



Spring Investor Conference
Milan
Banca Profilo

April 2nd, 2025

TOPICS



- ARTERRA AT GLANCE



- 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**.



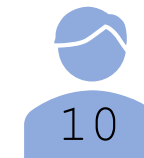
ARTERRA ORGANIZATION

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Arterra & Vitalab Team



1256 Sqm



PhD	13
Chem Ing	1
MSc	9
Tech	11
Administration	6
PhD Students	2

Our facilities



Chemistry Lab
Plant Cell Culture Lab
Microbiology Lab
Molecular & Cell Biol. Lab
Histology & Microscopy Lab
Production Lab
Plant Cells Culture Growing Facility
MicroAlgae Growing Facility
Plant Growing Facility
Lactobacillus Growing Facility

Scientific Management team



M. GABRIELLA COLUCCI
CEO

GUALTIERO IOIMO
CFO & Investor
Relations Manager

VINCENZO FOGLIANO
CSO

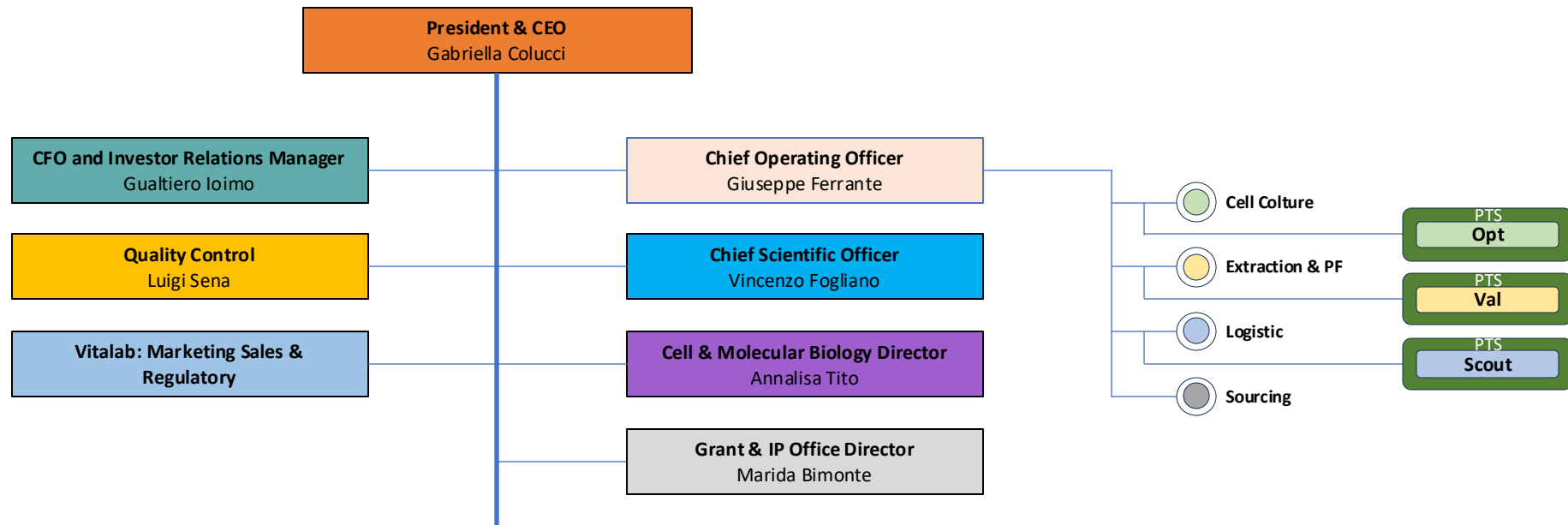
GIUSEPPE FERRANTE
COO

MARIDA BIMONTE
Grant & IP
Director

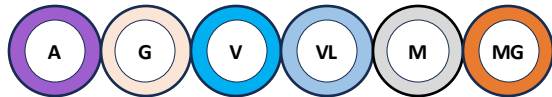
ANNALISA TITO
Cell & Mol Biol. Director

MAURA ANGELILLO
Marketing & Sales
Manager

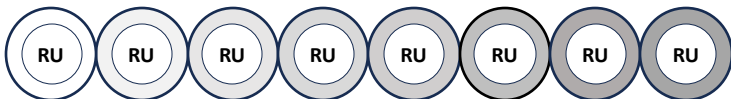
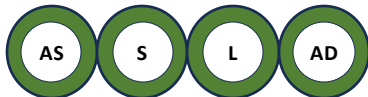
Company organization



MANAGEMENT TEAM (MT)



MID MANAGEMENT TEAM (MMT)



Arterra position in relevant markets

Ingredients for:



Consumer cosmetics

Skin Care, Make-Up, Personal Care & Hair Care consolidated market through Intercos & Vitalab.

Enabling Technologies for:



Food supplement for pathology related disorders

Robust discovery platform & extensive natural extracts collection.

Enabling Technologies for:



Crop Protection

Validated Platform for crop protection related natural compounds discovery

Ingredients for:



Beauty Cosmetics

Professional Cosmetic Products for topical applications in Aesthetic Medicine
New segment of a known market

Medical Device for topical and injectable products
New market, working on it

Enabling Technologies for:



Agrifood

Consolidated knowhow in up-cycling processes.

Mango SuperPura - First EcoCert Certified SuperPura on the Market (Montecarlo Fruit)

Innovation in COSMETICS

CONSOLIDATED SEGMENT: SKIN CARE & MAKE-UP & HAIRCARE 2024/2025



Tito A, *et All.* **Skin rejuvenating properties of a powerful blend of Gardenia jasminoides peptides and flavonoids.** HPC Today, 1/2024.

Di Lorenzo R, *et All.* **NAD-Driven Sirtuin Activation by Cordyceps sinensis Extract: Exploring the Adaptogenic Potential to Promote Skin Longevity.** International Journal of Molecular Sciences , 2024, 25, 4282.

Tito A, *et All.* **Harnessing the biotechnological power of Jasminum sambac: a clinical inquiry into skin radiance and pigmentation control.** HPC Today, 4/2024.

Falanga D, *et All.* **Exploring the adaptogenic potential of cordyceps sinensis to promote skin longevity.** HPC Today, 6/2024.

Tito A, *et All.* **Plantago lanceolata-derived extracellular vesicles: a powerful strategy for skin regeneration.** P. 34, Skin Ageing & Challenges 2024, Malta.



PCT/EP2024/074175. Use of plant-derived extracts for hair growth stimulation and cosmetic or pharmaceutical compositions containing such extracts for said use. A. Tortora, D. Falanga, A. Tito.

102024000029817. Extract derived from cell cultures belonging to the species Hyssopus officinalis, and related method of preparation, cosmetic compositions containing such extract and use of said extract and said compositions for skin care. A. Tito, M. Angelillo, G. Vitiello, A. Colantuono, A. De Lucia, C. De Musis, D. Falanga, F. Nugnes, M. Bimonte, A. C. Arnese, L. Chérif.

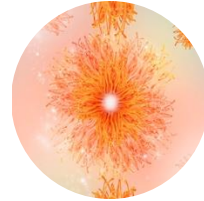
Innovation in COSMETICS



8 New products on the market



Vita Gly-Jasmine
Jasminum Sambac
Plant cell extract



Cordys Revitagen
Cordyceps sinensis
extract



Vita D-Light
Corthellus shiitake
extract



Vita RisePeptides
Hydrolyzed *Rice Bran*
Extract



Vita PeptiBloom
Peonia suffructicosa
plant cell cultures



Vita NiaCeraMine
Hyssopus Officinalis
plant cell cultures



PlantExo Vita
Exosome-based active
ingredient from *Plantago*
lanceolata plant cell
cultures







Vita TechCollagen
Recombinant human
collagen



Regulatory Achievements

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

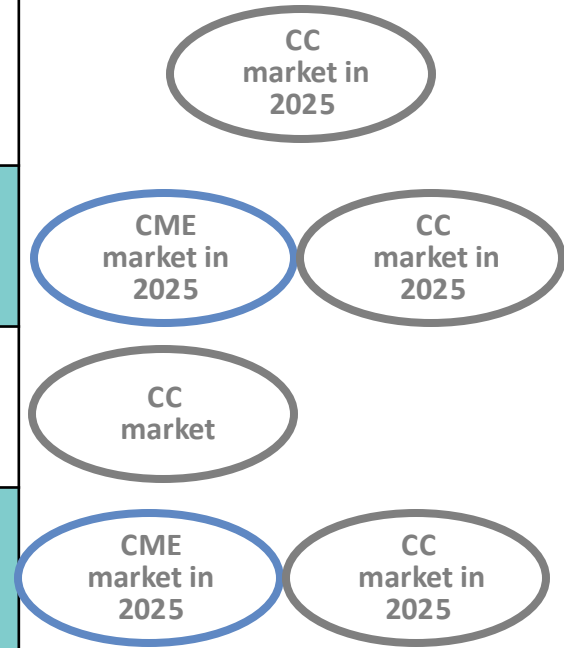


All Portfolio of active ingredients
are now CSAR-compliant.



Innovation in COSMETICS started in 2023

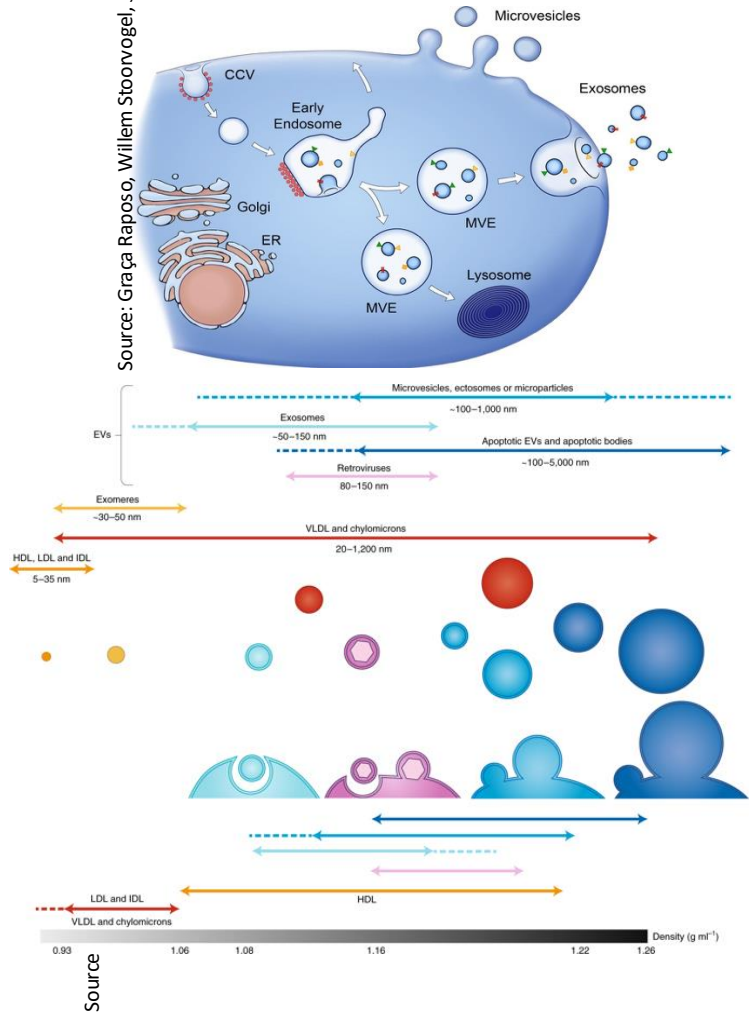
Powder active ingredients for make-up application
Recombinant peptides using molecular farming technology*
Post-Biotics using precision fermentation Technology
Extracellular Vesicles EV
Delivery Systems* <i>In Progress</i>
*MISE Grant <i>In Progress</i>



EXOSOMES: The new wave «Opportunity»



Source: Graça Raposo, Willem Stoorvogel, JCB Feb 18, 2013



Exosomes and EVs are extracellular vesicles released by all cells (eukaryotic or prokaryotic) having a number of complex biological functions.

- They are surrounded by a lipidic membrane protecting their cargo from degradation.
- They have a nanoscale dimension.
- They contain lipids, proteins, DNA and RNA, including cytokines, enzymes, growth factors, antimicrobial, antioxidants and other bioactive molecules.
- They have a fundamental importance in intercellular and cross domain communication in both animals and plants.



Plant Exosomes in professional beauty treatments t

Wound healing

- Reduced expression of IL-1 β 、IL-6、TNF- α
- Increase collagen expression



Hair regrowth

- Promote the proliferation of DPCs



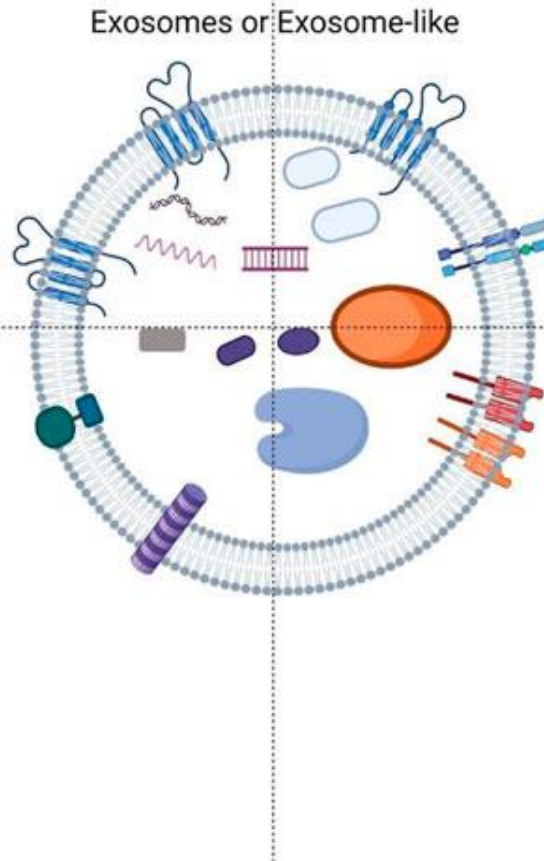
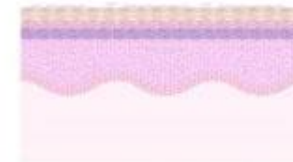
Anti-aging

- Inhibition of (SA- β -Gal) synthesis
- Increase the synthesis of NAD $^{+}$
- Decreased expression of MMPs



Hyperpigmentation

- Inhibits the formation of melanin





More Focus on exosomes innovation with Longevity



Longevity is a new company dedicated to advancing exosome-based solutions for cosmetics and aesthetic medicine.

Key company highlights

- **Biotech based technology** for high quality reproducibility and safety.
- **Proprietary isolation method** for superior quality and efficacy
- **Customization capabilities** to engineer exosomes to carry specific molecules (e.g., growth factors, peptides).

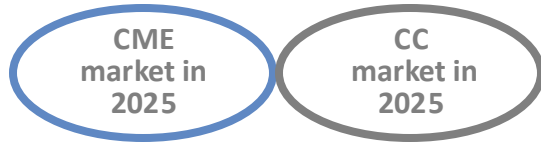
Our Exosome



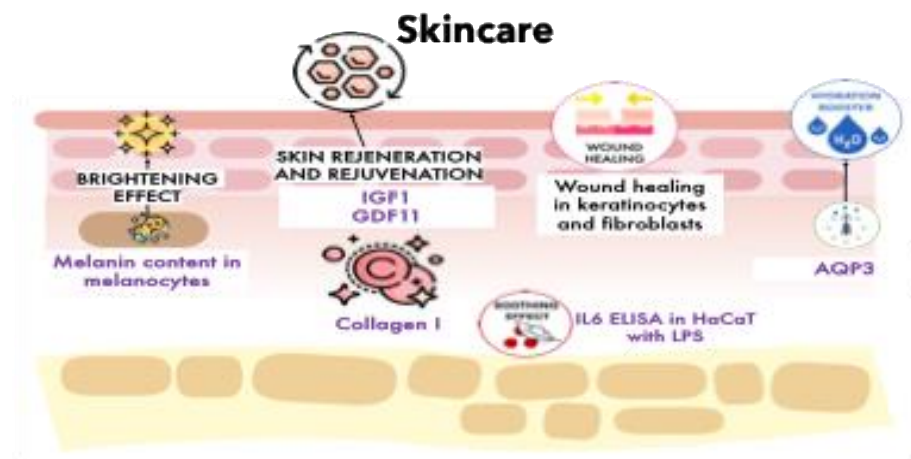
Insolated from sterile grown cell culture and in liquid sterile grown microgreens

Clean & Bio

- No Biological contamination
- No chemical contaminattion
- Never exposed to environmental pollution
- Standardized conditions: no variability due to coltivation cond
- Preservative free



Our Biological targets for the efficacy evaluation



The Beauty of Biotech: ONE for MANY



Arterra + Vitalab + Longevity **BEST IN CLASS** In giving value to bio-knowledge



Cell Culture Biomass
200 gr



2 kg PF Hydrosoluble + 2 kg PF Liposoluble



Or

1 kg PF MultiPeptides



Or

PDRN (Polydeoxyribonucleotide)

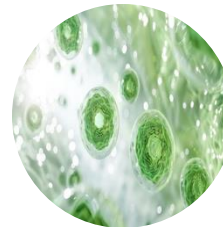


And

1 kg PF Exosomes



Tangential Filtration



500 ml Cell Culture 1 week



Exhausted Media
500 ml

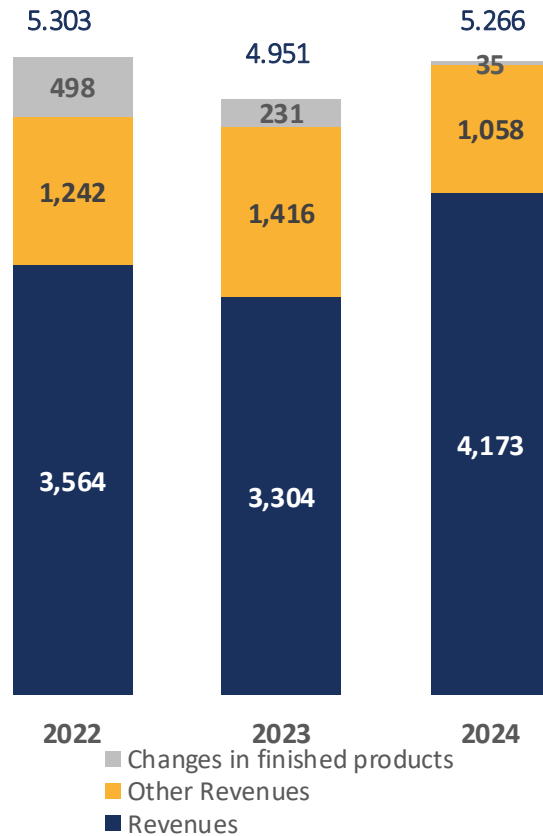


FINANCIALS

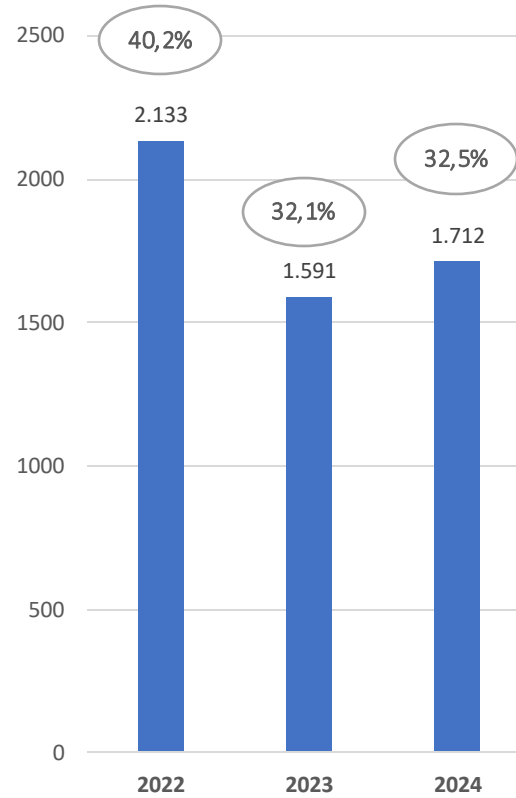
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Economic results as of December 31, 2024

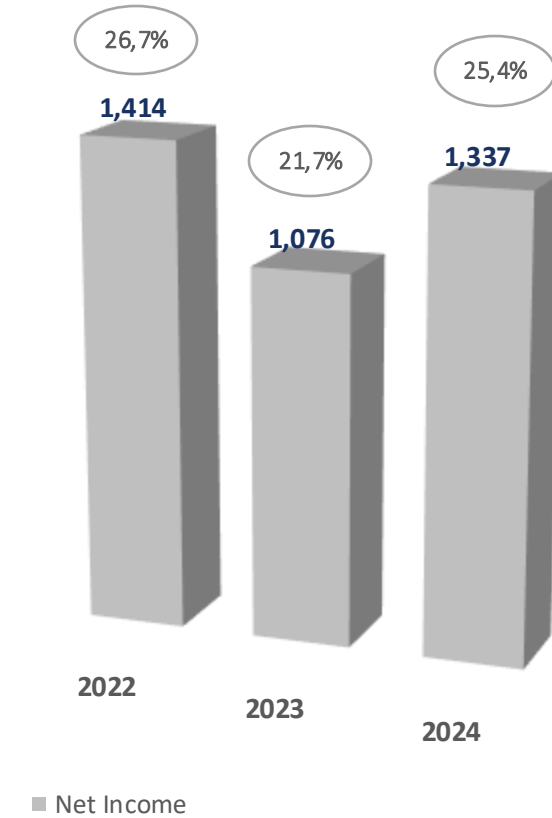
Value of Production (€/000)



Ebitda (€/000)



Net Income (€/000)

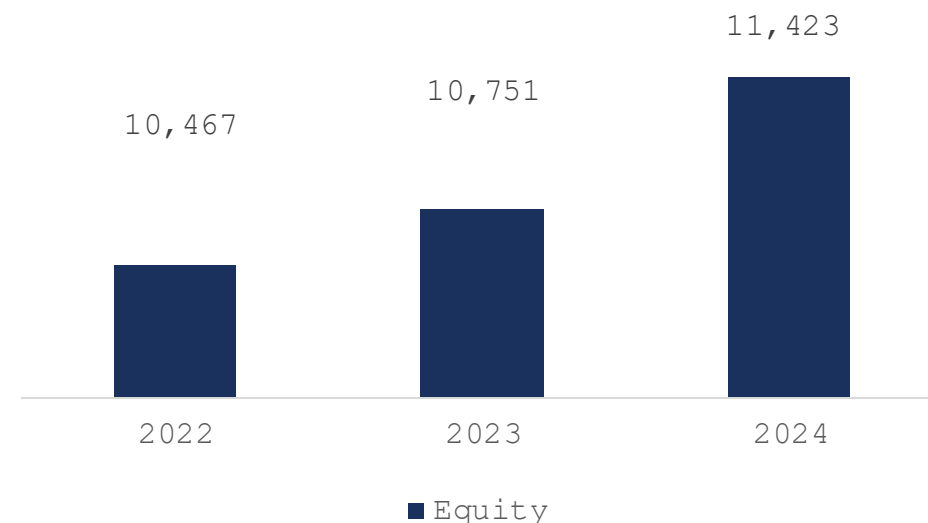


Net Debt / Equity

Net Debt (€/000)

	2022	2023	2024
Cash and Cash Equivalents	(4.393)	(3.686)	(3.343)
Current Financial Receivables	-	-	-
Financial assets other than fixed assets	(1.598)		
Current Financial Debt	174	86	96
Current Net Debt	(5.817)	(3.599)	(3.247)
<i>Long term Financial Receivables</i>	-	2.372	2.422
Long term Financial Debt	315	299	260
Net Debt (Cash)	(5.502)	(5.672)	(5.409)
*including credits from grants	(6.406)	(6.488)	(6.864)

Equity (€/000)



Difference between 2024 and 2023



The total turnover has increased by 28%. The main difference between the 2024 and the 2023 is the sale of raw materials, which has increased by 34%. Additionally, Arterra Bio has many collaborations for research purposes, so total revenues also come from the provision of services.



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THANK YOU!