency.



MANGO PUREE



SOCIAL AND ECONOMICAL IMPACT



60 PERMANENT WORKERS



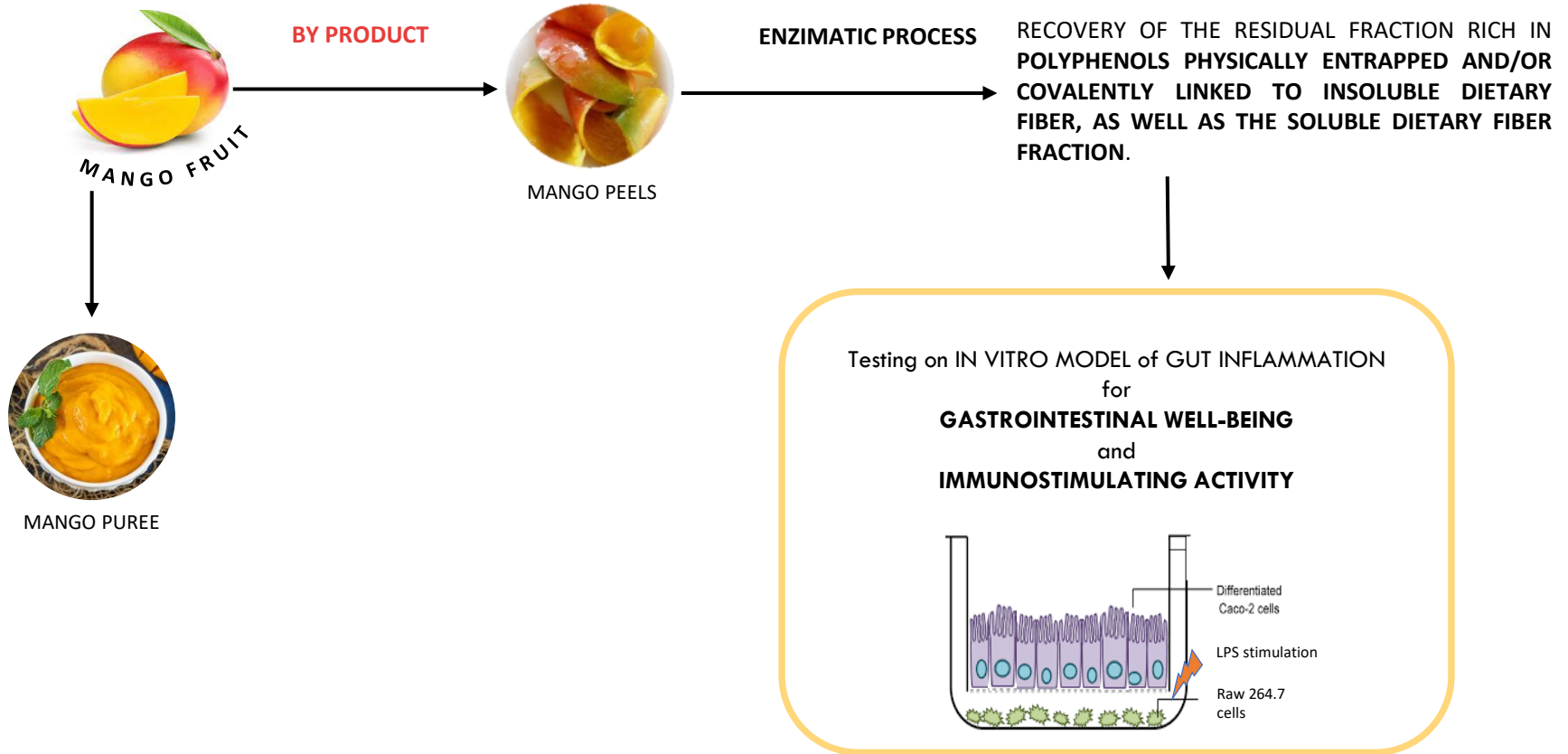
4.300 SMALL FARMERS



42 COOPERATIVES ACROSS THREE REGIONS IN MALI



TECHNICAL ASSISTANCE TO SUPPORT THE DEVELOPMENT AND UPGRADE OF PLANTATIONS AND THE IMPLEMENTATION OF SUPPLY CHAIN TRACEABILITY SYSTEMS



From lab protocol to industrial process



MANUFACTURING PROCESS



INDUSTRIAL SCALE-UP



PROCESSED MANGO PEELS




Our Research Scientist Antonio with local farmers in Mali

MANGO FUNCTIONAL PUREE



Research Projects: Grants

✓ NutraBest	✓ InnCoCells	✓ SmartLab
Granted:MISE (20-23)	Granted:Horizon 2020 (21-24)	Granted: Region 22-23
<i>Nutraceuticals, functional foods dietary supplements</i>	<i>Cosmetics</i>	<i>Technology Environment</i>
<i>BIOFERMENTATION</i>	<i>PLANT CELL CULTURE</i>	<i>LATTOBACILLUS SP</i>
GASTROINTESTINAL SCREENING PLATFORM ACTIVE INGREDIENTS FOR MEDICAL DEVICE	ACTIVE INGREDIENTS	NEW EXPRESSION TOOL RNAi FOR BEE DEFENCE
Patent : Medical DEVICE for prevention and treatment of Atopic Dermatitis (AD). Clinical Test in AD Patients in progress.	<i>anti-inflammatory anti-glycation a matrix replenishment</i> 	<i>In progress</i>

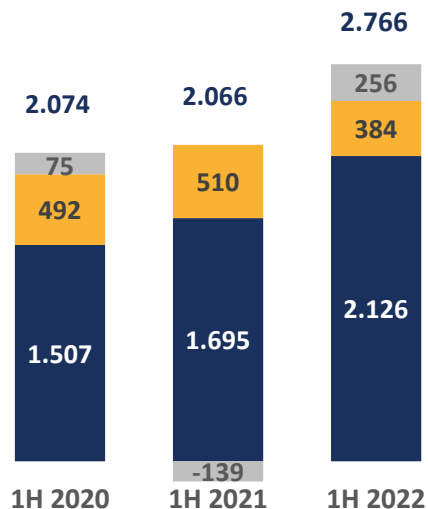
FINANCIALS



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

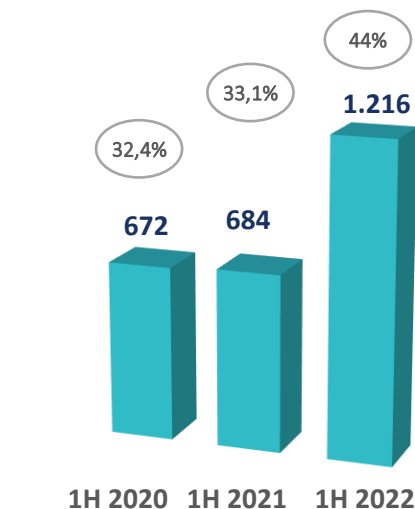
Turnover (€/000)



■ Changes in finished products
■ Other Revenues
■ Revenues

YoY 1H 2021-1H 2022: + 33,9%

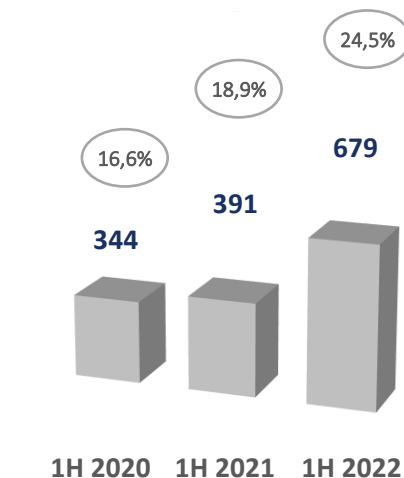
Ebitda Adj (€/000)



■ EBITDA Adjusted

YoY 1H 2021-1H 2022: +77,8%

Net Income (€/000)

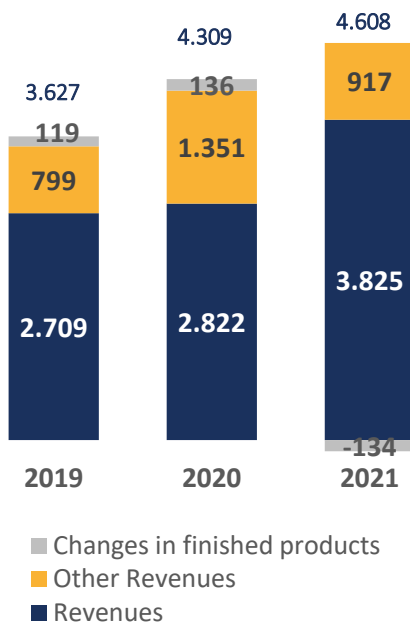


■ Net Income

YoY 1H 2021-1H 2022: +73,7%

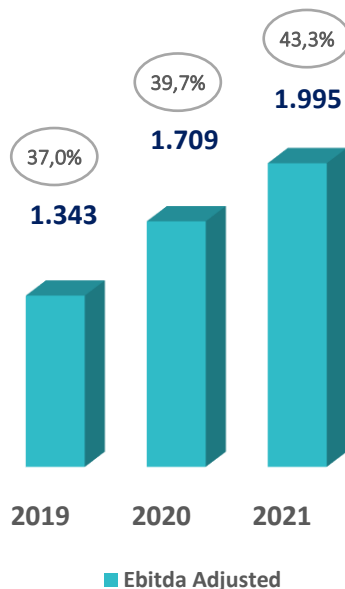
Limited production costs driving compelling profitability: thriving upside arising from additional revenues to be mostly converted in EBITDA

Turnover (€/000)



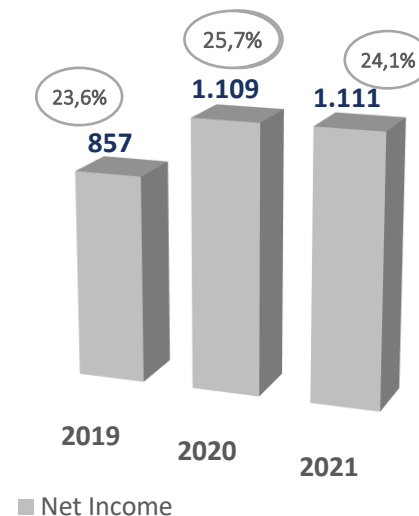
YoY 2020-2021: + 6,95%

Ebitda Adj (€/000)



YoY 2020-2021: +16,72%

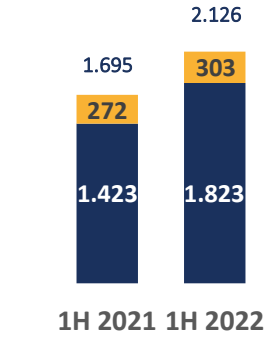
Net Income (€/000)



YoY 2020-2021: +0,17%

The first semester of 2022 has shown a significant increase in turnover

Revenues (€/000)



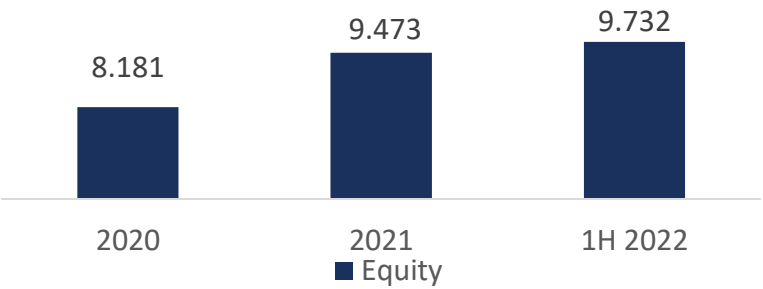
■ Revenues MP ■ Services

YoY 1H 2021-1H 2022: + 25,5%

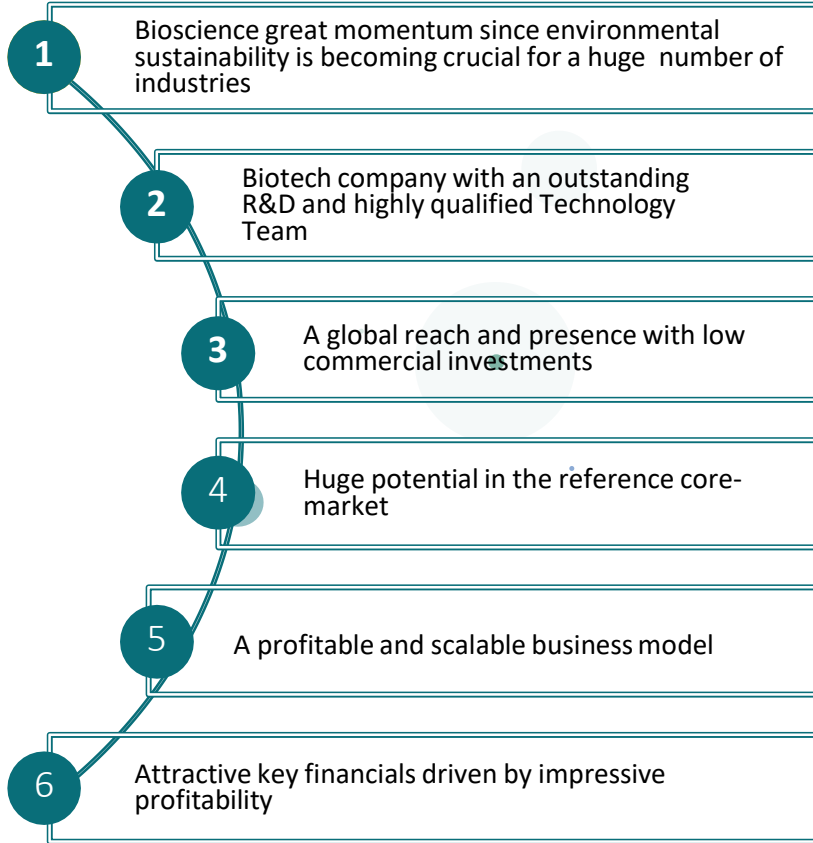
Net Debt (€/000)

	2020	2021	1H 2022
Cash and Cash Equivalents	(4.536)	(4.814)	(5.470)
Current Financial Receivables	(340)		
Current Financial Debt	218	223	158
Current Net Debt	(4.658)	(4.591)	(5.311)
Long term Financial Receivables	520	724	785
Long term Financial Debt	592	391	391
Net Debt (Cash)	(4.587)	(4.923)	(5.705)

Equity (€/000)



Key Highlights



THANKS



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