

Investor Presentation



ADL Bionatur
SOLUTIONS



Investor Presentation

Disclaimer

This presentation may contain forward-looking statements based on current assumptions and forecasts made by Bionaturis Group (“Bionaturis”, the “Group” or the “Company”) or the Group’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. These factors include those discussed in Bionaturis' public reports which are available on the Bionaturis website at www.bionaturisgroup.com.

The background of the slide is a blurred photograph of a chemistry lecture. In the foreground, the back of a student's head and shoulders is visible. In the background, several other students are seated at desks, some looking towards the front. A whiteboard is visible, covered in handwritten chemical equations and diagrams. The equations include $CH_3 - C - CH_3$, $CH_3 - C - CH_3$, and $CH_3 - C - CH_3$. There are also structural diagrams of molecules, including one that looks like a branched alkane. The overall scene is a typical classroom setting for a chemistry course.

Introduction

Introduction

The merged entity



Pharma API Manufacturing
(active pharmaceutical ingredient)

CMO
(contract manufacturing organisation)

R&D Services



Listed at MAB

Market cap:
approx. €80million



Proprietary platforms
(vaccines and microbiome immune response)

Proprietary technology
(purification of biological products)

CRO on zebra fish

Introduction

Reverse acquisition deal

Reverse acquisition of ADL Biopharma (“Antibióticos de Leon”) and Bionaturis (“BNT”)

to create ADL Bionatur Solutions - agreed on November 2017.

- Capital increase of Bionaturis (Spanish Alternative Stock Exchange (MAB))
- Shares issued by Bionaturis are fully subscribed by Black Toro Capital (BTC)
- BTC subscribes shares with a contribution in kind which is 100% of ADL shares
- Exchange ratio in the combined entity: 85% ADL Biopharma - 15% Bionaturis

Transaction approved at the Bionaturis AGM April, 25th 2018

New shares registered and listed in May 2018 (approx. 29 million new shares)

The combined entity is controlled by BTC and listed at MAB



The Market

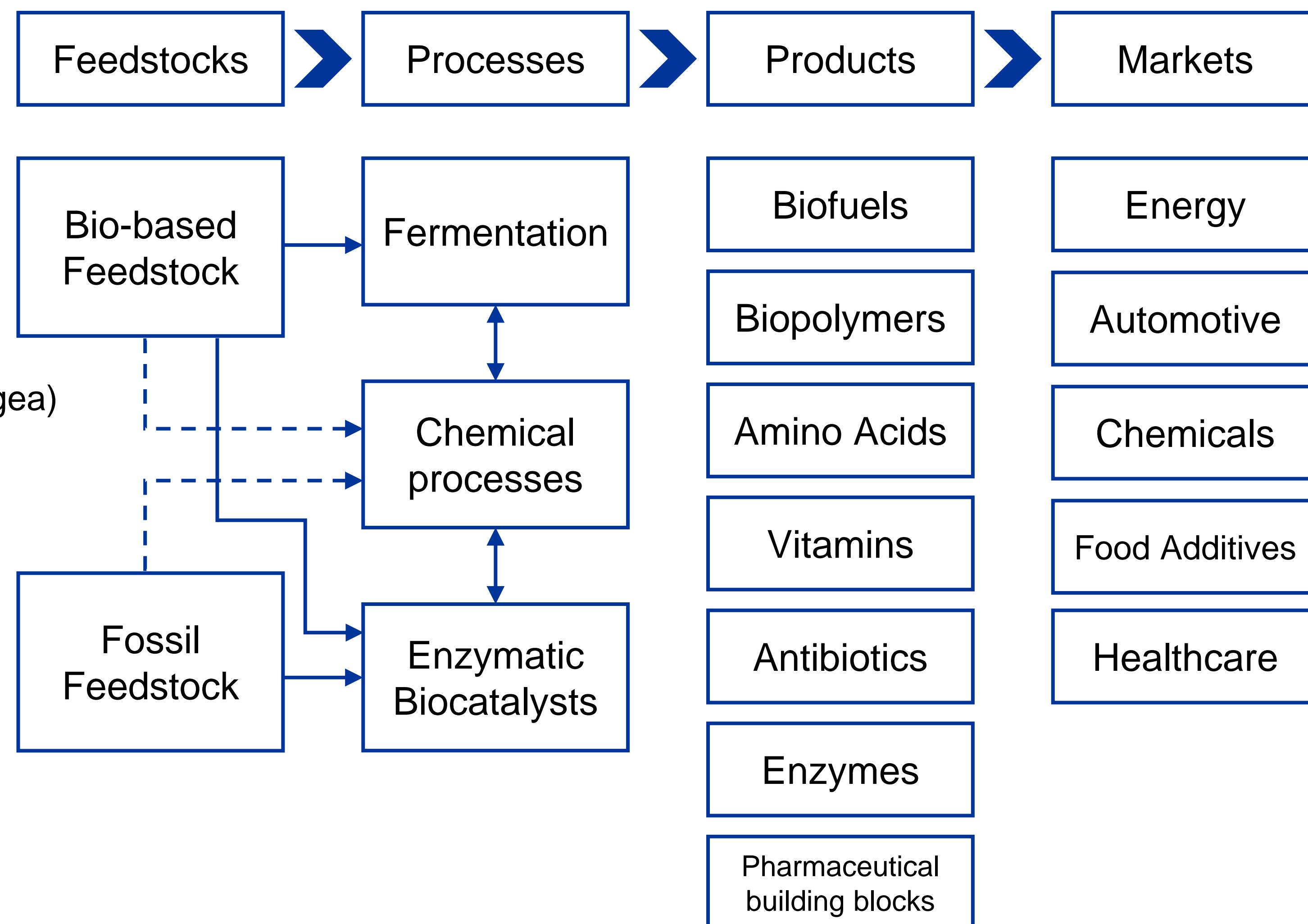
The Market

Overview

Industrial fermentation, a multi-step process:

- From sugars, starches and cellulosic material
- To food, feed, fuel and other industrial products
- By genetically modified microorganisms (yeast, algae)
- Conversion carried out in bioreactors/fermenters

Down-stream processing: isolation & purification



The Market

Leveraging the industrial div advantages

High speed development in genetic modification technologies

- Many products can be now produce through fermentation

Fermentation processes are cheaper and faster than chemical processes or isolation from natural resources

Lack of industrial fermentation facilities in EU and USA.

- Big companies have their own ones, but there is no offer to cover the needs of small and mid size companies.

Lack of scale up knowledge to move products from lab to industrial production

- We offer:
- In-depth knowledge in production development & scale up
 - Accredited industrial size manufacturing facilities



The Market

CMO Market Environment

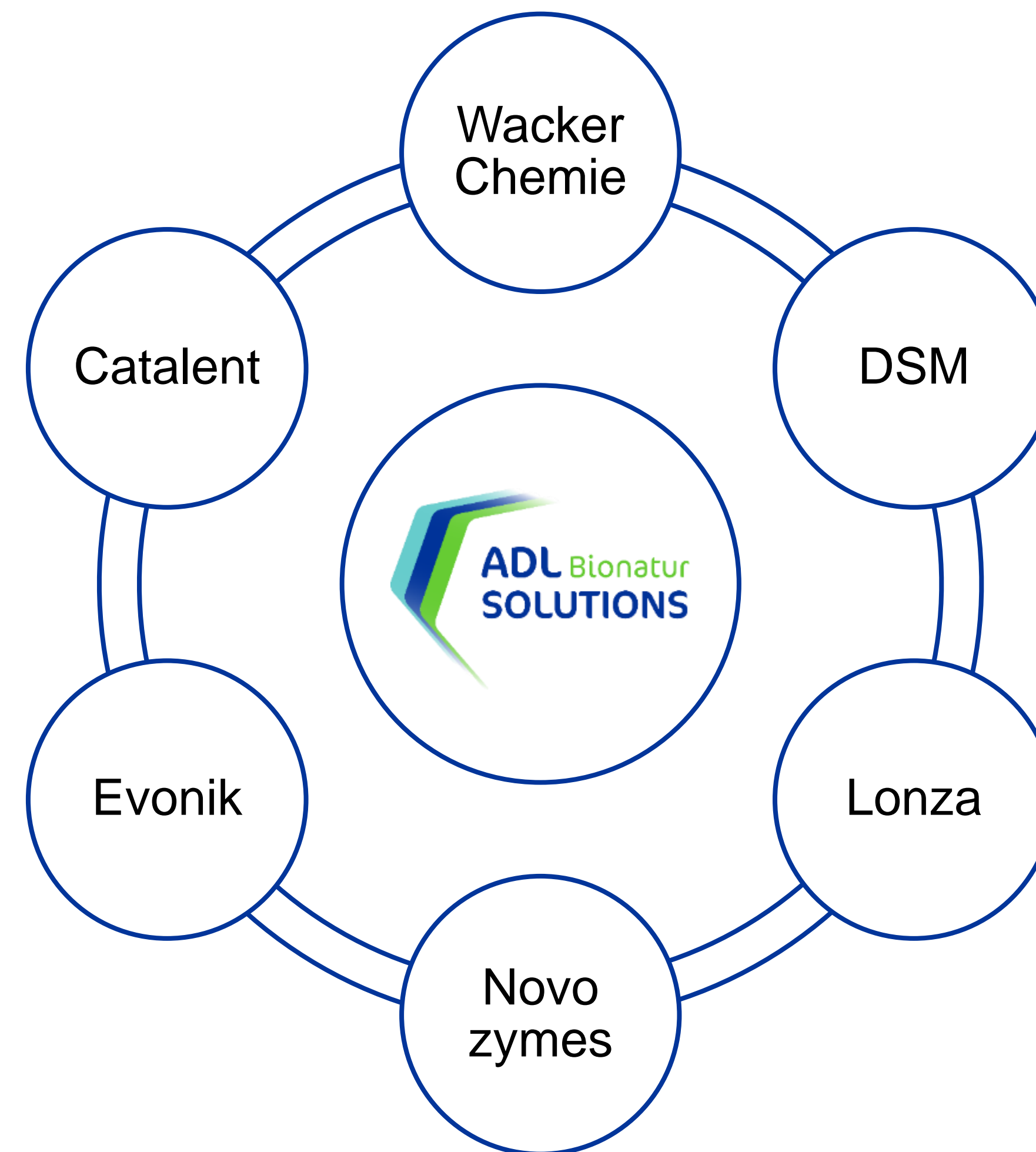
Fermentation CMOs

Big companies -> own facilities, they don't offer them to third parties

Small and mid companies: they don't have their own capabilities

Need for industrial capabilities to outsource the production

High demand, low market capacity -> opportunity window for ADL



The Market

Development

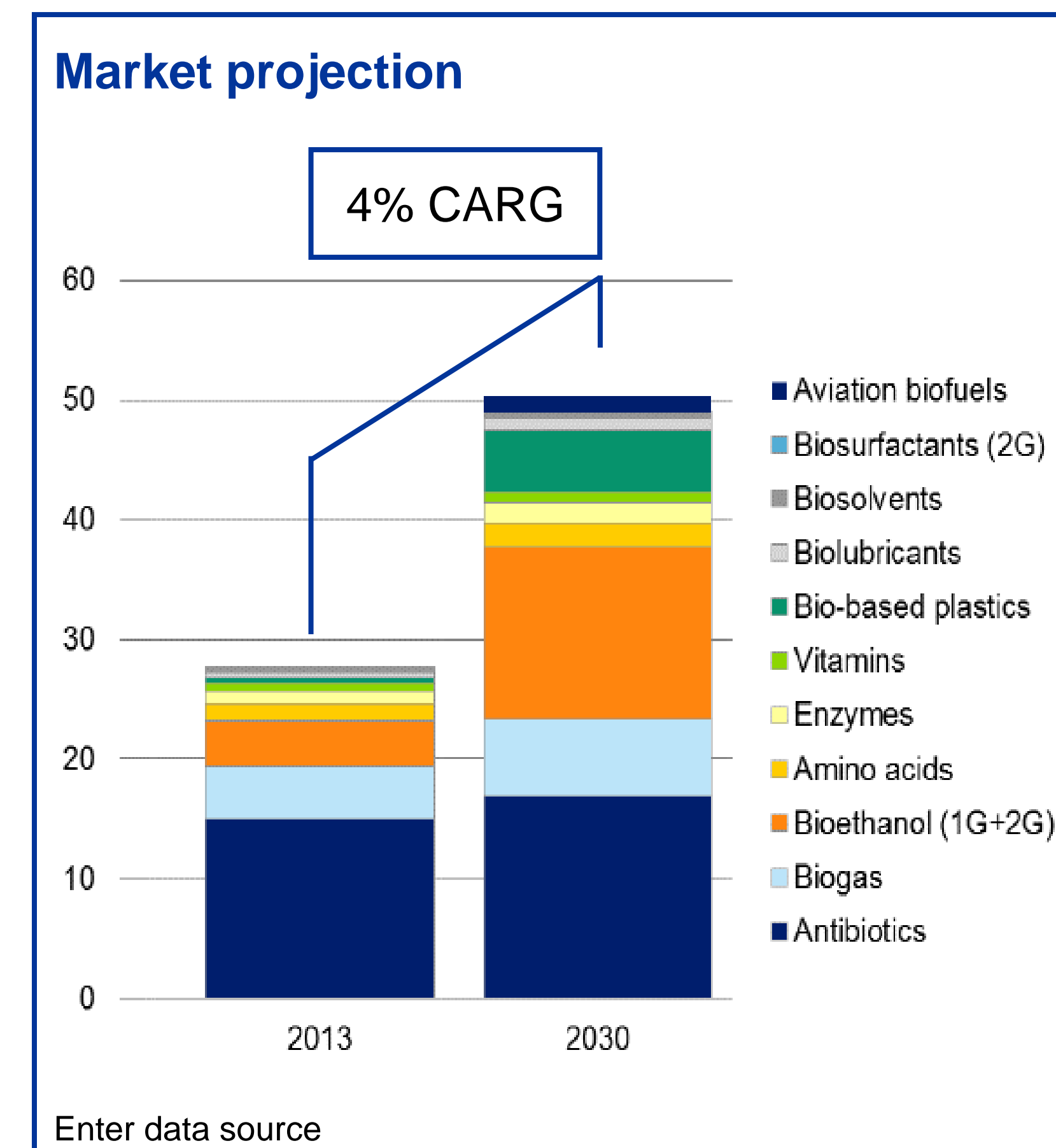
Industrial Biotechnology estimated Development:

- From €28 billion in 2013
- To €40 billion in 2020
- Up to €50 billion in 2030

Fast growing fermentation market due to the developments in genetic modifications

Individual product segment Development:

- Small, and stagnant: Biosolvents and vitamins
- Large, but stagnant: Antibiotics and biogas
- Booming: Bioethanol, bio-based plastics and biopolymers



Fermentation Chemical markets Analysis
Grand View Research

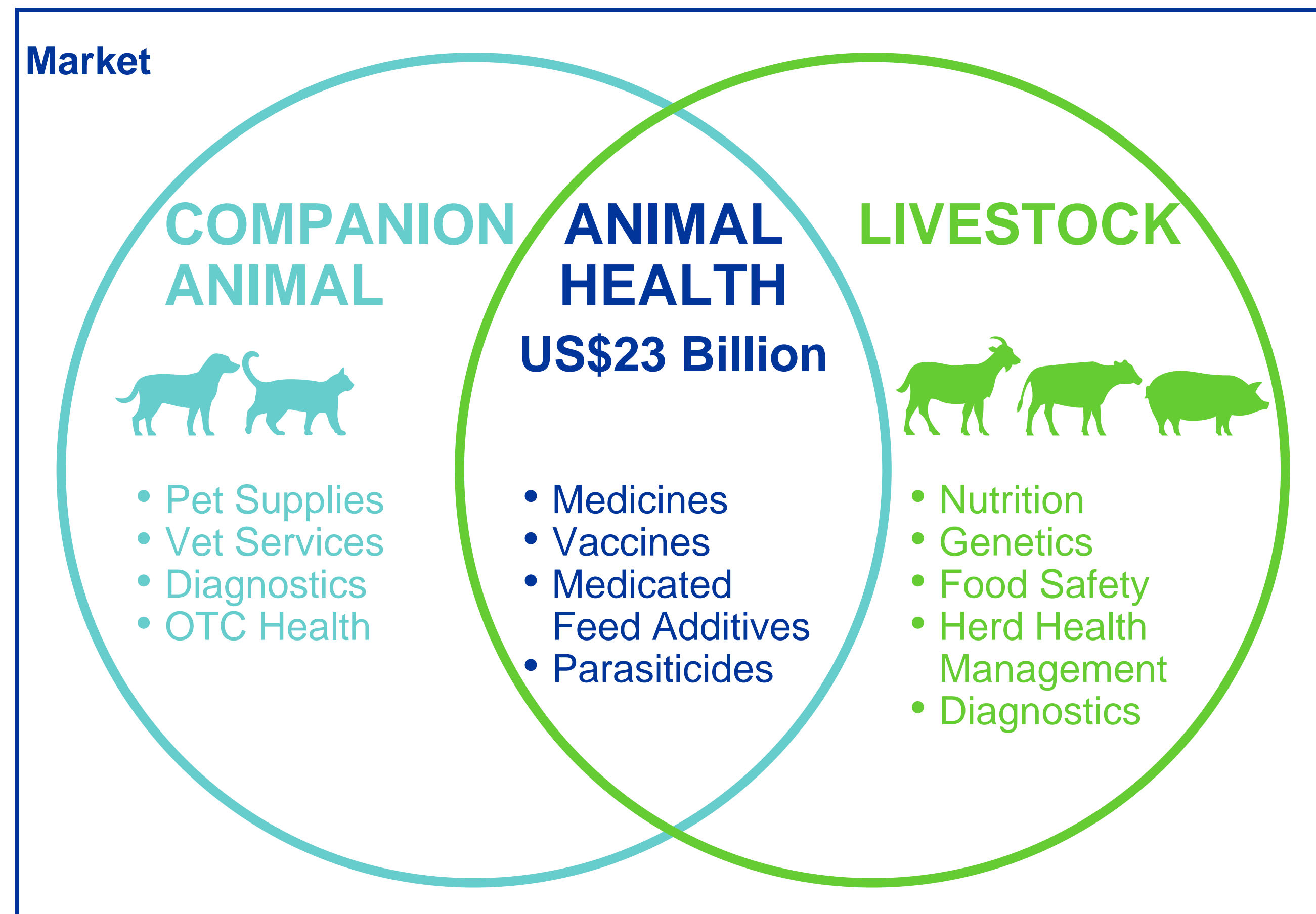
The Market

Animal health

> US\$ 100 billion industry

Global animal health market estimated development:

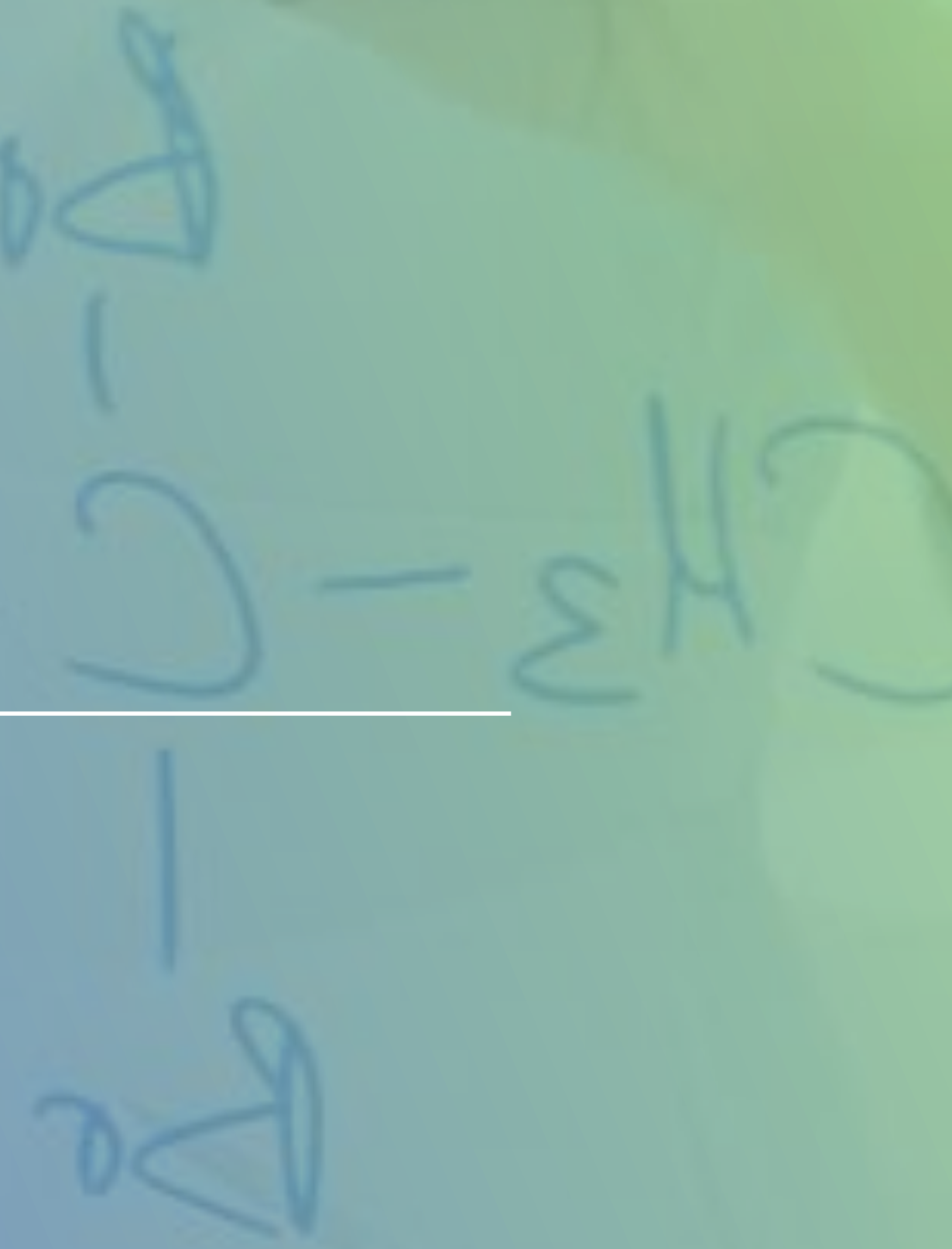
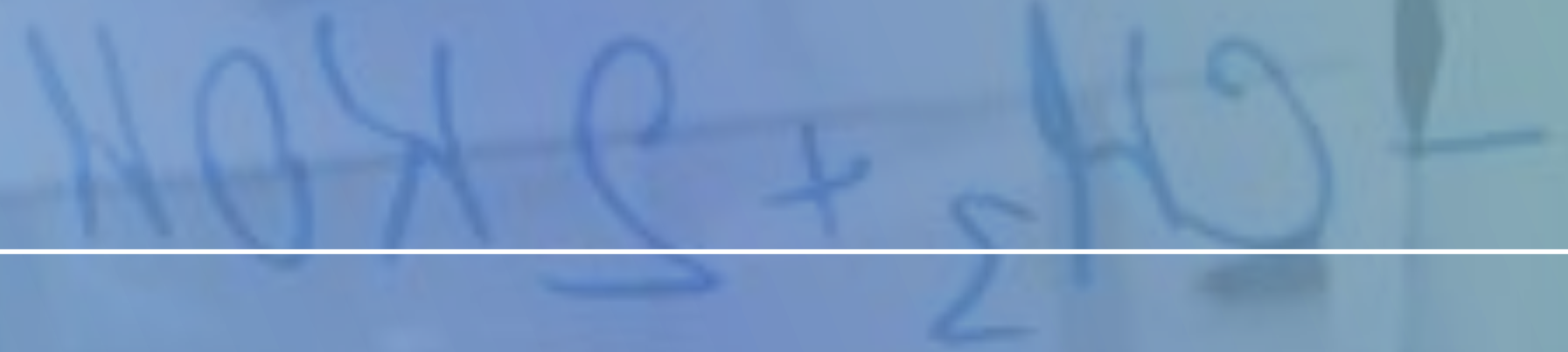
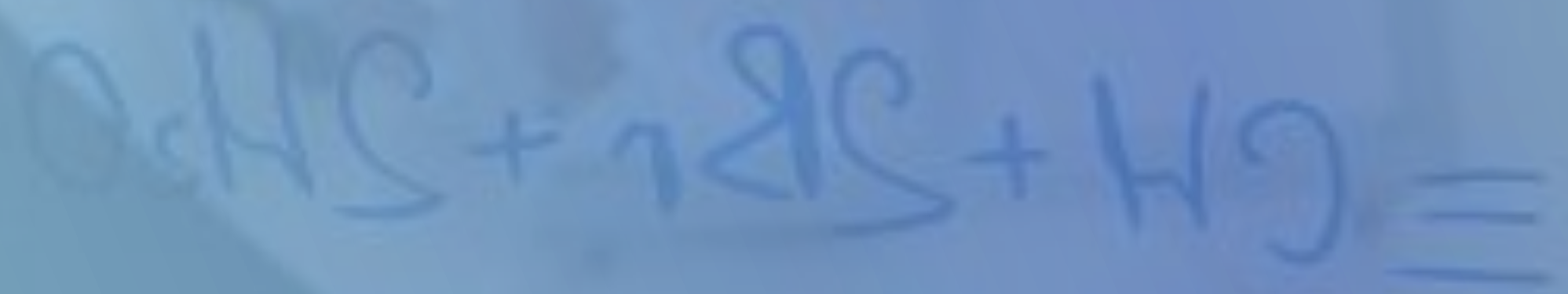
- From US\$ 23 billion in 2013
- To exceed US\$33 billion in 2020



Vetnosis, FX Neutral data



Bionaturis



Bionaturis

Company Overview

Partner of reference for innovative product development in animal health based on their development team, current portfolio, proprietary technology, and global network as main competitive advantages

B2B business model, working along with multinational laboratories and national champions

40 direct workers (45% PhDs)

Net consolidated revenues 2017: €2,3 million

Net revenues CAGR (2016-17): 83%

10 proprietary international patent families



Bionaturis

Key Highlights

Antigens development:

- Proprietary antigen design for vaccine development
- Already licensed for leishmaniosis, circo virus, PIRS (tier 1 and 2 companies)

Deep knowledge:

- In microbiota immune response
- Development and Licensing of several animal products (probiotics for animals food)

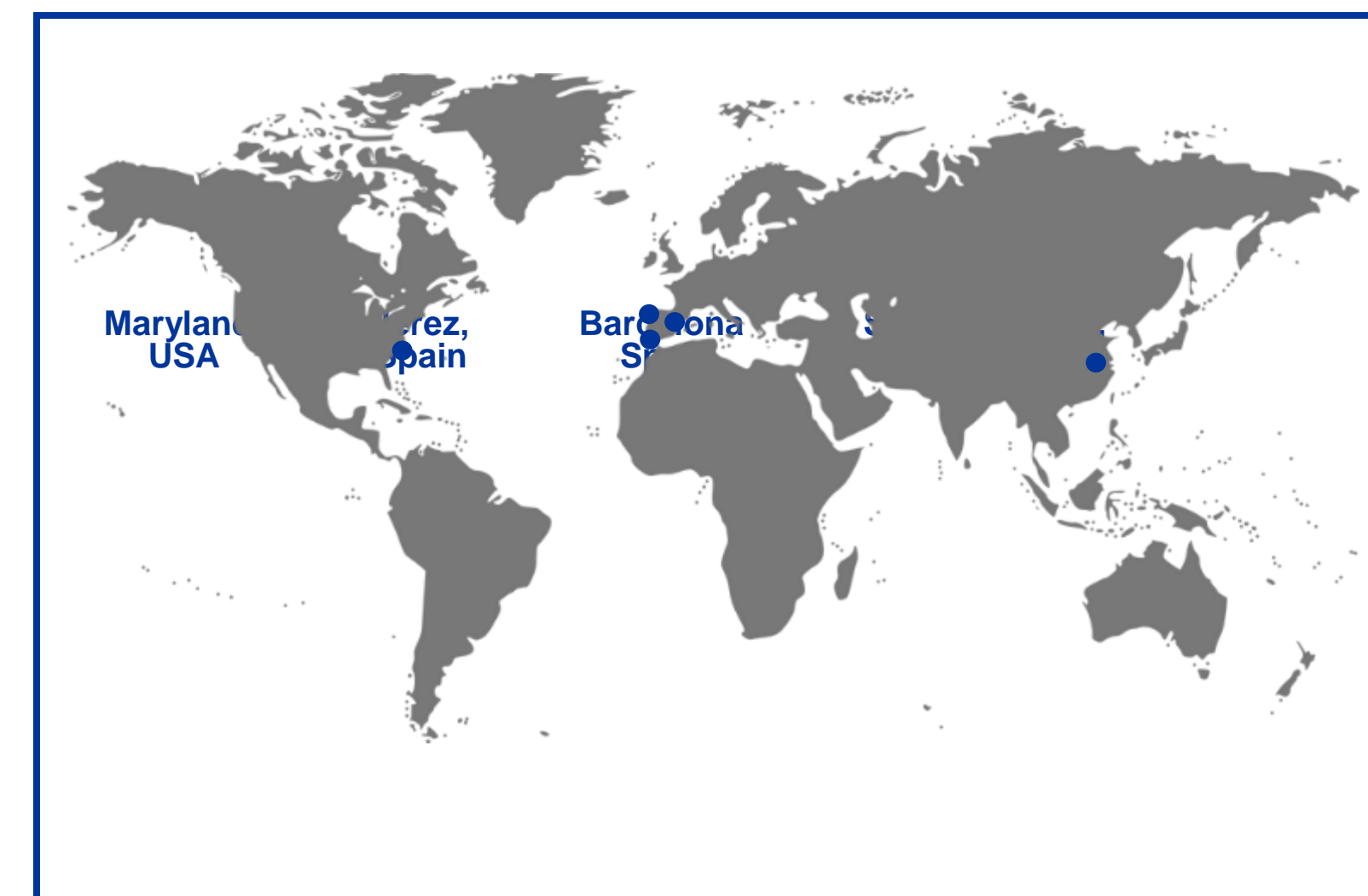
Flylife:

- Patented technology platform
- Development and Manufacturing of antigens
- Overcome the worldwide shortage in the supply of baculovirus expressed antigens.

Splitera:

- Universal high-yield purification of biological products at industrial scale worldwide validated technology
- One of the main bottleneck of the biotech

Locations



Bionaturis

Analysis

Advantages

Patented technology platforms

Experienced R&D team

Products ready to launch

Expected double digit growth
based on licences contracts

In-depth knowledge of the animal market
and its needs

Challenges

Lack of Manufacturing capacities

Lack of regulatory, development,
and manufacturing experience

Lack of capital to support
company expansion & growth

The background features a laboratory setting with several scientists in white lab coats. One scientist in the foreground is holding a large sheet of paper with handwritten chemical structures and equations. The text "ADL Biopharma" is overlaid in white on a semi-transparent blue and green gradient.

ADL Biopharma

Company Overview

Biopharmaceutical company specialized in

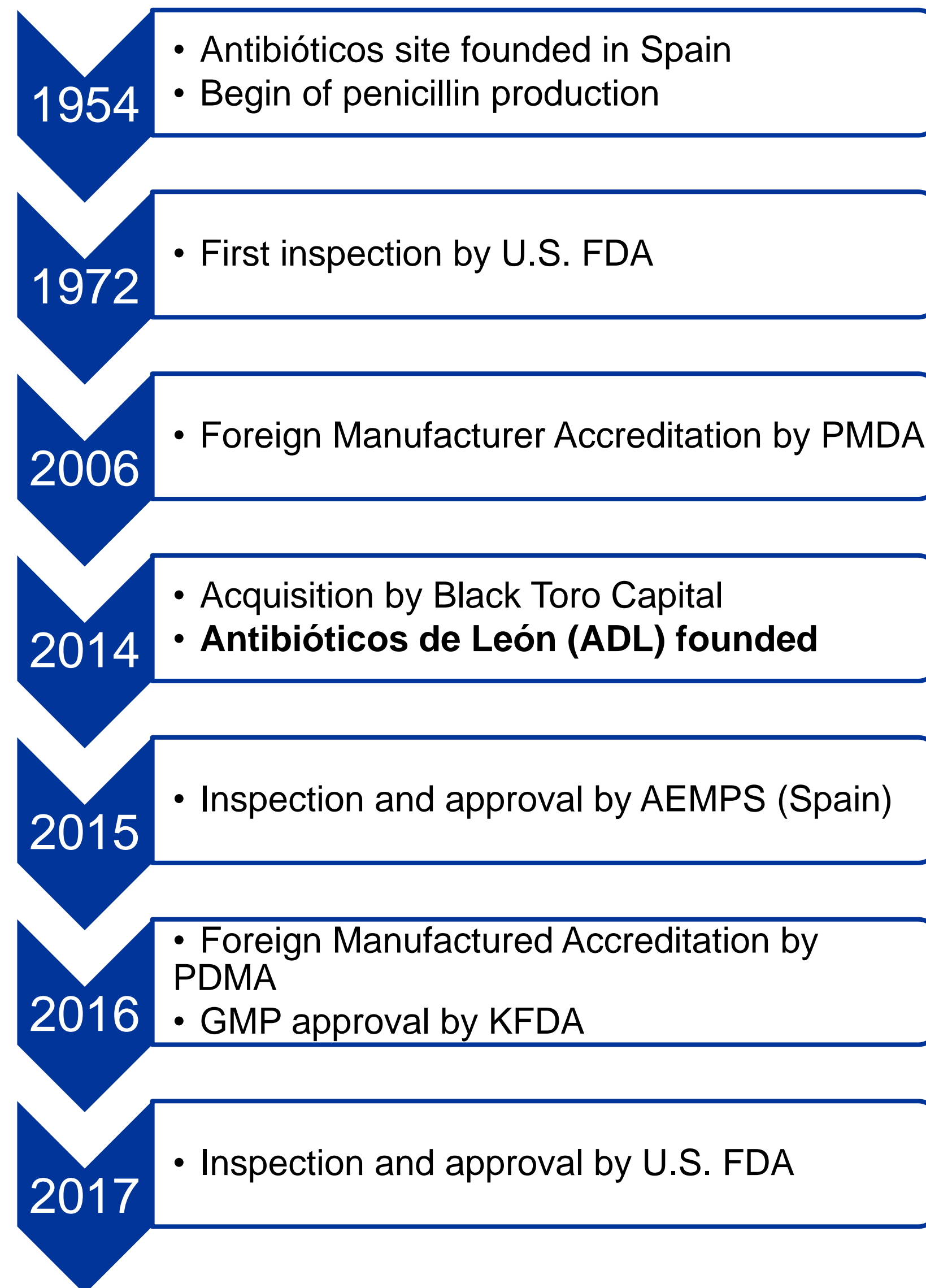
- The production of Active Pharmaceutical Ingredients (APIs) derived from penicillin
- The development and industrialization of projects based on fermentation processes for third parties (CDMO)

GMP accredited facilities in Leon, Spain

- Over 150,000m²
- Fermentation capacity of 2,400 m³

Our production plant is one of the largest fermentation plants in Southern Europe.

We carry out manufacturing and contract development for third parties by supplying our own high-quality and value-added active ingredients.



ADL BioPharma is a reference partner in both CDMO and the supply of high value active ingredients.

ADL BioPharma

Key Highlights

CMO Business in a growing market

- Revenues 2017: €14 million
- Revenues growth 2015 to 2017: 200%
- CMO business average margin: 50%
- Business plan based on CMO services: 70%

API products

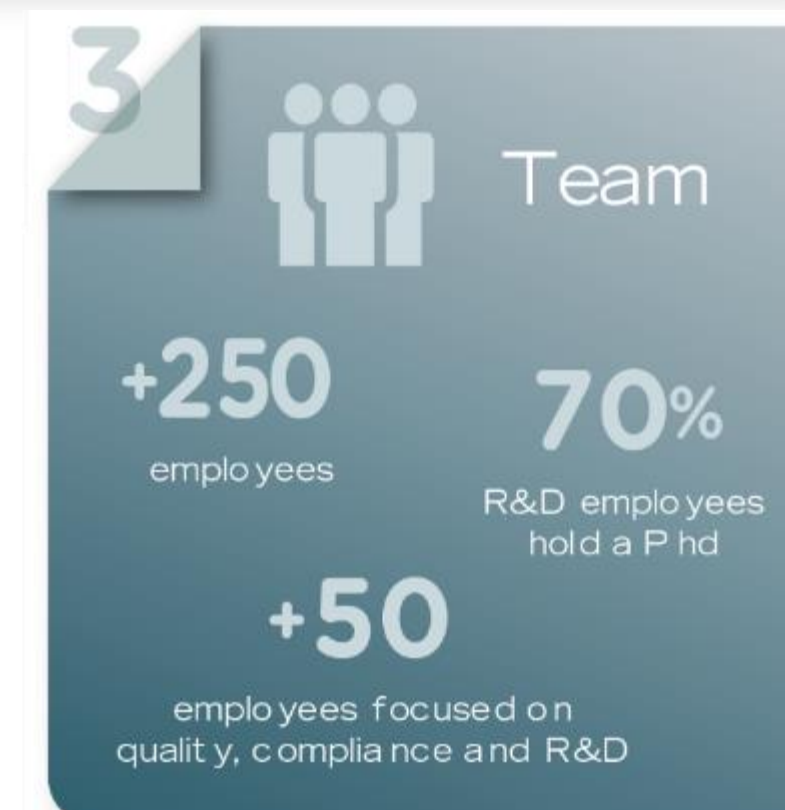
- Proprietary Betalactamic API technology
- CMO services for oncology APIs under negotiation
- In-depth experience on registration of Pharma products for human health
- Business plan based on APIs production: 30%

Facilities

- State of the art manufacturing facility, GMP, FDA, AEMPS validated
- Ultra-modern fermentation pilot plant: for new developments in-house and by third party contracting
- Facilities prepared to produce immune modulators

Staff

- Experienced with in-depth knowledge in fermentation techniques, scale up and industrialization of products
- Knowledge and routine in regulatory affairs for food and pharma human products.
- Strong Marketing & Sales force with broad global customer base



ADL BioPharma

Analysis

Advantages

Fermentation process is cheaper and faster than chemical processes

High demand of fermentation capacities

Average gross margin approx. 50%

Long-term contracts

Proprietary API's betalactamic production

Challenges

Dependency on contracts

Lack of research capacities & new product candidates

Betalactamic products in niche market

ADL BioPharma

Manufacturing plant in León, Spain





The background image shows a group of people in a meeting, with a whiteboard in the foreground. The whiteboard contains several chemical equations, including $CH_3 - C - CH_3$, $CH_3 - C - CH_3 + 2H_2$, $CH_3 - C - CH_3 + 2H_2 = CH_3 - C - CH_3 + 2H_2$, and $CH_3 - C - CH_3 + 2H_2 = CH_3 - C - CH_3 + 2H_2$. The text "The Merger" is overlaid on the image in a large, white, sans-serif font.

The Merger

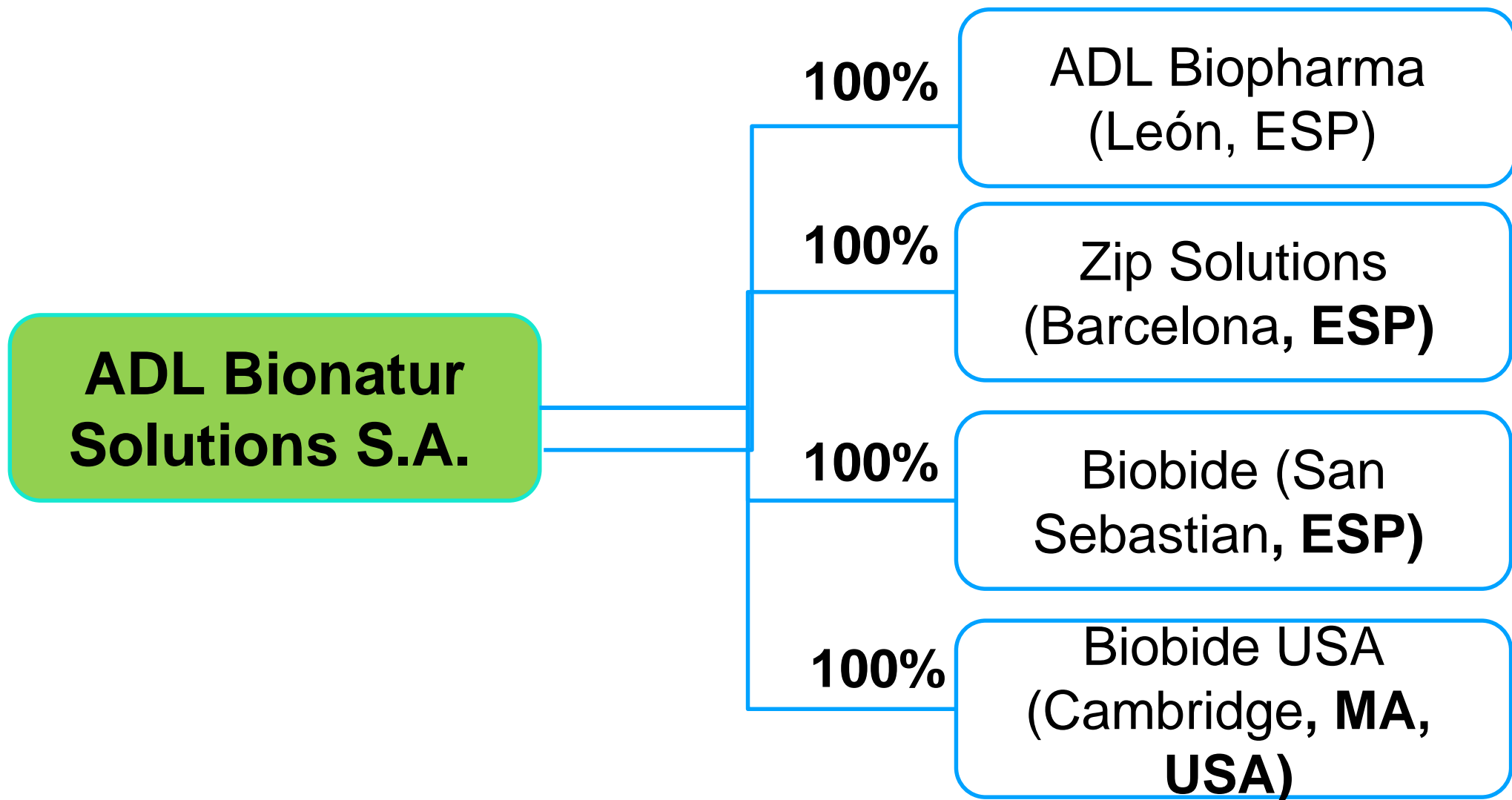
ADL Bionatur Solutions: Overview of the New Integrated Group

New Holding Company

Company Name	ADL Bionatur Solutions S.A.
Ticker	ADL
Location of Head Office	TBD
Nº of shares issued	33.934.521
Name of representative	Pilar de la Huerta group CEO
Listed	Alternative Spanish Stock Exchange (MAB)

The Holding Company Functions

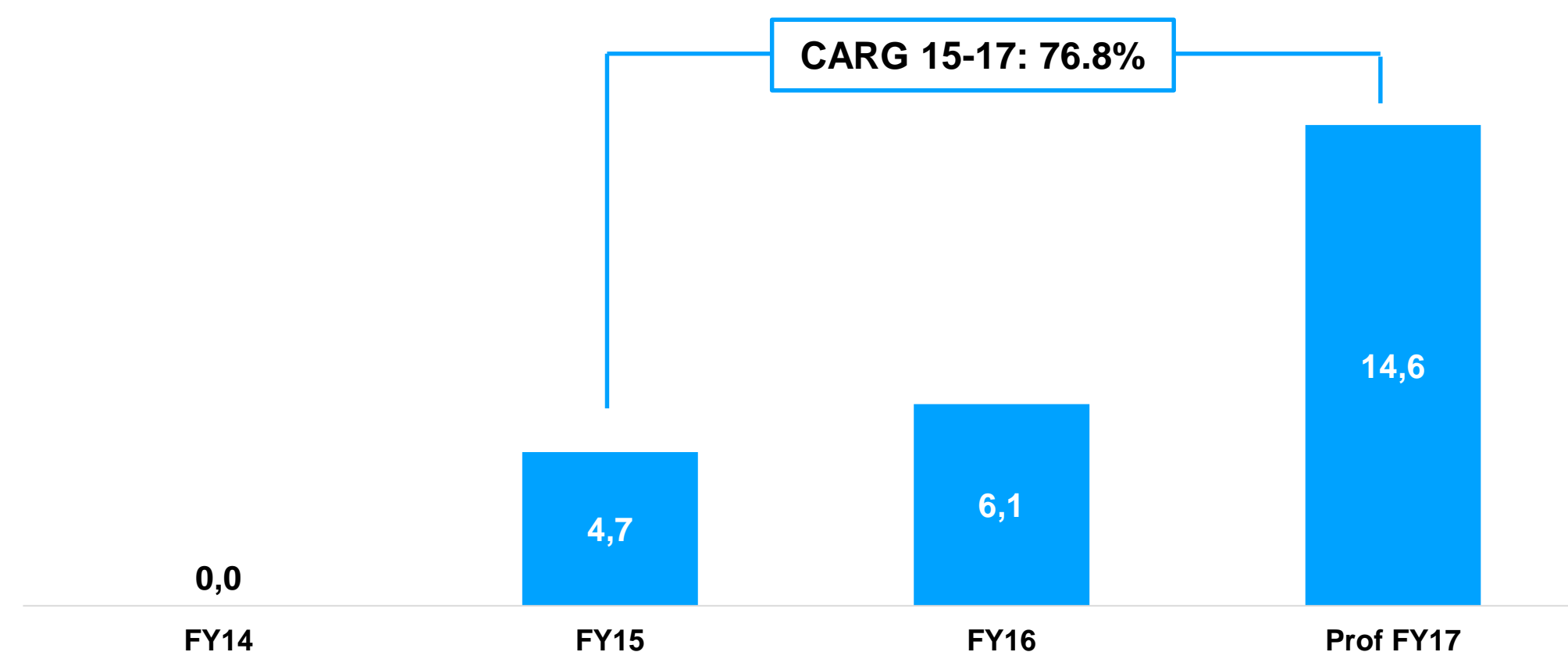
- Formulate and promote group strategies
- **Capital Policies**
- Promote Integration
- **Investor relation activities**
- Support development of business of group companies
- **Management and administration of group companies**
- Reporting to the stock Exchange








ADL Bionatur Solutions: Snapshot

Financials (€m)

- ADL Bionatur Solutions has grown at a CAGR of 76.8% during FY15A- Prof FY17



Main Figures

-  **Plants & Offices** 1 production plant in León and 2 research facilities in Jerez and San Sebastian
-  **Capacity** >150,000 m² in production facilities including recovery facilities and waste water plant
-  **Employees** +290 employees, >50% in R&D and Engineering
-  **Technological Advantage** 1,200 m² of Pilot Plant
2,400m³ of Fermentation Capacity
-  **Certification Excellence** US-FDA, AEMPS, EDQM, FMA by PDMA, GMP by KFDA

Main Business Lines

- ADL Bionatur offers extensive capacity to develop and manufacture products through chemical synthesis technology, biotransformation, and microbial fermentation, including not only active pharmaceutical ingredients but also chemical intermediates, ingredients for cosmetics, food supplements, probiotics, biopolymers and biofuels among others.

Pharmaceutical	Products	APIs & Proprietary Products: vaccines and microbioma modulators
	Services	Contract Manufacturing (CMO)
		Contract Research (CRO)
		Contract Development (CDMO)
Life Science	CMO	Advance Intermediates, Fine Ingredients, Life Science Chemicals, Nutritional Products

The Merger

Both parties bring unique properties to the combined entity

Patented premium portfolio in animal healthcare market
 Proprietary unique technology platforms

- Constructions of “smart” antigens with vaccines and probiotics product applications (several products already licenced out to multinational companies)
- Purification of biological products: first licence to tier 1 company
- Animal model for sophisticated CRO and CDMO services

Capital market access

GMP accredited industrial facilities (FDA, AEMP etc)
 Manufacturing capabilities of biotechnology products and process optimization
 Capacities for contracted CMO services plus complete needs of the merged entity
 Profitability through mid and long term CMO third party contracts
 Committed key shareholder



innovative technologies and IP products

manufacturing facilities and cash generation



ADL Bionatur Solutions: Geographical Presence

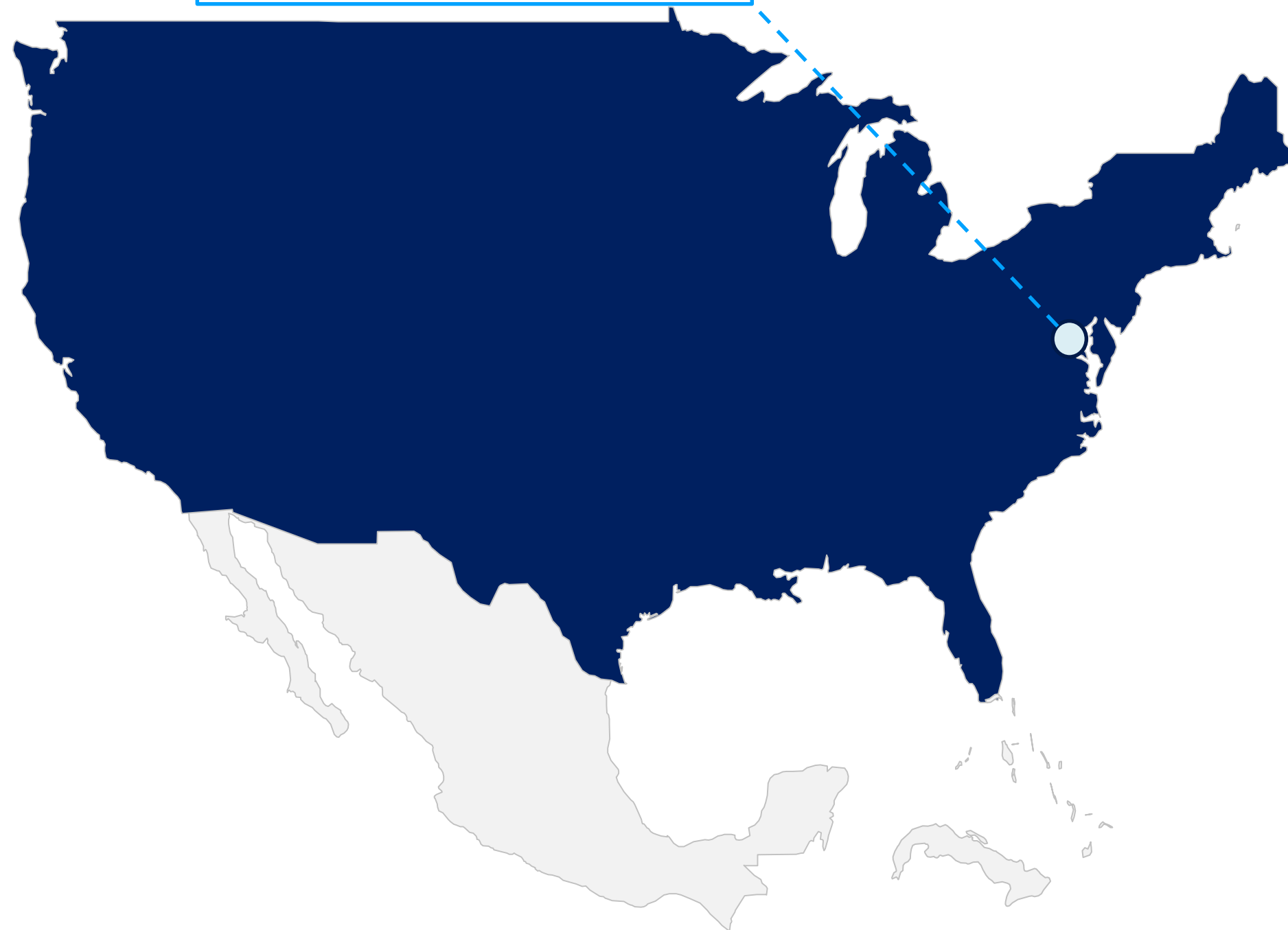
Sales and R&D

Production

USA

- **Biobide USA, Cambridge**
- Business Sector: Pharmaceutical – CRO

1 Sales and Scientific Hub



Spain

- **Biobide, San Sebastian**
- Business Sector: Pharmaceutical – CRO

1

Spain

- **ADL Biopharma, León**
- Business Sector: Pharmaceutical and Life Science

1

Spain

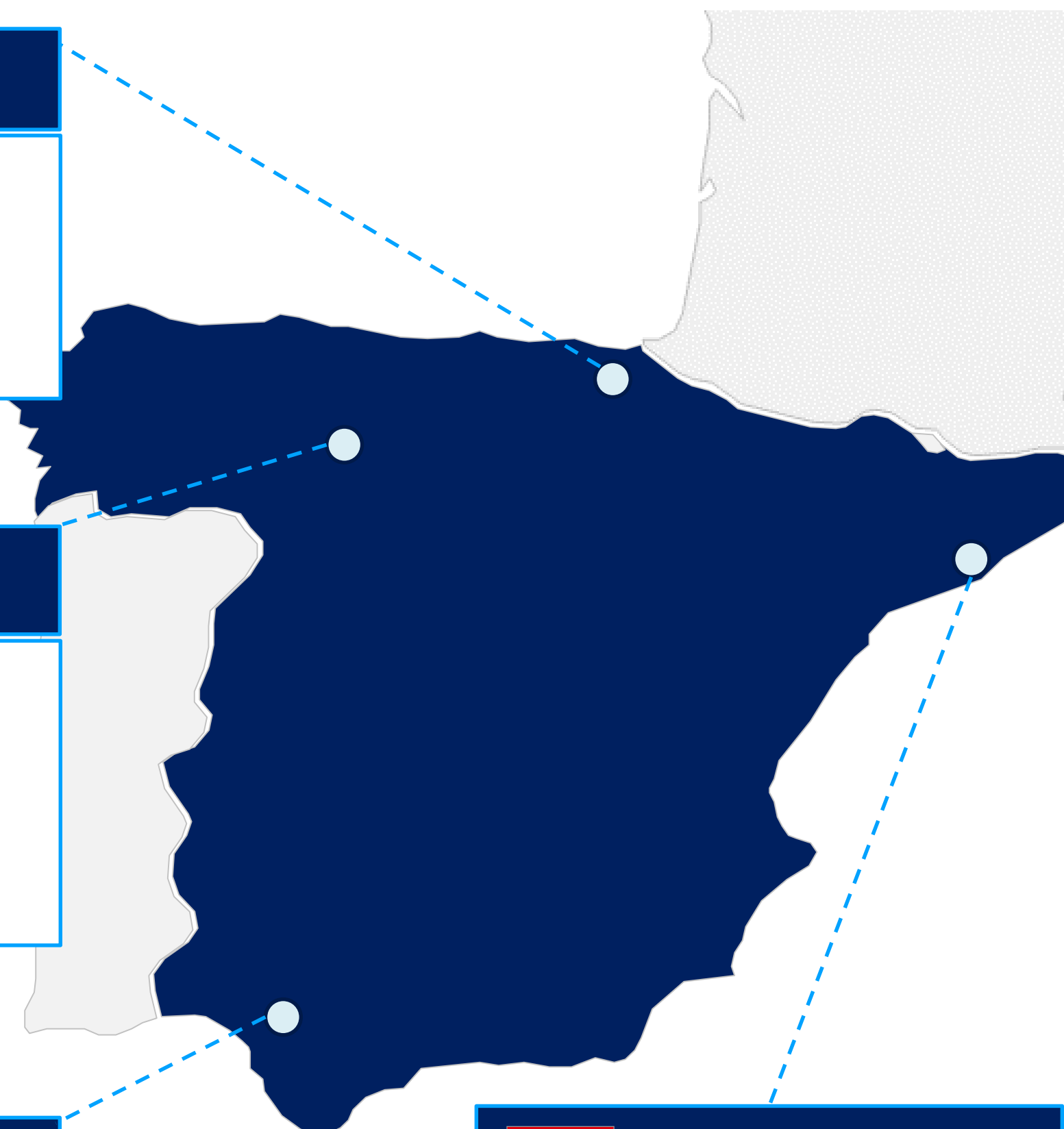
- **Bionaturis, Jerez**
- Business Sector: Pharmaceutical – CDMO

1

Spain

- **Zip Solutions, Barcelona**
- Business Sector: Pharmaceutical – CDMO

1



The Merger

Business highlights

ADL and Bionaturis doubled their revenues from 2016 to 2017

Combined revenues of the companies 2017: €14 million

- Guidance 2018: revenues increased by 100%

Contracts already signed

- > 65% of the revenues budgeted for the next six years in the business plan
- Up to 85% including currently closing contracts

EBITDA, at least, break even in 2018 (budgeted)

- Positive in the course of 2019
- Estimated mid/long term EBITDA margin: 35% (industry average)

Powerful proprietary portfolio

- 10 patent families
- 5-6 products to be launched during the next three years
- 8 products already launched and licenced to big pharma companies (2017)
- In-house production of Bionaturis products (formerly outsourced)
- Gross margin up to 50% at contracted CMO, strong effect on EBITDA

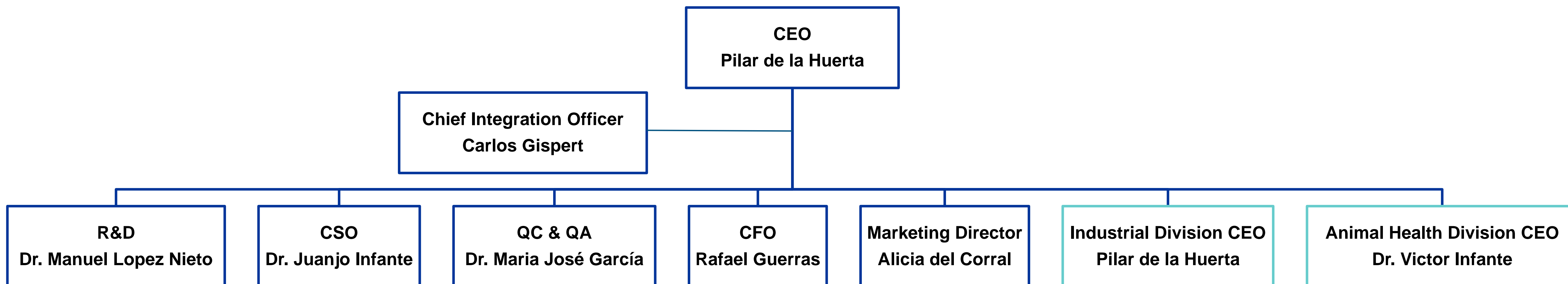
Newly launched projects in healthcare to develop proprietary technologies & products:

- Microbiome immune response
- Human food supplements



The Merger

Organigram of merged entity



The Merger

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



Victor Infante
GROUP CEO
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.



Carlos Gispert
CIO

Engineer
Over 20 years of experience in multinational companies, managing integration and operational processes in Spain and abroad.



Rafael Guerras
CFO

BSc in Business & Administration from Saint Louis University and MBA
Over 15 years of experience in managing multinational financial teams.



Summary

ADL Bionatur Solutions

Summary

- 1** ➤ **Largest biological solutions player in Southern Europe**
Attractive asset to larger peers
- 2** ➤ **Robust growth profile and multiple expansion opportunities**
Short-term profitability and long-term development plan
- 3** ➤ **Long-term contracts and loyal customer base**
> 65% (up to 85%) of 6-years business plan financed
- 4** ➤ **Potent portfolio of innovative patented products & in-depth knowledge of manufacturing**
Synergies of in-house manufacturing of proprietary products
- 5** ➤ **EBITDA positive in 2018 aiming 35% of EBITDA during the next years**
Revenues are being duplicated since 2016, aiming to reach 35% of EBITDA in 2020



Thank you for your support

The background image shows a chemistry laboratory setting. In the foreground, a student is seated at a lab bench, working with glassware. In the background, other students are visible, some wearing safety goggles. A large whiteboard is covered in handwritten chemical equations and diagrams. The equations include:

$$\text{CH}_3 - \text{C} - \text{CH}_3 + 2\text{H}_2 \rightarrow \text{CH}_3 - \text{CH}_2 - \text{CH}_3 + \text{H}_2\text{O}$$
$$\text{CH}_3 - \text{C} - \text{CH}_3 + 2\text{H}_2 \rightarrow \text{CH}_3 - \text{CH}_2 - \text{CH}_3 + \text{H}_2\text{O}$$
$$\text{CH}_3 - \text{C} - \text{CH}_3 + 2\text{H}_2 \rightarrow \text{CH}_3 - \text{CH}_2 - \text{CH}_3 + \text{H}_2\text{O}$$



ADL Bionatur Solutions

Contacts

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