

The logo for amoéba features three overlapping, curved shapes in blue, green, and light green, arranged in a circular pattern. A thin white horizontal line passes through the center of the logo and the text.

amoéba

December 2024 | Investors presentation

# YOUR CONTACTS

**A new dynamic driven by a united team with solid experience in international environments**



## **Benoit VILLERS**

**Chairman of the Board of Directors**

*Since December 2023*

- Member of senior management at Barry Callebaut and ADM for over 15 years
- Founder and Partner of Nice & Green, Swiss Family Office, 1st shareholder in Amoéba (30%)



## **Jean-François DOUCET**

**CEO and Chief Financial Officer**

*Since May 2023*

- 30 years' experience in management and finance
- Expertise in operations and strategy in the health and chemicals sectors, in commercial, industrial and international environments

# AN EXPERIENCED MANAGEMENT

## Board of Directors



**Benoit VILLERS**

Chairman



**Valérie LORENTZ-POINSOT**

CEO Laboratoires Boiron

*(2019 – 2024)*



**Quentin HUA**

M&A. Laboratoires Boiron



**Patrice SELLES**

CEO Biotalys *(2019-2023)*

Former Executive at Syngenta



**Jean-Luc SOUCHE**

Director of Biocontrol at

Amoéba *(until 2023)*



**Jean-Marc PETAT**

Former Executive of BASF

Agro-France



**Valérie FILIATRE**

Deputy General Manager

of Amoéba *(until 2023)*

## CODIR



**Jean-François DOUCET**

CEO and CFO



**Jean-Baptiste EBERST**

*17 years of expertise*

Director of Regulatory Affairs



**Dr. Sandrine TROUSSIEUX**

*20 years of expertise*

Scientific Director



**Hervé TESTEIL**

*25 years of industrial expertise*

Industrial Director

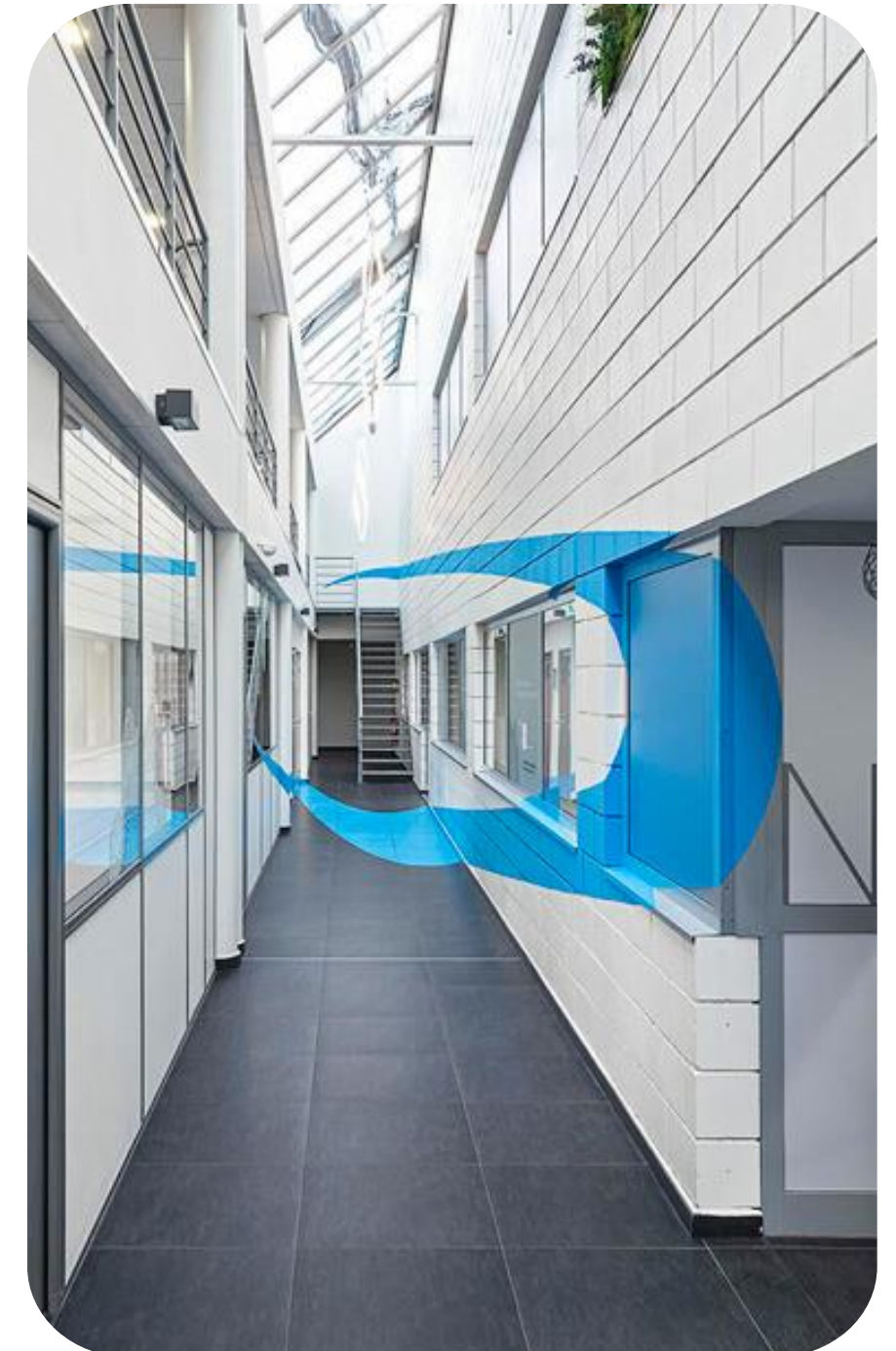
# A LYON-BASED GREENTECH LISTED ON EURONEXT GROWTH

Amoéba specializes in the development of natural microbiological solutions based on the patented use of amoebas

<b>2</b> Business focus: biocontrol and cosmetics	<b>1</b> Development platform	<b>39</b> Patents	<b>1</b> Production unit in Chassieu (France)	<b>20</b> Employees
--	-------------------------------------	----------------------	---	------------------------

- 2010** Creation
- 2015** IPO
- 2024** Strategic Pivot

- 2025** Start of pre-marketing phase
- 2026** Ramping up industrial power
- 2027** Break even



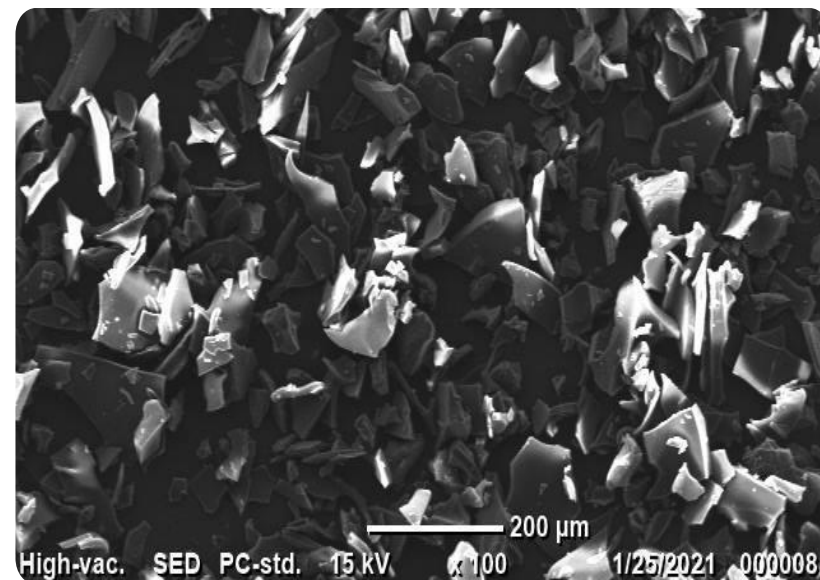
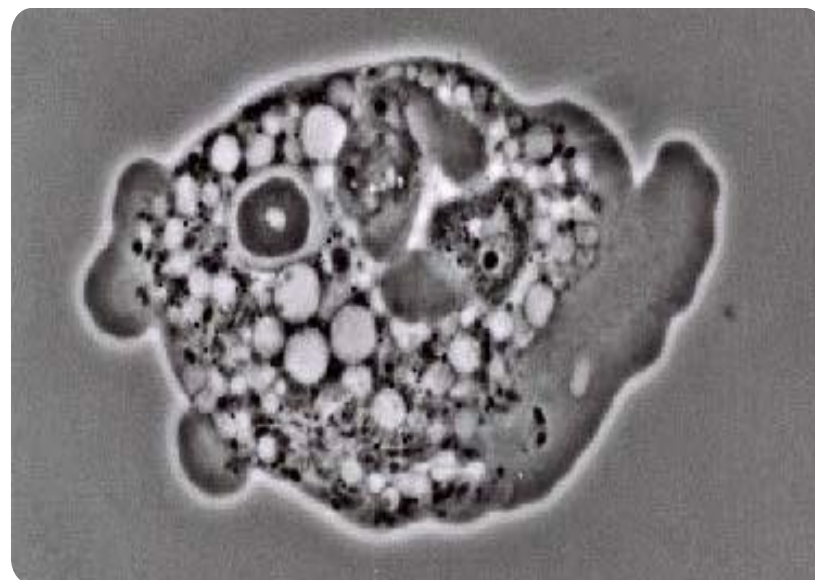


# THE AMOEBA, DEFINITION AND SPECIFIC FEATURES

## An amoeba

A naturally occurring unicellular microorganism found in all environmental compartments, particularly in humid environments, including the human body.

There are currently more than 17,000 known amoebae, but they remain largely unexploited.



## Our amoeba

### Origin

W. magna C2C Maky **biosourced** in Aix-les-Bains thermal spring water, and **secure storage**

### Innovation

Uses a never-before-exploited micro-organism

### Forms of use

Available in live or lysed form (fractionated amoeba)

### Safety

- **No toxicity** for human
- **No ecotoxicity** demonstrated by tests and studies

### Composition

- Contains 74% protein
- 50% of proteins are unknown to the scientific world

# A KNOW-HOW UNIQUE IN THE WORLD

## The only company to exploit the amoeba

### Context

The industry has focused on pathogenic amoebae, neglecting non-pathogenic amoebae despite their beneficial applications.

### Discovery

15 years ago, the Claude Bernard University in Lyon identified a 'positive' use for the amoeba *Willaertia*, taken from the thermal waters of Aix-les-Bains.

Amoéba's founder anticipated the potential of this amoeba and decided to exploit this patent.

### Competitive advantage

Amoéba is the only company capable of cultivating the *Willaertia amoeba* in sufficient volumes for industrial and commercial applications.

This advantage hinders the entry of potential competitors, who could be at least 10 years late in discovering a similar amoeba and developing industrial cultivation methods with comparable virtues.

## A proven effectiveness of our product

### Biocontrol

Efficacy confirmed by the positive conclusions of the rapporteur report in 2022 and to be confirmed by European approval at the end of the year.

US approval: Already obtained in 2022.

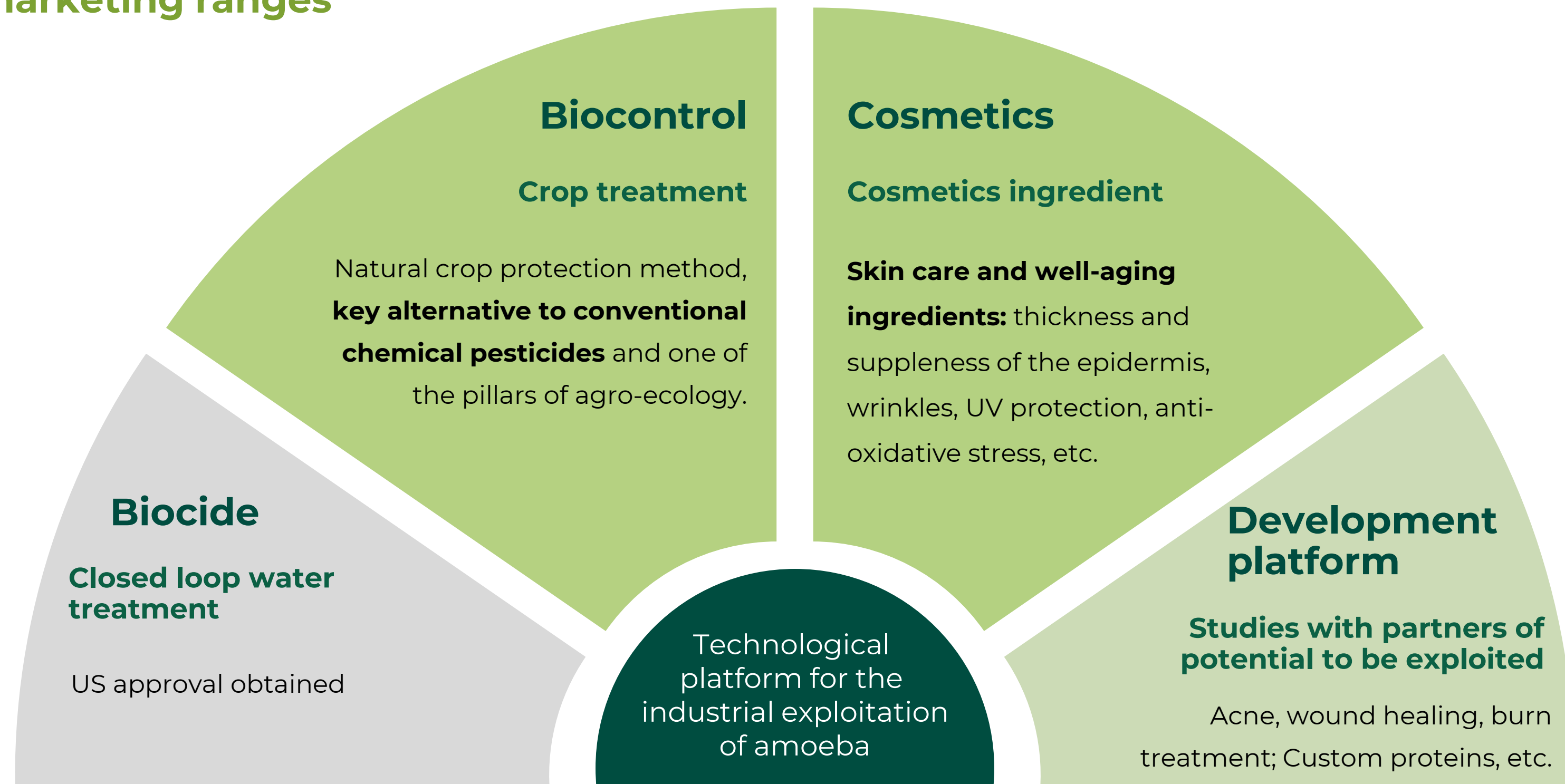
### Cosmetics

In-vitro / in-vivo trial: Positive effect confirmed by clinical trials, justifying current marketing initiatives.

**Amoéba is a key player in reducing the use of chemicals.**

# A TECHNOLOGICAL PLATFORM WITH MULTIPLE APPLICATIONS

2 pre-marketing ranges



# AXPERA<sup>®</sup>

## A real solution for the transition from chemical to organic production

### Positive impact on agriculture



Highly competitive level of **performance**



**Easy to** combine with chemical products

Use on **a wide range of crops** :



- Under glass: tomatoes, cucumbers, etc.
- Open fields: vines, soya, etc.
- Public areas: golf courses, gardens, etc.



**Double action:** Fungicide + Reinforcement of natural defence mechanisms



**Enhancing the overall quality** of the product: easy to mix, no residue, non-toxic, easy to store, easy to use in sprayers, etc.

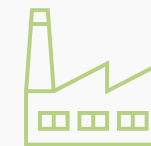
### Marketing targeted from 2025



**More than 600 tests** carried out in 19 countries



Active substance **recommended for approval** by the Rapporteur Member State (Austria) and already **approved** by the US EPA and probably in Europe



**Production capacities** in Chassieu for a sales start up and negotiations with a CDMO



**Ongoing negotiations** on **distribution partnerships**



The European market is estimated at **€1.6 billion**, growing by around 10% a year, and the US market is estimated at **€3 billion**, growing by around 15% a year until 2030



# THE IDEAL SOLUTION TO REDUCE THE USE OF COPPER

## Context

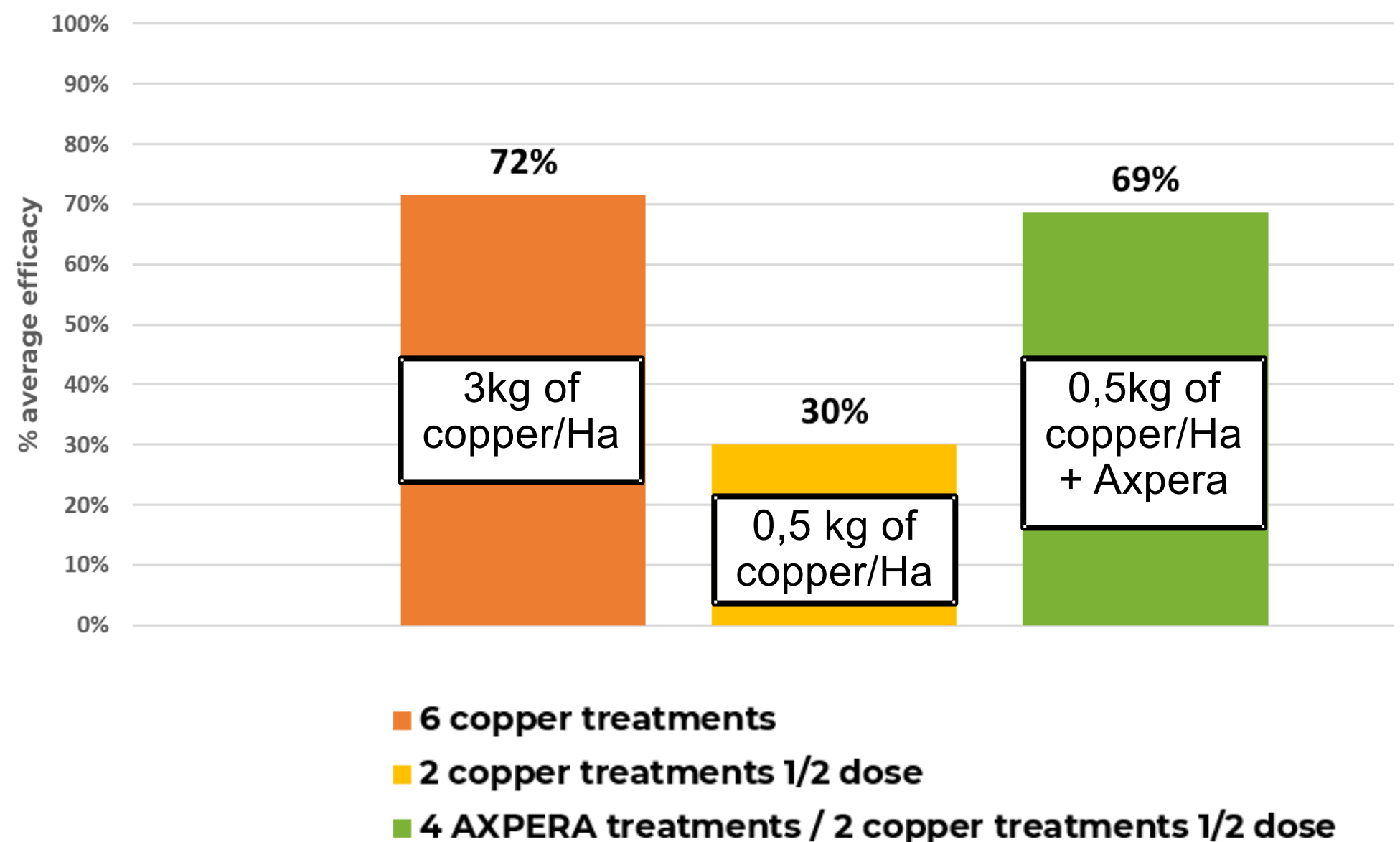
Copper is widely used to combat mildew, but its use poses environmental problems. From 2025, European regulations will continue to reduce the use of copper in agriculture.

## Solution: Axpera

- Example of the trial: combined with copper, Axpera reduces the amount of copper used by 83%, while maintaining the same efficacy as copper at full dose.
- Improved efficacy: Axpera, in combination with a chemical product, is *as effective as, or even more effective*, than the chemical product alone.

**This ability to be combined with other products is a major advantage when it comes to establishing commercial partnerships. Distributors, who are often reluctant to simply replace a chemical product, can be convinced of the benefits of incorporating Axpera into their offering.**

## Efficacy on powdery mildew for tomatoes



# SKIN PROTECTION (ANTI-AGEING/ ANTI-UV)

A recent and promising innovation with proven effects - *in-vitro* tests

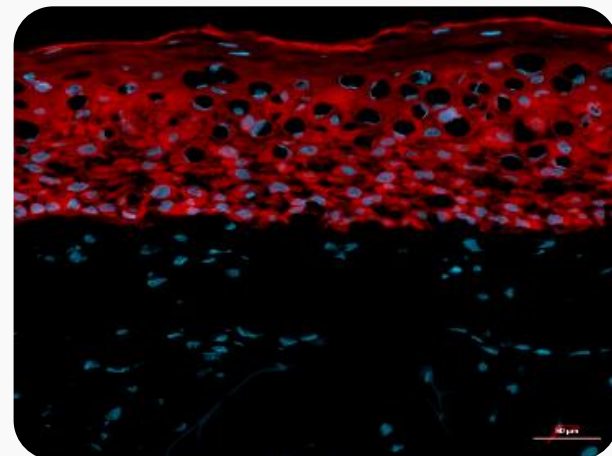
## October 2023 - Remarkable in vitro studies

### Anti-ageing effect

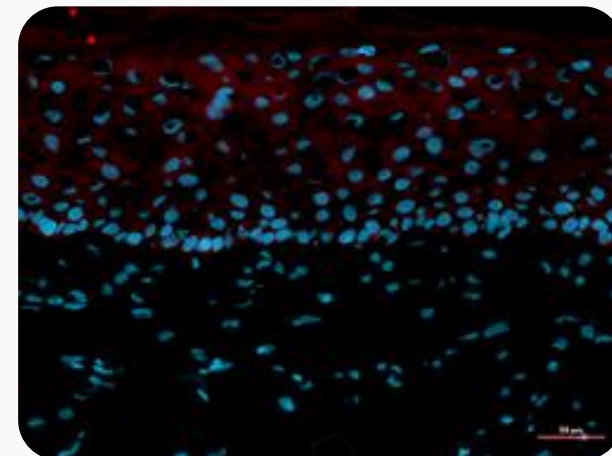
	Filaggrin	Loricrin	Ki67	COL VII	HA (Dermis)	HA (Epidermis)	HA (Total skin)
Young skin	100	100	100	100	100	100	100
Aged skin	19	67	66	4	95	74	73
Treated aged skin	<b>87</b>	<b>99</b>	<b>112</b>	<b>265</b>	<b>107</b>	<b>123</b>	<b>101</b>

### Anti-UV effect

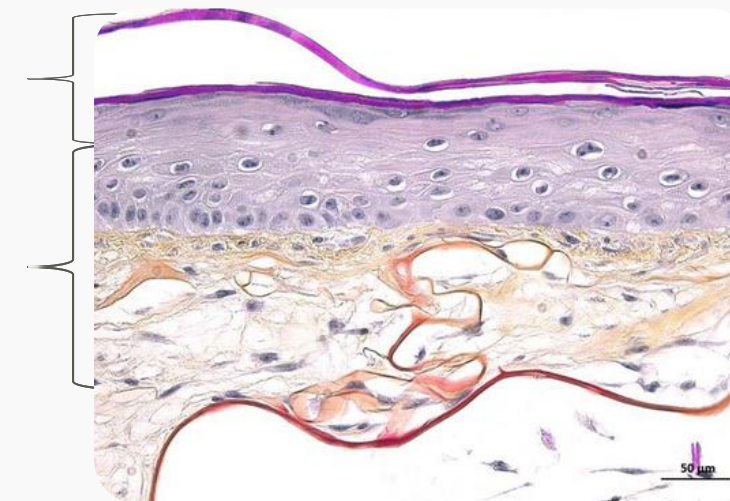
Young skin irradiated with UV



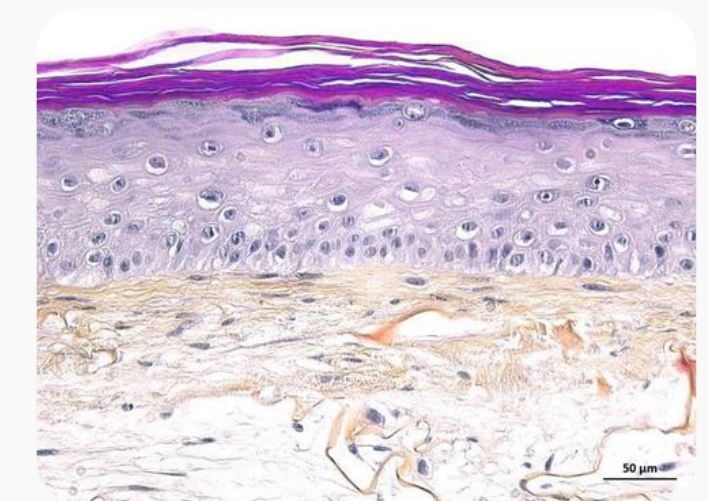
Young skin **treated** and then irradiated with UV light



### A restored skin structure



Mature untreated skin



Mature skin **treated**



# SKIN PROTECTION (ANTI-AGEING/ ANTI-UV)

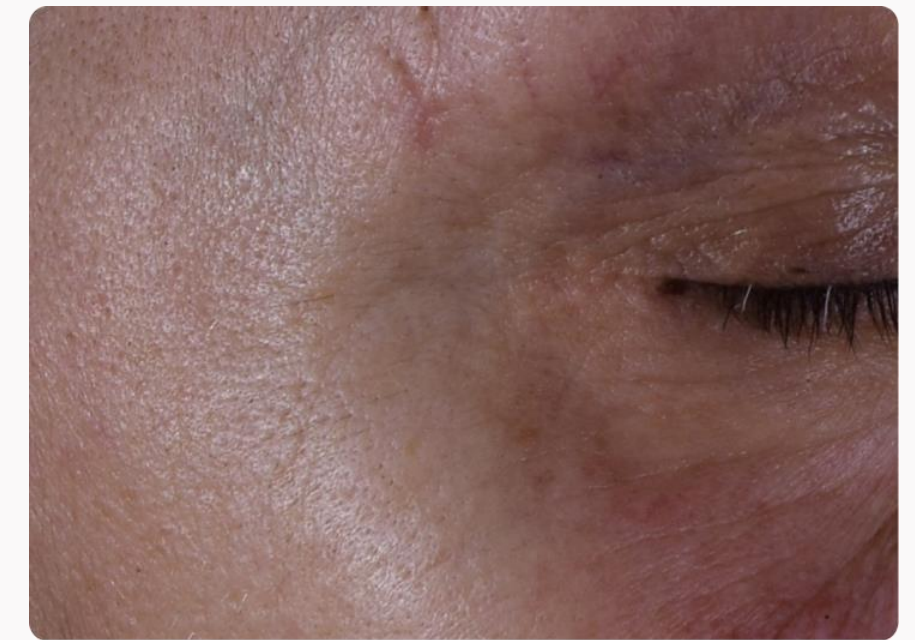
A recent and promising innovation with proven effects – *clinical study*

## May 2024 – the clinical study confirms excellent in-vitro tests

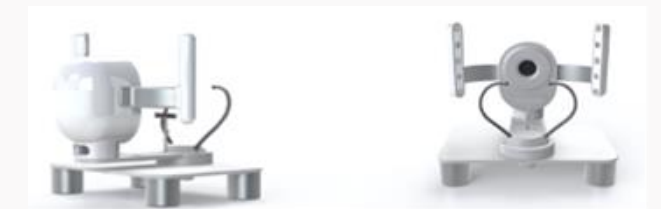
**Results of** clinical trials justifying very strong claims in the field of anti-ageing cosmetics:

- "improvement in the thickness of the dermis"
- "repairing effect on the superficial dermis"
- "improved dermal texture"
- "improved skin density"
- "improved skin firmness and radiance"
- "improved skin texture and elasticity"
- "anti-wrinkle"

## Wrinkle reduction after 28 days



Photos of the Institute for Clinical Expertise (IEC) in Lyon, taken with the professional camera opposite:



Newton Technologies

# SKIN PROTECTION (ANTI-AGEING/ ANTI-UV)

A recent and promising innovation with proven effects – *clinical study*

## March 2024

Registration of our cosmetic ingredient on the **INCI** (*International Nomenclature of Cosmetics Ingredients*) product list

## 2025

Business development agreement(s)

Target: 60 cosmetics companies with revenues > €1bn

## 2025 - 2026

- Product testing and development as part of business development agreements (formulation testing, range creation, etc.).
- Development of our range of active ingredients with independent formulators (combination of patented ingredients)

## 2026 - 2027

Production and marketing of the ingredient

# SCALABLE INDUSTRIAL CAPACITIES

A strategy to minimize direct investment



## 2024

Existing line in Chassieu.  
Current capacity of **0.5 T** active substance per year.

## 2025 / 2026

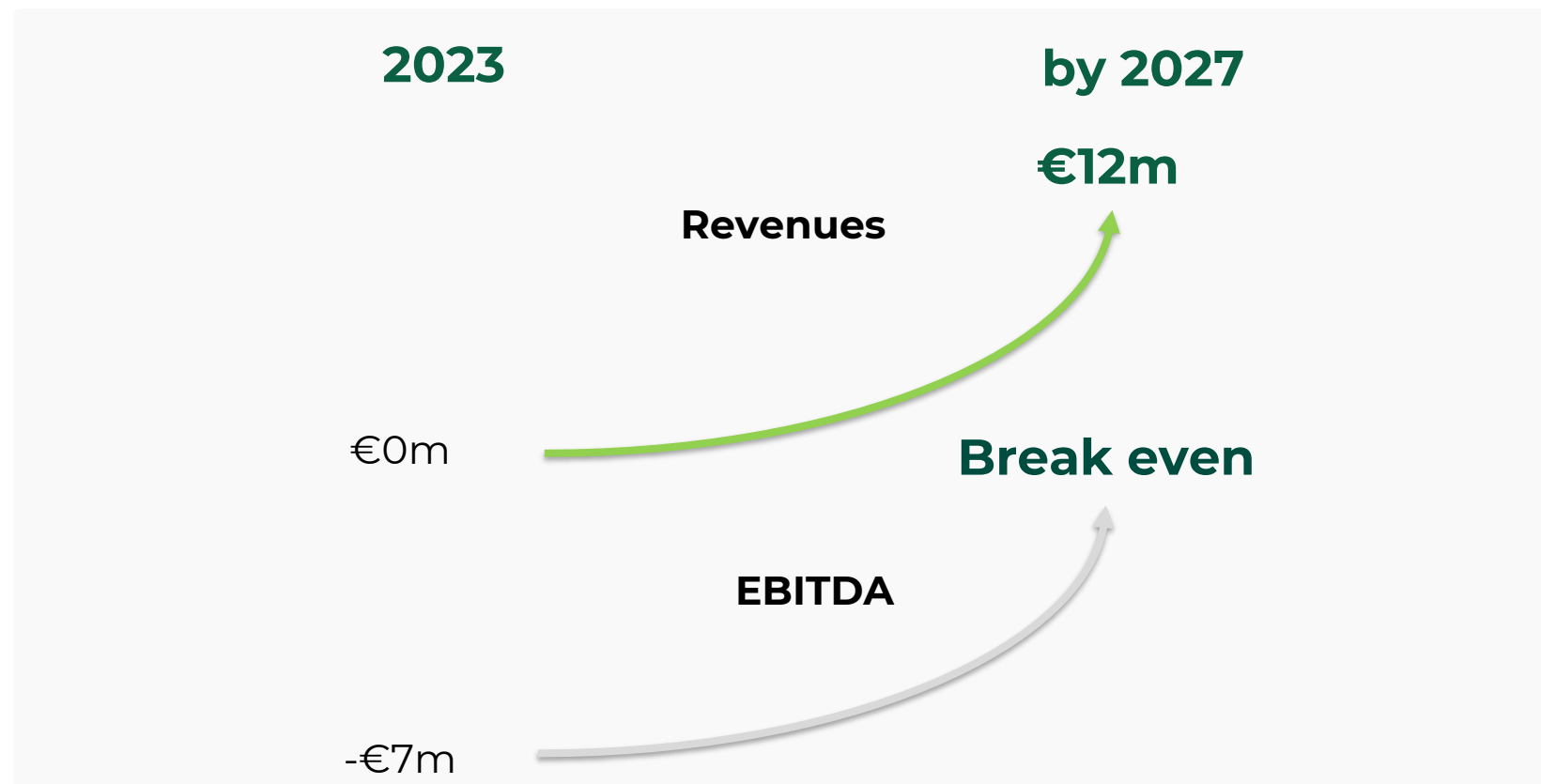
Capacity increase in 3 phases at Chassieu.  
Gradual increase from **0.5 T to 10 T** of active substance per year.  
Capacity equivalent to **> 40,000 ha** for crop treatment and very sufficient for the cosmetics business.

## By 2026

Priority given to finding a production partnership (**CDMO**) to support the ramp-up in sales without massive additional investment.



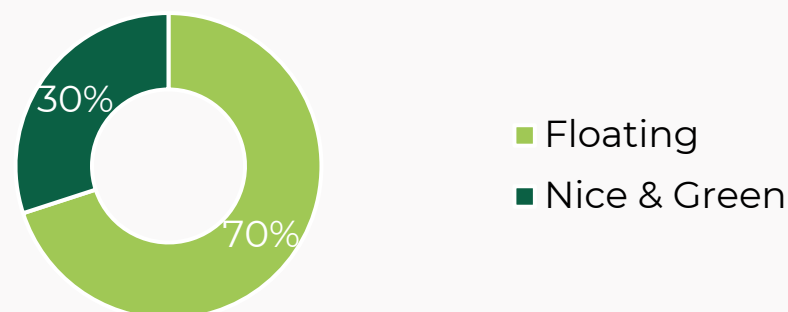
# A PROFITABLE COMPANY BY 2027, WITH A COMMITTED CORE SHAREHOLDER



## Perfectly controlled financing requirements

- **Secure financing of** operations by the reference shareholder in 2024
- Pre-commercialisation calibrated to **minimise WCR** for the start of sales (planned for late 2025 – early 2026)
- **Moderate investment** in production capacity estimated at around €7m over 2025/2026.

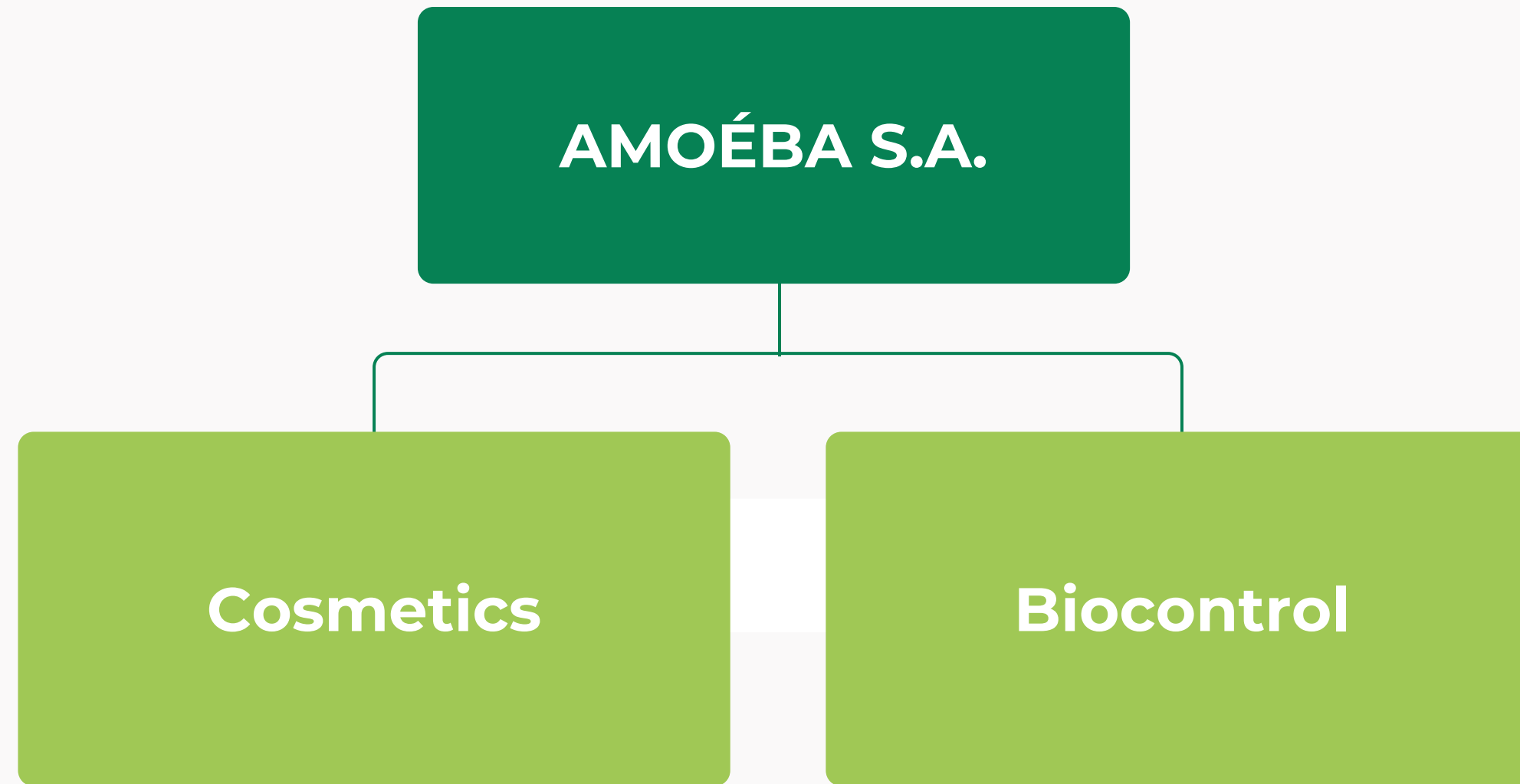
## Shareholder structure



**€29m**  
Market capitalisation

**+38%**  
Share price  
performance YTD

# A LEGAL REORGANISATION PROJECT



## Listed company

- R&D
- Production
- Support services

## Operating companies

- By activity

# INVESTING IN AMOEBA

## Why today ?

- ✓ **Biocontrol**  
The solution for reducing the use of chemicals and copper in agriculture, for which approval is imminent
- ✓ **Cosmetics**  
Scientific and clinically proven results for anti-ageing effects that open up a new area of development
- ✓ **Development platform**  
Other promising applications are currently under development
- ✓ **Pre-marketing and partnership phase underway**
- ✓ **An industrial tool adapted to our development**



Amoéba



amoeba-nature.com



amoeba@actus.fr

# DISCLAIMER

References herein to this presentation (the “Presentation”) shall mean and include this document, any oral presentation accompanying this document provided by Amoeba SA (the “Company”), any question-and-answer session following that oral presentation and any further information that may be made available in connection with the subject matter contained herein.

This Presentation has been prepared by the Company and is for information only. This document does not purport to contain comprehensive or complete information about the Company and is qualified in its entirety by the business, financial and other information that the Company is required to publish in accordance with the rules, regulations and practices applicable to companies listed on the multilateral trading facility of Euronext Growth, including, in particular, the risk factors set out in the universal registration document (the “URD”) filed with the French Financial Markets Authority (Autorité des marchés financiers) (the “AMF”) on April 18, 2023 under number D.23-0296, and in any other periodic report, which are available free of charge on the websites of the Company (<https://amoeba-nature.com>) and the AMF ([www.amf-france.org](http://www.amf-france.org)). Information and other data appearing in such publications, and certain figures and numbers appearing in this document have been rounded. Consequently, the total amounts and percentages appearing in tables and elsewhere may not necessarily equal the sum of the individually rounded figures, amounts or percentages.

No representation, warranty or undertaking, express or implied, is made as to the accuracy, completeness or appropriateness of the information and opinions contained in this Presentation, or its use for any purpose, and no reliance should be placed on any information or opinions contained herein. The Company, its subsidiaries, its advisors and representatives accept no responsibility for and shall not, under any circumstance, be held liable for any loss or damage that may arise from the use of this document or the information or opinions contained in it. In particular, this document contains information on the Company’s markets and competitive position, and more specifically, on the size of its markets. This information has been drawn from various sources or from the Company’s own estimates which may not be accurate and thus no reliance should be placed on such information. Any prospective investors must make their own investigation and assessments and consult with their own advisors concerning any evaluation of the Company and its prospects, and this document, or any part of it, may not form the basis of or be relied on in connection with any investment decision.

The information and opinions contained in this document are provided as of the date of this document only and may be updated, supplemented, revised or amended, and thus such information is subject to change at any time. Neither the Company, its subsidiaries, directors, officers, employees, agents, affiliates nor its advisors, nor any other person is under any obligation to update the information, statements or opinions contained in this Presentation. Nothing contained in this Presentation is or should be relied upon as a promise or representation as to the future.

All statements in the Presentation other than statements of historical fact are or may be deemed to be forward-looking statements. These forward-looking statements are not guarantees of future performance and involve a number of known and unknown risks and uncertainties. These risks and uncertainties, and other factors, could adversely affect the outcome of the forward-looking statements, and actual results could differ materially from those contemplated in the statements. As a result, you are cautioned not to rely on such forward-looking statements. Forward-looking statements speak only as of the date of this document and the Company expressly disclaims any obligation or undertaking to update or re-issue any forward-looking statements contained in this Presentation.

This Presentation does not constitute or form any part of any offer to sell, or the solicitation of an offer to buy or subscribe for, any shares or securities in the Company, in the United States or in any other jurisdiction.

All persons accessing this document are deemed to agree and comply with all the limitations and restrictions set out above.