

# XIV Encuentro de Cooperación Farma-Biotech



**Platform for design and development of universal bacterial vaccines, based on an innovative biotechnological approach**

**Dr. Germán Bou**  
**Head of Microbiology Department**  
**University Hospital A Coruña**

**Madrid, 17 de noviembre de 2015**



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## 1. The Institution and the Group....

# O COMPLEXO HOSPITALARIO UNIVERSITARIO A CORUÑA

Hospital Abente y Lago



Hospital Marítimo de Oza



Hospital A Coruña



Hospital Materno T. Herrera



CCEE do Ventorrillo



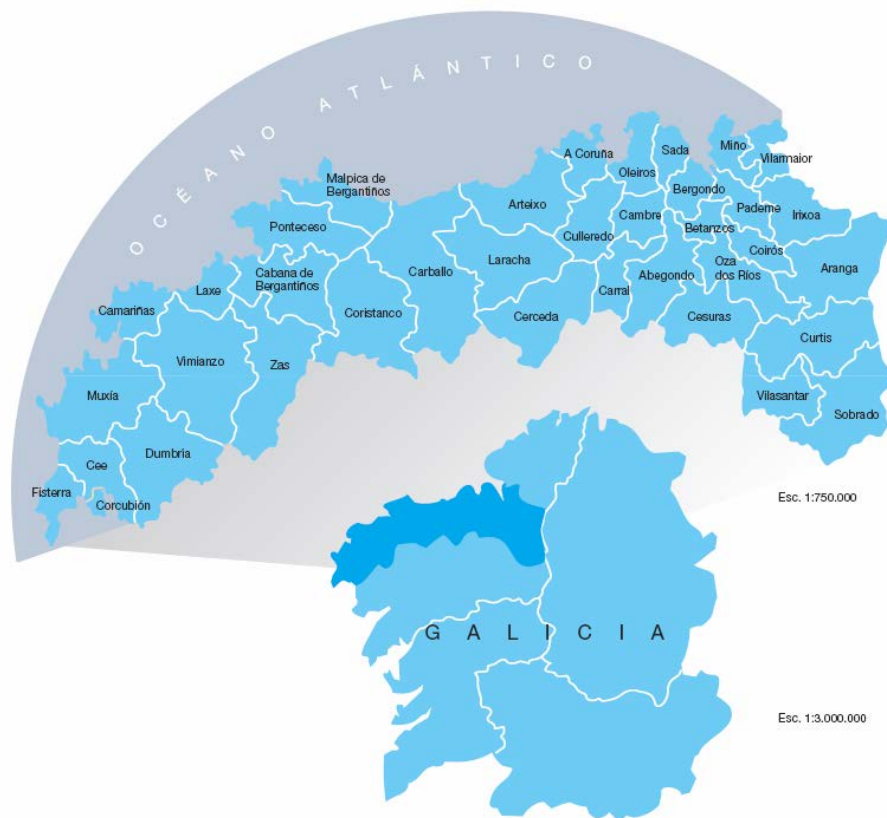
CCEE de Carballo



Lavandería Industrial



CCEE de Betanzos



## Recursos

### FÍSICOS

| Centro                                  | Camas        | Quirófanos | Salas de consulta externa |
|-----------------------------------------|--------------|------------|---------------------------|
| Hospital A Coruña                       | 860          | 16         | 55                        |
| Hospital Teresa Herrera                 | 302          | 7          | 66                        |
| Hospital Marítimo de Oza                | 156          |            | 9                         |
| Hospital Abente y Lago                  | 116          | 7          | 52                        |
| Centro de Especialidades do Ventorrillo |              |            | 57                        |
| Centro de Especialidades de Carballo    |              |            | 9                         |
| Centro de Especialidades de Betanzos    |              |            | 7                         |
| Centro Orientación Familiar Orillamar   |              |            | 3                         |
| <b>TOTAL</b>                            | <b>1.434</b> | <b>30</b>  | <b>258</b>                |



# Microbiology Research Group

## CHUAC-INIBIC

- **Senior (M. Servet)**

- Maria Tomas
- Alejandro Beceiro
- Margarita Poza

- **Post-doc**

- |                   |                |                  |
|-------------------|----------------|------------------|
| • Astrid Pérez    | Juan Vallejo   | Silvia Rodriguez |
| • Patricia García | Carlos Rumbo   |                  |
| • Jose Pérez      | Miriam Moscoso |                  |
| • Ana Fernández   | Raquel Moure   |                  |

- **PhD**

- |                |             |                |
|----------------|-------------|----------------|
| • María Merino | Eva Gato    | Marta Martínez |
| • Clara Pova   | María López |                |
| • Soraya Rumbo | Laura Fraga |                |

- **Lab Tech**

- M<sup>a</sup> Carmen Fernández

- Head of Microbiology Department (University Hospital A Coruña)
- Director of the Area of Microbiology and Infectious Diseases at Biomedical Research Institute at La Coruña (INIBIC). ([www.inibic.org](http://www.inibic.org))
- Associate Professor of Medical Microbiology at University of Santiago de Compostela.
- Author or co-author of more than 160 international peer-review manuscripts, including Clin Microb Reviews, J Clin Invest, PNAS, Clin Infect Dis, Antimicrob Agents Chemother, Nature, J Antimicrob Chemother, J Clin Microb, Annals Intern Med, etc.
- In addition Dr. Bou has authored or co-authored 5 patents (1 national, 4 international)
- He already has an H index of 41
- Member of the Editorial Board of the Journal of Clinical Microbiology (2015-2017).



## 1. The Product

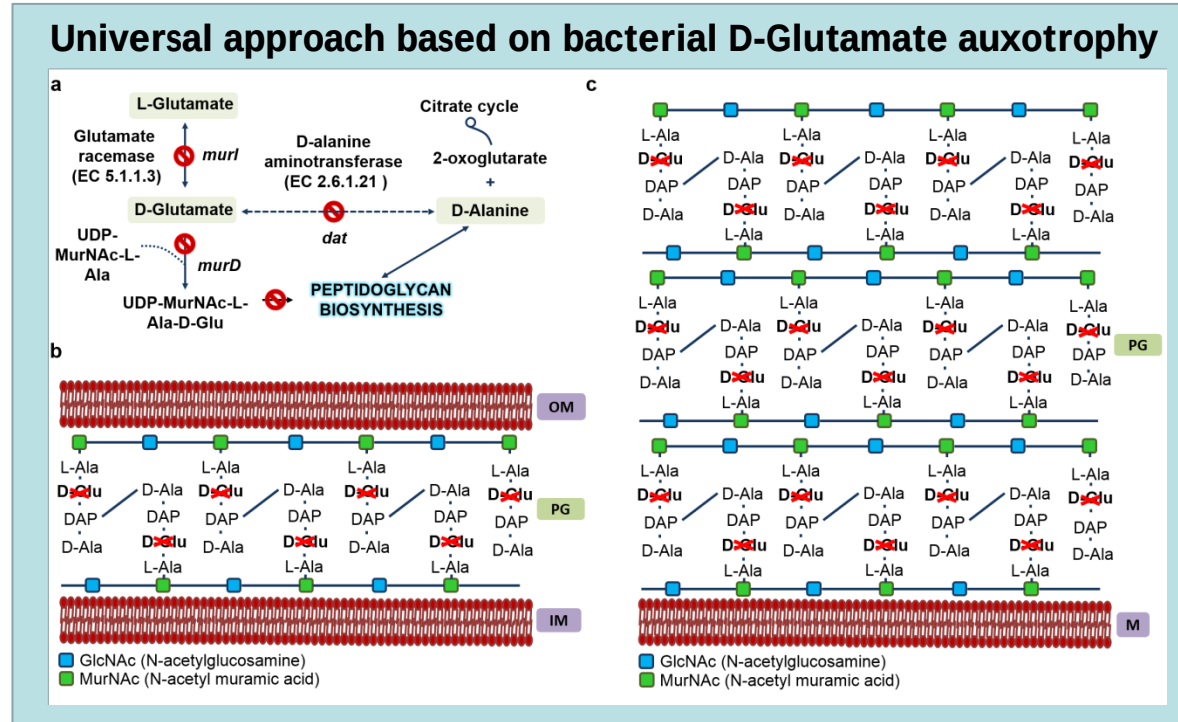
### a) Target Indications

- Human and veterinary health;
- Nosocomial and community-acquired infections;
- Prophylaxis and therapeutics;
- Single-species and combination vaccines;
- ESKAPE pathogens (*Enterococcus faecium*, *Staphylococcus aureus*, *Klebsiella pneumoniae*, *Acinetobacter baumannii*, *Pseudomonas aeruginosa*, *Enterobacter* spp);
- Acute and chronic infections (CF patients);
- Bovine mastitis: *Streptococcus agalactiae*, *Staphylococcus aureus*

## 2. The Product

### b) Innovative mechanisms of action

### Platform for generating Bacterial Vaccines



### A hallmarked progress in vaccine development

**D-Glutamate (D-Glu)** is a key component of bacterial peptidoglycan and is found in the cell wall of virtually all bacteria

**D-Glu auxotrophy** is achieved by inactivation of D-Glu producing enzymes (by unmarked in-frame deletion of coding genes)

This approach overcomes classical difficulties in obtaining virulence attenuation

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- **What?**

Universal platform for designing vaccines able to target any microbial pathogen (human or animal) harbouring cell wall by inactivating D-Glu synthesis. As a proof of concept we have developed three different ESKAPE prototypes: *Staphylococcus aureus*, *Pseudomonas aeruginosa*, and *Acinetobacter baumannii*.

- **How it works?**

These strains, auxotrophic for D-Glu show virulence attenuation and self-limited growth *in vivo*. Immunization with these whole-cell vaccines elicited high levels of specific and cross-reactive antibodies and stimulated cytokine secretion.

- **Host target?**

Any human or animal (livestock) can be suffering an infection.

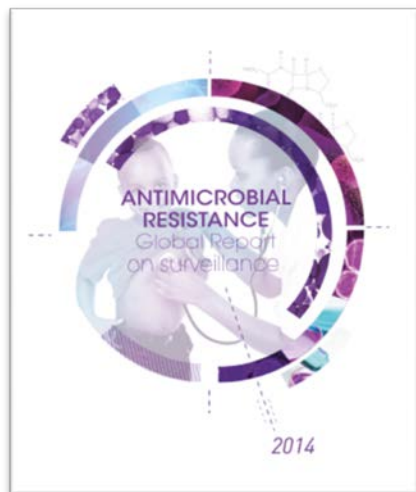
- **Where it would apply?**

Anywhere.

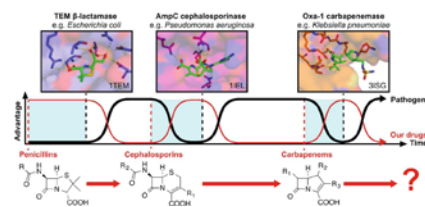
## Platform for generating Bacterial Vaccines

### Why?

- Worldwide problem of antibiotic resistance in bacterial pathogens
  - A solution is a public health unmet need



### New Antibiotics are Necessary but Not Sufficient



Source: Culyba MJ *et al.*  
Biochemistry. 2015;54, 3573-82

Bad Bugs, No Drugs: No ESKAPE! An Update from the Infectious Diseases Society of America

Helen W. Boucher,<sup>1</sup> George H. Talbot,<sup>2</sup> John S. Bradley,<sup>3,4</sup> John E. Edwards, Jr.,<sup>5,6,7</sup> David Gilbert,<sup>8</sup> Louis B. Rice,<sup>9,10</sup> Michael Scheld,<sup>11</sup> Brad Spellberg,<sup>5,6,7</sup> and John Bartlett<sup>12</sup>

IDSA Report on Development Pipeline • CID 2009;48 (1 January) • 1

### ESKAPE

*Enterococcus faecium*  
*Staphylococcus aureus*  
*Klebsiella pneumoniae*  
*Acinetobacter baumannii*  
*Pseudomonas aeruginosa*  
*Enterobacter* spp.



**No current vaccines for these Bad Bugs!!**



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## NATIONAL STRATEGY FOR COMBATING ANTIBIOTIC- RESISTANT BACTERIA

*Vision: The United States will work domestically and internationally to prevent, detect, and control illness and death related to infections caused by antibiotic-resistant bacteria by implementing measures to mitigate the emergence and spread of antibiotic resistance and ensuring the continued availability of therapeutics for the treatment of bacterial infections.*

September 2014

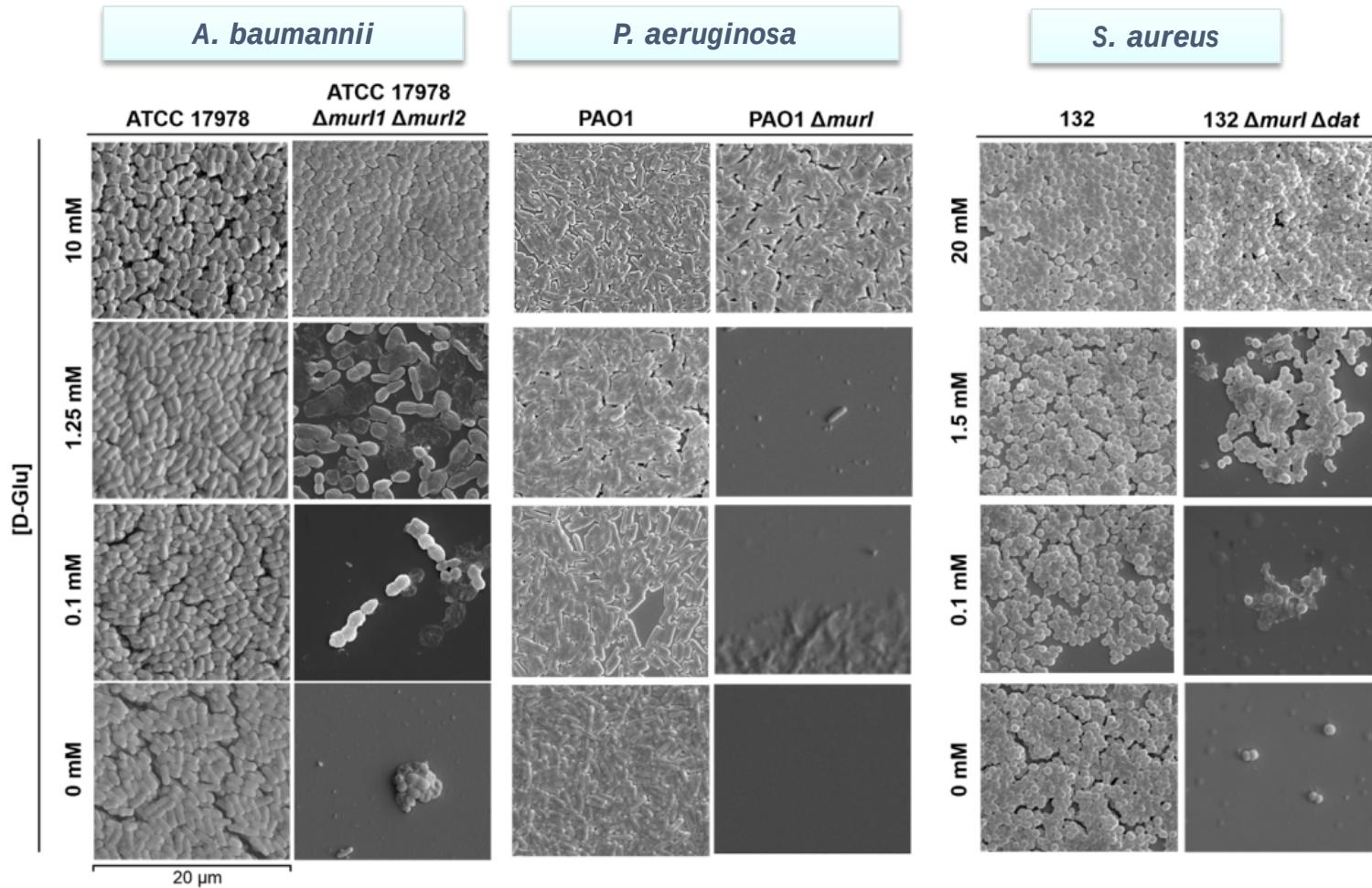


**GOAL 4:**  
**Accelerate Basic and Applied Research and Development for  
New Antibiotics, Other Therapeutics, and Vaccines**

**4.3 Intensify research and development of new therapeutics and vaccines, first-in-class drugs, and new combination therapies for treatment of bacterial infections.**

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**Auxotrophic vaccines strains** show impaired growth in D-Glutamate deprivation





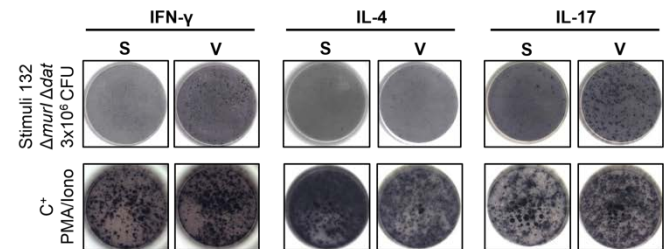
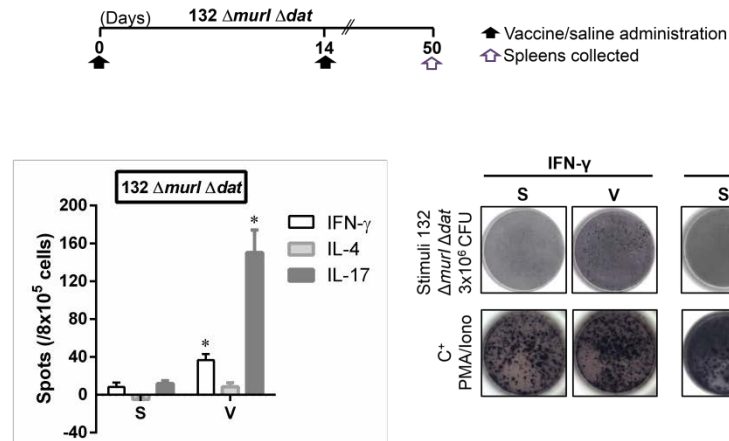
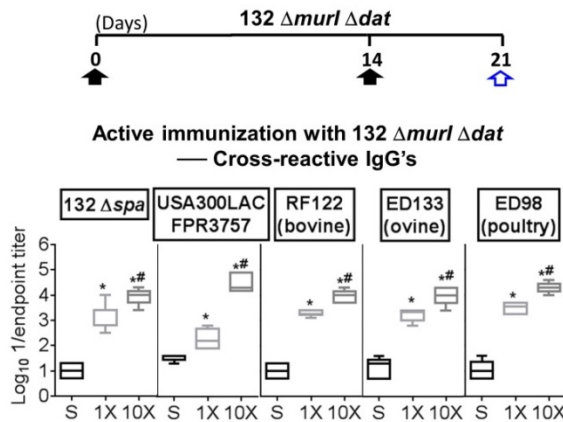
# XIV Encuentro de Cooperación Farma-Biotech

## In vivo immunogenicity : Humoral and Celular responses after vaccination with auxotrophic strains

*S. aureus*

High level of specific and cross-reactive IgG antibodies

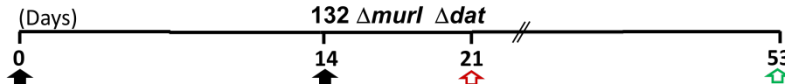
Significative IFN- $\gamma$  and IL-17-producing cells



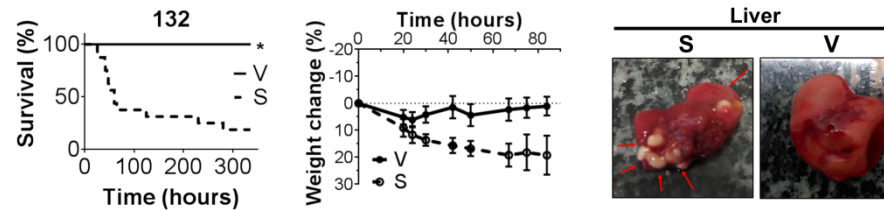
# XIV Encuentro de Cooperación Farma-Biotech

## In vivo protection of mice against acute systemic infection after vaccination with auxotrophic strains

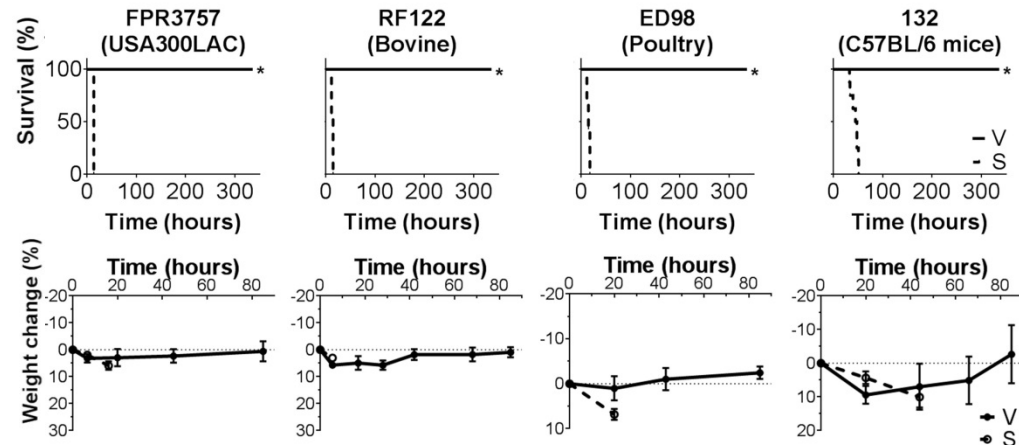
*S. aureus*



100% vaccine efficacy against wild-type strain



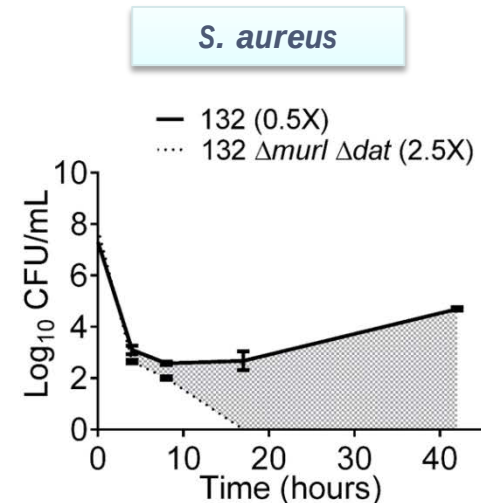
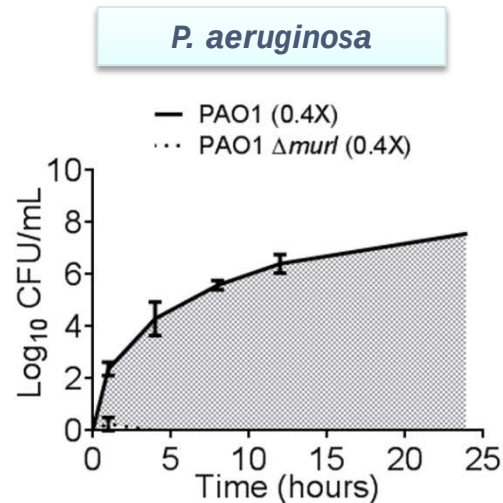
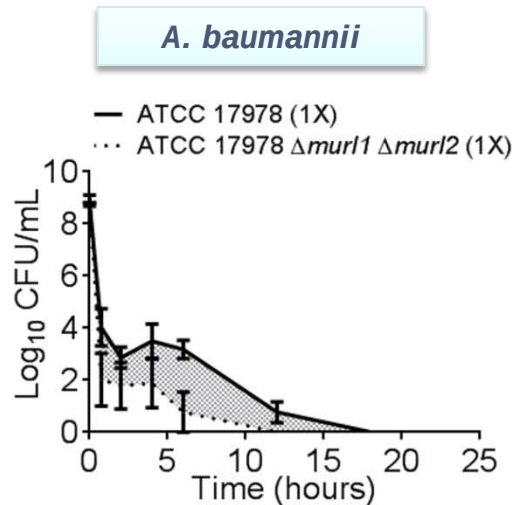
100% vaccine efficacy against Community-acquired USA300LAC high-risk clone and heterologous strains of animal origin





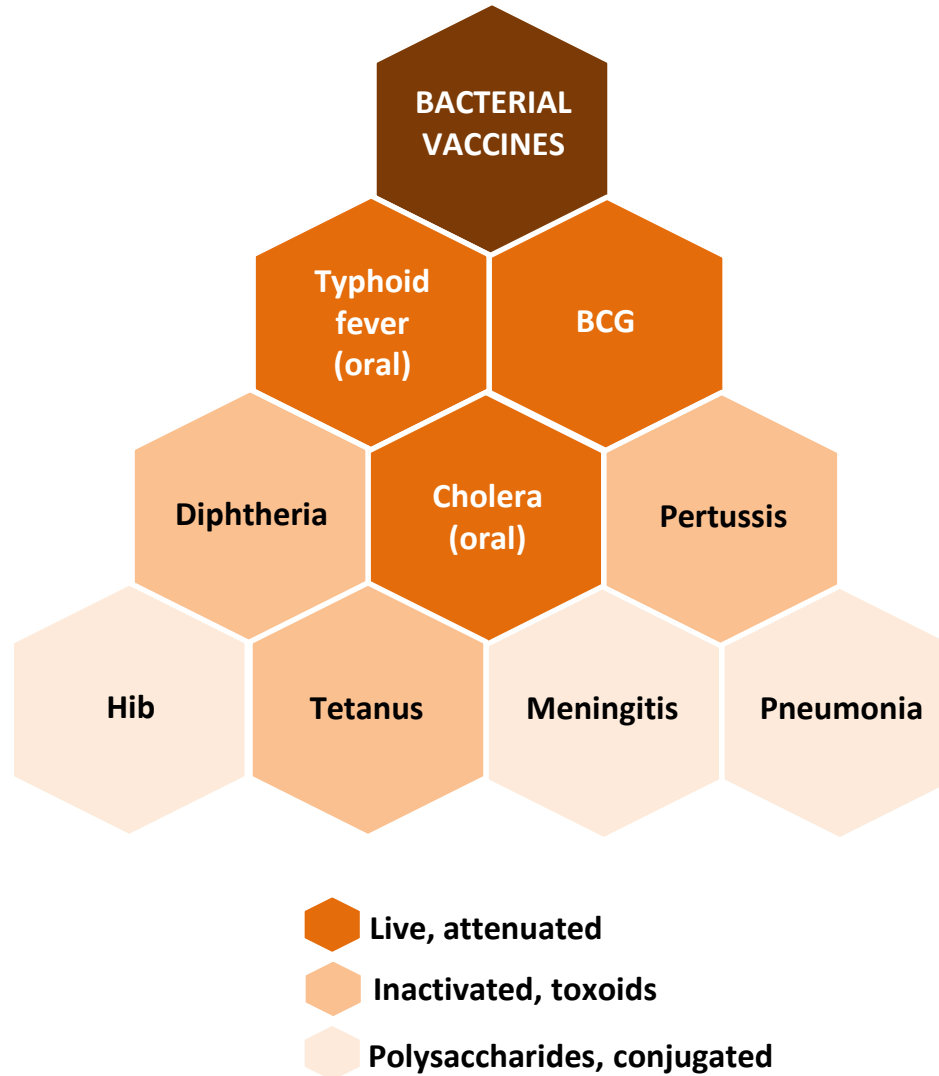
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- *In vivo* safety: rapid blood clearance of auxotrophic strains
  - Environmental safety: no phenotype reversion
- Environmental safety: lower persistence in non-optimal conditions (vs wild-type strain)



# The background for the generation of live attenuated bacterial vaccines auxotrophic for D-glutamate - why the effort?

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## 2. The Product

### c) Differential features facing the market

|                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |        |     |
|--------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|-----|
|                          | <ul style="list-style-type: none"> <li>▪ <b>Originality:</b> <u>Auxotrophic vaccines combine the advantages of both attenuated and inactivated vaccines without displaying its disadvantages</u></li> <li>▪ <b>Universality:</b> common target (D-Glu synthesis) among bacterial pathogens</li> <li>▪ <b>Easy industrial development:</b> only requirement is to add D-Glu for bacterial growth</li> <li>▪ <b>Safety:</b> Self-destroy in a few hours after removing D-Glu and no reversion to wt phenotype</li> <li>▪ <b>Lack of toxicity</b> in acute infection mice model. Data has been confirmed by external regulatory company</li> </ul> |        |     |
| Na° of dosis             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |        |     |
| Need for booster         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |        |     |
| Reactogenicity           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |        |     |
| Growth of bacteria       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |        |     |
| Risk of disease          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |        |     |
| Risk of transmission     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |        |     |
| Possibility of reversion |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |        |     |
| Humoral immune response  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |        |     |
| Cellular immune response | Yes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Scarce | Yes |

value of  
auxotrophic  
vaccines VS  
traditional  
strategies

## 2. The Product

### d) Current status of development

*P. aeruginosa*



**BIOFABRI, S. L. Early stages of industrial development of an anti-*P. aeruginosa* D-Glu auxotrophic vaccine in GMP conditions: lyophilization, choice of the stabilizers and stability tests**

**Preliminary safety assays in animals with regulatory validity**

*A. baumannii*

*P. aeruginosa*

*S. aureus*

**PRECLINICAL STUDIES with intranasal vaccine administration, testing vaccine efficacy against acute pneumonia**

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## 2. The Product

### e) IPR protection

11<sup>th</sup> October 2013, OEPM



#### Justificante de presentación electrónica de solicitud de patente

Este documento es un justificante de que se ha recibido una solicitud española de patente por vía electrónica, utilizando la conexión segura de la O.E.P.M. Asimismo, se le ha asignado de forma automática un número de solicitud y una fecha de recepción, conforme al artículo 14.3 del Reglamento para la ejecución de la Ley 11/1986, de 20 de marzo, de Patentes. La fecha de presentación de la solicitud de acuerdo con el art. 22 de la Ley de Patentes, le será comunicada posteriormente.

|                         |                                                                 |
|-------------------------|-----------------------------------------------------------------|
| Número de solicitud:    | P201331504                                                      |
| Fecha de recepción:     | 11 octubre 2013, 17:52 (CEST)                                   |
| Oficina receptora:      | OEPM Madrid                                                     |
| Su referencia:          | 900 142                                                         |
| Solicitante:            | Servicio Galego de Saúde (SERGAS)                               |
| Número de solicitantes: | 2                                                               |
| País:                   | ES                                                              |
| Título:                 | Vacunas bacterianas vivas atenuadas auxótrofas para D-glutamato |

# XIV Encuentro de Cooperación Farma-Biotech

## 2. The Product

### e) IPR protection

PCT, 13<sup>th</sup> October 2014, EPO



#### Acknowledgement of receipt

We hereby acknowledge receipt of your request for the processing of an international application according to the Patent Cooperation Treaty as follows:

|                        |                                      |
|------------------------|--------------------------------------|
| Submission number      | 3057271                              |
| PCT application number | PCT/EP2014/071926                    |
| Date of receipt        | 13 October 2014                      |
| Receiving Office       | European Patent Office, The Hague    |
| Your reference         | 176949aa/npo                         |
| Applicant              | SERVIZIO GALEGO DE SAÚDE<br>(SERGAS) |
| Number of applicants   | 2                                    |
| Country                | ES                                   |
| Title                  | LIVE ATTENUATED VACCINES             |

# XIV Encuentro de Cooperación Farma-Biotech

## 2. The Product

### e) IPR protection

15<sup>th</sup> April 2015, OEPM



#### Justificante de presentación electrónica de solicitud de patente

Este documento es un justificante de que se ha recibido una solicitud española de patente por vía electrónica, utilizando la conexión segura de la O.E.P.M. Asimismo, se le ha asignado de forma automática un número de solicitud y una fecha de recepción, conforme al artículo 14.3 del Reglamento para la ejecución de la Ley 11/1986, de 20 de marzo, de Patentes. La fecha de presentación de la solicitud de acuerdo con el art. 22 de la Ley de Patentes, le será comunicada posteriormente.

|                         |                                                  |                  |
|-------------------------|--------------------------------------------------|------------------|
| Número de solicitud:    | P201530508                                       |                  |
| Fecha de recepción:     | 15 abril 2015, 18:27 (CEST)                      |                  |
| Oficina receptora:      | OEPM Madrid                                      |                  |
| Su referencia:          | 900748                                           |                  |
| Solicitante:            | Fundación Profesor Novoa Santos                  |                  |
| Número de solicitantes: | 2                                                |                  |
| País:                   | ES                                               |                  |
| Título:                 | VACUNAS VIVAS ATENUADAS DE STAPHYLOCOCCUS AUREUS |                  |
| Documentos enviados:    | Descripcion.pdf (40 p.)                          | package-data.xml |
|                         | Reivindicaciones.pdf (3 p.)                      | es-request.xml   |



## 2. The Product

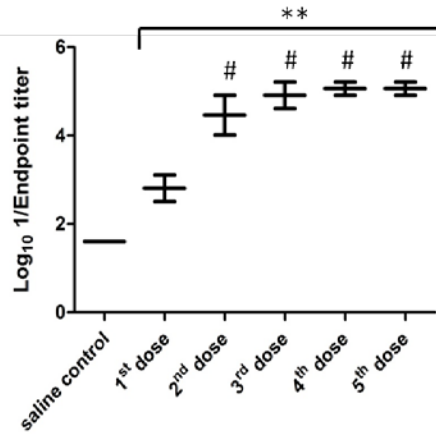
### f) Pitfalls & Risks to be considered:

- Reactogenicity: preclinical studies in mice model did not show toxicity, local or systemic.

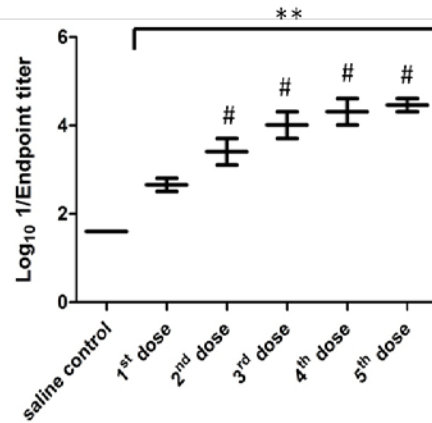
 **We are studying other routes of administration to minimize toxicity, improvement of dosage etc**

# Evaluation of antibody-mediated immune response (IgG) by indirect ELISA, other routes of vaccine administration

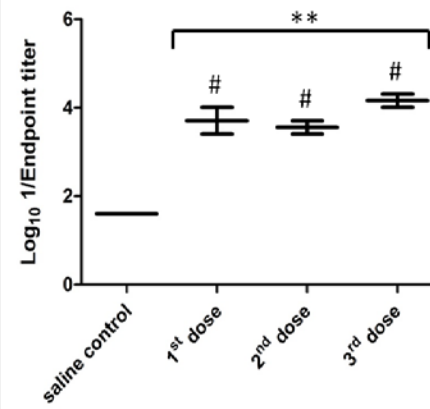
Intraperitoneal 0.4X - IgGs



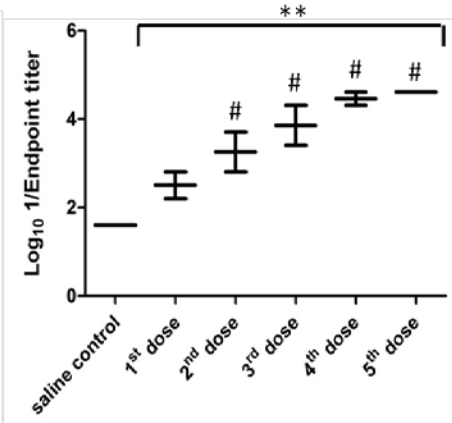
Subcutaneous 0.4X - IgGs



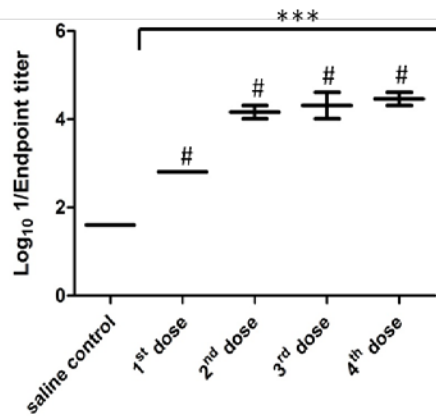
Intramuscular 0.4X - IgGs



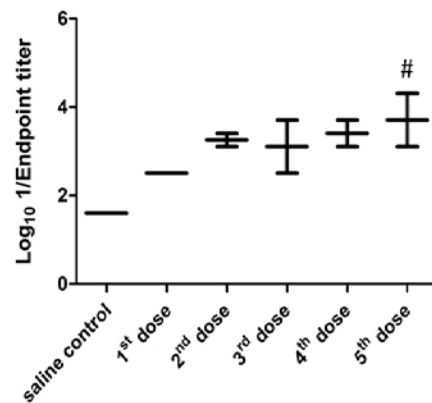
Intranasal 0.4X - IgGs



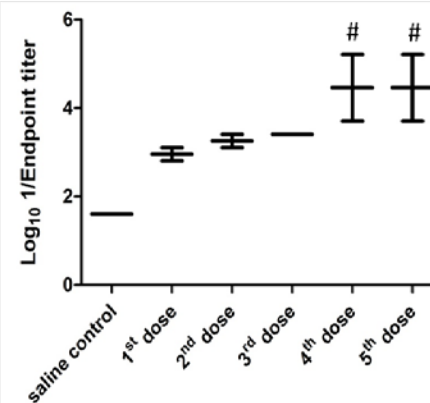
Intraperitoneal 0.04X - IgGs



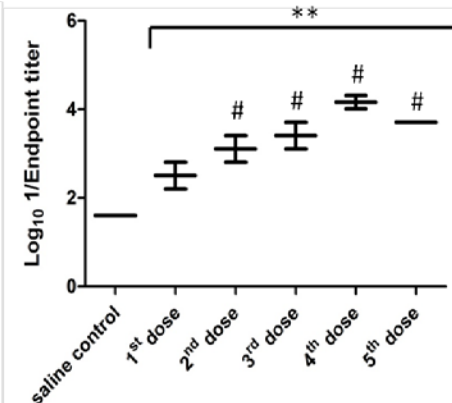
Subcutaneous 0.04X - IgGs



Intramuscular 0.04X - IgGs



Intranasal 0.04X - IgGs



## 2. The Product

### f) Pitfalls & Risks to be considered:

- Lack of efficacy: preclinical studies in mice model: either immunological or challenge with clinical bacterial isolates always showed immune response and protection towards lethal dose of infection with the three studied pathogens in intraperitoneal (sepsis) models.

 We need to evaluate this efficacy in other routes of administration. For example: intranasal, intramuscular.....

- Reduced coverage: The three prototypes recognize heterologous clinical bacterial isolates.

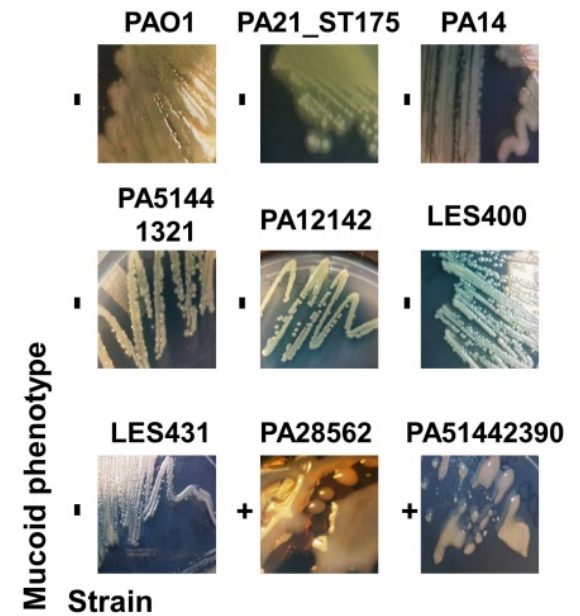
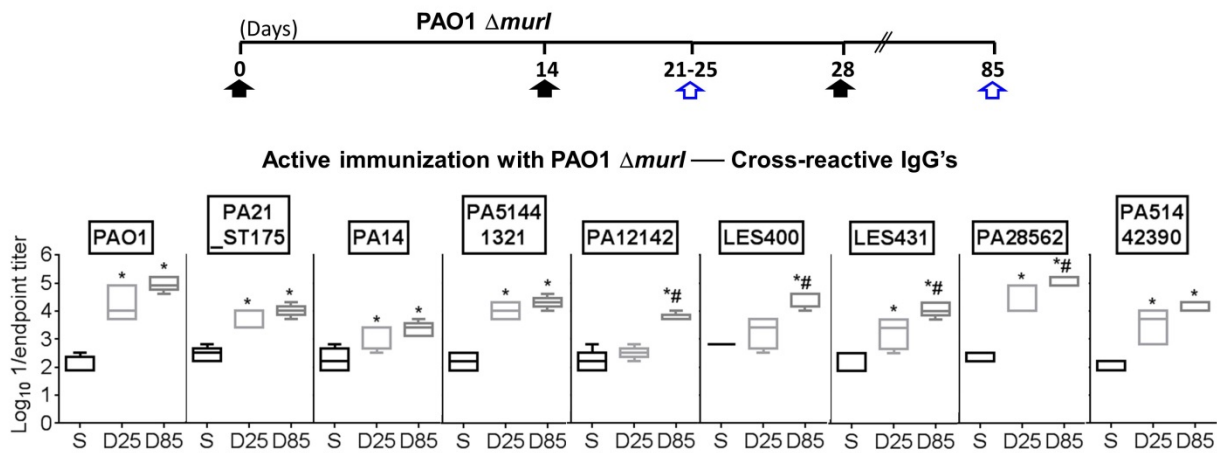
 We need to evaluate this efficacy in worldwide representative bacterial strains, and if necessary incorporate other strains in the final vaccine

- Final formulation: models lyophilization, choice of the stabilizers and stability tests

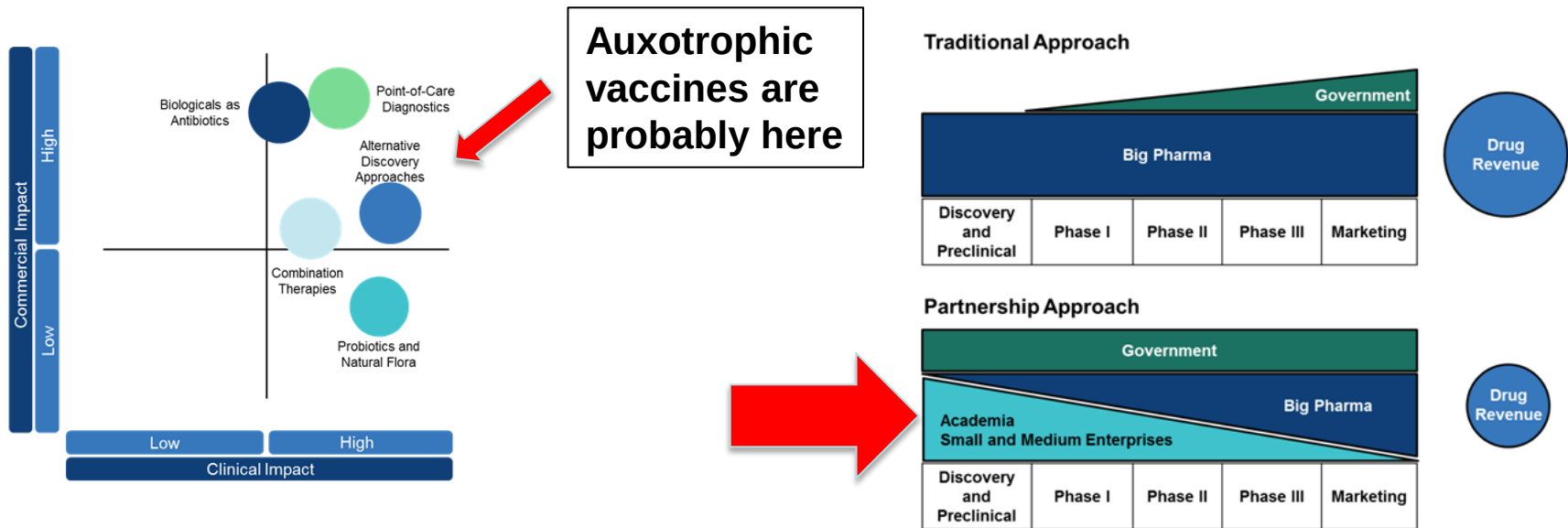
 Biofabri

# *P. aeruginosa*

Different *P. aeruginosa* strain analyzed



## 3. Partnering Opportunities





# Business Opportunity

## Impact of Nosocomial Infections



**Table 2.** Estimated yearly human burden of infections due to the selected antibiotic-resistant bacteria and percentage of this burden due to bloodstream infections, EU Member States, Iceland and Norway, 2007.

| Antibiotic-resistant bacteria <sup>a</sup>                                    | No. cases of infection (four main types) <sup>b</sup><br>(% bloodstream infections) | No. extra deaths<br>(% from bloodstream infections) | No. extra hospital days<br>(% from bloodstream infections) |
|-------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-----------------------------------------------------|------------------------------------------------------------|
| <i>Antibiotic-resistant Gram-positive bacteria</i>                            |                                                                                     |                                                     |                                                            |
| Methicillin-resistant <i>Staphylococcus aureus</i> (MRSA)                     | 171 200 (12%)                                                                       | 5 400 (37%)                                         | 1 050 000 (16%)                                            |
| Vancomycin-resistant <i>Enterococcus faecium</i>                              | 18 100 (9%)                                                                         | 1 500 (28%)                                         | 111 000 (22%)                                              |
| Penicillin-resistant <i>Streptococcus pneumoniae</i> <sup>c</sup>             | 3 500 (27%)                                                                         | — <sup>f</sup>                                      | —                                                          |
| <i>Sub-total</i>                                                              | 192 800 (12%)                                                                       | 6 900 (35%)                                         | 1 161 000 (16%)                                            |
| <i>Antibiotic-resistant Gram-negative bacteria</i>                            |                                                                                     |                                                     |                                                            |
| Third-generation cephalosporin-resistant <i>Escherichia coli</i> <sup>d</sup> | 32 500 (27%)                                                                        | 5 100 (52%)                                         | 358 000 (27%)                                              |
| Third-generation cephalosporin-resistant <i>Klebsiella pneumoniae</i>         | 18 900 (27%)                                                                        | 2 900 (52%)                                         | 208 000 (27%)                                              |
| Carbapenem-resistant <i>Pseudomonas aeruginosa</i> <sup>e</sup>               | 141 900 (3%)                                                                        | 10 200 (7%)                                         | 809 000 (3%)                                               |
| <i>Sub-total</i>                                                              | 193 300 (9%)                                                                        | 18 200 (27%)                                        | 1 375 000 (13%)                                            |
| <b>Total</b>                                                                  | <b>386 100 (11%)</b>                                                                | <b>25 100 (29%)</b>                                 | <b>2 536 000 (14%)</b>                                     |

<sup>a</sup>Data on antimicrobial resistance for *Klebsiella* sp. other than *K. pneumoniae*, *Enterobacter* spp. and *Acinetobacter* spp. were not available from EARSS. Although coagulase-negative staphylococci as well as beta-haemolytic and viridans streptococci are among the 10 most common bacteria isolated from blood cultures [20], they were excluded from the study because reliable resistance data are not available for these bacteria.

<sup>b</sup>Bloodstream infections, lower respiratory tract infections, skin and soft tissue infections and urinary tract infections.

<sup>c</sup>Most fully penicillin-resistant *Streptococcus pneumoniae* isolates are resistant to both penicillin and macrolides.

<sup>d</sup>Resistant to cefotaxime or ceftriaxone or ceftazidime.

<sup>e</sup>Resistant to imipenem or meropenem.

<sup>f</sup>—, could not be calculated



**These infections cause a substantial increase in healthcare expenditure as well as unnecessary deaths**

**They increase hospital burden considerably**

# Impact of Nosocomial Infections



**Table 3.** Estimated yearly economic burden of infections (four main types<sup>a</sup>) due to the selected antibiotic-resistant bacteria, EU Member States, Iceland and Norway, 2007.

| Antibiotic-resistant bacteria <sup>b</sup>         | Extra in-hospital costs (EUR ) | Extra outpatient costs <sup>c</sup> (EUR ) | Productivity losses due to absence from work (EUR ) | Productivity losses due to patients who died from their infection (EUR ) | Overall costs (EUR ) |
|----------------------------------------------------|--------------------------------|--------------------------------------------|-----------------------------------------------------|--------------------------------------------------------------------------|----------------------|
| <i>Antibiotic-resistant Gram-positive bacteria</i> | 424 700 000                    | 5 500 000                                  | 91 100 000                                          | 145 600 000                                                              | 666 900 000          |
| <i>Antibiotic-resistant Gram-negative bacteria</i> | 503 100 000                    | 4 500 000                                  | 59 300 000                                          | 300 300 000                                                              | 867 200 000          |
| <b>Total</b>                                       | <b>927 800 000</b>             | <b>10 000 000</b>                          | <b>150 400 000</b>                                  | <b>445 900 000</b>                                                       | <b>1 534 100 000</b> |

<sup>a</sup>Bloodstream infections, lower respiratory tract infections, skin and soft tissue infections and urinary tract infections.

<sup>b</sup>Gram-positive bacteria: methicillin-resistant *Staphylococcus aureus* (MRSA), vancomycin-resistant *Enterococcus faecium*. Data for penicillin-resistant *Streptococcus pneumoniae* were not available. Gram-negative bacteria: third-generation cephalosporin-resistant *Escherichia coli* and *Klebsiella pneumoniae* (i.e., resistant to cefotaxime or ceftriaxone or ceftazidime) and carbapenem-resistant *Pseudomonas aeruginosa* (i.e., resistant to imipenem or meropenem).

Data on antimicrobial resistance for *Klebsiella* sp. other than *K. pneumoniae*, *Enterobacter* spp. and *Acinetobacter* spp. were not available from EARSS. Although coagulase-negative staphylococci as well as beta-haemolytic and viridans streptococci are among the 10 most common bacteria isolated from blood cultures [20], they were excluded from the study because reliable resistance data are not available for these bacteria.

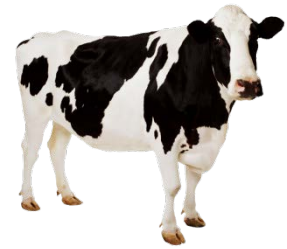
<sup>c</sup>Visit to general practitioner.

**The economic impact of the hospital burden has been quantified**

**Overall the cost is approximately 1,500 million Euros**



# Impact of Bovine Mastitis



- Mastitis:**

The main cause of economic loss in milk production worldwide

The disease is caused by

- Mechanical damage; Automatic milking causes mechanical damage to the mammary gland causing its inflammation.

- **Infection**

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- **Bovine**

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| World's Top 10 Cow's Milk Producing Countries in 2012 (Tonnes) |             |             |             |
|----------------------------------------------------------------|-------------|-------------|-------------|
|                                                                | 2010        | 2011        | 2012        |
| United States of America                                       | 87,474,381  | 89,015,235  | 90,865,000  |
| India                                                          | 54,903,000  | 53,500,000  | 54,000,000  |
| China                                                          | 36,036,043  | 36,928,896  | 37,767,991  |
| Brazil                                                         | 30,715,460  | 32,096,214  | 32,304,421  |
| Russian Federation                                             | 31,585,230  | 31,385,732  | 31,576,047  |
| Germany                                                        | 29,616,284  | 30,323,465  | 30,506,929  |
| France                                                         | 23,331,837  | 24,361,095  | 23,983,197  |
| New Zealand                                                    | 17,010,456  | 17,893,848  | 20,053,000  |
| Turkey                                                         | 12,418,544  | 13,802,428  | 15,977,837  |
| United Kingdom                                                 | 14,071,000  | 13,849,000  | 13,884,000  |
| World                                                          | 597,071,398 | 607,391,767 | 620,361,802 |

*Staphylococcus aureus*  
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**mastitis**

Source: <http://www.dairyco.org.uk/market-information/supply-production/milk-production/world-milk-production/#.U8ulnbnmKDKJ>;  
United States Department of Agriculture (July 2014) Dairy World Markets and Trade

Source: Gasque Gómez, R. (2008) Enciclopedia Bovina, Capítulo IV, 176-181, Universidad Nacional Autónoma de México, facultad de Medicina Veterinaria y Zoología; Wolter *et al.*, La mastitis bovina. <http://www.infolactea.com/descargas/biblioteca/608.pdf>

# Sales Forecasts based on external consulting business

## Realistic Scenario in Nosocomial Diseases

|              | 2025                | 2026                | 2027                | 2028                 | 2029                 | 2030                 | 2031                 | 2032                 | 2033                 |
|--------------|---------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| USA          | 7.909.405 €         | 26.590.395 €        | 40.227.056 €        | 54.095.257 €         | 54.558.371 €         | 55.025.449 €         | 55.496.526 €         | 55.971.636 €         | 56.450.814 €         |
| France       | 2.096.829 €         | 7.011.296 €         | 10.549.846 €        | 14.110.467 €         | 14.154.611 €         | 14.198.893 €         | 14.243.313 €         | 14.287.873 €         | 14.332.571 €         |
| Germany      | 3.482.658 €         | 11.583.380 €        | 17.336.933 €        | 23.065.174 €         | 23.014.549 €         | 22.964.035 €         | 22.913.631 €         | 22.863.338 €         | 22.813.156 €         |
| UK           | 1.647.808 €         | 5.518.184 €         | 8.315.691 €         | 11.139.045 €         | 11.190.740 €         | 11.242.676 €         | 11.294.852 €         | 11.347.271 €         | 11.399.933 €         |
| Spain        | 964.517 €           | 3.233.956 €         | 4.879.448 €         | 6.544.172 €          | 6.582.639 €          | 6.621.332 €          | 6.660.252 €          | 6.699.400 €          | 6.738.779 €          |
| Italy        | 1.454.372 €         | 4.851.368 €         | 7.282.247 €         | 9.716.594 €          | 9.723.531 €          | 9.730.473 €          | 9.737.420 €          | 9.744.372 €          | 9.751.328 €          |
| <b>Total</b> | <b>17.555.590 €</b> | <b>58.788.579 €</b> | <b>88.591.220 €</b> | <b>118.670.710 €</b> | <b>119.224.441 €</b> | <b>119.782.857 €</b> | <b>120.345.994 €</b> | <b>120.913.890 €</b> | <b>121.486.582 €</b> |

**The peak sales are approximately \$120 million**

## Optimistic Scenario in Nosocomial Diseases; Sales Forecasts

|              | 2025                | 2026                 | 2027                 | 2028                 | 2029                 | 2030                 | 2031                 | 2032                 | 2033                 |
|--------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| USA          | 21.091.748 €        | 70.907.720 €         | 107.272.149 €        | 165.892.122 €        | 181.861.236 €        | 183.418.164 €        | 184.988.420 €        | 186.572.120 €        | 188.169.378 €        |
| France       | 5.591.544 €         | 18.696.789 €         | 28.132.922 €         | 43.272.099 €         | 47.182.036 €         | 47.329.642 €         | 47.477.711 €         | 47.626.242 €         | 47.775.238 €         |
| Germany      | 9.287.088 €         | 30.889.013 €         | 46.231.822 €         | 70.733.201 €         | 76.715.163 €         | 76.546.782 €         | 76.378.771 €         | 76.211.128 €         | 76.043.853 €         |
| UK           | 4.394.155 €         | 14.715.158 €         | 22.175.176 €         | 34.159.737 €         | 37.302.468 €         | 37.475.586 €         | 37.649.508 €         | 37.824.236 €         | 37.999.776 €         |
| Spain        | 2.572.047 €         | 8.623.883 €          | 13.011.861 €         | 20.068.795 €         | 21.942.130 €         | 22.071.105 €         | 22.200.839 €         | 22.331.335 €         | 22.462.598 €         |
| Italy        | 3.878.325 €         | 12.936.980 €         | 19.419.324 €         | 29.797.556 €         | 32.411.770 €         | 32.434.910 €         | 32.458.066 €         | 32.481.239 €         | 32.504.428 €         |
| <b>Total</b> | <b>46.814.906 €</b> | <b>156.769.543 €</b> | <b>236.243.255 €</b> | <b>363.923.510 €</b> | <b>397.414.802 €</b> | <b>399.276.189 €</b> | <b>401.153.314 €</b> | <b>403.046.300 €</b> | <b>404.955.272 €</b> |

**The product has potential peak sales of approximately \$400 million**

## Estimates Sales in Mastitis

|              | 2020             | 2021               | 2022               | 2023               | 2024               | 2025               | 2026               | 2027               | 2028               | 2029               | 2030               | 2031               | 2032               | 2033               |
|--------------|------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| USA          | 166.282 €        | 556.618 €          | 838.458 €          | 1.291.073 €        | 1.691.131 €        | 1.698.283 €        | 1.705.466 €        | 1.712.679 €        | 1.719.923 €        | 1.727.197 €        | 1.734.503 €        | 1.741.839 €        | 1.749.206 €        | 1.756.604 €        |
| Total EU     | 305.606 €        | 1.032.389 €        | 1.569.416 €        | 2.438.810 €        | 3.223.850 €        | 3.267.218 €        | 3.311.170 €        | 3.355.713 €        | 3.400.855 €        | 3.446.604 €        | 3.492.969 €        | 3.539.958 €        | 3.587.578 €        | 3.635.840 €        |
| <b>Total</b> | <b>471.888 €</b> | <b>1.589.007 €</b> | <b>2.407.874 €</b> | <b>3.729.883 €</b> | <b>4.914.980 €</b> | <b>4.965.501 €</b> | <b>5.016.636 €</b> | <b>5.068.392 €</b> | <b>5.120.778 €</b> | <b>5.173.802 €</b> | <b>5.227.472 €</b> | <b>5.281.796 €</b> | <b>5.336.784 €</b> | <b>5.392.444 €</b> |

**The product has potential peak sales of approximately \$5,2 million**

## WORKING PATH or WORK PLAN:

### Co-development agreement with an industrial partner

- Spin-off (in progress)
- Investor contacts start: Big Pharma. **Walking hand in hand from now. Negotiate with Pharma a workplan for mutual benefit. To design a working path with milestones and deliverables. Investments according to the delivery of the deliverables. To decide final clinical indications in each prototype**
- Complete preclinical phase according to clinical indications
- Move towards clinical phase with specific indications.



Thank you!

