



**BIOSEARCH**  
**LIFE**

# Results

## H1 2020



H1 2020

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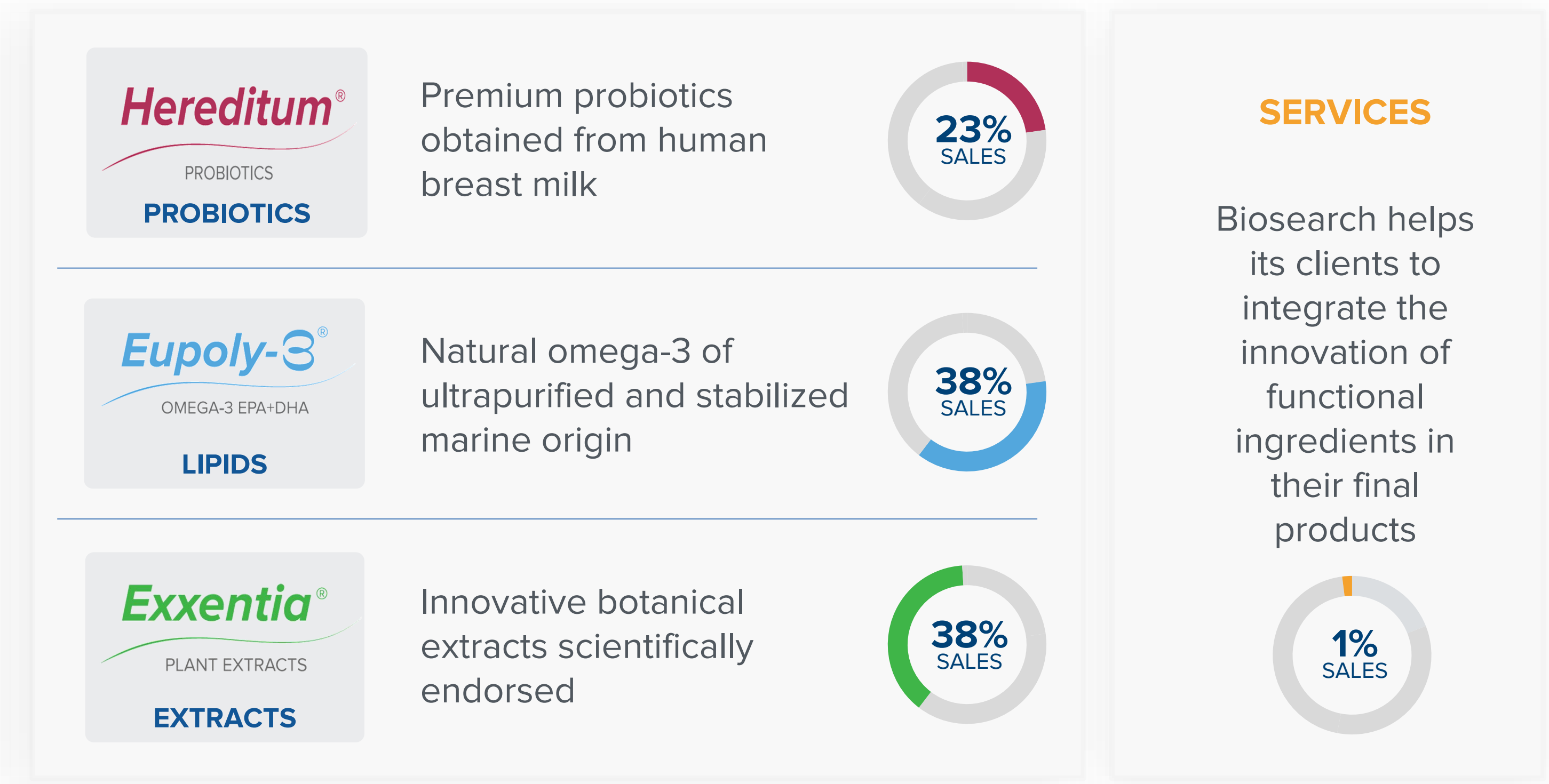
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## FACTSHEET

# Who we are

- Biotechnology company focused on providing innovative solutions based on healthy ingredients of natural origin, integrating unique and differentiated R&D skills, production techniques and extensive marketing capacity.
- Present in all the main international markets within the pharmaceutical, nutraceutical and functional food sectors, providing a wide range of high-quality products and services.
- Biosearch Life wants to transform its daily effort and scientific experience in health and well-being for people, providing healthy solutions specialized in the markets of Children, Functional Dairy, Women's Health and Seniors.

## 3 PRODUCT PLATFORMS



% H1 2020 SALES



# H1 2020



## 25.8% sales growth driven by growth in all three businesses

- ✓ The extracts business has been the main driver of the Company's total growth, thanks to the sustained growth of Caronositol® and products aimed at strengthening the immune system.
- ✓ Significant growth in probiotics mainly due to the recovery of sales from one of APAC's main customers in the Women's Health area and the increase in orders from European customers in Children's Health.
- ✓ The lipid business continued its positive growth path, driven mainly by the Children's Health segment in Europe and the launch of Eupoly-3® DHA Algae.
- ✓ Significant increase in EBITDA of 92.8% vs. M6 2019, driven by increased sales in all business lines, led by extracts, and accompanied by a containment of operating expenses.



## Solid financial structure

- ✓ Sanitized financial position with almost no debt
- ✓ The generation of cash has allowed the company to dispose of cash amounting to 3,644 thousand euros.



## Strong product pipeline demonstrates Biosearch's commitment to R&D

### GERAS Project

- ✓ To prevent and/or palliate the pathologies typical of the loss of functionalities associated with age through extracts.
- ✓ Enhance the differentiation of extract products.
- ✓ Application for two patents to mitigate cognitive impairment and improve cardiovascular health in adulthood.

### GESTA HEALTH Project

- ✓ Products designed to promote healthier pregnancy and breastfeeding by modulating the microbiota in women.
- ✓ Application for two patents for the treatment of vaginal infections and female infertility.





## Impact in Biosearch Life

# COVID-19

### POSITIVE SALES IMPACT

- ✓ The impact of the COVID-19 pandemic has had a positive effect on the company's sales.
  - ✓ Sales growth registered due to increased demand for immune-enhancing products from the extracts segment.
  - ✓ Customer orientation towards brands that guarantee the quality and safety of their products.

### NON-SIGNIFICANT OPERATING EXPENSES ASSOCIATED WITH COVID-19

- ✓ Extraordinary operating expenses associated with COVID-19, mainly for prevention and health measures, which have not had a significant impact on the results of the Company.

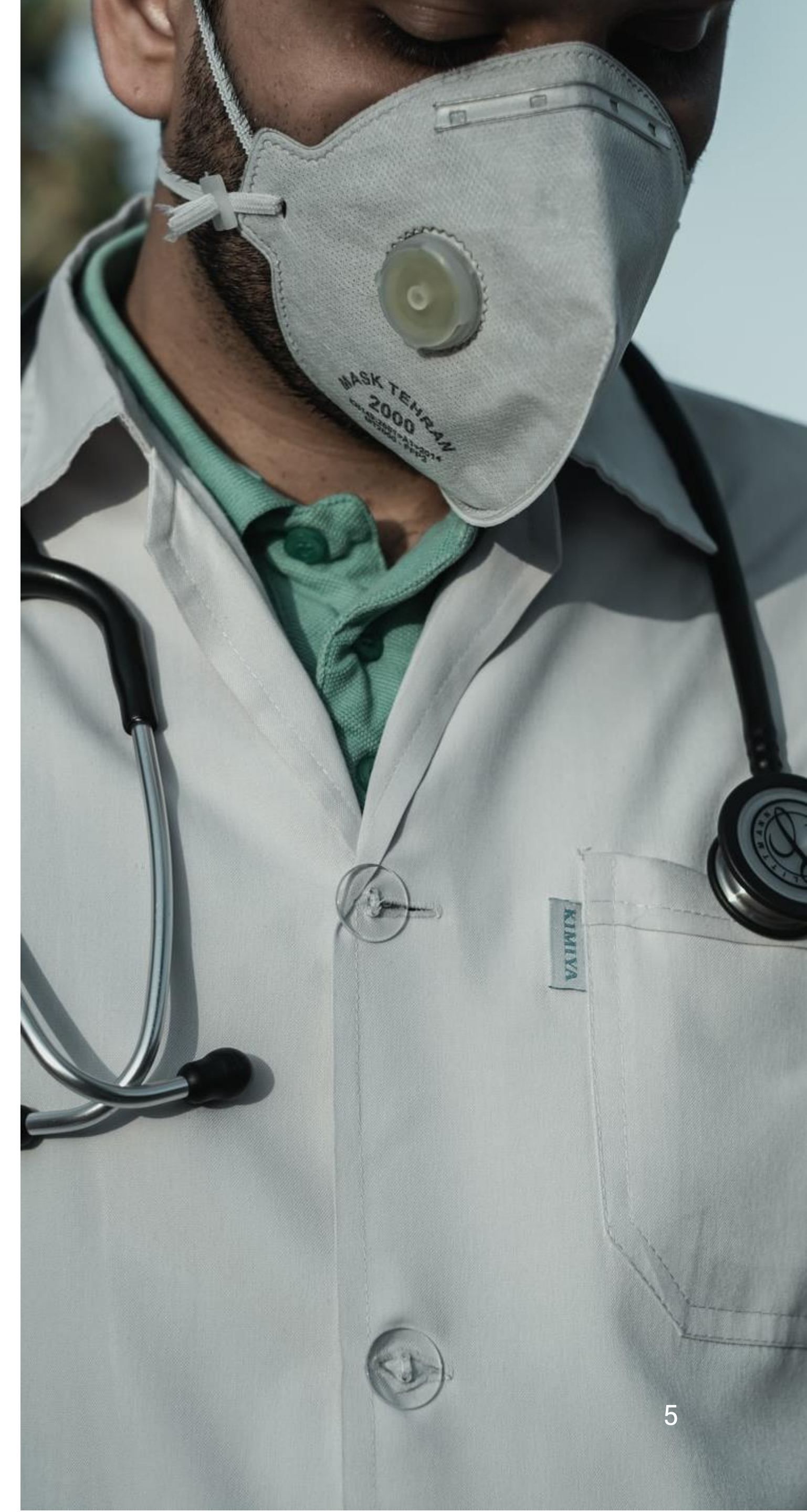
### SOLID FINANCIAL STRUCTURE

- ✓ No liquidity tensions have been generated to face payments with suppliers.
- ✓ There have been no delays in collections from customers affected by this situation.
- ✓ The projections on which possible impairment of assets are based have not been affected.

### R+D+i

- ✓ On April 23rd, the clinical trial of Hereditum® Immunactiv K8 started in the Hospital Universitario Clínico San Cecilio in Granada.

To date, the company has not detected other potential impacts derived from the COVID-19 pandemic. However, depending on the evolution of the pandemic in H2 2020 and how the company could be affected by it, the potential impacts will be reported.







H1 2020

# Financial Results





## H1 2020

# P&L

(€ thousands)	H1 2020	H1 2019	Var. % 20 - 19
<b>REVENUES</b>	<b>14,268</b>	<b>11,339</b>	<b>25.8%</b>
<b>Sales of products</b>	<b>14,167</b>	<b>11,153</b>	<b>27.0%</b>
<i>Probiotics</i>	3,243	2,200	47.4%
<i>Lipids</i>	5,408	5,129	5.4%
<i>Extracts</i>	5,516	3,824	44.2%
<b>Services</b>	<b>101</b>	<b>186</b>	<b>(45.7%)</b>
<b>EXPENSES</b>	<b>6,544</b>	<b>6,709</b>	<b>(2.5%)</b>
<b>EBITDA</b>	<b>1,968</b>	<b>1,021</b>	<b>92.8%</b>
<b>PBT</b>	<b>1,189</b>	<b>232</b>	<b>412.5%</b>
<b>NET PROFIT</b>	<b>1,047</b>	<b>174</b>	<b>501.7%</b>
Excluding the extraordinary effect of the expenses related to termination indemnities from the EBITDA:			
<b>Adjusted EBITDA<sup>1</sup></b>	<b>2,296</b>	<b>1,137</b>	<b>101.9%</b>

## INCOME

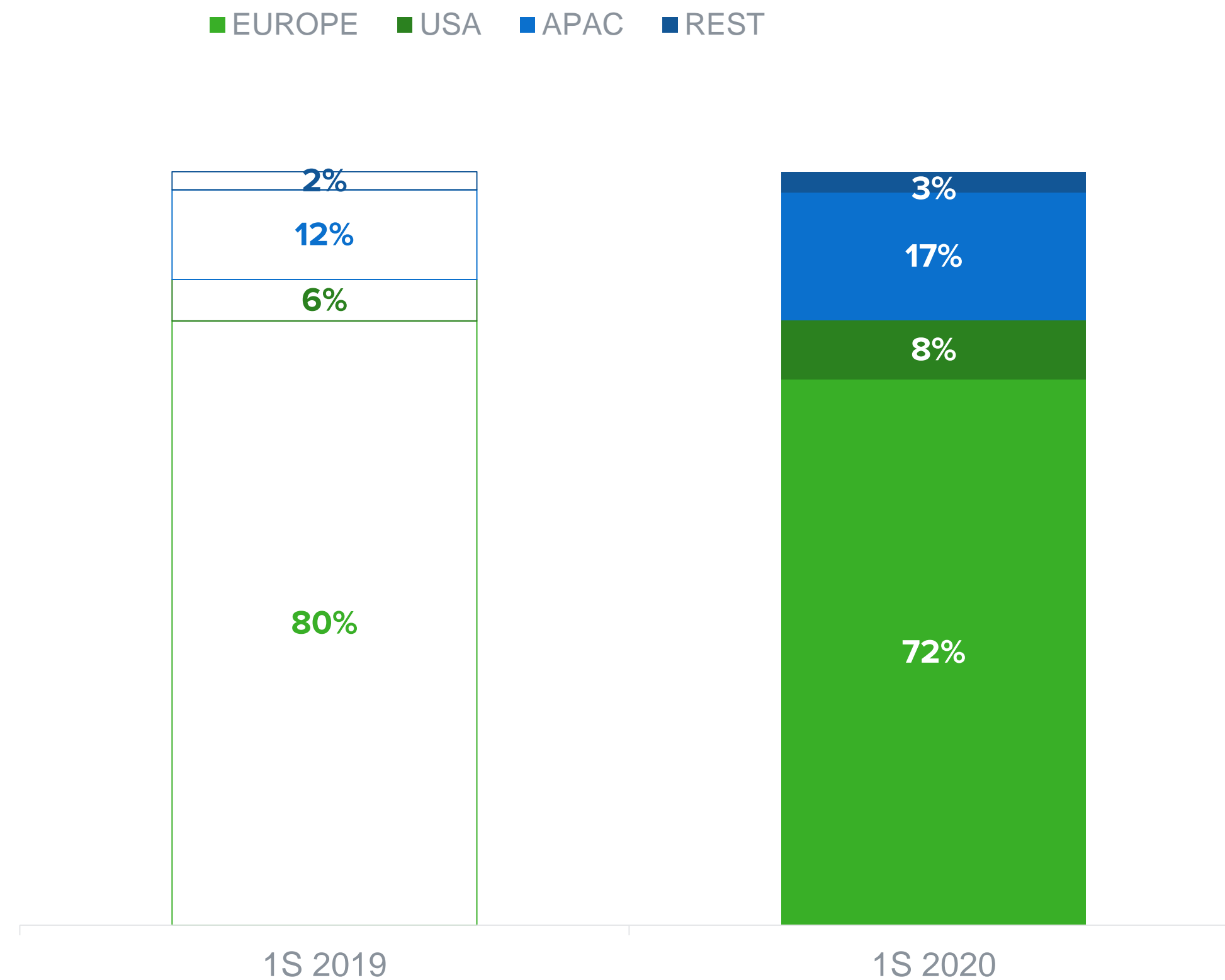
- 25.8% growth compared to M6 2019 mainly due to:
  - PROBIOTICS:** Growth of 47.4% due to the regularization of orders from one of APAC's main clients in the Women's Health area after the overstocking suffered in 2019, the change in the distribution model in the Chinese market and the increase in orders from European clients in Children's Health.
  - LIPIDS:** Growth of 5.4% in sales, driven primarily by the Children's Health segment in Europe and the launch of Eupoly-3<sup>®</sup> DHA Algae
  - EXTRACTS:** It recorded growth of 44.2% to 5,516 thousand euros, being the main driver of the Company's total growth. Sales of Caronositol<sup>®</sup> and products designed to boost the immune system continued to grow, as a result of increased consumer awareness of natural products aimed at prevention and health.
  - SERVICES:** In line with the Company's strategy to reduce this line of activity.

## EBITDA

- EBITDA of 1,968 thousand euros in 6M 2020, which represents a notable growth of 92.8% compared to 6M 2019, driven by the increase in sales in all business lines, led by extracts, and also accompanied by a containment of operating expenses. The EBITDA-to-revenues ratio stood at 13.8%.
- The stock reduction plan contemplated in the Company's 2020 strategy continues.
- Isolating the extraordinary effect of the compensation expense recorded in 2020, EBITDA would have amounted to 2,296 thousand euros in H1 2020, with a year-on-year change in EBITDA of 101.9%.



## GEOGRAPHICAL BREAKDOWN (% OF SALES)



### EUROPE

- It represents 72.4% of total sales, with the majority of its multinational customers having global purchasing processes centralized in this region.
- Domestic sales account for 25.7% of sales in Europe.
- Europe continues to be the main destination for lipids, with 49.9% represented, due to the presence of multinational clients with global purchasing processes in this area.
- Sales of probiotics aimed at the European market grew by 28.8%, led by products aimed at children's health.
- Growth was maintained in extracts mainly from products aimed at improving the immune system and those aimed at Women's Health.

### USA

- Relevant market for its growth potential mainly in the lines of extracts and probiotics.
- The extracts business continues to be the main driver of sales growth in the United States, increasing its sales by 60.4% in the period.
- Probiotics increased its weight in this market.

### APAC

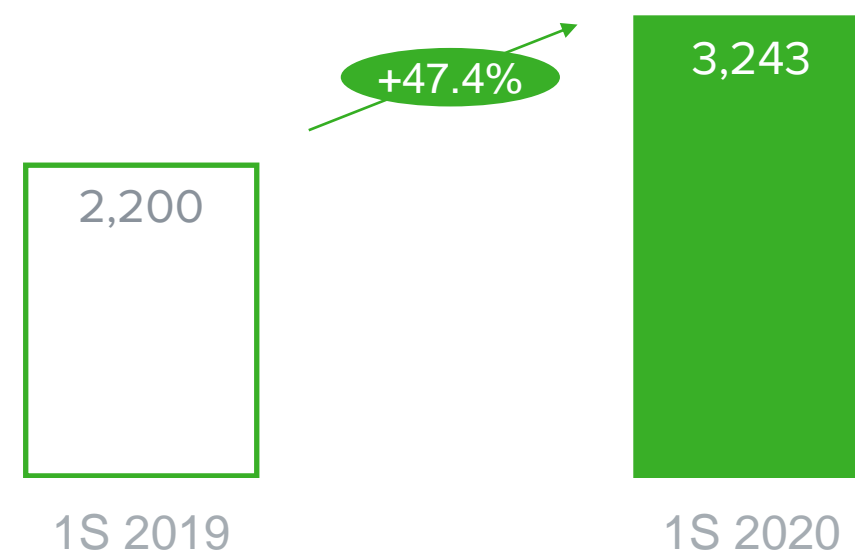
- APAC rose by 5.1 percentage points to 17.0% of the Company's total sales, mainly in the field of women's health.
- Extracts sales continue to be the most relevant, with 56.1% of sales directed to this market.
- Growth of 97.7% in probiotics in APAC as a result of the increase in consumption by current and new clients in the field of Women's Health, driven by the recovery of sales by one of APAC's main clients and the change in the distribution model in the Chinese market.



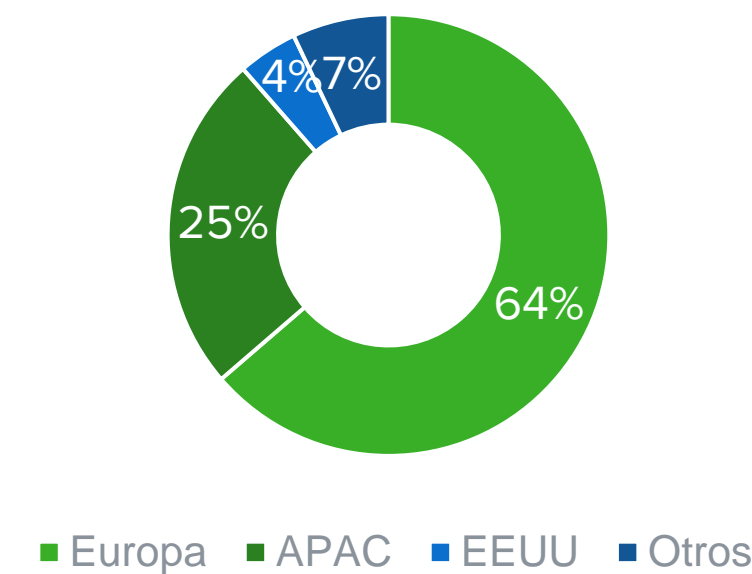
H1 2020

# Probiotics

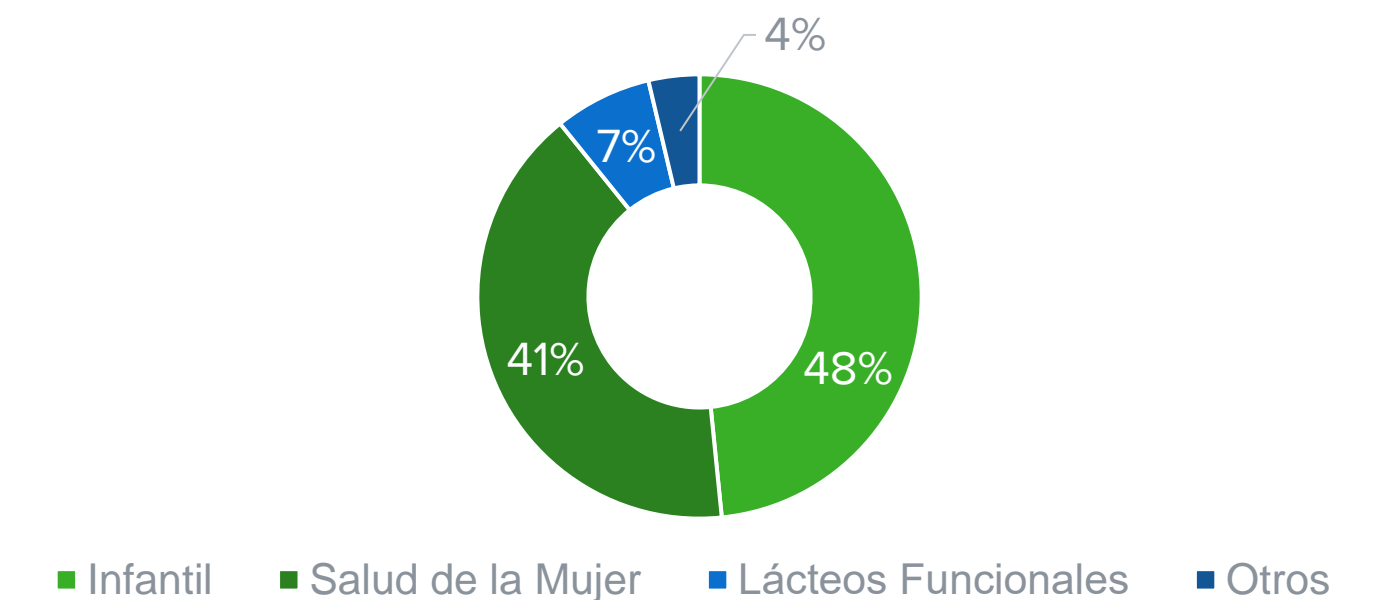
Sales (€ Thousands)  
H1 2020



Sales geographical breakdown  
H1 2020



Sales breakdown by segment  
H1 2020

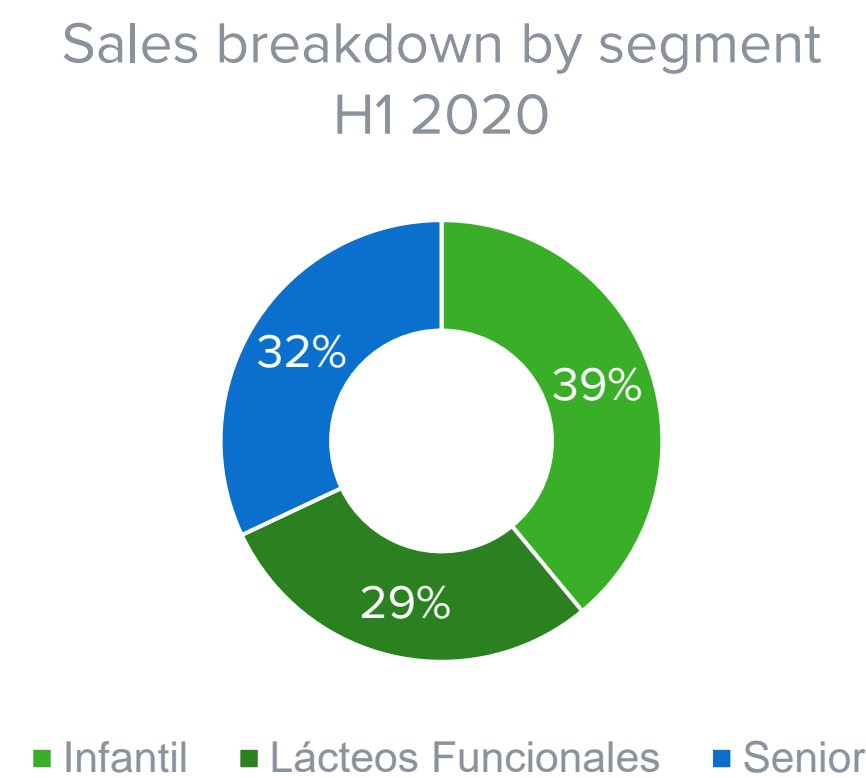
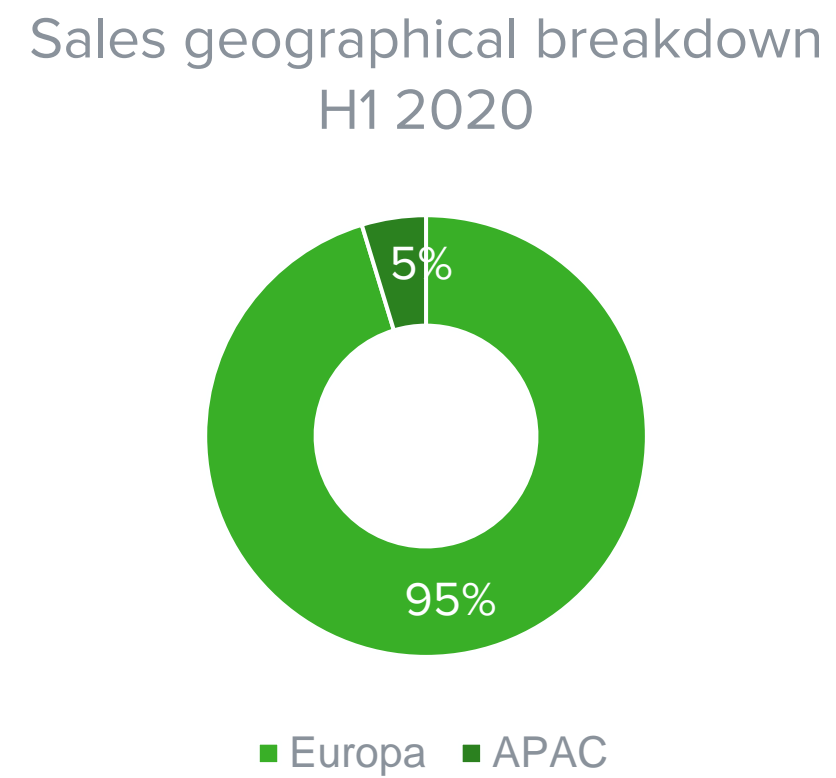
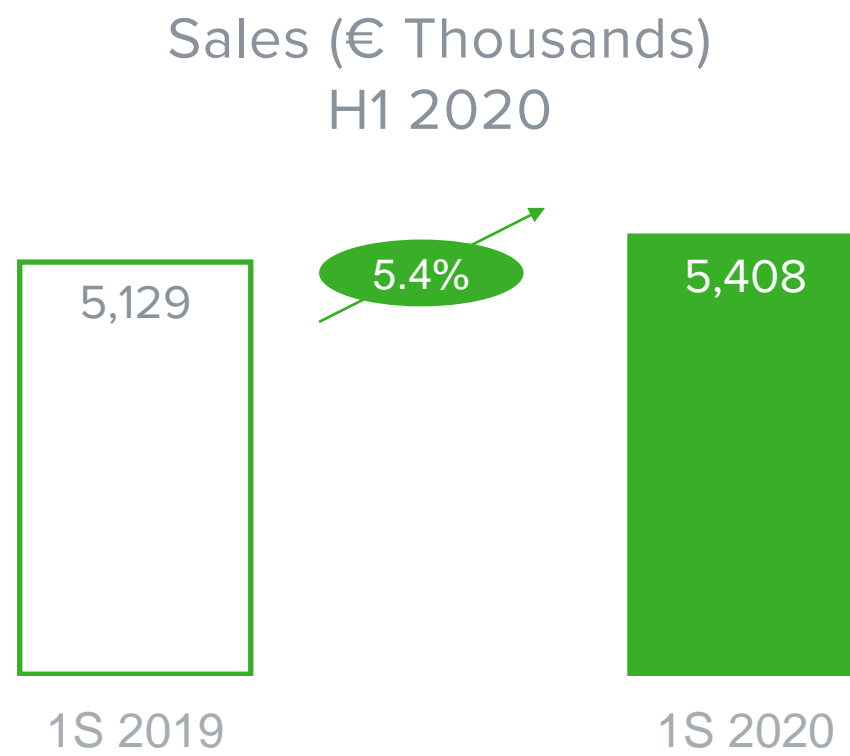


- ✓ Biosearch has a collection of isolated strains of breast milk, unique in the market with this origin, patented and endorsed by more than 30 scientific publications This allows it to position itself uniquely in the maternal infant environment
- ✓ Sales growth of 47.4% derived from:
  - Sales increase of 101.9% in the Women's Health segment in all geographic markets, highlighting the recovery and normalization of orders from one of APAC's main clients after the overstock suffered in 2019.
  - Increased penetration in China both in existing customers and in the generation of new customers driven by the change in the distribution model in this market, which will continue to reflect sales growth throughout 2020.
  - Increased demand for products aimed at boosting the immune system by 22.1%.
  - Increase in sales in the Children's Health segment, reaching 48.4% of probiotic sales, mainly in Europe.
- ✓ The current agreement with Nestlé continues to bring growth to the Women's Health segment.
- ✓ Application for a new patent for the treatment of female infertility, within the framework of the GESTA HEALTH R&D project.



H1 2020

# Lipids

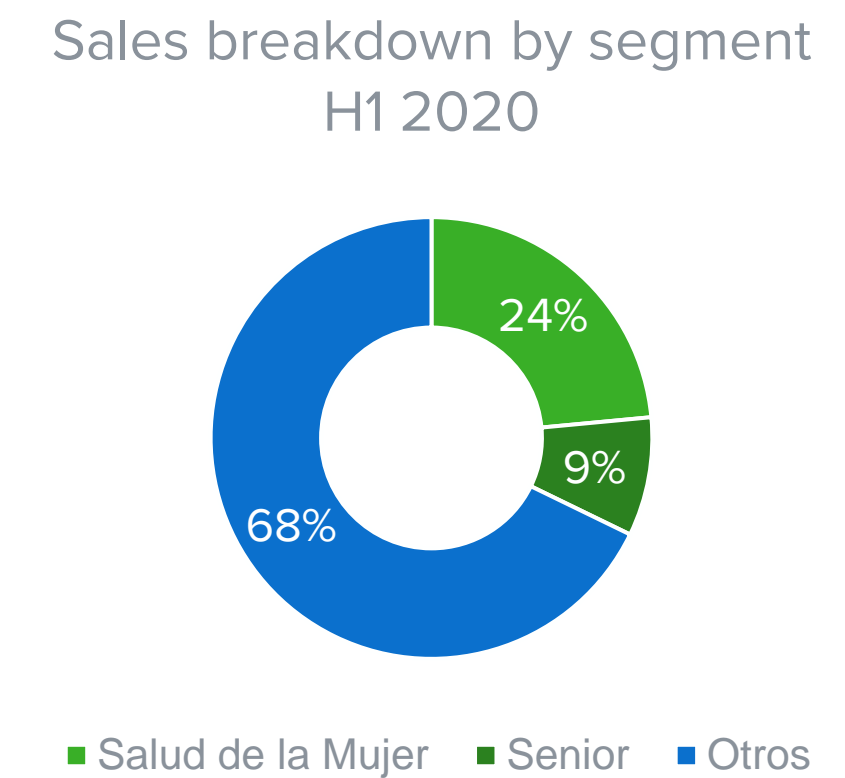
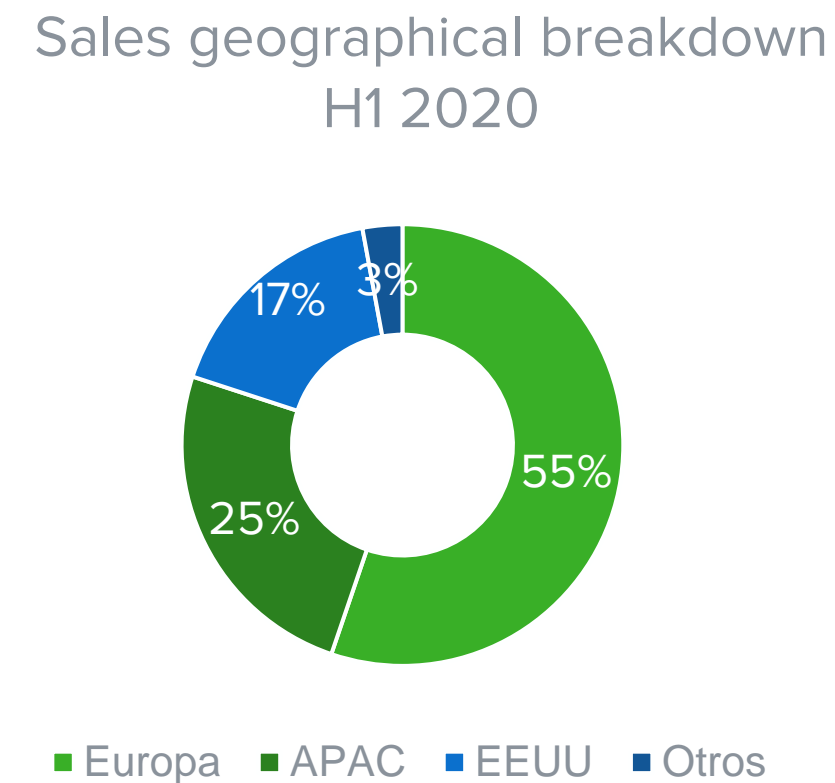
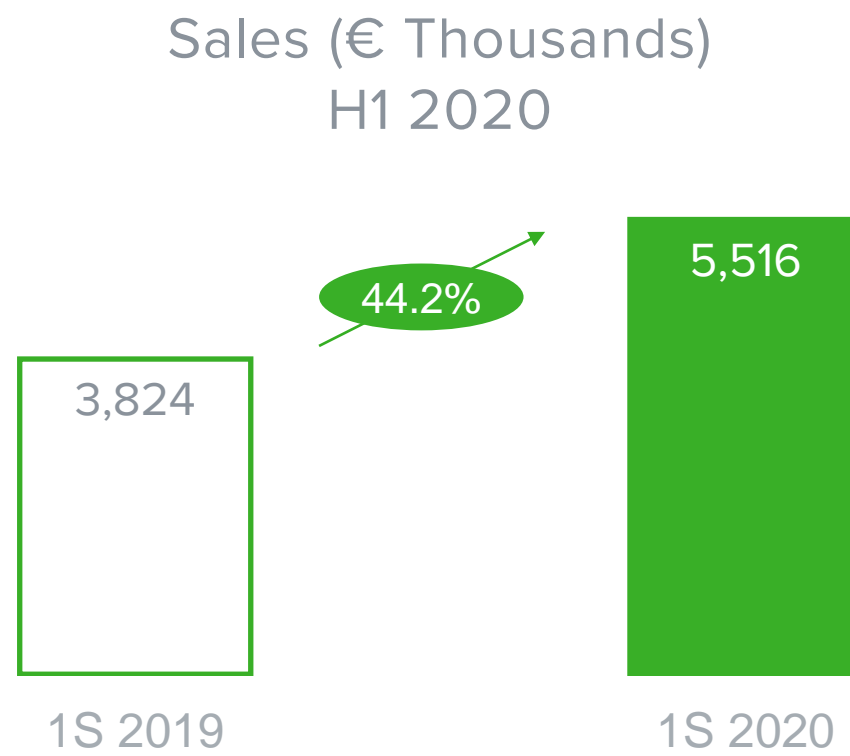


- ✓ The Eupoly 3<sup>®</sup> product range consists of oils, emulsions and microencapsulated powders with different concentrations and ratios of EPA and DHA.
- ✓ The positive trend in the lipids business continues with a 5.4% increase in sales.
- ✓ The launch of the new range of DHA-rich oils from marine microalgae in 2019 reflects positive results in sales for Children's Health in the European market in 6M 2020.
- ✓ Spain continues to be the main market for functional dairy sales, accounting for 79.9% of sales in this segment.
- ✓ The new regulation for infant formula and continuation in the European Union that stipulates the mandatory addition of DHA omega-3 fatty acids is a stimulus for the Company's products.



H1 2020

# Extracts



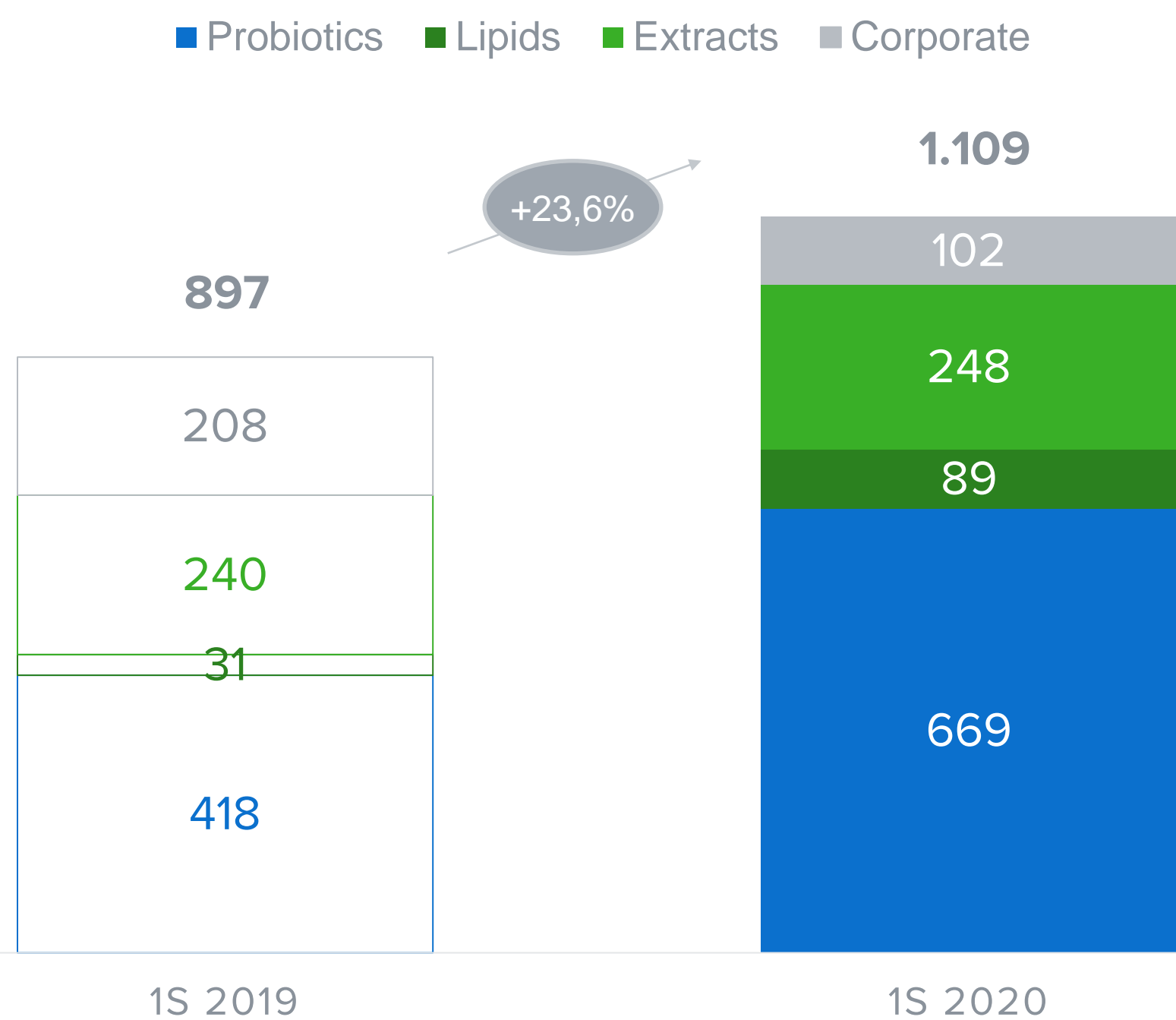
- ✓ The botanical extracts line is focused on the continuous innovation of clinically proven premium products oriented to specific health applications.
- ✓ 44.2% increase in sales, driven mainly by:
  - Increased demand for generic products in Europe and APAC, focused on products that strengthen the immune system.
  - 109.0% increase in sales of Caronositol®, a product of great value for Women's Health, mainly in the Asian market.
  - Customer orientation to producers and brands that guarantee quality and safety. Through the identification of botanical species by DNA, Biosearch guarantees the identity of the raw material of botanical origin products.
- ✓ Strategy to expand the portfolio of products differentiated by its quality and application.
- ✓ Application for two patents from the GERAS R&D project for elderly pathologies: cognitive deterioration and cardiovascular health.
- ✓ Development of a range of BIO products to meet the growing demand for organic products



H1 2020

# Capex

CAPEX (€ Thousands)



## Main investments

### PROBIOTICS

- New probiotic fermentation plant to expand production capacity

Commissioning: **2S 2020**

Total investment: **€1 Mn €**

### LIPIDS

- Expansion of crude oil (raw material) storage capacity in the factory.

Commissioning: **December 2019**

Total investment: **€116 k**

- Laboratories: quality laboratory equipment for lipid analysis

### EXTRACTS

- Renovation and maintenance investments in the industrial plant of Talayuela and Peñafiel

### CORPORATE

- Company's digitalization process and new computer applications, software and hardware.

During H1 2020, €78 thousands have been invested in R&D patents.



H1 2020

# Balance Sheet

	Jun 2020	Jun 2019		Jun 2020	Jun 2019
<b>ASSETS</b>	<b>35,584</b>	<b>33,228</b>	<b>EQUITY AND LIABILITIES</b>	<b>35,584</b>	<b>33,228</b>
<b>Non-current assets</b>	<b>15,996</b>	<b>16,237</b>	<b>Shareholders' equity</b>	<b>24,894</b>	<b>23,393</b>
Intangible assets	1,403	1,140	<b>Equity</b>	<b>24,708</b>	<b>23,204</b>
Fixed assets	9,001	8,223	Share capital	13,848	13,848
Property investments	558	573	Share premium	18,977	18,977
LT financial investments	945	1,858	Reserves	4,437	4,374
Deferred tax assets	4,089	4,443	Retained earnings	(12,762)	(13,330)
			Profit for the year	1,047	174
			Treasury stock	(839)	(839)
			<b>Subsidiaries, donations</b>	<b>186</b>	<b>189</b>
<b>Current assets</b>	<b>19,588</b>	<b>16,991</b>	<b>Non-current liabilities</b>	<b>5,273</b>	<b>3,834</b>
Inventory	7,470	9,331	Long-term provisions	-	306
Customer receivables for sales	5,730	4,917	Long-term debt	3,296	3,465
Receivables affiliated companies	594	737	Deferred tax liabilities	77	63
Accounts receivable	2,134	1,724	Long-term accruals	1,900	-
Advance payments and dist. exp.	16	22			
Cash	3,644	260	<b>Current liabilities</b>	<b>5,417</b>	<b>6,001</b>
			Short-term debt	474	1,241
			Debts to Group companies	118	126
			Trade and other payables	4,825	4,634

ROE  
5.2%

ROCE  
6.5%

RATIO DE SOLVENCIA  
3.33

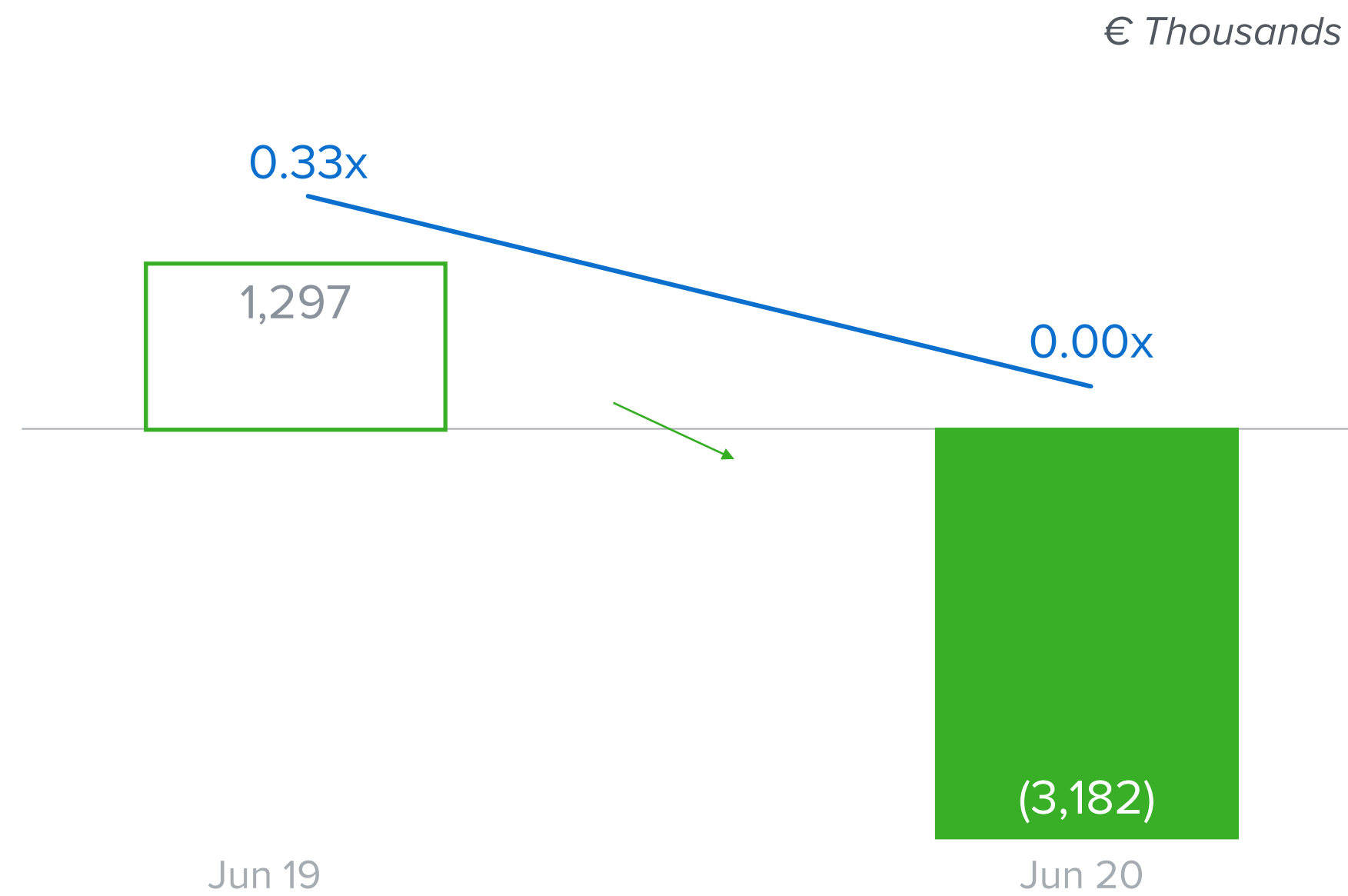


H1 2020

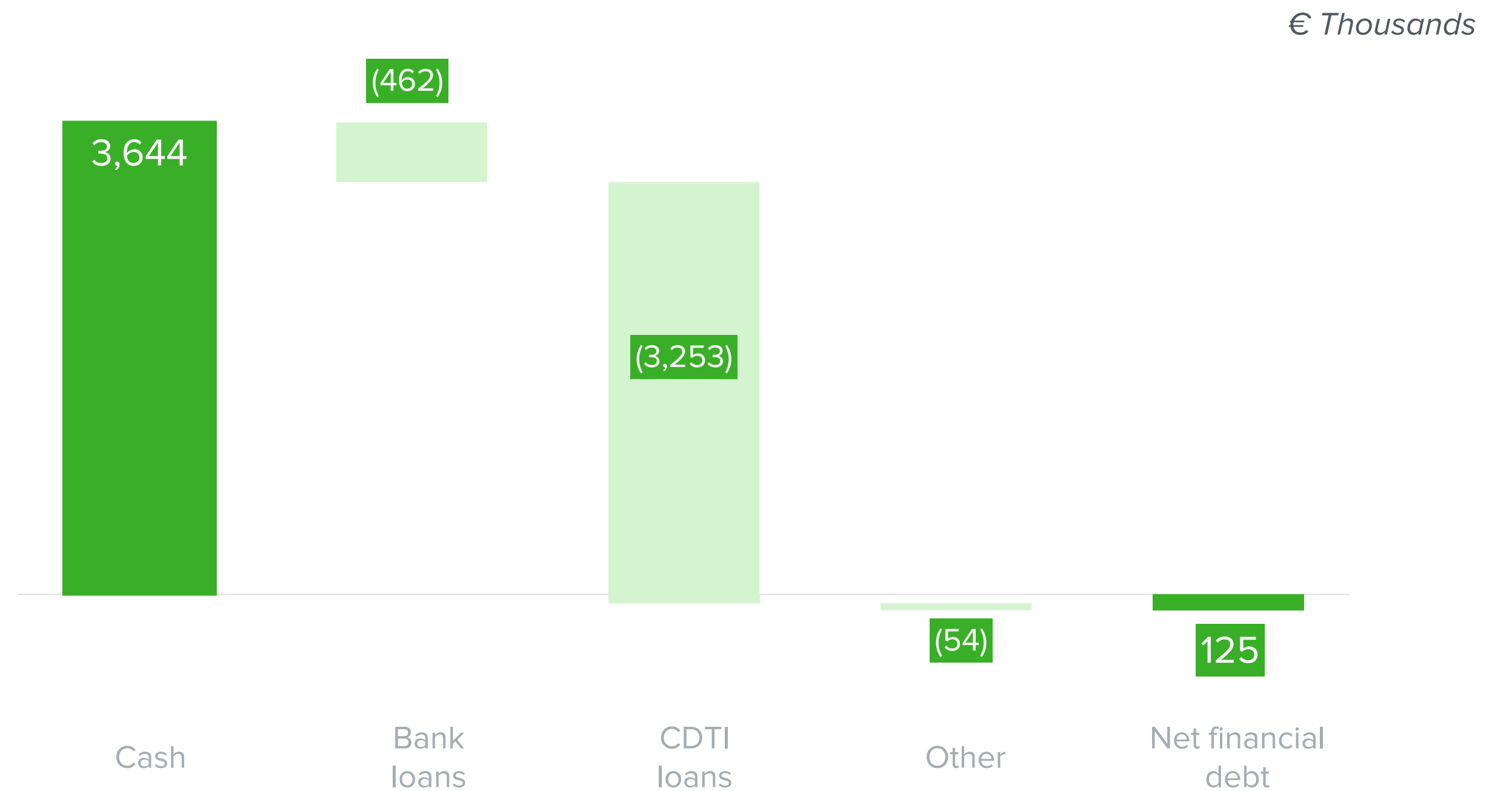
# Financial Debt

Avg. Cost of Debt  
**2.1%**

**NET BANK DEBT & NET BANK DEBT/EBITDA<sup>1</sup> RATIO**  
June 2020



**NET FINANCIAL DEBT**  
June 2020







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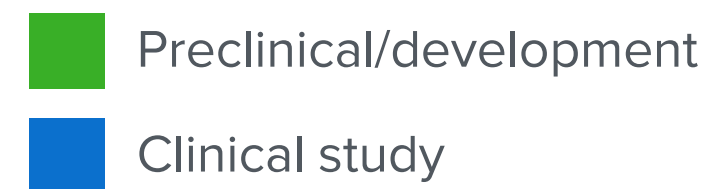
# Pipeline of projects





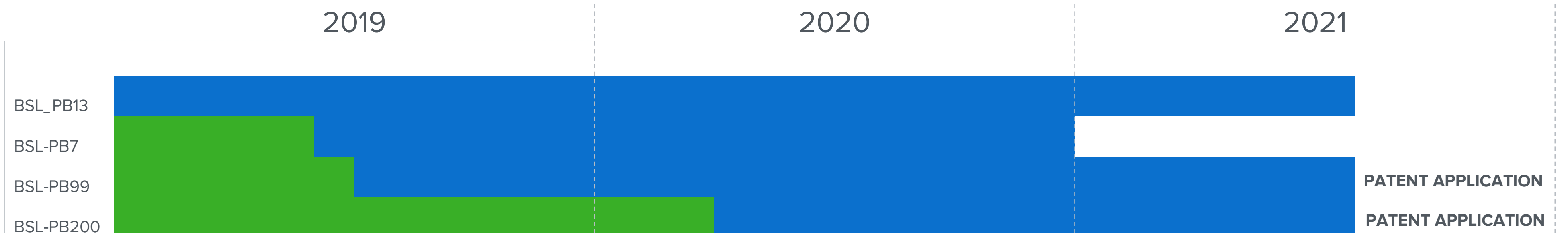
## MAIN ONGOING PROJECTS

# Pipeline of projects



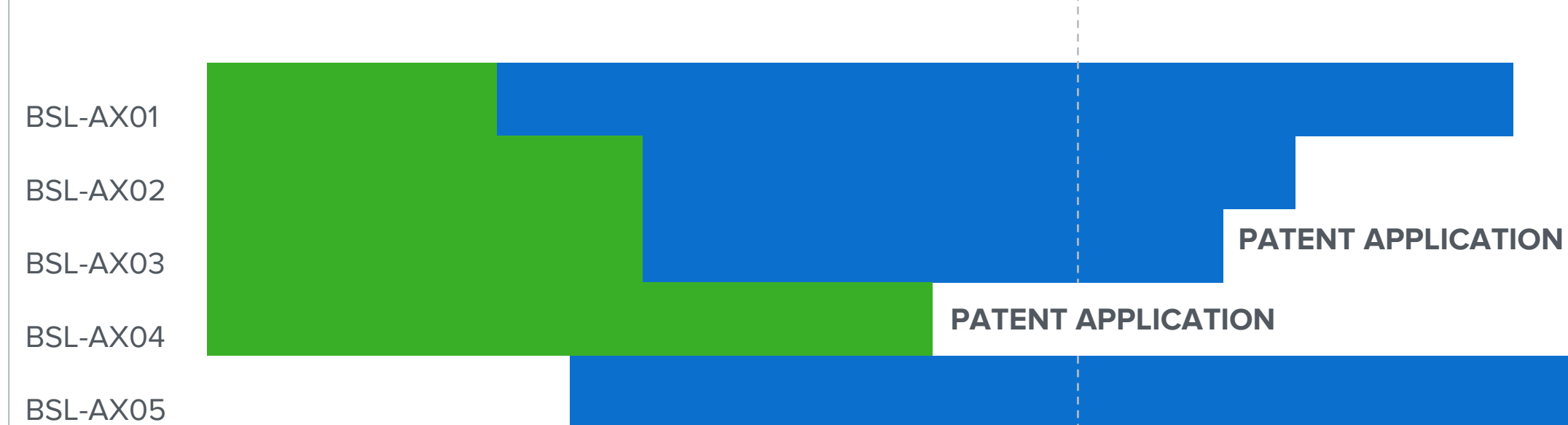
## GESTA HEALTH

Products aimed at favouring a healthier pregnancy and lactation through the modulation of microbiota in women.



## GERAS

Nature as a source of health for the elderly





"Nature as a source of health for the elderly"

# GERAS project

## GOAL

- ✓ Search for natural strategies based on high-quality plant extracts, exhaustively characterized, that help the elderly to prevent and/or palliate the pathologies of the loss of functionalities associated with age.
- ✓ CDTI granted financing €604k (85% of the project's total investment), co-financed by FEDER.

Cardiovascular Health	Osteoarticular Health
Immune Health	Cognitive health

**700k €**  
 TOTAL INVESTMENT

**3 years**  
 DURATION

✓ Demonstrates Biosearch's commitment to R&D

✓ Enhances the differentiation of extracts products





GERAS PROJECT

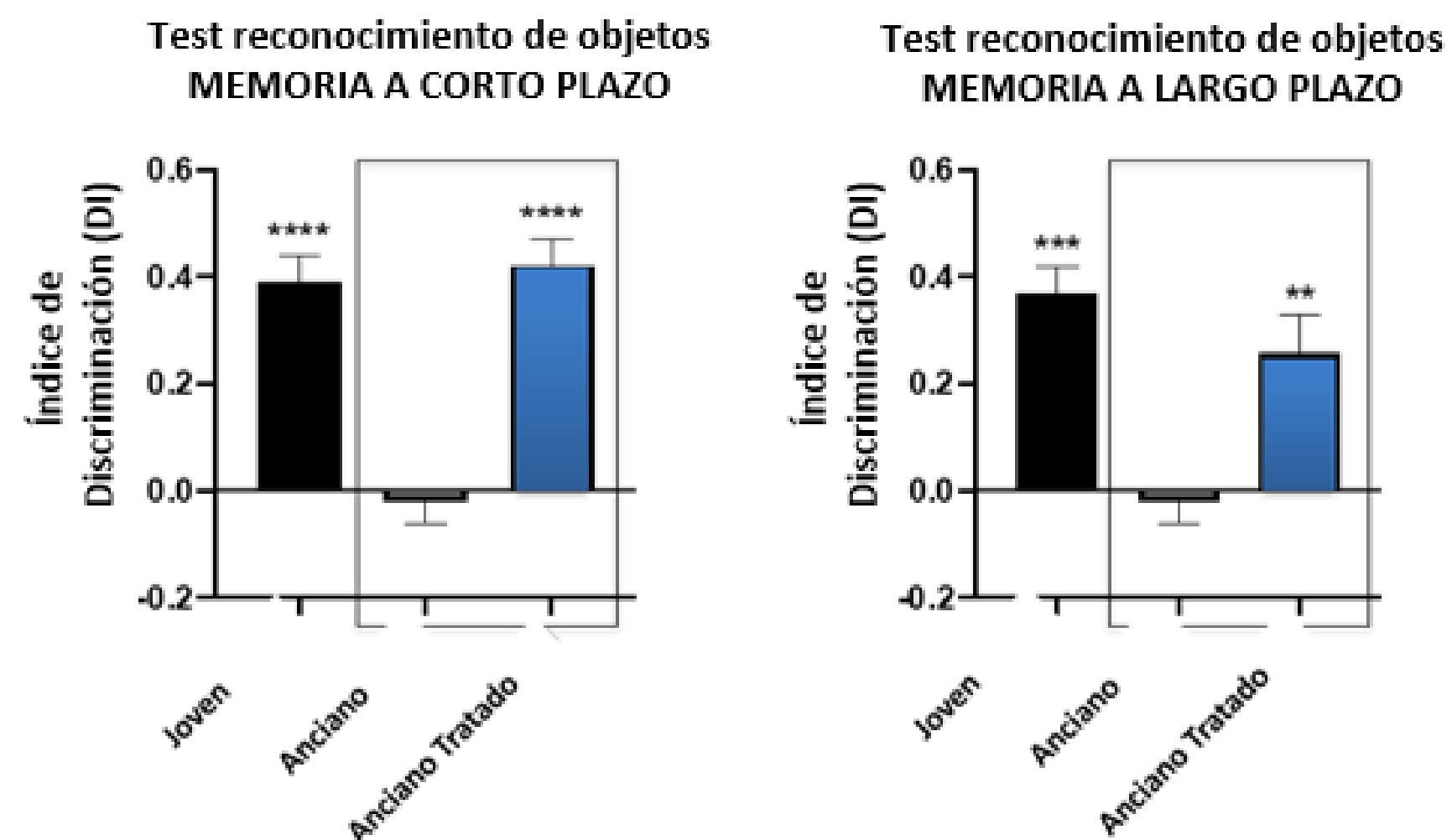
# Patent application: Cognitive Health

- ✓ New composition of plant extracts and DHA (Docosahexaenoic acid) to mitigate the cognitive deterioration associated with aging.
- ✓ It belongs GERAS project supported by the CDTI and co-financed by ERDF.
- ✓ The project has the collaboration of the University of Barcelona and the Bosch i Gimpera Foundation.

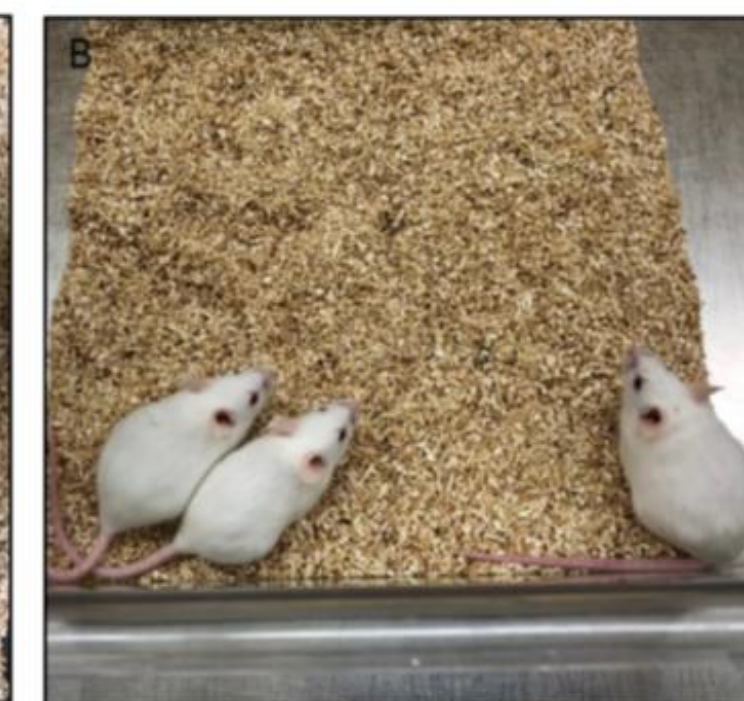
## RESULTS OF THE PRECLINICAL STUDY

Mitigation of the cognitive deterioration of the mouse associated with aging

Improvement in the physical appearance of the mouse with a rejuvenating effect



A) Ejemplo aspecto físico ratones sin tratar



B) Ejemplo aspecto físico ratones tratados



## GERAS PROJECT

# Patent application: Cardiovascular Health

- ✓ Focused on the prevention of cardiovascular diseases for the senior population, such as atherosclerosis, stroke, peripheral vascular disease and coronary disease.
- ✓ Discovery of the ability of almond polyphenols to improve the bioavailability of olive hydroxytyrosol, thus increasing the effectiveness of this powerful cardioprotective compound.
- ✓ In a clinical study carried out on volunteers with moderate cardiovascular risk factors, the administration of this combination of extracts for 4 weeks resulted in 45% less LDL-oxidised than the control group, confirming the powerful cardio-protective effect of this combination.
- ✓ Aimed at the food supplement and functional food sector to improve cardiovascular health.
- ✓ It is part of the GERAS project supported by CDTI and co-financed by FEDER.
- ✓ The commercialization of this new compound will focus on Europe, North America, Brazil and APAC.

Constantly growing market  
of food supplements for  
cardiovascular health

### World market for heart health ingredients

Current world market >\$2,000 Mn

Growth driven by the progressive ageing of the population.

### Global market for heart health supplements

World market potential > \$11,000 Mn





"Towards a healthier gestation and lactation through the modulation of microbiota in women"

# GESTA HEALTH Project

## OBJECTIVE

- ✓ Products designed to promote healthier pregnancy and breastfeeding by modulating the microbiota in women.
- ✓ The CDTI has granted funding of €1.9 Mn (85% of the total project investment), co-financed by FEDER funds.

Women's health in the pre-conception stage	Women's health during breastfeeding
Women's health during pregnancy	Baby's Health

2.3 Mn €

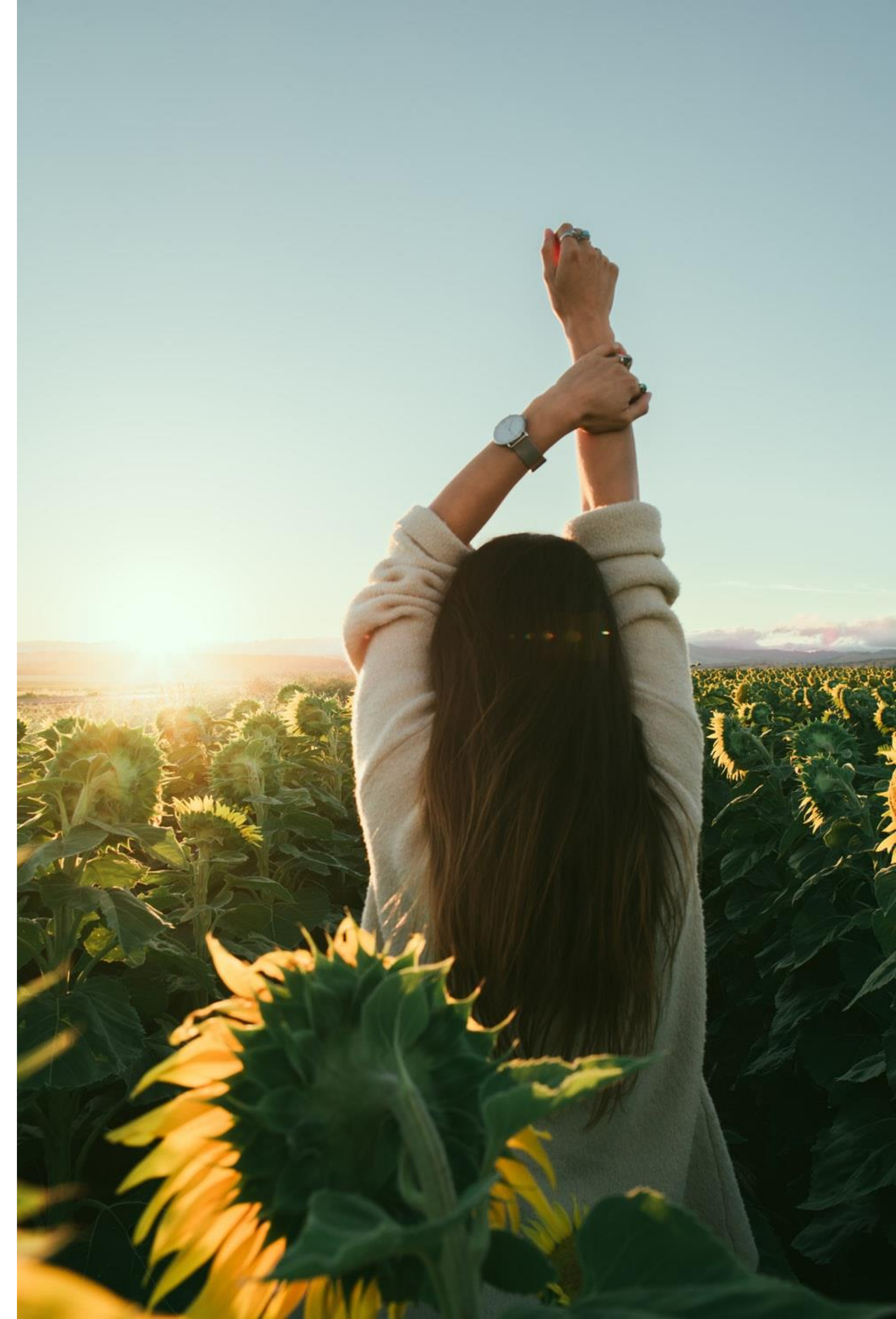
TOTAL INVESTMENT

3 years

DURATION

✓ Demonstrates Biosearch's  
commitment to R&D

✓ Great potential of probiotics  
in the healthy ingredients market





# Patent application: Vaginal infections

Probiotic composition that is part of a biocomposite (probiotic-collagen-exopolysaccharide) in the therapy of bacterial vaginosis

- ✓ The novelty of this composition comes from the use of the newly developed material that allows a greater adhesion to the mucosa favoring greater effectiveness of the probiotic.
- ✓ This patent protects the use of any Lactobacillus in the formation of this biomaterial having been demonstrated with several probiotic strains from Biosearch's own collection.
- ✓ The project has the collaboration of the research group of Prof. Mr. José Manuel Domínguez from the University of Granada within the framework of the GESTA HEALTH project.
- ✓ The commercialization of this new compound will be focused on the European market.





# Patent applied for: Female Infertility

## Probiotic strain for female infertility problems

- ✓ It is estimated that 15% of couples have fertility problems. The origin of the problem is attributed in 30% of cases to the women, in 30% of cases to men and in 25% of cases to both, but the origin is unknown in the remaining 15% of cases.
- ✓ The research carried out by the Universidad Complutense de Madrid in collaboration with Biosearch Life shows how the oral administration of the Lactobacillus Salivarius strain CECT5713 to women with infertility or recurrent and unexplained pregnancy loss, **allowed to achieve pregnancies with an effectiveness of 66%, and a reproductive success of 56%.**
- ✓ It would become the first probiotic to demonstrate its effectiveness for this treatment.



### Global market for fertility supplements

\$1.470 Mn in 2019

Expected growth: 7.8% CAGR 2019-2029

Positive trend towards products that include natural ingredients.







H1 2020

# Strategic projects





## Probiotics

# Hereditum Immunactiv K8

- ✓ The strain *Lactobacillus coryniformis* CECT5711 K8 has shown in several studies an effective power to enhance the immune response.
- ✓ Two clinical trials in humans in vaccination protocols against the hepatitis A virus and the influenza virus stand out.
- ✓ The effect was especially strong in senior population, more susceptible to infections and in which vaccination against influenza is recommended. The intake of *Lactobacillus* K8, showed that the immune system better recognized the attenuated/dead viruses from the vaccines improving the immune response.

### COVID-19 CLINICAL TRIALS PROJECT

- ✓ Launch of a clinical trial project for the product Hereditum® Immunactiv K8, with the aim of measuring its effectiveness in reducing the incidence and/or severity of COVID-19 infection.
- ✓ Started the first study on healthcare personnel in contact with COVID-19 patients, including 320 volunteers, at the Hospital Universitario Clínico San Cecilio in Granada. Results are expected in the third quarter of the year.
- ✓ Preventive strategy based on strengthening the immune system.





Lipids

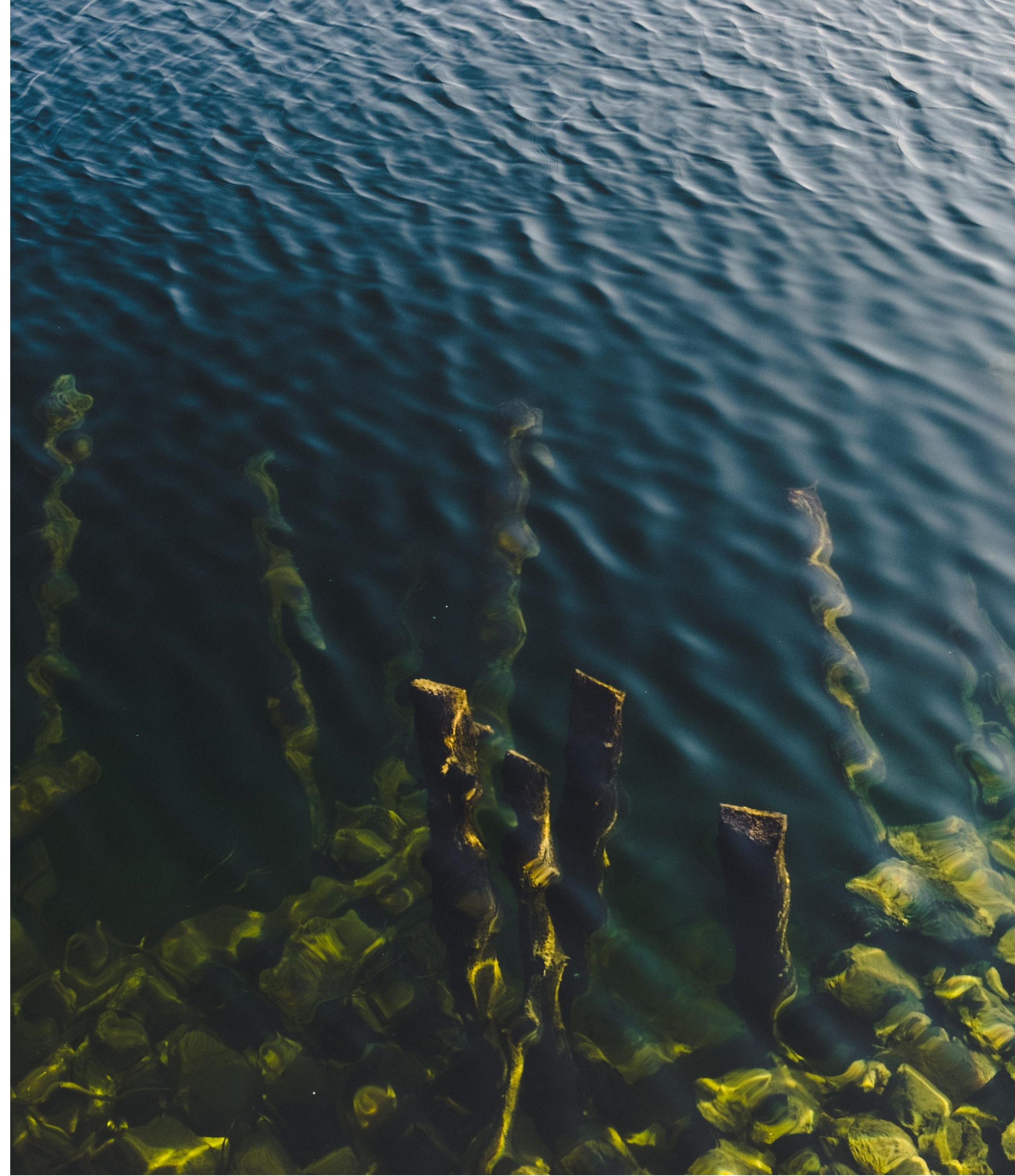
# Microalgae

Eupoly-3® DHA Algae is the first non-animal product of the lipids' range. It is a microalgae oil that constitutes a natural source of omega-3 with a high content of DHA aimed at infant feeding due to its effects on the development of brain function and vision.

Eupoly-3® DHA Algae begins to reflect positive sales results, with a notable growth expected in the next year.

## ADVANTAGES

- ✓ Sustainable product without contact with the marine environment (sustainable cultivation in microalgae fermentation factories)
- ✓ New customers – it is suitable for vegans
- ✓ With the same quality standards as Eupoly-3





Extracts

# Women's Health

**Caronositol Fertility™**  
D-CHIRO-INOSITOL & MYO-INOSITOL

Polycystic Ovary Syndrome (PCOS)

**Damilib**  
Improving Sexual Desire

Sexual dysfunction

 **LUPRENOL**  
NATURAL INGREDIENT FOR MENOPAUSAL DISCOMFORT

Menopause

 **Voluntas®**  
Supporting breastfeeding

Natural galactagogues





Extracts

# Children's Health

## *Exxentia*<sup>®</sup> Kids BREATH

### **Exxentia Kids breath**

Focused on improving children's health at a respiratory level, with its demulcent and expectorant properties

## *Exxentia*<sup>®</sup> Kids DIGESTIVE

### **Exxentia Kids Digestive**

Focused on improving the children's health at the digestive level, in situations of constipation and colic

## *Exxentia*<sup>®</sup> Kids SLEEP

### **Exxentia Kids Sleep**

It helps reduce nervous agitation and favors a restful rest

Glycerinated preparations

# *Exxentia*<sup>®</sup> Kids

THE NEW LINE of  
**Biosearch Life** extracts  
focused on

children from  
0 months  
to 6 years





## Extracts

# Food & Beverage

Biosearch Life can provide many different botanical extract solutions for the food & beverages industry in order to offer a health function, plant based and clean label for our customers with the market trends:

- ✓ Wide range of botanical extracts and customized botanical extract blends for calm, energy, detox, skin beauty, weight management and vital hair.
- ✓ Biosearch Life is developing formulations adapted to current market trends: Plant-based, clean label and “eat pretty”.

## APPLICATIONS



Ready-to-drink beverages



Dairy products



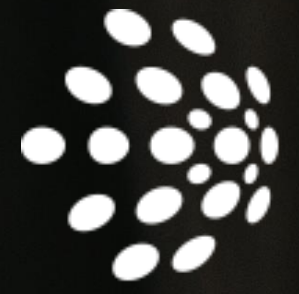
Healthy snacks



Natural additive







**BIOSEARCH  
LIFE**

H1 2020

**ESG**







## Good Corporate Governance

- ✓ Corporate social responsibility policy
- ✓ Control and risk management policy
- ✓ Corporate fiscal policy
- ✓ Communications policy with shareholders, investors and proxy advisors
- ✓ Selection Procedure for Board Members candidates
- ✓ Meeting regulations for the correct functioning of the General Shareholders Meeting and the Board of Directors
- ✓ Internal rules of conduct in matters relating to the securities markets



## Transparency

- ✓ Annual Corporate Governance Report (IAGC)
- ✓ Remuneration policy for Directors implemented
- ✓ Anti-Corruption and Anti-Bribery Policy
- ✓ Policy for the purchasing processes, validation and attestation of signatures
- ✓ Information Security Policy
- ✓ Internal Code of Conduct
- ✓ Internal complaints channel











## Fiscal Policy

- ✓ Biosearch is adhered to the **Code of Good Tax Practices** with the goal of increasing the effectiveness of the Tax Administration's controls, to carry out those practices that lead to the reduction of significant fiscal risks
- ✓ The **fiscal internal policy** includes the fiscal strategy and the commitment of compliance, development and implementation of good tax practices to maintain a fluid relationship with the Administration based on mutual trust, transparency and collaboration.



Quality and security as a priority

# certifications and registers

 <p>ISO 22000 CERTIFICATE</p>	 <p>FSSC 22000 CERTIFICATE</p>	 <p>FOS CERTIFICATE</p>	 <p>K8 &amp; LC40 STRAINS REGISTERED IN CANADA</p>	 <p>LC40 STRAIN REGISTERED IN CHINA</p>
 <p>ISO 17025 ACCREDITATION</p>	 <p>INSP US-FDA GMP-DIETARY FOOD Part 110&amp;111</p>	 <p>SAE CERTIFICATE</p>	 <p>IFFO-RS CERTIFICATE</p>	 <p>INSP AEMPS GMP-API (ICH Q7)</p>
 <p>GMP FOOD CERTIFICATE Internat. Codex Alimentarius</p>	 <p>BIO CERTIFICATE</p>	 <p>HALAL CERTIFICATE</p>	 <p>KOSHER CERTIFICATE</p>	



New extracts' certification

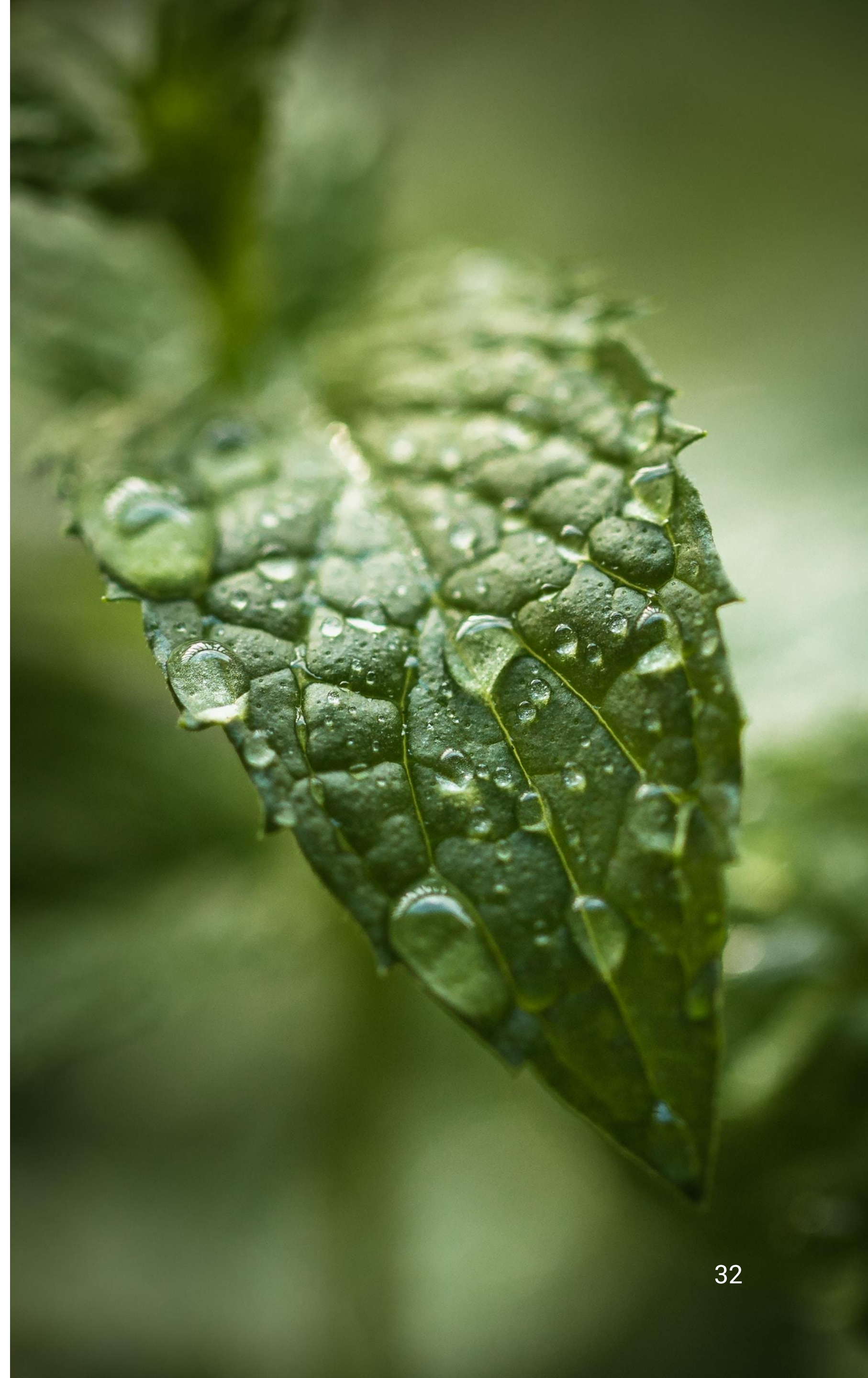
# BIO Certification



Talayuela plant has obtained the Certificate as Organic Producers and Marketers, a first step in the manufacture of ingredients labeled Organic / Ecological.



- ✓ From organically grown plants from selected suppliers, no pesticides or GMOs (Genetically Modified Organisms)
- ✓ Using validated organic raw materials
- ✓ Extraction process complying with EUROPEAN REGULATION (EC) No 889/2008
- ✓ 44 BIO/ECO certified plants





# DNA

## IMPLEMENTATION OF GENETIC IDENTIFICATION OF PLANTS BY DNA

Biosearch Life implements the identification of botanical species through molecular genetic techniques (DNA barcoding).

With this anti-fraud measure, the identity of the raw material of our botanical products is guaranteed.

By the end of September, a total of 124 plants batches from 22 different botanical species have been tested for DNA, including plants for API and BIO manufacturing. In all cases, botanical identity has been confirmed.







H1 2020

# Closing Remarks





# Closing Remarks



## Back to the growth trend



**ORGANIC GROWTH  
IN ALL  
BUSINESS UNITS**



**H1 2020 EBITDA  
ALMOST DOUBLING  
H1 2019 EBITDA**



**HEALTHY FINANCIAL  
POSITION WITH  
ALMOST NON-  
EXISTING DEBT**



**R&D PIPELINE  
SIGNIFICANTLY  
STRENGTHENED**

Caution about how the overall market situation  
may affect in the coming months

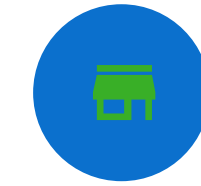




BIOSEARCH LIFE

# Contac us

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