

## **HECHO RELEVANTE AB-BIOTICS, S.A.**

27 de Mayo de 2015

En cumplimiento de lo dispuesto en la Circular 9/2010 del Mercado Alternativo Bursátil y para su puesta a disposición del público como hecho relevante, por medio de la presente se pone a disposición del mercado la siguiente información relativa a AB-BIOTICS, S.A.:

Se adjunta la presentación corporativa que utilizará la Compañía en el 11º Foro Medcap de empresas de mediana capitalización, organizado por Bolsas y Mercados Españoles los días 27 y 28 de mayo de 2015.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

Atentamente,

En Barcelona, 27 de Mayo de 2015.

AB-BIOTICS, S.A.

Sergi Audivert Brugué

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Miquel Àngel Bonachera Sierra

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# AB•BIOTICS



# COMPANY OVERVIEW



# COMPANY OVERVIEW – MISSION AND VALUES

## HISTORY

**AB-Biotics** was founded in 2004 at the *Universitat Autònoma de Barcelona (UAB)* with two technology platforms:

- Research in its own collection of *550 strains* of probiotic bacteria
- Develop of *advanced genetic tools* for pharmacogenetics



2004	2008	2010	2011	2012	2013
<p>– Company Founded at <i>Universitat Autònoma Barcelona</i></p> 	<p>– 1st Financing Round: <i>Business Angels</i> –€ 1M</p> 	<p>– INITIAL PUBLIC OFFER – € 3,5M – R&amp;D in Genotyping</p> 	<p>– Capital Increase in <i>Alternative Investment Market (MAB-Spain)</i> – € 4,3M – <i>Clinical Trials FI Financing</i></p>	<p>– Capital Increase in <i>MAB</i> – € 4,3M – <i>International Expansion of Genotyping Services (US, BR)</i></p> 	<p>– Capital Increase in <i>MAB</i> – € 1,2M – <i>Launching comercial operations</i></p>

## MISSION

**AB-Biotics** strives to improve health by *developing products* and *providing services* that help support healthy living and prevent diseases.



## VISION

**AB-Biotics** aspires to set a *standard in the European biotechnology industry* for both value and profitability.



# COMPANY OVERVIEW – CURRENT SNAPSHOT

## KEY FIGURES

AB-BIOTICS (GROUP)	2015
Patents filed	124
Products to Market	10
R&D Exp. As % of Rev	29%
Employees (FTE)	31
PhD Scientists (FTE)	21
Business Development team (FTE)	7
International Presence	22 markets

**Public company that aspires to establish *state-of-art solutions* that improve people’s health.**

## LOCATIONS



**GIRONA:**  
Office and laboratory at Science Park of Universitat de Girona. Authorized genetic laboratory provided by the most advanced genotyping technology, capable of processing more than 20,000 samples/yr.



**BARCELONA:**  
Company Headquarters at Universitat Autònoma Barcelona Research Park.



## Senior Management Team



### **Carlos de Lecea – MD, MBA, Managing Director (since Jan 2014)**

Former SVP of International Business Development at Ferrer International.

Created 10 new affiliates from scratch and established a new network of joint-ventures in Europe and Latin America. Expanded the international business for the group from a marginal 3% to 55% of total revenues of the company. **Started from 7 MM €, currently represents over 450 MM €** in sales. Extended the distribution of products from 10 countries to 93 countries in all continents. Successful negotiations of **over 200 deals**.



### **Miquel Angel Bonachera – MoS, MBA, Co-Founder & Executive Director (since Apr 2004)**

Mr. Bonachera holds a degree in biochemistry from the Autonomous University of Barcelona and an MBA from ESADE Business School, focusing in finance. Miquel is co-founder, shareholder of AB-Biotics. He previously developed his career in the U.S. as a Researcher at the Vanderbilt Microarray Shared Resource at Vanderbilt University.



### **Sergi Audivert – MoS, MBA, Co-Founder & Executive Director (since Apr 2004)**

Mr. Audivert holds a degree in Science and Food Technology from the Autonomous University of Barcelona, a degree in Human Nutrition and Dietetics from the University of Barcelona and an MBA from ESADE Business School. Sergi is co-founder, shareholder of AB-Biotics. Prior to this he developed his career working as Scientific Manager at Medical Novartis.

## COMPANY OVERVIEW – CURRENT SNAPSHOT



- *In company R&D* for development of functional ingredients, mainly *probiotics* for application in the pharmaceutical industry.
- *Best-in-class* probiotic solutions in the market for a variety of therapeutic areas.
- More than *40 concepts* under development.

- *Personalized medicine* and pharmacogenetics.
- Team of *16 FTE* (within 7 Ph.D.) dedicated to the development of pharmacogenetic tools.
- *Our own laboratory ISO 9001 certified* with capacity for *20.000 analysis per year*



# COMPANY OVERVIEW

## BUSINESS DEVELOPMENT AND LICENSING ACTIVITIES



PARTNERING STRATEGY

**PARTNER DIVERSIFICATION:  
Risk and Life Cycle Management**



# COMPANY LICENSING DEALS



R&D for development of functional ingredients, mainly **probiotics** for application in **functional foods** and **food supplements**.



Division dedicated to the development of **advanced genetic tools for pharmacogenetics**. The company has appropriate human and technical resources for conducting genetic analysis.

BioPharma



FRUTAROM  
FOUNDED 1913



AB-BIOTICS



iLife Discoveries  
innovating life, creating science



HANALL  
BIOPHARMA



SUANFARMA



gsk  
GlaxoSmithKline



ExpatBiotics  
HEALTHCARE INNOVATION



DU PONT



Lacer



scienta



Pharmaprim AB



Xediton  
Pharmaceuticals Inc.



SANOFI



FB  
HEALTH



leti  
laboratorios



Abbott  
A Promise for Life



OptiBac  
probiotics



Bagó



GENPHARM



ARMSTRONG  
LABORATORIOS



Johnson & Johnson



CTC



CMS Dental  
Our Innovation Your Success



MatrixPharma



anaBIOsis



## BUSINESS MODEL

### RESEARCH & DEVELOPMENT

- Hit Screening.
- In Vitro Models.
- Animal Studies.
- Industrial Scale-Up.
- Clinical Studies.



### INTELLECTUAL PROPERTY

- International patent protection in over 32 countries.



### LICENSING AND BUSINESS SUPPORT

- Regional agreements for our patented strains and/or products for specific channels and uses.
- Regular business support helping with marketing mix strategy and product improvement.



# PROBIOTICS TECHNOLOGY PLATFORM

**A BIG LEAP  
FORWARD IN THE  
PROBIOTIC SCIENCE**

## WHAT IS A PROBIOTIC?

World Health Organization's 2001 definition of probiotics is "live micro-organisms which, when administered in adequate amounts, confer a health benefit on the host"



The human microbiome consists of about 100 trillion microbial cells, **outnumbering human cells 10 to 1.**

There are more than 3 millions microbial genes in our gut microbiota –**150 times more genes than in the human genome.**

Microbiota, in total, can **weigh up to 2,000 g.** The mean weights of adult brain and liver are respectively 1,407 g and 1,561 g.

More than 1,000 different known bacterial species can be found in human gut microbiota, but only 150 to 170 predominate in any given subject.

The composition of gut microbiota is unique to each individual, just like our **fingerprints.**

***We are 90% microbe and 10% human***

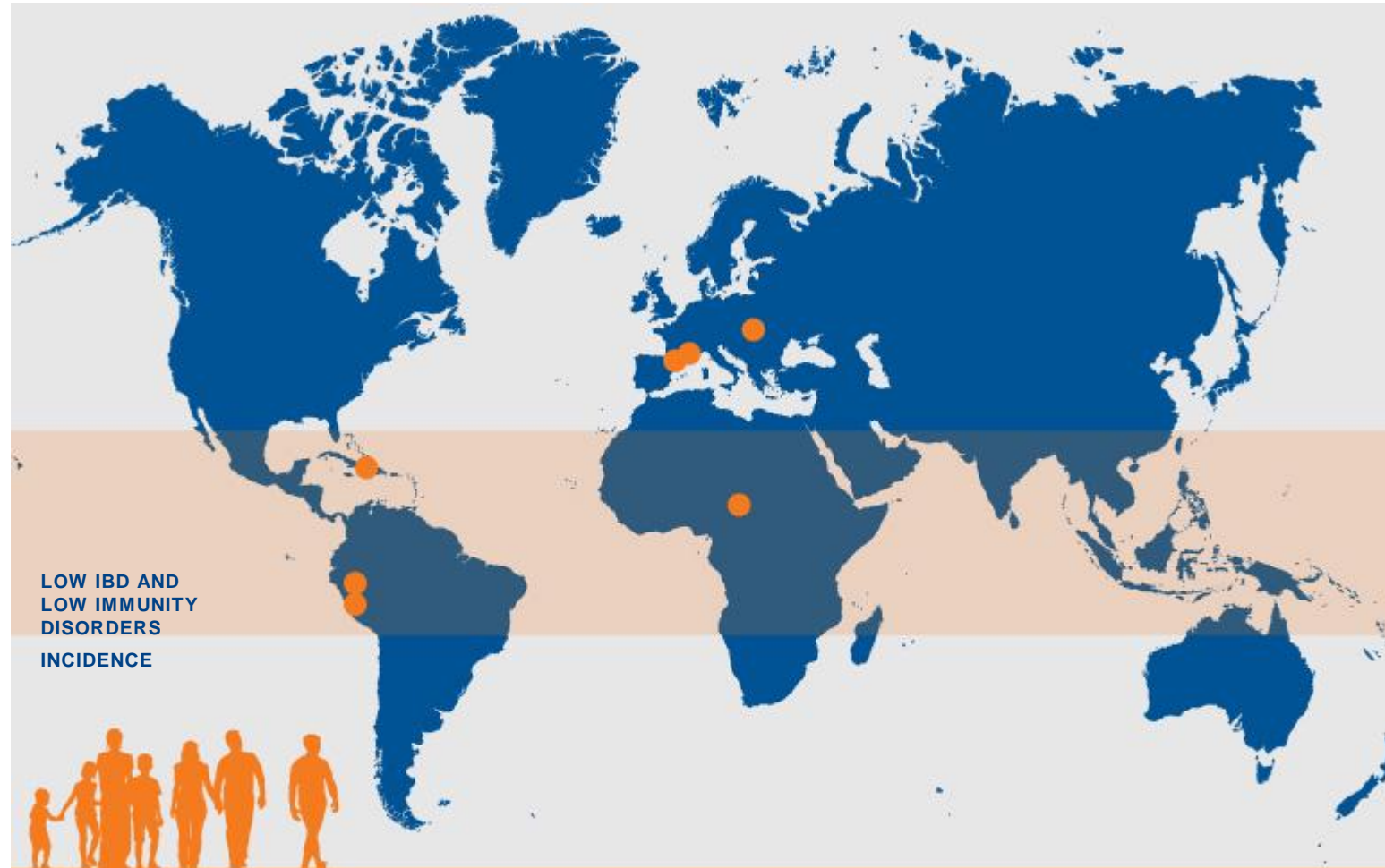
## AB-BIOTICS COMPETITIVE ADVANTAGE IN PROBIOTICS

**AB-Biotics** owns a large collection of bacterial strains, collected from several places around the world that contains more than 550 different wild-type strains.

1st: Identify isolated areas in which the microbiota has been preserved across the years.

2nd: To obtain Lactic Acid Bacteria Strains from areas with low incidence of GI disease, immunity disorders, oral condition etc..

**Little or no use of antibacterials and antifungals. Thus natural flora must “hold the ground on their own”**



- The lack of exposure to microbial has established an immunity tolerant disposition in human beings.
- Such exposure is still present in some communities through-out the world, giving hosts an improved health condition.

# AB-BIOTICS COMPETITIVE ADVANTAGE IN PROBIOTICS



**AB-Biotics** owns a large collection of bacterial strains, collected from isolated places around the world that contains more than 550 different wild-type strains.



“Bringing **diversity** to the harmed, modern accomodated microbiota”



PRODUCT PORTFOLIO

PRODUCT PORTFOLIO

CARDIO-METABOLIC



AB-LIFE<sup>®</sup>  
CARDIOVASCULAR HEALTH

Metablock<sup>®</sup>

PAEDIATRIC



AB - Kolicare

GASTRO-INTESTINAL



i3.1  
Gastrointestinal well-being

ORAL CARE



AB:Dentalac<sup>®</sup>

Avantbise<sup>®</sup>

AB-Dentisani

URO-GYNAECOLOGY



AB-INTIMUS

AB-CYSTITIS

WEIGHT MANAGEMENT



LipiGO<sup>®</sup>

RENAL



Renadyl<sup>™</sup>

DERMATOLOGY



PROBIO 65<sup>®</sup>

COUGH & COLD



AB-INMUNO

BONE HEALTH



AB-K BONE



# COMPANY OVERVIEW

## NEUROPHARMAGEN

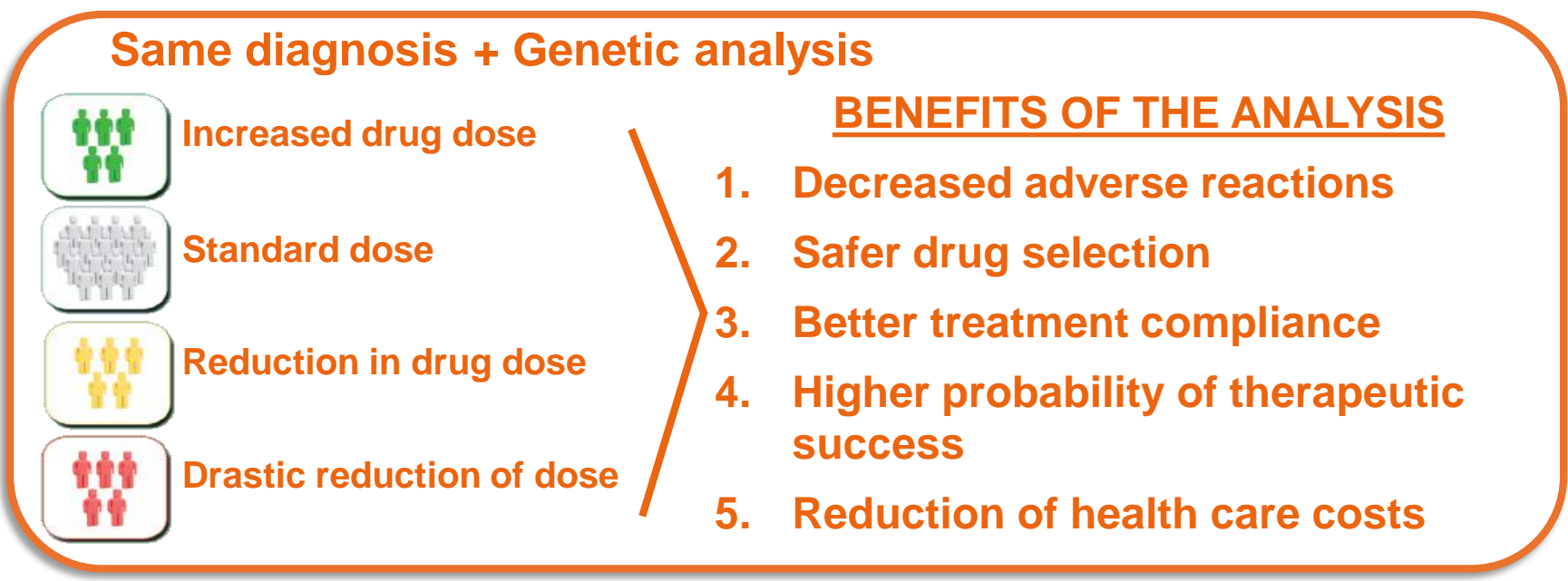
**Personalized medicine means tailoring treatments to the individual characteristics of patients.**

**CURRENT MODEL**



Changes in treatment according to: age, height, weight, gender, biochemistry (creatinine).

**PERSONALIZED MEDICINE**



Genetic analysis provide an additional selection criterion.

# NEUROPHARMAGEN RESULTS: DYNAMIC REPORT

... allowing the delivery of the most accurate approach to the patient's response beyond genetics.

## GENETIC RESULTS

Antidepresivos			
Amitriptilina		Suproprion	Estándar
Clomipramina		Desipramina	
Duloxetina	Estándar	Escitaloprem	Estándar
Fluoxetina		Imipramina	
Mirtazepina		Nortriptilina	
Sertralina	Estándar	Trimipramina	
		Citalopram	
		Doxepina	
		Fluoxetina	
		Mianserina	
		Paroxetina	
		Venlafaxina	

Antipsicóticos			
Aripiprazol		Clazepina	
Olanzapina		Perfenezina	
Risperidona		Tioridazina	
Zuclopentixol		Meloperidol	
		Quetiapina	Estándar
		Ziprasidona	

Estabilizadores y anticonvulsivos			
Ácido Valproico	Estándar	Cerbemazepina	
Clonazepam	Estándar	Fenitoína	
Lamotrigina	Estándar	Levetiracetam	Estándar
Lorazepam		Oxcarbazepina	Estándar
Topiramato	Estándar	Vigabatrina	Estándar
		Clobazam	Estándar
		Fenobarbital	Estándar
		Litio*	
		Pragabalina	Estándar

Otros			
Atomoxetina		Metadona	Estándar
Naloxona	Estándar	Naltrexona	Estándar
		Metilfenidato	Estándar
		Premipexol	

## FINAL RESULTS: GENETICS + PATIENT INFO.

Antidepresivos			
Amitriptilina	⊘	Suproprion	Estándar
Clomipramina	⊘	Desipramina	⊘
Duloxetina	⊕	Escitaloprem	⊘
Fluoxetina	⊘	Imipramina	⊘
Mirtazepina	⊕	Nortriptilina	⊘
Sertralina	⊕	Trimipramina	⊘
		Citalopram	⊘
		Doxepina	⊘
		Fluoxetina	⊘
		Mianserina	
		Paroxetina	⊘
		Venlafaxina	⊘

Antipsicóticos			
Aripiprazol	⊕	Clazepina	⊘
Olanzapina	⊘	Perfenezina	⊘
Risperidona	⊕	Tioridazina	⊘
Zuclopentixol	⊘	Meloperidol	
		Quetiapina	⊘
		Ziprasidona	⊘

Estabilizadores y anticonvulsivos			
Ácido Valproico	Estándar	Cerbemazepina	
Clonazepam	Estándar	Fenitoína	⊘
Lamotrigina	Estándar	Levetiracetam	Estándar
Lorazepam		Oxcarbazepina	Estándar
Topiramato	Estándar	Vigabatrina	Estándar
		Clobazam	Estándar
		Fenobarbital	Estándar
		Litio*	
		Pragabalina	Estándar

Otros			
Atomoxetina		Metadona	⊘
Naloxona	Estándar	Naltrexona	Estándar
		Metilfenidato	Estándar
		Premipexol	

⚠ Interactions reported

- ⊘ Contraindicated
- ⚠ Not recommended
- ⚠ Warning/Information
- 👁️ Modify regimen and/or monitor parameters
- ⬆️ Increase dose and/or monitor parameters
- ⬇️ Reduce dose and/or monitor parameters

**NEUROPHARMAGEN** is the first and only test to incorporate environmental factors to the genetic information in order to improve the clinical practise and the utility of the pharmacogenetics.

# NEUROPHARMAGEN RESULTS

## 2.- RESULTS

Information and recommendations for drugs that the analysis suggests that the patient will behave differently from the average of the population (tables in red, amber or green).

### Olanzapine

*Zyprexa*

#### Analysis result:

- Faster degradation of the drug (CYP1A2)
- Lower probability of tardive dyskinesia induced by the treatment (DRD4)
- Greater risk of up to 10% weight increase in the first stages of treatment (GNB3)

#### Recommendation:

The analysis suggests that the patient metabolises the drug faster than average (CYP1A2), and therefore a higher dose than standard is recommended. In turn, the analysis indicates that there is a lower risk of tardive dyskinesia (DRD4) induced by the treatment. The analysis suggests that there is a greater risk of up to 10% weight increase in the first stages of the treatment (GNB3), and therefore, if applicable, increased medical surveillance is recommended.

### Paroxetine

*Casbol; Frosinor; Motivan; Seroxat*

#### Analysis result:

- Greater probability of a positive response to the treatment (HTR1A)

#### Recommendation:

The analysis indicates that there is a greater probability of a positive response to treatment (HTR2A), and therefore, if applicable, use of this drug is recommended in preference to other alternatives.

### Perphenazine

*Decentan*

#### Analysis result:

- Intermediate metabolizer of the drug (CYP2D6)

#### Recommendation:

The analysis indicates that the patient is a intermediate metabolizer of this drug, and therefore, if applicable, treatment with a lower dose than standard is recommended (CYP2D6).

### Phenytoin

*Epanutin; Sinergina*

#### Analysis result:

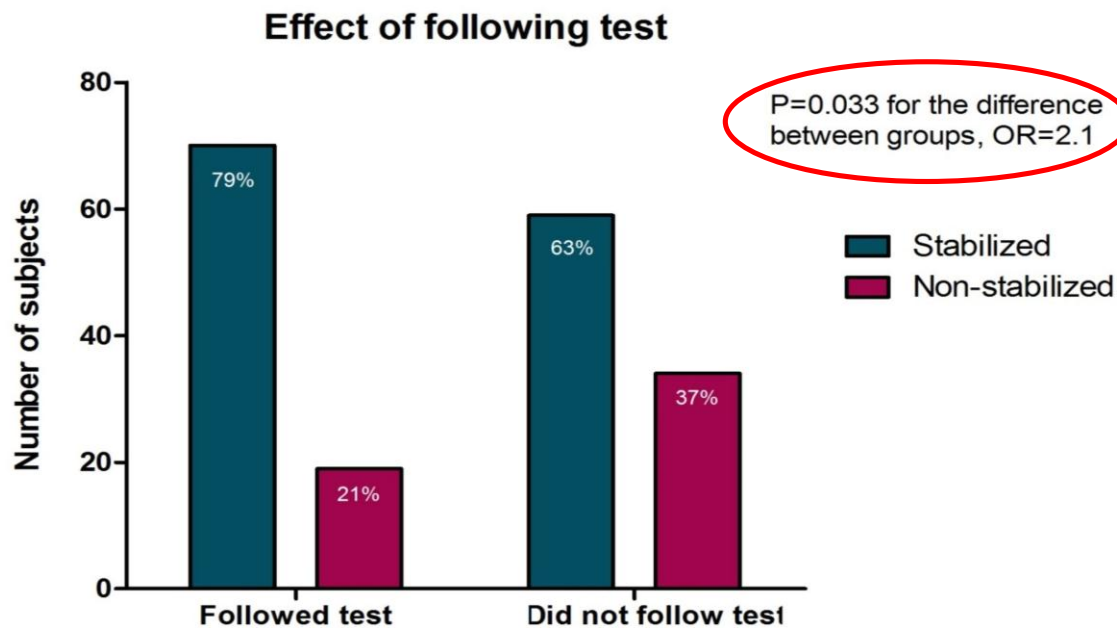
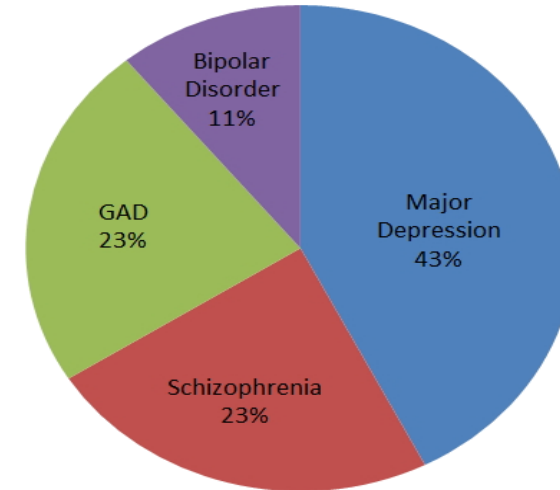
- Poor metabolism of the drug (CYP2C9)
- Greater dose required to block sodium channels (SCN1A)

#### Recommendation:

The analysis suggests that it will be necessary to increase the dose to achieve therapeutic effects (SCN1A). The analysis indicates that the patient is a poor metaboliser of this drug and therefore, if applicable, starting treatment with a lower dose than standard is recommended (CYP2C9).

# NEUROPHARMAGEN CLINICAL RESULTS

- Study conducted at 3 clinical settings in Madrid (Spain), coordinated by Hospital Clinico San Carlos (Madrid)
- Cross-sectional, retrospective, multi-centric study
- 190 in- and out-patients with full data available
  - 31% inpatients
  - 69% outpatients
- CGI-S  $\geq 3$  at baseline (92% of subjects  $\geq 4$ )



**Number of non-stabilized patients (*i.e* CGI-S >3) almost reduced by half after 10-12wk**

# P&L

	Real		Business Plan 2015-2016	
P&L (thousands €)	2013	2014	2015	2016
<b>TOTAL DE INGRESOS</b>	<b>2.193</b>	<b>3.387</b>	<b>6.120</b>	<b>7.080</b>
Aprovisionamientos	- 793	- 1.043	- 2.870	- 3.240
<b>Margen Bruto</b>	<b>1.400</b>	<b>2.344</b>	<b>3.250</b>	<b>3.840</b>
<i>% Margen Bruto</i>	<i>64%</i>	<i>69%</i>	<i>53%</i>	<i>54%</i>
Gastos de Personal	- 1.466	- 1.736	- 1.990	- 2.076
Otros Gastos de Explotación	- 1.319	- 1.729	- 1.360	- 1.425
<b>RESULTADO DE EXPLOTACIÓN (EBITDA)</b>	<b>- 1.385</b>	<b>- 1.121</b>	<b>- 100</b>	<b>339</b>
Amortización del Inmovilizado	- 699	- 770	- 700	- 700
Imputación de subvenciones de Inmovilizado	47	128		
Resultado por Enajenación de Inmovilizado	- 180	-		
Otros Resultados	-	11		
<b>RESULTADO DE EXPLOTACIÓN</b>	<b>- 2.216</b>	<b>- 1.752</b>	<b>- 800</b>	<b>- 361</b>
Resultado Financiero	- 313	- 523	- 234	- 226
<b>RESULTADO ANTES DE IMPUESTOS</b>	<b>- 2.529</b>	<b>- 2.275</b>	<b>- 1.034</b>	<b>- 587</b>
Impuesto sobre Beneficios	716	740	310	176
<b>RESULTADO DEL EJERCICIO</b>	<b>- 1.813</b>	<b>- 1.535</b>	<b>- 724</b>	<b>- 411</b>

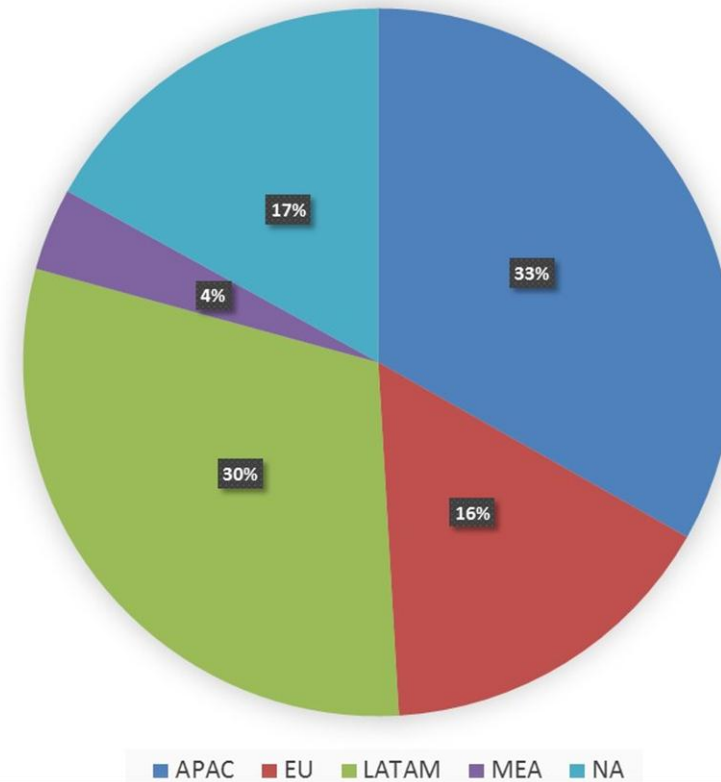
# LATEST FIGURES

Year	Business Structure
2012	10/10/80
2013	20/20/60
<b>2014</b>	<b>40/25/35</b>

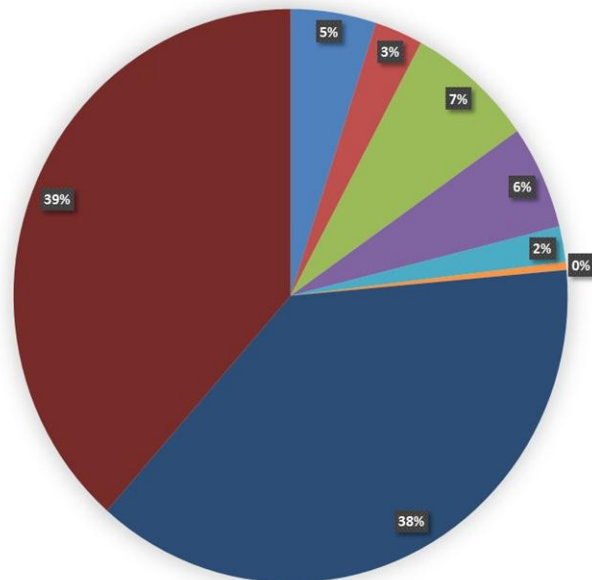
Year	Sales abroad
<b>2012</b>	<b>16%</b>
<b>2013</b>	<b>44%</b>
<b>2014</b>	<b>73%</b>

Year	Contribution Margin
<b>2013</b>	<b>65%</b>
<b>2014</b>	<b>69%</b>

Expected 2015 Revenue (%) by Region



Expected 2015 Revenue (%) by Product Category



■ COLIC ■ DENT ■ FORTIS ■ I3.1 ■ INMUNO ■ INTIMUS ■ LIFE ■ NEUROFARMAGEN

■ APAC ■ EU ■ LATAM ■ MEA ■ NA

# EXPECTATIONS.....

Business Area	Submissions	Approved
EUROPA	35	14
ASIA	42	14
NORTH AMERICA	6	4
LATAM	21	3
MEA	60	4
<b>Total</b>	<b>164</b>	<b>39</b>

Year	License Agr.
2010	1
2011	2
2012	9
2013	5
2014	29





**AB·BIOTICS**



**THANK YOU**