



INVESTOR CONFERENCE NAPLES

Banca Profilo

OCTOBER 2nd, 2025



TOPICS

- ARTERRA AT GLANCE
- MARKET CONSOLIDATION
- 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 & VITALAB TEAM



1,600 sqm



33



12



PhD

13

Chem Ing

2

MSc

11

Tech

11

Administration

6

PhD Students

2



OUR FACILITIES



- ❖ Chemistry Lab
- ❖ Plant Cell Culture Lab
- ❖ Microbiology Lab
- ❖ Molecular & Cell Biol. Lab
- ❖ Histology & Microscopy Lab
- ❖ **Process Lab**
- ❖ Production Lab
- ❖ Plant Cells Culture Growing Facility
- ❖ MicroAlgae Growing Facility
- ❖ **Plant Growing Facility**
- ❖ **Lactobacillus & Agrobacterium Growing Facility**

❖ **New**



ARTERRA & VITALAB TEAM



M. GABRIELLA COLUCCI
CEO

VINCENZO FOGLIANO
CSO

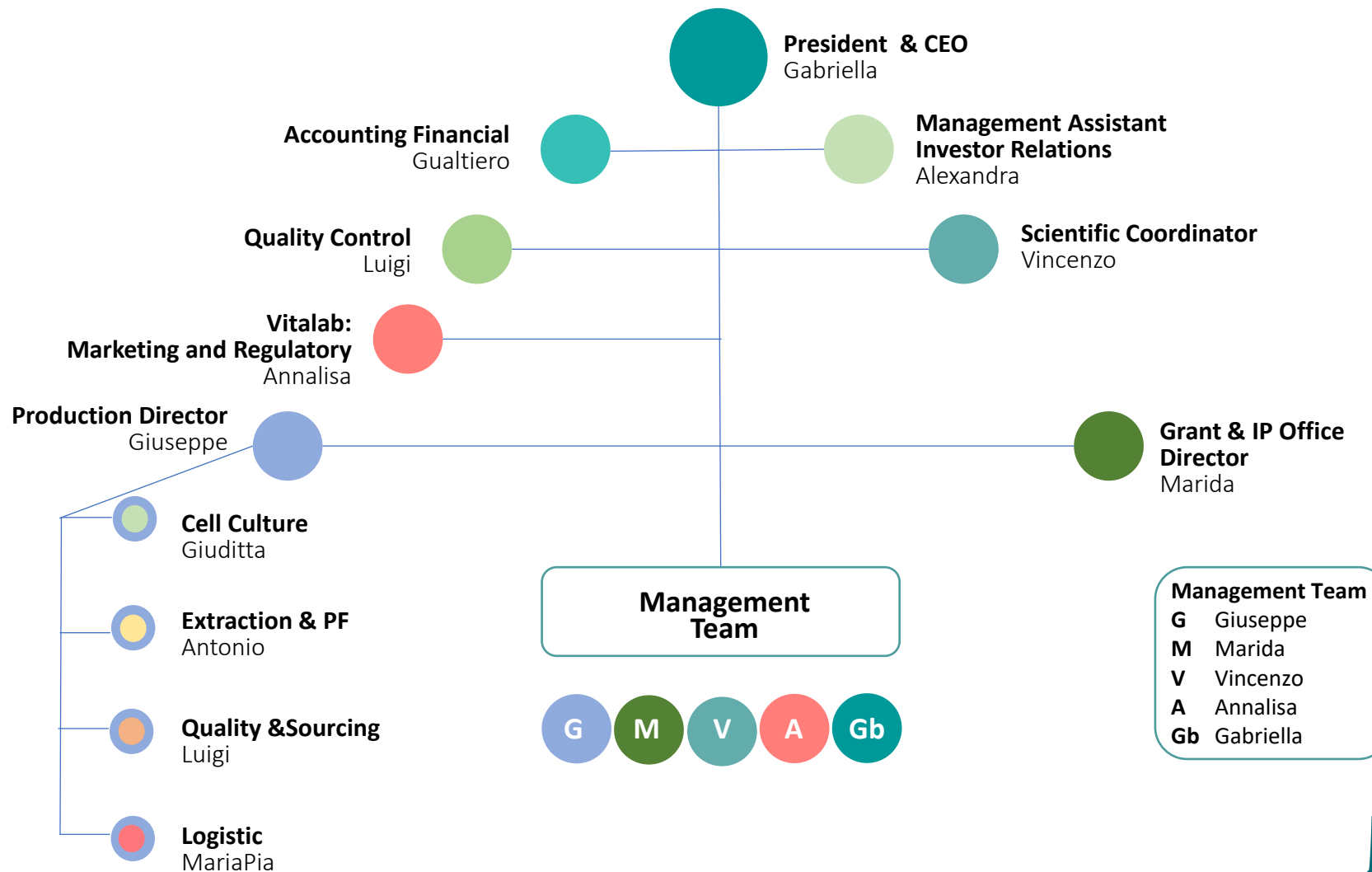
GIUSEPPE FERRANTE
COO

MARIDA BIMONTE
Grant & IP Director

ANNALISA TITO
Cell & Mol Biol. Director



COMPANY ORGANIZATION





FROM THE IDEA TO THE PRODUCT

Microbiology

Chemistry

Scientific Breakthrough

Biochemistry

Genetic Engineering

Plants

New Tech.

Skin Biology

THINK TANK TEAM

Insight and Feasibility of Ideas

Management Team Approval



TTU

THINK TANK RESEARCH UNITS

INNOVATION TEAM

From Idea to Prototype

Management Team Approval



IU

INNOVATION RESEARCH UNITS

APPLIED RESEARCH TEAM

From Prototype to Product

Management Team Approval



RU

RESEARCH UNITS

PRODUCT TEAM

Production/Regulatory/Marketing



NEW PRODUCTS

*QA, QC Arterra
INCI; CSAR Vitalab



CERTIFICATIONS



Azienda certificata
da ClimatePartner
climate-id.com/RUPASF





ARTERRA POSITION IN RELEVANT MARKETS

CONSUMER COSMETICS



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

FOOD SUPPLEMENT FOR PATHOLOGY RELATED DISORDERS



Robust discovery platform & extensive natural extracts collection.

CROP PROTECTION



Validated Platform for crop protection related natural compounds discovery.

BEAUTY COSMETICS



Professional Cosmetic Products for topical application. Aesthetic Medicine.

New segment of a known market.

Ingredients for topical and injectable products.

New market just started.

AGRIFOOD



Consolidated knowhow in up-cycling processes.

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

PRODUCTS

IP



SOURCES FOR ACTIVE INGREDIENT DISCOVERY & DEVELOPMENT

BIOTECH BASED

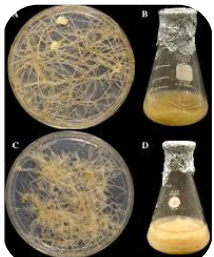
Plant Cell Culture



MicroAlgae



Hairy Roots Culture

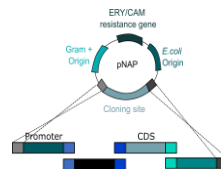


In Vitro Microgreens



BIOENGINEERING BASED

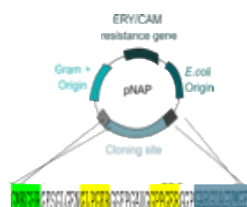
4 New Proprietary Strains of Lactobacillus



**PATENT ON GENETIC ELEMENTS for
Recombinant Proteins, Peptides production
in Lattobacillus Sp.**

BIOENGINEERING BASED

Molecular Farming



**Vegan Collagen
NO GMO**

Rhizosecretion



HIGH QUALITY EXTRACTS

**Wild Grown Plants
Coltivated Mashroom (TCM)
Up Cycling Agricultural Waste**





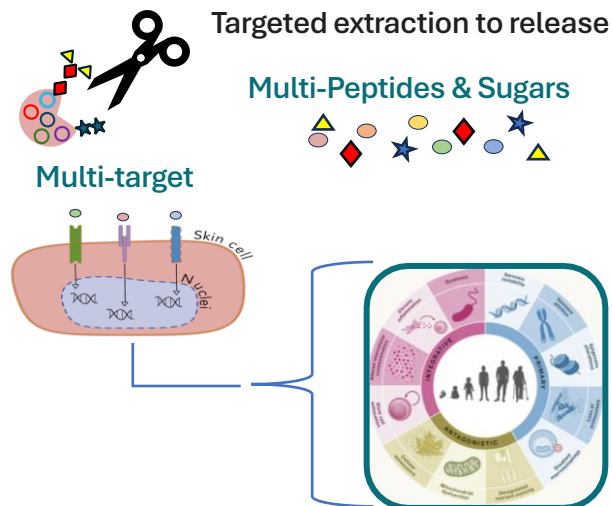
EXTRACTION PROCEDURE

HYDROXYPROLINE RICH MULTYPEPTIDES

Patent: WO 2007/104489 Gabriella Colucci, Fabio Apone, Maarten J. Chrispeels Method for the preparation of a composition based on 4-hydroxyproline

J. Biotechnol., 145(4): 367-376 (2010). A mixture of peptides and sugars derived from plant cell walls increases plant defense responses to stress and attenuates ageing-associated molecular changes in cultured skin cells

Targeted extraction method to selectively release the peptides from cell wall proteins.



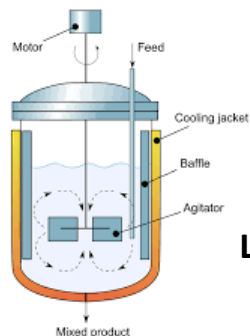
TRADITIONAL



Hydrosoluble



Hydroalcoholic



Lyposoluble

NEWLY INTRODUCED IN HOUSE TECHNOLOGY



KrosFlo KR2i tangential flow filtration

Exosomes extraction



High pressure homogenization system

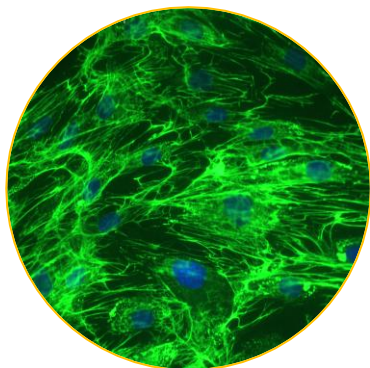
Biopolymers disruption: PDRN



EFFICACY EVALUATION PLATFORM

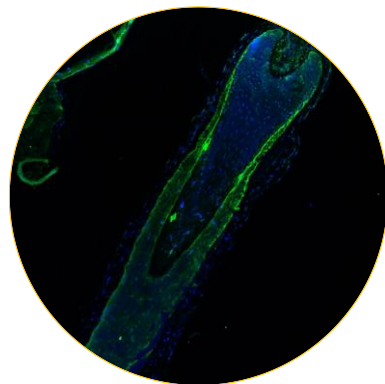
IN VITRO MOLECULAR BIOLOGY & CELL BIOLOGY

146 assays
covering 26 skincare claims



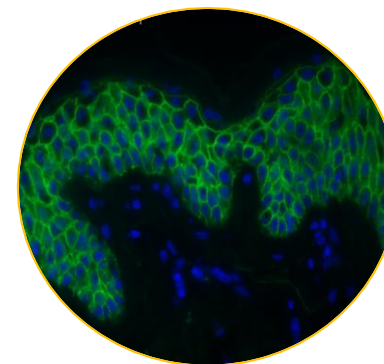
EX-VIVO ASSAY

29 assays
covering 10 skincare claims



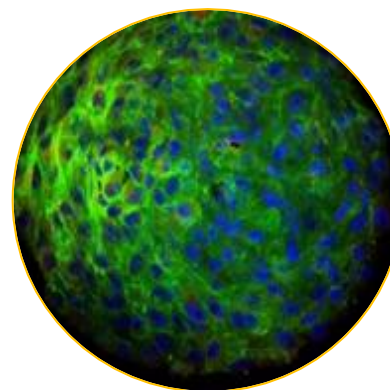
SKIN PENETRATION

Franz cells using
Strat-M membrane
to follow the penetration



FOR HAIRCARE

20 assays
covering 3 haircare claims





INNOVATION IN COSMETIC

CONSOLIDATED SEGMENT: SKINCARE & MAKE-UP & HAIRCARE 2024/2025

2024



1. Tito A. *et All* - Skin rejuvenating properties of a powerful blend of Gardenia jasminoides peptides and flavonoids.
2. HPC Today, 1/2024.
3. 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.
4. Tito A, *et All* Harnessing the biotechnological power of Jasminum sambac: a clinical inquiry into skin radiance and pigmentation control.
5. HPC Today, 4/2024.
6. Arciello S., *et All* Exhausted plant cell culture media as potential biostimulants to enhance plant growth and nitrogen use efficiency in tomatoes under optimal and reduced nitrogen supply.
7. Journal of Plant Nutrition and Soil Science, 2024; 1-12.
8. Falanga D, *et All* Exploring the adaptogenic potential of cordyceps sinensis to promote skin longevity.
9. HPC Today, 6/2024.
10. Tito A. *et All* Plantago lanceolata-derived extracellular vesicles: a powerful strategy for skin regeneration. Skin Ageing & Challenges 2024, Malta.
11. Becchimanzi A., *et All* The salivary gland transcriptome of Varroa destructor reveals suitable targets for RNAi-based mite control.
12. Insect Molecular Biology 2024; 1-12.

2025



1. Vitale A., *et All* In vitro cellular model systems provide a promising alternative to animal experiments for studying the intestine-organ axis. Critical Reviews in Biotechnology, 1–18 (2025).
2. Russo R., *et All* Phaseolus coccineus Seed: A Valued Resource for Bioactive Compounds Targeting Health and Tumor Cells. Int. J. Mol. Sci. 2025, 26, 2189.
3. Ricci L., *et All* Lentinus edodes (Shiitake) extract as a Vitamin D Receptor Activator to Enhance Skin Adaptogenic Responses Journal of Ethnopharmacology under review
4. TitoA. *et All* Hyssopus officinalis cell culture extract for support of epidermal barrier function (*provisional title*) Cells Special Issue "Phytofactories: From Lab to Applications" under submission
5. Falanga, D. *et All* Effetto migliorativo sull'integrità cutanea di un estratto biotecnologico di Scabiosa arvensis Innovazione in Botanicals *under review*



INNOVATION IN COSMETIC

SCIENTIFIC MEETINGS

2024



1. 3rd International Summer School on Science based formulation, 1-3 July 2024. Fiorella Nugnes
2. 18th Naples workshop on Bioactive Peptides – Peptides in the nativity November 28-30 2024 Antonio Colantuono: Bioactive peptides hydrolysates in beauty industry: sources, chemical characterization and biological properties (oral presentation)
3. Genome editing practical course 6-9 May 2024 Ceinge Napoli – Chiara Niespolo Cosmetotest 29-30 May virtual participation
4. Skin ageing & challenges 2024 Malta November 5-6 2024 Annalisa Tito: Plantago lanceolata-derived extracellular vesicles: strategies for skin regeneration (oral presentation)
5. Workshop Oltre i limiti del microscopio. Assunta Tortora e Adrian De Lucia. 21-23 maggio 2024 Ceinge - Napoli

2025



1. 8th international conference on microbial diversity. 23-26 september 2025. Martina Parziale : Development of probiotics and post-biotics for the modulation of skin microbiome
2. Comet 2025 22-23 January 2025.
3. XXXIInd Skin Science days Febraury 5-6 2025
4. TRI Princeton Hair Test 2025
5. Workshop IVTech 5D in vitro models 16-17 January 2025 Alessandra Vitale e Adriana De Lucia
6. Phytofactories 2025 18-20 June 2025. Annamaria Cifariello : *Hyssopus officinalis* cell culture as new source of metabolites for skin care application
7. Annalisa Tito : Coffea bengalensis-derived extracellular vesicles: micro-RNA mediated modulation of skin inflammation and neuron communication IFSCC2025 15-18 September 2025
8. Stefania Arciello: Using Lettuce to Produce Collagen Peptides: A Novel Biotechnological Approach for Enhancing Skin Structure IFSCC2025 15-18 September 2025
9. Evita 2025 24-26 September 2025 Extracellular vesicles derived from L. sativa seedlings promote skin regeneration and contrast inflammation: an in vitro study.



INNOVATION IN COSMETIC



2024/2025 Patents filed

- Domanda di brevetto internazionale PCT/EP2024/074175: Use of plant-derived extracts for hair growth stimulation and cosmetic or pharmaceutical compositions containing such extracts for said use. **Titolarità Vitalab S.r.l.**
- Domanda di brevetto italiano n. 10202400002981: Estratto derivato da colture cellulari appartenenti alla specie *Hyssopus officinalis*, e relativo metodo di preparazione, composizioni cosmetiche contenenti tale estratto e uso di detto estratto e di dette composizioni per la cura della pelle. **Titolarità Vitalab S.r.l.**
- Domanda di brevetto internazionale PCT del brevetto italiano n. 10202400002981: Estratto derivato da colture cellulari appartenenti alla specie *Hyssopus officinalis*, e relativo metodo di preparazione, composizioni cosmetiche contenenti tale estratto e uso di detto estratto e di dette composizioni per la cura della pelle. **Titolarità Vitalab S.r.l.**

2025 Patent examinations

- Domanda di brevetto italiano n.102023000017877: Uso di estratti di origine vegetale per la stimolazione della crescita dei capelli e composizioni cosmetiche o farmaceutiche contenenti tali estratti. **Titolarità Vitalab S.r.l.**
- Domanda di brevetto italiano n. 102023000028383: Ceppi di lattobacilli isolati da latte di bufala crudo e da formaggio pecorino sardo D.O.P. e processo per la produzione di molecole biologiche tramite l'utilizzo di detti ceppi di lattobacilli. **Titolarità Arterra Bioscience S.p.A.**



INNOVATION IN COSMETIC



2024/2025 - 6 NEW catalogue products on the market



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



NC75 Vita TechCollagen

Human Recombinant Collagen
produced in *Lactuga sativa*



NC77 Vita Vinea

Vitis Vinifera plant cell cultures



NC 78 Vita Sculptis

Helichrysum italicum plant cell cultures



INNOVATION IN COSMETIC

2025 EXCLUSIVE DEVELOPMENT FOR:



n. **3** Exclusive Active Ingredients



n. **1** Exclusive Active Ingredients



n. **1** Exclusive Active Ingredients



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**

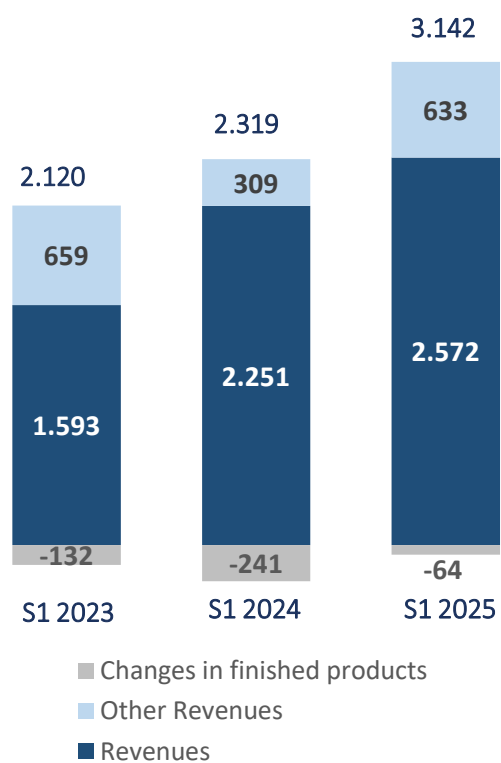


FINANCIALS



ECONOMIC RESULTS AS OF JUNE 30, 2025

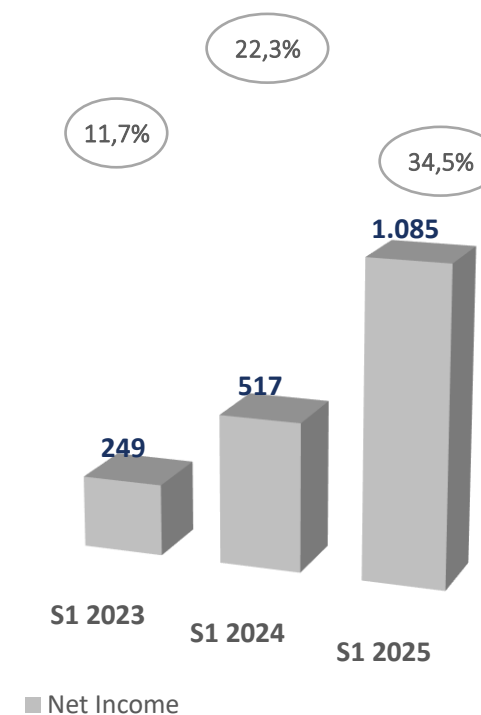
VALUE OF PRODUCTION (€/000)



EBITDA (€/000)



NET INCOME (€/000)



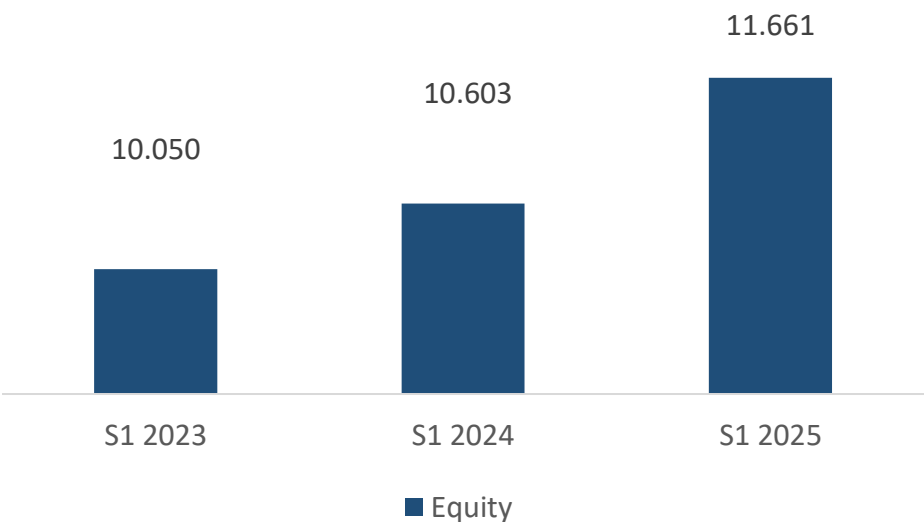


NO DEBT / EQUITY

NET DEBT (€/000)

	S1 2023	S1 2024	S1 2025
Cash and Cash Equivalents	(4.337)	(3.427)	(3.442)
Current Financial Receivables	-	-	-
Financial assets other than fixed assets	(1.201)	(2.472)	(2.573)
Current Financial Debt	136	43	49
Current Net Debt	(5.402)	(5.856)	(5.968)
<i>Long term Financial Receivables</i>	<i>1.201</i>	<i>2.472</i>	<i>2.573</i>
Long term Financial Debt	260	300	260
Net Debt (Cash)	(5.016)	(5.556)	(5.707)
<i>*including credits from grants</i>	<i>(6.190)</i>	<i>(6.608)</i>	<i>(6.929)</i>

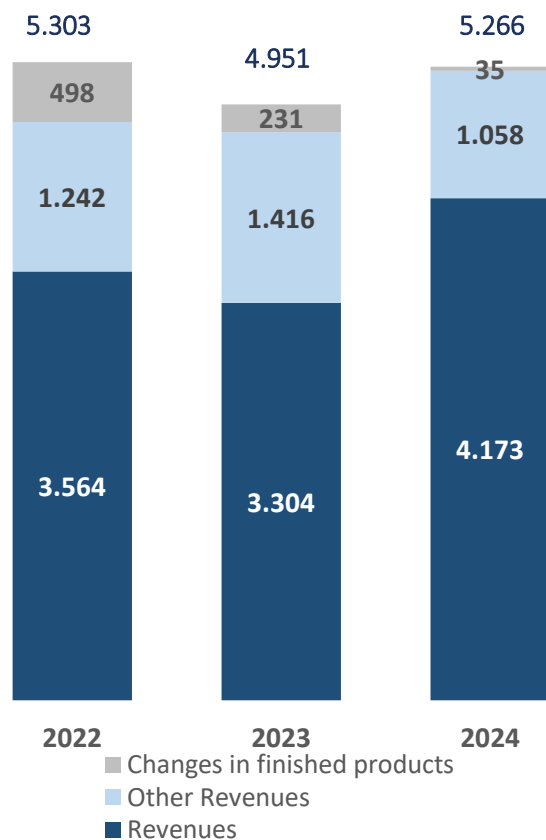
EQUITY (€/000)



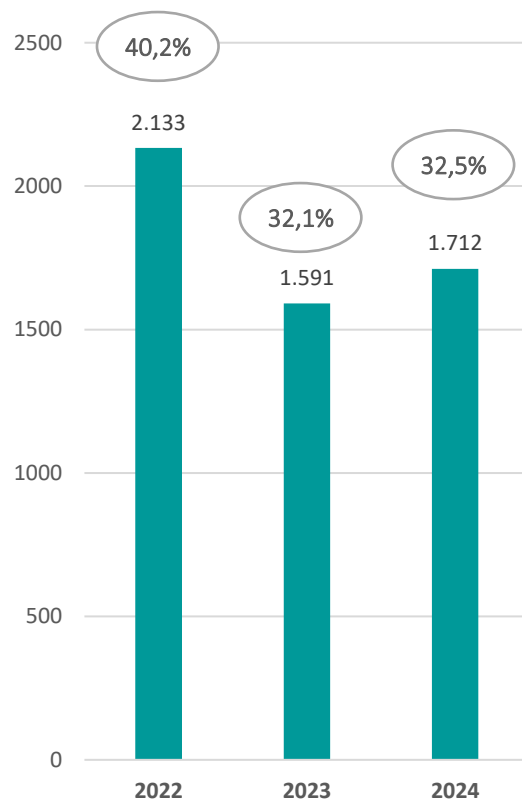


ECONOMIC RESULTS AS OF DECEMBER 31, 2024

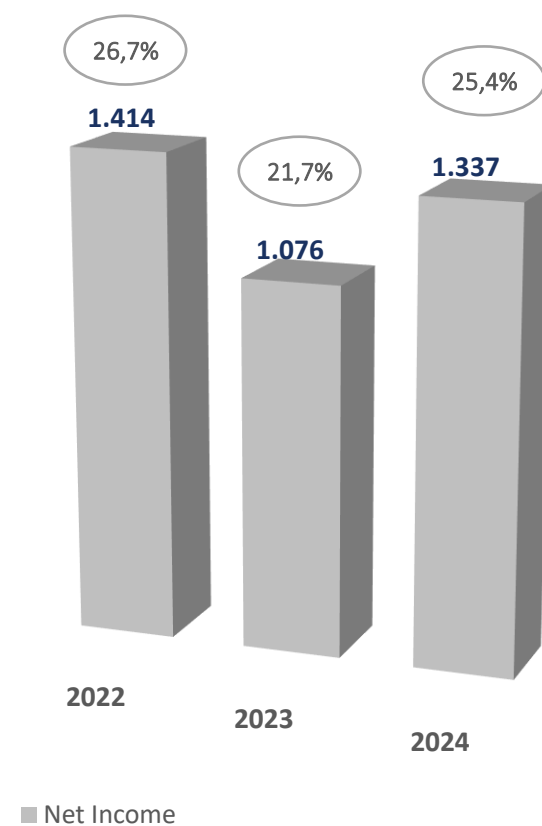
VALUE OF PRODUCTION (€/000)



EBITDA (€/000)



NET INCOME (€/000)



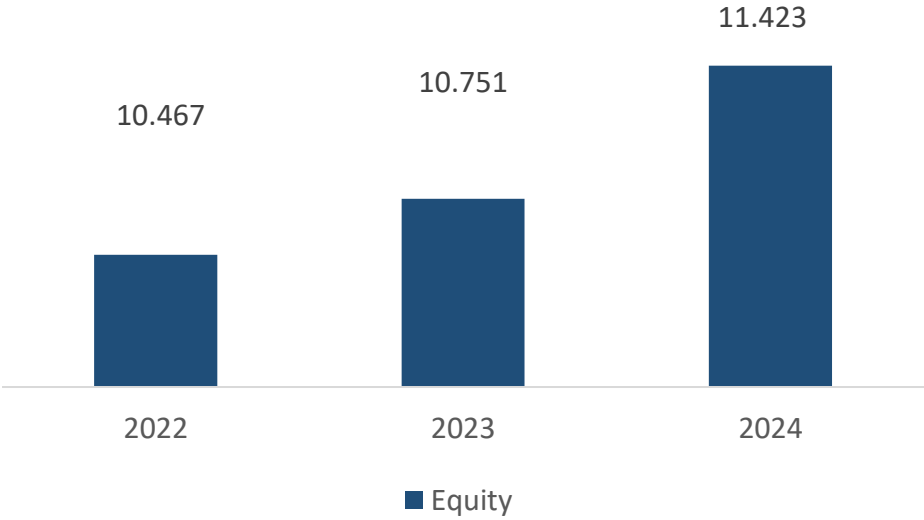


NO DEBT / EQUITY

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

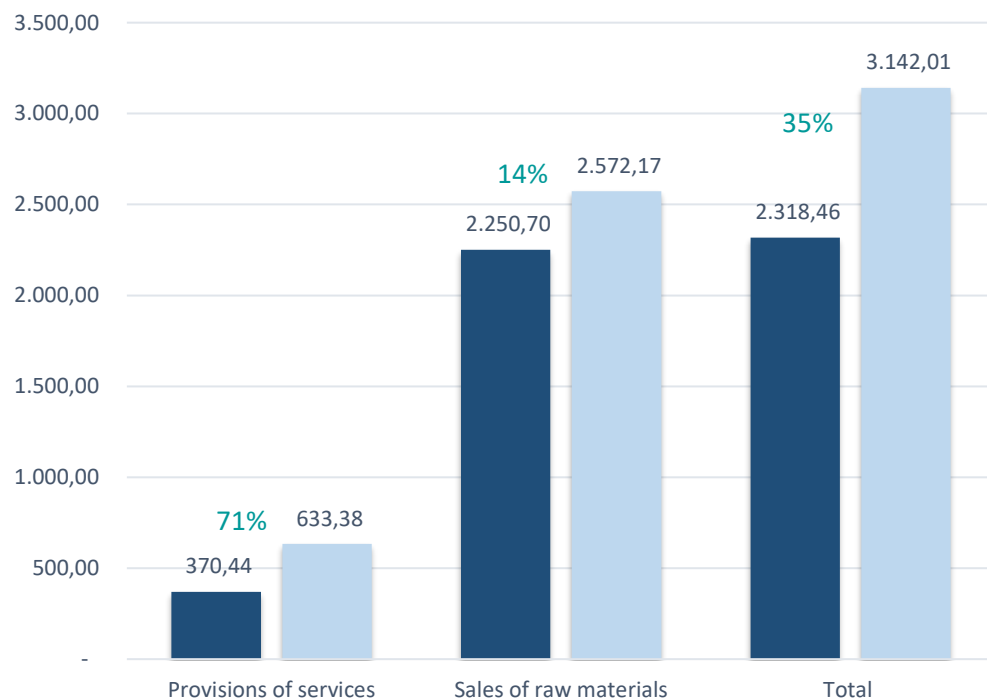
EQUITY (€/000)





REVENUE COMPARISON - H1 2025 vs H1 2024

S1 2025-S1 2024



S1 2025 vs S1 2024

Total turnover increased by **35.5%** compared to the first semester of 2024.

The main driver of this growth was the **sale of cosmetic raw materials**, which rose by **14.3%** (from €2,250,697 to €2,572,169). Additionally, Arterra Bioscience strengthened its **research collaborations**, leading to a **71% increase** in revenues from **provision of services** (from €370,441 to €633,383).

Overall, total revenues grew from **€2,318,455** to **€3,142,012**.



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THANK YOU