



INVESTOR CONFERENCE NAPLES  
Banca Profilo



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

OCTOBER 5th, 2026



# 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**.

# 80% researchers

who holds the pulse  
of innovation



# ARTERRA & VITALAB TEAM



1,600 m<sup>2</sup>

**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**

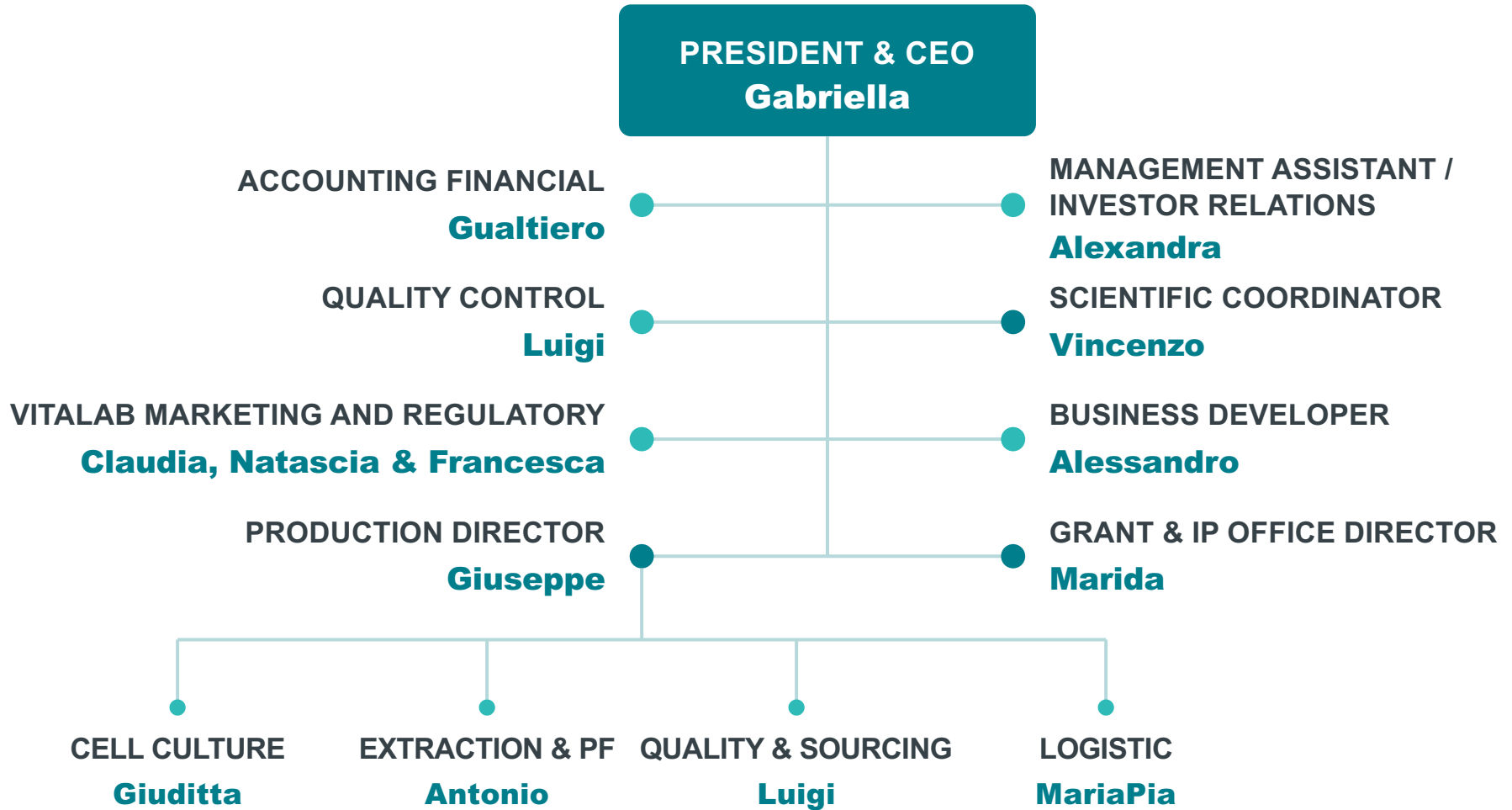
Grant & IP Director



**ANNALISA TITO**

Cell & Mol Biol. Director

# COMPANY ORGANIZATION



# FROM THE IDEA TO THE PRODUCT

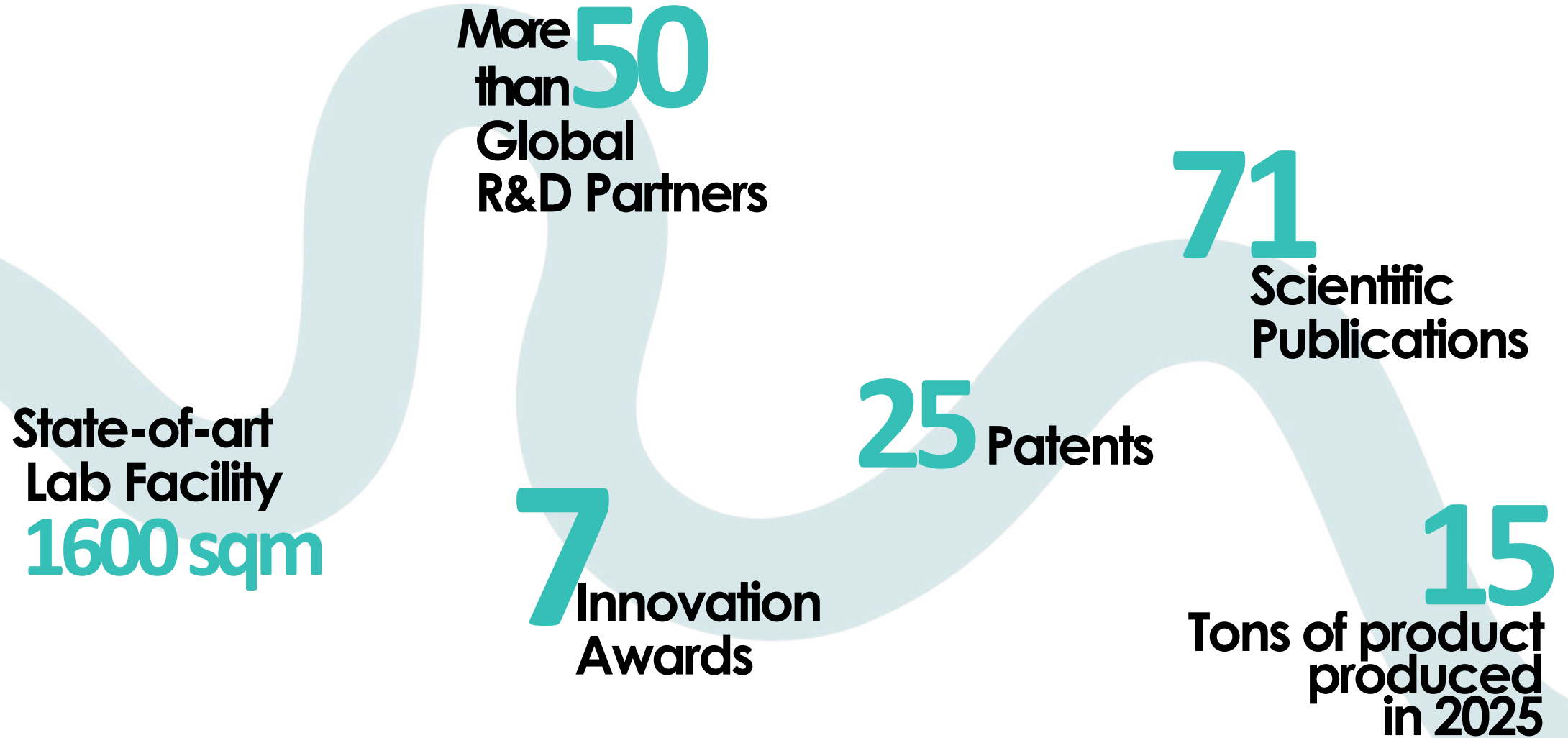
Microbiology / Chemistry / Scientific Breakthrough / Biochemistry  
Genetic Engineering / Plants / New Tech. / Skin Biology



## SCIENTIFIC MANAGEMENT TEAM

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

# INNOVATION & PRODUCTION CAPABILITIES elab



# **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)



# FUNDED PROJECTS

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

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

# 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.

# THE NEW VITALAB TEAM

## 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**



**Natascia / Claudia / Francesca**

At our core *Vita*  
**One Source, One Target**

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



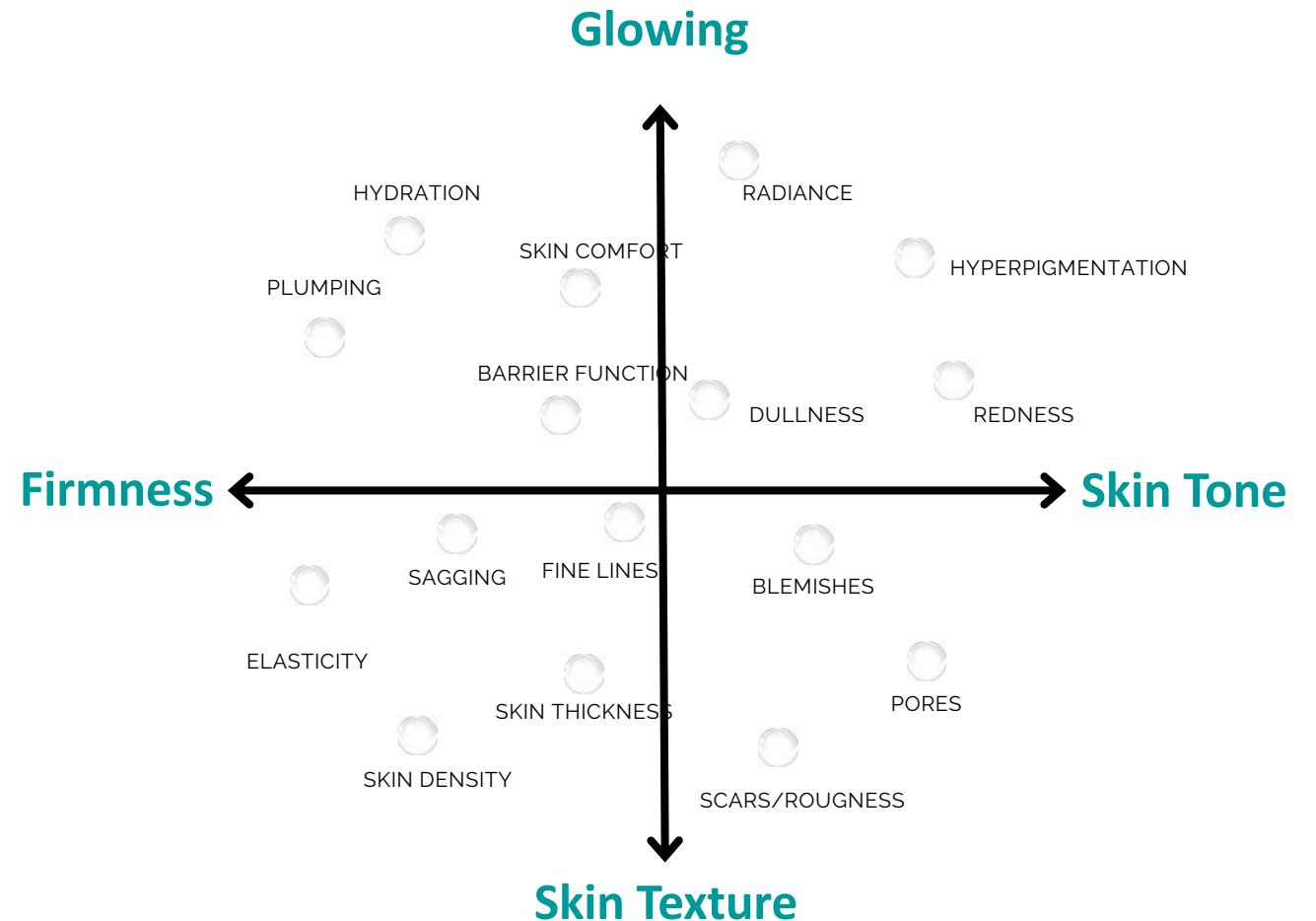
# X-INDUSTRY WITH DERMATOLOGY & AESTHETIC MEDICINE

## 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.**

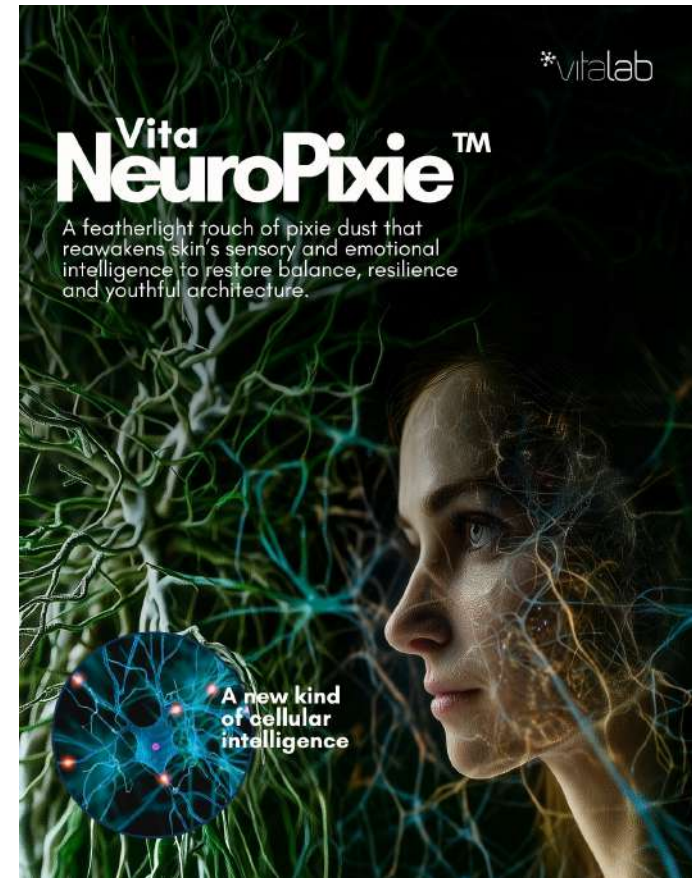
**These attributes are the visible expression of the biological processes occurring within the skin.**



# 2026 NEW LAUNCHES



# ... 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



# RECOVERSTEM PEPTIDE X NEW MAGIC CREAM



Introducing **world-first Recoverstem™ Peptide**, backed by 10 years of scientific research.

Recoverstem™ Peptide is a blend of over 100 Peptides extracted from the **Stem Cells of the Eternal Jasmine Youth Plant™** that never age.

# PORTFOLIO OF ACTIVES

Latest Innovation to be always up to time

67

Active  
Ingredients

Skin Care  
Scalp &  
Hair-Care

# 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



# 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**



**Arterra**Bioscience

**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)

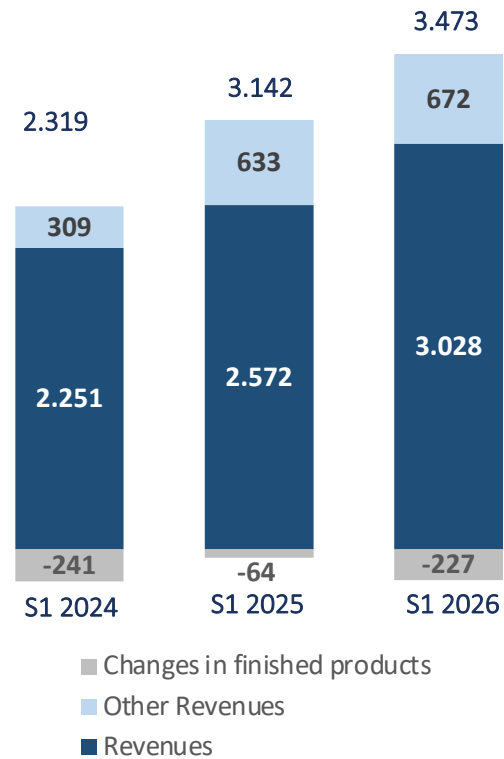
as of June 30, 2026

EQUITY

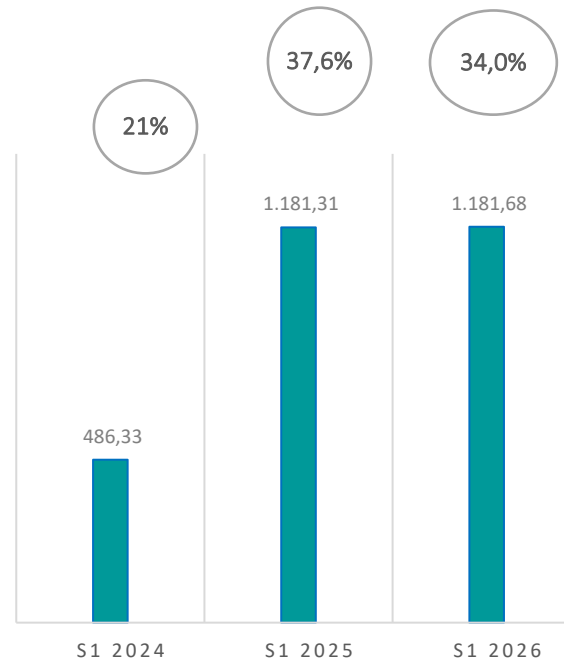
€ 12,347

# S1 RESULTS: 2026 vs 2025 AND 2024

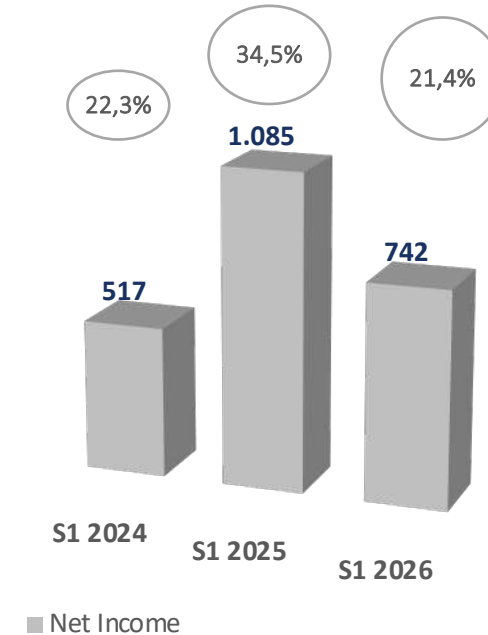
VALUE OF PRODUCTION (€/000)



EBITDA (€/000)

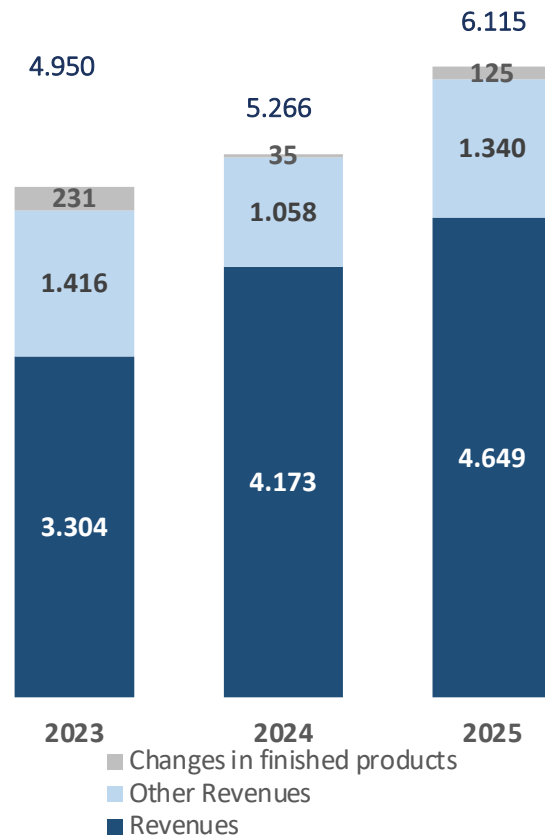


NET INCOME (€/000)

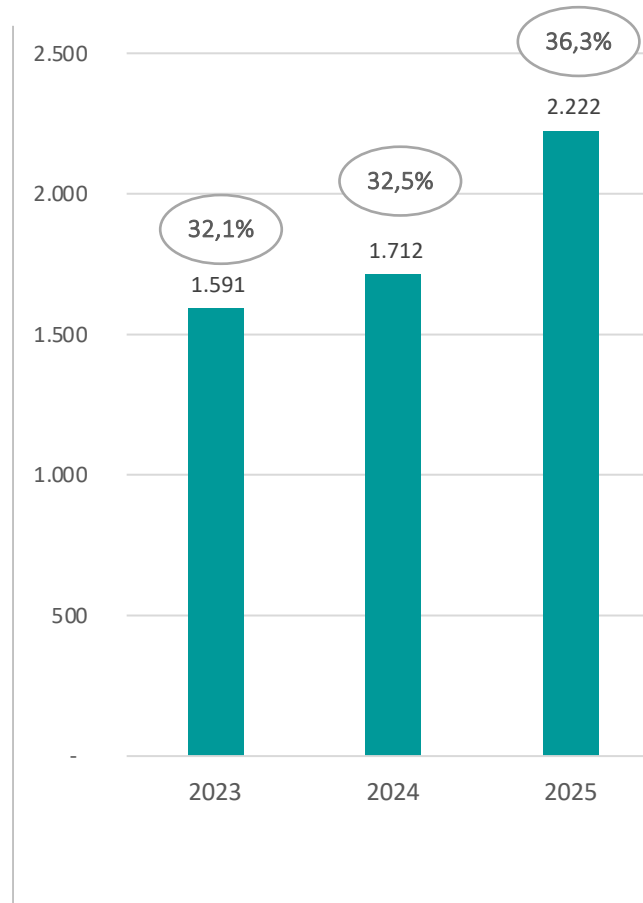


# ANNUAL RESULTS: 2023-2025

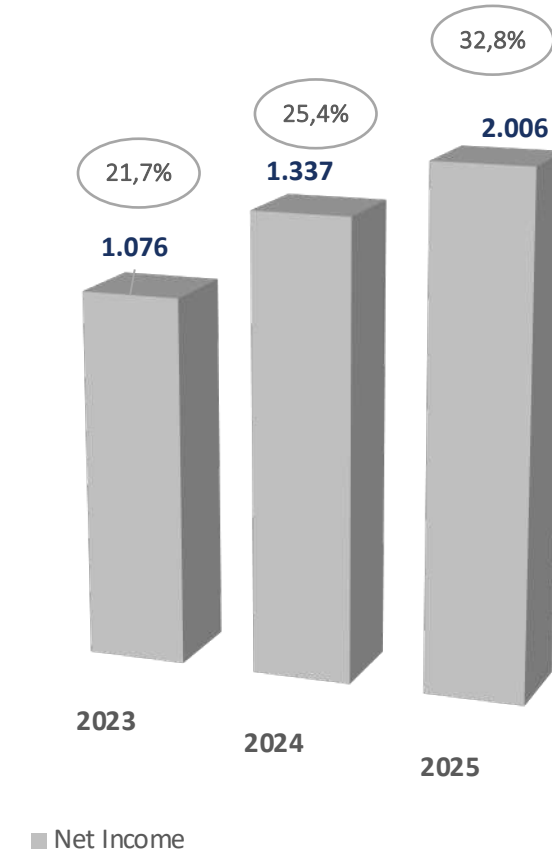
VALUE OF PRODUCTION (€/000)



EBITDA (€/000)



NET INCOME (€/000)

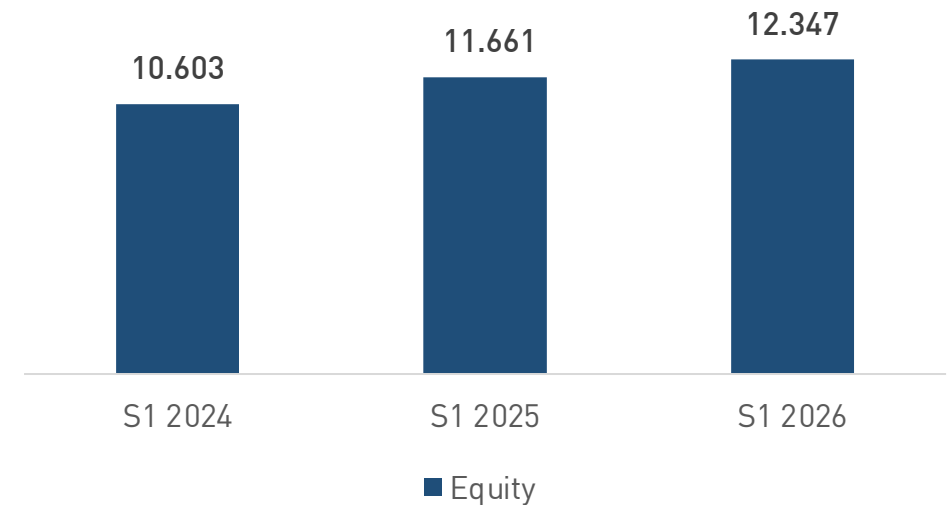


# S1 2026 NET DEBT AND EQUITY

## 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             |
| <b>Current Net Debt</b>                  | <b>(5.856)</b> | <b>(5.968)</b> | <b>(6.282)</b> |
| <i>Long term Financial Receivables</i>   | <i>2.472</i>   | <i>2.573</i>   | <i>5.023</i>   |
| Long term Financial Debt                 | 300            | 260            | 187            |
| <b>Net Debt (Cash)</b>                   | <b>(5.556)</b> | <b>(5.707)</b> | <b>(6.094)</b> |
| <i>*including credits from grants</i>    | <i>(6.608)</i> | <i>(6.929)</i> | <i>(7.694)</i> |

## EQUITY (€/000)

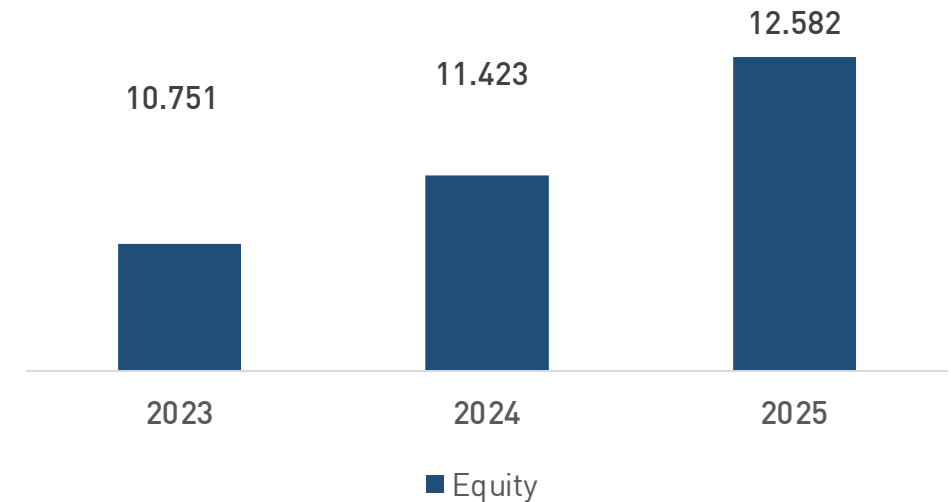


# HISTORICAL NET DEBT AND EQUITY

## NET DEBT (€/000)

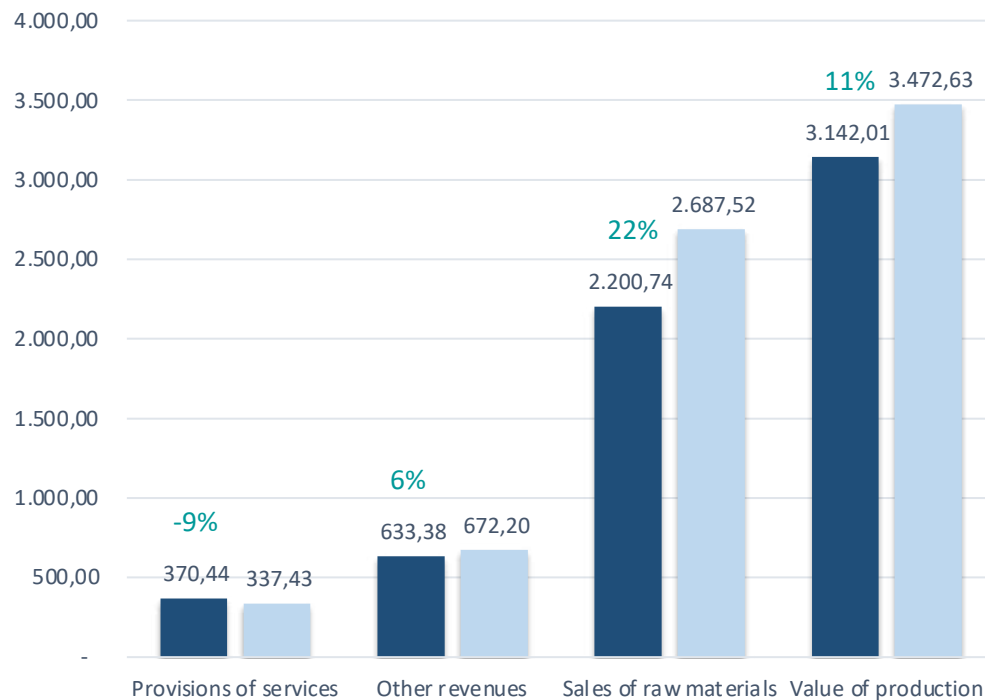
|                                          | 2023           | 2024           | 2025           |
|------------------------------------------|----------------|----------------|----------------|
| Cash and Cash Equivalents                | (3.686)        | (3.343)        | (1.343)        |
| Current Financial Receivables            | -              | -              | -              |
| Financial assets other than fixed assets |                |                |                |
| Current Financial Debt                   | 86             | 96             | 93             |
| <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)



# S1 2026 GROWTH DRIVERS

## REVENUES (€/000)



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.



INVESTOR CONFERENCE NAPLES  
Banca Profilo



**THANK YOU**