



## COMUNICACIÓN DE HECHO RELEVANTE

**AB-BIOTICS, S.A.**

1 de junio de 2017

En virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 228 del texto refundido de la Ley del Mercado de Valores, aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 15/2016 del Mercado Alternativo Bursátil (MAB), ponemos en su conocimiento la siguiente información relativa a AB-BIOTICS, S.A.:

Con motivo de la participación de AB-BIOTICS en el Foro MedCap 2017 de empresas de mediana capitalización, organizado por Bolsas y Mercados Españoles, se adjunta a continuación la presentación corporativa que se realizará en dicho foro el 1 de junio de 2017.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

En Barcelona, a 1 de junio de 2017

Sergi Audivert Brugué  
Consejero

Miquel Àngel Bonachera Sierra  
Consejero



**AB•BIOTICS**



# **SUMMARIZED COMPANY OVERVIEW**

**Barcelona, May 31th 2017**

CONFIDENTIAL

# 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 *thousands of strains* of probiotic bacteria.
- Develop of *advanced genetic tools* for pharmacogenetics and metagenomics



2004

– Company Founded at Universitat Autònoma Barcelona

2008

– 1st Financing Round: Business Angels – € 1M

2010

– INITIAL PUBLIC OFFER  
– € 3,5M  
– R&D in Genotyping

2011

–Capital Increase in Alternative Investment Market (5M)  
  
–First Products to Market (Neurofarmagen, AB-LIFE)  
  
–15 Licenses within 30 months.

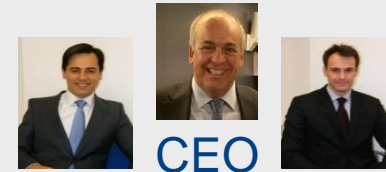
2012 - 2013

– Capital Increase in MAB  
– € 3,2M  
– International Expansion of Genotyping Services (US, BR)



2014-2016

–New Business Development driven strategy.  
–54 new Licenses within 24 months.



## MISSION

**AB-Biotics** aims improving 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 – SNAPSHOT

AB-BIOTICS has developed a proprietary set of clinically documented **probiotics** for human health applications. To know more, visit: [www.ab-biotics.com](http://www.ab-biotics.com)

### KEY FIGURES

AB-BIOTICS (GROUP)	2016
Patents filed	191
Products to Market	9
R&D Exp. As % of Rev	>30%
Employees (FTE)	25
PhD Scientists (FTE)	11
Business Development team (FTE)	6

### LOCATIONS



**AB-BIOTICS, Biotechnology for improving today's human health**





# COMPANY LICENSING DEALS



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



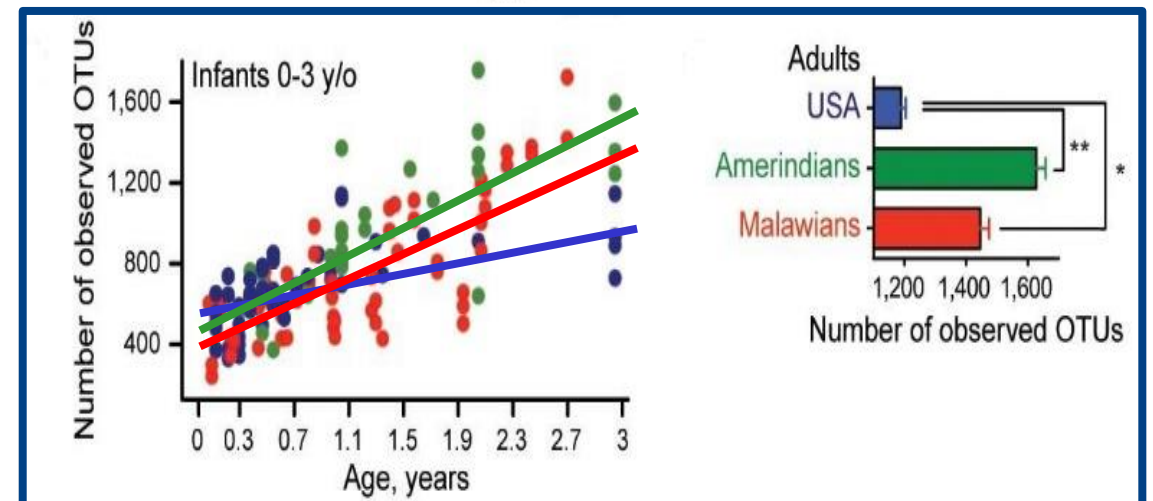
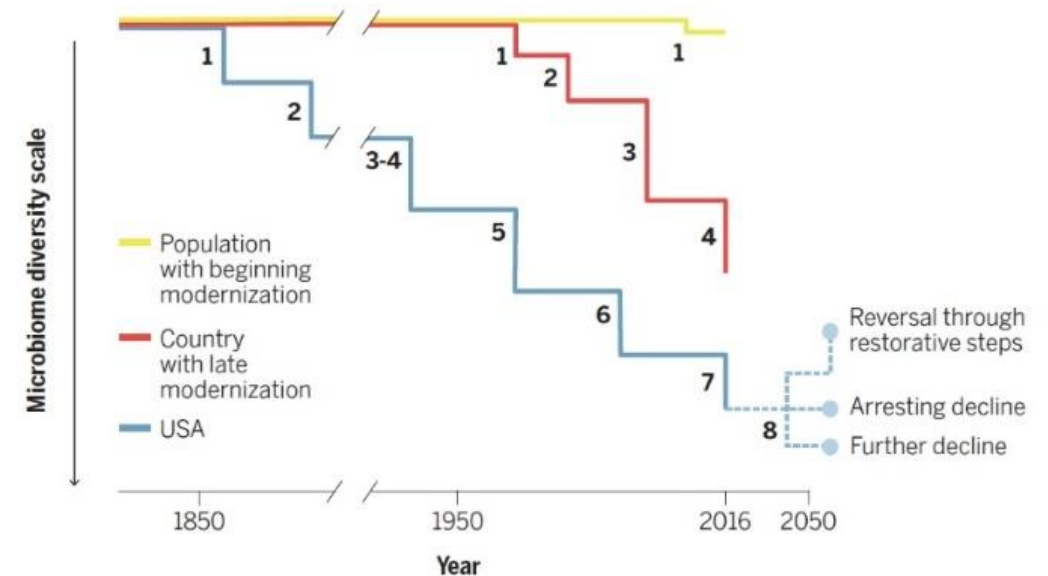
Division dedicated to the development of **advanced genetic tools for pharmacogenetics**. The company has appropriate human and technical resources for conducting genetic analysis.

# THE IMPORTANCE OF MICROBIOME

## Microbial Old Friends ...

Humans and commensal bacteria have co-evolved for millions of years, from the first mammals to modern humans

- Diversity of the gut microbiota markedly reduced in people living in western society, as compared to people living in rural societies<sup>2</sup>
- Prevalence of allergies and autoimmune diseases (e.g. atopic dermatitis, asthma, type-1 diabetes, IBD) on the rise in western societies
- Risk of all these conditions also increased in immigrants moving from rural to urban areas<sup>1</sup>



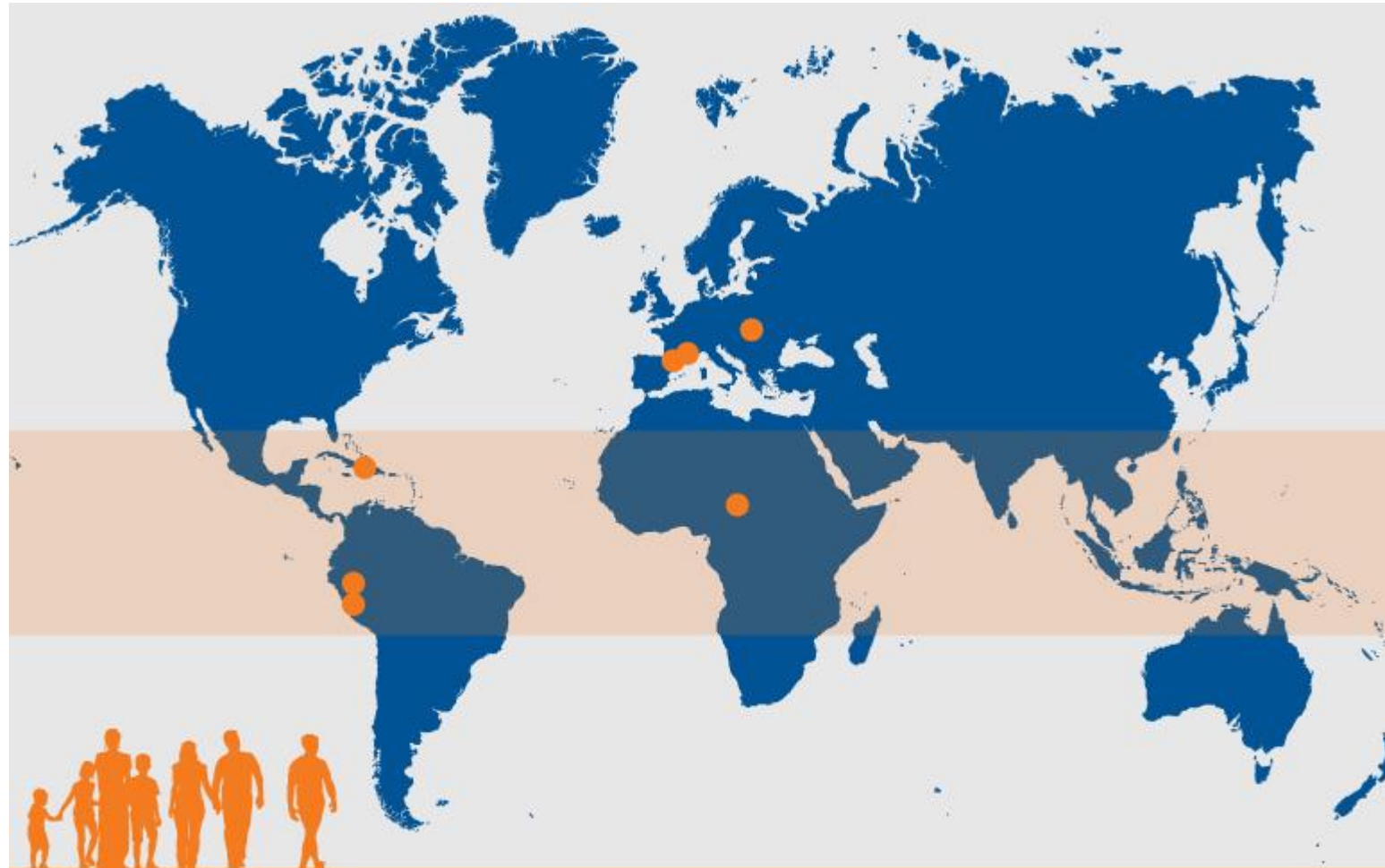
1) Yatsunen et al. *Nature* 2012; Martinez et al. *Cell Reports* 2015 Rook et al. *Evol Med Publ Health* 2013. 2) Sommer & Bäckhed, *Nat Rev Microbiol* 2013; McCoy & Köller *Clin Immunol* 2015. 3) Ohnmacht et al. *Science* 2015; Mortha et al. *Science* 2014

## AB-BIOTICS COMPETITIVE ADVANTAGE IN PROBIOTICS

**AB-Biotics** owns a large collection of bacterial strains, collected from several places around the world, thousands of different wild-type strains.

Microbiota samples obtained from people living in rural areas with good health condition but:

- ✓ Little exposure to modern hygiene
- ✓ Little or no exposure to antibiotics and antifungals
- ✓ No exposure to commercial fermented products or probiotics
- ✓ Microbiota not modified by modern lifestyle



Strains used to outcompete pathogens (frequent pathogen challenges)

Different strains will have different properties, produce different effects to the host

No risk of re-isolating a commercial bacterial strain

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## AB-BIOTICS COMPETITIVE ADVANTAGE IN PROBIOTICS

***Worldwide human-origin wild-type  
probiotic strains private strain bank.***



# AB-BIOTICS' TECHNOLOGY PLATFORM – STRAINS BANK: Building a source of technology

1



**An idea: Hygiene hypothesis**

2



**Look for populations with  
“conserved” microbiomes**

3



**Collect samples for  
screening**

4



**Isolate potentially-probiotic  
wild type strains**

5



**Build up strain bank (-80°C,  
duplicate, replicated yearly)**





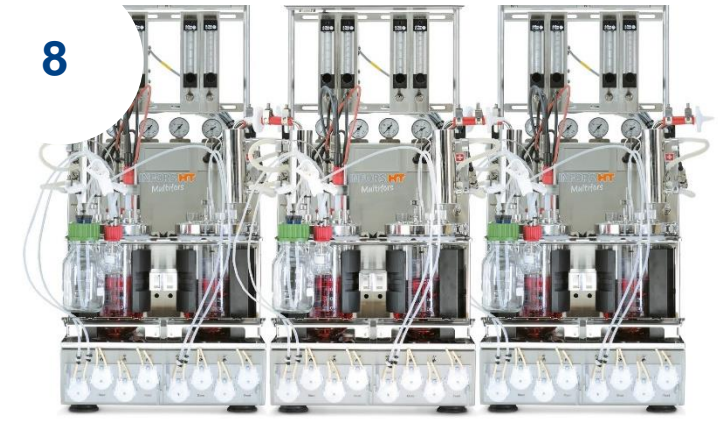
# AB-BIOTICS' TECHNOLOGY PLATFORM – NEW DEVELOPMENT



**Unfroze pre-selected samples from strain bank**



**Screen for the best strain(s) for specific MoAs**



**Scale up strain(s) production at lab and pilot scale**



**Industrialize the production of strain(s) and delivery form**



**Set up finished form to meet required quality standards**

**The result of this process is a turn-key product based on differentiated and patented technology integrated from isolation to final product, delivered in highest quality standards.**

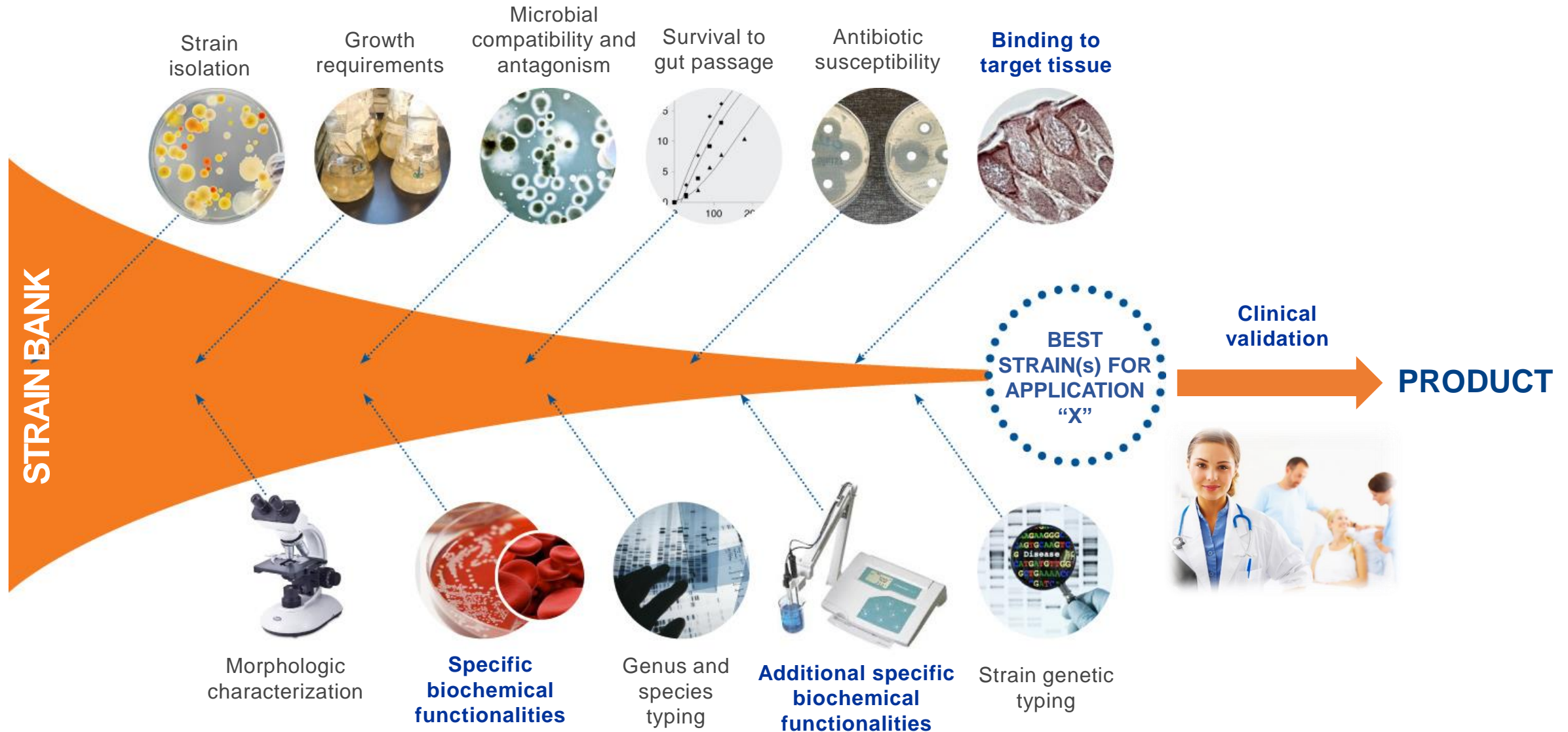
# AB-BIOTICS' SCIENCE BACKED PROBIOTICS

1. Identify therapeutic target
2. Identify putative MoAs
3. Screen for the strains with the best performance, compared to commercial controls
4. Validate *in vivo* / clinically
5. Follow pharma-like quality standards.





# OUR APPROACH TO PROBIOTICS

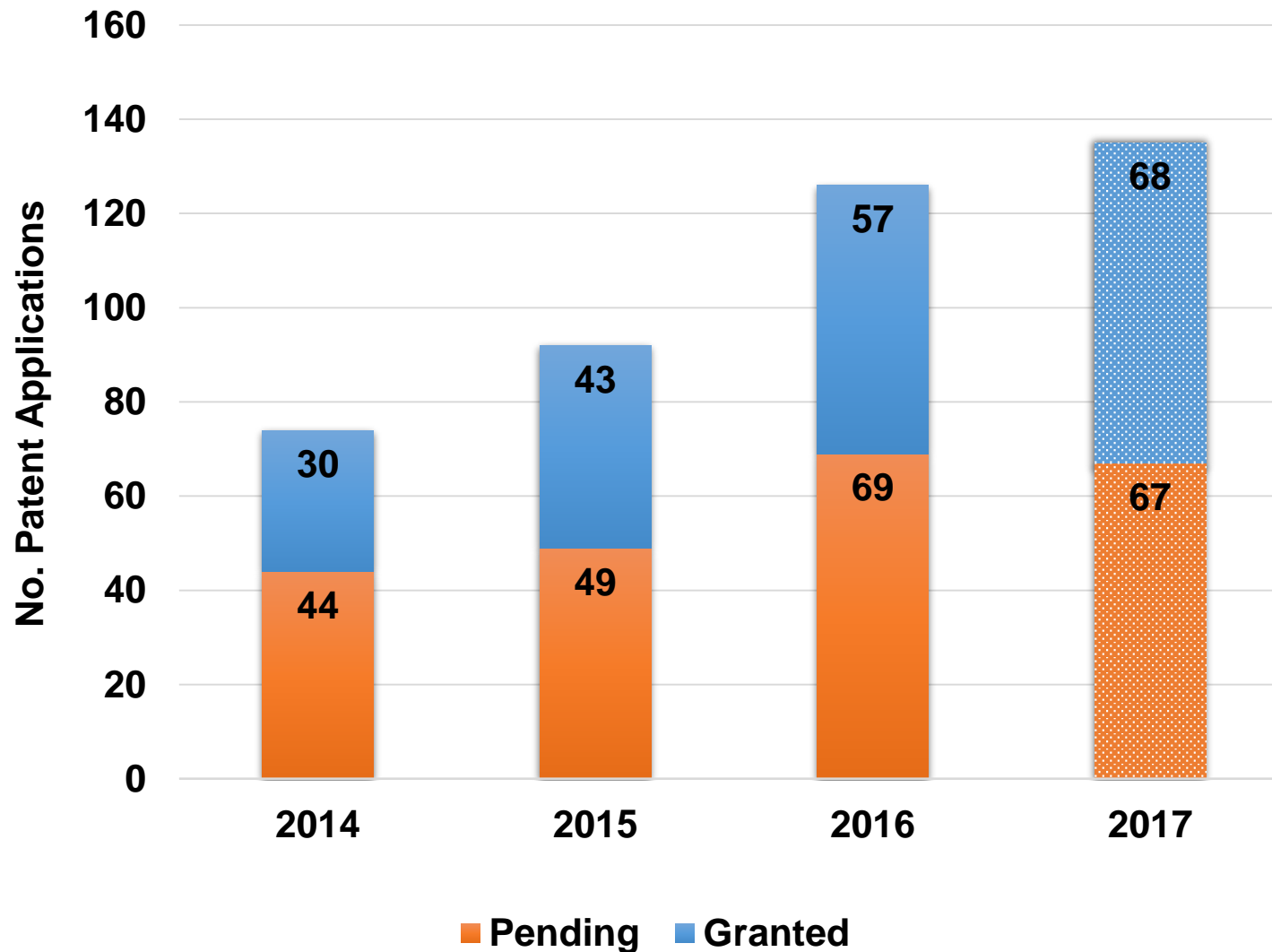


# Fully integrated IP + R&D Workflow

## Development phase



# PATENTS IN NUMBERS



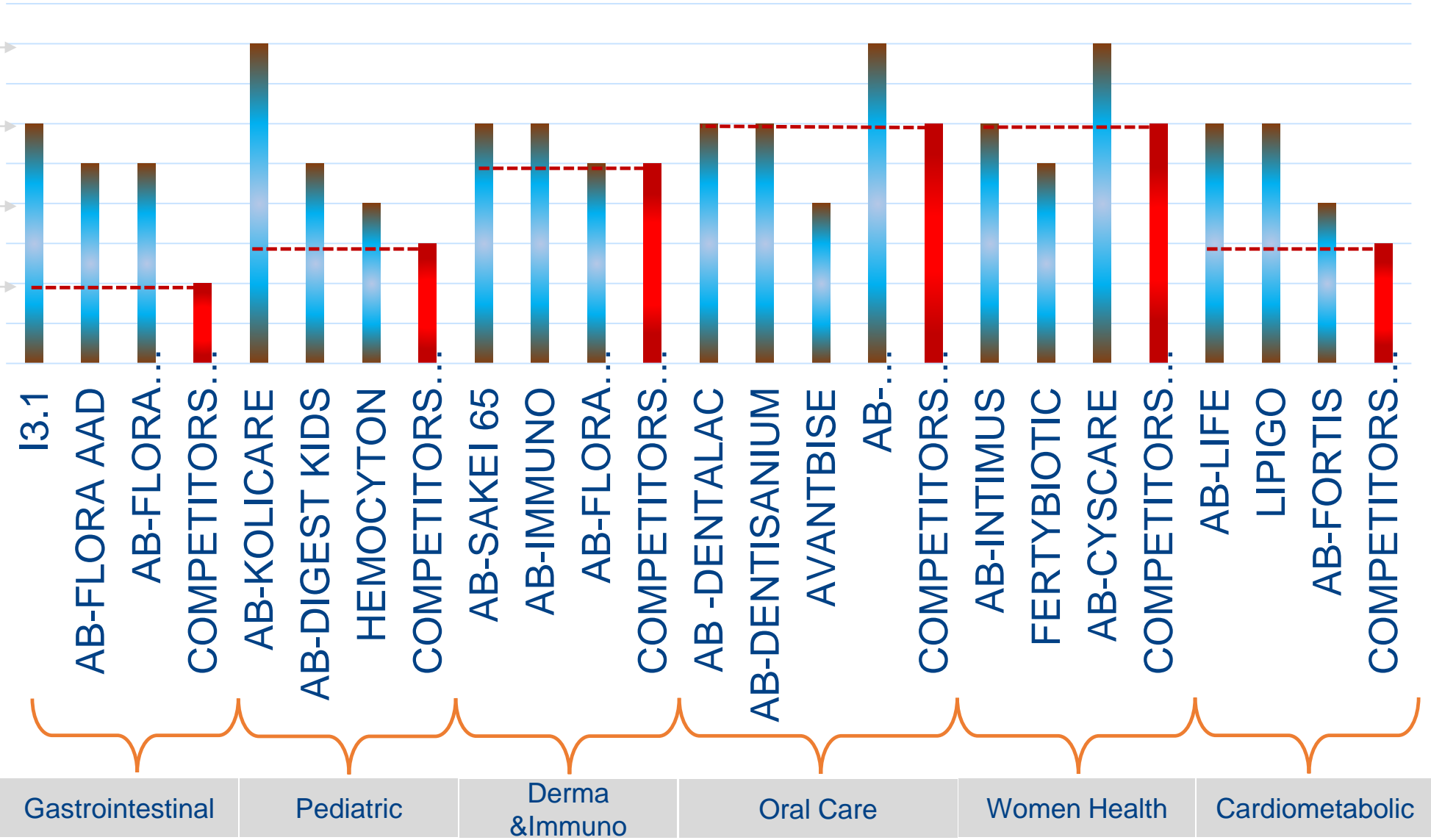
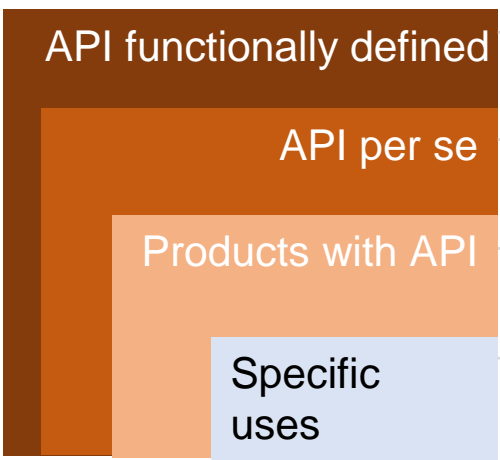
**135 Patent  
applications in  
probiotic field  
12 Patent families**

IP STRATEGY

AB-Biotics - Marketing Department

SCOPE OF PROTECTION

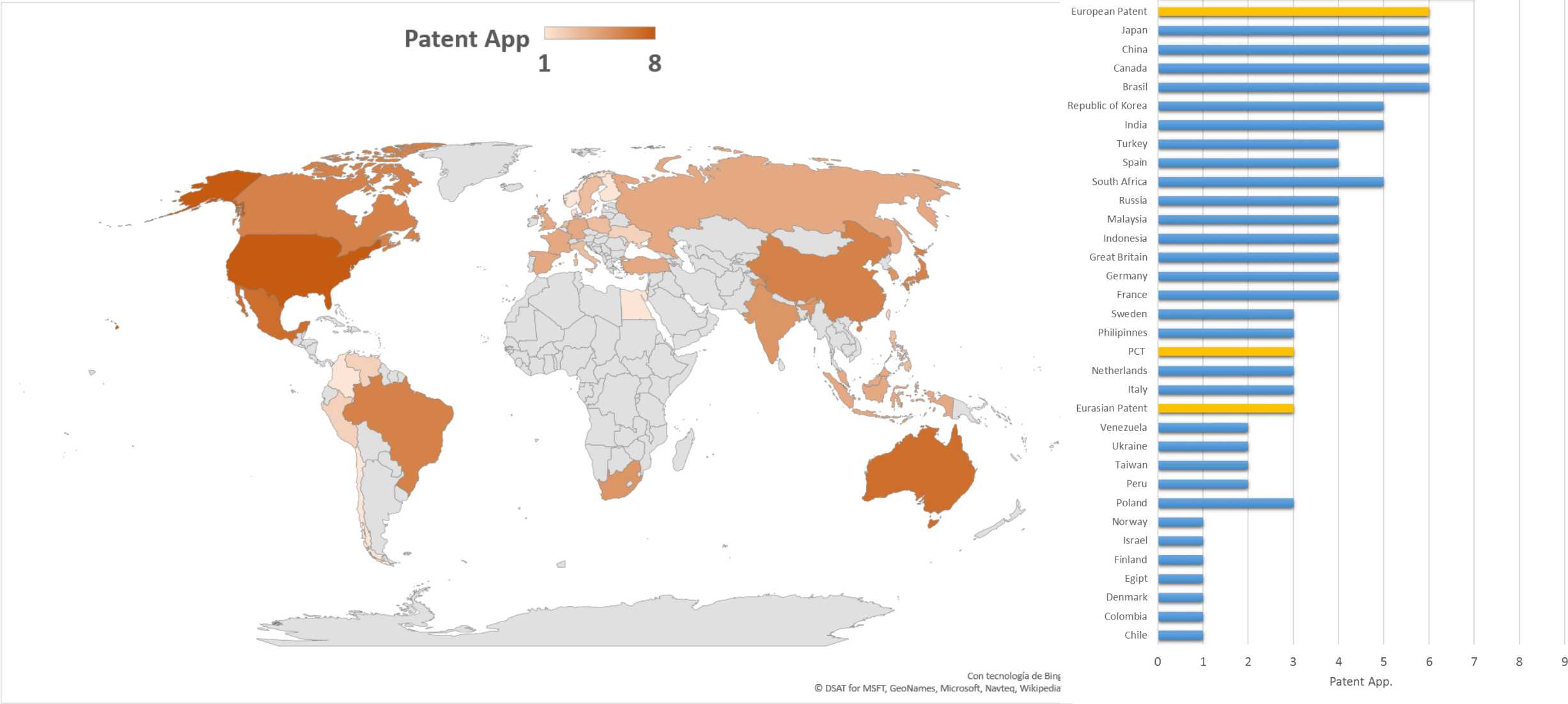
LEVEL OF PROTECTION



AREA



# PATENTS WORLDWIDE



# PRODUCT PORTFOLIO

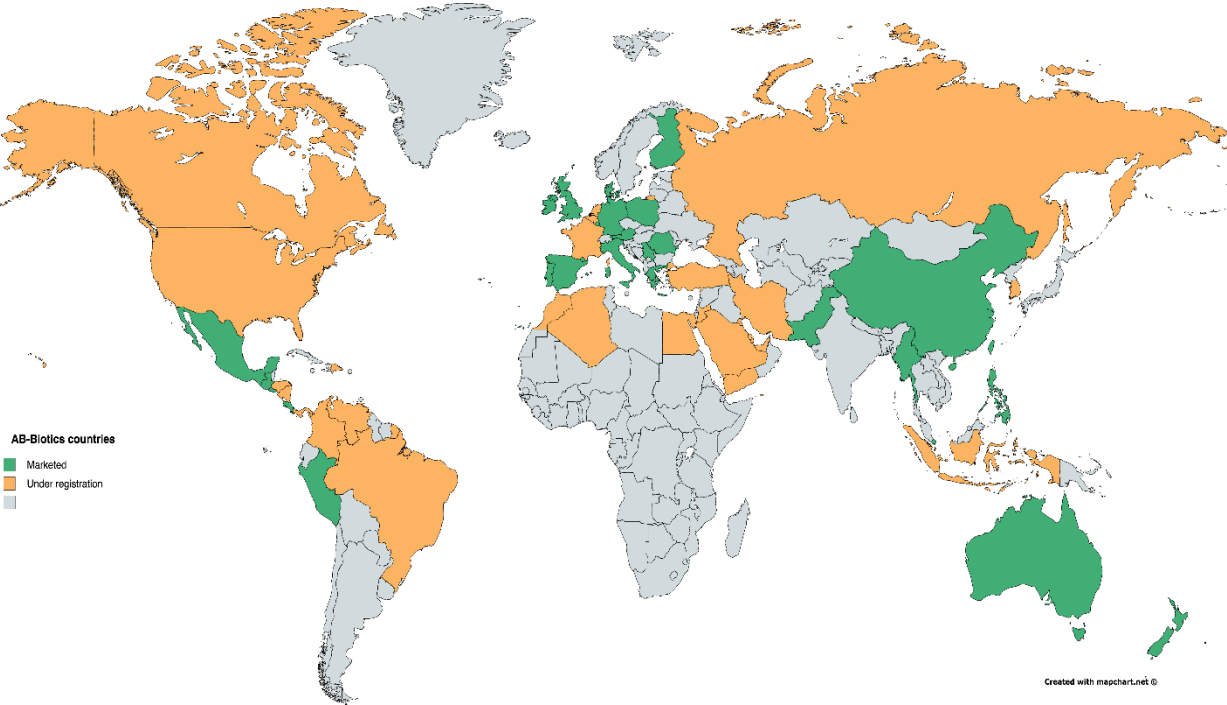
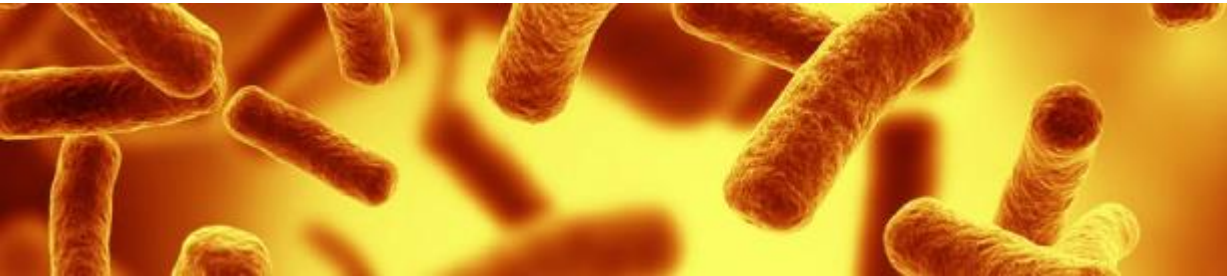
## PRODUCT PORTFOLIO

**PROBIOTICS**  
**THE BEST POSSIBLE STRAIN TO GUARANTEE THE BEST CLINICAL EFFECT**



COMPANY OVERVIEW – CURRENT SNAPSHOT

PROBIOTICS:



BUSINESS UNIT SNAPSHOT	2016
Number of Licensees	79
Active markets (SKUs)	66
Products ready-to-market	9
Products under development	10
Registry Procedure ongoing	212
EUR / CIS	49
ASPAC	43
MEA	75
NA	8
LATAM	37
Papers published	27*

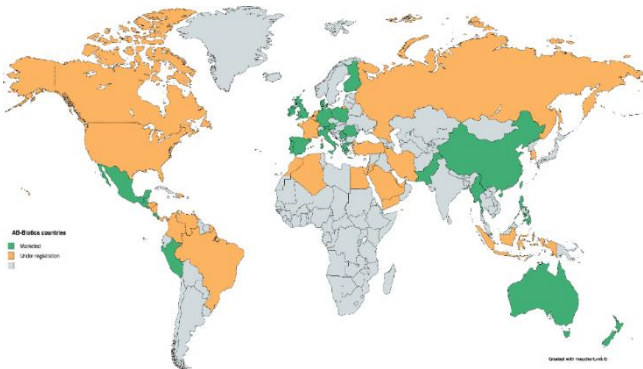
*\*Including papers under review*

PROBIOTICS:

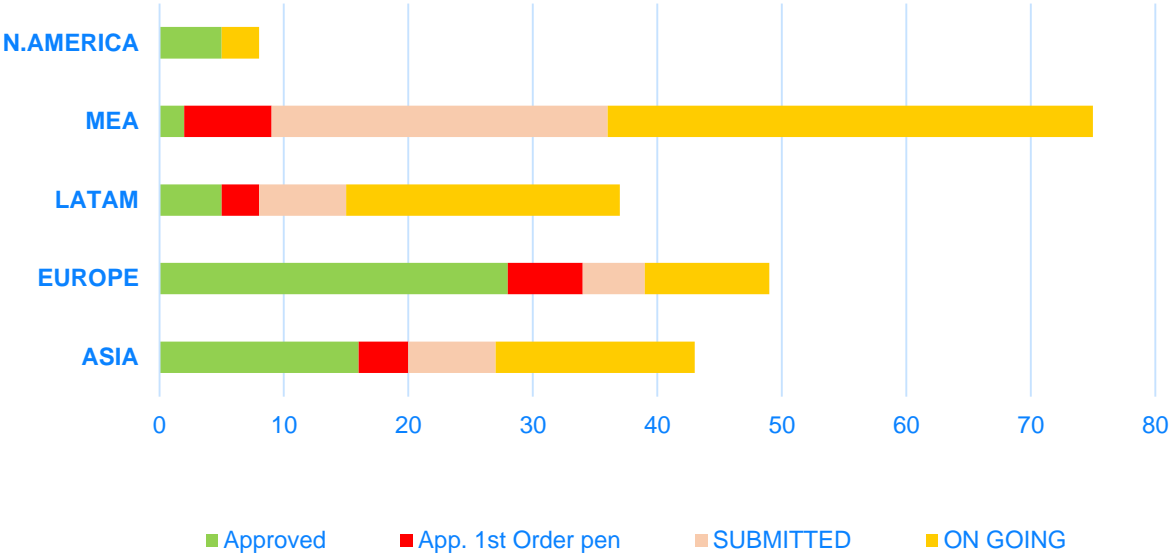
2016/12

Etiquetas de fil	Approved	App. 1st Order pen	SUBMITTED	ON GOING	Total Fillings
ASIA	16	4	7	16	43
EUROPE	28	6	5	10	49
LATAM	5	3	7	22	37
MEA	2	7	27	39	75
N.AMERICA	5			3	8
Total Fillings	56	20	46	90	212

Garanteed business growth!



REGISTRES FUNCTIONAL INGREDIENTS



**69 License agreements** have been signed with different pharmaceutical and food supplements companies all over the world, most of them **during the last 3 years**.  
**Most of them are under regulatory submission thus assuring our company growth** for the years to come.  
We have identified having **sufficient alliance management & marketing experience + product supply COGS management** **are key success factors to our business**.



## COMPANY OVERVIEW – CURRENT SNAPSHOT

AB-BIOTICS 1sr quarter 2017 has growth at 131% respect 1<sup>st</sup> quarter 2016.

	2016					2017			
	ene	feb	mar	TOTAL 2016		ene	feb	mar	TOTAL 2017
Total income	116.347	99.571	433.452	649.370		494.530	578.776	415.816	1.489.122
COGS	93.596	119.798	272.794	486.187		304.918	205.656	290.579	801.154
Contribution Margin	22.751	-20.227	160.658	163.182		189.612	373.120	125.237	687.969
Personnel	134.512	134.499	138.784	407.795		127.017	244.869	121.450	493.336
Operatin Expenses (no R&D)	117.468	145.321	94.551	357.340		86.008	133.472	97.693	317.173
R&D Expenses	133.597	43.842	95.479	272.918		3.345	9.409	9.551	22.305
Opex	251.065	184.570	190.030	625.665		89.354	142.881	107.243	339.478
EBITDA	-362.826	-339.296	-168.156	-870.278		-26.758	-14.631	-103.457	-144.846

# SCIENTIFIC METHOD FOR PROBIOTIC DEVELOPMENT

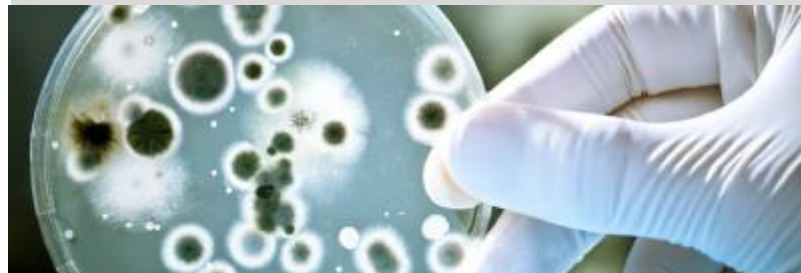
## RESEARCH & DEVELOPMENT

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



## INTELLECTUAL PROPERTY

- In over 32 countries.
- Agressive IP Strategy
- Freedom to opérate
- Non infringement
- Lex artis
- Justification for novelty
- Broad claim
- Validation of innovative characteristics



## 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.



## NEW R&D – ONGOING CLINICAL TRIALS

AB-BIOTICS is currently running 13 clinical trials on probiotics involving 1668 patients.  
7 clinical trials are fully founded by our licensees and the company has obtained several grants to support the rest of it R&D.

	AB PROBIOTICS SKU	SPONSOR	COUNTRY	STATUS	N	E FINALIZATION
1	<i>I31</i>	MYLAN	SPAIN	recruitment	100	2018
2	<i>I31</i>	AB-BIOTICS	SPAIN	CREC	220	2019
3	<i>AB-LIFE</i>	LETI	VENEZUELA	recruitment	150	2019
4	<i>AB-LIFE</i>	NATRAPHARM	PHILIPPINES	recruitment	350	2017
5	<i>AB-KOLICARE</i>	DERBYCARE	CHINA	recruitment	192	2019
6	<i>AB-DENTISANIUM</i>	COLGATE	SPAIN	CREC	100	2018
7	<i>AB-DENTISANIUM</i>	AB-BIOTICS	SPAIN	recruitment	50	2017
8	<i>AB-DENTALAC</i>	AB-BIOTICS	SPAIN	recruitment	56	2016
9	<i>AB-DENTALAC GUM</i>	WRIGLEY'S	SPAIN	recruitment	40	2017
10	<i>IPLALAC</i>	AB-BIOTICS	SPAIN	recruitment	40	2018
11	<i>AB-CELIACONFORT</i>	AB-BIOTICS	SPAIN	recruitment	40	2018
12	<i>AB-CYSCARE</i>	STADA	SPAIN	CREC	80	2018
13	<i>AB-MIND</i>	AB-BIOTICS	SPAIN	CREC	250	2019
	Total number of patients involved in AB-BIOTICS trials				1668 individuals	



**AB-BIOTICS**

**THANK YOU!**