



# INVESTOR CONFERENCE 2026

## Banca Profilo

April 8<sup>th</sup>, 2026



## TOPICS

- ARTERRA AT GLANCE



- MARKET CONSOLIDATION



- FINANCIALS





# PEOPLE SPEAKING TODAY



**MARIDA BIMONTE**  
Project & IP Manager



**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.

In 2010, Arterra expanded its impact through the creation of **Vitalab**, a joint venture with Intercos Group, aimed at transforming scientific discoveries into high-value cosmetic active ingredients.

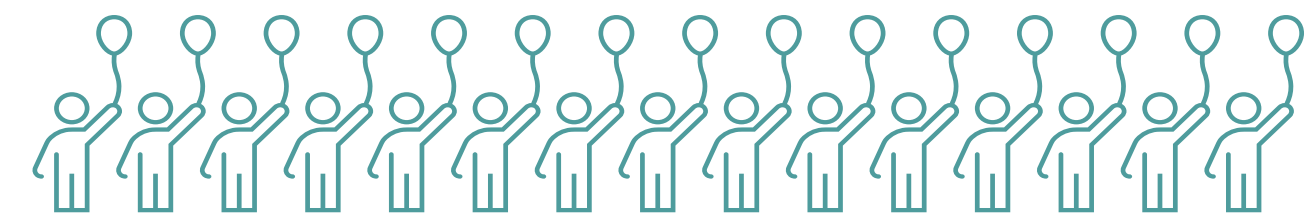
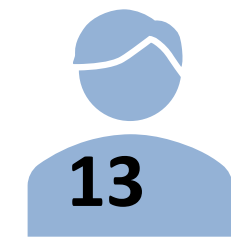
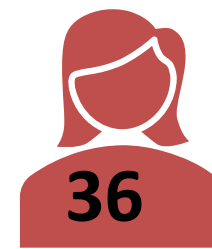




# ARTERRA & VITALAB TEAM



1,600 sqm



PhD	17
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
- ❖ **Lactobacillus & Agrobacterium Growing Facility**
- ❖ **Plant Growing Facility**





# MANAGEMENT TEAM



M. GABRIELLA COLUCCI  
CEO

GUALTIERO IOIMO  
CFO

VINCENZO FOGLIANO  
CSO

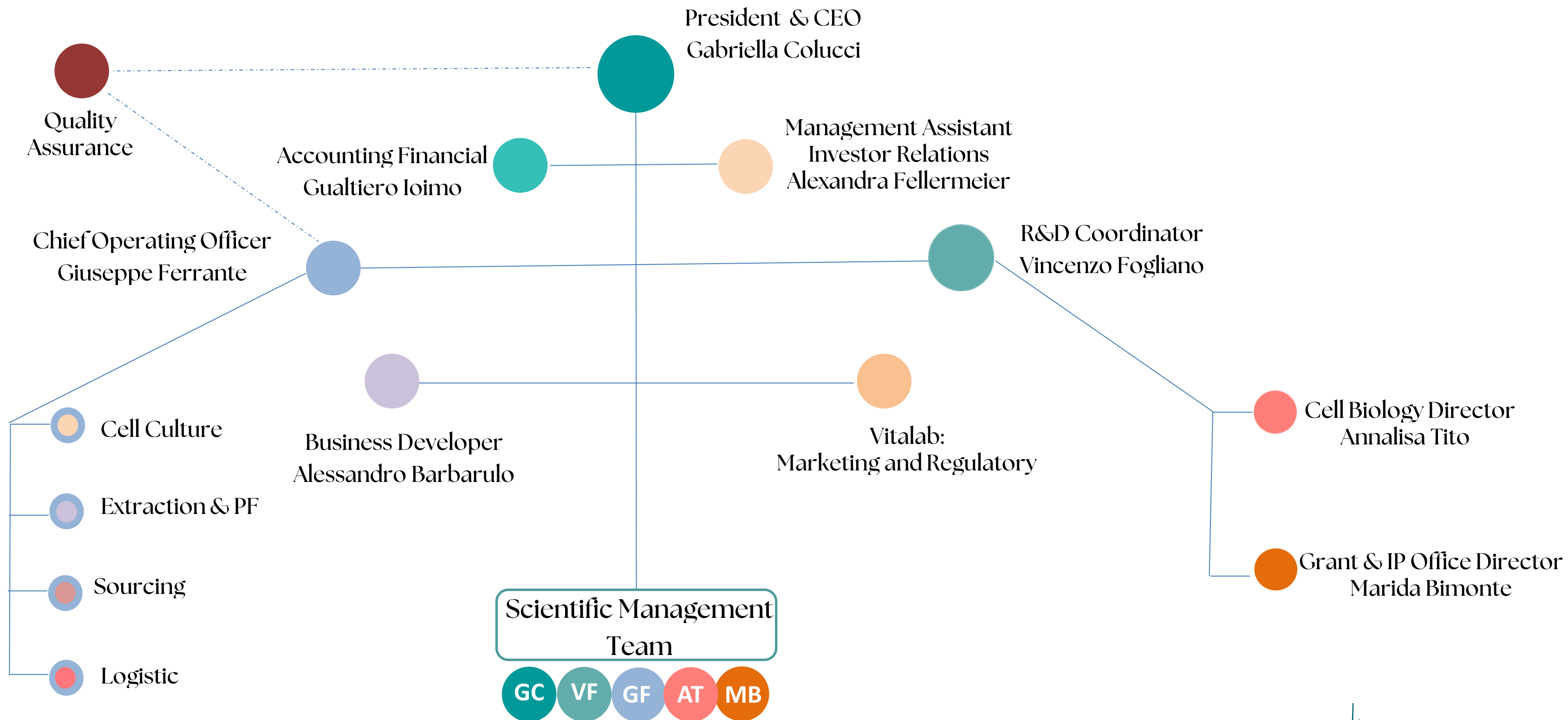
GIUSEPPE FERRANTE  
COO

MARIDA BIMONTE  
Grant & IP Director

ANNALISA TITO  
Cell & Mol Biol. Director



# COMPANY ORGANIZATION





# FROM THE IDEA TO THE PRODUCT



## 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





# 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 applications in 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

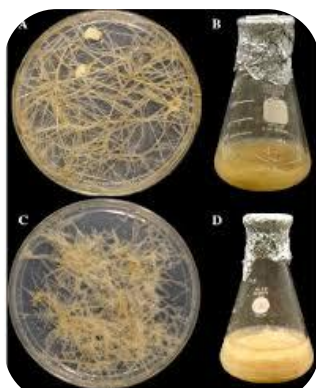
Plant Cell Culture



MicroAlgae

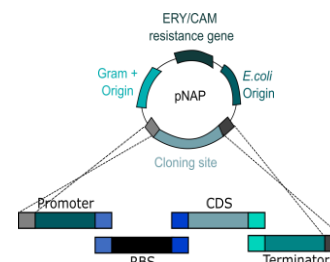


Hairy Roots Culture In Vitro Microgreens



## BIOENGINEERING BASED

4 New Proprietary Strains of Lactobacillus



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

## HIGH QUALITY EXTRACTS

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

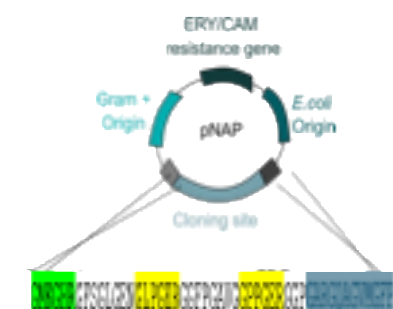


## BIOENGINEERING BASED

Molecular Farming



Rhizosecretion



Vegan Collagen  
NO GMO



# 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.

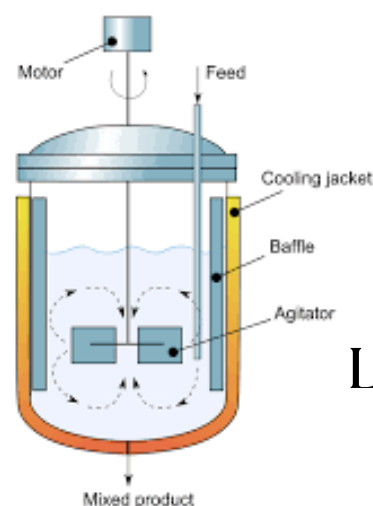
### TRADITIONAL



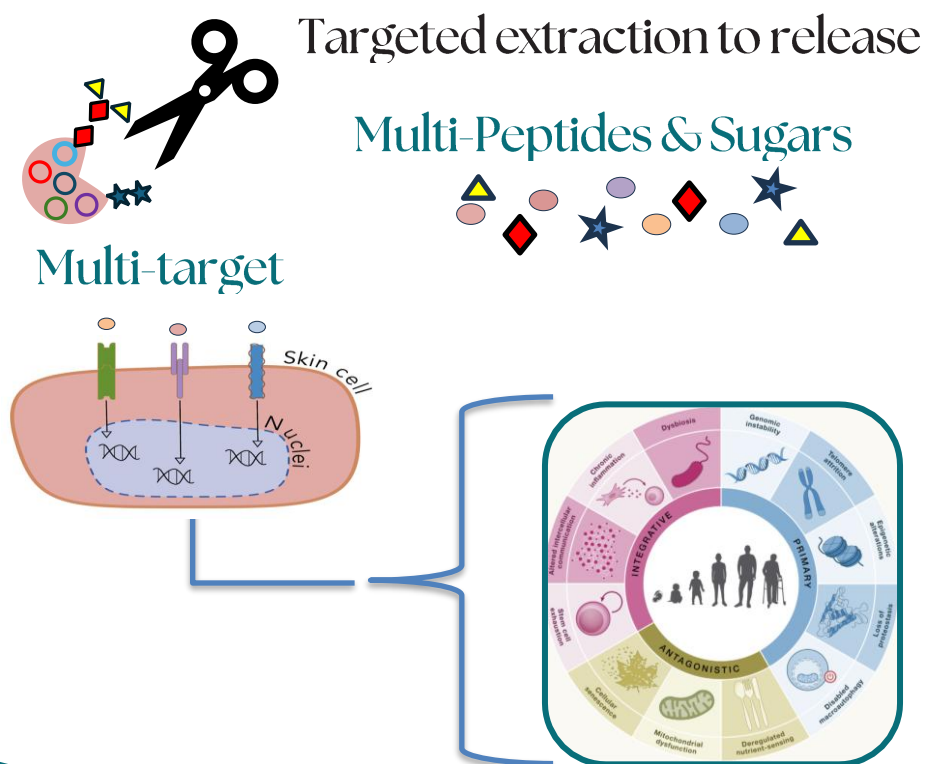
Hydrosoluble



Hydroalcoholic



Lyposoluble



### NEWLY INTRODUCED IN HOUSE TECHNOLOGY



KrosFlo KR2i tangential flow filtration

Exosomes extraction



High pressure homogenization system

Biopolymers disruption: PDRN



# EFFICACY EVALUATION PLATFORM

Cosmetic and biomedical application

## IN-VITRO BIOLOGY

 **21** Cell Lines  
**180** Assays

## EX-VIVO MODELS

Skin Explants & Hair Follicle  
 **49** Assays

## PENETRATION PLATFORMS

 Skin artificial membrane  
In Vitro intestinal Models

## IN-VITRO GUT MODELS

 **5** Disease Models



# Global Cosmetics Industry: Trends & Strategic Implications



## Market Overview

- 2025 market size: ~\$120bn
- ~4% CAGR
- Largest segment: Skincare
- Market Leader: L'Oréal



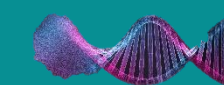
## Key Trends

- Hybrid Make-up
- Indie brands rise
- Biotech ingredients



## Market Dynamics

- China: evolving regulatory landscape
- West: resilient & innovation-driven



## Arterra Positioning

- Biotech expertise
- Fast time-to-market
- Product differentiation



# INNOVATION IN COSMETIC



2024/2026 - 8 NEW catalogue products on the market



Vita PeptiBloom

*Peonia suffruticosa*  
plant cell cultures



Vita NiaCeraMine

*Hyssopus Officinalis*  
plant cell cultures



PlantExo Vita

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



Exorelis Vita

Next-gen Exosomes  
from coffee 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



NC82 Vita Cell PDRN

Polydeoxyribonucleotide (PDRN)  
from coffee cell cultures



# INNOVATION IN COSMETIC

2025 EXCLUSIVE DEVELOPMENT FOR:



n. 3 Exclusive Active Ingredients



n. 1 Exclusive Active Ingredients



n. 1 Exclusive Active Ingredients



## CONSOLIDATED SEGMENT: SKINCARE & MAKE-UP & HAIRCARE 2024/2026

# INNOVATION IN COSMETIC

### 2024

1. Tito A. *et al.* HPC Today, 1/2024.
2. Di Lorenzo R., *et al.* International Journal of Molecular Sciences, 2024, 25, 4282.
3. Tito A, *et al.* HPC Today, 4/2024.
4. Arciello S., *et al.* Journal of Plant Nutrition and Soil Science, 2024;1-12.
5. Falanga D, *et al.* HPC Today, 6/2024.
6. Tito A. *et al.*, Skin Ageing & Challenges 2024, Malta.
7. Becchimanzi A., *et al.* Insect Molecular Biology 2024;1-12.

### 2025

1. Vitale A., *et al.* Critical Reviews in Biotechnology, 1–18 (2025).
2. Russo R., *et al.* Int. J. Mol. Sci. 2025, 26, 2189.
3. Zanotti C, *et al.* Front. Bioeng. Biotechnol. 13:1617478. doi: 10.3389/fbioe.2025.1617478
4. Falanga, D. *et al.* Innovazione in Botanicals (2)2025
5. Tito A *et al.* Communication. IFSCC Magazine | Volume 28 (4) | 2025

### 2026

1. Morra F., *et al.* Innovazione in Botanicals 6(1) 2026.
2. Ricci L., *et al.* Journal of Ethnopharmacology under review
3. Tito A. *et al.* Cells Special Issue "Phytofactories: From Lab to Applications" under submission



# INNOVATION IN COSMETIC

## 2024/2026 Patents filed



## 2024/2026 Patent granted

- 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 PCT/EP2025/086691: Extract derived from *Hyssopus officinalis* cell cultures, and method for the preparation thereof, cosmetic compositions containing said extract, and use of said extract and of said compositions for skin care. Titolarità Vitalab S.r.l.

- **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.
- **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 MEDICAL DEVICE



2021 - 1 NEW product launched on the market:  
**Arterra BioComplex** for acne treatment

<p>Partnership ADL Farmaceutici</p> 	<p>Technology</p> <ul style="list-style-type: none"><li>• Biotech-derived actives</li></ul> 	<p>Products</p> 	<p>Indication</p> <ul style="list-style-type: none"><li>• <i>Acne-prone skin</i></li><li>• <i>CE medical device</i></li></ul>
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Strategic value: expansion into medical devices & dermatological innovation platform

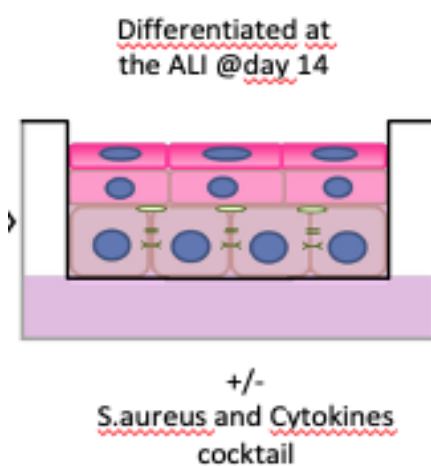


# INNOVATION IN FOOD SUPPLEMENTS and MEDICAL DEVICE

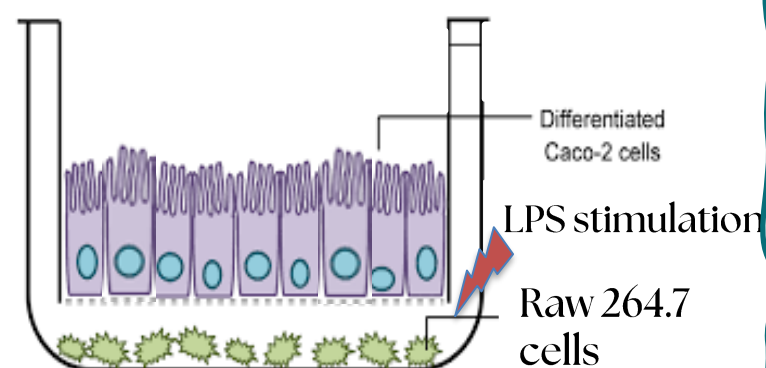


2025 - 1 NEW product ready for the market:  
A combined oral and topical treatment for **Atopic Dermatitis**

*In vitro* model of "atopic skin"



*In vitro* model of "gut inflammation"

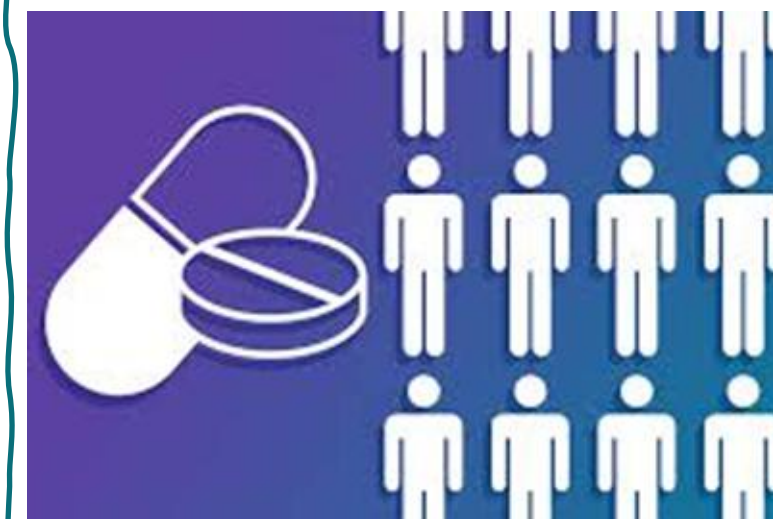


In vivo test on animal model\*



\* In collaboration with University of Singapore

Clinical Trial\*



\* In collaboration with the Dermatology Department, Università Vanvitelli



Patent granted for industrial invention:  
102021000020309. Extracts derived from olives and prickly pear shovels for use in the prevention and treatment of atopic dermatitis.



# CERTIFICATIONS



Azienda certificata  
da ClimatePartner  
[climate-id.com/RUPASF](https://climate-id.com/RUPASF)

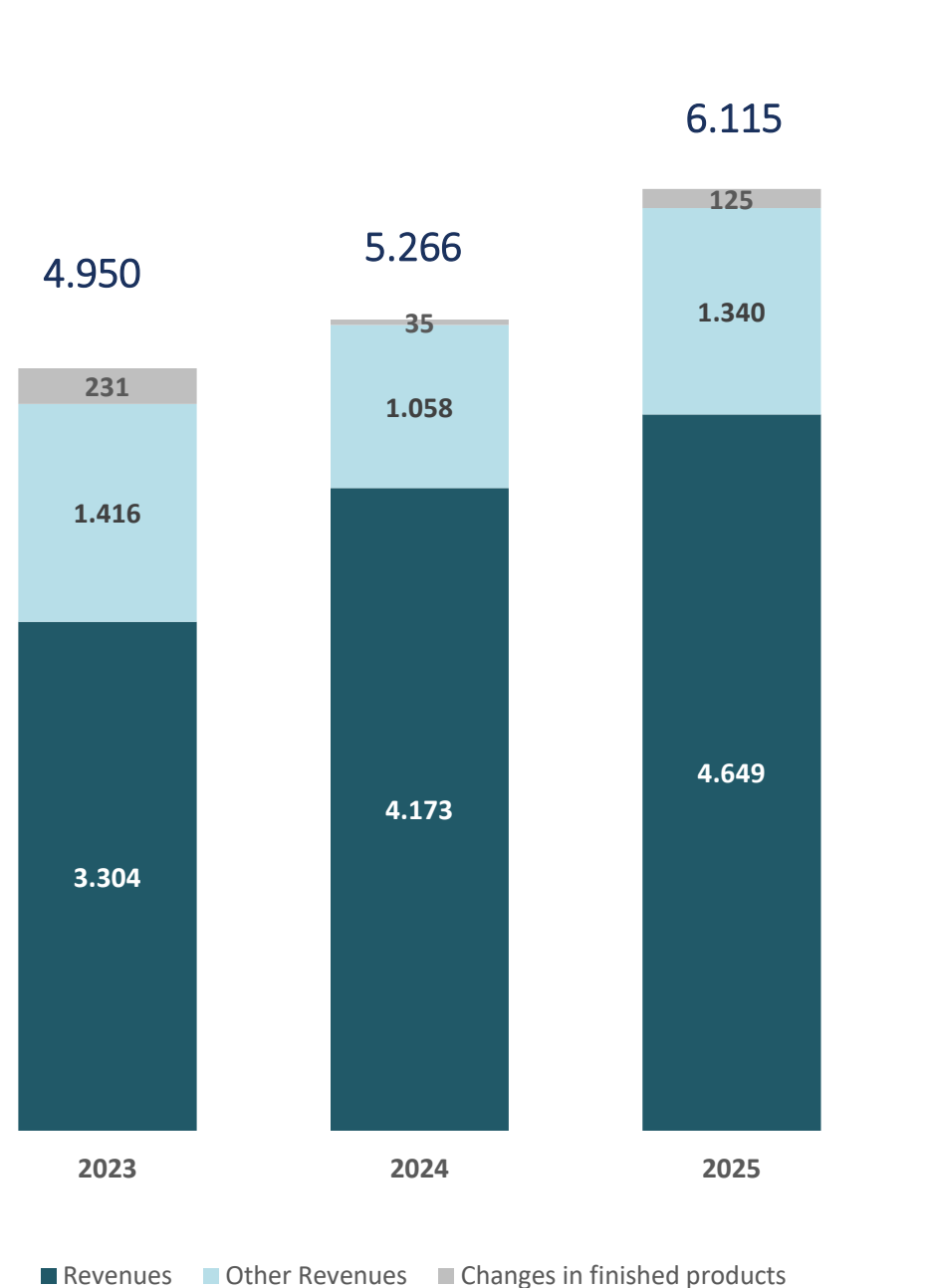


# FINANCIALS

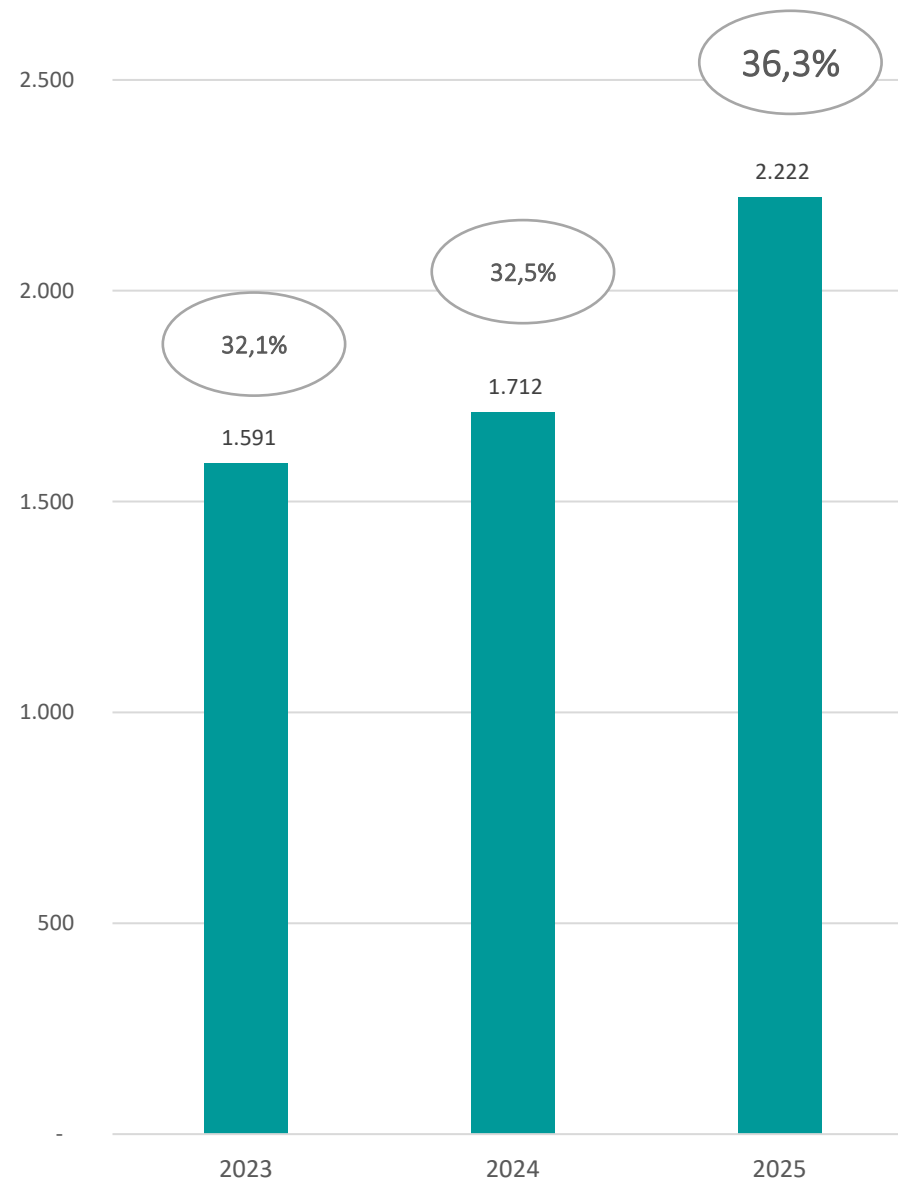


# ECONOMIC RESULTS AS OF DECEMBER 31, 2025

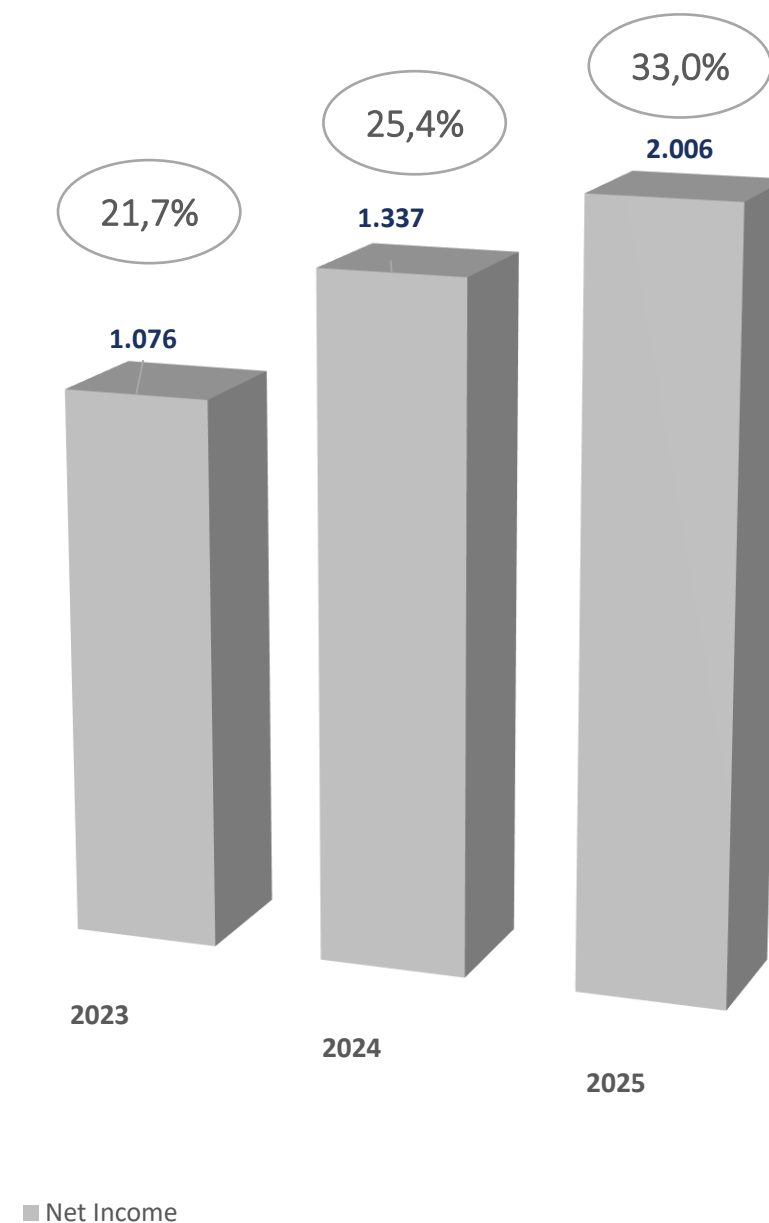
VALUE OF PRODUCTION (€/000)



EBITDA (€/000)



NET INCOME (€/000)



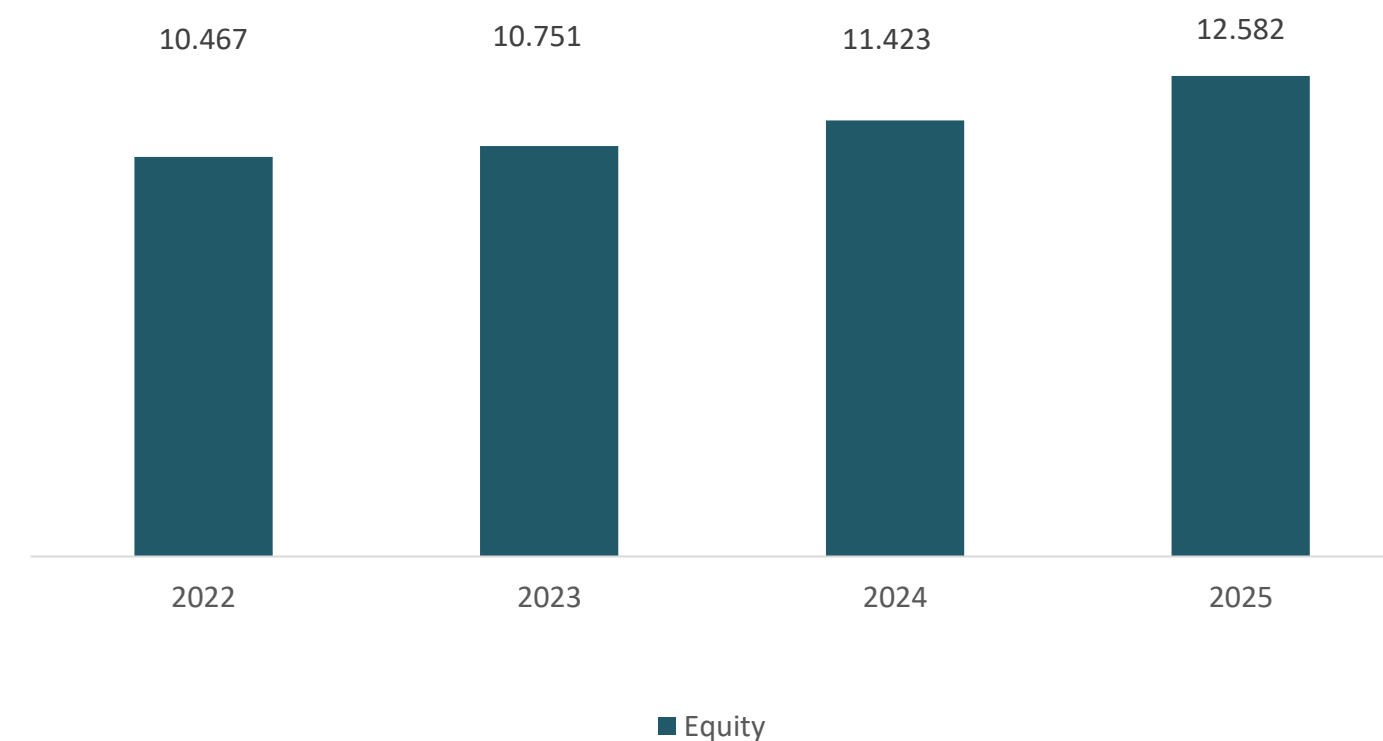


# NO DEBT / EQUITY

## NET DEBT (€/000)

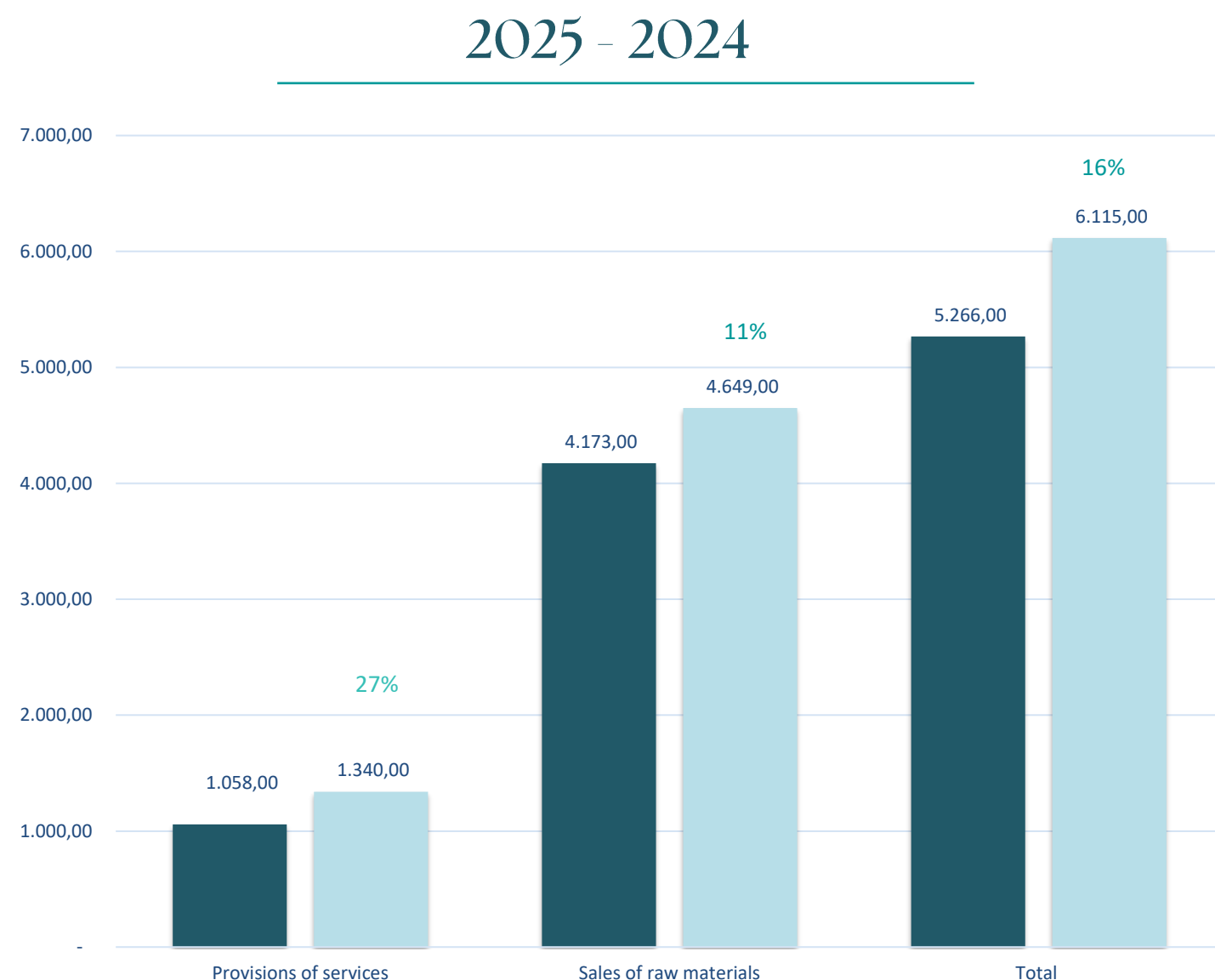
	2023	2024	2025
Cash and Cash Equivalents	(3.686)	(3.343)	(1.343)
Current Financial Receivables	-	-	-
Financial assets other than fixed assets			
Current Financial Debt	86	96	93
<b>Current Net Debt</b>	<b>(3.599)</b>	<b>(3.247)</b>	<b>(1.250)</b>
<i>Long term Financial Receivables</i>	<i>2.372</i>	<i>2.422</i>	<i>5.073</i>
Long term Financial Debt	299	260	167
<b>Net Debt (Cash)</b>	<b>(5.672)</b>	<b>(5.409)</b>	<b>(6.156)</b>
<i>*including credits from grants</i>	<i>(6.488)</i>	<i>(6.864)</i>	<i>(7.664)</i>

## EQUITY (€/000)





# REVENUE COMPARISON - 2025 vs 2024



## 2025 vs 2024

### Total Value of Production:

Reached €6.12m, delivering a solid +16.1% YoY growth (from €5.27m in 2024).

### Core Business:

Sales and services revenues rose to €4.65m (+11.4%), confirming steady market expansion.

### Other Income:

Significant increase in other income to €1.34m (+26.7%), driven by strategic grants and R&D contributions.

### Inventory Trends:

Positive performance in finished products, increasing from €35k to €125k.

### Strategic Insight:

Double-digit growth across all segments, successfully balancing core sales with high-value research services.



INVESTOR CONFERENCE MILAN  
Banca Profilo

THANK YOU