INVESTOR CONFERENCE NAPLES
Banca Profilo

ArterraBioscience

20+ years of innovation and research in nature-inspired bioactives for industrial application

OCTOBER 5th, 2026

EURONEXT GROWTH MILAN

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**.

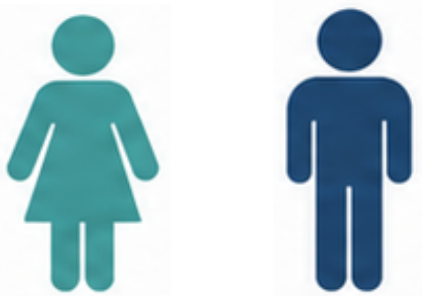
ArterraBioscience

80% researchers who holds the pulse of innovation

ARTERRA & VITALAB TEAM

1,600 m²

LABORATORIES



33 **12**

PEOPLE

16
PhD

2
Chem Ing

9
MSc

11
Tech

7
Administration

2
PhD Students

MANAGEMENT TEAM

M. GABRIELLA COLUCCI

CEO

GUALTIERO IOIMO

CFO

VINCENZO FOGLIANO

CSO

GIUSEPPE FERRANTE

COO

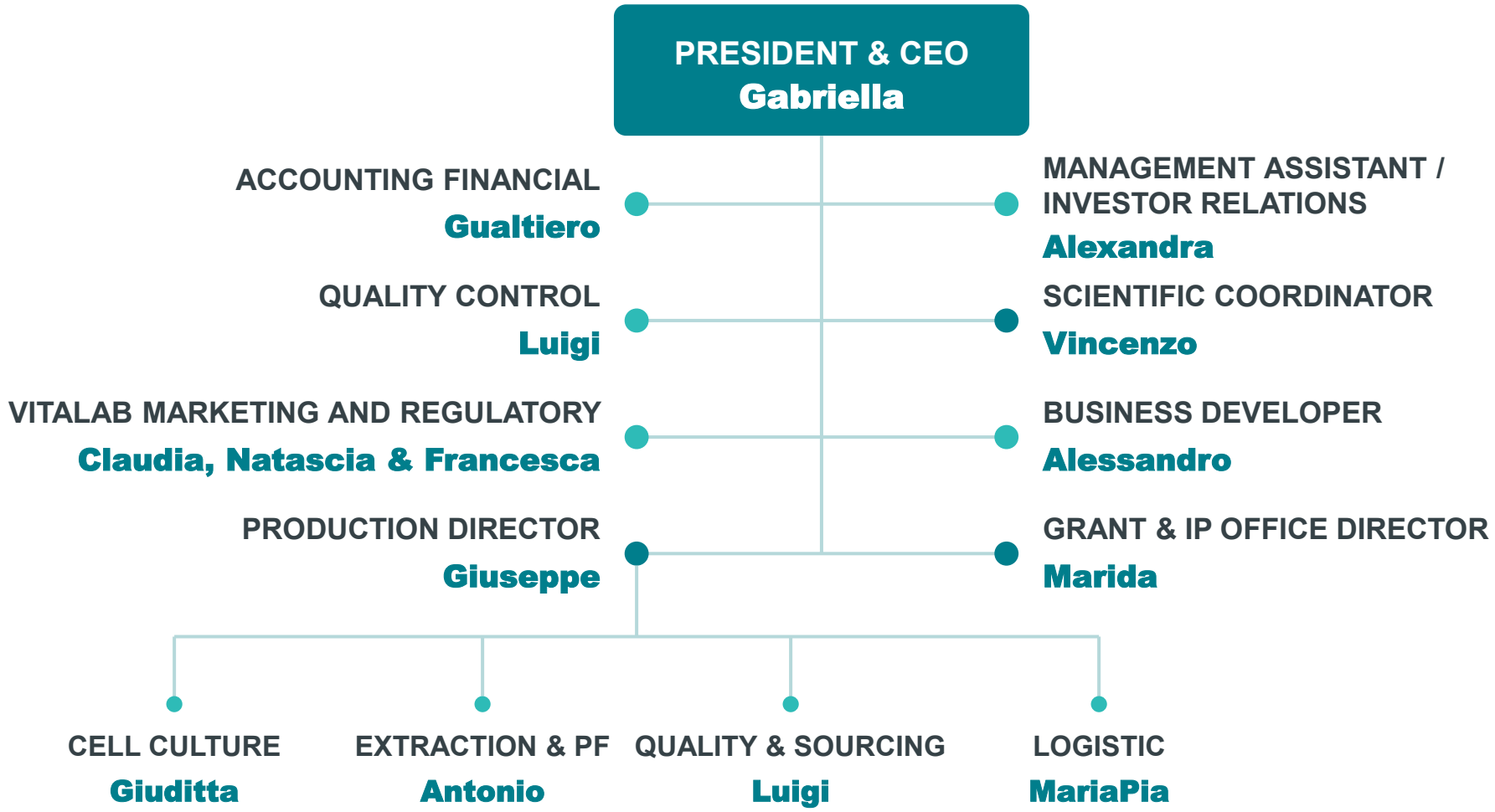
MARIDA BIMONTE

Grant & IP Director

ANNALISA TITO

Cell & Mol Biol. Director

COMPANY ORGANIZATION



ArterraBioscience

FROM THE IDEA TO THE PRODUCT

Microbiology / Chemistry / Scientific Breakthrough / Biochemistry
Genetic Engineering / Plants / New Tech. / Skin Biology

01 **THINK TANK TEAM**
Insight and Feasibility of Ideas

Management Team Approval

02 **INNOVATION TEAM**
From Idea to Prototype

Management Team Approval

03 **APPLIED RESEARCH TEAM**
From Prototype to Product

Management Team Approval

04 **PRODUCT TEAM**
Production / Regulatory / Marketing

⟷ **TTU**
Think Tank Research Units

⟷ **IU**
Innovation Research Units

⟷ **RU**
Research Units

⟷ **NEW PRODUCTS**

SCIENTIFIC MANAGEMENT TEAM

Giuseppe / Marida / Vincenzo / Annalisa / Alessandro / Vitalab Marketing / Gabriella

INNOVATION & PRODUCTION CAPABILITIES

More than **50** Global R&D Partners

71 Scientific Publications

25 Patents

State-of-art Lab Facility **1600 sqm**

7 Innovation Awards

15 Tons of product produced in 2025

ISO 9001:2015 ISO 14001:2015 ISO 45001:2018 RSPO Supply Chain Certification Standard Climate Partner Certification

ArterraBioscience

AWAKENING BEAUTY. GLOBALLY

60 Million

50ml SKUs formulated with Vitalab Actives in 2025*

*calculated by multiplying 2025 Total Sales (Volume) per avg. recommended dose divided SKU size (50 ml)

ArterraBioscience

FUNDED PROJECTS

	Re-Food	SmartLab 2.0	Main Cosmetic	NEX-Bio
FUNDING / PERIOD	MUR 2026-2029	Regional funding 2024–2026	MIMIT 2027–2029	Regional Programme STEP BIS Call 2027–2028
RESEARCH AREA	Agrifood and circular economy	Microbiological Cell factories	Innovative materials and formulations	Next-generation bioactive ingredients and industrial scale-up
TECHNOLOGY	Fermentation	Lactobacillus sp.	Delivery systems	Purified exosomes Polynucleotides Powdered actives
BUDGET	Total: € 19.982.436 Arterra: €720,012.00	Total (Arterra) €2,975,389.00	Total: €9,752,778.00 ABS: €2,676,008.40	Total (Arterra) €2,027,761.15
APPLICATIONS	Cosmetics	Cosmetics, Agriculture, Netraceuticals	Cosmetics Medical aesthetics	Cosmetics Nutraceuticals Medical aesthetics

SmartLab 2.0 and NEX-Bio: Arterra is the sole project participant.

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2026: A YEAR OF TRANSITION

COSMETICS

Closer to dermatology

Beauty brands are increasingly aligned with dermatology and aesthetic medicine.

Makeup with skincare benefits

Functional benefits are becoming a stronger part of the makeup proposition.

The skinification of hair care

Scalp health and skincare-inspired ingredients are creating opportunities in hair care.

2026 PRIORITY

Strengthen Vitalab's global positioning across cosmetic ingredient segments with a modern, consistent and distinctive brand identity and greater market visibility.

NUTRACEUTICALS

A strong discovery platform

A solid scientific foundation for developing nutraceutical ingredients and novel food ingredients.

A promising ingredient pipeline

Candidates addressing relevant health targets.

The next step: Building alliances

Translating discovery into a market ingredients.

2026 PRIORITY

Define a clear route to market for priority nutraceutical ingredients.

ArterraBioscience

THE NEW VITALAB TEAM

vitalab

Natascia / Claudia / Francesca

Building brand awareness and competitiveness

Our focus is to build a modern, consistent and distinctive brand identity that reflects:

- **WHO WE ARE**
- **WHAT WE STAND FOR**
- **THE VALUE WE BRING TO OUR CUSTOMERS**

ArterraBioscience

vitalab

At our core *Vita*
One Source, One Target

From *Vita* on Earth,
for *Vita* on Earth.

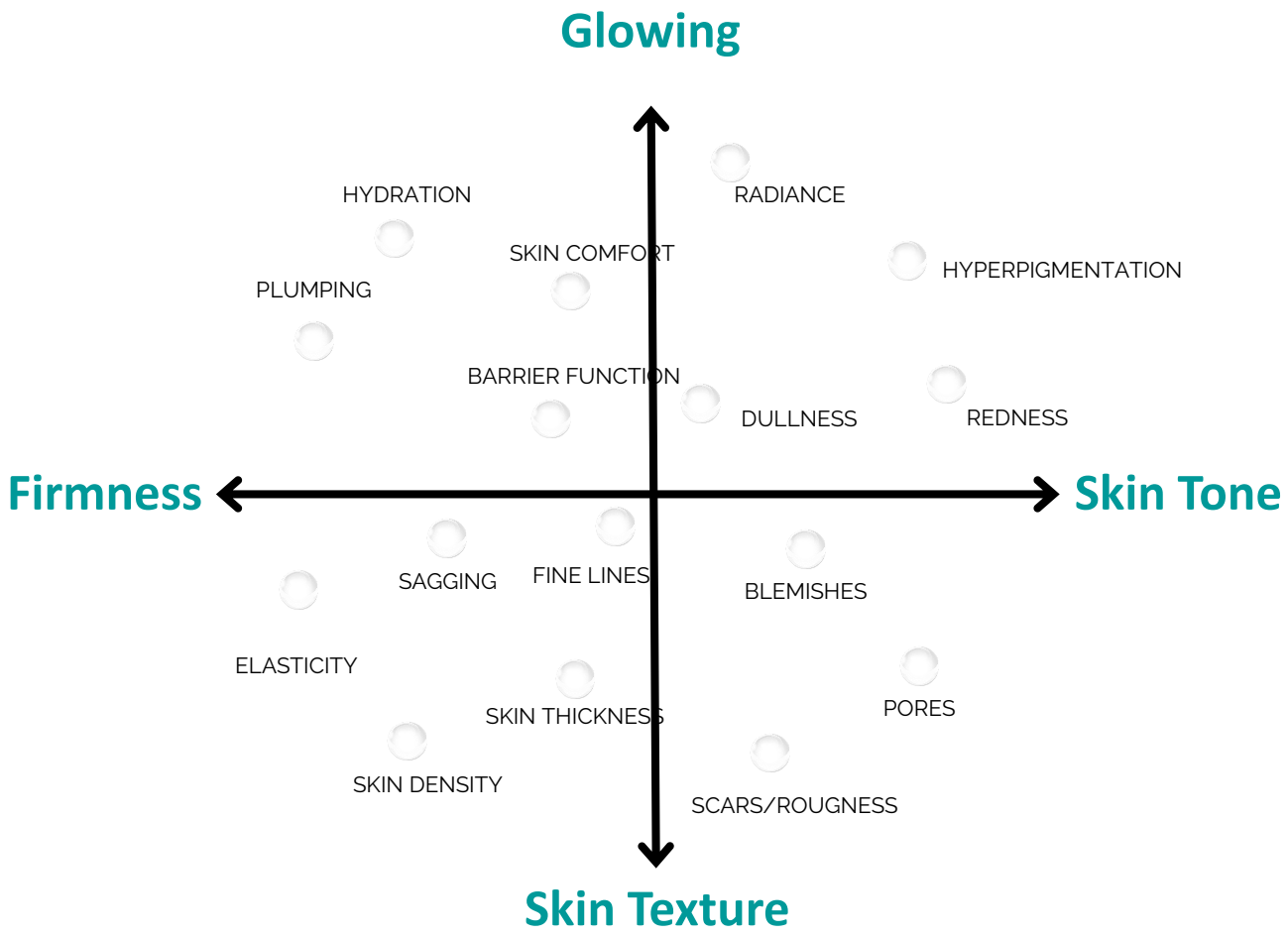
X-INDUSTRY WITH DERMATOLOGY & AESTHETIC MEDICINE

Introducing Skin Quality Matrix

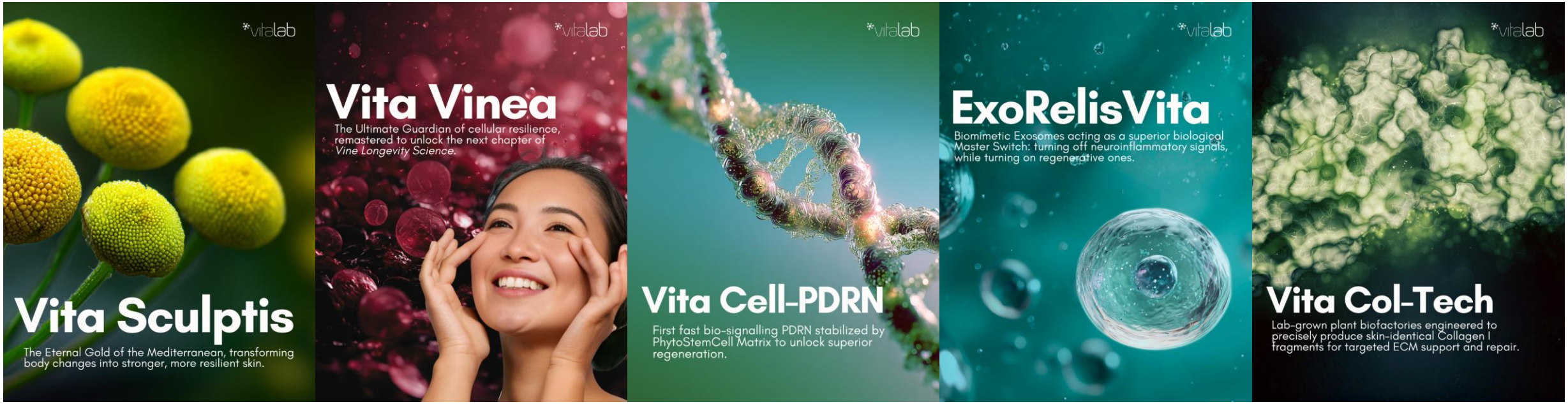
Multidimensional framework to assess the overall health, functionality & appearance of the skin.

Inspired by the principles of Aesthetic Medicine, the **Skin Quality Matrix is a standardized framework built around visible and perceptible skin attributes.**

These attributes are the visible expression of the biological processes occurring within the skin.



2026 NEW LAUNCHES



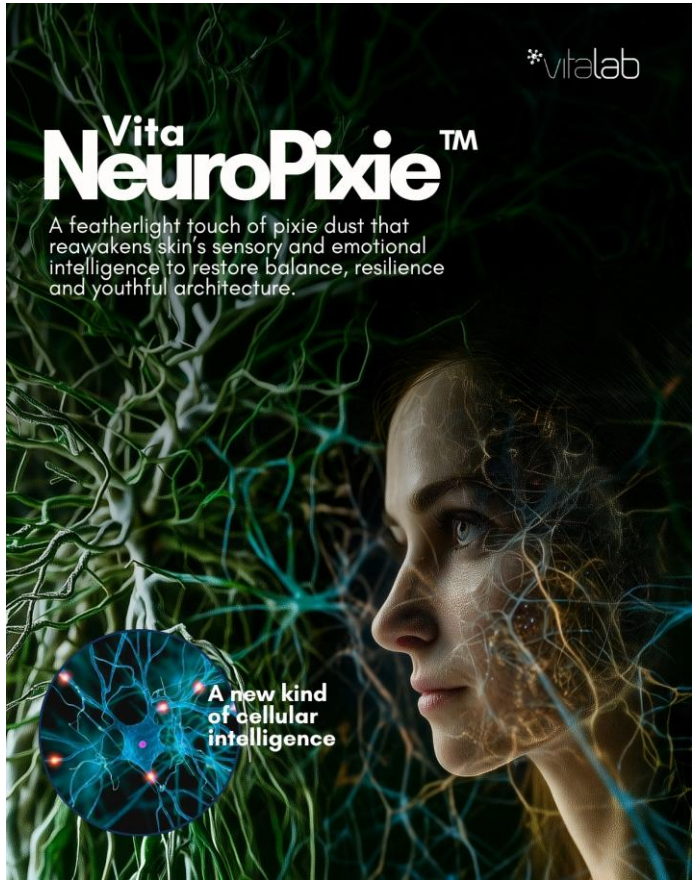
PLANT STEM CELLS

PLANT BIOFACTORIES

TAILOR-MADE RECOVERY PROCESS

ADVANCED RECOVERY PROCESS

... AND MORE TO COME



HOW WE PARTNER

Expertise at disposal of our partners to enable long-term value creation and growth

EXCLUSIVE COMPLEXES

Design of “**conceptual” complexes of our actives** to create **tailor made solutions for our customers.**

THE POWER TO BE UNIQUE

Beyond products, technologies that can be customized under request of our customers to stand out in a market of dupes.

ALWAYS UP TO TIME

Our **portfolio of innovative active ingredients**. Nature-Made and Amplified by green, advanced technologies to deliver true performances.

CUSTOM-MADE DEVELOPMENT 2025-2026

4 intercos GROUP

Prestigious Chinese Brands

4

Prestigious Swiss Brands

PORTFOLIO OF ACTIVES

ArterraBioscience

READY FOR 2027

Set up a distribution network

6 **Europe**

- Italy
- United Kingdom
- Austria
- France
- Germany
- Spain

United States

1

Additional markets to be confirmed

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EXPANDING INTO NUTRACEUTICALS

01 Discovery platform

Applying Arterra's ingredient discovery platform and scientific expertise to identify new nutraceutical ingredients, including beauty-from-within.

02 Ingredient pipeline

Developing promising candidates that address relevant health and wellness targets.

03 Commercial development

Building strategic alliances to bring new ingredients to market.

Alessandro Barbarulo

Business Developer, Arterra

From scientific discovery to market opportunities

ArterraBioscience

FINANCIALS

S1 2026 FINANCIAL HIGHLIGHTS

VALUE OF PRODUCTION

€ 3,473

+10.5%

vs S1 2025

EBITDA

€ 1,182

34.0%

MARGIN

NET INCOME

€ 742

21.4%

MARGIN

NET DEBT (CASH)

€ (6,094)

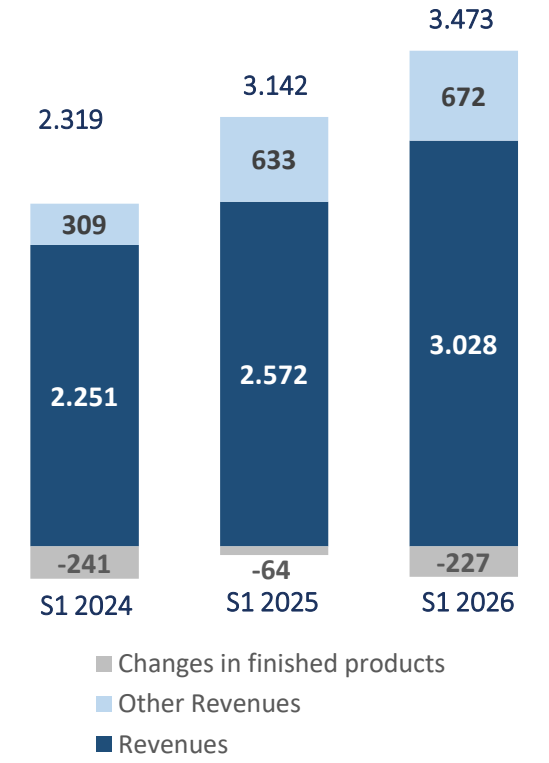
as of June 30, 2026

EQUITY

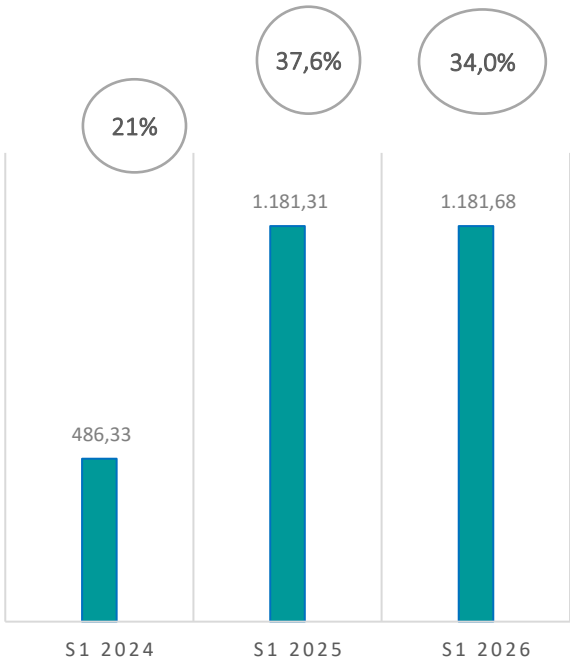
€ 12,347

S1 RESULTS: 2026 vs 2025 AND 2024

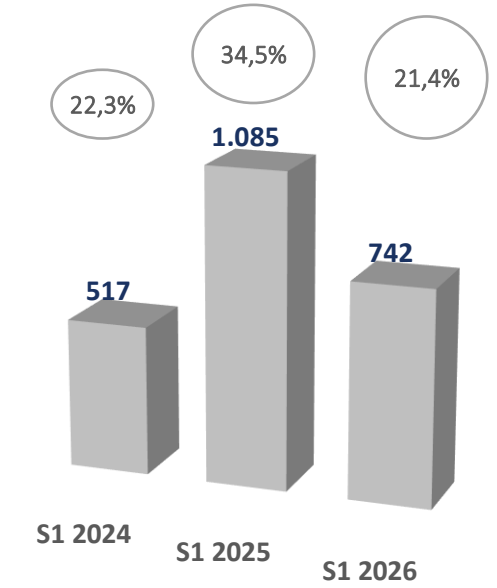
VALUE OF PRODUCTION (€/000)



EBITDA (€/000)

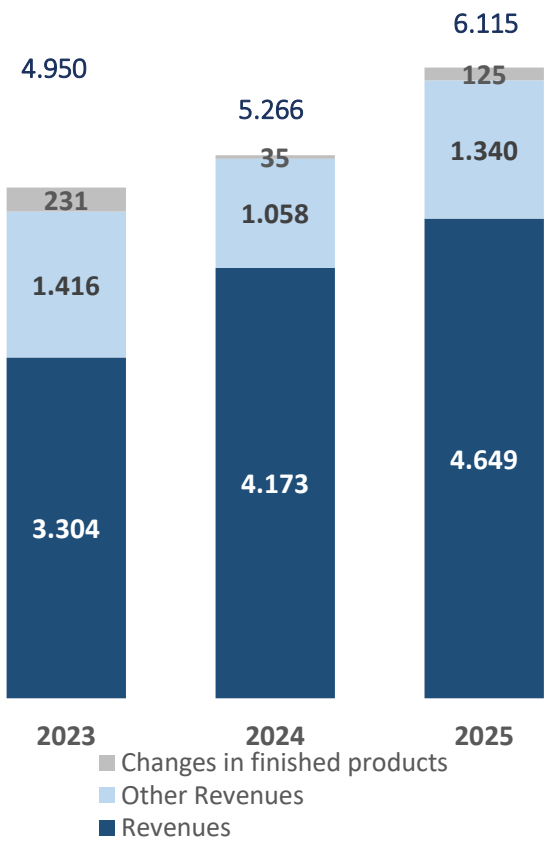


NET INCOME (€/000)

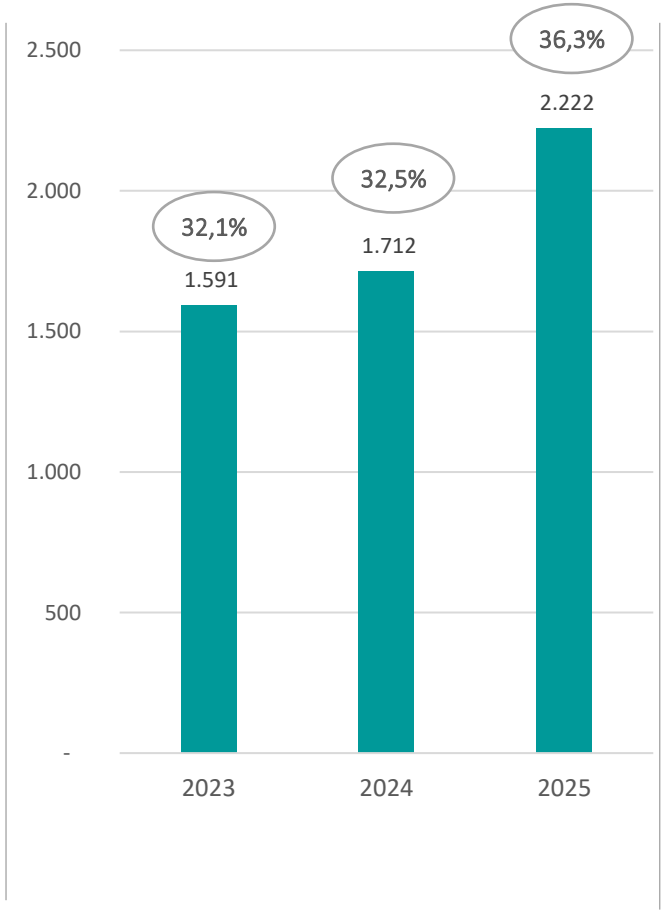


ANNUAL RESULTS: 2023-2025

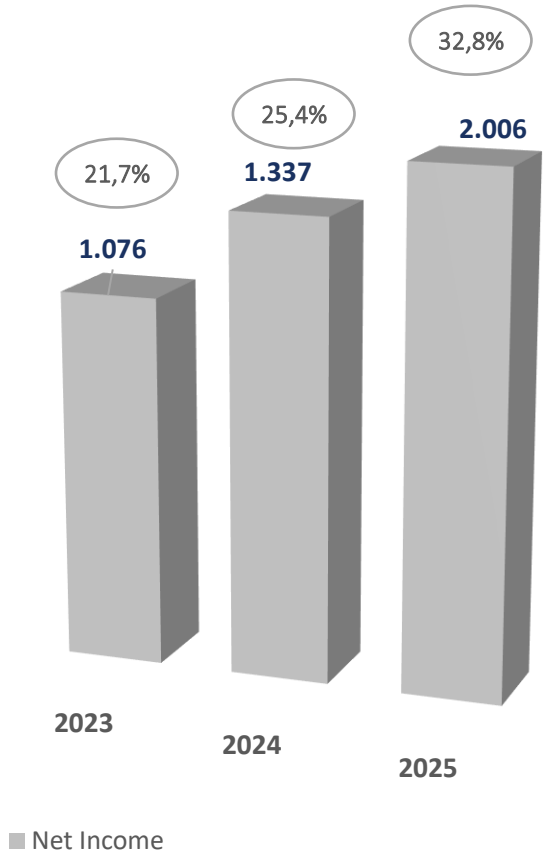
VALUE OF PRODUCTION (€/000)



EBITDA (€/000)



NET INCOME (€/000)

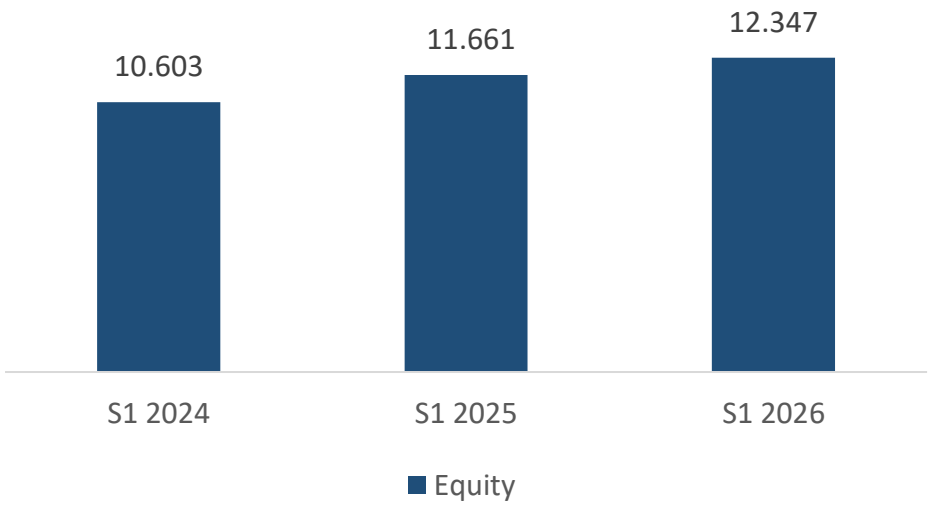


S1 2026 NET DEBT AND EQUITY

NET DEBT (€/000)

	S1 2024	S1 2025	S1 2026
Cash and Cash Equivalents	(3.427)	(3.442)	(1.310)
Current Financial Receivables	-	-	-
Financial assets other than fixed assets	(2.472)	(2.573)	(5.023)
Current Financial Debt	43	49	51
Current Net Debt	**(5.856)**	**(5.968)**	**(6.282)**
Long term Financial Receivables	*2.472*	*2.573*	*5.023*
Long term Financial Debt	300	260	187
Net Debt (Cash)	**(5.556)**	**(5.707)**	**(6.094)**
***including credits from grants**	***(6.608)***	***(6.929)***	***(7.694)***

EQUITY (€/000)

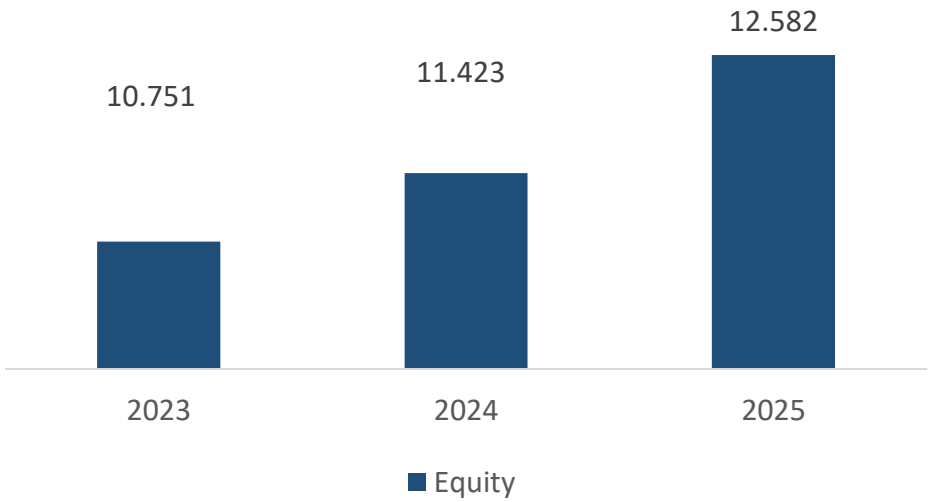


HISTORICAL NET DEBT AND EQUITY

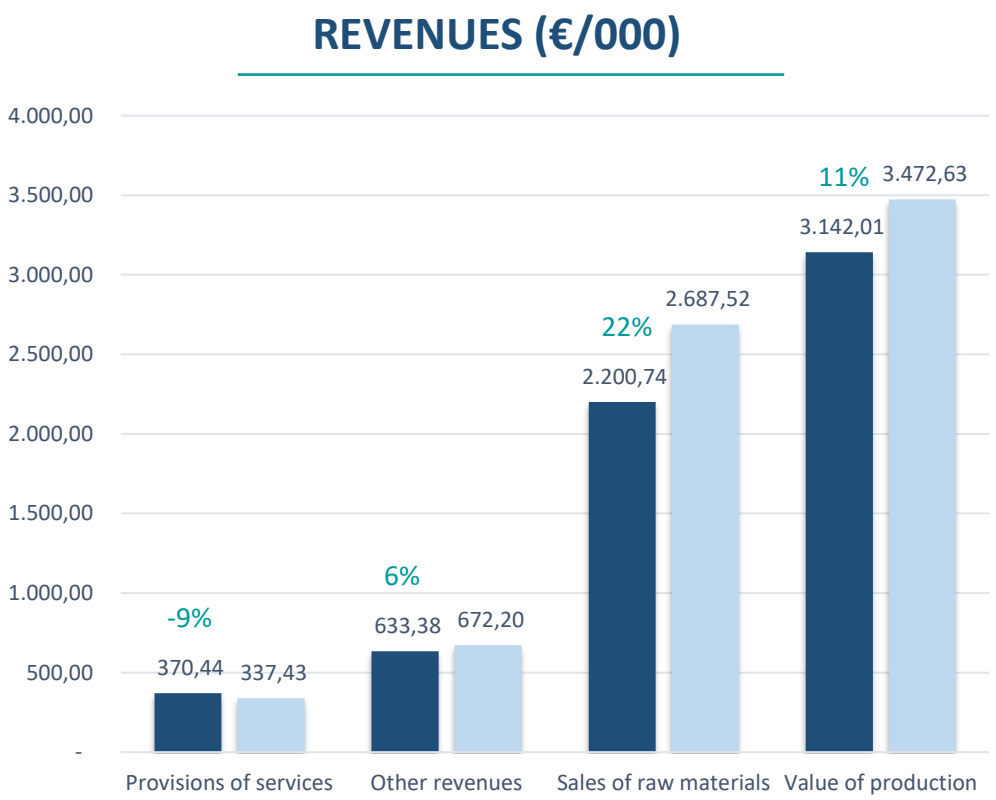
NET DEBT (€/000)

	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
Current Net Debt	**(3.599)**	**(3.247)**	**(1.250)**
Long term Financial Receivables	*2.372*	*2.422*	*5.073*
Long term Financial Debt	299	260	167
Net Debt (Cash)	**(5.672)**	**(5.409)**	**(6.156)**
**including credits from grants*	*(6.488)*	*(6.864)*	*(7.664)*

EQUITY (€/000)



S1 2026 GROWTH DRIVERS



Total value of production increased by **10.5%** compared to the first semester of 2025.

The main driver of this growth was the sale of cosmetic raw materials, which rose by **22.1%** (from €2,200,744 to €2,687,516).

Revenues from research services were **€337,431** (S1 2025: €370,441), while other revenues, mainly grants and research contributions, grew by **6.1%**.

Overall, total value of production grew from **€3,142,012** to **€3,472,629**, net of a €227,335 inventory decrease.

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THANK YOU