



HECHO RELEVANTE AB-BIOTICS, S.A.

30 de mayo de 2018

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 2018 celebrado en Madrid durante los días de hoy y mañana, se adjunta la presentación corporativa que será utilizada en dicho evento.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

En Barcelona, 30 de mayo de 2018

AB-BIOTICS, S.A.

Sergi Audivert Brugué

Miquel Àngel Bonachera Sierra



AB•BIOTICS

FORO MEDCAP 2018

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.

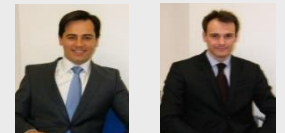
2012 - 2013

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



2014-2018

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



MISSION

AB-Biotics aims develops clinically documented bacterial strains for probiotic applications. The company has a strong R&D background.



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

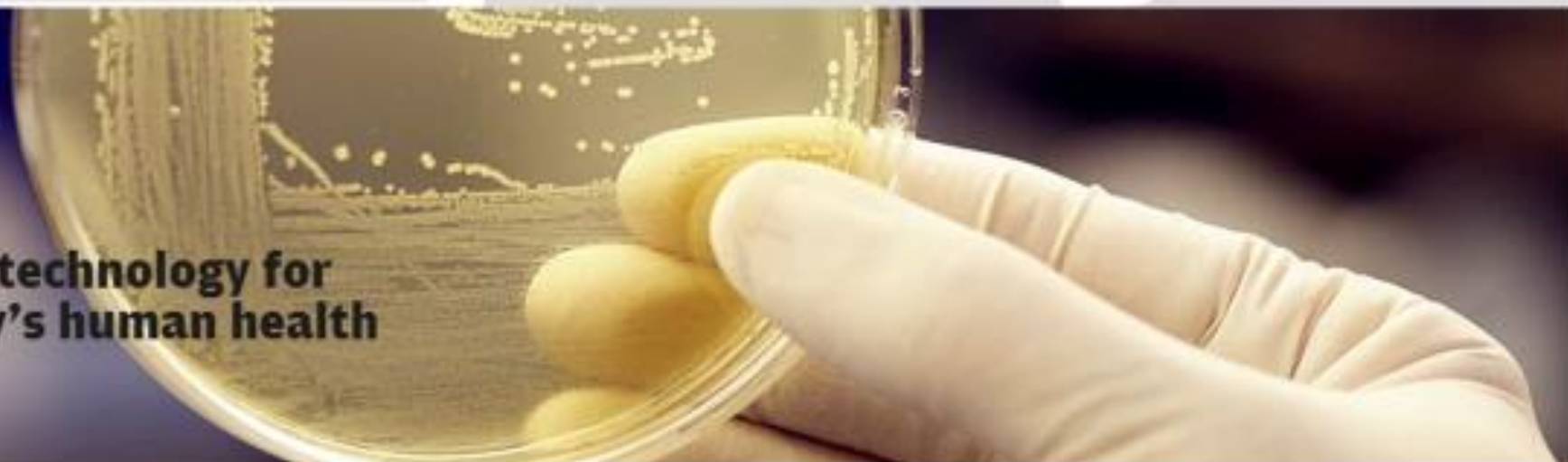
KEY FIGURES

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



PRODUCT PORTFOLIO

PROBIOTICS

THE BEST POSSIBLE STRAIN TO GUARANTEE THE BEST CLINICAL EFFECT



MAXIMIZING MARKET ACCESSIBILITY TO FASTEN BUSINESS GROWTH.

■ AB-BIOTICS Implemented Strategy 2017

■ *Commercial Policy (Focus in Strategic Products and Markets)*

	GASTROINTESTINAL	PEDIATRICS	ORAL CARE	WOMEN'S HEALTH	CARDIOMETABOLIC	GENETICS
	i3.1	AB-KOLICARE	AB-DENTALAC	AB-INTIMUS	AB-LIFE	NFG
France	MAYOLY SPINDLER	MAYOLY SPINDLER	PIERRE FABRE	PILEJE	PILEJE	Free
Germany	DR KADE	SYMBIOPHARM	CMS DENTAL	DR KADE	SYMBIOPHARM	SYNLAB
Italy	MAYOLY SPINDLER	ADL / MAYOLY*	PIERRE FABRE	ADL/PILEJE/Dr.KADE	PILEJE/MAYOLY	FB-HEALTH
Spain	MYLAN	SANOFI	STADA*	KERN	LACER	PRAXIS
United Kingdom	Free	Free	Free	DR KADE	OPTIBAC	Free
Russia	MAYOLY SPINDLER	PHARMSTANDARD	OMEGA	OMEGA	SANOFI*	Free
Turkey	ADEKA	ADEKA	ADEKA	ADEKA	ADEKA	Free
China	DERBYCARE	DERBYCARE	DERBYCARE	DERBYCARE	DERBYCARE	Free
Korea	KOLON	SANOFI	KOLON	Free	GREEN STORE	BL&H
Australia	SFI RESEARCH	BLACKMORES	Free	Free	MYLAN	PATHWEST
Mexico	MAYOLY SPINDLER	MAYOLY/GRUPO PISA	LAB COLUMBIA	Free	RAFF	SCIENTA
Brasil	HYPERMARCAS	EMS	LABORATORIOS DAUDT	MYRALIS PHARMA	FARMOQUÍMICA	BAGÓ BRASIL
Colombia	TECNOQUIMICAS	TECNOQUIMICAS	Free	Free	Free	TECNOQUIMICAS
Canada	DISTRIBUTOR	JAMISON	DISTRIBUTOR	Free	DISTRIBUTOR	Free
USA MLM	Free	Free	USANA	Free	Free	
USA CM	Free	Free	JARROW	Free	Free	
USA MF	ARG	Free	Free	Free	ARG	
USA KA	LIFE EXTENSIONS	RENEW LIFE	COLGATE/CH&DW	VERTICAL PH	RKBK/CULTURELLE	INSOURCE?

GROWTH UPON SIGNED AGREEMENT

	Q1 2016	Q1 2017	Q1 2018
Total Income	649.370 €	1.489.122 €	2.497.421 €
COGS	486.187 €	801.154 €	1.451.348 €
Contribution Margin	163.183 €	687.968 €	1.046.073 €
	25%	46%	42%
Personnel	407.795 €	493.336 €	346.027 €
Opex&R&D	625.665 €	339.478 €	390.856 €
EBITDA	- 870.277 €	- 144.846 €	309.190 €

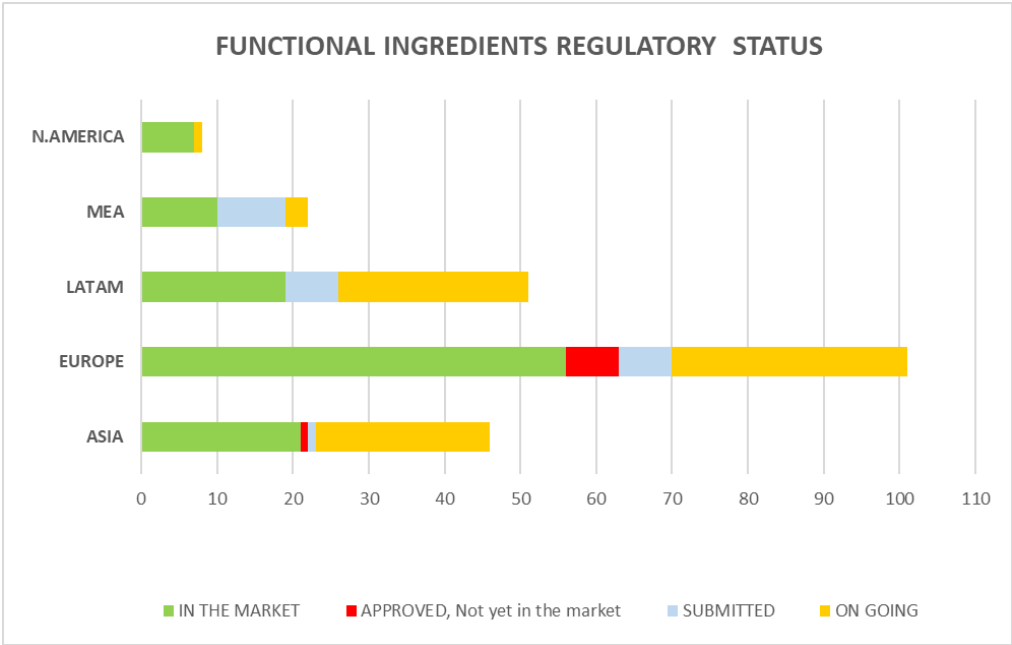
AB-BIOTICS has grown 68% in Q1 2018 respect its previous year.

The company is Positive Ebitda and positive Cash-flow.
Costumers are being

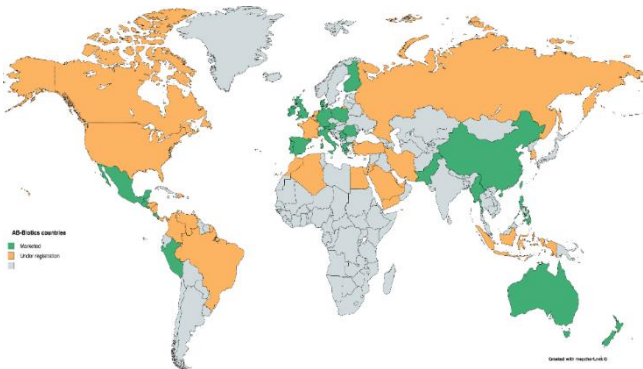
PROBIOTICS:

2018/05

	IN THE MARKET	APPROVED, Not yet in the market	SUBMITTED	ON GOING	Total general
ASIA	21	1	1	23	46
EUROPE	56	7	7	31	101
LATAM	19		7	25	51
MEA	10		9	3	22
N.AMERICA	7			1	8
Total general	113	8	24	83	228

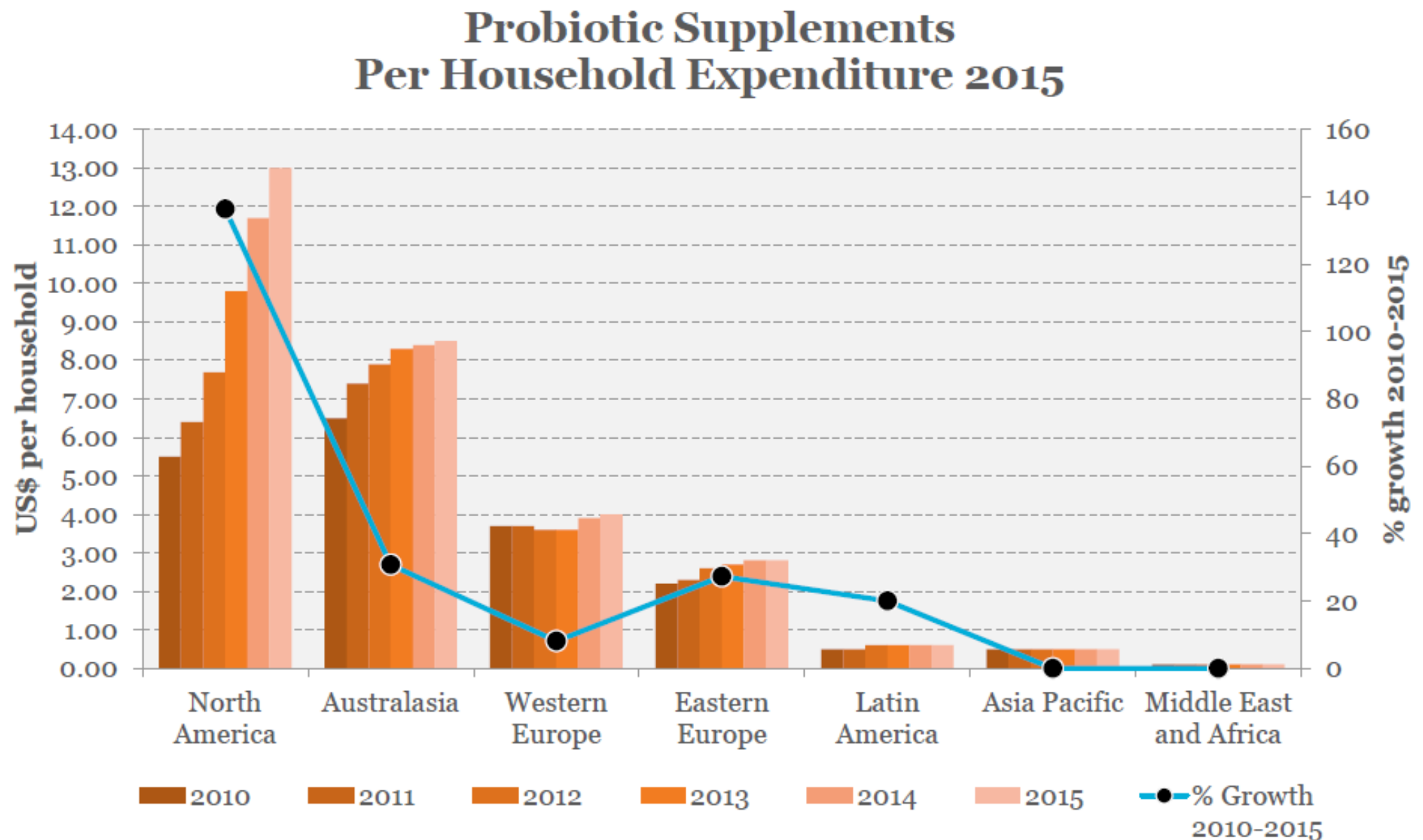


Guaranteed business growth!



73 License agreements have been signed with different pharmaceutical and food supplements companies all over the world, most of them **during the last 4 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**.

PROBIOTICS MARKET GROWTH - SNAPSHOT

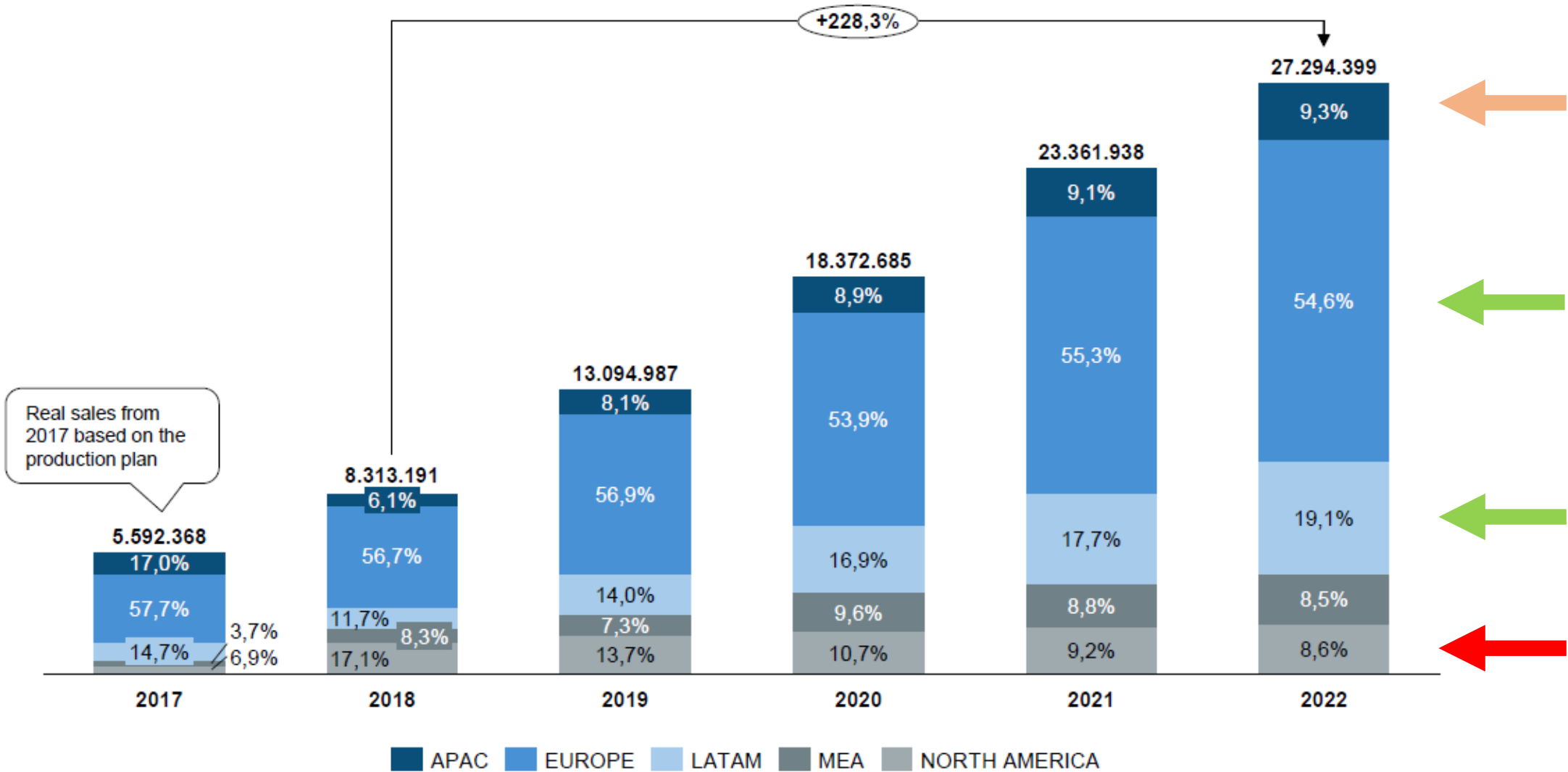


North America is the Biggest and the most growing Probiotics Market in the world.

Source: Euromonitor, IPA Report

AGREGATE PROJECTIONS OF EXISTING COSTUMERS AGREEMENTS*

North America is a critical market to growth in & this represents very little business in existing AB-BIOTICS accounts.



(*) Información elaborada a partir de la cartera de contratos actuales de la compañía. Datos que no constituyen previsiones ni han sido aprobados por parte del Consejo de Administración.

AB-BIOTICS BUSINESS DEVELOPMENT STRATEGY IN US

Kaneka

The Dreamology Company

— Make your dreams happen —

***New Strategic License Agreement
with Japanese Multinational Kaneka
Corporation to develop the business
in North America and Japan.***

Resources to Growth in US

- ***Full team dedicated to AB-BIOTICS probiotics market development in US and Japan.***
 - *Local team in place.*
- **2 offices in US**
 - New York and NY
 - Pasadena Houston TX.



Clear Commitment

- **Kaneka has acquired 34.05%** of AB-BIOTICS shares in the market, becoming the reference shareholder.
- Co-founders Sergi and Miquel holds 20,2% altogether.

Source: Euromonitor, IPA Report

AB-BIOTICS BUSINESS DEVELOPMENT STRATEGY IN US

Effect of Kaneka entrance to support AB-BIOTICS business in share price..





AB•BIOTICS

THANK YOU!