



Company Presentation
May 2019

Disclaimer

This presentation may contain forward-looking, work-in-progress statements based on current assumptions and forecasts made by ADL Bionatur Solutions, S.A. ("ADL" or the "Company") or the Company's management. Various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the Company and the estimates given here.

RELEVANT ASPECTS REGARDING PREVIOUS INFORMATION PUBLISHED

This document contains information and forecasting statements, which may be related to plans, objectives, estimates, intentions and expectations, among others. This information is typically identified by words such as "anticipating," "waiting," "estimating," "prognosis," "objective," "intent," "plan," "will," "may," "should," "could," and similar expressions. The specific forecasting information provided in this document includes, but is not limited to, statements regarding the future operating of the Company, its financial results, its research and development activities, and its capital expenditure plans.

Due to their nature, this information and forecasting statements involve risks and uncertainties that could lead to the actual results differing from those expected. We believe the assumptions on which these forecasts are based to be reasonable, but we realise that these assumptions about future events, many of which are beyond our control, may differ from the final outcome.

ON FUTURE FORECASTS AND DEVELOPMENTS

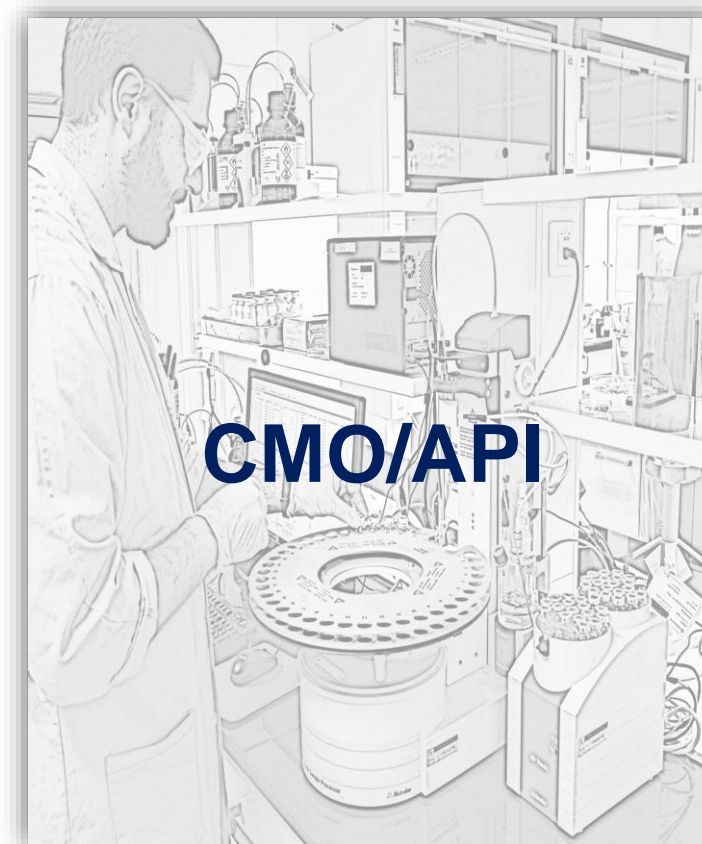
The ADL Bionatur Solutions Group informs its shareholders that these developments are subject to significant risks and uncertainties including, but not limited to, the general conditions of industry and competition; general economic factors including interest and exchange rate fluctuations; the impact of international law on industry; global trends towards the containment of spending on animal health; technological advances, new products and new competitor patents; challenges inherent to biological products under development; manufacturing problems or delays; the instability of the international economic situation or any instability in particular; or exposure to litigation by third parties, among others. Thus, there can be no assurance that products under development will receive the necessary marketing approval or that they will be a commercial success, where applicable.

Executive Summary

- 1➤ Market Leading Fermentation Company focused on the Health, Beauty and Wellness Industries**
Largest fermentation production plant in Southern Europe (based in León, Spain) supported by substantial fermentation expertise
- 2➤ 2019 Total Revenues expected to be €50m-€55m up from €25.2m in 2018**
Continued attractive growth expected to be driven by high demand for fermentation manufacturing
- 3➤ 2019 Results expected to show strong profit**
EBITDA positive performance since October 2018 (targeting >15% EBITDA margins for 2019 and >30% over the long term)
- 4➤ Fermentation manufacturing attracts long-term, contracted customer base of established partners**
c. 65% of forecasted 5-year business plan already contracted or highly predictable
- 5➤ High barriers to entry for value-added fermentation manufacturing**
Significant capex, know-how and capabilities required to become a commercial manufacturer of scale
- 6➤ Attractive proprietary pipeline of innovative products**
Leveraging our expertise, we are developing new high-value fermentation processes to improve the manufacture of known, commercially attractive molecules
- 7➤ Smaller R&D service business units adding to business know-how**
These business units provide additional know-how which complement our larger Fermentation and API/CMO businesses

ADL Bionatur Solutions: Building a Leading Fermentation Company

2018 Reverse Merger of ADL and Bionaturis has created a market-leading expert in fermentation manufacturing for the the Health, Beauty and Wellness industries



Market-leading contract manufacturer offering fermentation of Advanced Intermediates, Fine Ingredients, Life Science Chemicals and Nutritional Products

- Customers are “medium to large” companies from either Europe or the USA
- Contracts are typically multi-year relying on ADL’s market-leading fermentation expertise
- CMO/API provides a growing, profitable revenue base to support the group’s expected evolution towards manufacture of higher value proprietary products

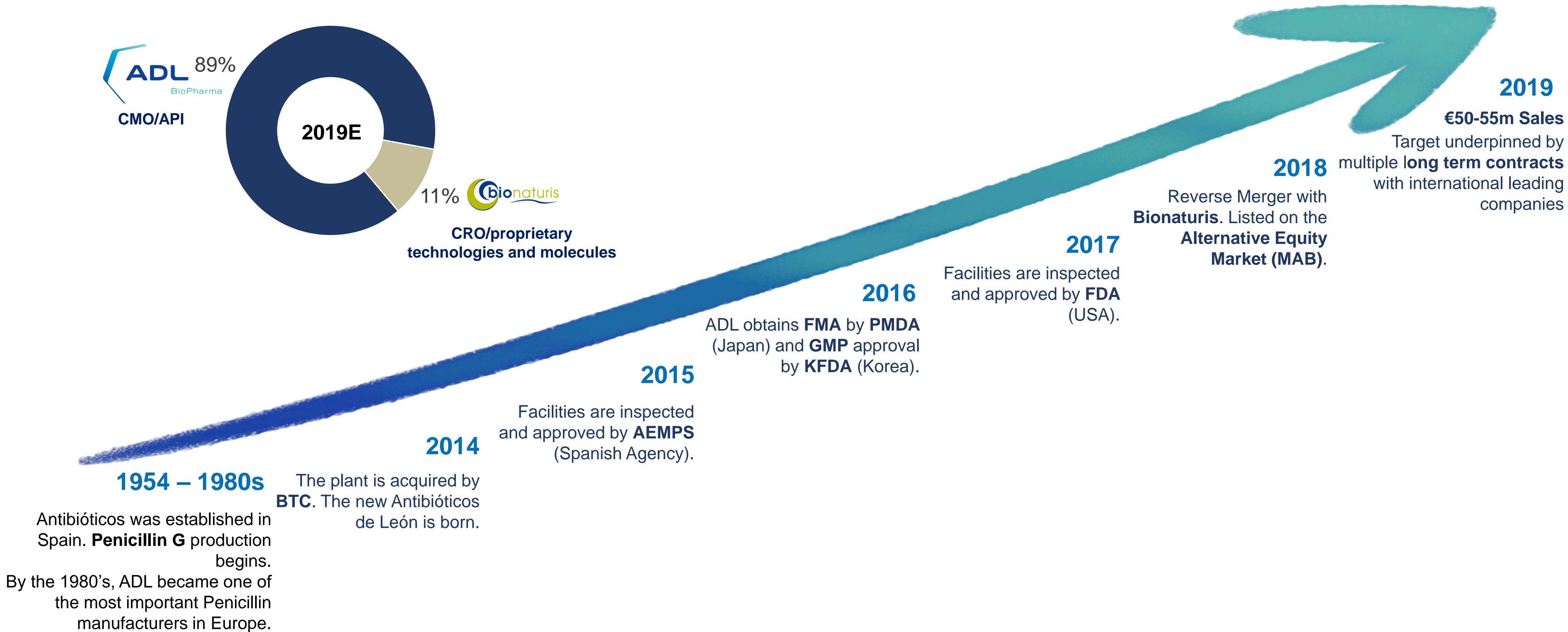
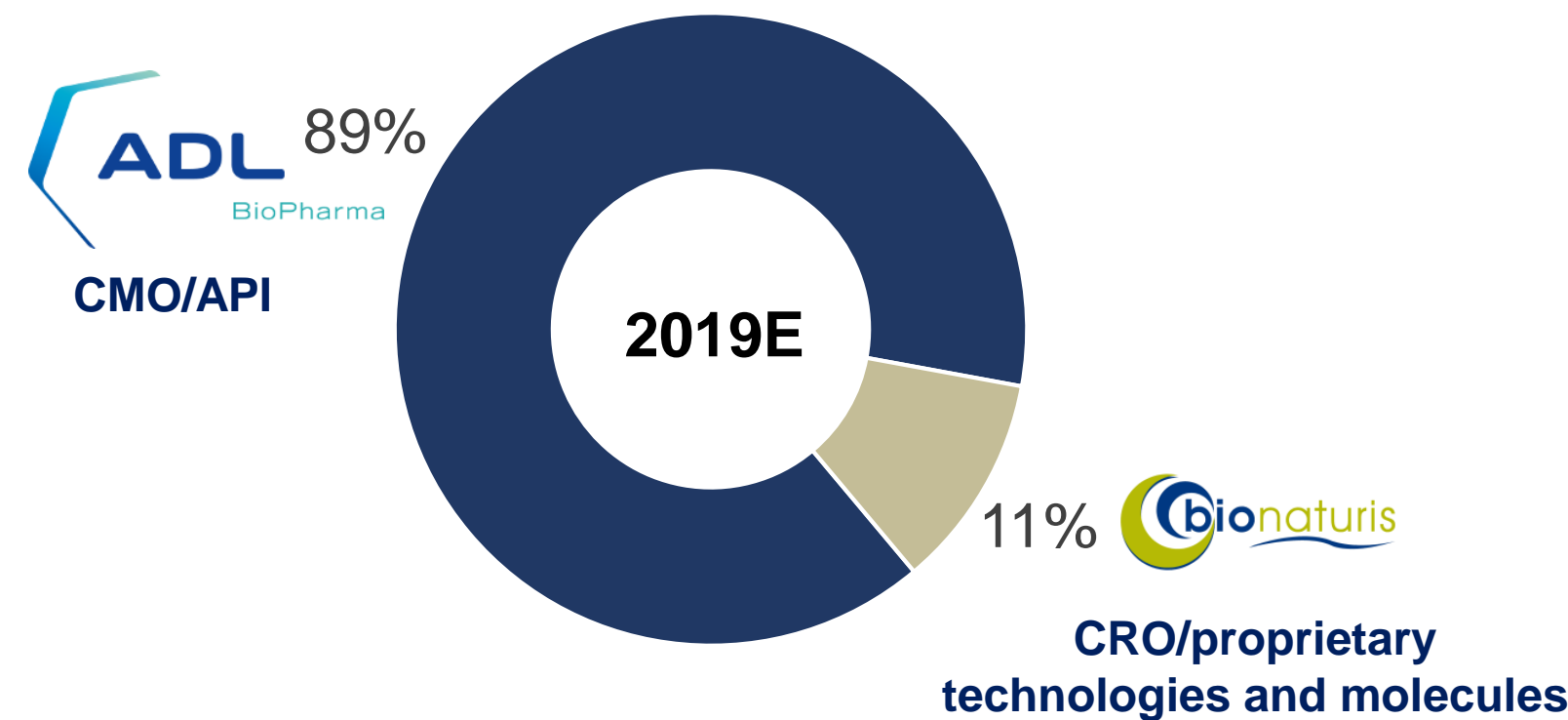


Attractive pipeline of innovative high-value fermentation processes being developed to provide improved production of:

- Cannabinoids
- New generation of generic antibiotics (recently or about to be “off patent”)
- Microbiota-based products focused on specific markets
- **Products derived from these improved processes will be supplied directly to players in the Health, Beauty and Wellness Industries**

Our Journey

Revenue Mix between Business Units



ADL Bionatur Snapshot

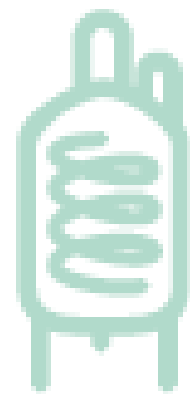


Over 330 employees worldwide
About 30% in R&D



Research facilities in Barcelona, Jerez and San Sebastian, Spain

R&D services with scale-up and regulatory affairs experience



2,400m³ Fermentation Production Capacity, León
FDA (US), AEMPS (Spain), EDQM (EU), PMDA (Japan) & KFDA (Korea) approved



Powerful proprietary portfolio of 10 patent families

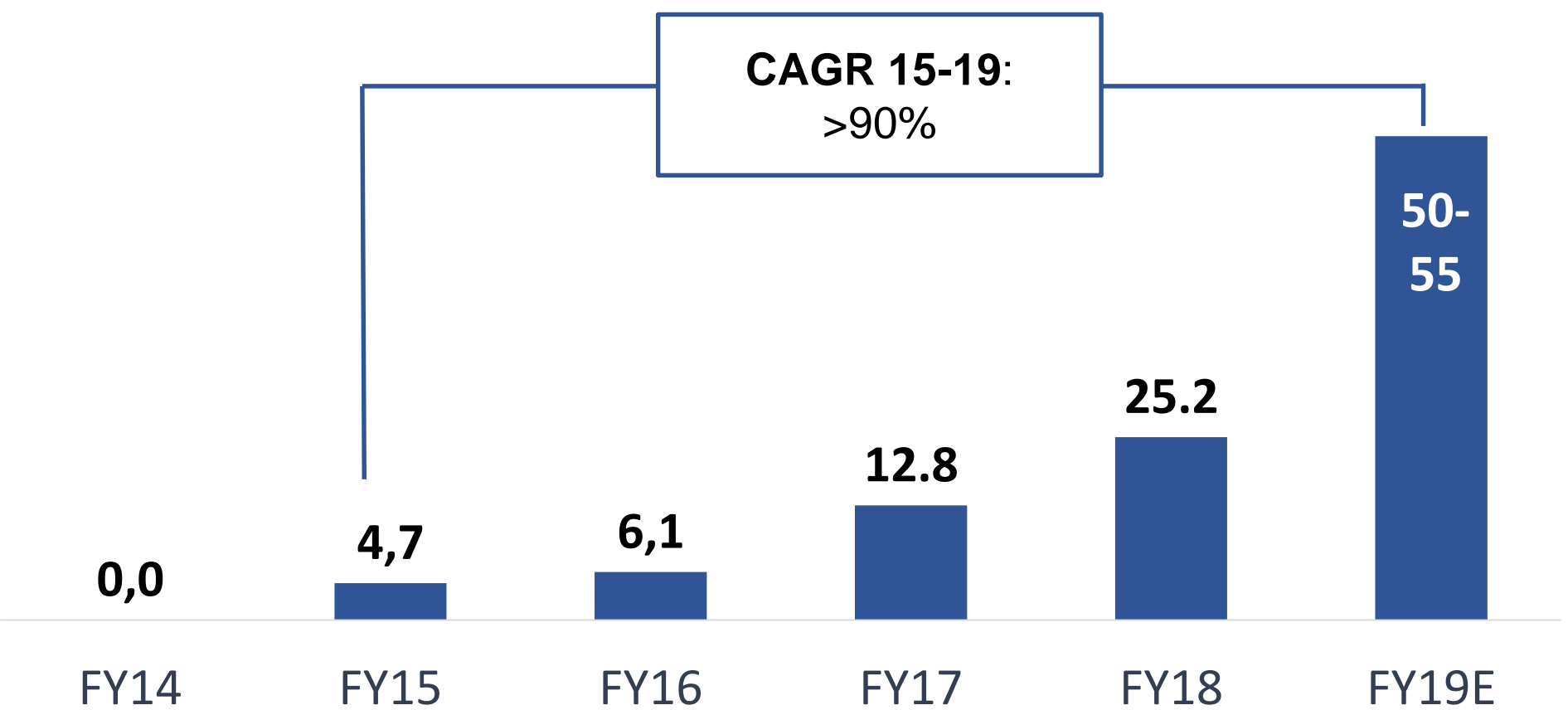
8 animal health products on market and 6 in development

Manufacturing plant in León, Spain



ADL Bionatur Snapshot (Continued)

Total Revenue (€m) (Bionatur included from '18 onwards)



Blue-Chip Customer Base (Selected Partners)



Overview of Business Units and Geographic Presence

SPAIN				USA
 Léon, Spain Fermentation contract manufacturing of Advanced Intermediates, Fine Ingredients, Life Science Chemicals, Nutritional Products	 Jerez, Spain Products obtained through the fermentation process for human and animal health	 Barcelona, Spain Biological purification technologies for broad application across industrial sectors (incl. life sciences, biopharma, industrial and animal health)	 San Sebastian, Spain CRO providing zebrafish animal models to test product efficacy and toxicity	 Cambridge, MA Sales and scientific hub for ADL Bionatur Group

We Are A Leading Fermentation Player

Who we are

ADL BioPharma is the main business unit of the Group and is primarily focused on CMO/CDMO for leading partners

We are a **biopharma company** specialized in the development and industrialization of products based on fermentation processes for third parties (“**CDMO**”) and for our own portfolio.

On top of this, we have a niche unit to produce Active Pharmaceutical Ingredients (“**APIs**”) derived from penicillin. We have **one of the largest fermentation production facilities in Southern Europe**

What we do

We offer our customers:

Significant industrial capacity and know-how for the manufacture of any product obtained through a fermentation process

Contract development services

A wide range of **active ingredients** in compliance with **FDA** and **EMEA** regulations

Experienced staff with in-depth knowledge of fermentation techniques and scale-up/production development

Deep knowledge of regulatory affairs



State-of-the-Art Facilities with Capacity to Support Future Growth

Development and production of CMO

- **Biological laboratories:** 2-5l fermenters, incubation chambers, master cell bank, two strain monitoring robots, etc.
- **Industrial fermentation plants with a capacity of 2,400 m³**
- Over 170 m³ of vegetative fermentation chamber capacity
- More than 250 m³ of auxiliary tanks and continuous sterilizers
- More than 25 distillation columns
- **Fermentation Pilot Plant:** Renovation and start-up of a new pilot plant of high capacity and versatility (2018). The total capacity of the pilot plant reaches around 10,000l divided in 1 fermenter of 2,000l, 6 units of 1,000l (per unit), 2 fermenters of 500l and 2 of 100l



Manufacturing of APIs

Sterile Plant:

- Drying filter 1: up to 40 mT capacity.
- Drying filter 2: up to 20 mT capacity.

Semi-Synthetic Plant:

- 1,000 mT capacity (measure taken on Amoxicillin Trihydrate)

High Potency Building:

- 50 m³ minimum capacity for fermentation of high potency active substances with oncological uses



Over the Medium Term ADL Revenue Will Be Driven By CMO/API

CMO

Fermentation

- **Long-term contracts with loyal customers** to manufacture **high-value biologically active materials** for third parties for end-markets such as food additives, beauty products, fragrances and fine chemicals
- 68% revenues in 2018
- Products include: beta-carotene, flucosyl-lactose, patchouli, farnese, Omega 3, probiotics, postbiotics and others
- **Main drivers:**
 - ✓ Industrial Biotechnology estimated to growth from €28bn in 2013 to €50bn in 2030
 - ✓ High speed development in genetic modification technologies has led to increasing opportunities for fermentation
 - ✓ Fermentation processes are cheaper, faster and more environmentally friendly than chemical processes or geological extraction

API

Sterile

SSP

- Manufacturing and commercialization of active pharmaceutical ingredients (“APIs”) based on **B-lactam’s antibiotics**
- ADL’s capacity to produce sterile antibiotics (Sterile) is 60 tons per year and oral antibiotics (SSP: Semi-Synthetic Penicillin – not sterile) is over 1,000 tons per year
- 25% revenues in 2018
- Products: penicillin derivatives
- **Main drivers:**
 - ✓ Proprietary beta lactam and immunosuppressant API technology
 - ✓ CMO services for oncology APIs under negotiation
 - ✓ In-depth experience on registration of Pharma products for human health
 - ✓ Commercial strategy based on sterile niche products

We Will Drive Future Growth Through Our Own Targeted Process R&D

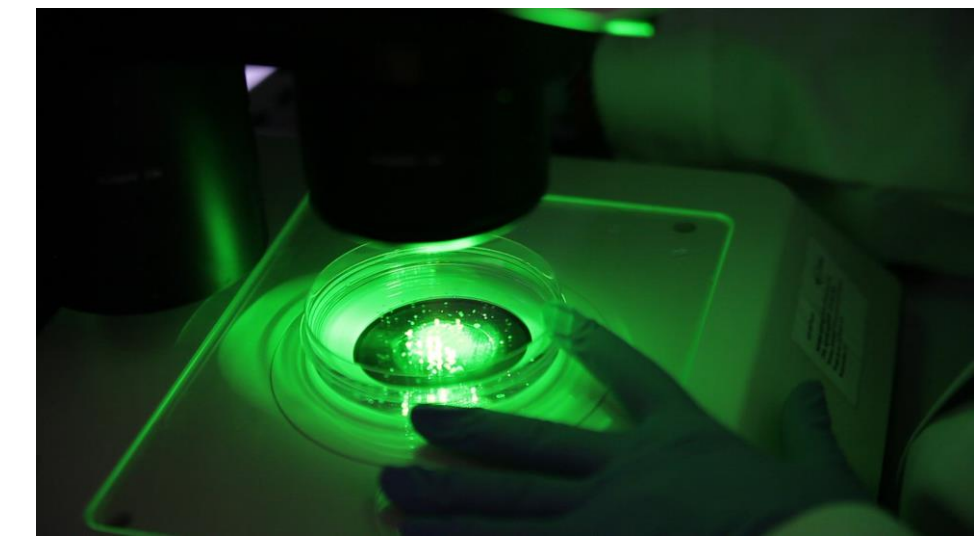
Based on our **proprietary R & D programs**, we are developing products that can be **derived via fermentation**, manufactured in our facilities and then **licensed** to commercial partners for marketing

We target known and approved off-patent **high-value products in growing markets where fermentation manufacturing can offer huge advantages** in terms of price, purity, availability and environmental impact.

We are investing to develop new fermentation processes for the following products:

- Cannabinoids: to find a fermentation process to manufacture them is one of the goals of the pharma industry worldwide.
- Collagen for human use (and bio equivalents): to satisfy increasing market demands for an animal free source
- Production of semi-synthetic antibiotics: focus on those going off-patent where we can be first generic API to market

Within our R&D programmes, we are also developing new microbiota modulators (probiotics, post-biotics and prebiotics) with a personalized approach (innovative mixture of approved products depending on different consumers features and health needs).



The Group Also Offers Niche R&D Services to Industry

Following the merger with Bioanturis, the Group includes **B2B businesses** such as **Biobide** and **ZIP** which work with multinational laboratories and national champions from pharma, biotech, chemistry, cosmetics and nutrition sectors

Through **Bionaturis**, we offer in-depth knowledge of the animal and human health markets and their needs (currently focussed in animal vaccines developments and microbiota modulators)

We employ an experienced R&D team including 40 direct workers (45% PhDs)

Our Proprietary Technological platforms include:

- **Zebrafish** platforms for CROs (toxicity and efficacy trials in animal models)
- **Flylife** (Overcome the worldwide shortage in the supply of baculovirus expressed antigens)
- **Splitera** (Universal high-yield purification of biological products)
- **Zera Vaccines** (licensed for leishmaniosis, circo virus, PIRS)



Key Events 2018

Reverse acquisition of ADL Biopharma and Bionaturis completed

Listing on the Spanish Mercado Alternativo Bursátil (MAB, Ticker: ADL)

Long-term manufacturing contracts signed with US- and EU-based partners:

Jan 2018: Started 6-year contract with major client with total revenue of €142m

Feb 2018: 2-year CMO fermentation contract with Amyris for €5m/year

Jun 2018: Amyris contract extended for additional 15 months and additional €6.2m

Aug 2018: CMO fermentation contract with Fermentalg for 3 to 5 years

Dec 2018: Amyris contract extended for a third fermenter (more than €20m per year)

Integration across several initiatives advanced

Research, development and manufacturing projects launched across company divisions

Government support through Retos program for R&D

Cannabinoids R&D project to develop our own CBD and THC fermentation process

Microbiota personalised services and products (1st products on Spanish market with NC Salud, testing)

Successful capital increase raising €12m with institutional investors in Spain

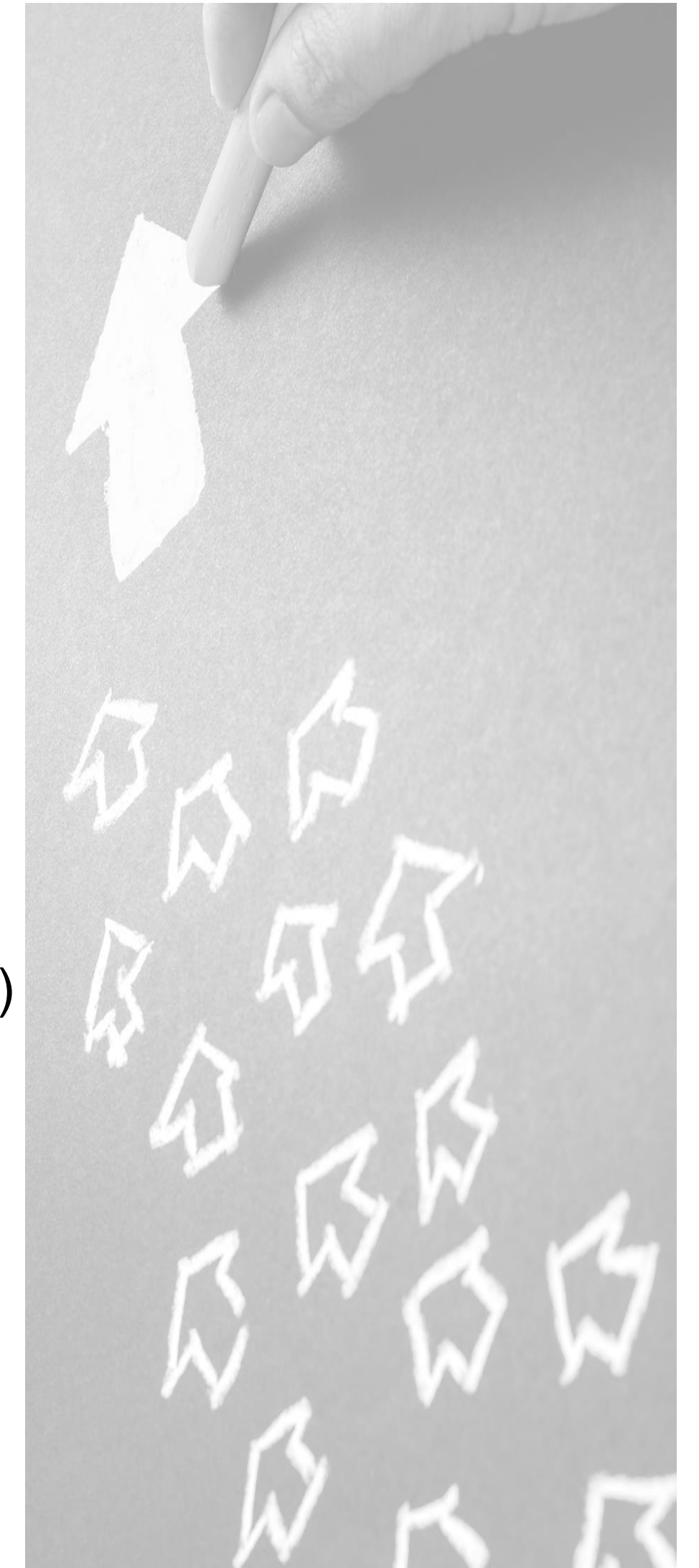
To finance ongoing innovations and upgrades at the production facility in León

Further funds raised through Spanish regional government loan to finance upgrades in León

ADL coverage and in the markets

ADL at the MSCI microcaps Spain Index, MaB15

Research Coverage broadened (Edison, CheckPoint, Sabadell & GVC Gaesco)



Highlights of 2018 Financial Performance

1 Substantial revenue growth continued

New international customers

Continuous improvement of facilities

Longer term contracts

€25m
revenues compared
to €13m (2017)

2 EBITDA significantly improved

Improved utilization

In-house production of Bionaturis products

Gross margin up 50% at contracted CMO

First **EBITDA**
monthly **positive** in
October 2018

3 Cash €3m at the end of December 2018

Improved margins

Successful capital increase of €12m

Funds raised through government loans

Expected to be
operational cash positive in 2019

We Will Continue to Pursue Profitable Growth

~50% organic revenue growth through forecast period

- c. €50m-€55m in expected revenue in 2019 up from €25.2m in 2018
- c. 65% of forecasted business plan underpinned by existing contracts with international players
- Additional growth from pipeline of proprietary products

Full capacity committed by end 2019

- Significant increase in capacity utilization achieved
- Additional capacity to support proprietary pipeline as well as future customer growth

30% EBITDA margin target

- 2019 expected to show strong profitability
- EBITDA positive performance since October 2018 (targeting >15% EBITDA margins for 2019 and >30% over the long term)

Led by an Experienced Management Team



Pilar de la Huerta
GROUP CEO
CEO OF THE INDUSTRIAL DIV

MSC Economics
Over 20 years experience managing public and private companies in the pharma and biotech sectors in the European Union



Juan Andrés Corrochano
CFO

Degree in Business and Law
Over 15 years of experience in corporate, financial and integral business management areas



Victor Infante
GROUP BD DIRECTOR
CEO OF THE ANIMAL HEALTH DIV

PhD in Sciences and Chemistry
Over 15 years of experience in the biotech sector, leading up to four financial rounds, one IPO at MAB and three M&A deals. Bionaturis founder



Javier Uria
COO

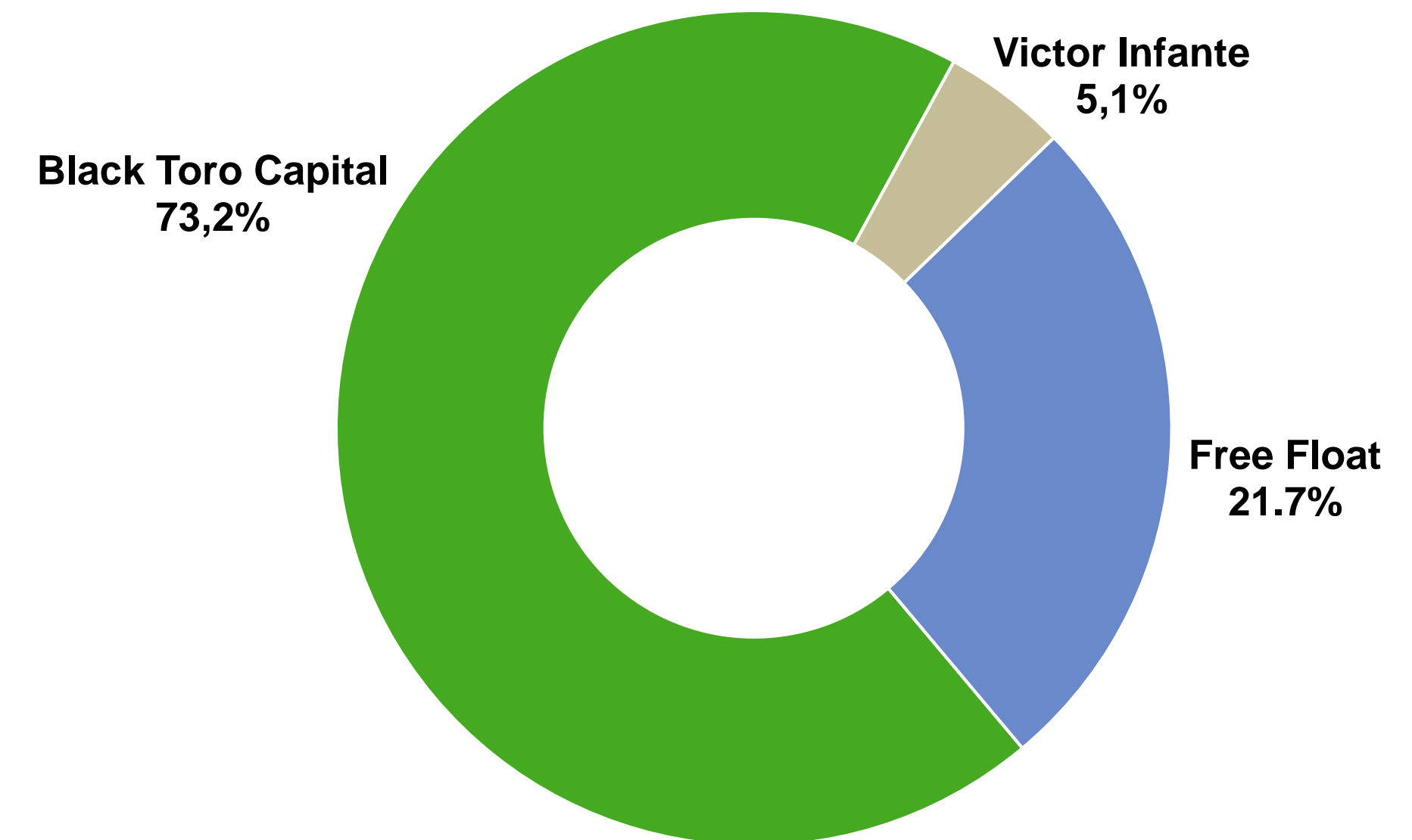
Engineer
Over 20 years of experience in international pharma and fermentation companies as plant director.

Share Price and Capital Structure Overview

Basic Information

- Ticker “ADL.MS”
- Shares outstanding: 39,389,067
- Current market cap*: >€90m
- Net debt at 31 Dec 2018: €42.9m

Shareholder Structure**



Analyst Coverage

Broker	Target Price
Banco Sabadell	€2.50 - €4.11
ESN (European Securities Network LLP)	€3.10
Edison Research	€2.37
Check Point	€3.20

Contact

ADL Bionatur Solutions
Pilar de la Huerta, CEO

Av. del Desarrollo Tecnológico, 11
11591 Jerez de la Frontera, Cádiz
Tel.: +34 987895801
Email: ir@adlbionatur.com
www.adlbionatur.com

