



PRESS KIT
AB-BIOTICS

INNOVATING IN A NEW BIOTECHNOLOGICAL PARADIGM

Biotechnology has created a new paradigm in the field of health.

Applying technology and innovation to biological processes and living organisms has helped make great advances that allow us to modulate microbiomes by taking probiotics and other such medical solutions, as well as adapt therapies to the patient's needs and genetic profile.

These advances translate into improved health and wellbeing, more efficient treatments, less secondary effects, an increase in the patient's life quality, and reduced costs for the health system.

In this context, AB-Biotics was founded in **2004** as a spin-off of the Autonomous University of Barcelona (UAB) launched by **Miquel Àngel Bonachera** and **Sergi Audivert**, currently executive directors and members of the company's Board of Directors.



Miquel Àngel Bonachera



Sergi Audivert

It was decided from the beginning that the company's efforts would focus on **two fields**:

▸ PROBIOTICS

being the relation between microbiota-pathology and action mechanism the key element for innovating and patenting strains from AB-Biotics' own unique collection.

▸ PRECISION MEDICINE

with the goal of improving drug efficiency and optimising healthcare expenditures.



AB-Biotics is currently a leading biotechnology company with an international vocation, and it divides its activities into these two main business areas (probiotics & Neurofarmagen) based on research, development, intellectual protection and the distribution of their own exclusive biotechnological solutions through a **Business to Business** (B2B) model.

AB-Biotics counts with a team who are highly qualified in a variety of fields, including biotechnology, biochemistry, pharmacy, genetics and microbiology, to name a few.

In 2010, the company launched a public offering for subscriptions on the Spanish Alternative Stock Market, being the first Catalan biotechnology company and the second Spanish one to be listed on the exchange's Growing Companies segment.

A BUSINESS MODEL TO CREATE EXTRA VALUE

Besides developing products, the business model of AB-Biotics is based on a form of **integral management** that includes all stages of the process, from designing the formula and developing pharmaceuticals to registering, documenting and protecting the product for its subsequent com-

mercialisation, all to obtain distinguished and patentable biotechnological solutions (**mainly probiotic strains and pharmacogenetic tests**).

In this respect, the company counts with R&D, Clinic and Regulatory services.

▸ R&D

The R&D professionals identify and study new strains and other biotechnologically active substances to include them as active substances in foodstuffs, food supplements, cosmetics and medications that contribute to improving people's lives. The aim is to discover new probiotic strains with specific properties and a high added value for the end products in which they will be included.

▸ CLINIC

All products developed on an R&D level are studied and validated through clinical trials to test the efficiency of the desired properties. The clinic's activities include putting together technical documents and managing the publication of results in journals indexed in specific areas of interest.

▸ REGULATORY

All products are documented, and specific technical dossiers are put together to comply with the corresponding regulations (Food supplements, Health products, Cosmetics, amongst others) to guarantee their entry with the best guarantees into the markets all over the world where they will be commercialised.



AB-BIOTICS COUNTS WITH TWO MAIN BUSINESS AREAS:

PROBIOTICS

On the one hand, the clinically documented **PROBIOTICS** business, where the company has developed a portfolio of probiotic products for the pharmaceutical and food sectors. Specifically, they're based on functional ingredients useful for preventing and treating a wide range of maladies, from gastrointestinal disorders or conditions related to women's gynaecological health, to cardiovascular diseases and baby colic, amongst others. The probiotics of AB-BIOTICS are sold in 66 countries through 78 licensees, most of which are pharmaceutical companies.

This area is growing quickly, and it accounts for 91,8% of the company's turnover. This volume is expected to keep rising with a two-digit yearly growth over the next few years, in accordance with the expected growth of the probiotic market on a global level. This growth is due to the increased knowledge of the relation between human microbiota and the development of certain pathologies, innovation in the formats and types of products containing probiotics, and a population with an increasingly longer life expectancy.

PRECISION MEDICINE

On the other hand, precision medicine accounts for the remaining 8,2% of the company's turnover. It combines pharmacogenetics and pharmacology in a precise medical system that improves psychiatric patients' treatments (Neurofarmagen).

The **NEUROFARMAGEN** personalised medication platform - applied to more than 50 psychiatric drugs prescribed for treating diseases such as depression, epilepsy, schizophrenia or Attention Deficit Hyperactivity Disorder (ADHD) - analyses the main polymorphisms present in the genes associated with the pharmacokinetics and pharmacodynamics of the most commonly used drugs in neuropsychiatry and can thus predict the response of each patient.

Neurofarmagen is the first pharmacogenetic analysis applied to psychiatry with proven clinical utility. It was launched into the market in 2010 and is commercialised in 17 countries all over the world.

A GROWING EVOLUTION ON THE EXCHANGE

Following the establishment of a distinctive business model, the company decided to increase its financial capacity with a flotation on the Spanish Alternative Stock Market (MAB, by its initials in Spanish) on 20 July 2010, with the goal of boosting the implementation of new projects, promoting investigation and innovation, and perfecting the competitiveness of its product portfolio.

AB-Biotics was successfully listed on the MAB with a valuation of €12.65M and a share price of €2.53. It has since enjoyed a long financing trajectory on the stock market that allowed it to firmly position itself both on the national and international markets.

The growing evolution of the company in recent years is reflected by its figures, with a total market capitalisation of €42.51M.

At the same time, the company's sales have increased notable over the last few years and it is expecting to make a profit in 2018. It counts with a solid balance and high financial solvency, which, together with the good prospects of the probiotics market, gives the AB-Biotics share a strong value potential.

2019

€42'51M



ENTRY OF KANEKA:

A SOLID BOARD OF DIRECTORS AND A LONG-TERM STRATEGY



KANEKA
PROBIOTICS

The shareholding of AB-Biotics is composed of an international segment that represents just over 42% of the company's shares with a 37.77% of said shares being in the hands of the Japanese multinational **Kaneka Corporation** (4118:JP), which joined the company's capital in the first quarter of 2018. The two founding partners, Miquel Àngel Bonachera and Sergi Audivert, jointly hold 19.82% of the company, whereas Luis Sánchez-Lafuente controls 9.79%. Dividing the stock thusly gives the company the necessary solidity for facing the growth it expects to undergo over the next few years.

With the entry of Kaneka, AB-Biotics entered a new phase and created a new Board of Directors, consisting of 8 board members, in order to successfully address the ambitious upcoming projects described in the business plan.

In this sense, the company's highest governing body consists of the two founding partners and executive directors of AB-Biotics; Shinji Mizu-

sawa, president of Kaneka Europe Holdings; Philip Claes, general secretary of Kaneka Europe Holdings; Kazuhiko Fujii, president of Kaneka Americas Holdings; Hitoshi Yahara, head of Kaneka Corporation Japan's Health and Nutrition branch; Josep Maria Echarri, managing director of Inveready Asset Management; and the economist Joan Ramón Ramos, who developed his career as a partner of PWC's Auditing department.

With this new board of directors, AB-Biotics has laid out a new long-term strategy that involves expanding its position in the US and the overall growth of the company.

Parallely, the company is improving its financial capacity to better aid in the development of new products and patents for the future.

This has all contributed to creating value for the shareholder and improving the liquidity of the share.