

Investor presentation

June 2022

Univercells is a global life sciences company enabling and expanding the biotech industry to deliver biologics to all

Key metrics

4 Affiliates

17m¹ Revenue

11+ Partnerships

17k Sqm R&D & cGMP facility

15+ Patents filed

500+ FTEs

41 Nationalities



Univercells addresses the growing global demand for biomanufacturing structure

Biomanufacturing technologies



Next generation bio-manufacturing technologies

Cutting-edge technology portfolio to allow partners to be able to achieve low cost, low footprint, high quality viral production platform from research to industrial scales

CDMO



Applied engineering expertise for RNA/ DNA production

Delivering similar benefits of low-cost, low-footprint biomanufacturing platforms to support scale and transfer of new classes of biologics like RNA through technology and services, from research to commercial



CDMO services in expandable facilities

Designing and delivering bespoke bioproduction state-of-the-art technology, capabilities and expertise for viral vector production for cell and gene therapy as well as vaccines

Global Access Turnkey Services

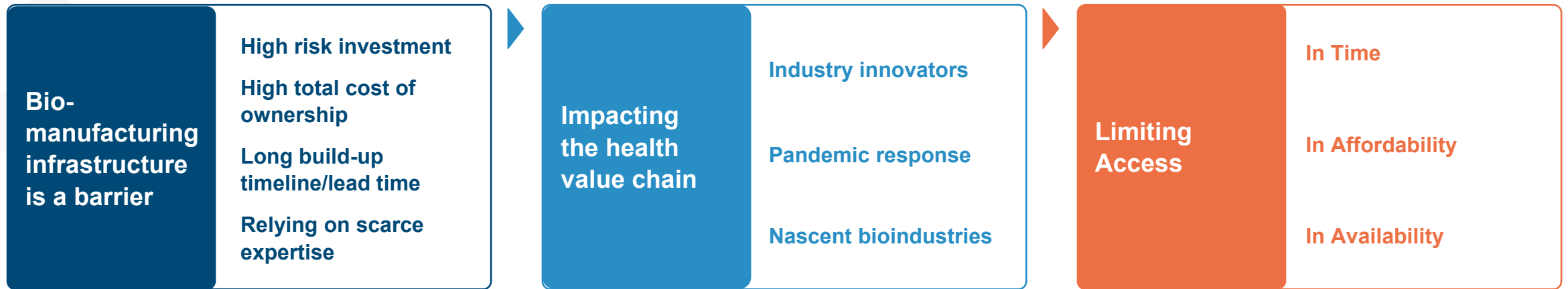


Making local bioproduction a reality

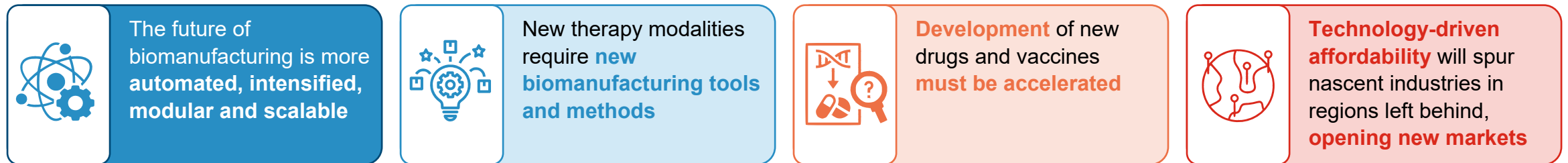
Offering a suite of tech transfer project management and operational support services, as well as training, to create new sites for bioproduction

Univercells identified the technology innovation to overcome barriers in the global biopharma value chain limiting biologics innovation and access

Current biomanufacturing infrastructure is a barrier to biologics innovation and access

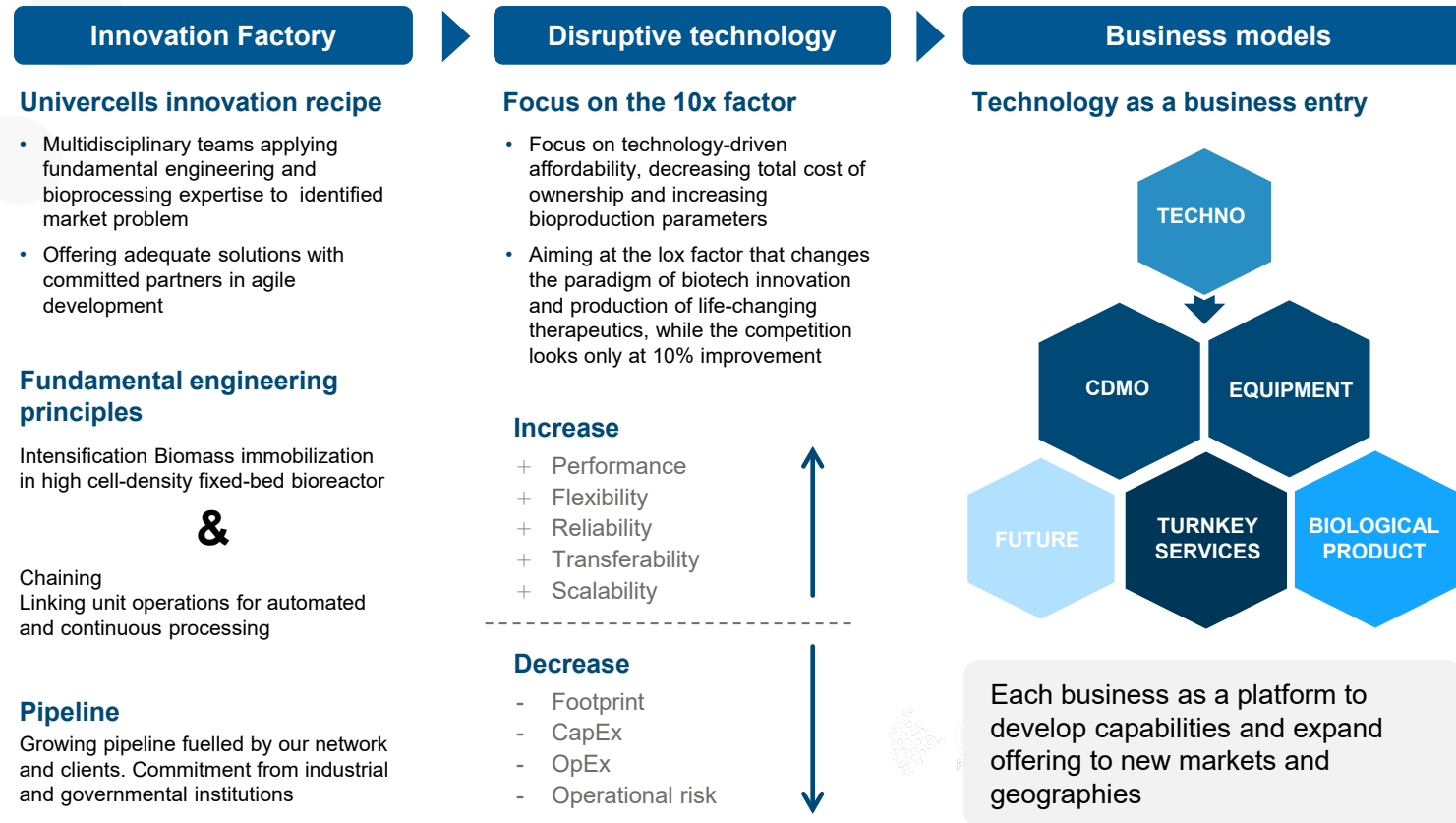


Univercells has identified the needed technology innovation across the biopharma value chain to overcome those barriers



Proven track record of technology innovation: delivery of new value propositions and next generation products

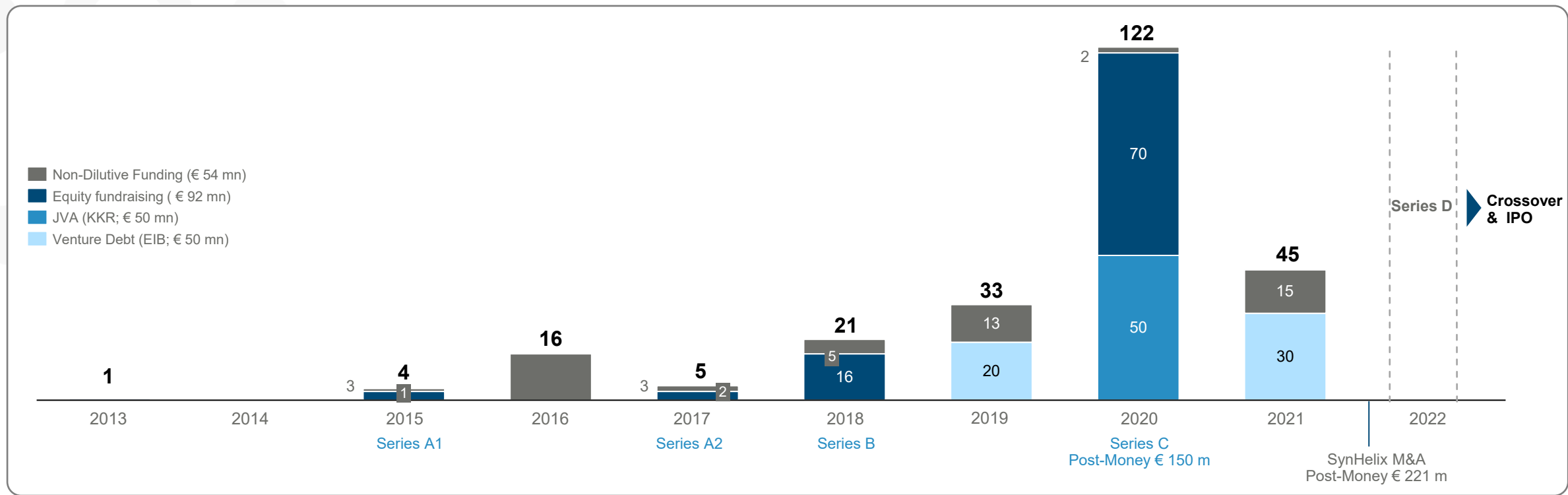
We build businesses from disruptive technology innovation (in-house) to entrepreneurial expansion across the industry



Univercells works together with partners and stakeholders across the globe



Support and trust from respected institutional and strategic investors



KEY FUNDING PARTNERS

TAKEDA VENTURES, INC.
Lead Series A

GLOBAL HEALTH INVESTMENT FUND
Lead Series B

European Investment Bank Group

Adjuvant Capital
Lead Series C

gamma biosciences

true friend Korea Investment Partners Co., Ltd.

Avec le soutien de la Wallonie

SEDF

FARALLON
ESTABLISHED 1986

BILL & MELINDA GATES foundation

sfpi fpim

Univercells provides a unique investment opportunity in the biomanufacturing space

1

Highly attractive market trends with structural tailwinds supporting long-term growth

2

Uniquely positioned to address the global demand for biomanufacturing infrastructure

3

Creating a Global Biomanufacturing Network fuelled by Univercells' core values to drive group success and synergistic performance

4

Proven track record of technology innovation: delivery of new value propositions and next generation products

5

State-of-the-art facilities with ample capacity for local and international expansion

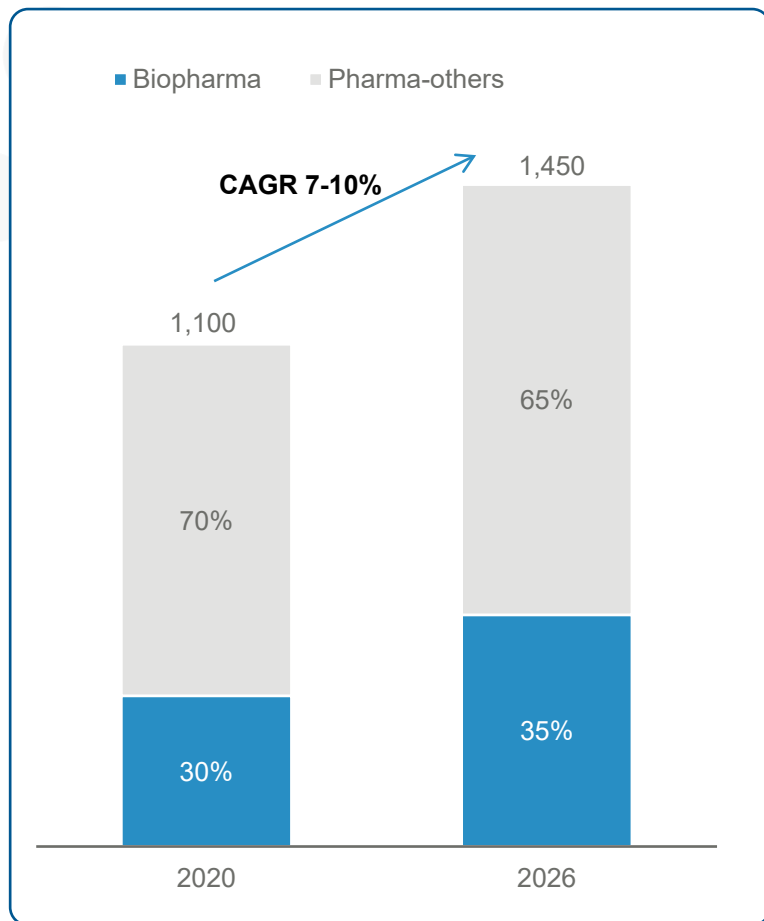
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Multidisciplinary management team with track record of entrepreneurship and innovation in the Life Sciences industry

1 Highly attractive market trends with structural tailwinds supporting long-term growth

Biologics poised to gain market share...

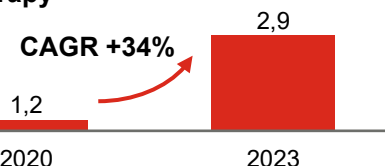
Pharma market (USD bn)



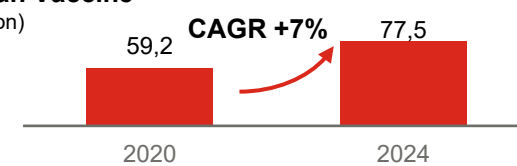
... and specific market trends support each affiliate's strategy



Gene Therapy (USD bn)



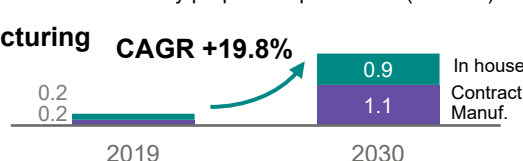
Human Vaccine (USD bn)



- Vector manufacturing market estimated to be > \$343mm
- Outsourcing rate** for viral vector manufacturing of around **65% in 2030**

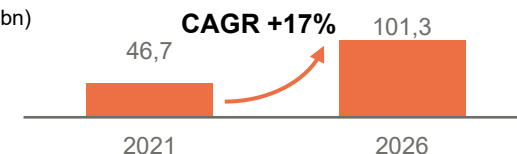
Vector Manufacturing Market

Distribution by purpose of production (USD bn)

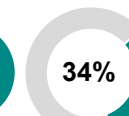


- RNA very flexible to **address changing global health needs**
- Complementary tech** to viral vectors
- Pandemic has shown the **current global bioproduction capacity is inadequate**

mRNA therapeutics (incl. vaccines) (USD bn)



- Local bioproduction outside of US, EU and China is very limited

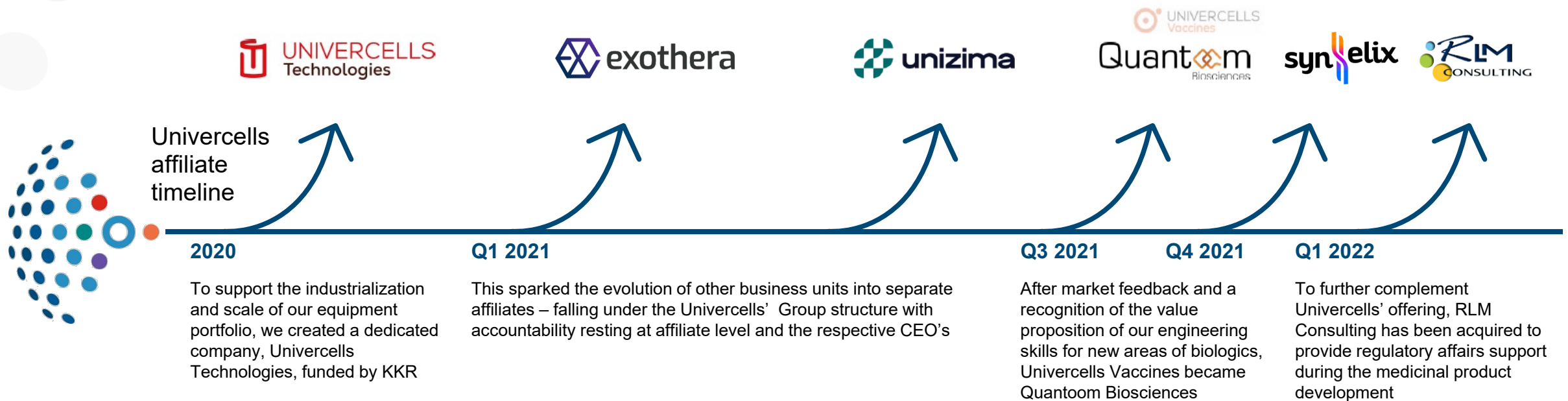


Of the world population lacks access to medicines, vaccines and diagnostic tools (i.e. the entire population of China and India)

2

Uniquely positioned to address the global demand for biomanufacturing infrastructure

Univercells has evolved its organizational structure and business model to optimally tackle challenges across the health value chain



The Group structure cultivates a focus on **long-term value generation** which allows to take big bets, that aren't just about capturing market share but rather about **creating new markets**. We **work together** to solve previously unsolvable problems

2 Exothera: uniquely positioned to support viral vector-based therapy companies at any scale on their journey to market



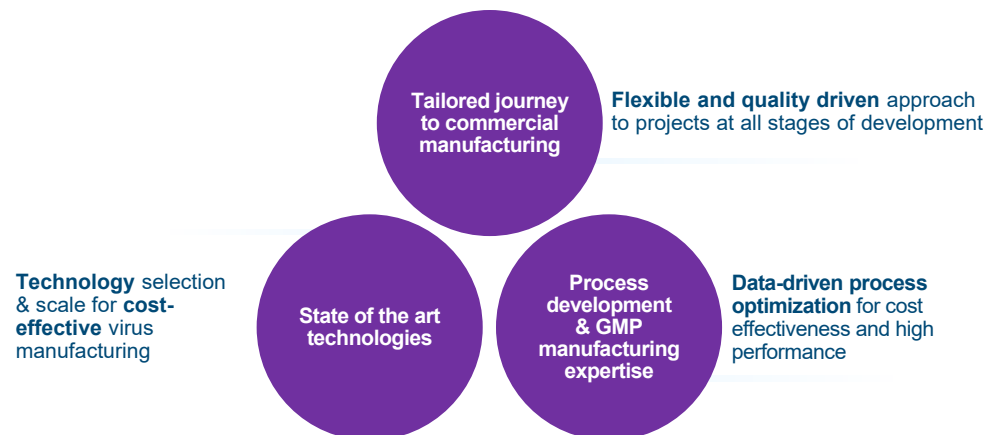
Full service CDMO, offering a one-stop-shop experience to clients by partnering



Exothera management team

	Thibault Jonckheere CEO	+12 years of successful experiences at CDMO and CDRO in BD and CEO roles, building up service companies from the ground
	Christian Borgniet COO	+25 years of experience in biopharmaceutical manufacturing, QA and SCM for large pharma and CDMOs
	Hanna Lesch CTO	+20 years experience in the biotechnology industry, history of working in research and development of viral vectors for gene therapy
	Vincent Dubois VP QA operations, Qualified person	+25 years experience in QA/QC operations and global functions, for large vaccines manufacturing company and partnership with CMOs

A holistic approach creates sustainable value for partners



Adapt to customer's needs to deliver complex projects more quickly and cost-effectively

Capability stack



Quantoom: achieving the Hub & Spoke ambition for a distributed best-in-class RNA bioproduction capacity



Quantoom ensuring access and autonomy to RNA

Access

Lowered barriers to production

- Designed for transfer and commercialised under a **HUB-and-Spoke model**
- Low CAPEX & Low COGS
- Lower need for skilled operators**

Autonomy

Self-sufficiency of production

- In-Vivo validated technology**, hence **lower risk for partners**
- Designed to **scale seamlessly** from lab/clinical to mass production
- Full flexibility** – kinetics, times of all steps,...
- Partners can make **independent decisions about products**

Through

Innovation

Scalability by design

- Integration of **critical components** into **own value chain**
- Process **intensification & chaining** with **automated** operations
- (Pre-)Clinical studies** ourselves for selected products

Quantoom management team



José Castillo
CEO

- 20+ years in biotechnology and bioprocessing, serial entrepreneur
- Co-Founder and CTO at Univercells



Kristof Vandekerckhove
CSO

- 20 years in regulatory affairs, scientific planning, strategy & leadership
- Sr. Director at IQVIA



Irina Gbalou
Head of Research

- 10 years in research
- CEO at Synhelix

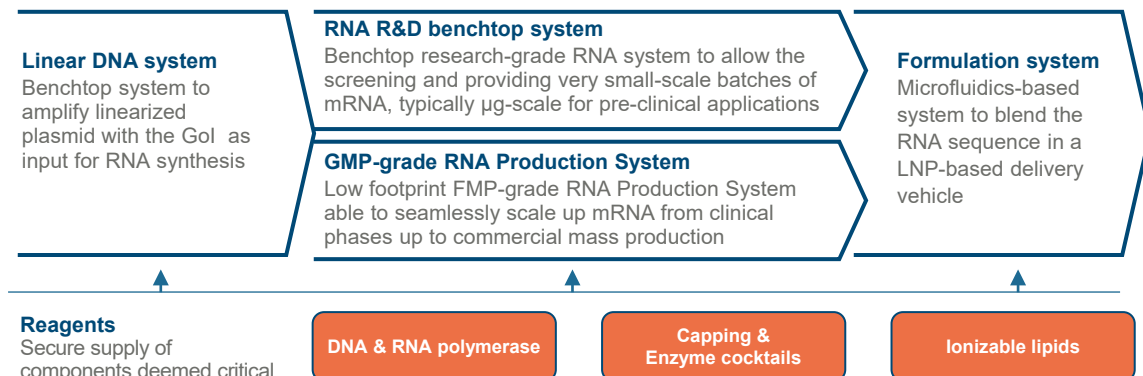


Yves Ghislain
Head of Operations

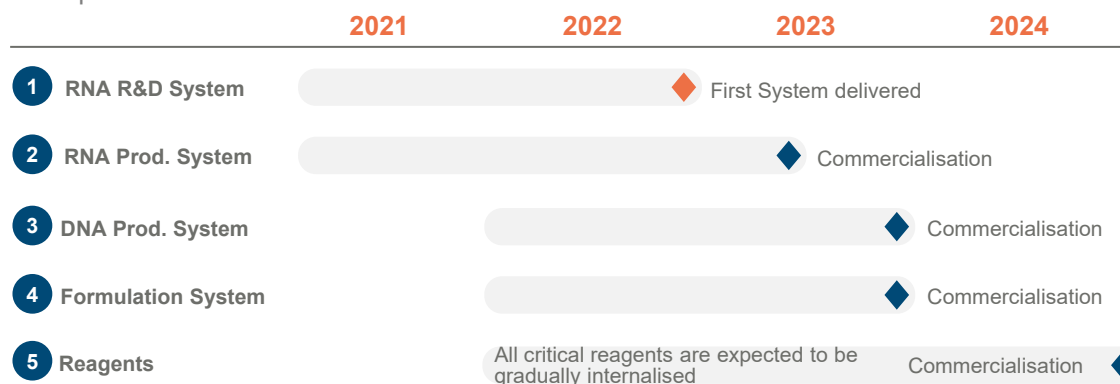
- 25+ years in technical R&D of cell & viral technology
- Sr. Manager at GSK Vaccines

Introducing our RNA platform

RNA platform—open, integrated, affordable, in-vivo validated



RNA platform timeline



Unizima: trusted partner and nexus for building and maintaining decentralized biomanufacturing



Unizima provides a range of technology agnostic services & products

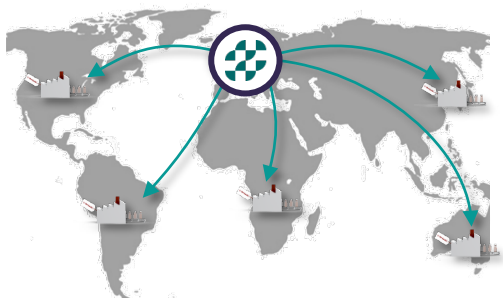
Soft services

Equipment and buildings

Project strategy	Project delivery	Technology transfer	Workforce development	Replicable facilities
<ul style="list-style-type: none"> Market intelligence and strategic advice Pharma product licensing Funding support 	<ul style="list-style-type: none"> Project delivery services Act as integrator between stakeholders 	<ul style="list-style-type: none"> Full tech transfer offer Technology agnostic: ability to work on range of equipment and processes 	<ul style="list-style-type: none"> Expert training products Recruitment support 	<ul style="list-style-type: none"> Building replicable platforms and facilities Fill & finish Viral production mAbs production RNA productions

Local bioproduction through extensive network of partners and funders

In discussion with several governments, pharma companies and funders to deliver national aspirations for bioproduction autonomy and better access



Turnkey model and expert tech transfer deployed on the ground

Funders



Unizima management team



Hala Audi
CEO

- 20+ years of public & private sector experience
- Led global health policy for the UK Government (Review on Antimicrobial Resistance chaired by Jim O'Neill)
- Director in the UK Treasury leading teams on construction procurement innovation, rail investment and public budgets setting



Virginie De Coster
COO

- 20+ years of experience in finance and operations
- Former GSK affiliate Financial director and Managing Director of Eumetica Pharmaceuticals



Zahia Hannas
CSA

- 20 years of experience in cell and viral process development working for Sanofi, Boehringer Ingelheim and Alvotech, among others
- Former Vice President and Head of Product and Process Development at Alvotech

Cross-opportunities for Univercells companies



Creating national and regional health capacity requires a range of stakeholders to work together



Unizima brings facilities, services and people to where they are needed

Through their bio-manufacturing solutions offering, Unizima is:

- Dismantling an important barrier to better health and prosperity
- Enabling self-sufficiency and increased local knowledge
- Creating jobs

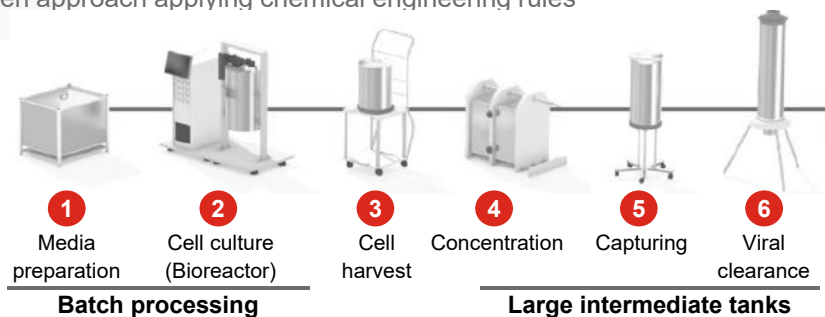
Univercells Technologies: a leading viral manufacturing technologies provider



Combine *process intensification and chaining*, to deliver high-performance

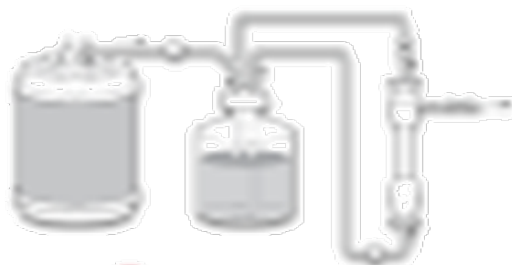
Technology-driven approach applying chemical engineering rules

Traditional virus manufacture



High operational footprints

Our approach



Intensification

Biomass immobilization in **high cell-density** fixed-bed bioreactor



Chaining

Linking **unit operations** for automated and continuous processing

High performance, low footprint CAPEX & OPEX

Univercells Technologies management team



Mathias Garny
CEO

- 12+ years experience in strategy, operations, business planning and fundraising activities
- Previously played a key role in development and commercialization of scale-X™ & NevoLine™



Bob Foster
COO

- 30+ years experience in plastics and clean assembly for packaging, invasive medical devices, and single-use systems for biopharma
- Previously Vice President of Operations at Danaher Corporation and COO of ATMI LifeSciences



Tania Pereria Chilima
CTO

- 7+ years experience in defining tools and manufacturing strategies for vaccine and cell therapy products
- Post-Doctorate researcher for the ULTRA grant sponsored by BMGF



Gaëlle Gurné
CFO

- 12+ years experience in strategy, M&A, transformations, IPO, business planning
- Previously principal at KKR Capstone and consultant at McKinsey & Company

Innovation history

scale-X™



NevoLine™
Upstream



- ✓ 165 installed systems globally
- ✓ First uses in GMP
- ✓ + 50% y-o-y revenue growth

Partnerships



3

Creating a Global Biomanufacturing Network fuelled by Univercells' core values to drive group success and synergistic performance



Univercells companies create synergies



3

Univercells' business model contributes to the Global Biomanufacturing Network and further drives group success and synergistic performance

Case study: Creating value by combining core strengths of affiliates



UNIVERCELLS
Technologies



exothera

Offering best-in-class development and manufacturing viral vector services

Scale-x, a unique fixed-bed technology for chained and intensified processes

Agile design and scalable equipment (Hydro, Carbo, Nitro)

Application for adherent and suspension processes

NevoLine™ platform delivers cost-effective viral production

Technology

Disruptive, best-in-class technology ensures a pioneering position

Scalability

Small to large-scale compact adherent and suspension technologies that fit all needs

Flexibility

A flexible and quality driven approach to projects at all stages of development

Efficacy

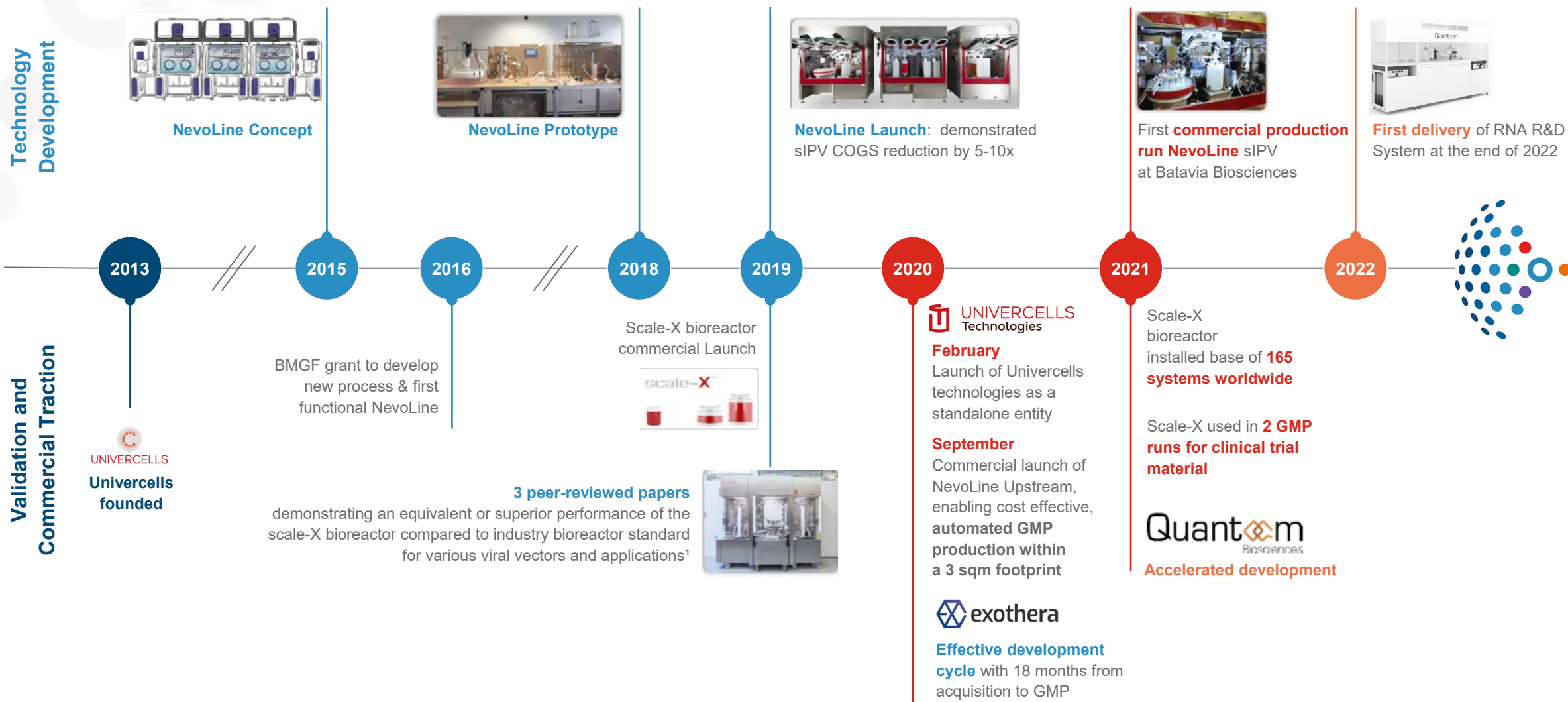
NevoLine™ platform technology enables data-driven process optimization to increase cost-effectiveness

Speed

Our customers achieve reduced timelines and industrial fast-track development

4

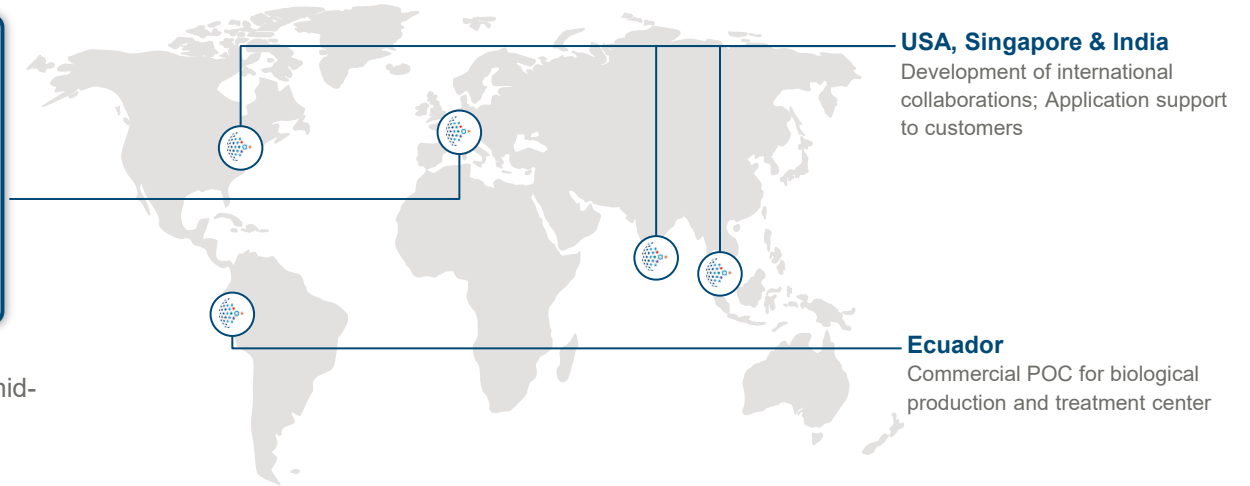
Demonstrated track record of delivering on high-performing technologies and capabilities to accelerate time-to-market



5

State-of-the-art facilities with ample capacity for local and international expansion

A Belgian company with a growing global footprint, capable of attracting a diverse pool of talents



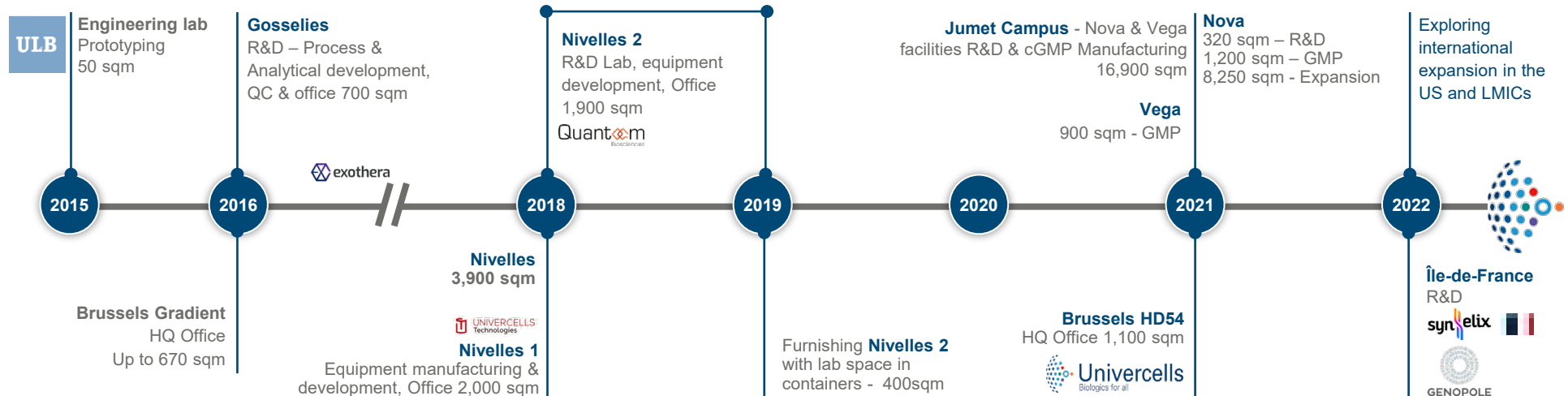
Belgium roots with global reach



Capacity to attract global talents

16,850 m² GMP certified production facility (as from mid-2021) Bioprocess, Engineering, Quality, Regulatory, Manufacturing, Business Development & Finance

Capacity for today with room for local and international expansion



6

Multidisciplinary management team with track record of entrepreneurship and innovation in the Life Sciences industry...

Univercells Executive Committee



 Founder

**Hugues
Bultot**

CEO



**Vincent
Vanderborgh**

CFO



**David
Louvet**

COO



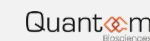
**Kate
Antrobus**

CIO

Univercells Companies CEO's



 Founder

 **Quantom**
Biosciences

**José
Castillo, Ph.D.**



 **UNIVERCELLS**
Technologies

**Mathias
Garny**



 **exothera**

**Thibault
Jonckheere**



 **unizima**

**Hala
Audi**

Univercells Management Team



**Thomas
Theelen, Ph.D.**

VP Corporate
Development



**Alexandra
Deschner**

VP Investor
Relations



**Laurence
Lanckman**

VP Human
Resources



**Carolyn Vande
Vorst**

VP Legal &
General Counsel



**Nohad
Laamim**

Chief Digital
Officer



**Dany
T'Jampens**

Chief Quality
Officer



**Cécile
Delcuve**

Head of
Supply Chain



**Patrick
De Graeve**

Head of
CAPEX



**Thomas
Ralet**

VP Marketing &
Communications

... supported by an international Board of Directors with extensive experience in the Life Sciences industry

Company Board of Directors

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, Kytosome)



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

OBSERVERS



Olivier de Duve

17 years in investment banking and management, and capital markets. Ventures Founder and MP



Jean-Marc Legrand

15 years in investment banking and wealth management. Founder of TheClubDeal.



Rodolphe de Spoelberch

International Investor



Gil Yeong-Mok

Senior Principal at KIP, consumer/bio specialist with strong financial track record



Andre Ostachkov

15+ years of finance and business experience. Innovation Fund.



Kerstin Laudemann

20 years of experience in the Biopharma industry (Manufacturing, SC and R&D). At Takeda, leading the Portfolio Review Committee Office.



Harish Soundararajan, Ph.D.

Investing Member of Farallon Capital, with experience at McKinsey, a PhD from Cambridge and Postdoc at Harvard Medical School



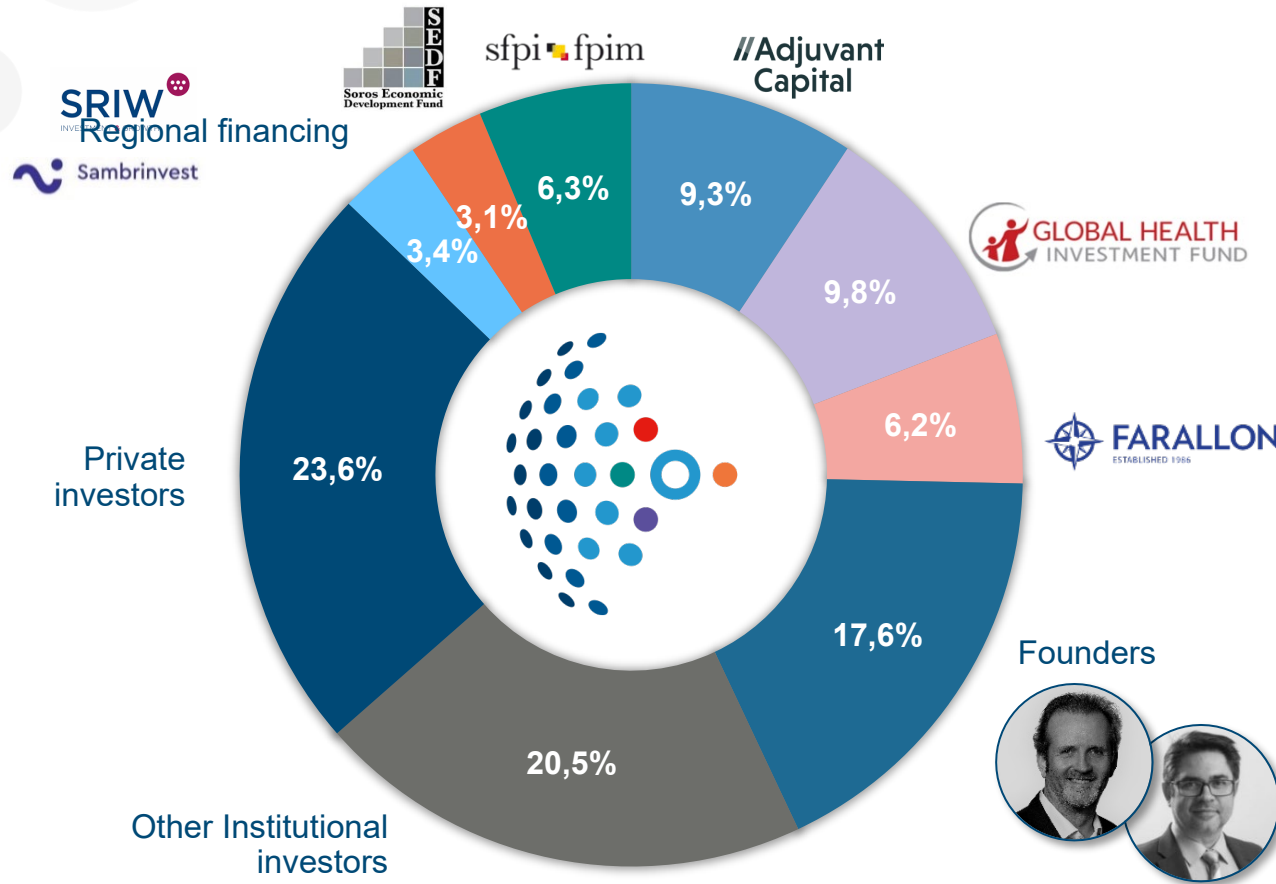
Christina Franssen, Ph.D.

SRIW – Investment Manager in Life Sciences with experience in scientific research (University of Liège) and Business in the industry

6

Univercells nurtures a constructive relationship with its strong and diverse shareholding base

Cap table – December 2021



Total shares outstanding

2,469,521

(2,730,944 shares fully diluted)

- **Impact** investors account for **> 25%** of total shareholdings
- **35+%** of investor base is **U.S.**



Contact Us

**ALEXANDRA
DESCHNER**

VP Investor Relations



UNIVERCELLS HQ

54 Avenue Hermann-Debroux
1160 Bruxelles - BELGIUM



+32.490.58.35.23



investors@univercells.com