



# AB•BIOTICS

farmaindustria



MEDICAMENTOS INNOVADORES  
Plataforma Tecnológica Española

## Presentación de resultados del Programa de Cooperación Farma-Biotech (2011-2014)

Barcelona, 1 de julio de 2015

## COMPANY OVERVIEW – MISSION AND VALUES

### HISTORY

**AB-Biotics** was founded in 2004 at the *Universitat Autònoma de Barcelona (UAB)* with two technology platforms:

- Research in its own collection of *550 strains* of probiotic bacteria
- Develop of *advanced genetic tools* for pharmacogenetics



2004	2008	2010	2011	2012	2013
<ul style="list-style-type: none"> <li>– Company Founded at <i>Universitat Autònoma Barcelona</i></li> </ul>	<ul style="list-style-type: none"> <li>– 1st Financing Round: Business Angels – € 1M</li> </ul>	<ul style="list-style-type: none"> <li>– INITIAL PUBLIC OFFER – € 3,5M</li> <li>– R&amp;D in Genotyping</li> </ul>	<ul style="list-style-type: none"> <li>– Capital Increase in Alternative Investment Market (MAB-Spain) – € 4,3M</li> <li>– Clinical Trials FI Financing</li> </ul>	<ul style="list-style-type: none"> <li>– Capital Increase in MAB – € 4,3M</li> <li>– International Expansion of Genotyping Services (US, BR)</li> </ul>	<ul style="list-style-type: none"> <li>– Capital Increase in MAB – € 1,2M</li> <li>– Launching comercial operations</li> </ul>
					

### MISSION

**AB-Biotics** strives to improve health by *developing products* and *providing services* that help support healthy living and prevent diseases.



### VISION

**AB-Biotics** aspires to set a *standard in the European biotechnology* industry for both value and profitability.



## COMPANY OVERVIEW – CURRENT SNAPSHOT

### KEY FIGURES

AB-BIOTICS (GROUP)	2015
Patents filed	124
Products to Market	10
R&D Exp. As % of Rev	29%
Employees (FTE)	31
PhD Scientists (FTE)	21
Business Development team (FTE)	7
International Presence	22 markets

**Public company that aspires to establish *state-of-art solutions* that improve people's health.**

### LOCATIONS



#### GIRONA:

Office and laboratory at Science Park of Universitat de Girona. Authorized genetic laboratory provided by the most advanced genotyping technology, capable of processing more than 20,000 samples/yr.



#### BARCELONA:

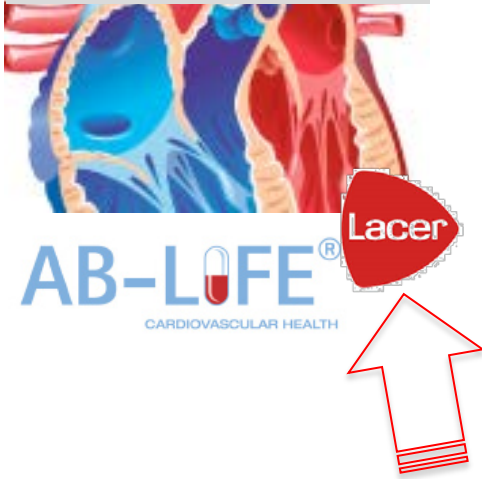
Company Headquarters  
ESADE Creapolis  
St. Cugat del Vallés.



# PRODUCT PORTFOLIO

## PRODUCT PORTFOLIO

CARDIO-METABOLIC



PAEDIATRIC



AB - Kolicare

GASTRO-  
INTESTINAL



i3.1  
Gastrointestinal well-being

ORAL CARE



AB:Dentalac<sup>®</sup>  
Avantbise<sup>®</sup>  
AB-Dentisani

URO-  
GYNAECOLOGY



AB-INTIMUS  
AB-CYSTITIS

WEIGHT  
MANAGEMENT



LipiGO<sup>®</sup>

RENAL



Renadyl<sup>™</sup>

DERMATOLOGY



PROBIO 65<sup>®</sup>

COUGH &  
COLD



AB-INMUNO

CNS



neurofarmagen<sup>®</sup>



# AB-LIFE – LACER

(12) INTERNATIONAL APPLICATION PUBLISHED UNDER THE PATENT COOPERATION TREATY (PCT)

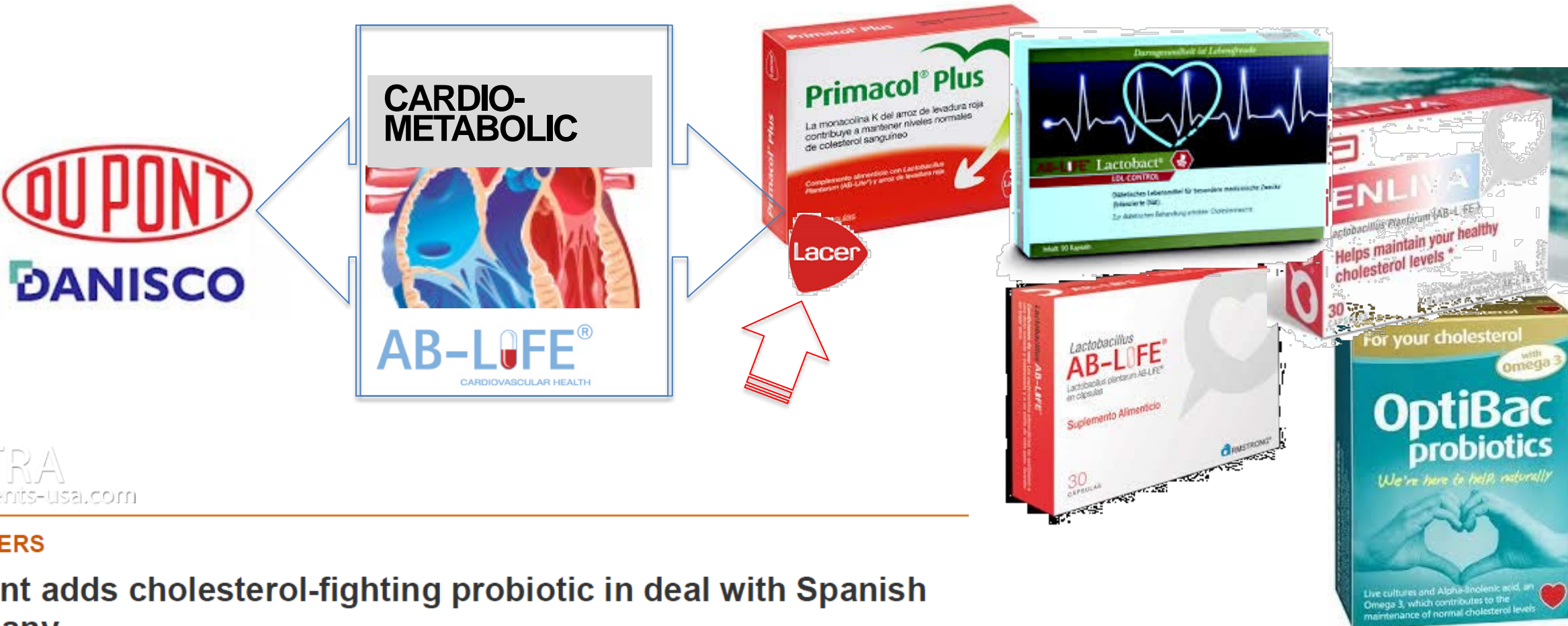
Patente presentada en 2009, vigente hasta 2030.  
Patentado en las 32 principales economías.

Property Organization  
International Bureau

Publication Date  
(14.04.2011)



(10) International Publication Number  
**WO 2011/042333 A1**



NUTRA  
ingredients-usa.com

## SUPPLIERS

**DuPont adds cholesterol-fighting probiotic in deal with Spanish company**

04-Jun-2014 - By Hank Schultz

**Up to 15 license agreements in different territories. .**

## COMPANY LICENSING DEALS



R&D for development of functional ingredients, mainly **probiotics** for application in **functional foods** and **food supplements**.



Division dedicated to the development of **advanced genetic tools for pharmacogenetics**. The company has appropriate human and technical resources for conducting genetic analysis.

BioPharma



FRUTAROM  
FOUNDED 1913



iLife Discoveries  
innovating life through science



HANALL  
BIOPHARMA



SUANFARMA



gsk  
GlaxoSmithKline



ExpatBiotics  
HEALTHCARE INNOVATION



DU PONT



Lacer



scientia



Pharmaprim AB



Xpi Xediton  
Pharmaceuticals Inc.



SANOFI



FB  
HEALTH



leti  
laboratorios



Abbott  
A Promise for Life



OptiBac  
probiotics



Bagó



GENPHARM



ARMSTRONG  
LABORATORIOS



Johnson & Johnson



한정제약



DAEWOONG



CMS Dental  
Our Innovation Your Success



MatrixPharma



anaBIOsis



Natrapharm



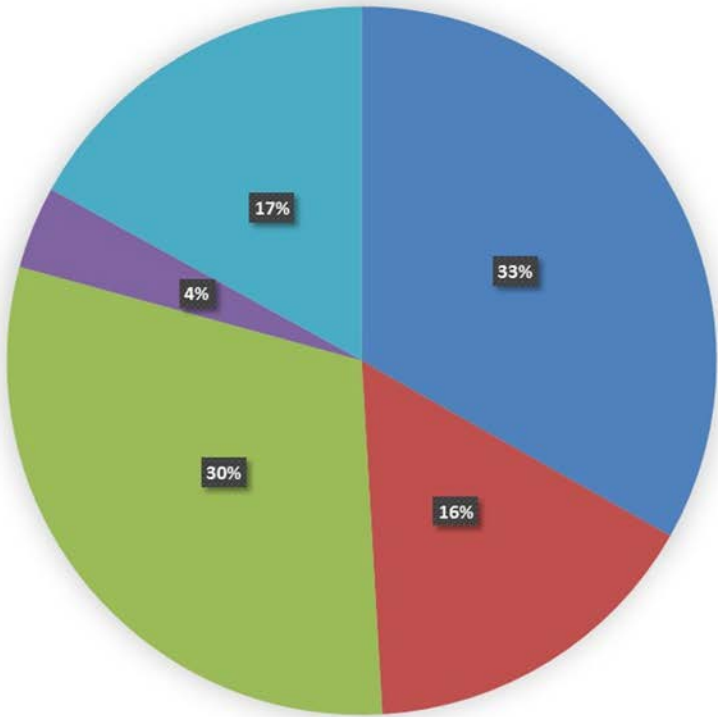
# LATEST FIGURES

Year	Business Structure
2012	10/10/80
2013	20/20/60
2014	40/25/35

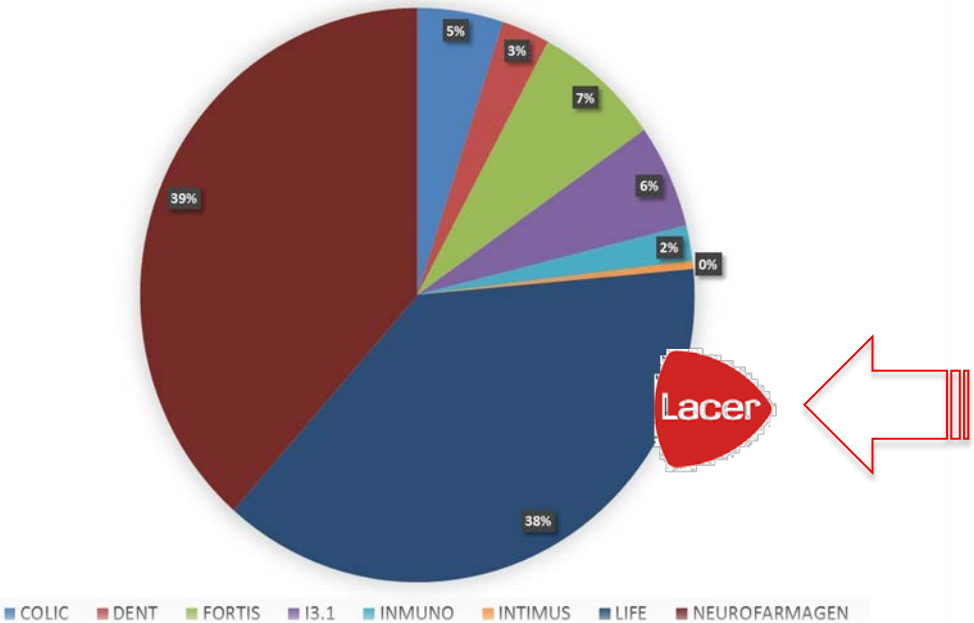
Year	Sales abroad
2012	16%
2013	44%
2014	73%

Year	Contribution Margin
2013	65%
2014	69%

Expected 2015 Revenue (%) by Region



Expected 2015 Revenue (%) by Product Category



# EXPECTATIONS.....

Business Area	Submissions	Approved
EUROPA	35	14
ASIA	42	14
NORTH AMERICA	6	4
LATAM	21	3
MEA	60	4
<i>Total</i>	<i>164</i>	<i>39</i>

Year	License Agr.
2010	1
2011	2
2012	9
2013	5
2014	29







**AB·BIOTICS**



# THANK YOU