



POST IPO
2020-2023



Investor Conference Naples Banca Profilo

September 28th, 2023



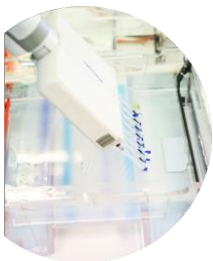
TOPICS

- ARTERRA AT GLANCE



- POST IPO (2020-2023)
MARKET CONSOLIDATION &
DIVERSIFICATION

- FINANCIALS



People Speaking Today



M. GABRIELLA COLUCCI
Founder, President and CEO



VINCENZO FOGLIANO
Chief Scientific Officer



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.

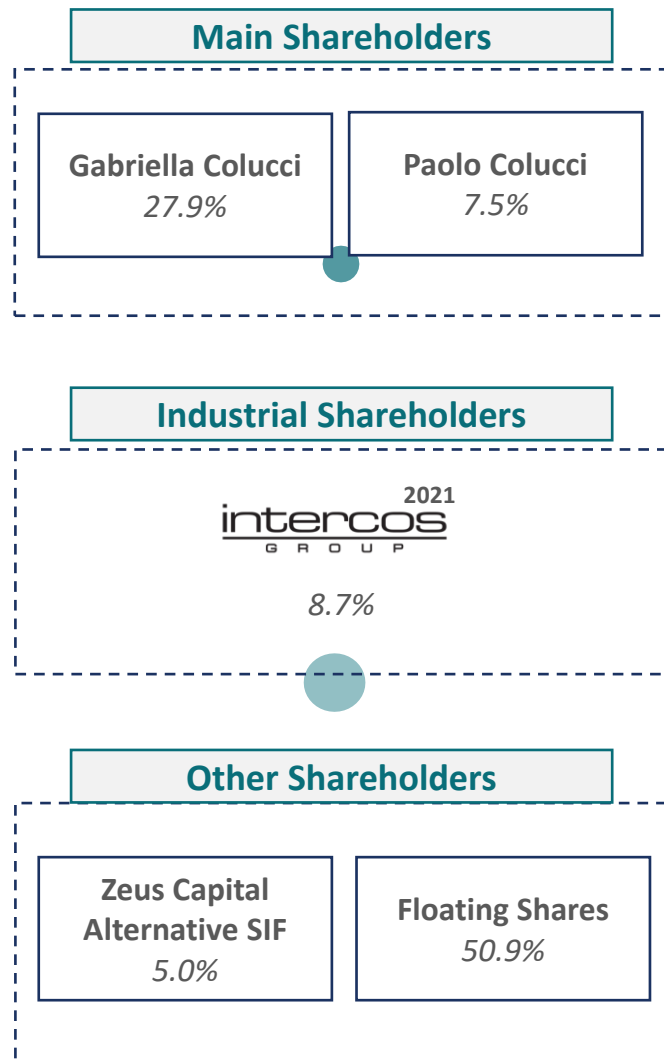
Arterra is a company strongly linked to the **Campania region** from which it derives the natural raw materials underlying many of its actives, as well as being able to take advantage of the ideas and enthusiasm of its **young researchers**.



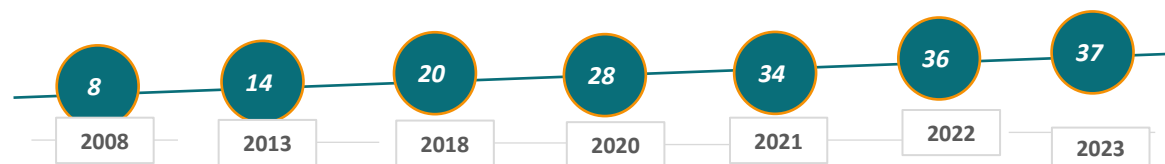
POST IPO

2020 -2023

Ownership & Company Structure



Employees



Facilities



1600 Sqm

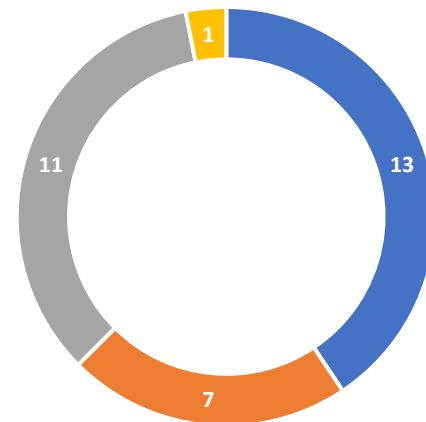
2023

Arterra Team

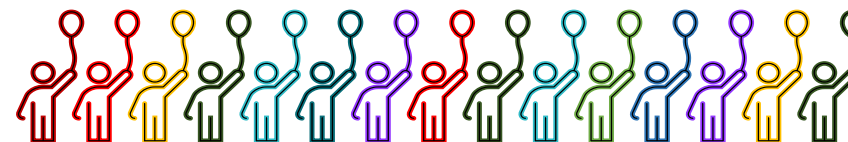
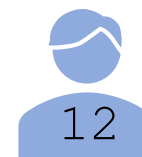


The number does not include the **administrative** workforce (4 employees), **warehouse** workforce (1 employee) and the PhD and MSc students.

Production and R&D Team



■ PhD ■ MSc ■ Lab Technician ■ Chem. Eng.



Our facilities



Chemistry Lab
Plant Cell Culture Lab
Microbiology Lab
Moleculaar & Cell Biol Lab
Histology & MicroscopyLab
Production Lab

Management team



M. GABRIELLA COLUCCI
CEO

VINCENZO FOGLIANO
CSO

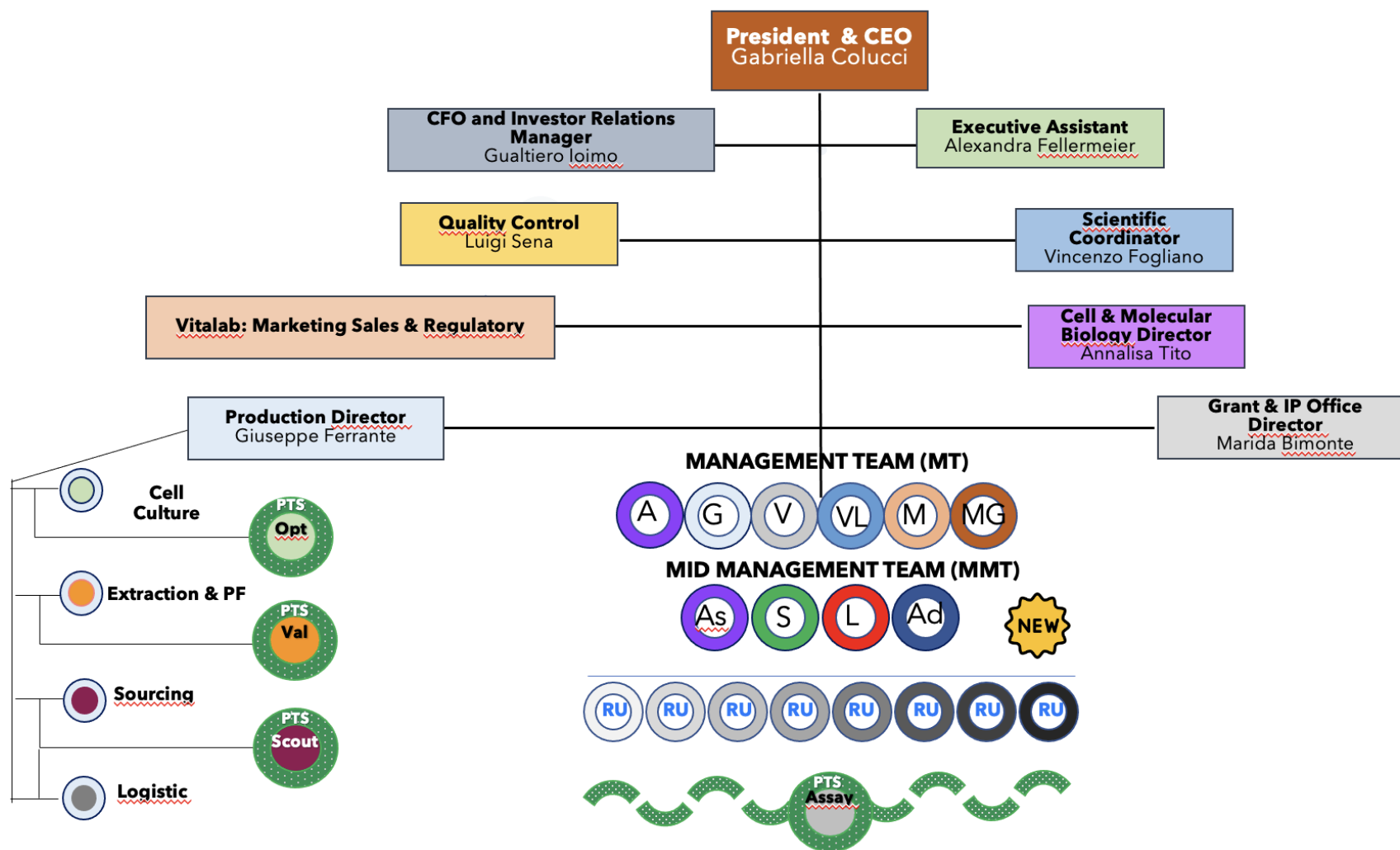
GIUSEPPE FERRANTE
COO

MARIDA BIMONTE
Grant & IP
Director

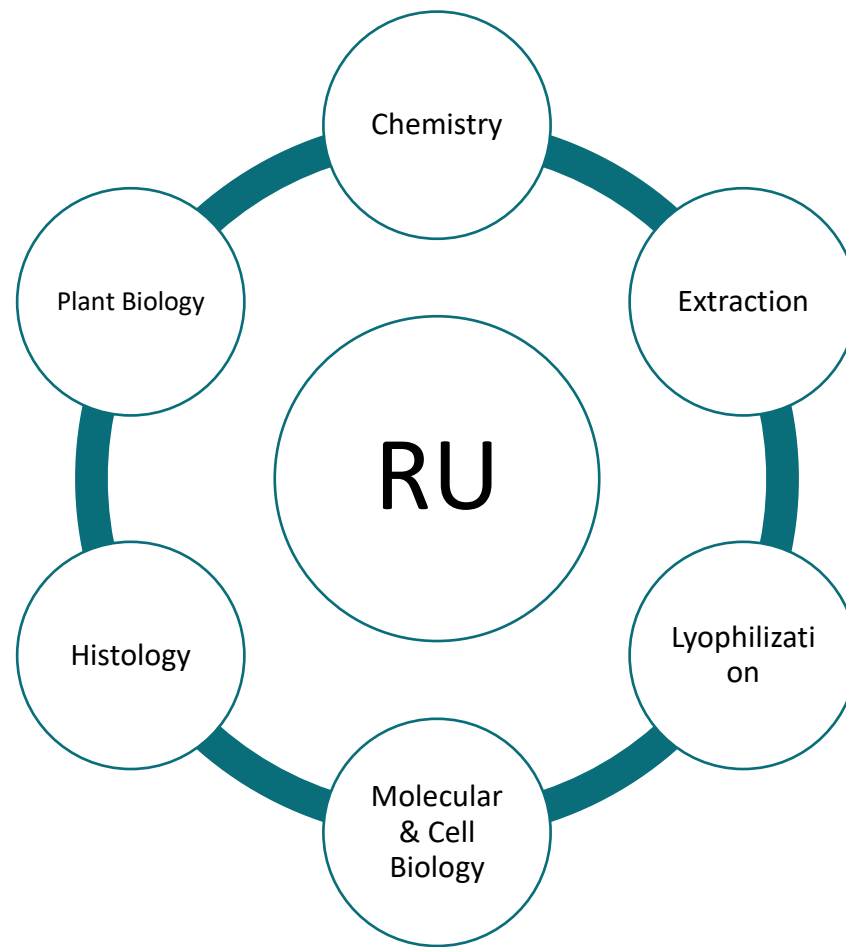
ANNALISA TITO
Cell & Mol Biol.
Director

MAURA ANGRILLO
Marketing & Sales
Project Manager

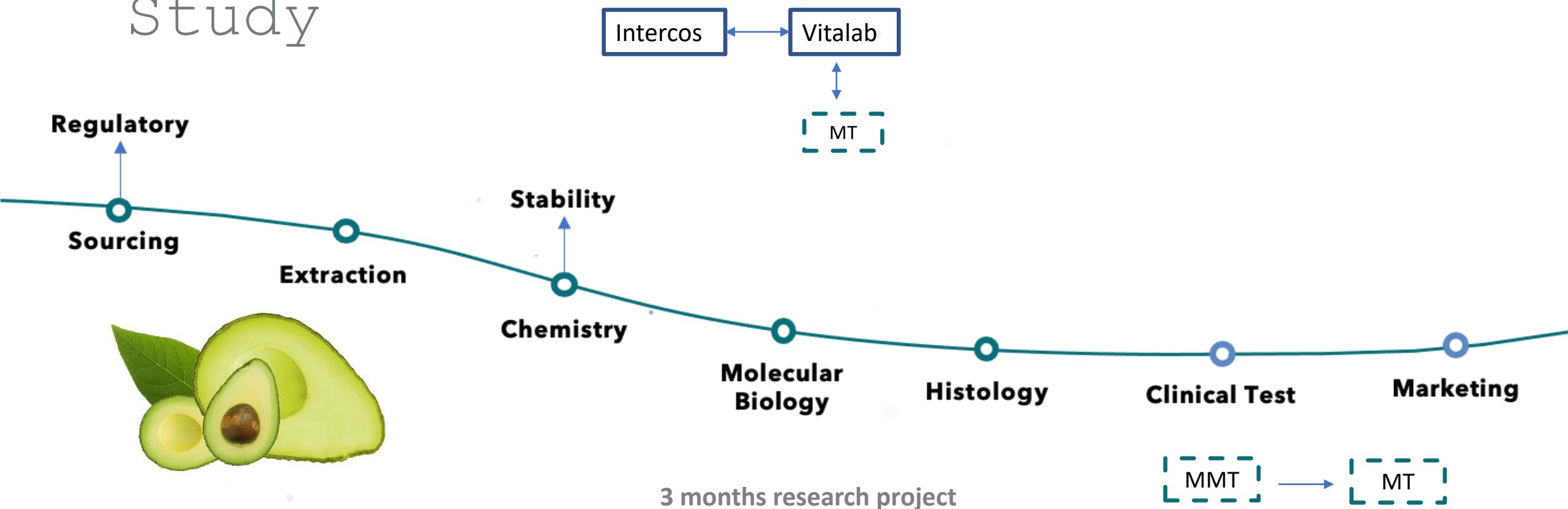
Company organization



Research Units



Research Units – Case Study



Vita AvoCare

Certification



Azienda certificata
da ClimatePartner
climate-id.com/RUPASF



Innovation in COSMETIC

CONSOLIDATED SEGMENT: SKIN CARE & MAKE-UP 2020-PRESENT



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



NC63 Vita GojiVerse
Goji berries
extract



NC12 CaffEyeLike Vita
Coleus forskohlii plant cells
extract



NC64 Vita Gly-Jasmin
Jasminum Sambac
Plant cell extract



NC69 Cordys Revitagen
Cordyceps sinensis extract



NC65 Vita D-Light
Corthellus shiitake extract

Innovation in COSMETIC

NEW segment: Hair Care 2020-Present



Podium presentation: Identification of a novel rejuvenation marker for the hair follicle ecosystem

**PATENT
PENDING**

Uso di estratti di origine vegetale per la stimolazione della crescita dei capelli e composizioni cosmetiche o farmaceutiche contenenti tali estratti.



NC68 Vita RisePeptides
*Hydrolyzed Rice Bran
Extract*



NC10 Portulaca Vita
Portulaca Oleracea Extract



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



NC57 Anchoryl Vita
*Opuntia ficus indica
cladodes extract +
Coffea arabica seed
extract*



NC66 RevitaSprout
*Brassica Oleracea
Botrytis Extract*

Scientific Achievement

Innovation in COSMETICS 2020-2023



22 Scientific Publications on
International Scientific
Journals



9 communications to
International meetings



6 Patents







16 New products on the market

Regulatory Achievements 2020-2023

China State Council released the final version of CSAR on 01 January 2021 and replaced the existing Cosmetics Hygiene Supervision Regulations

China's new cosmetics regulation include many changes:

-  New cosmetic definitions, scope and classifications
-  Management of new cosmetic ingredients
-  Addition of efficacy claims requirements
-  Safety assessments for cosmetic products and requirements for safety assessors



All Portfolio of active ingredients are now CSAR Compliant

Innovation in COSMETICS started in 2023

Powder active ingredients for make-up application	In collaboration with Intercos New Raw Material Group & UNINA
Delivery Systems*	In collaboration with University of Florence
Extracellular Vescicles EV	In collaboration with ABR Srl & CRB Benelux
Recombinant peptides using molecular farming technology *	In collaboration with Materias
Post-Biotics using precision fermentation Technology	In collaboration with ITP Srl & UNINA
* MISE Grant	

Diversification 2020-2023

MEDICAL DEVICE & NUTRACEUTICAL

ACNE CONTROL



COMMERCIALIZED BY



ATOPIC DERMATITIS

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



IRRITABLE BOWEL SYNDROME (IBS)

Validation of natural product - Co development



CLINICAL STUDY
TO BE STARTED

Diversification 2020-2023

AGRIFOOD

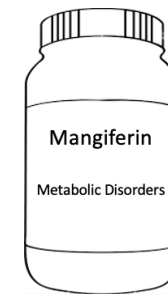
Co- Development



Up-cycling of the mango waste.



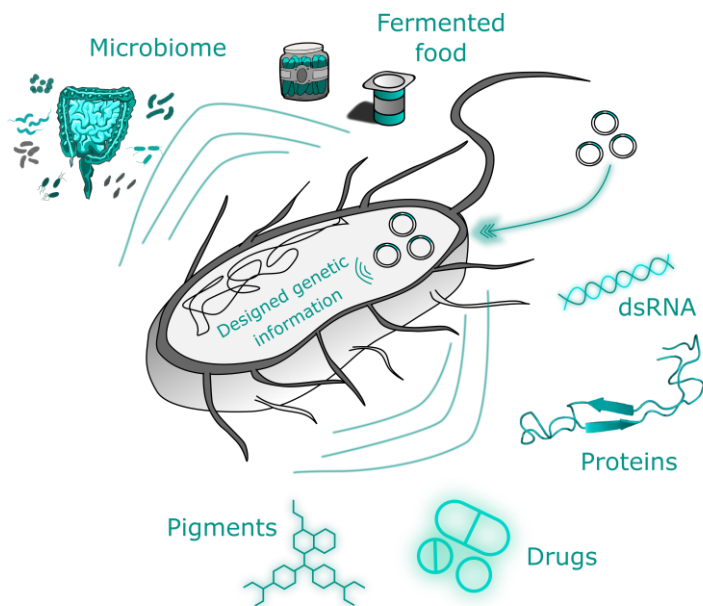
UNDER EVALUATION BY BABY FOOD BRANDS



IN DEVELOPMENT

Diversification TECHNOLOGY 2022 – Present

New Proprietary Enabling Technology



Lactobacillus as a tool for synthetic biology & Precision Fermentation

3 New *proprietary registered* strains
Patent in preparation on genetic elements

Pathogen control -
dsRNA




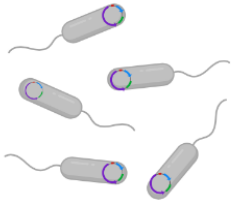

Bio-stimulants - Recombinant peptides



Fermented foods - Smart
Lactobacilli



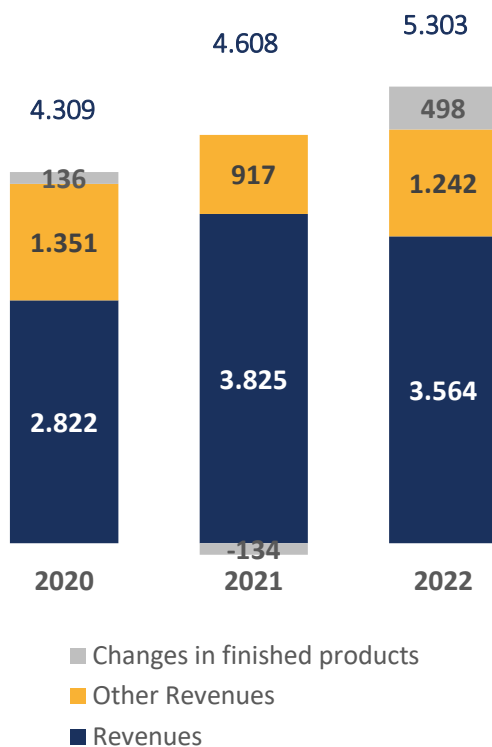
Granted Projects

✓ InnCoCells	✓ SmartLab	✓ Plantform
Granted: Horizon 2020 2021-2024	Granted: Region 2022-2023	Granted: MISE 2023-2025
<i>Cosmetics</i>	<i>Technology Environment</i>	<i>Cosmetics Agrifood Nutraceuticals Medical Device</i>
<i>PLANT CELL CULTURE</i>	<i>LATTOBACILLUS SP</i>	<i>PLANT CELLS AND TISSUES AS BIOFACTORY</i>
ACTIVE INGREDIENTS	NEW EXPRESSION TOOL RNAi FOR BEE DEFENCE	ACTIVE INGREDIENTS FOR INDUSTRIAL APPLICATION
	 Engineered lactic acid bacteria	

FINANCIALS

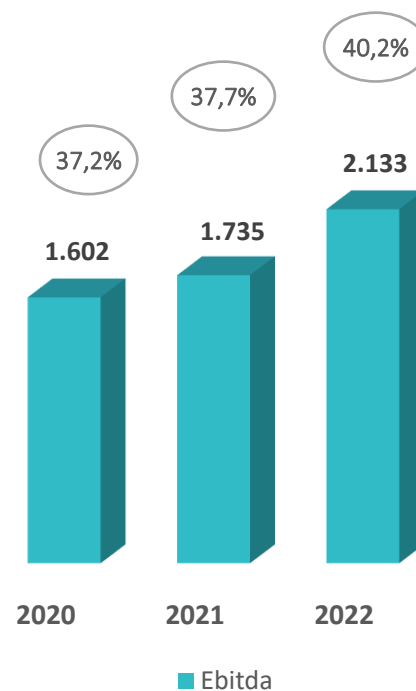
Economic results as of December 31,

Value of Production (€/000)



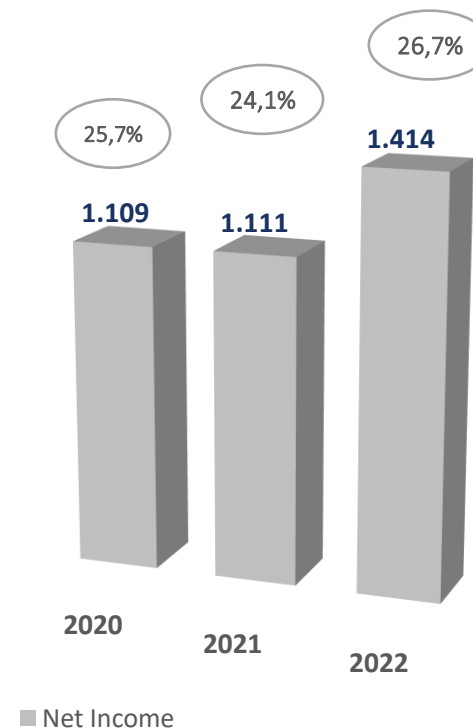
YoY 2022-2021: + 15,09%

Ebitda (€/000)



YoY 2022-2021: +22,88%

Net Income (€/000)

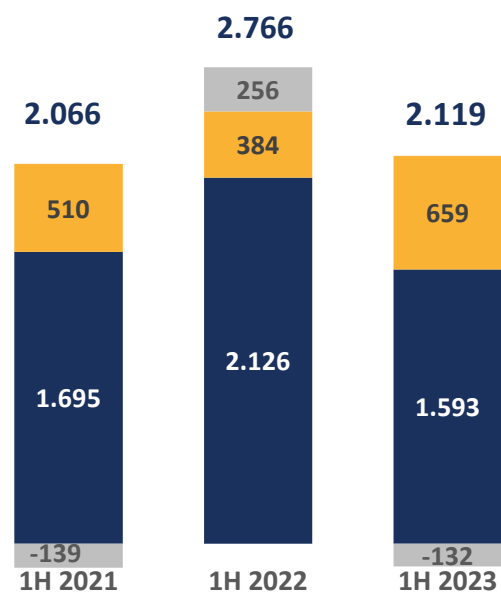


YoY 2022-2021: +27,33%



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

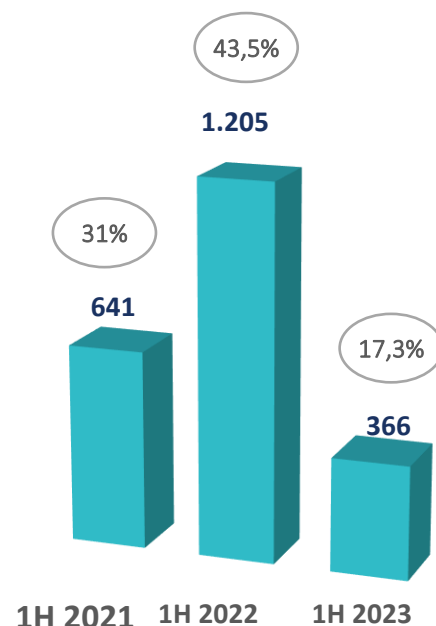
Turnover (€/000)



■ Changes in finished products
■ Other Revenues
■ Revenues

YoY 1H 2023-1H 2022: -25,09 %

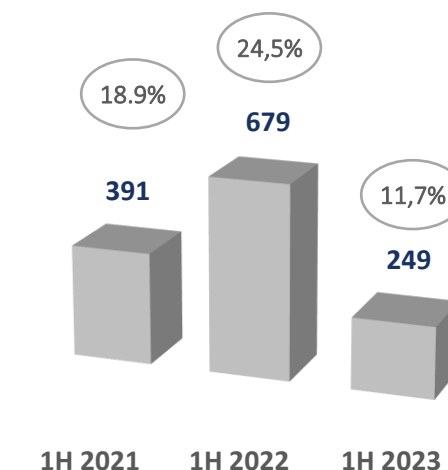
Ebitda (€/000)



■ EBITDA

YoY 1H 2023-1H2022: -69,61%

Net Income (€/000)



■ Net Income

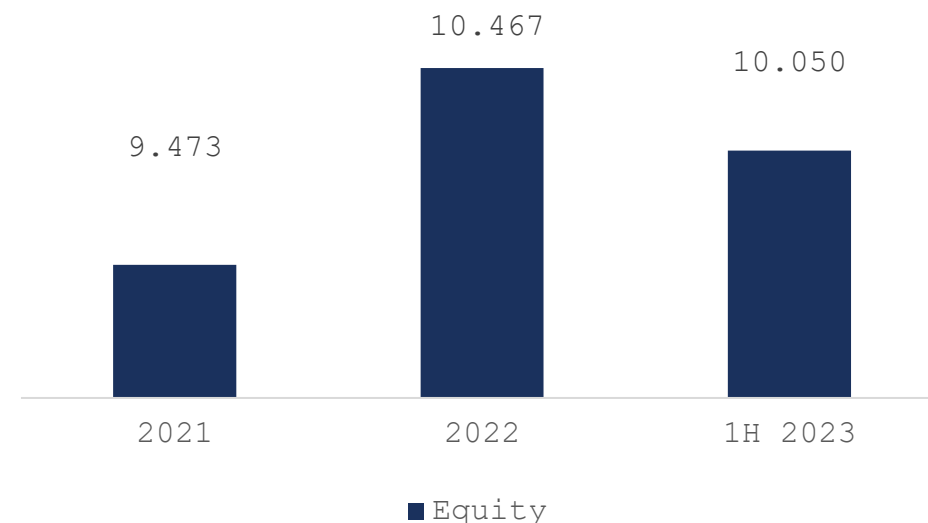
YoY 1H 2023-1H 2022: -63,37%

Net Debt / Equity

Net Debt (€/000)

	2021	2022	1H 2023
Cash and Cash Equivalents	(4.814)	(4.393)	(4.337)
Current Financial Receivables	-	-	-
Financial assets other than fixed assets		(1.598)	(1.671)
Current Financial Debt	223	174	136
Current Net Debt	(4.591)	(5.817)	(5.872)
Long term Financial Receivables	-	-	
Long term Financial Debt	391	315	386
Net Debt (Cash)	(4.199)	(5.502)	(5.486)
*including credits from grants	(4.923)	(6.407)	(6.660)

Equity (€/000)





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Naples Banca Profilo

THANK YOU!