

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

**29 de mayo de 2019**

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 6/2018 del Mercado Alternativo Bursátil (MAB), se pone a disposición del mercado la siguiente información relativa a AB-BIOTICS, S.A.:

Con motivo de la participación de AB-BIOTICS en el Foro MedCap 2019, se adjunta la presentación corporativa que será utilizada en dicho evento.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

En Barcelona, 29 de mayo de 2019

AB-BIOTICS, S.A.

Sergi Audivert Brugué

Director Ejecutivo

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Miquel Àngel Bonachera Sierra

Director Ejecutivo

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# AB-BIOTICS



**SERGI AUDIVERT**  
**MIQUEL A. BONACHERA**  
Executive Directors  
Mayo 2019



# OUR COMPANY



# MISSION

**AB-Biotics** aspires to establish state-of-art solutions by developing microbiome modulators to improve people's health and prevent diseases.

# VISION

**AB-Biotics** aspires to set a strong science substantiation in probiotics, microbiome and precision medicine health fields.



# History

**AB-Biotics** was founded in 2004 in the University of Barcelona (UAB) with two technology projected platforms:

- 1 Research in its own collection of more than 1.000 strains of probiotic bacteria.
- 2 Development of advanced precision medicine tools for pharmacogenetics.

2004

Company founded at UAB (University of Barcelona). Sergi Audivert & Miquel Angel Bonachera

2008

1st financing round.  
  
(Business angels): 1 M EUR.

2010

Initial public offer (IPO) for 3,5 M EUR.  
  
R&D to develop NPG.

2011

Capital increase in alternative investment market (MAB-Spain) for 4,3 M EUR.  
  
Clinical trials probiotics (FI).

2013

Capital increase in MAB for 5,2 M EUR.  
  
Launching comercial operation.  
  
First products in the market (NPG, AB-LIFE).

2016

Changes in C-level structure.  
  
Capital Increase 4,7 M EUR  
  
New Business Development and Corporate Strategy

2018

Strategic partnership with KANEKA (coQ10) in R&D and US/Japan market.  
  
Focus in Growth & Products Lifecycle Management

2019

Kaneka Integration of US activities  
  
China Strategic Partnership with Derbycare  
  
Value Chain integration explore.



# Kaneka deal: AB-BIOTICS enters into license agreement with Kaneka Americas holding

Kaneka acquires 34% of AB-Biotics

The Spanish biotechnology company AB-Biotics has reached an agreement with the American c Holding, subsidiary of the Japanese Kaneka Corporation, for the participation of its shareholders Company , its European subsidiary.

As a result, Kaneka has become the reference shareholder of AB-Biotics with an ownership of 26. various owners. The largest package was owned by Seed Capital Fund: 662,750 shares representir Furthermore, through this agreement it has also acquired the stock of another nine shareholders company's treasury stock, at a price of €2.72 per share.

On the same day of this agreement was also signed the transaction of six of these eleven share p; which already left the Kaneka stake at 24.54% of the shares. The other significant stakes are those Ángel Bonachera and Sergi Audivert, with 10.11% each, and the Chairman of the Board of Director 10.10%.

## Planned investment

The Japanese company has clearly placed its bets on the Spanish one. After gaining ownership of agreement it has continued purchasing shares from other small shareholders, and on April 9th it 34.05% of the capital stock.

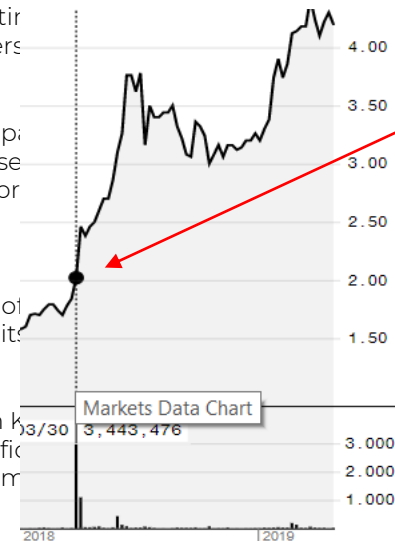
Kaneka's entry as shareholder of AB-Biotics was linked to a licensing agreement through which k granted exclusivity rights for the manufacture, import, fermentation, use, sale and offer of specific and North America. In addition, Kaneka assumes the obligation of investing €490,000 in the com

ABB:SM Soc.Bol SIBE  
AB-Biotics SA COMPANY INFO

4.20 EUR

1D 1M 6M YTD

Add a comparison Q



**Kaneka**

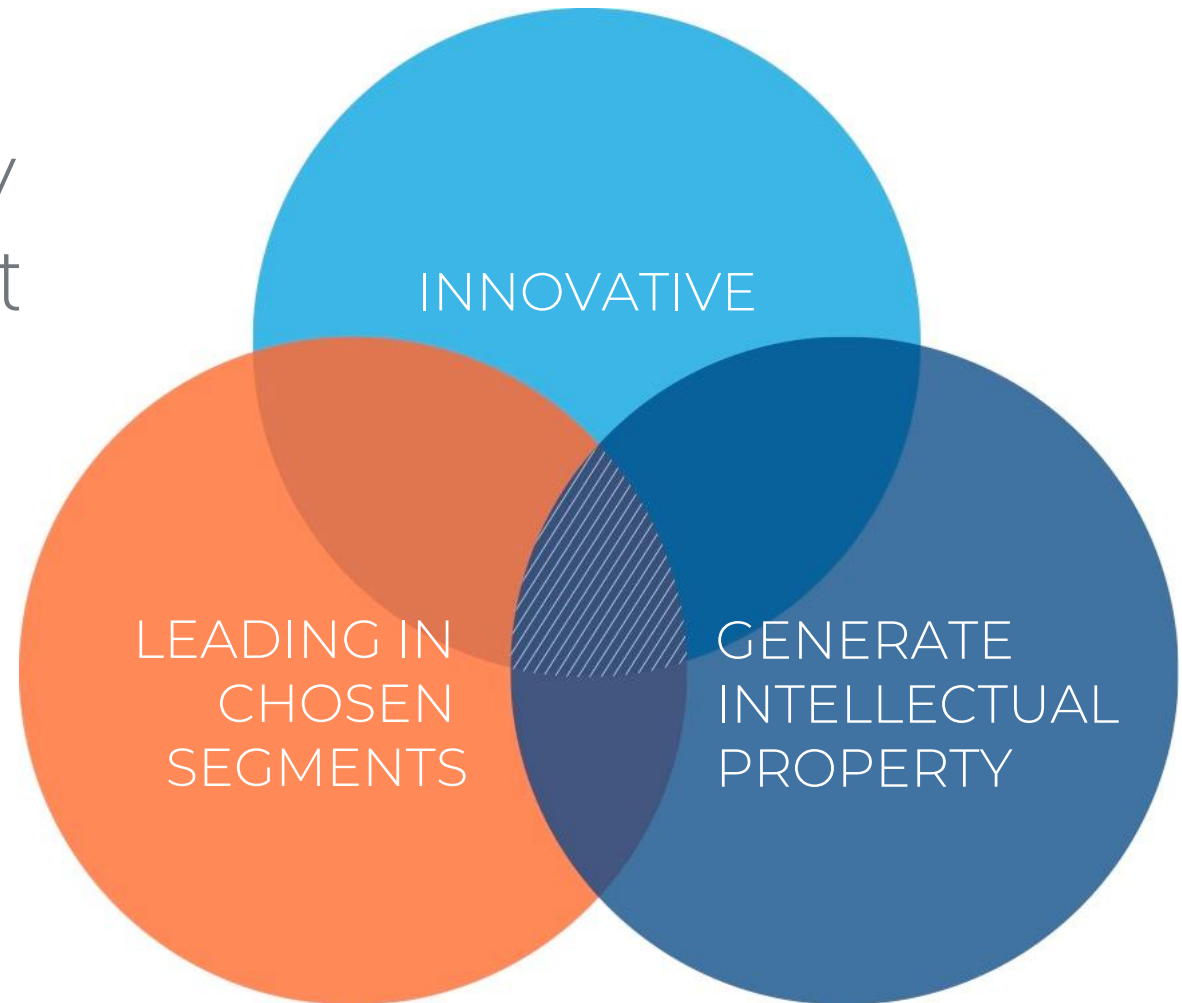
2018

Strategic partnership with  
KANEKA (CoQ10) in R&D  
and US / Japan market.



# PRODUCTS OVERVIEW

AB-Biotics  
development  
criteria is to only  
develop product  
that are:





# AB-Biotics' technology platform



## FIRST GENERATION PROBIOTICS

1. Identify one strain present in the gut.
2. Look for applications.
3. Validate in vivo / clinically.
4. Low to no reference to strain-specificity, concentrations and probiotics' stability.



## AB-BIOTICS' CLINICALLY DOCUMENTED 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. High-concentration ( $>1 \cdot 10^9$  cfu/dose = 1 Bill) and high-quality (24 month stability) presentations.

The effects described can only be attributed to the strain or strains tested, and not to the species or the whole group of LABs or other probiotics.  
The implications of the strain-specificity of effects are:

- Documentation of health effects must be conducted on the specific strain being sold in the product.
- Results and review articles from studies conducted on specific strains cannot be used as evidence to support health effects of untested strains.

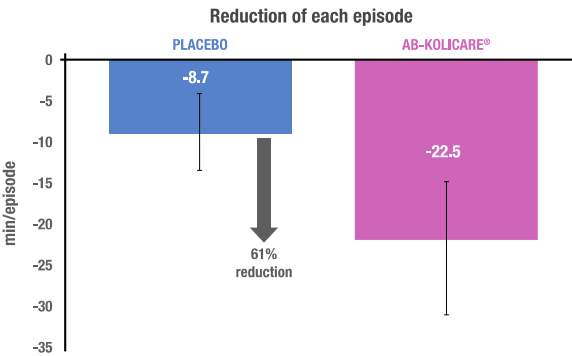
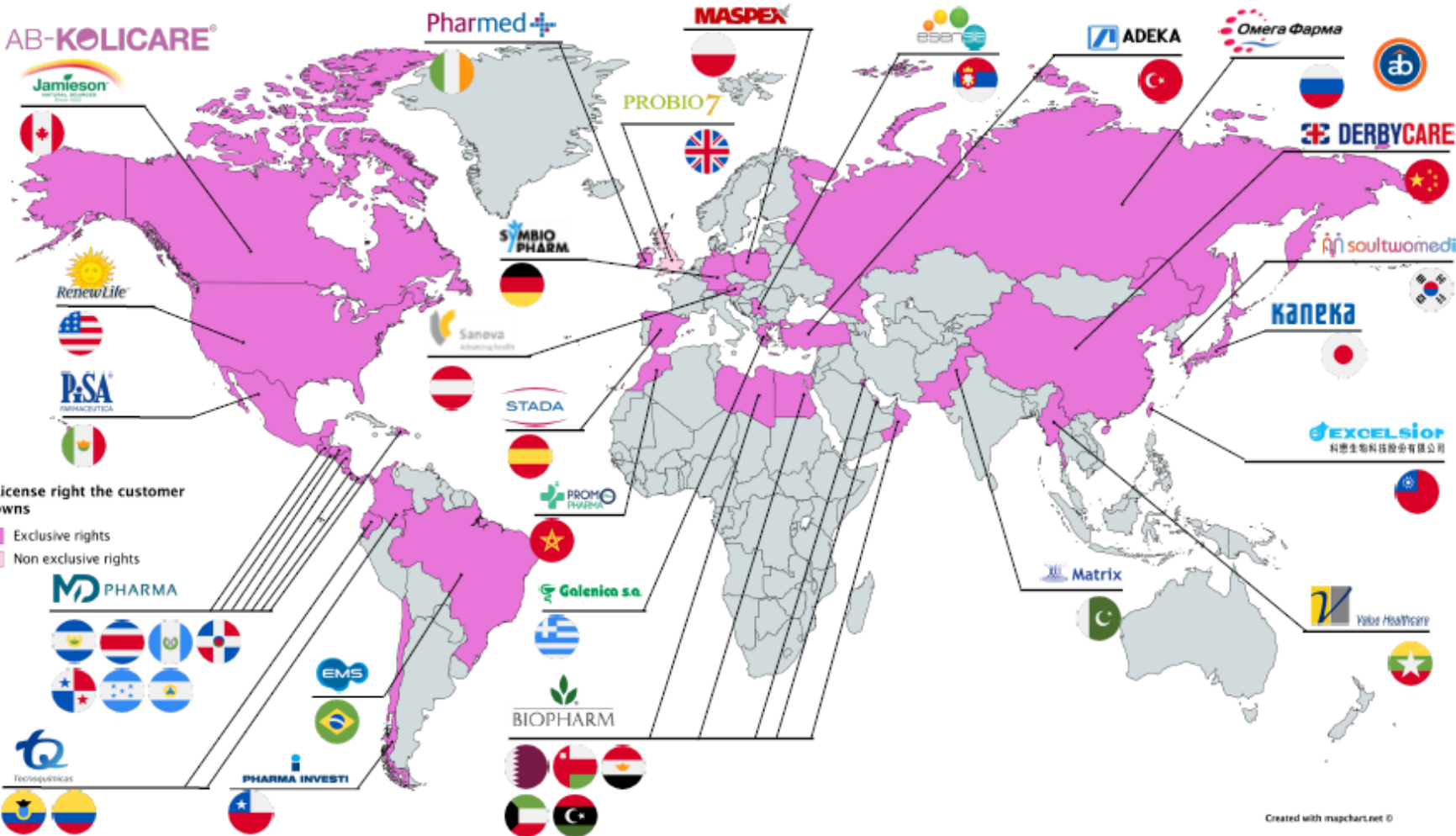


# PRODUCT PORTFOLIO



# GLOBAL MARKET BABY COLIC

*“Infant colic relief”*

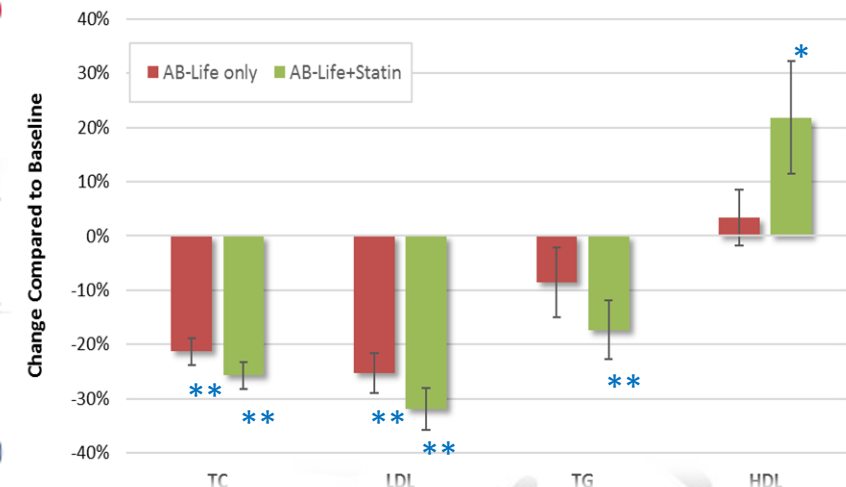
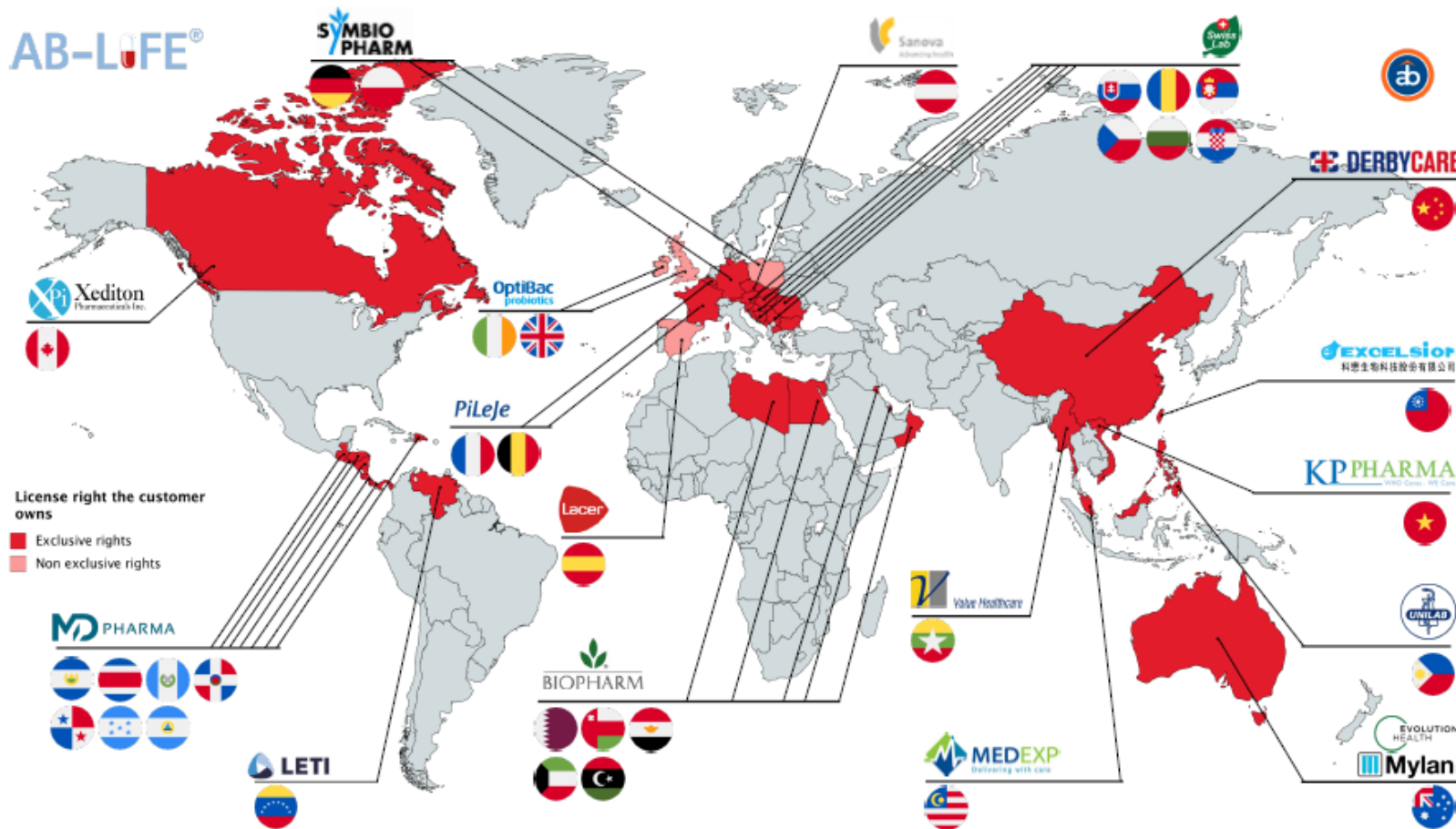


Reduction  $22.5 \pm 8.2$  vs  $8.7 \pm 4.4$  min/episode (mean  $\pm$  SEM);  $p > 0.1$ .

⌚ ↓ Episode duration

# GLOBAL MARKET CARDIO PROBIOTIC

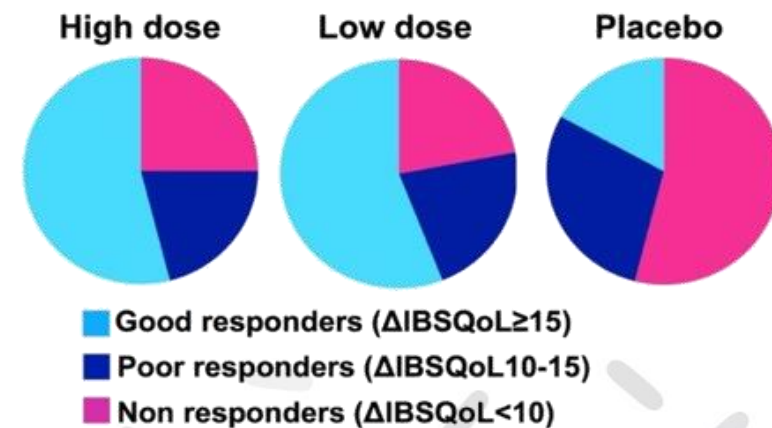
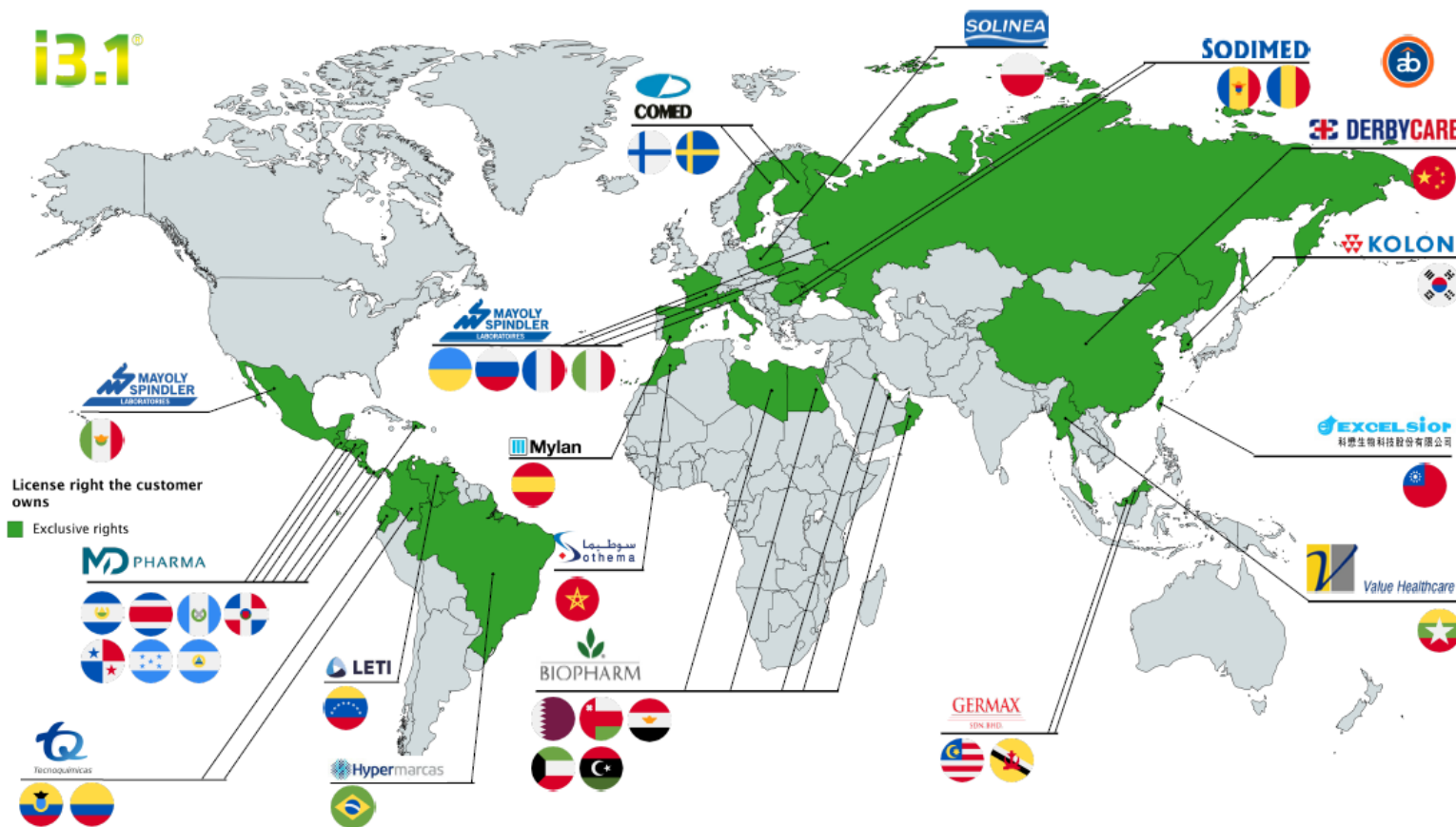
*“Promotes heart health through cholesterol reduction”*





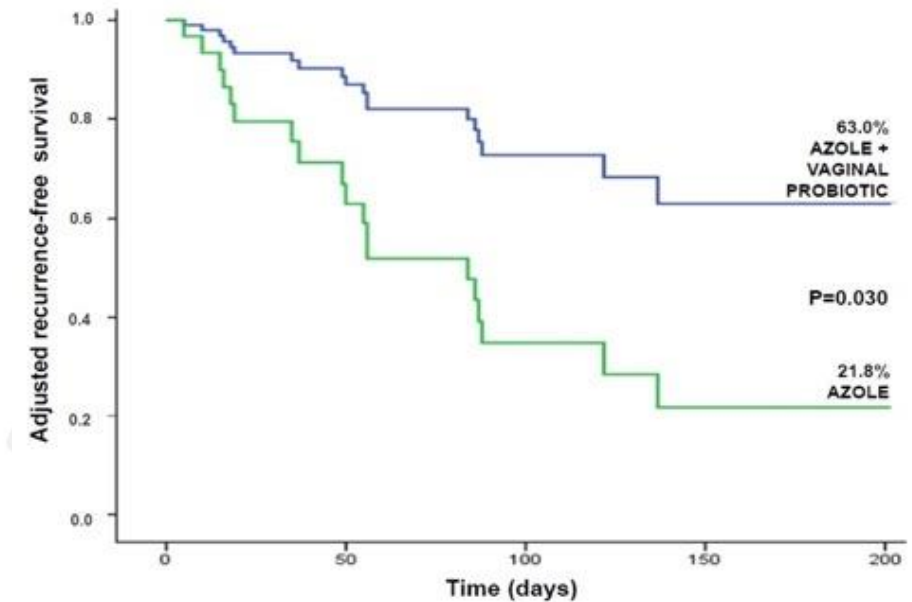
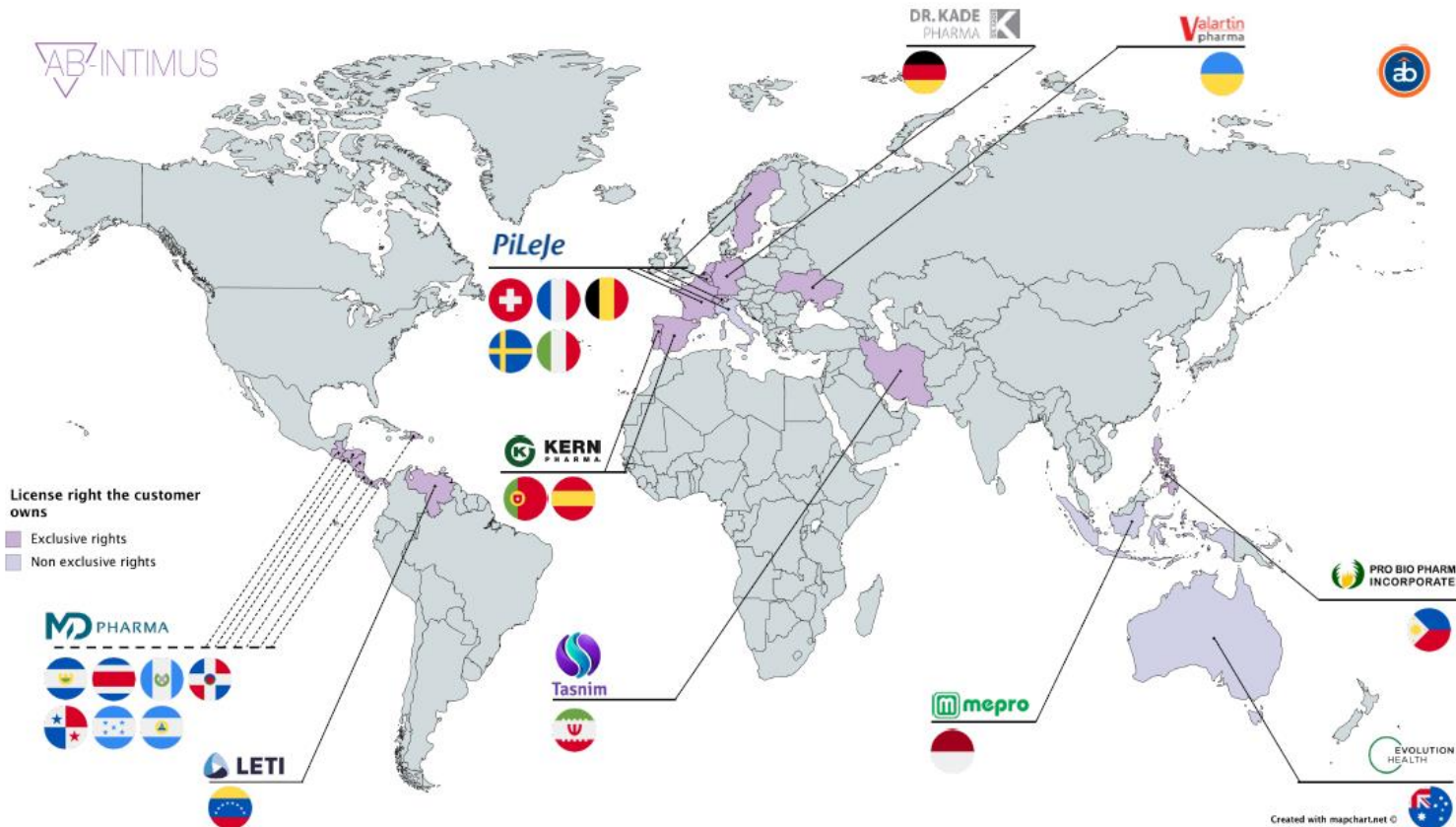
# GLOBAL MARKET GASTROINTESTINAL

*“Relieves abdominal  
pain & discomfort  
due to IBS”*



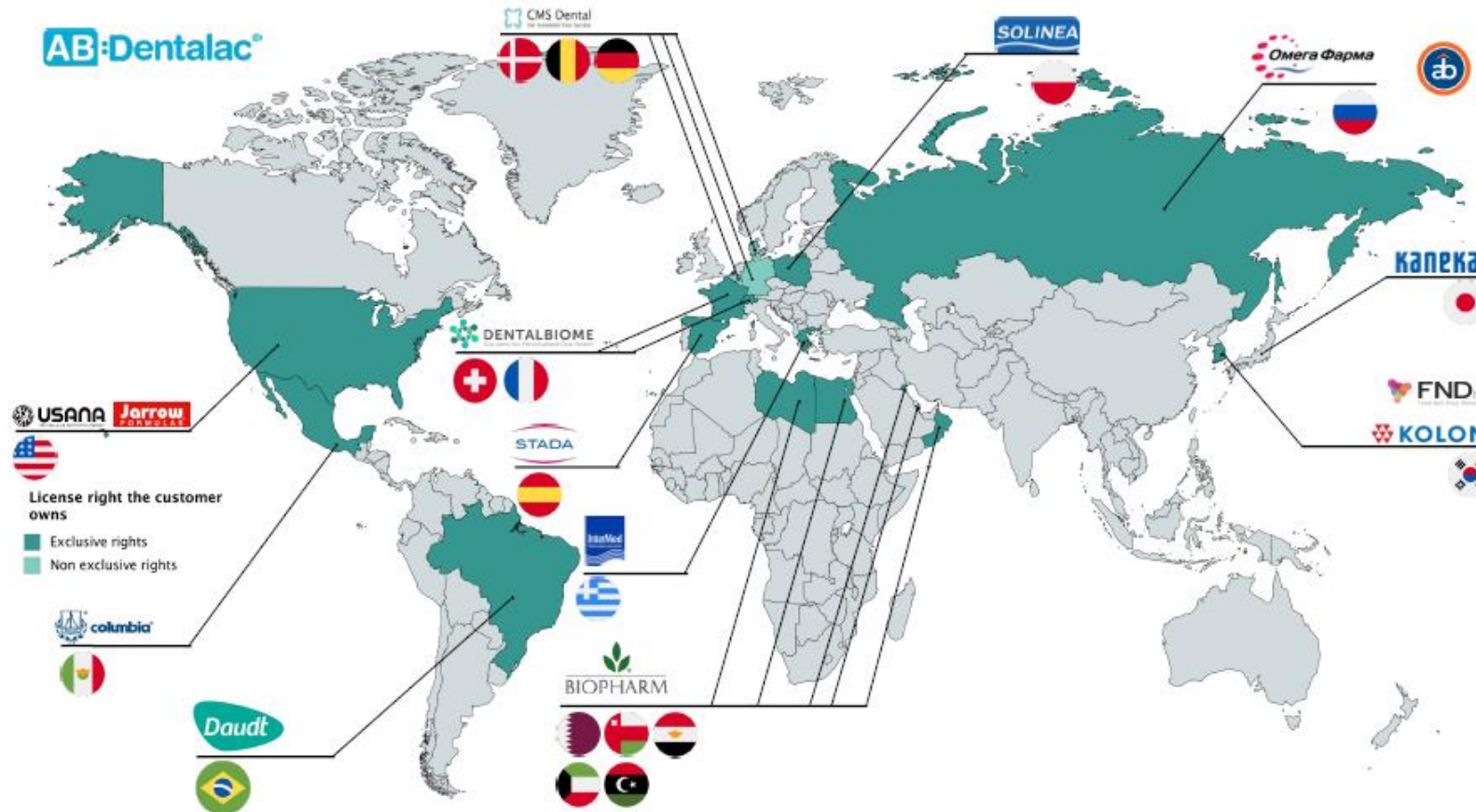
# GLOBAL MARKET VAGINAL HEALTH

*“Treatment and recurrence prevention of Vaginal Candidiasis”*



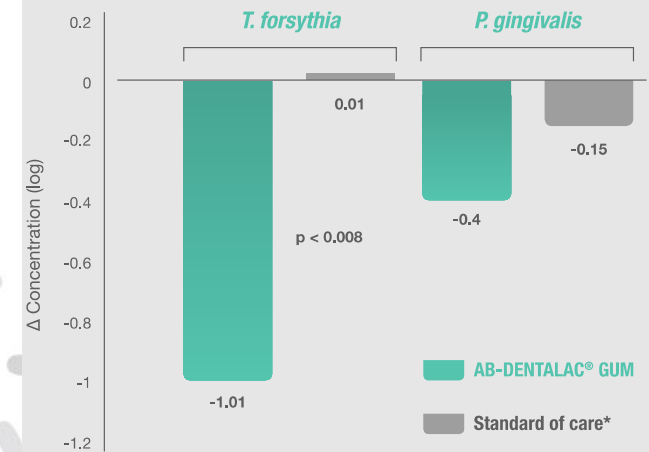
# GLOBAL MARKET ORAL HEALTH

*Promotes healthy oral biofilm preventing gum disease*



## Changes in oral microbiota provide protective effect against gingivitis

*Tannerella forsythia* displays the strongest association to bleeding and to worsening of gingivitis towards periodontitis.<sup>12</sup>





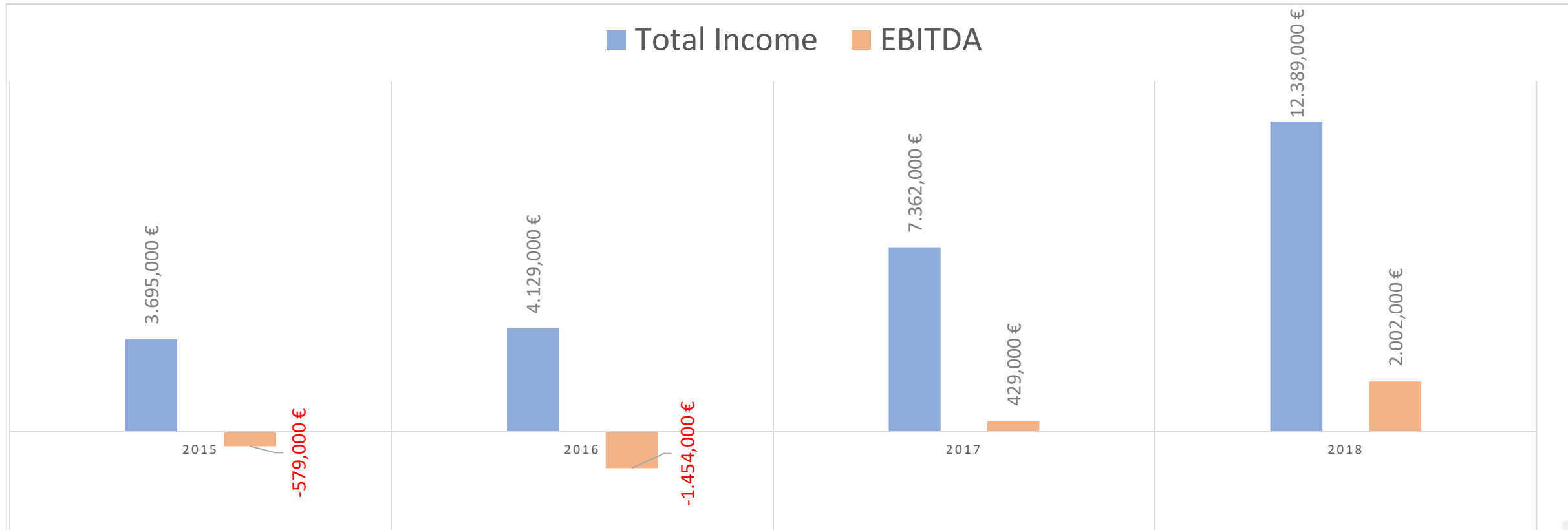


# GLOBAL MARKET ENVIRONMENT: GROWTH!





# SALES ARE GROWING



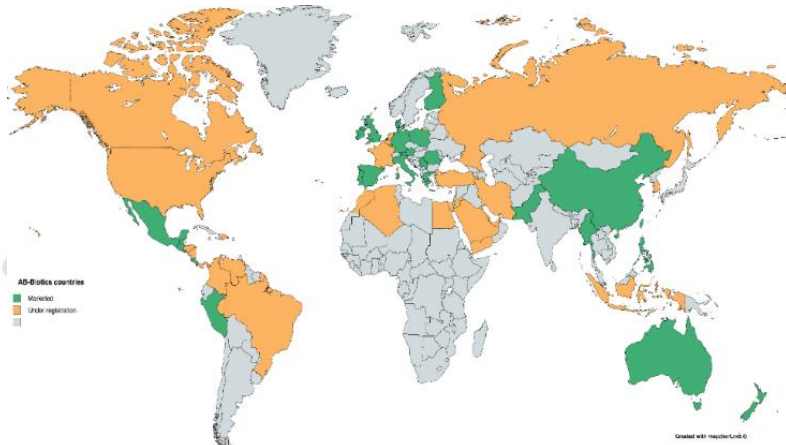
# NEW LAUNCHES TO COME

## TO KEEP GROWING

2018/05	IN THE MARKET	APPROVED, Not yet in the market	SUBMITTED	ON GOING	Total general
Etiquetas de fila					
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
<b>Total general</b>	<b>113</b>	<b>8</b>	<b>24</b>	<b>83</b>	<b>228</b>



2019/05	IN THE MARKET	APPROVED, Not yet in the market	SUBMITTED	ON GOING	Total general
ASIA	31	1	6	25	63
EUROPE	69	2	9	12	92
LATAM	20	3	15	11	49
N.AMERICA	4		1		5
<b>Total general</b>	<b>124</b>	<b>6</b>	<b>31</b>	<b>48</b>	<b>209</b>



**88 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.

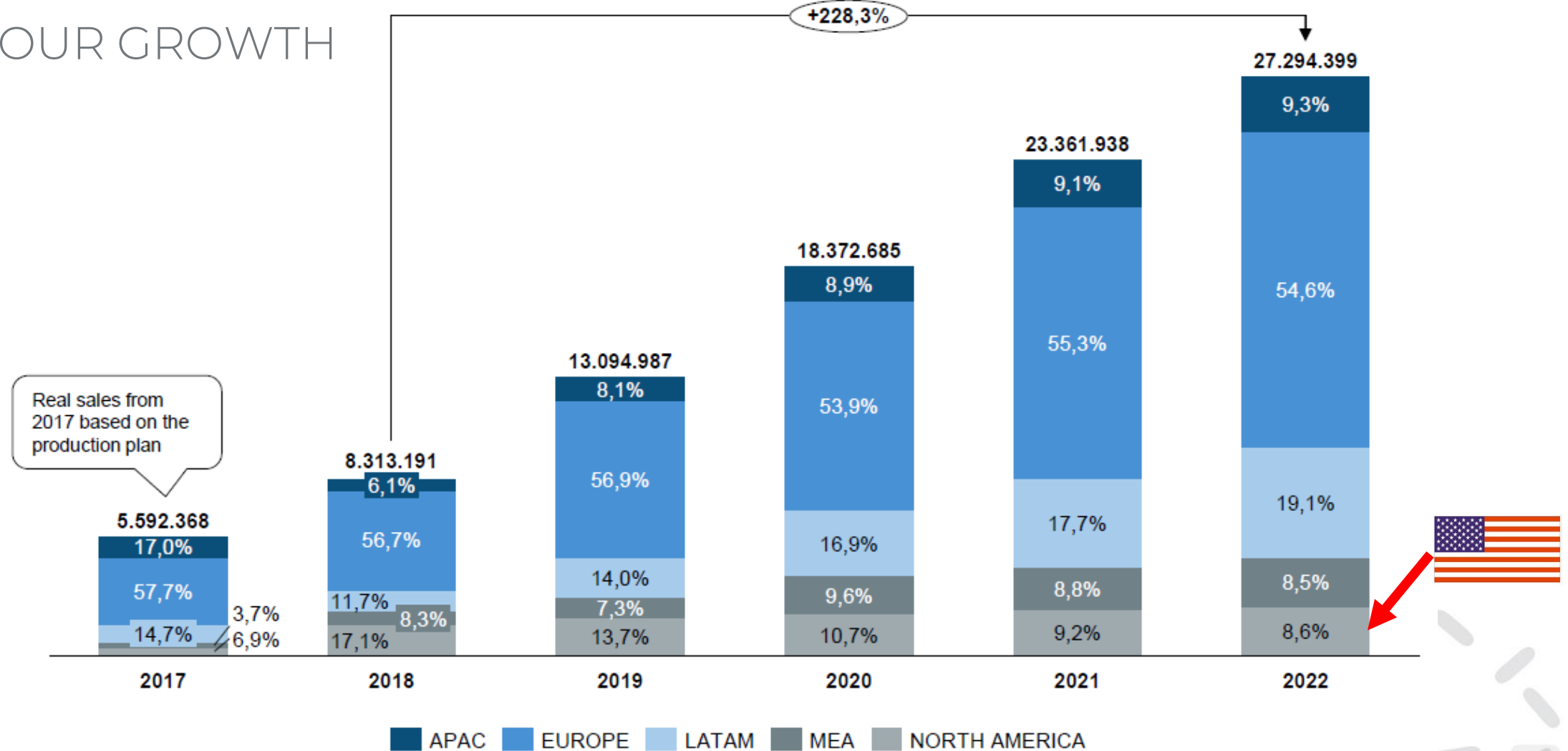
We have identified having **sufficient alliance management & marketing experience + product supply COGS management** **are key success factors to our business.**



# LICENSEE BUSINESS EXECUTION

## US IS SMALLEST CONTRIBUTOR

TO OUR GROWTH



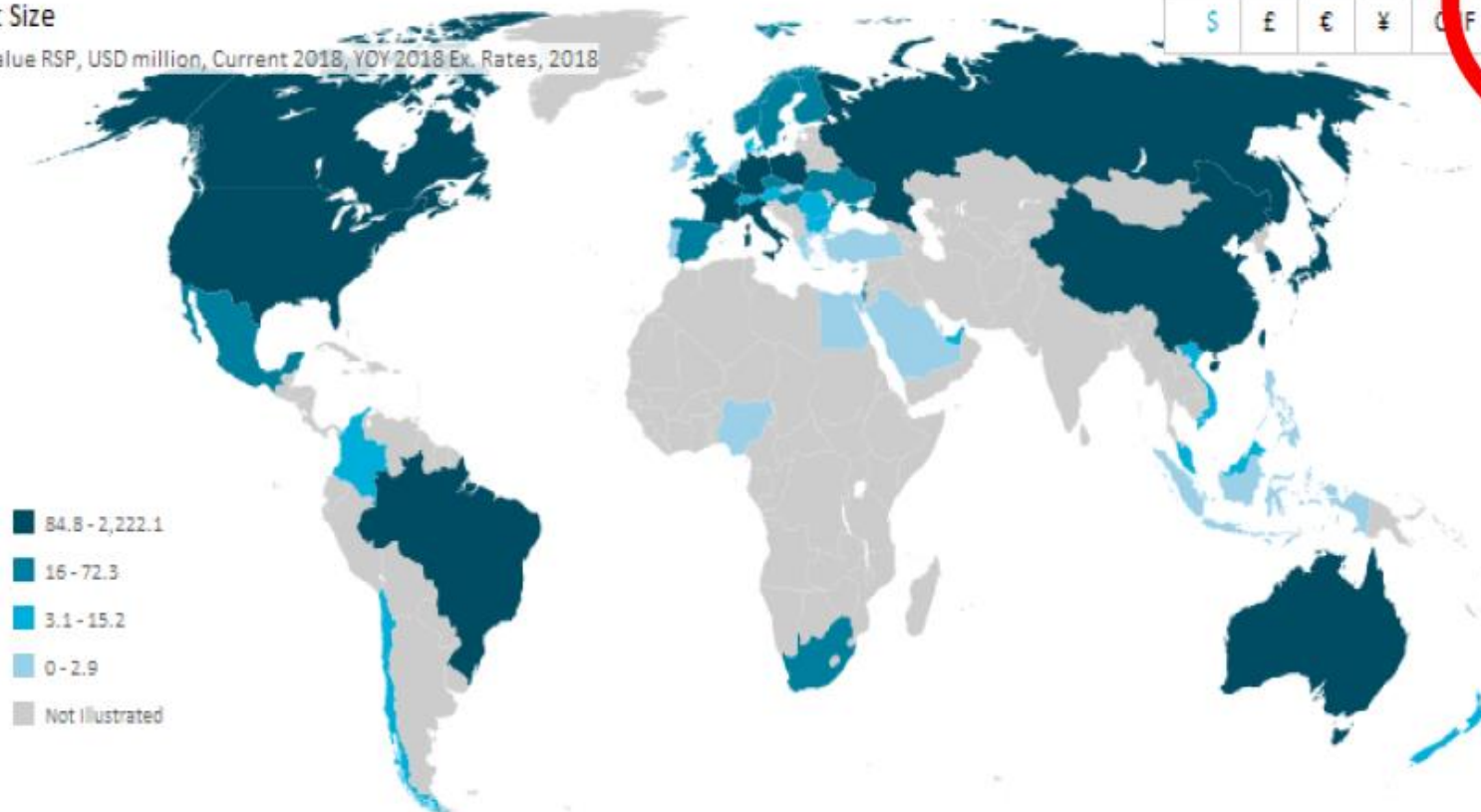
(\*) Information elaborated from the portfolio of current contracts of the Company. Data that do not constitute provisions or have been approved by the Board of Directors.

# US IS LARGEST PROBIOTIC MARKET IN OUR FIELD TO GROW MORE

## Probiotic Supplements

### Market Size

Retail Value RSP, USD million, Current 2018, YOY 2018 Ex. Rates, 2018



\$ £ € ¥ C F

Global Figure

2018, USD million

5,676.0

Regional Comparison

2018, USD million

Asia Pacific

Australasia

Eastern Europe

Latin America

Middle East and Africa

North America

Western Europe



# KANEKA PROBIOTICS US DISTRIBUTOR



***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 9 People + In-company support services.*
    - *Business Development*
    - *Quality and Regulatory*
    - *Supply teams*
- **3 offices in US**
  - New York and NY
  - Pasadena Houston TX.
  - Newark, CA



**Dr. Fumiki Aoki**

Business Development  
Director

**Mr. Mike Kolifrath**

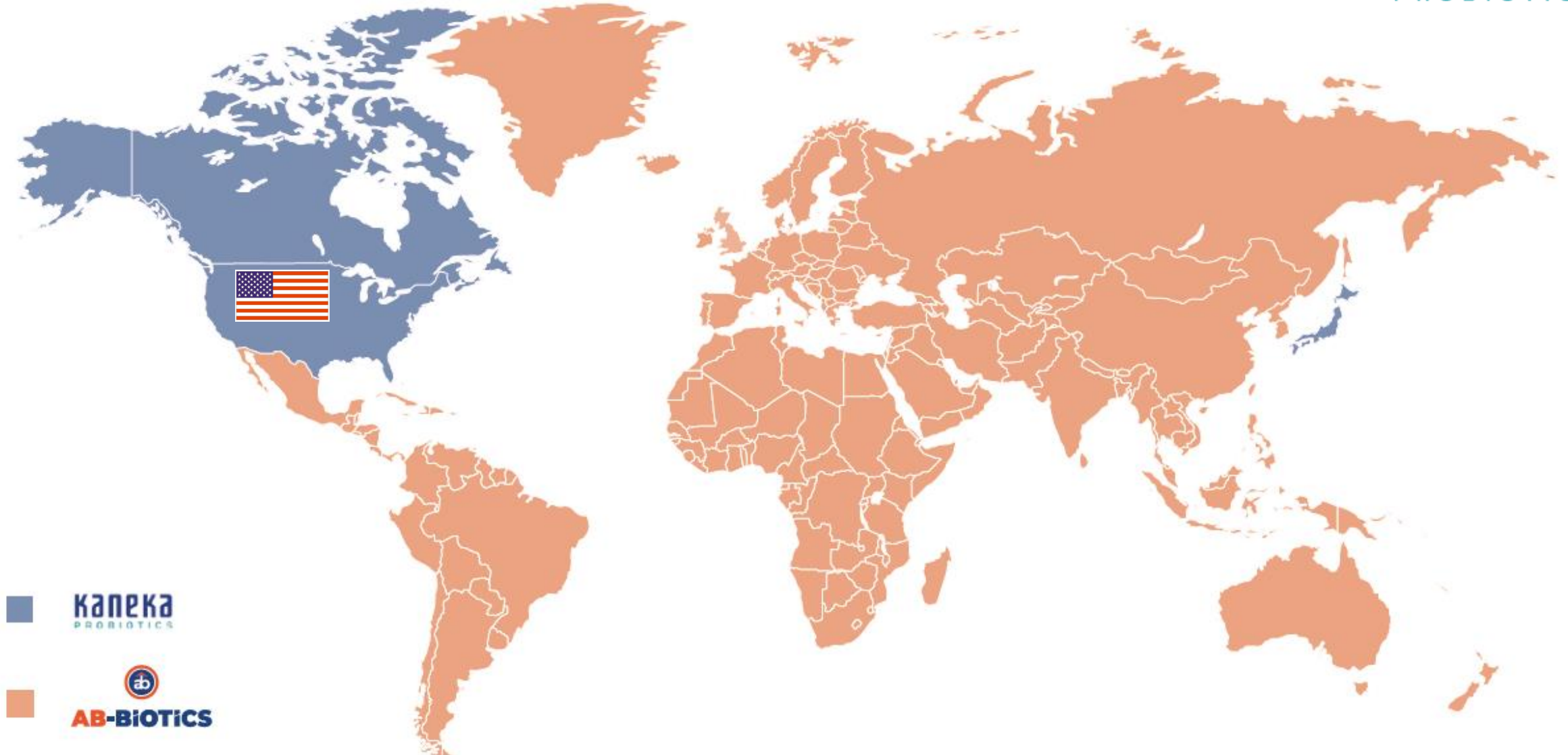
VP of Kaneka Probiotics



HELP  
GROW  
MORE



# US IS NOW KANEKA PROBIOTICS



# KANEKA – AB-BIOTICS

## BOARD OF DIRECTORS



**JR Ramos (57)**

Holds a degree in Law and Economics and Chartered Accountant at ROAC, Mr. Ramos has developed his professional career at PWC for 28 years. He has a strong background in Audit.



**JM Echarri (40)**

Holds a degree in Economics and Actuarial Science, he is currently CEO of Inveready Capital Company and he serves as board member in 14 companies, 5 are publicly traded in different market segments in Spain.



**P. Claes (50)**

Holds a degree in Law and has developed his career as company counsel and corporate affairs in different institutions. Mr. Claes joined Kaneka in 2011 and currently holds the position of General Counsel at Kaneka Europe Holdings.



**Agustí Vilajoana (51)**

Holds a degree in economics and MBA by ESADE & INSEAD. Has developed his career in senior management positions for Danone in different countries. Minority shareholder of AB-BIOTICS since 2010. Agustí is currently CEO & owner of Expafol SL.



**Sh. Mizusawa san (62)**

Holds a degree in Law and has developed his career at Kaneka Corporation since 1980 (38 years). Mizusawa-san currently serves as President Kaneka Europe Holdings NV, Kaneka Pharma Europe NV and Kaneka Belgium NV.



**K. Fujii san (57)**

Holds a degree in Economics and has developed his career at Kaneka Corporation since 1985 (33 years). Fujii-san currently serves as Executive Board Member of Kaneka Corporation in Japan being President –CEO of Kaneka America's Holdings businesses.



**H. Yahara san (60)**

Holds a degree in Agricultural Science and has developed his career at Kaneka Corporation since 1985 (32 years). Yahara-san currently serves as General Manager of Pharma & Supplemental Nutrition Solutions at Kaneka Corporation.



**S. Audivert (42)**

Holds a degree in Food Science and Nutrition and MBA. Mr. Audivert has developed his executive career in AB-BIOTICS SA since 2004. He currently holds the position of Executive President & Executive Director.



**MA Bonachera (40)**

Holds a degree in Biochemistry and MBA. Mr. Bonachera has developed his executive career in AB-BIOTICS SA since 2004. He currently holds the position of Executive Vice-President & Executive Director.



THANK YOU!

[www.ab-biotics.com](http://www.ab-biotics.com)

ISIN: ES0109659013

TIKER: ABB.MC