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AMOÉBA

- . About us
- . Our vision
- . Board of Directors

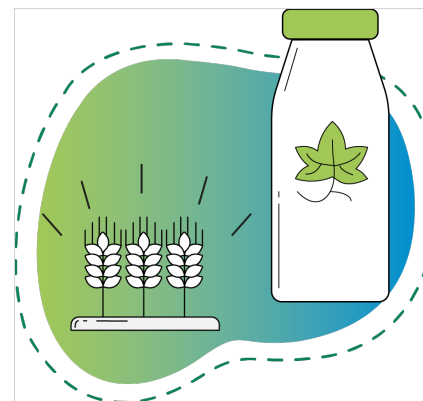
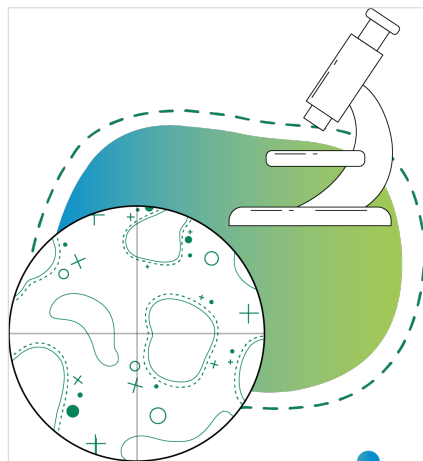


FINANCIAL ASPECTS

Successful IPO and fundraising, Company's shareholding and Financial situation

A DISRUPTIVE TECHNOLOGY

Amoéba, a research technology platform

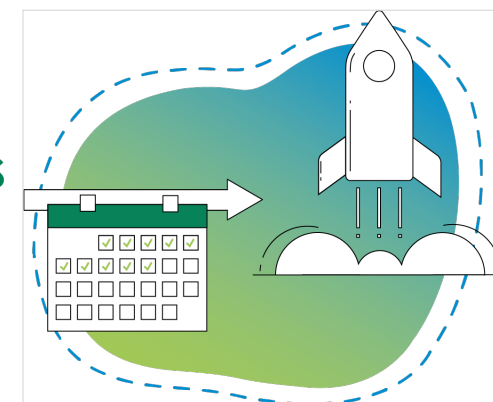


PLANT PROTECTION

Plant protection, a problem of public health.

NEXT STEPS

Current situation and regulatory focus.



WATER TREATMENT

Biomeba, a solution for market needs.

AMOEBA COMPANY



OUR VISION AND MISSION



A DISRUPTIVE TECHNOLOGY



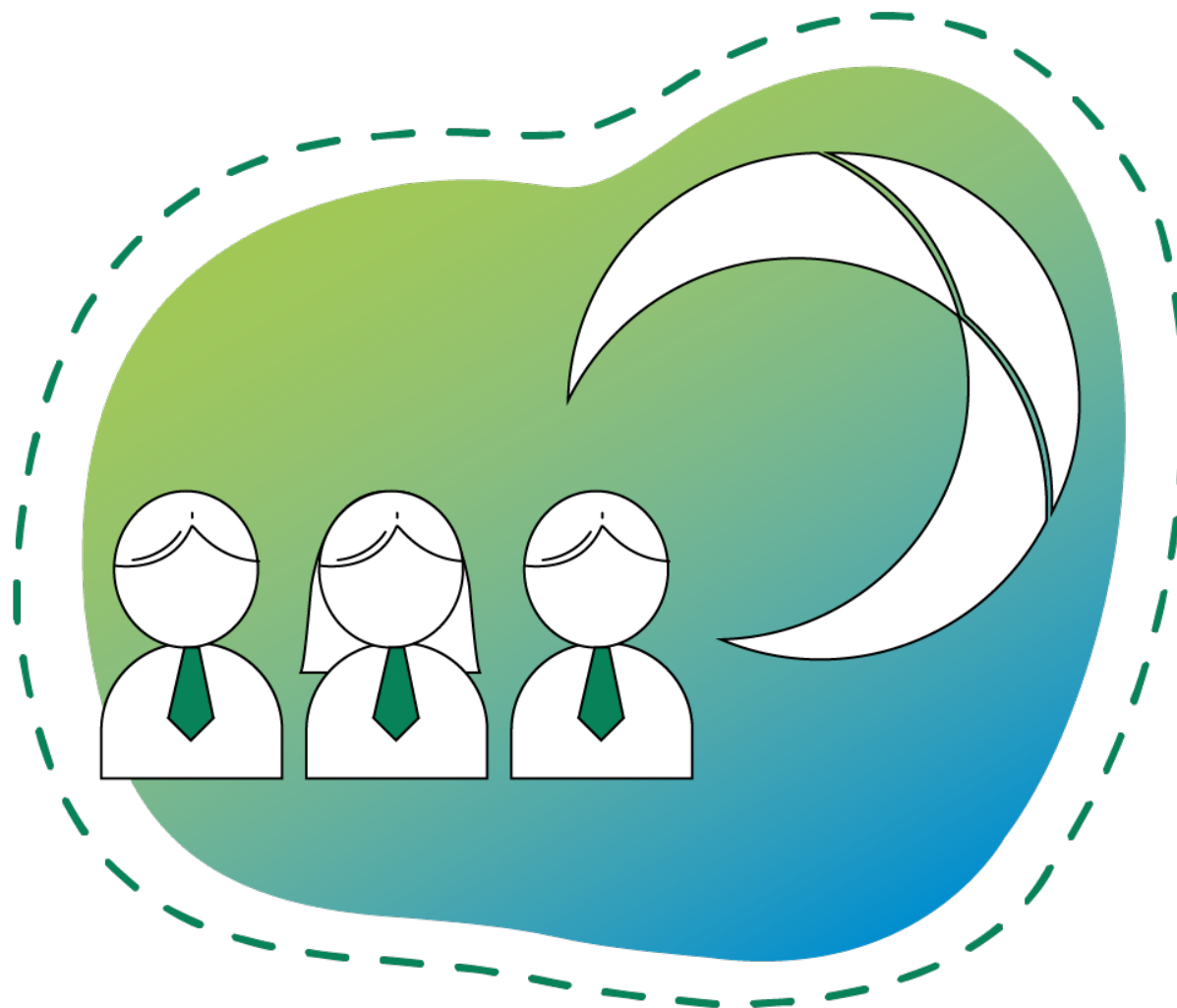
A STRONG INTELLECTUAL PROPERTY



AMOEBA KEY FIGURES



BOARD OF DIRECTORS



OUR VISION AND MISSION



A wind of change is blowing on the way to treat our **crucial resources** (water, food and air). Amoéba is a key actor of this groundswell.

By combining our proprietary technology, an amoeba, and our scientific knowledge on microbiology, **amoéba contributes to enlarge the offer for safer products.**



A DISRUPTIVE TECHNOLOGY

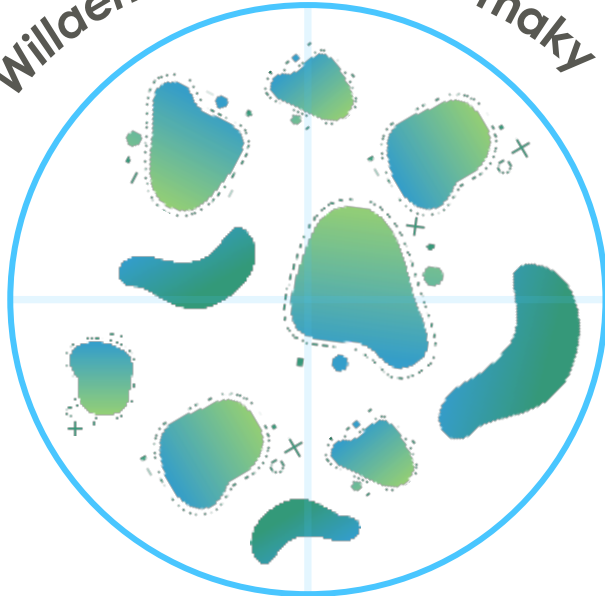


Used alive as a
biocide



Used lysed as a
biocontrol agent

Willaertia magna C2c maky



- 100% biological
- Non genetically modified
- Eats bacteria, including Legionella, amoebas in water, Fungi, etc.
- Wide spectrum biofungicide

A STRONG INTELLECTUAL PROPERTY

A **patented technology** and **accumulated know-how** as a global approach for a **worldwide commercialization**

INTELLECTUAL PROPERTY



Registered patents :

- Legionnella ;
- Listeria ;
- Pseudomonas ;
- Naegleria fowleri ;
- Fongicide.

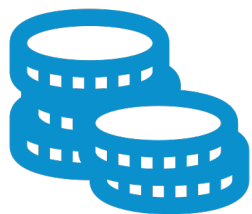
KNOW-HOW



- Proprietary culture medium ;
- Industrial process ;
- Continuous production ;
- Etc.

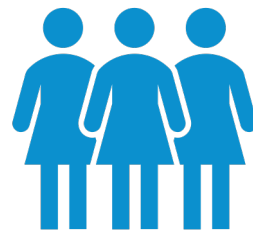
AMOEBEBA KEY FIGURES

25



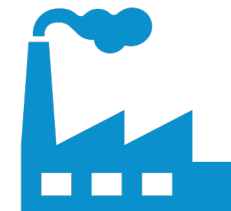
€ 25M R&D
expenditure &
investment since 2010

19



19 employees in
France

1



1 production line
(200m³) in France

BOARD OF DIRECTORS



Bernard AMBOLET

Administrator
(Expert in agriculture
& Biocontrol)



Valérie FILIATRE

Administrator &
Chief Financial Officer



Philippe DUJARDIN

Administrator
(Expert in finance
and strategy)



Fabrice PLASSON

CEO



Pierre MORGON

Administrator
(Expert in life and
health sciences)



Ghislaine PINOCHET

Administrator
(Expert in marketing in
agriculture)



Claudine VERMOT-DESROCHES

Administrator
(Expert in therapeutics
innovation)



FINANCIAL ASPECTS



STOCK MARKET



SHARE HOLDING



FINANCIAL SITUATION

STOCK MARKET

A SUCCESSFUL IPO & FUNDRAISING

€ 13.2M

Raised during the IPO
in **July 2015**

€ 14.7M

Raised in **2016** with
private placement

€ 5M

Financing agreement with
the European Investment
Bank (EIB) in **2017**

€ 6M

OCAPI with Nice &
Green in **2018**

€ 6M

OCAPI with Nice &
Green in **2019**

€ 24M

OCAPI with Nice &
Green in **2020**

€ 29
market capitalisation

IPO : €44.5 market cap.

€ 1.63
per share

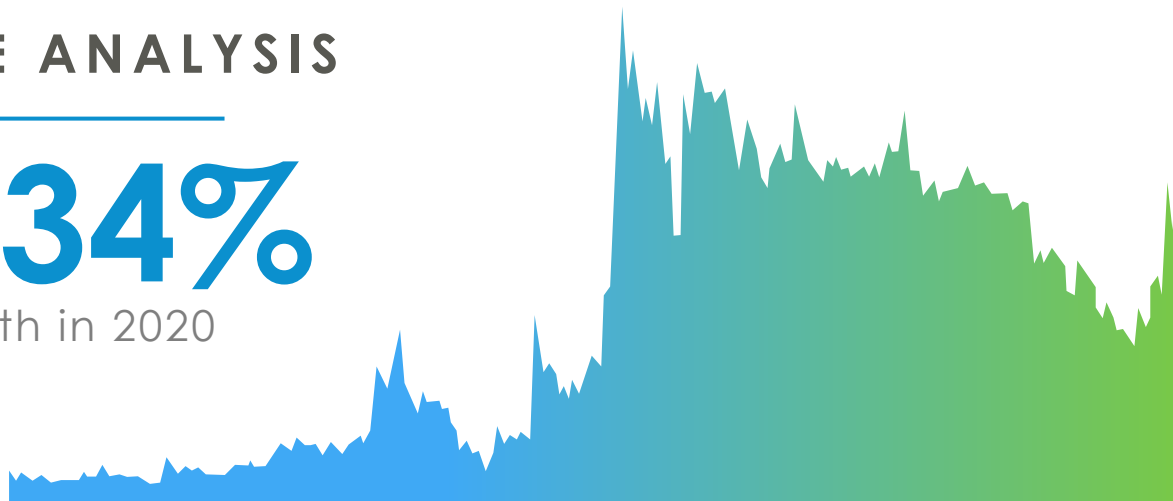
IPO : € 8.3/share

SHARE HOLDING IN 2020

SHARE ANALYSIS

+134%

Of growth in 2020



LIQUIDITY ANALYSIS

More than

15 %

Is the percentage of the rolling average volume

SHARE HOLDING

92%
FREE FLOATING

7% **1%**
CEO **VP**



FINANCIAL SITUATION

BURN RATE

2019	2020
€ 333K	€ 410K

EIB DEBT

2019	2020
€ 7,2M	€ 7,9M

EQUITY

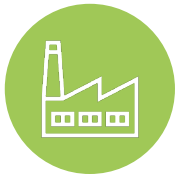
2019	2020
€ 4,2M	€ 2,0M

REVENUE

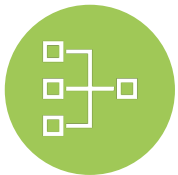
2019	2020
No revenue	No revenue



A DISRUPTIVE TECHNOLOGY



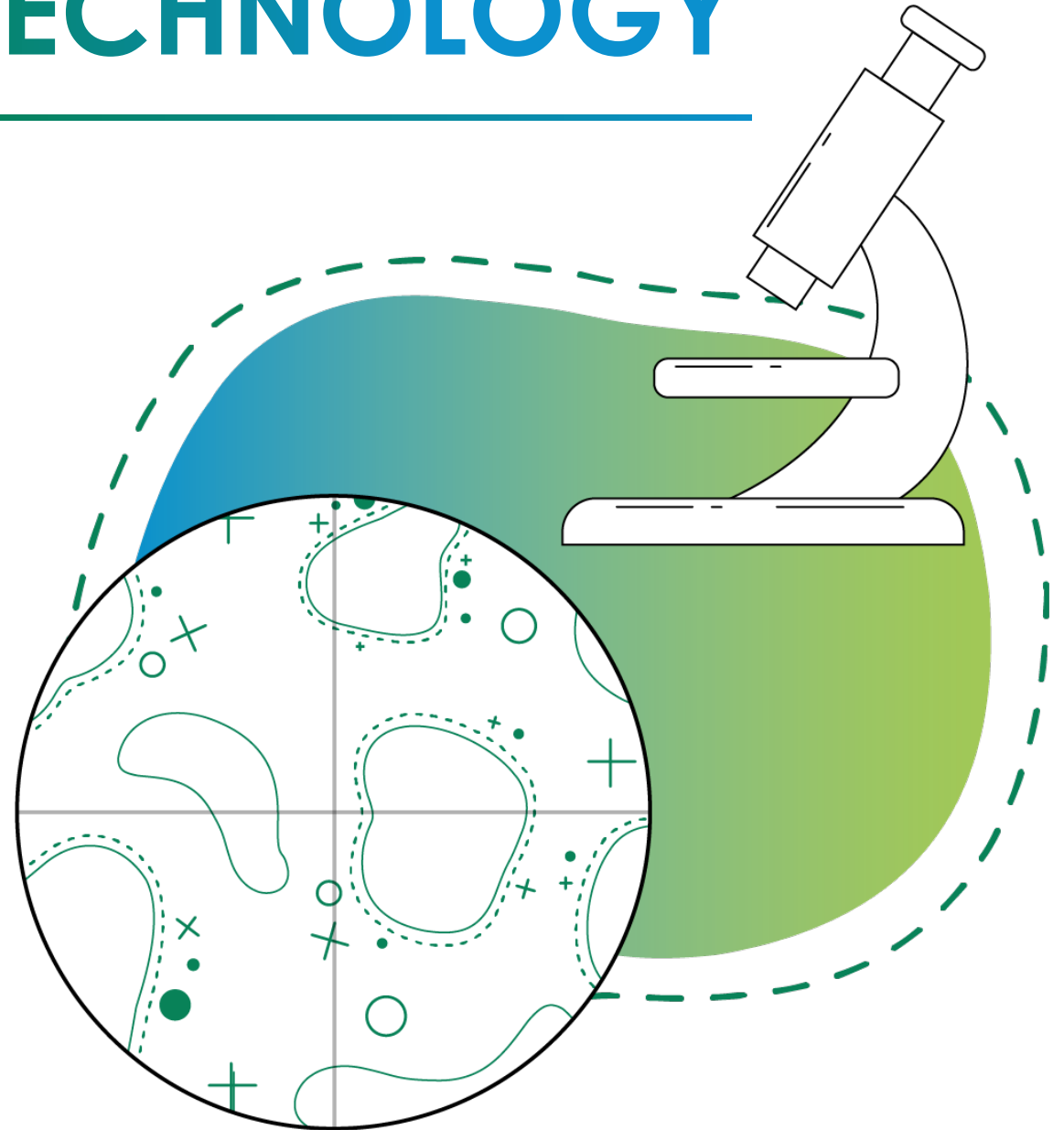
MANUFACTURING



AMOEBA, A RESEARCH
TECHNOLOGY PLATFORM



PREVISIONNAL CALENDAR



MANUFACTURING



The NOE production line is an industrial unit that produces *Willaertia magna* in large quantities for commercial use.

2 x **500L**
bioreactors

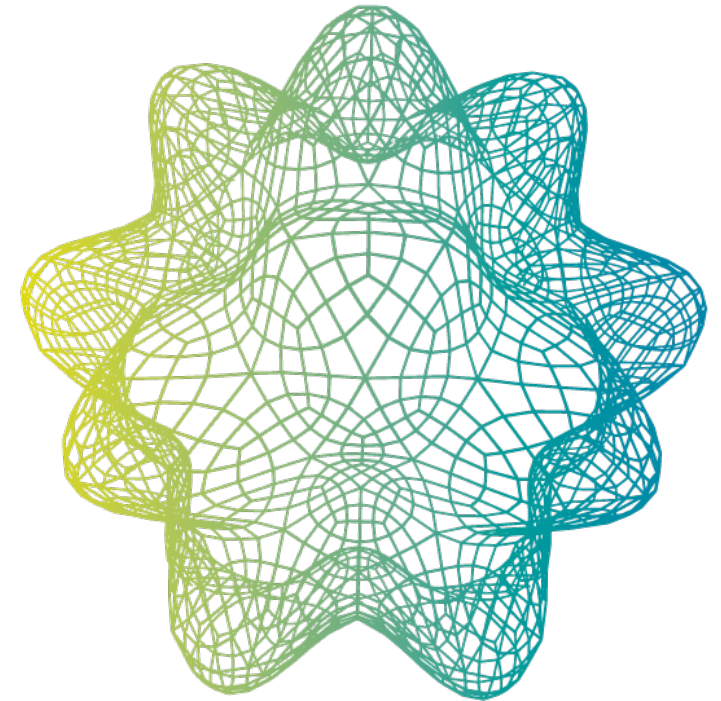
11 x **1000L**
tanks

8M€
of investment

8%
of market shares

8
bioproduction
technicians

200m³
at least, of
BIOMEBA 30%



AMOEBA, A RESEARCH TECHNOLOGY PLATFORM

Our core technology and first in class scientific knowledge on amoeba enables us to consider multiple applications

GREEN BIOTECH

BIOCONTROL AGENT :
Wide spectrum on key
markets (vines, vegetables,
cereals, soybeans...)

RED BIOTECH

SKIN DESINFECTANT :

- Wound care
- Cosmetology

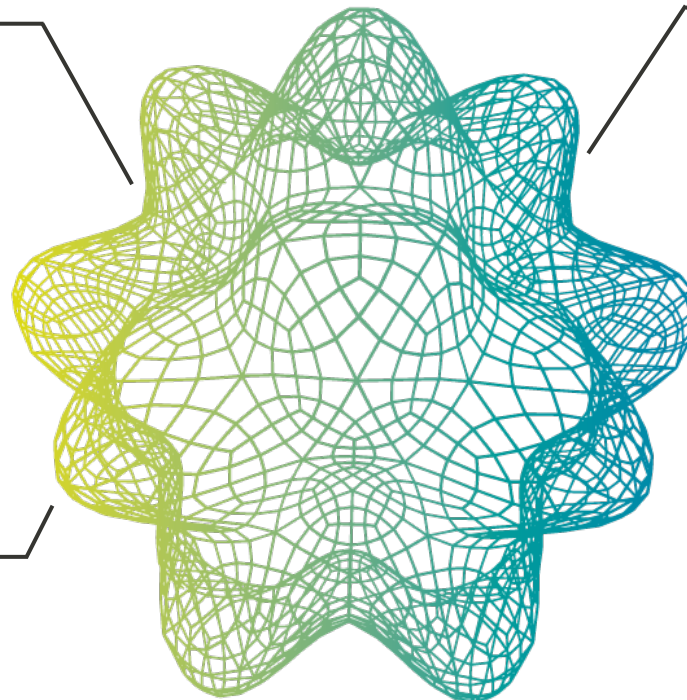
WHITE BIOTECH

BIOCIDE :

- Water treatment CT
- Waste water plant
- Surface treatment in food
- Surface treatment in air

BLUE BIOTECH

FISH AQUACULTURE



PREVISIONNAL CALENDAR

The marketing of our products is conditioned on obtaining prior marketing authorization

BIOCIDE WILLAERTIA MAGNA C2c MAKY ALIVE AND RELATED PRODUCTS

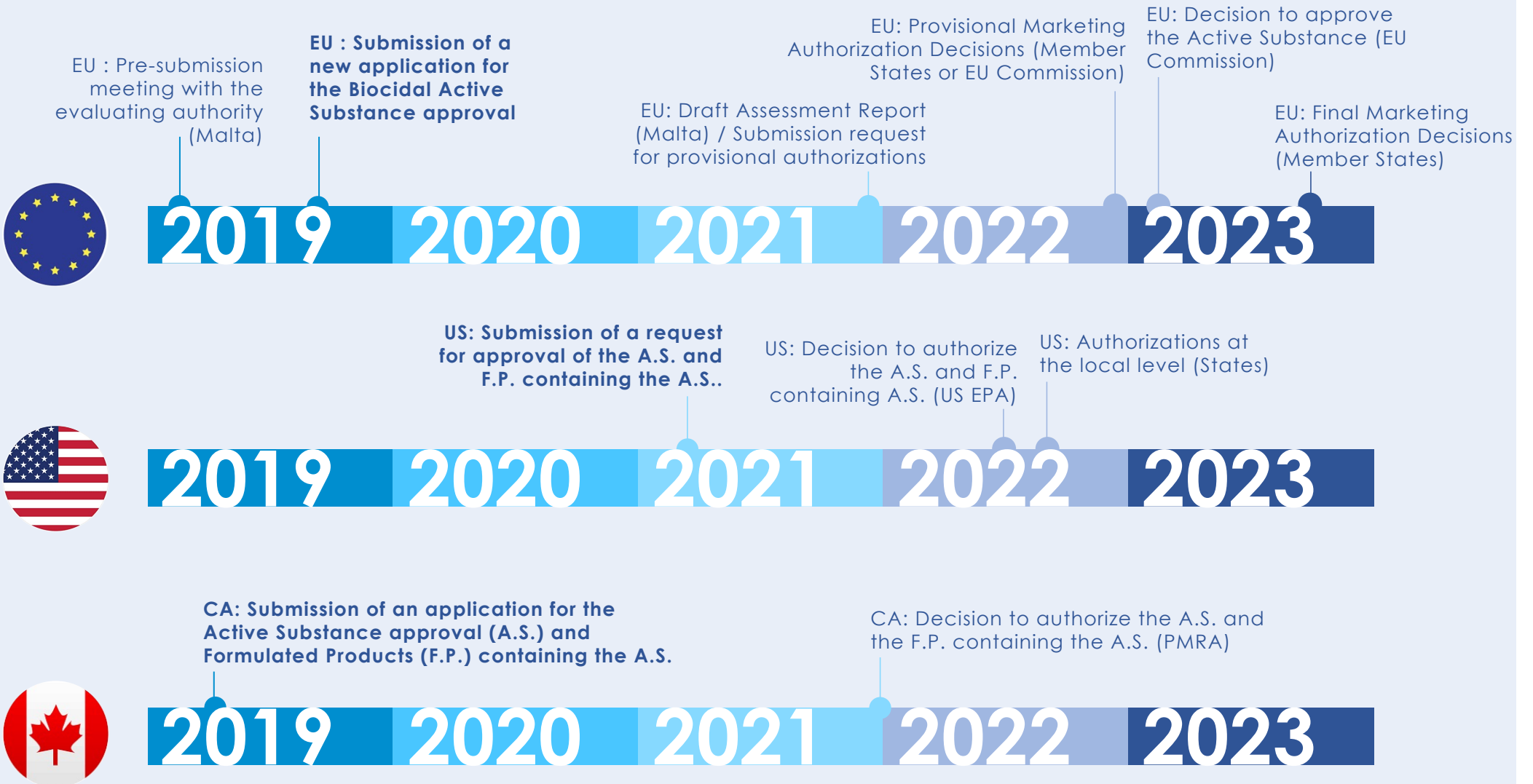


BIOCONTROL WILLAERTIA MAGNA C2c MAKY LYSAT AND RELATED PRODUCTS



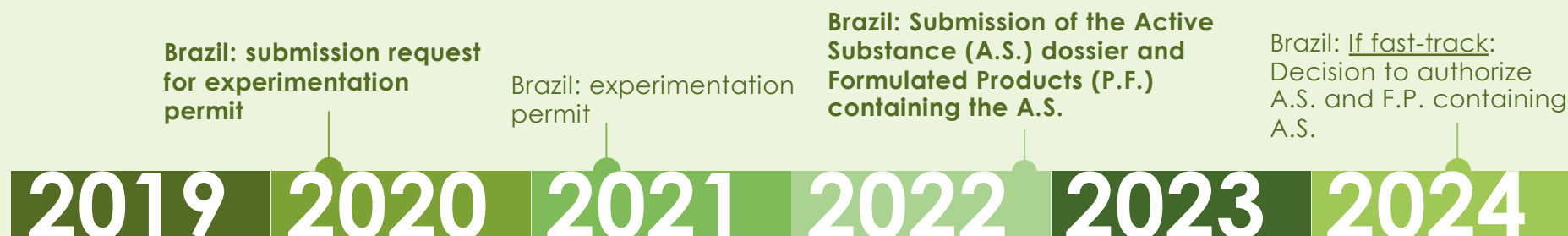
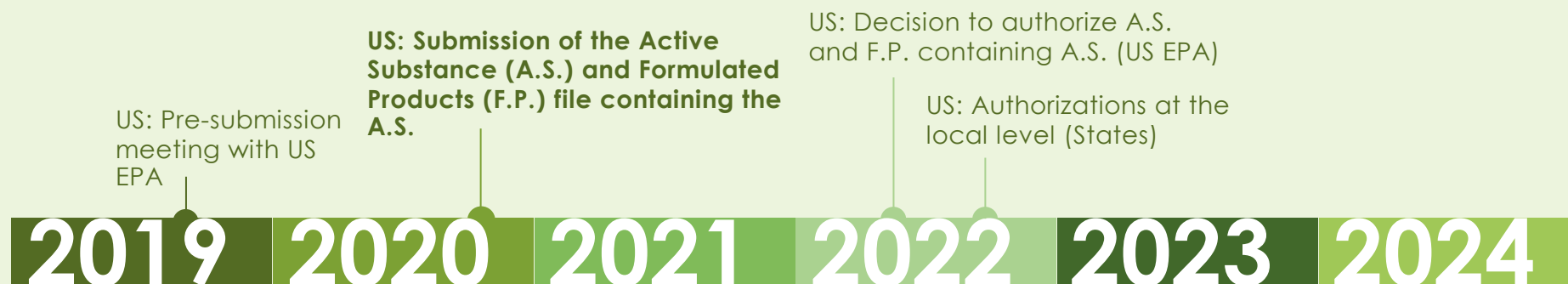
BIOCIDE

WILLAERTIA MAGNA C2c MAKY ALIVE AND RELATED PRODUCTS

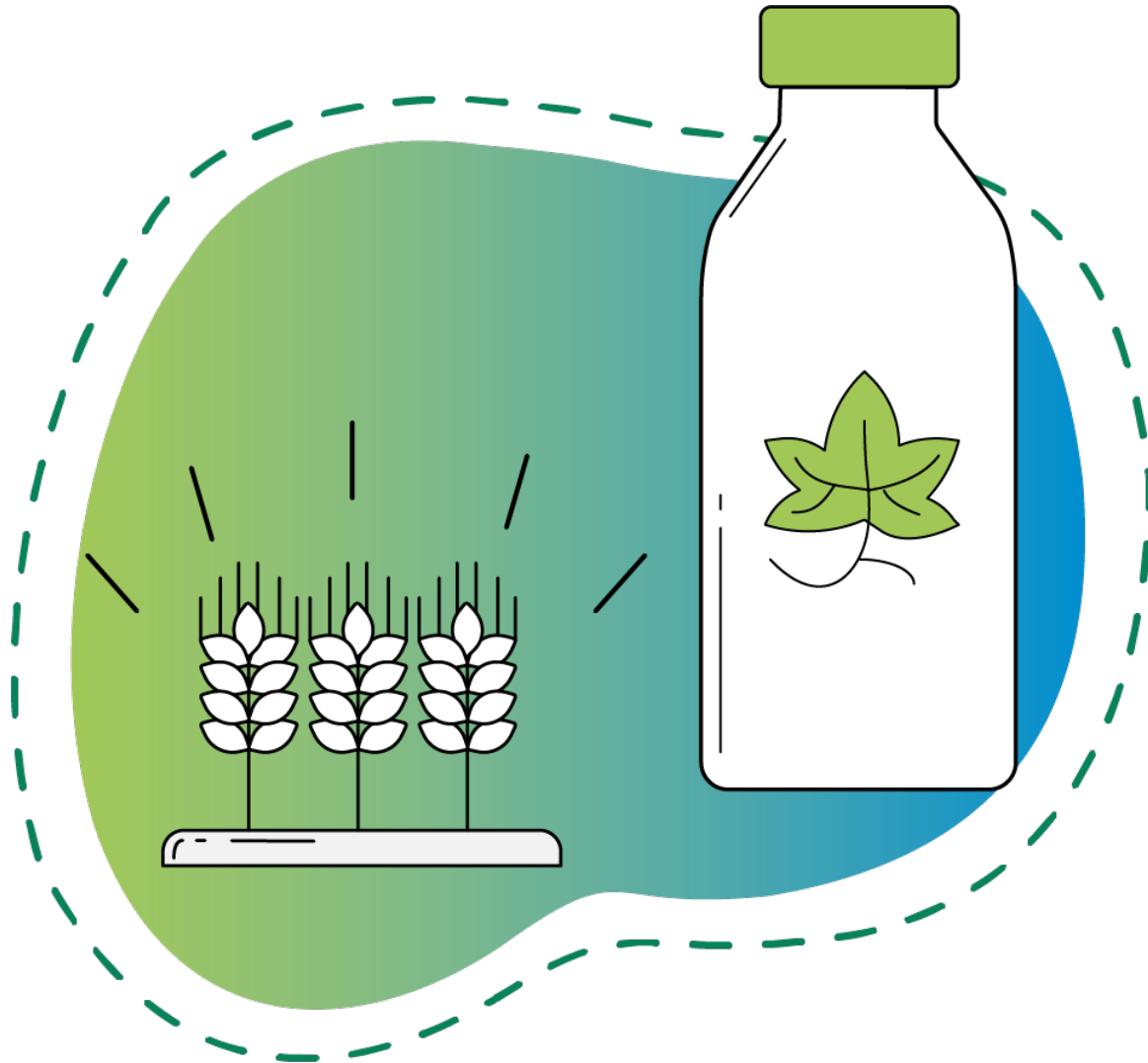


BIOCONTROL

WILLAERTIA MAGNA C2c MAKY LYSAT AND RELATED PRODUCTS



BIOCONTROL



MAIN PROBLEM



MARKETS TARGETED BY AMOÉBA



VALUE PROPOSITION



COMPETITION



MANUFACTURING BUSINESS MODEL



COMMERCIALISATION &
MARKETING STRATEGY

MAIN PROBLEM

PAIN:

Governments and people seek for alternative « greener » solutions but equally effective.



Environmental impact **78% reduction of insects** from 1989 to 2013



Limited biocontrol solutions, old pesticides are increasingly banned (EU), even **copper is under regulatory pressure** (EU)

ISSUES

- Resistance to pesticides
- Demand for organic products from farmers and consumers
- Low efficacy of current biofungicides
- Very few biofungicides available on row crops (cereal, soybean..)



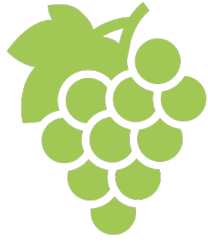
Regulatory pressure
Reg 1107/2009, SUD Directive, IPM, organic farming



Public health issues
Only **46% of foods** analysed by EFSA **contaminated by pesticide residues**



MARKETS TARGETED BY AMOÉBA



VINE

Diseases : Powdery &
Downy mildew

EU : €500 M

US : €150 M

Field Tests : 3 years



POTATOES

Disease : Late Blight

EU : €250 M

US : €100 M

Field Tests : 3 years



SOYBEAN

Disease : Asian rust

BRAZIL : €2,100 M

Field Tests : 1 year



WHEAT

Diseases : Rusts,
Septoria Fusarium

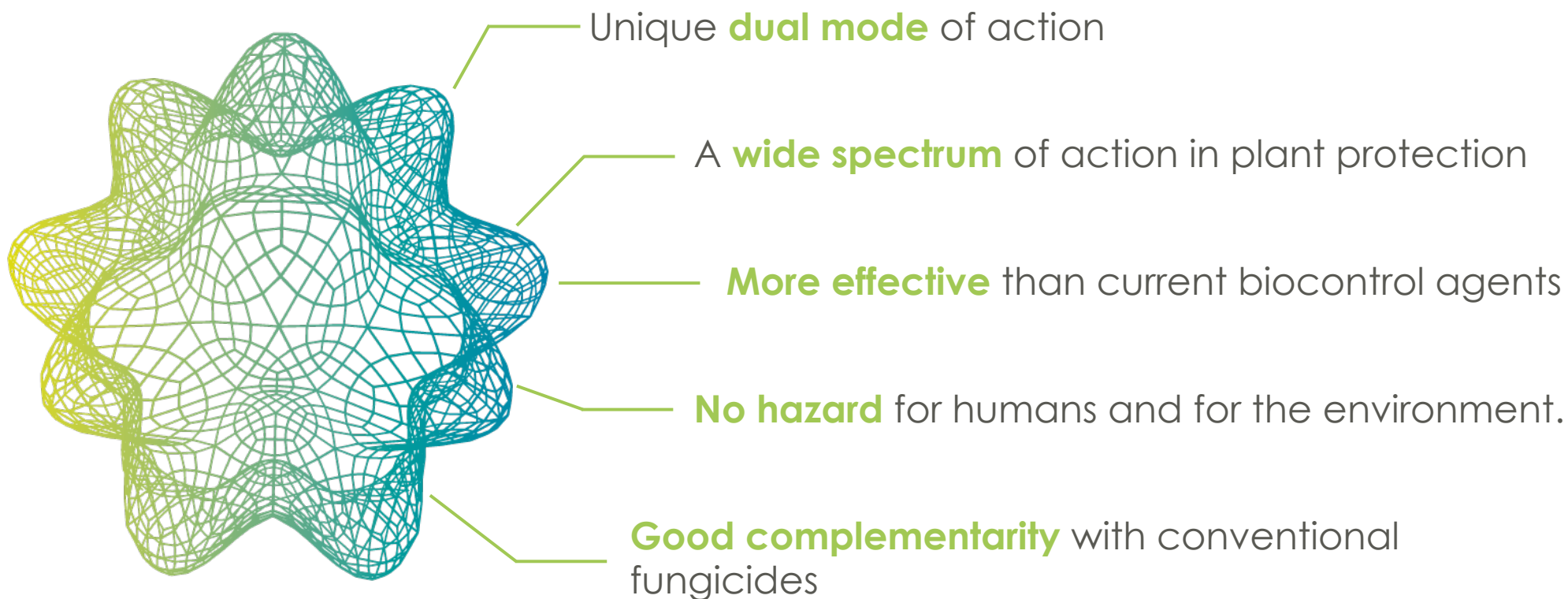
EU : €2 000 M

US : €400 M

Field Tests : 2 years



VALUE PROPOSITION



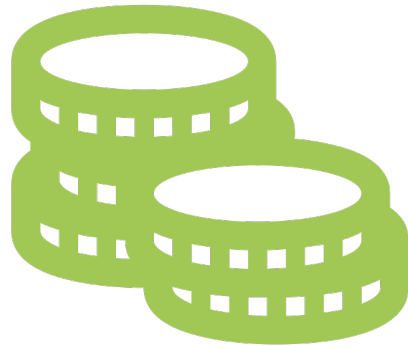
COMPETITION

COMPETITIVE ADVANTAGES

- Our product has **outstanding performance** compared to current biocontrol alternatives (downy mildew of grapes and vegetables)
- Only a **few biocontrol** products are being marketed for grapevine protection against both **downy mildew AND powdery mildew**.
- Today, there is **no natural solution** for **late blight of potato and wheat rusts**.
- We observe a range of **efficacy of 40% to 75%** on wheat yellow rust, this level of performance is **unmatched for a biocontrol product**.



MANUFACTURING BUSINESS MODEL



REVENUE MODEL

Partnership agreements with agrochemical & biocontrol companies to formulate the active substance in plant products and sell them in targeted countries (according to partner's size).



REVENUE STREAM

Sales of our product to partners.



COMMERCIALISATION & MARKETING STRATEGY



1

AMOÉBA

R&D, IP management
Manufactures the final product

2

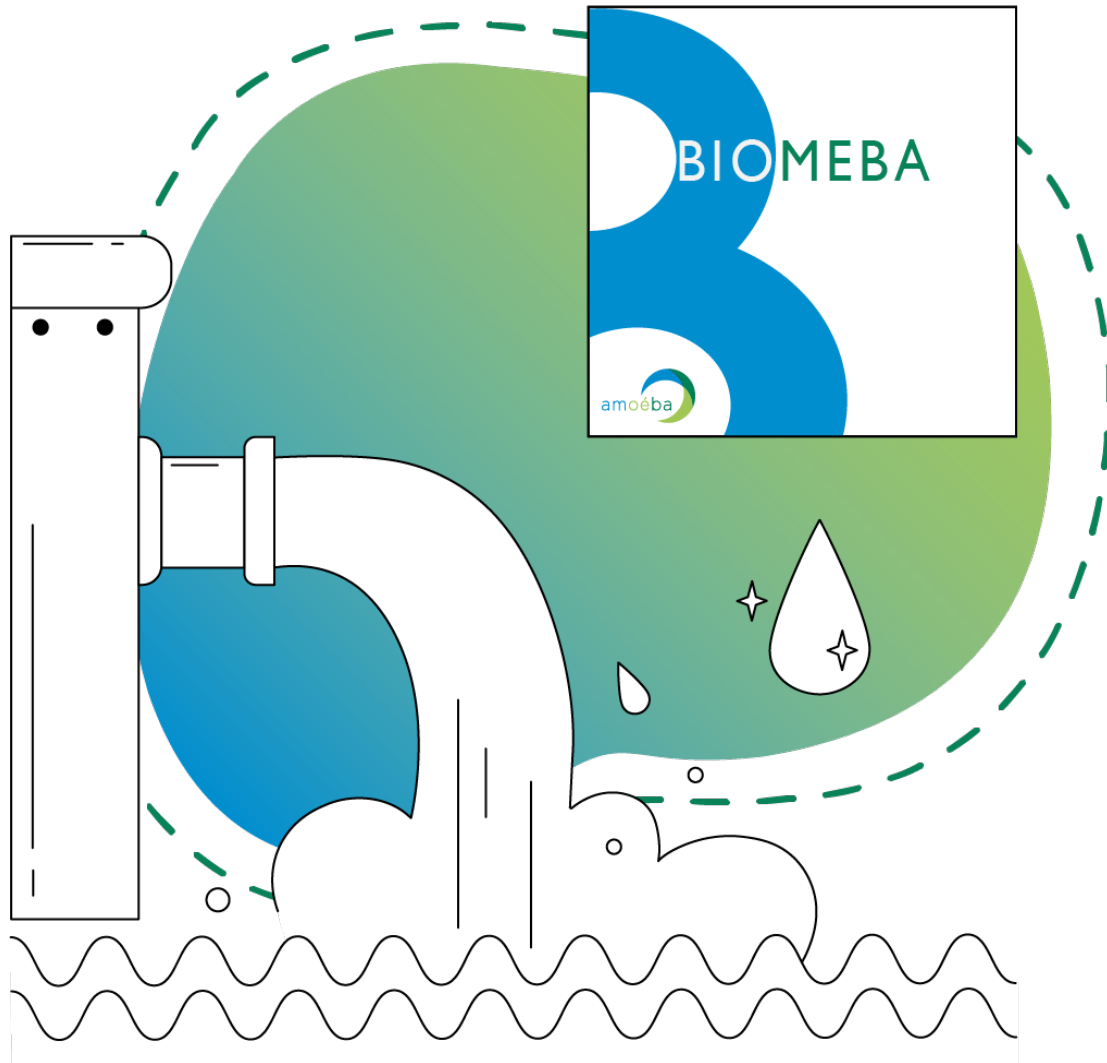
PARTNER COMPANIES (agro-chemical distributors)

Sales of plant protection product

STRATEGY APPROACH

- Cooperatives & farmers will be reached through the distribution chain of the partner companies.
- Go-to-market target plant diseases are downy mildews and late blight on grapevines, vegetables and potatoes.
- Priority targeted countries are the EU and the US.

A DISRUPTIVE TECHNOLOGY



A MARKET DOMINATED BY CHEMISTRY



APPLICATIONS' OVERVIEW



BIOMEBA



AMOEBAS' PRODUCT OFFER



OUR EXPERIENCE



A COMPETITIVE SOLUTION

A MARKET DOMINATED BY CHEMISTRY

- The water treatment market is subject to regulations to prevent microbial health risks.
- 3 main chemicals biocides share the European water treatment market

Chloride
Early 1900

Bromide
Early 1900

Isothiazolone
1974

CHEMICAL BIOCIDES ARE :



Underperforming



Dangerous



Expensive



Don't respect directives



APPLICATIONS' OVERVIEW



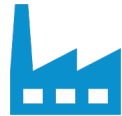
Nuclear power plant CT Air
Cooling Towers (CT)
Water from cooling towers



Industrial CT: € 1.7 billion
Cooling Towers (CT)
Water from cooling circuits



Veterinary industry
Drinking water for animals



Pulp and paper industry
Water for paper treatment



Drinking water network



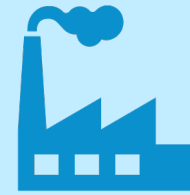
Food and agriculture Industry
Surface disinfection water



Hot sanitary water sector
Treatment of hot water
showers (hotels, campsites, etc.), swimming pools, etc.

BIOMEBA

is the alternative to chemical biocides in Cooling Towers



Industrial CT: € 1.7 billion
Cooling Towers (CT)
Water from cooling circuits



- **A natural amoeba**, isolated from thermal waters in Aix-les-Bains
- The only biocide **without class of hazards** to human health and the environment*
- Effective: on microorganisms & **biofilm**
- **In line with the Water Framework Directive**

*In accordance Globally Harmonized System of Classification and Labelling of Chemicals

**marketsandmarkets.com, "Wound Care Market by Product, Wound Type, End User - Global Forecast to 2021,2016.

AMOEBA'S PRODUCT OFFER

BIOMEBA: a powerful biocide destroying free microorganisms & their reservoir



EFFICIENT ON WATER AND BIOFILMS

BIOMEBA's biological treatment **covers 95% of the bacterial risk**



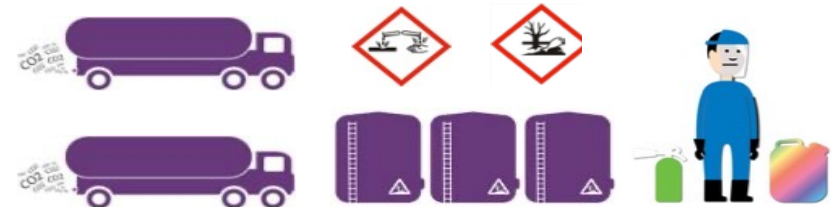
10L or 20L

VS



INEFFICIENT ON BIOFILMS

Chemical treatments cover 5% of the bacterial risk*



*Dalkia Study - June 2008: 99.5% of Legionella are found in biofilms

OUR EXPERIENCE

10 cumulated years of conclusive field trials on 27 end users' sites.

BUSINESS SECTOR :



Commercial buildings : 6 tests



Food industry : 4 tests



Airport : 2 tests



Automotive : 1 test



Heavy industry : 4 tests



Pharmaceutical : 2 tests



Chemistry : 5 tests



Electronic : 1 test

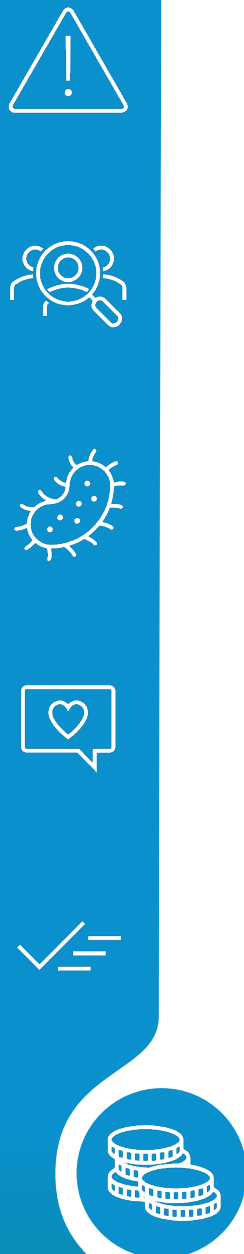






Plastic industry : 1 test



A COMPETITIVE SOLUTION

Using Amoéba's biocide means savings at different levels



		
Biocide	✓	↗
Anti-scaling/ anti-corrosion	✓	↘
Biodispersant	✓	0
Water consumption	✓	↘
Tax on chemical discharge	✓	0
Corrosion	✓	↘
Transport and storage volume	✓	↘
Overall cost of use		

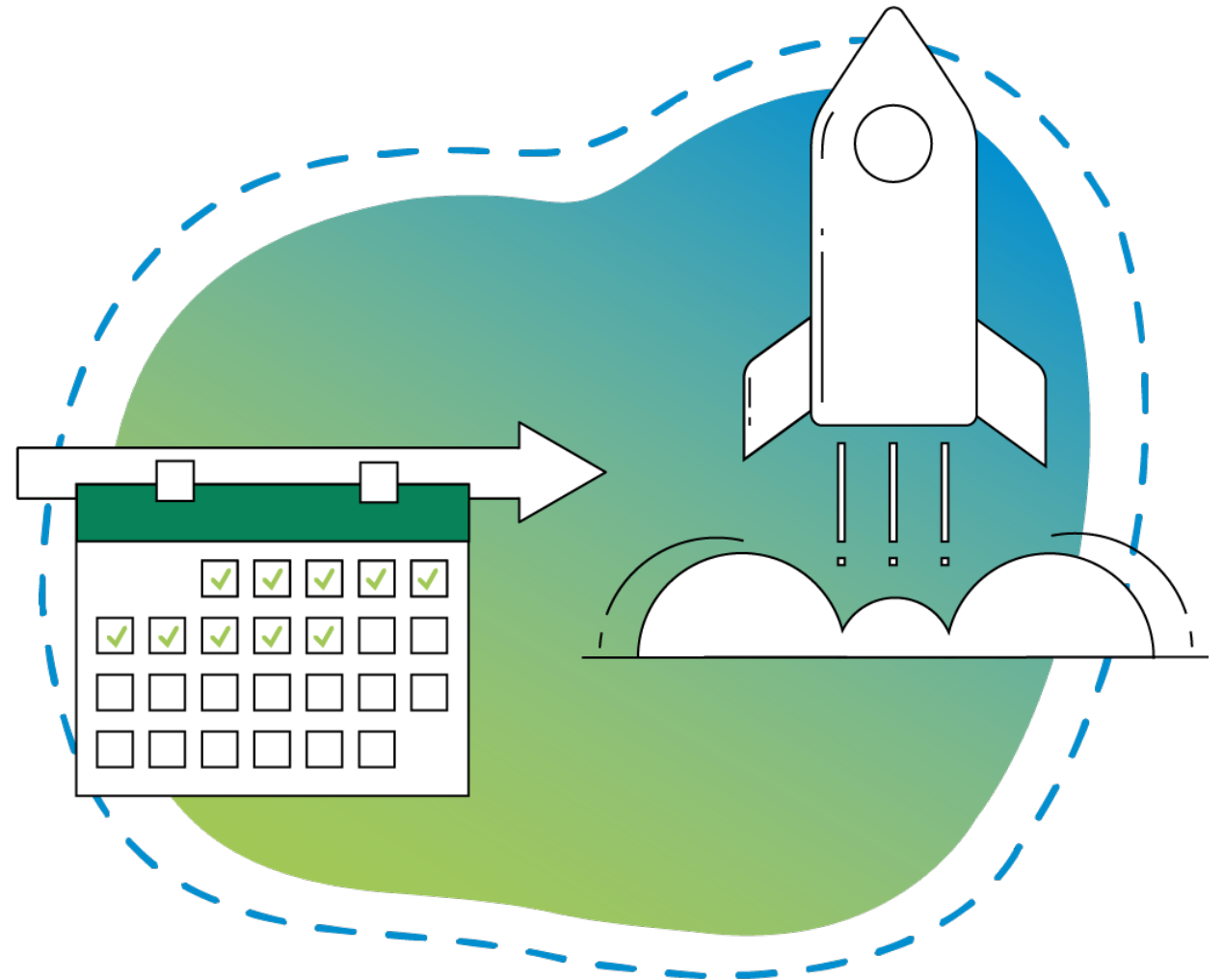
A DISRUPTIVE TECHNOLOGY



REGULATORY FOCUS



AMOEBA'S ACTUALITIES



REGULATORY FOCUS

BIOCONTROL



EUROPE

Dossier submitted May 2020. Next step: draft assessment report, expected end of 2021.



USA

Dossier submitted Sep 2020. Next step: decision by the authority (EPA), expected 2022-Q1.



BRAZIL

Experimental permit granted Feb 2021. Next step: dossier for product approval, submission expected end 2022.

BIOCIDE



EUROPE

Dossier submitted Aug 2019. Next step: draft assessment report, expected end of 2021.



USA

Dossier resubmitted Mar 2021. Next step: decision to authorize (EPA), expected mid-2022.

AMOÉBA'S ACTUALITIES

- New website including Plant Protection activity.
- New financing line with Nice & Green for €24 M over 18 months-period.
- A new Board member (Philippe Dujardin)
- Higher production margin due to industrial process optimization



amoéba

