

Re-inventing access to biologics

Non-Confidential

February 2023

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Univercells develops breakthrough technologies and services that democratize the production of biologics.

So that everyone, everywhere has access to the medicines they need, when they need them.

Univercells widens access to biologics through innovative technology, manufacturing and advisory services

Key highlights

R&D & cGMP facility (sqm): ~10k

Revenue: €6.9m¹

FTEs: ~400

Highlighted partners

BILL & MELINDA
GATES foundation

eTheRNA
immunotherapies

Afrigen
Biologics & Vaccines
An Avacare Health & IDC Company

World Health
Organization

Technology

Quantom
Biosciences

UNIVERCELLS
Technologies

RNA



VV



~40
Active
countries

+200
Installed base

CDMO

exothera



<1.5y
to GMP
accreditation

17
Projects
executed in 2022

Advisory

RLM consulting

unizima



12
Active
countries

20
Active contracts
/ clients

Entrepreneurial spirit and deep industry experience focused on democratising the production of biologics

Hugues Bultot

Co-founder & CEO
Univercells



José Castillo

Co-founder Univercells
CEO Quantoom

2005-2013

Identified market needs

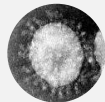
Solid experience & identified life sciences industry challenges...



Game-changing technologies



Services



WHO roundtable

... Creating Univercells to democratize access to biologics

2013-2022 YTD

Formation & growth of Univercells



2020

Industrialization and scale viral vector equipment portfolio



2021

Creation of Group structures



2021

Expand into RNA/DNA (organic & inorganic)



2021

Acquisition to expand Regulatory Affairs offering

Long-term

Best-in-class tech and services

Continuous tech development (cell-free, CAR T,...)

Biologics for all

Global Biomanufacturing network

A management team with solid industry track record supported by an experienced international Board of Directors

Univercells Executive Committee



Founder

Hugues Bultot
CEO



Vincent Vanderborght
CFO



Kate Antrobus
CIO



David Louvet
COO
CEO RLM



Founder

José Castillo, Ph.D.



Mathias Garry



Thibault Jonckheere



Hala Audi



Univercells
Companies CEO's

CHAIRMAN



Doug Neugold

25+ years in executive and managerial positions in global companies (Medinstill Development LLC, ATMI Inc, ATMI Materials Ltd., NovaSource)

MEMBERS



Céline Vaessen

14+ years of experience in finance and investment, currently CIO of SFPI – IFPM, and visiting professor at Solvay



Glenn Rockman

15+ years of finance and business experience, Founder and Managing Partner at Adjuvant Capital



Pierre Morgon, Ph.D.

30+ years expertise in pharma & biotech industry (Mérieux Développement, Sanofi Pasteur)



Andrin Oswald, M.D.

20+ years of LS and Global Health experience, GHIF Director and previously GSK, Novartis, Bill & Melinda Gates Foundation



Hugues Bultot

15+ years experience as CEO, serial entrepreneur in the LS and biotechnology industries (Masthercell, Artelis, Kytozyme)



José Castillo, Ph.D.

20+ years experience in biotechnology and bioprocessing. Prior to Pall and Artelis, Head of Viral Vaccine Industrialization at GSK Vaccines



Timothy Morris

38 years of professional finance and accounting experience and 25 years as a CFO for publicly traded biopharmaceutical companies

Innovation-driven entrepreneurial organization with deep industry experience and network

Group approach & synergies to deliver biomanufacturing technology-driven affordability

Deep industry experience

Intensification

Making everything smaller

Chaining

Linking everything together

Expert ecosystem



Innovation & partnerships



Group synergies



Our technology made viral vector-based vaccines & therapeutics globally accessible – we are now replicating this success in RNA



\$12 million grant for low-cost sIPV vaccine production

BILL & MELINDA
GATES foundation



viral vector platform for access to global health vaccines & therapeutics



Customers' partners



+200

Installed base

+20

GMP runs

5x

Cost reduction of vaccine price¹

¹CAPEX, OPEX compared to lowest UNICEF price for sIPV



+18
Installed base as of 2023

RNA: game changer for infectious diseases & global health

\$20.5M grants for cost-effective mRNA manufacturing platform

BILL & MELINDA
GATES foundation



WHO as technology provider for first mRNA Tech Transfer hub



Endorsed by global institutions we pioneer a global biomanufacturing network, enable emerging players and drive innovation

Innovation

Sites with low-cost, low-footprint and modular technology innovated at Head Quarters

Capacity

Distributed on-the-ground capacity connected to network for easy tech transfers

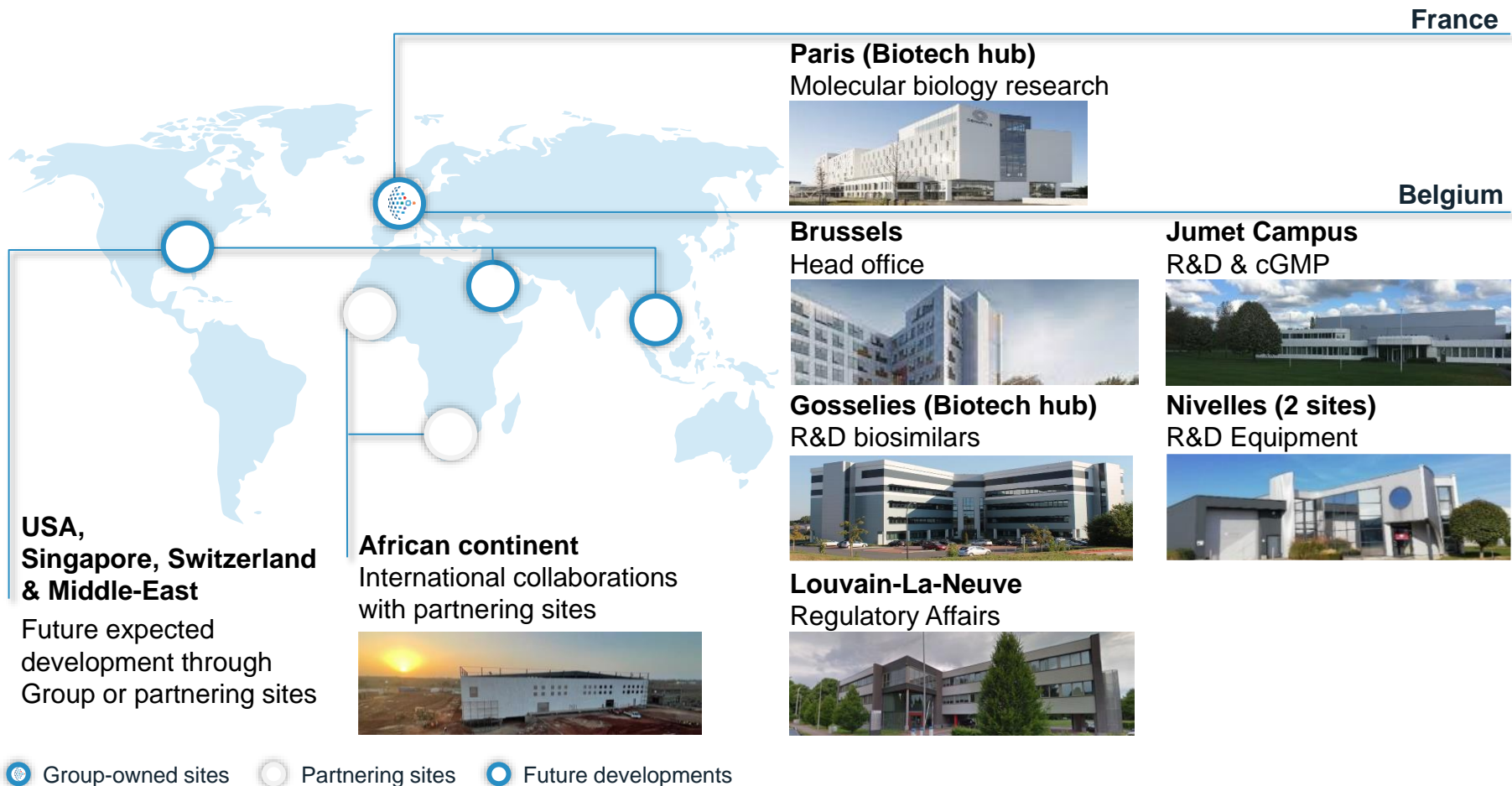
Emerging players

Enable new markets and nascent bio-industries through technology and biomanufacturing support

Health security endorsement



BILL & MELINDA
GATES foundation



A total of 17K m² with ~10K m² dedicated development and manufacturing

Vega facility

Total: 3,100 m²
(33,368 ft²)
Clinical GMP: 900 m²
(9,687 ft²)

Nova facility

Total: 5,500 m²
(59,201 ft²)
Clinical GMP: 900 m²
(9,687 ft²)
QC GMP: 320 m²
(3,445 ft²)



Univercells as partner to the WHO for mRNA vaccine technology transfer hub for locally produced & owned mRNA manufacturing



Paving the way for development of
1st African-owned COVID-19 vaccine



José Castillo
Co-Founder



Petro Terblanche
CEO

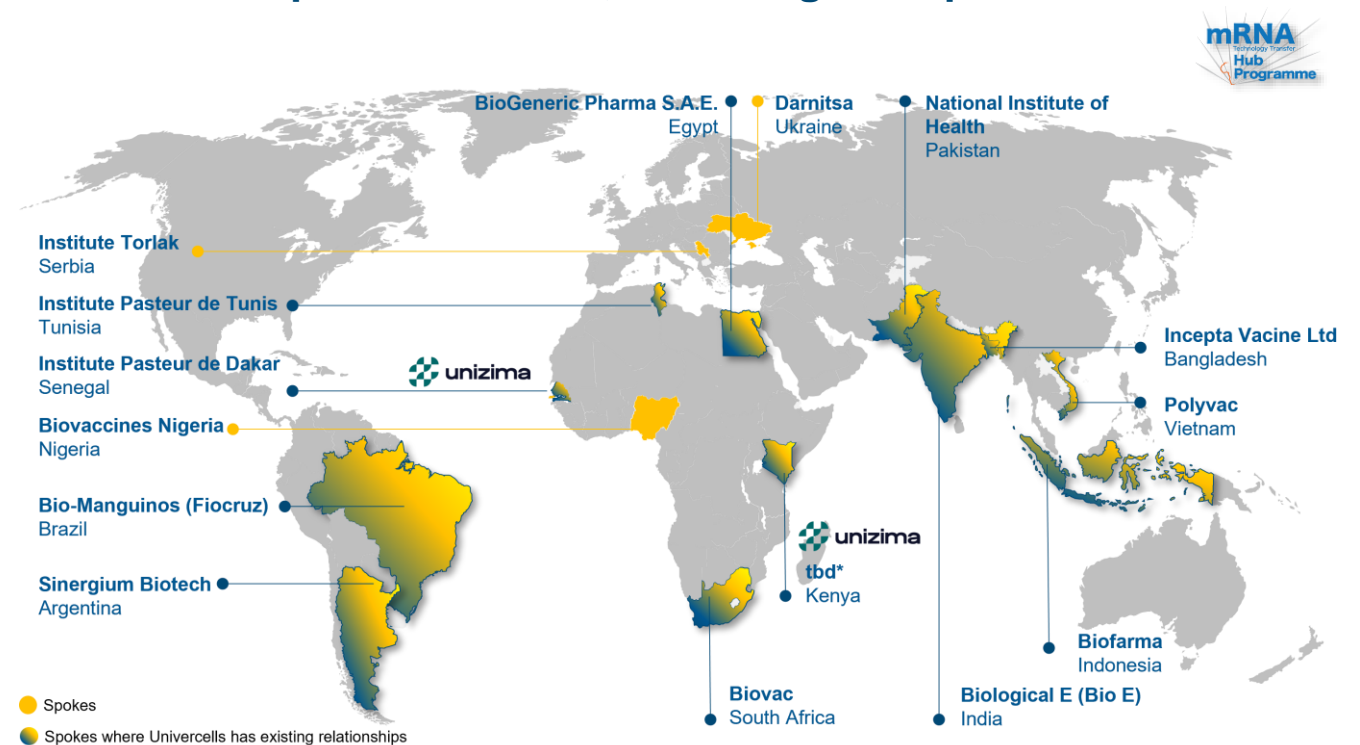


Bernard Sagaert
COO



Univercells as mRNA **technology partner**

15 selected spokes in LMICs, with Afrigen as pioneer central hub



Mid-term goals aligned with our strategy and focused on clear business levers

Technology development in DNA/RNA

Further develop integrated platform with reagents for formulated RNA

Strengthen positioning & expand CDMO services and approach

Focus on CGT for Viral Vectors & target DNA/RNA market with expanded CRDMO services

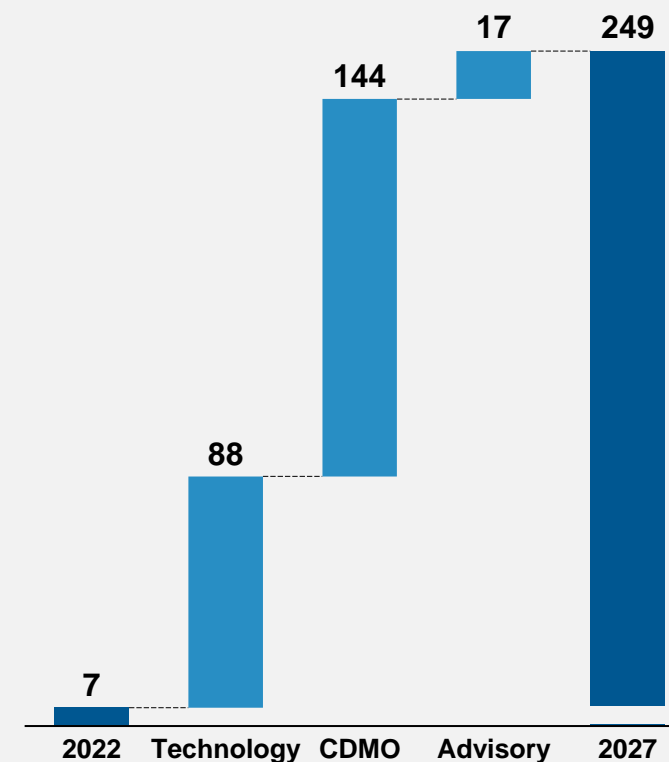
Productize our service offering

Offer modular training program & expand local support with FF¹ modular facility concept

Expand our geographical presence

Across all three areas we will expand our presence through our Group and/or partners

2027 Ambition (EUR M)



**Biologics available
to all !**

Contact Us

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