

# Investor presentation

October 2022

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

## Key metrics

4 Affiliates

17m<sup>(1)</sup> 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

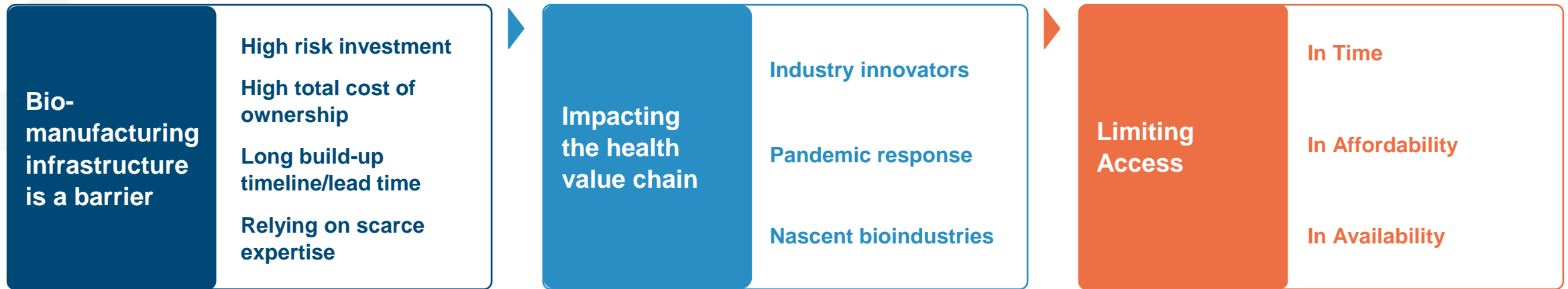


#### Making local bioproduction a reality

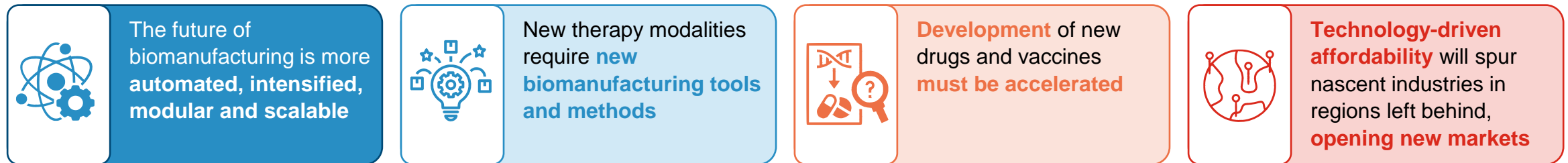
Offering a suite of tech transfer project management and operational support services, as well as training, to create new sites for bioproduction

# 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**

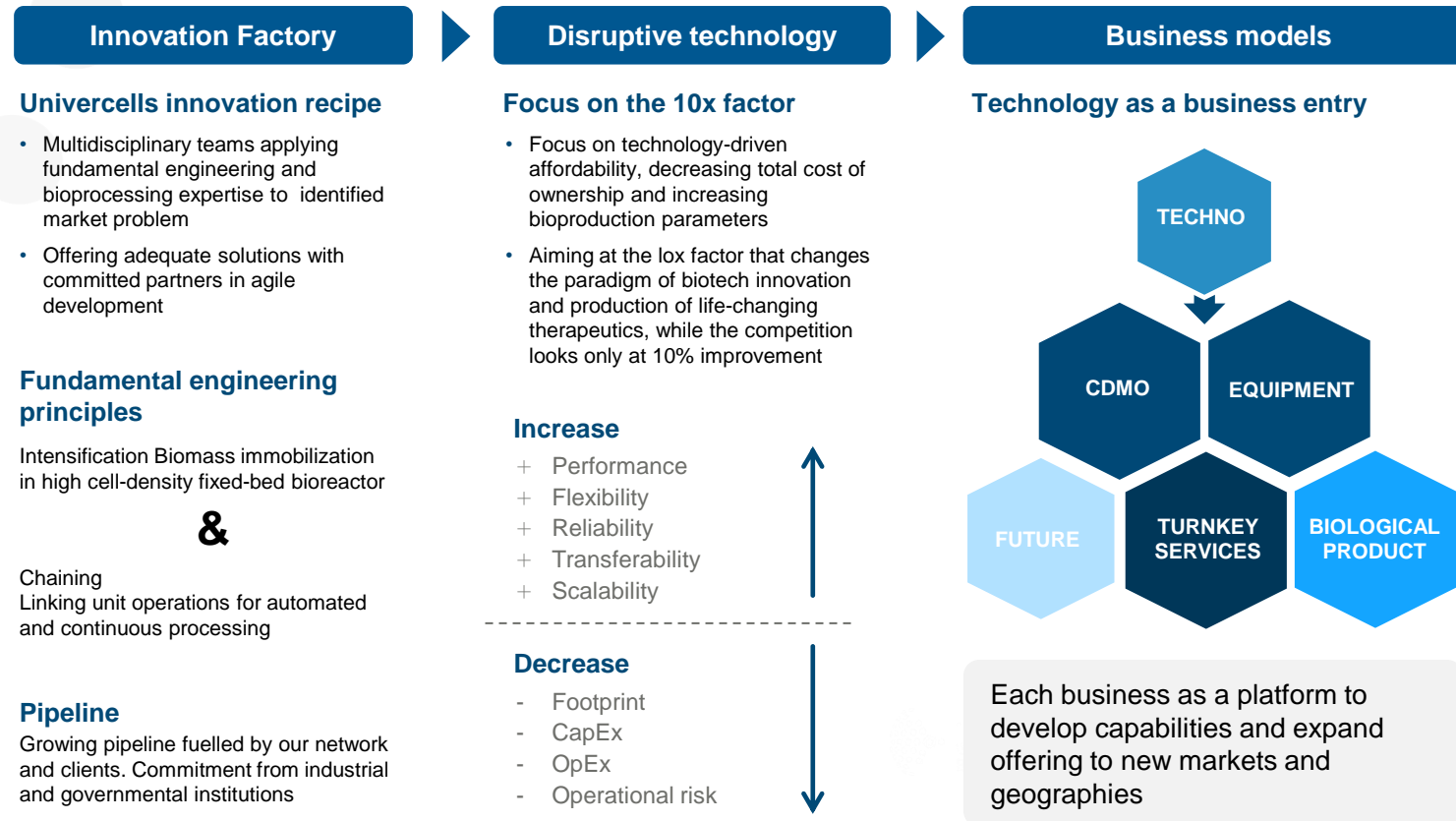


**Univercells has identified the needed technology innovation across the biopharma value chain to overcome those barriers**



# 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



# 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

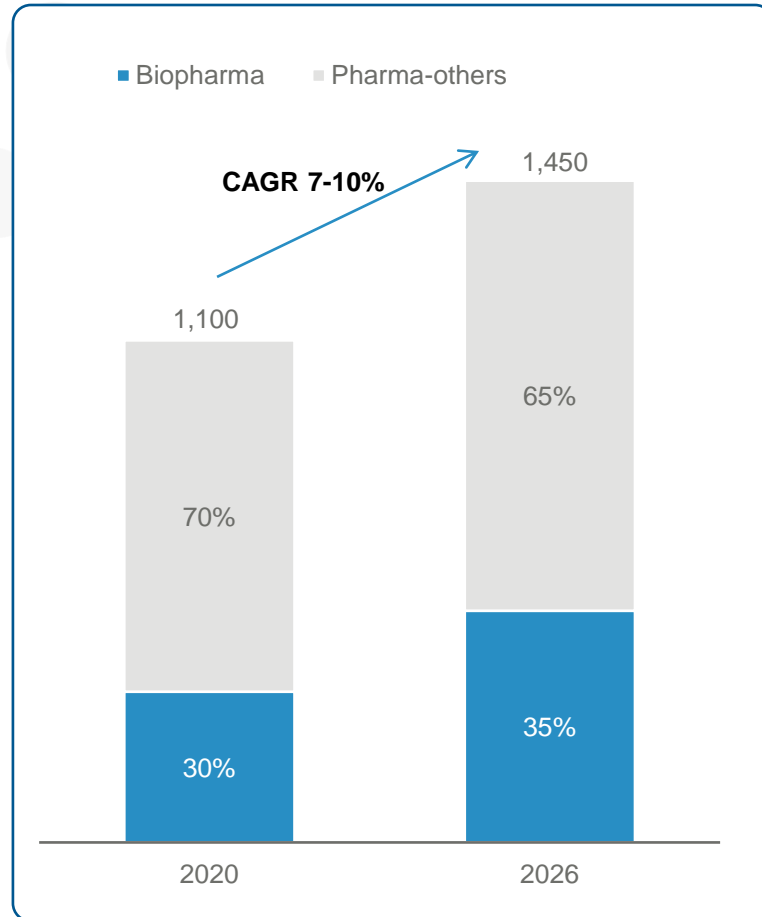
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Multidisciplinary management team with track record of entrepreneurship and innovation in the Life Sciences industry

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

## Biologics poised to gain market share...

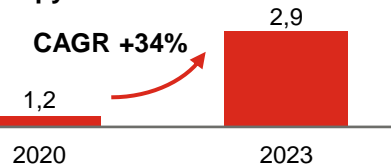
Pharma market (USD bn)



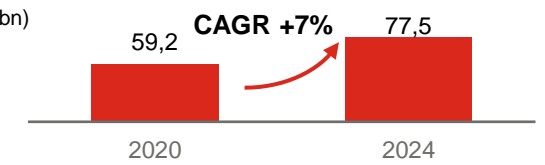
## ... and specific market trends support each affiliate's strategy



### Gene Therapy (USD bn)

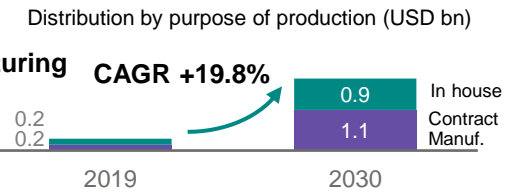


### Human Vaccine (USD bn)



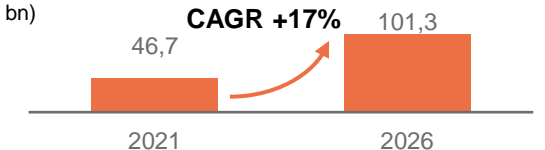
- Vector manufacturing market estimated to be > \$343mm
- **Outsourcing rate** for viral vector manufacturing of around **65% in 2030**

### Vector Manufacturing Market

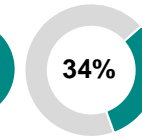


- RNA very flexible to **address changing global health needs**
- **Complementary tech** to viral vectors
- Pandemic has shown the **current global bioproduction capacity is inadequate**

### mRNA therapeutics (incl. vaccines) (USD bn)



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



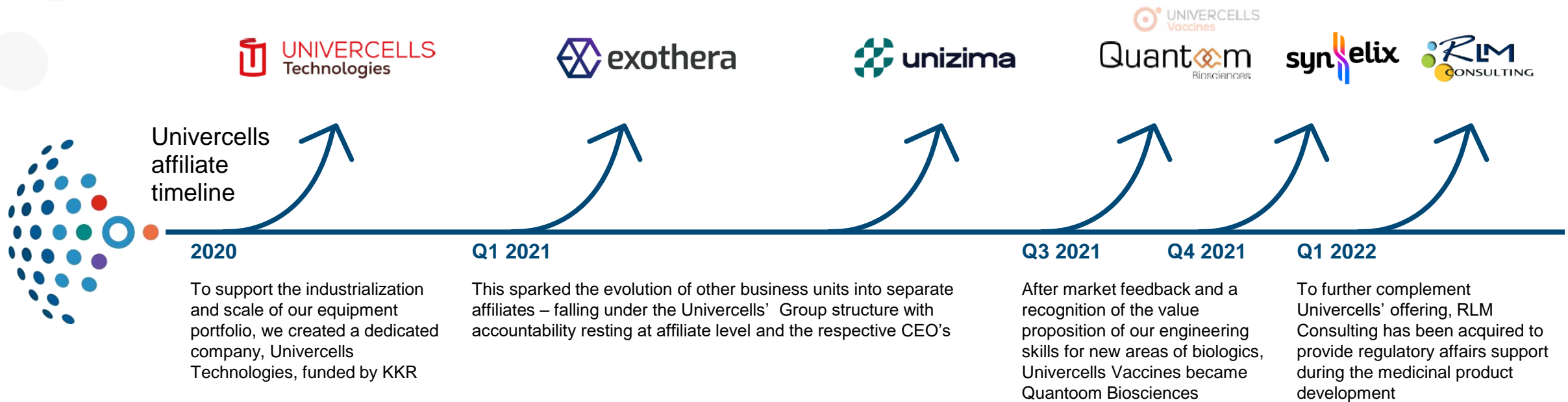
**Of the world population lacks access to medicines, vaccines and diagnostic tools (i.e. the entire population of China and India)**



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

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# 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



## 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

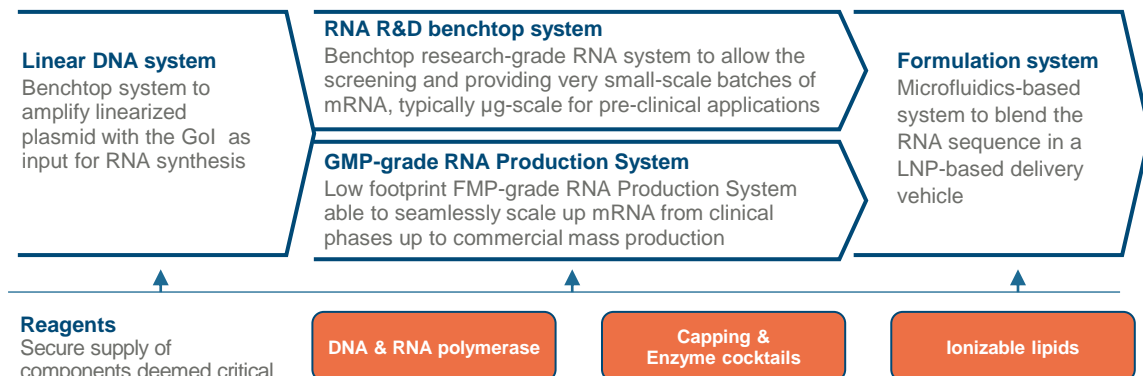


**Yves Ghislain**  
Head of Operations

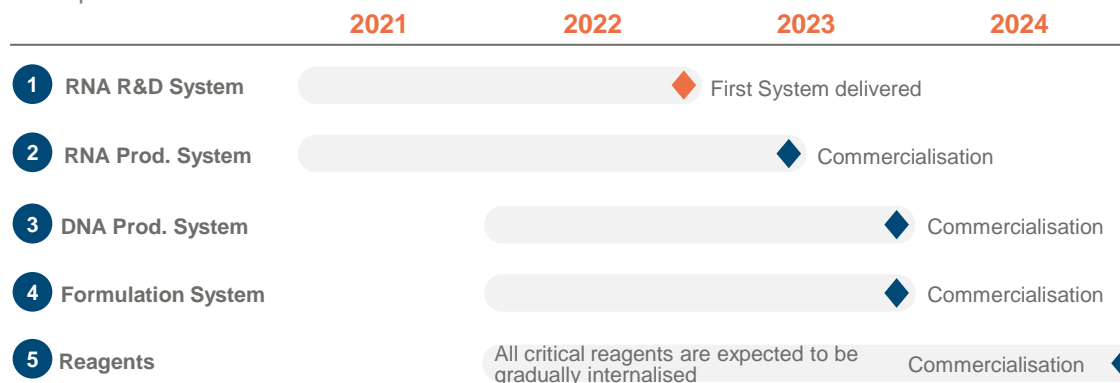
- 25+ years in technical R&D of cell & viral technology
- Sr. Manager at GSK Vaccines

## 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

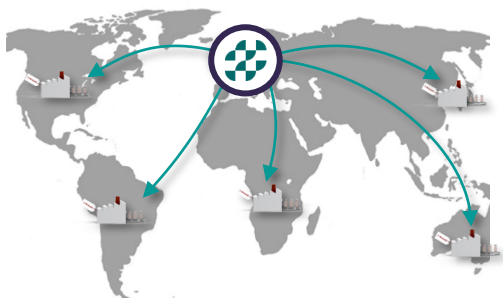
### Soft services

### Equipment and buildings

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

## 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 Eumedica 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:

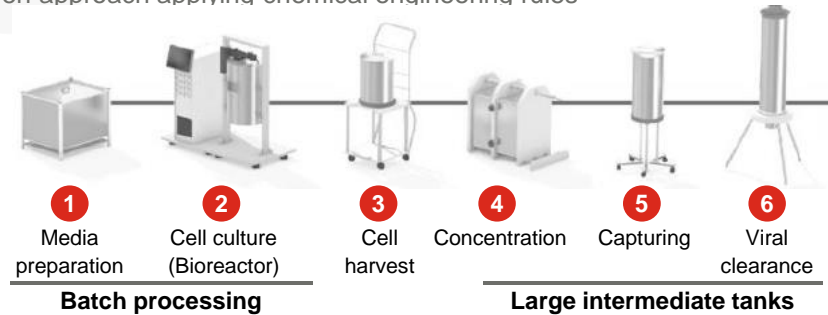
- Dismantling an important barrier to better health and prosperity
- Enabling self-sufficiency and increased local knowledge
- Creating jobs

# Univercells Technologies: a leading viral manufacturing technologies provider

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

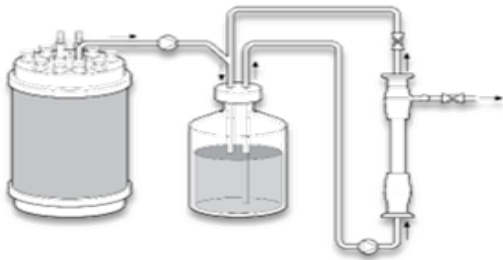
Technology-driven approach applying chemical engineering rules

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



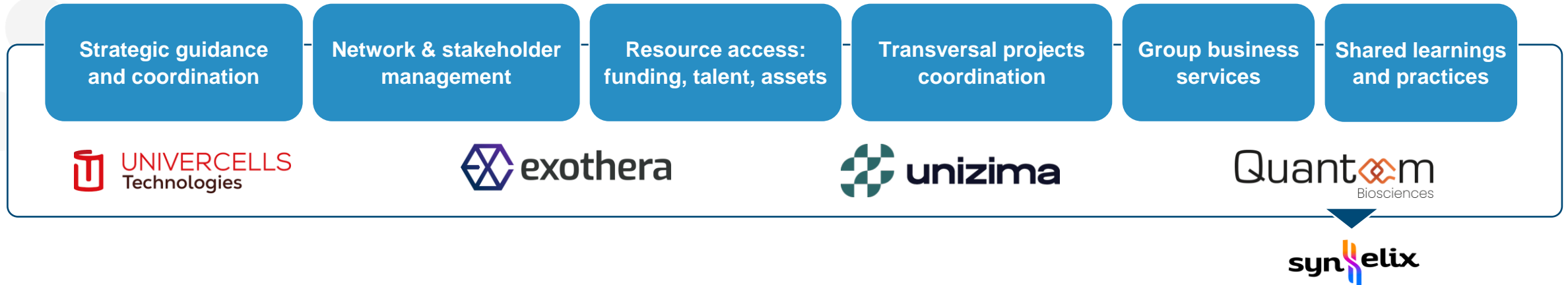
- ✓ 165 installed systems globally
- ✓ First uses in GMP
- ✓ + 50% y-o-y revenue growth

## 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

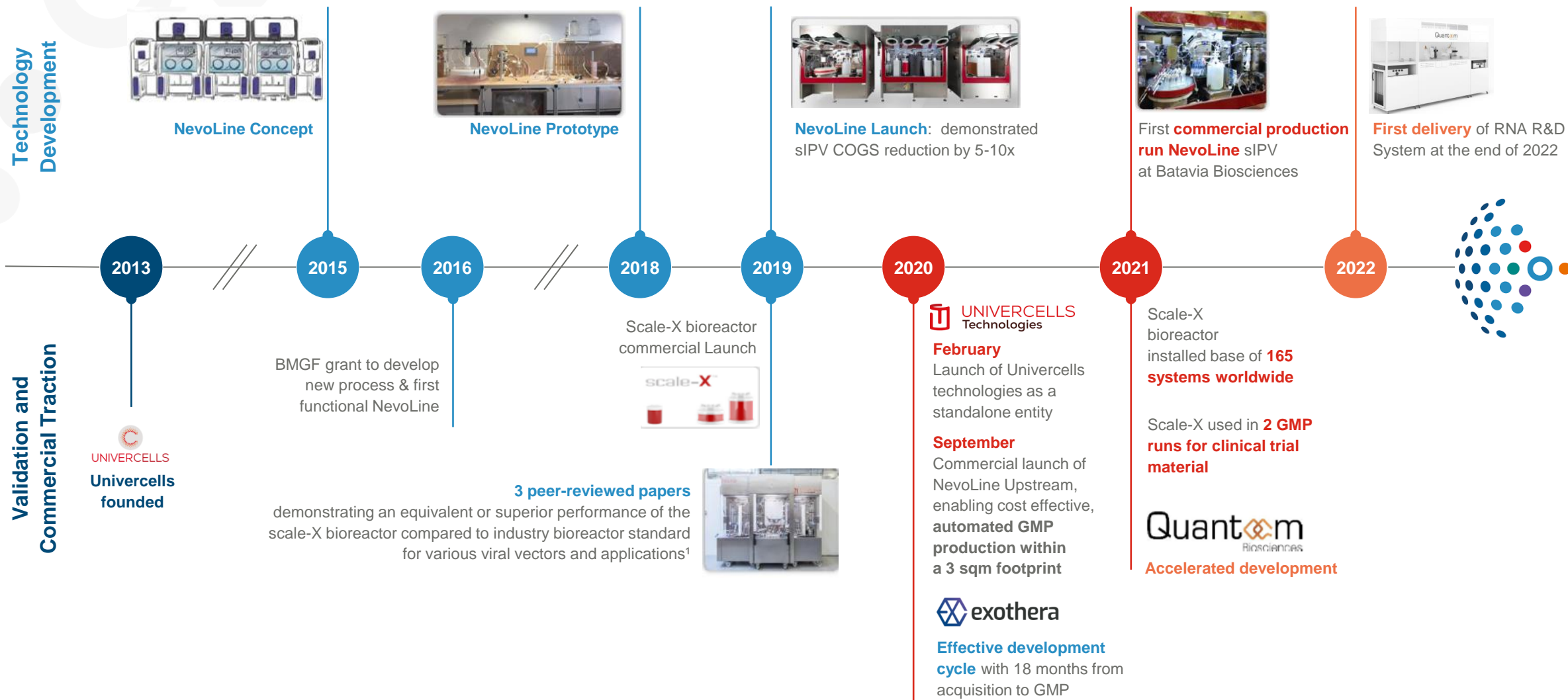
NevoLine™ platform technology enables data-driven process optimization to increase cost-effectiveness

### Speed

Our customers achieve reduced timelines and industrial fast-track development

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

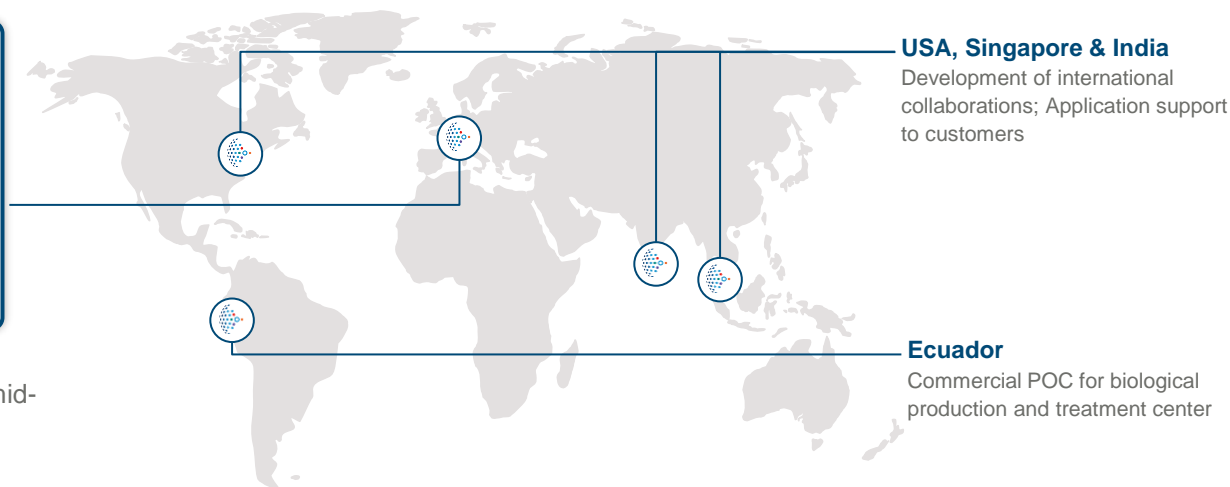




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# State-of-the-art facilities with ample capacity for local and international expansion

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



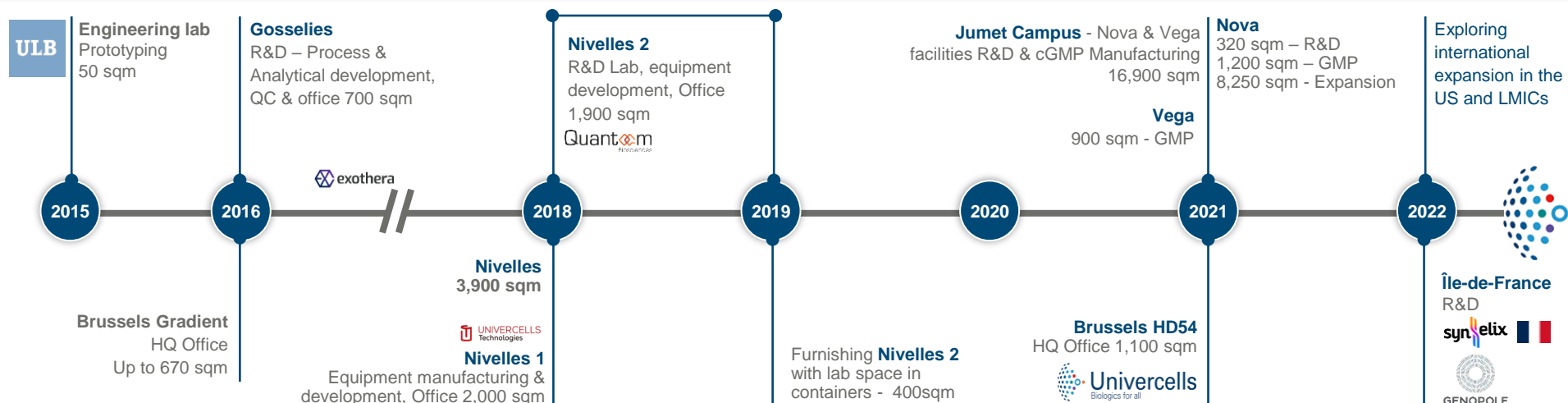
Belgium roots with global reach



Capacity to attract global talents

16,850 m<sup>2</sup> 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



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# 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  
Research

**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, 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

### 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

# Contact Us

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