



INTEGRÆ SIM  
Financial Galà  
Milan LUISS Hub

June 19<sup>th</sup>, 2025

## TOPICS



- ARTERRA AT GLANCE



- MARKET CONSOLIDATION & DIVERSIFICATION

- FINANCIALS



# People Speaking Today

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**MARIDA BIMONTE**  
Grant & IP Director



**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

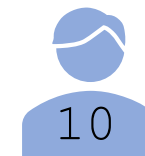
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# Arterra & Vitalab Team



1256 Sqm



PhD	12
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 Cell Culture Growing Facility  
MicroAlgae Growing Facility  
Plant Growing Facility  
Lactobacillus Growing Facility

# Management team



**M. GABRIELLA COLUCCI**  
CEO



**GUALTIERO IOIMO**  
CFO & Investor  
Relations Manager



**VINCENZO FOGLIANO**  
Scientific Director



**GIUSEPPE FERRANTE**  
COO



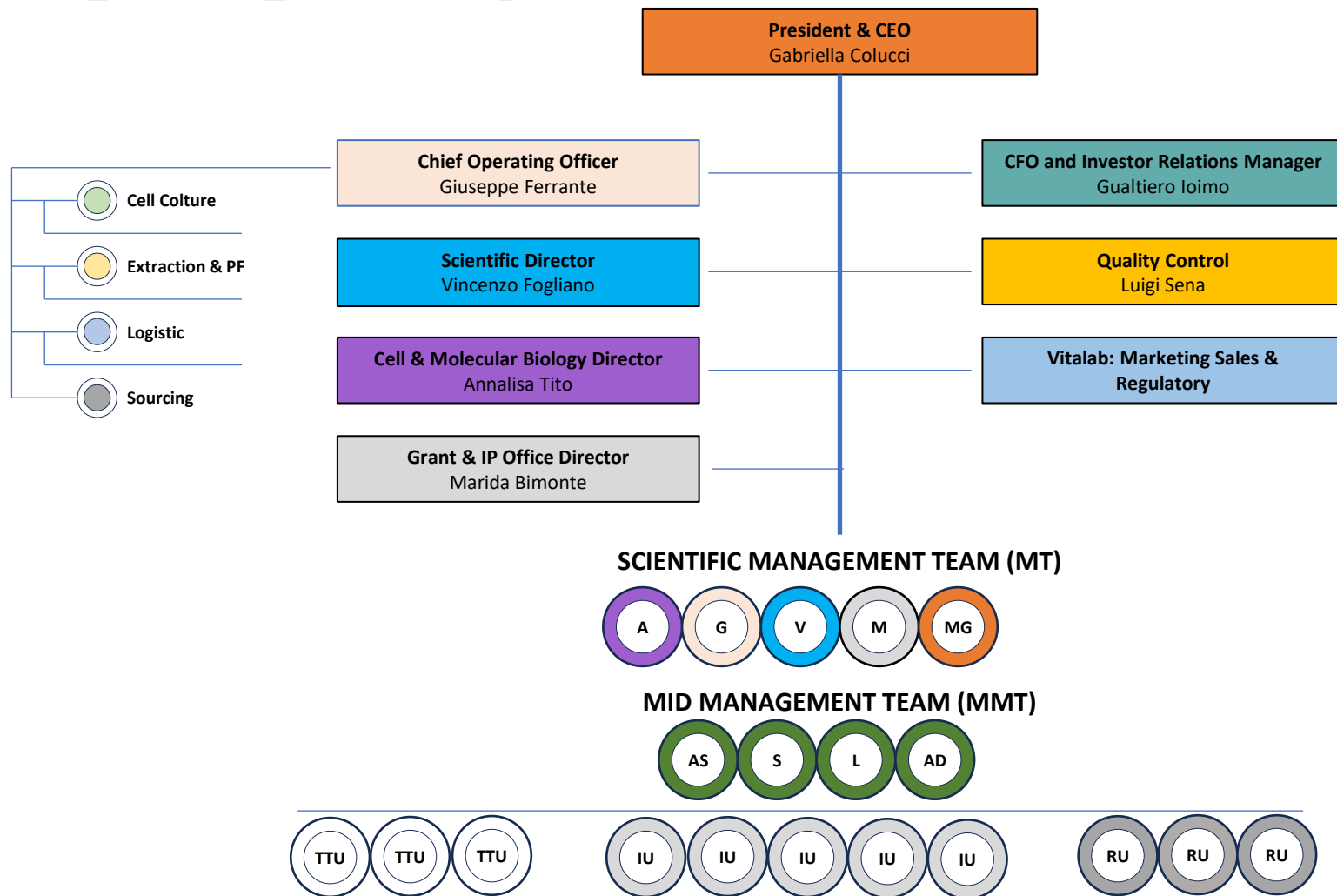
**MARIDA BIMONTE**  
Grant & IP  
Director



**ANNALISA TITO**  
Cell & Mol Biol. Director



# Company organization



# 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 & Challeneges 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.

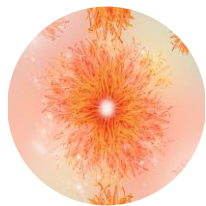
# Innovation in COSMETICS



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:

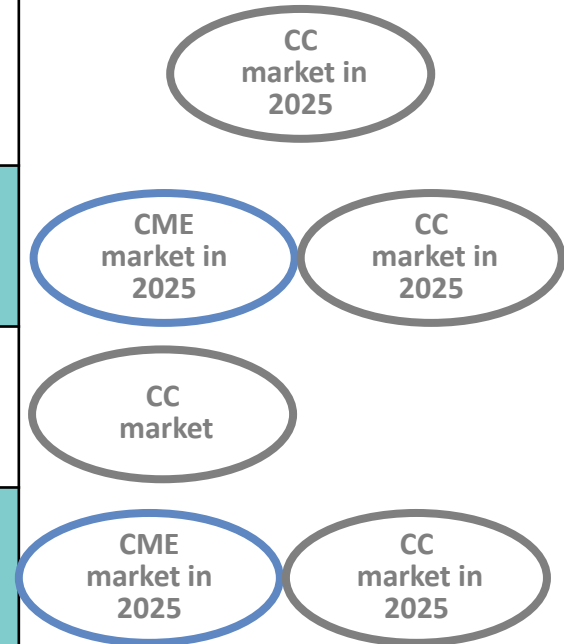
-  New cosmetic definitions, scope and classifications
-  Management of new cosmetic ingredients
-  Addition of efficacy claims requirements
-  Safety assessments for cosmetic products and requirements for safety assessors



All Portfolio of active ingredients  
are now CSAR-compliant.

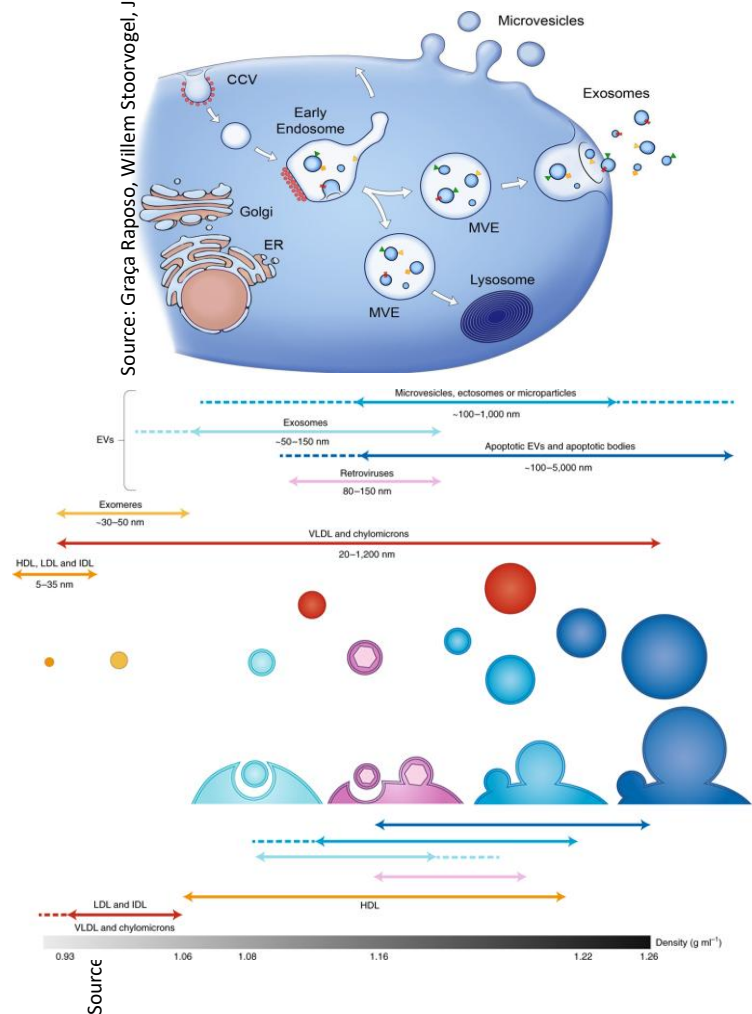
# Innovation in COSMETICS started in 2023

Powder active ingredients for make-up application
Recombinant peptides using molecular farming technology*
Post-Biotics using precision fermentation Technology
Extracellular Vescicles 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 today



## Wound healing

- Reduced expression of IL-1 $\beta$ 、IL-6、TNF- $\alpha$
- Increase collagen expression



## Hair regrowth

- Promote the proliferation of DPCs



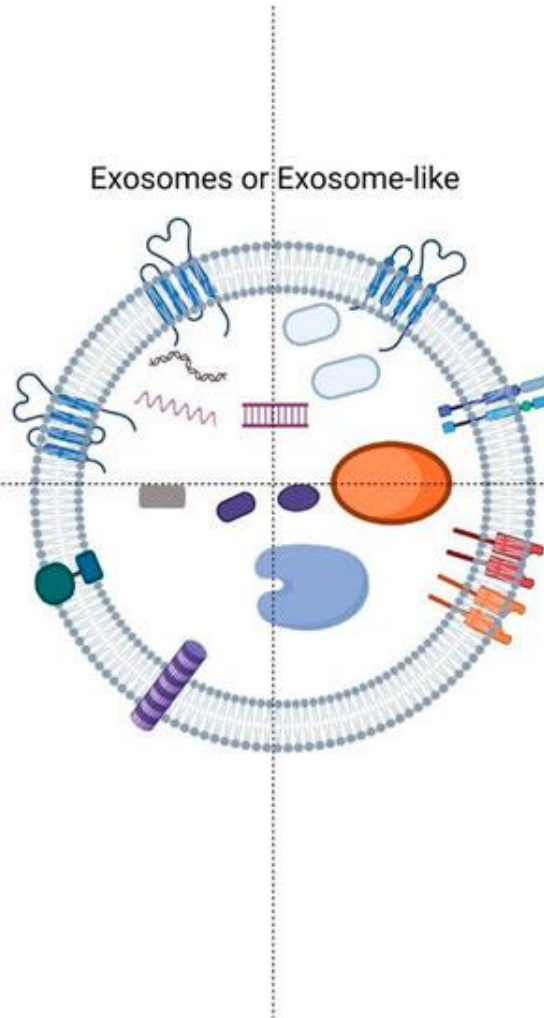
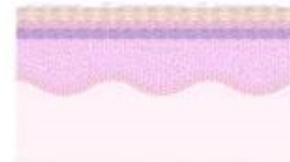
## Anti-aging

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



## Hyperpigmentation

- Inhibits the formation of melanin





# Our Exosome

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

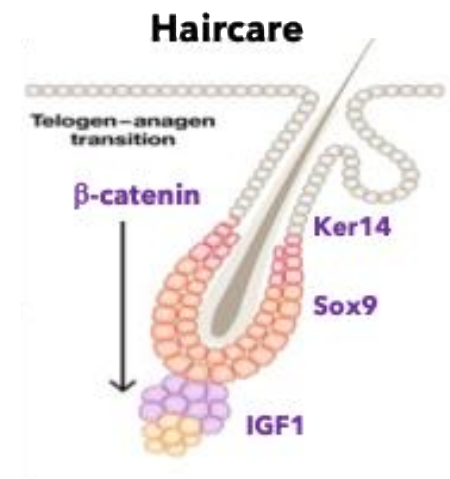
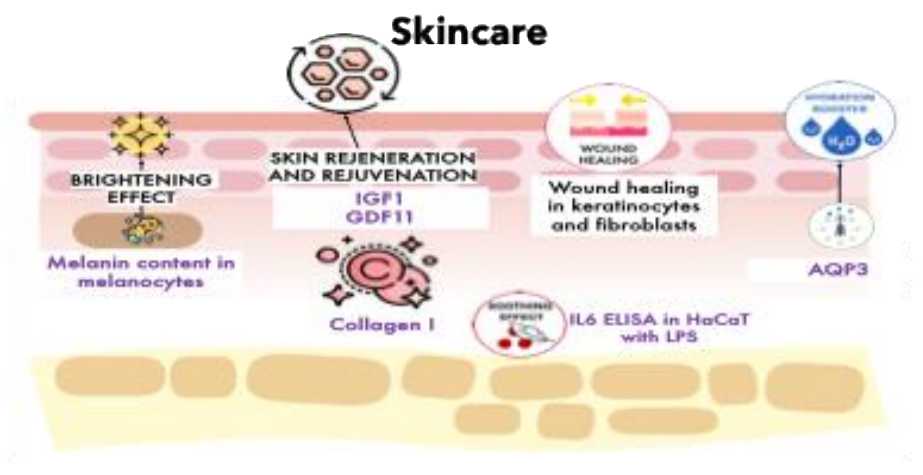
CME  
market in  
2025

CC  
market in  
2025

Clean & Bio

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

Our Biological targets for the efficacy evaluation



# The Beauty of Biotech: ONE for MANY

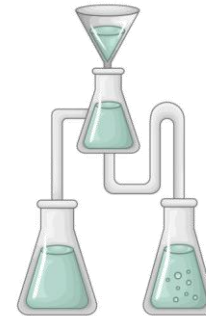


Arterra + Vitalab



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**

CC  
market  
in

CC  
market  
in

CME  
market  
in 2025

CME  
market  
in 2026

CC  
market  
in 2026

CME  
market  
in 2025

CC  
market  
in 2025

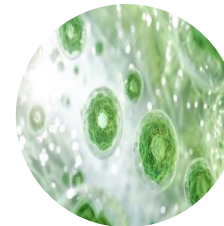
500 ml  
Cell Culture  
1 week



**Exhausted Media**  
**500 ml**



Tangential  
Filtration

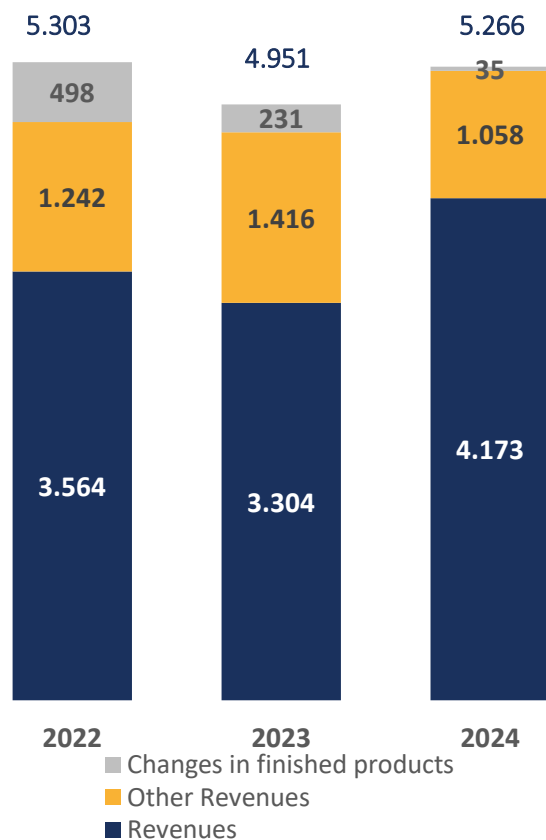


# FINANCIALS

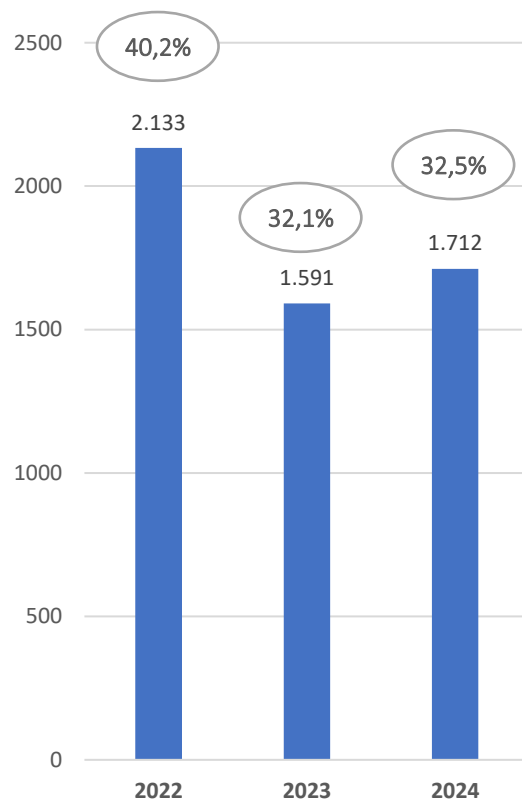
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# Economic results as of December 31, 2024

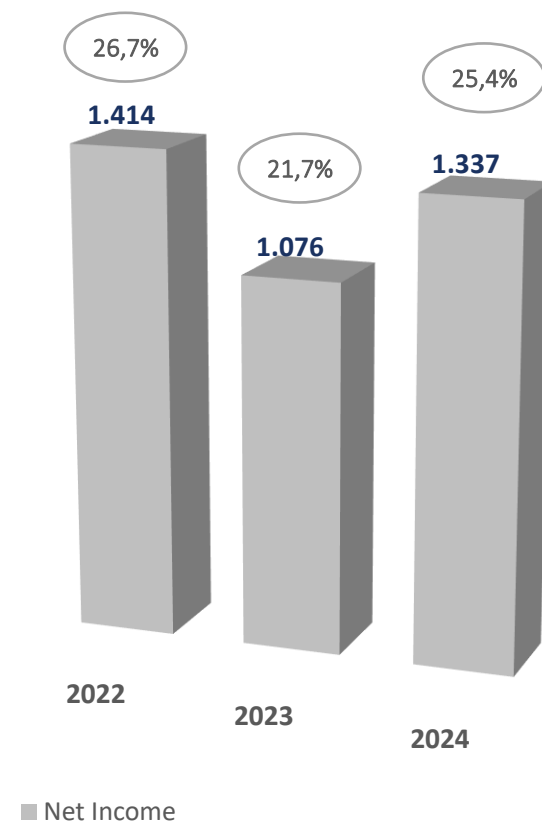
Value of Production (€/000)



Ebitda (€/000)



Net Income (€/000)



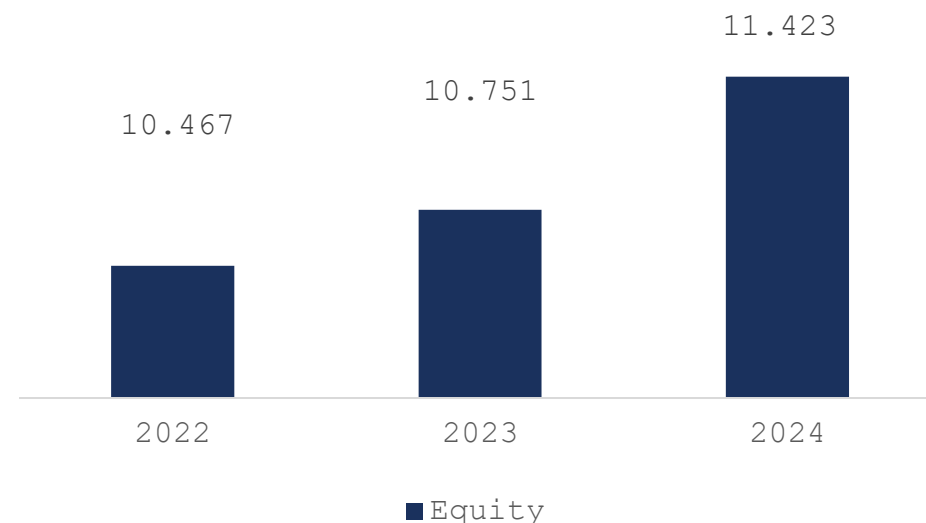


# Net Debt / Equity

## 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
<b>Current Net Debt</b>	<b>(5.817)</b>	<b>(3.599)</b>	<b>(3.247)</b>
Long term Financial Receivables	-	2.372	2.422
Long term Financial Debt	315	299	260
<b>Net Debt (Cash)</b>	<b>(5.502)</b>	<b>(5.672)</b>	<b>(5.409)</b>
<b>*including credits from grants</b>	<b>(6.406)</b>	<b>(6.488)</b>	<b>(6.864)</b>

## 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!**