

# PRESS KIT

# 2023



# ABOUT US

Univercells is a global life sciences company with the mission of making biologics<sup>1</sup> accessible to all.

We develop 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 is an expanding campus of interconnected biotechnology companies; each solving a different part of the same puzzle – how to meet the global demand for bioproduction.

<sup>1</sup> Biologics are medical products derived from biological sources. Examples include vaccines, treatments for immune diseases like cancer and many common therapies like hormones and treatments for diabetes.



Design and deliver the next generation manufacturing technologies for viral vectors



Provide the services, competencies, and access to the technology needed to design, build and sustainably operate local biomanufacturing facilities in emerging markets



Provide regulatory affairs support at all stages of the medicinal product development



Offer best-in-class bioprocess development and manufacturing services for viral vectors and nucleic acids



Technology innovator focused on mRNA from sequence up to mass production

# WHAT WE DO

It's not enough for a drug to simply exist. To change the world, it must be accessible to everyone.

Using our combined expertise in scaling, production, and bioprocessing, Univercells finds new and sustainable ways to widen access to life-changing drugs.

Univercells and its affiliates deploy innovations in infrastructure, drug substance manufacturing, equipment manufacturing, equipment design, training, and on-the-ground health services to drive down costs, shrink manufacturing footprints and meet the needs of the entire health value chain.

We use 3 principles to make biologics available and accessible to all:

## 1. Technology driven affordability

Our technologies are designed to provide a way to make biologics and medicines in a low-cost, low-footprint way, but still able to produce large volumes.

## 2. Innovation

We use an engineering approach to create new technologies that drive unprecedented access.

## 3. Autonomy

We believe our partners have the right to control their own supply of medicines. In addition to providing partners with access to expertise, we also offer access to manufacturing capacity for production at scale.

# WHY WE DO IT

The old system for making and distributing vaccines and essential medicines is fundamentally flawed. And we see an opportunity to overturn it. To make the miracle of therapeutics and vaccines available to all.

The way we make drugs and vaccines has not kept pace with scientific developments and technological innovation. We believe that bridging this gap requires us to reimagine the processes and technologies we use to make medicines. To make biologics for all, we need to modernise infrastructure, technology, and skills.

Our focus is on addressing 3 fundamental challenges:

The need for innovation in bio-manufacturing technology

The need for globally distributed biomanufacturing production capacity

The need for increased biomanufacturing expertise

# OUR KEY PARTNERS

Univercells is fortunate enough to rely on trusted funders and strategic partners who have supported us along the way. Here are some of them:



BILL & MELINDA GATES foundation

McKinsey & Company



//Adjuvant Capital



WE Wallonie Entreprendre



Sambrinvest

# HOW WE DO IT

Univercells ensures affordability, shorter time to market and availability through its integrated solutions and services. It widens access to biologics through innovative technology, manufacturing and advisory services.

3 interconnected business models to make biologics available to all:

1. Technology

2. CDMO

3. Advisory

## 1. Technology:

- Development & industrialization of intensified and scalable technology portfolio to enable partners to achieve low-cost, low-footprint, high-quality and high-performance production
- Applications in viral production, DNA and RNA from R&D to commercial



## 2. CDMO:

- Designing and operating bespoke bioproduction hubs with state-of-the-art technology (including proprietary biomanufacturing technologies)
- Product & process development expertise for therapy innovators in C&GT, vaccines, DNA/RNA across all phases: from pre-clinical to GMP manufacturing and tech transfer



## 3. Advisory:

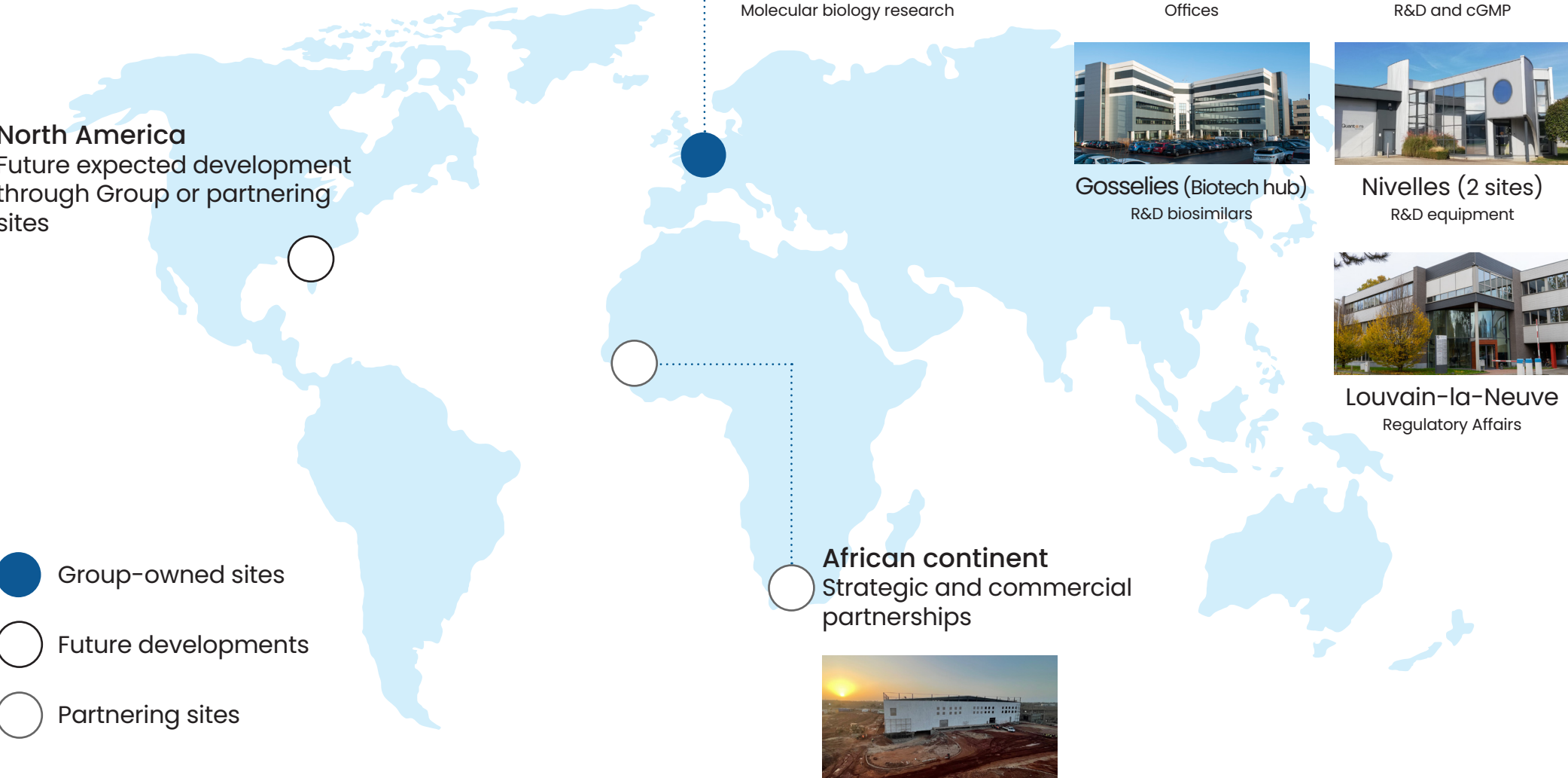
- Opening new markets by providing turnkey services to support emerging players wherever biologics can make a difference, making local bioproduction a reality
- From design to operations of bioproduction sites, tech transfer, workforce development, product licenses and regulatory affairs





# GLOBAL BIOMANUFACTURING NETWORK

We are a Belgian company with a strong central base and growing global footprint.





Univercells is a global life sciences company created in **2013** by **Hugues Bultot** & **José Castillo**, 2 Belgian serial entrepreneurs, with the mission of making biologics accessible to all.

Headquartered in **Jumet** (Belgium), Univercells is supported by **regional and national investors**, as well as **international investors** active in vaccines and healthcare, such as the Bill and Melinda Gates Foundation, the European Investment Bank and Global Health Investment Fund, among others.

## Questions?

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## Follow us!



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**Univercells**  
Biologics for all