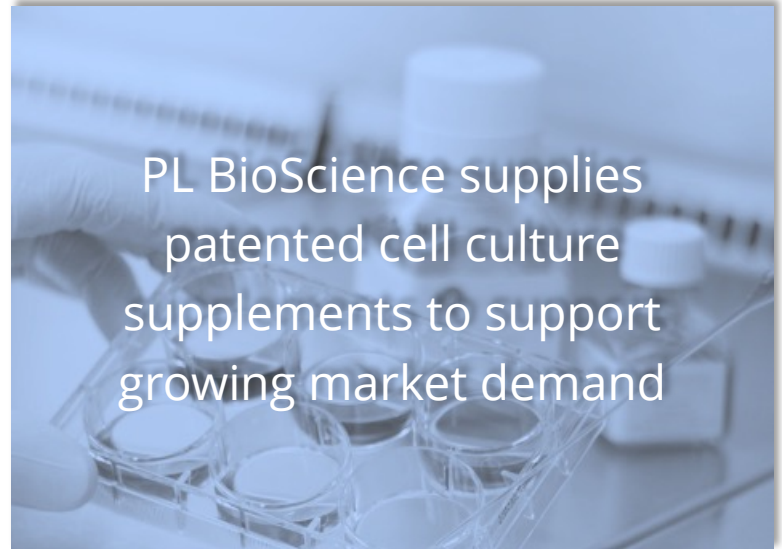




The Predestined Partner in  
Regenerative Medicine



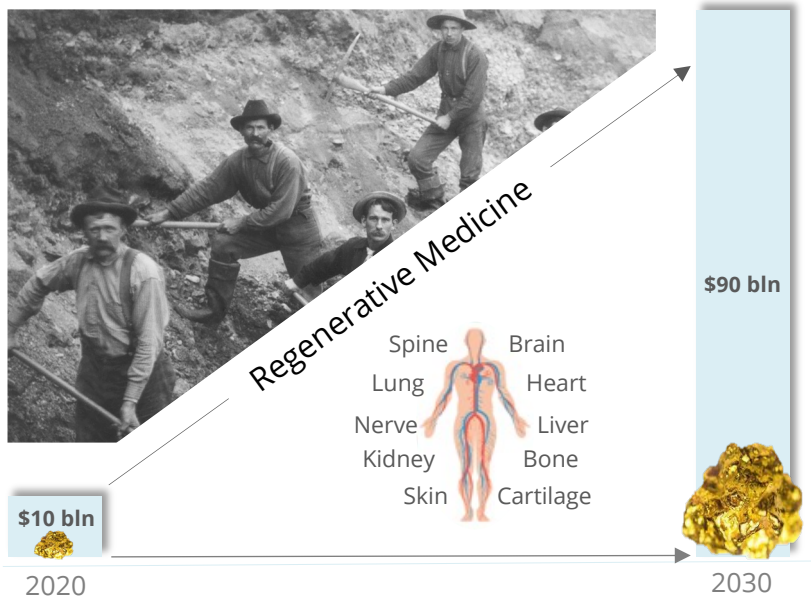
The market of regenerative  
medicine is increasing by 10x  
in 10 years and requires cell  
culture supplements



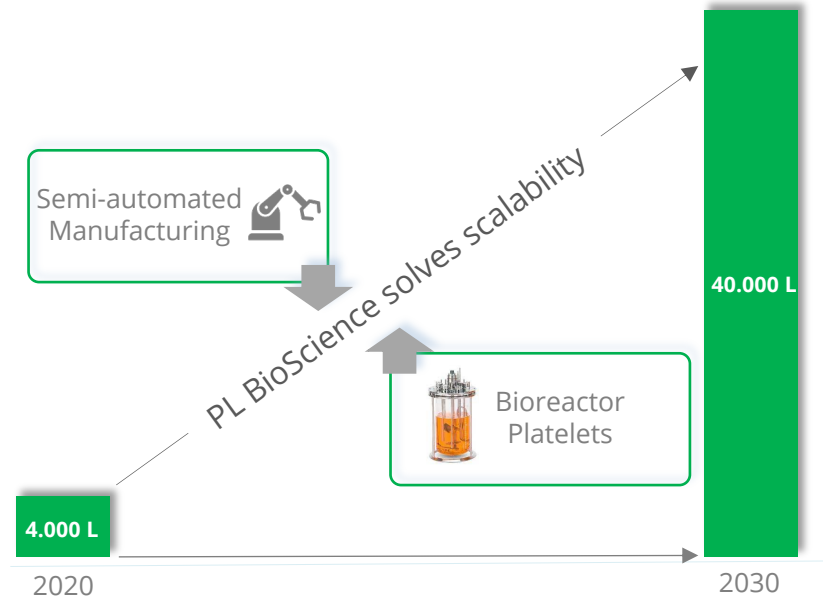
PL BioScience supplies  
patented cell culture  
supplements to support  
growing market demand

# Facilitator for growth... PL BioScience delivers shovels for mining gold

## Regenerative Medicine: The new “goldrush”



## Problem: conventional HPL is not scalable



# Our ELAREM™ HPL is superior to FBS and other HPL products for approaches with Mesenchymal Stem Cells (MSC)



## Conventional HPL

Animal-free, derived from outdated platelets

- + Safe due to human origin
- + Best cell growth
- + Low variability
- High COGs due to manual process
- Dependence on out-dated platelets



## Fetal Bovine Serum

- Animal derived, Safety limitations
- Batch-to-batch variability
- Fluctuating availability & pricing
- Ethical concerns

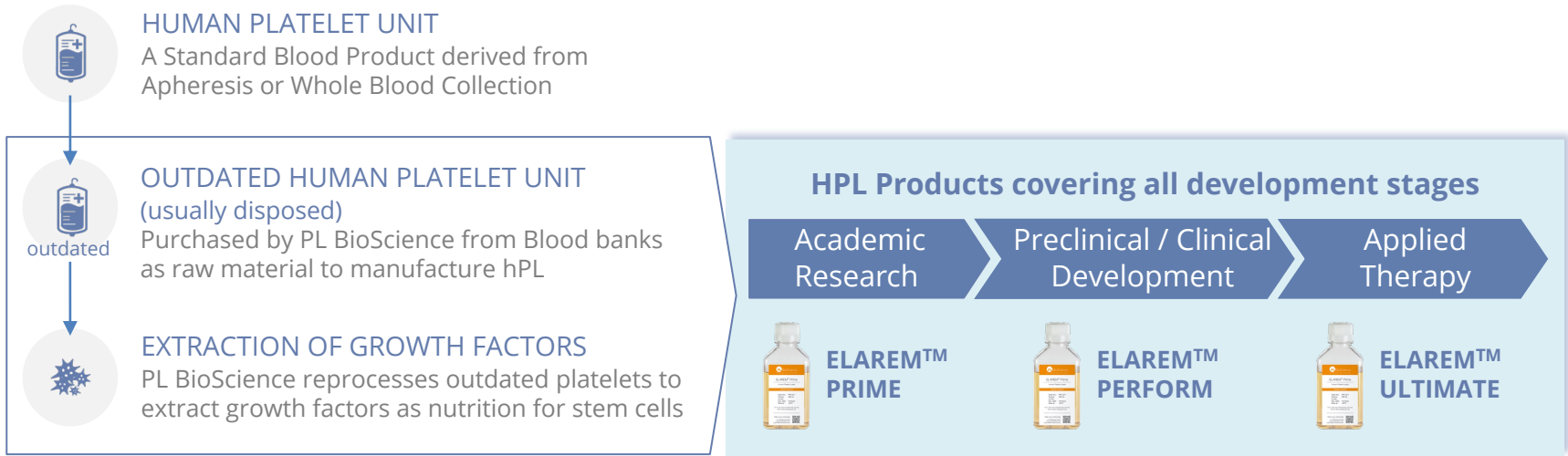


## Our ELAREM™ HPL

Animal free, industrial scale and donor-independent

- + Safe due to human origin
- + Best cell growth
- + Low variability
- + Semi-automated process for industrial up-scale and reduced COGs
- + Bio-reactor approach for higher scalability and independence from blood donation

# We develop, manufacture & commercialize tailored HPL as supplement for cell-based therapies



# HPL market is growing, consolidation in EU is driven by PL BioScience



## PL BioScience occupies a unique position

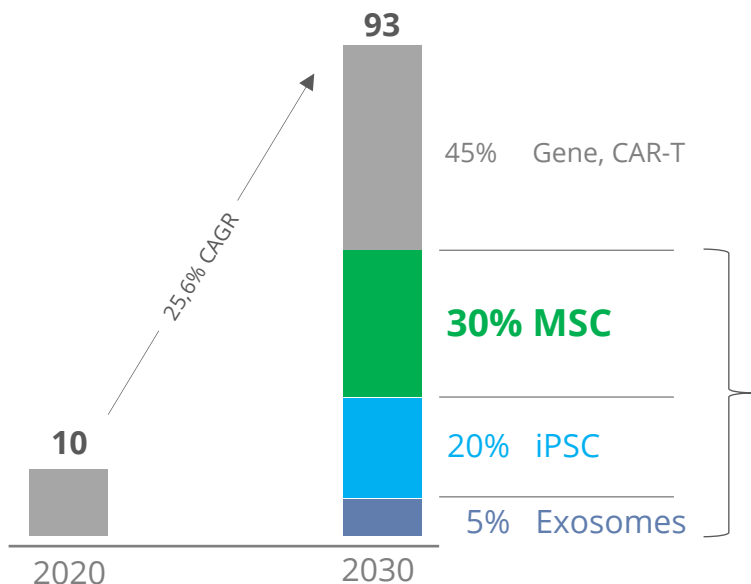
- ➔ Product portfolio covers required products
- ➔ PL BioScience acquired IP for virus inactivation from Macopharma ➔ **blocking IP for competitors** ⚠
- ➔ Macopharma customers will be transferred step by step to PL BioScience products



- ➔ PL BioScience is the **only EU** manufacturer with **exclusive access to raw material**
- ➔ PL BioScience is **strongly internationalizing** in Europe and Asia

# Cell-based therapies are growing strongly in this decade, HPL is an inevitable supplement in this market for MSCs

## Market of Cell-based Therapies (\$ bln)



Source: Allied Market Research 2022

## Addressable Market for HPL\*



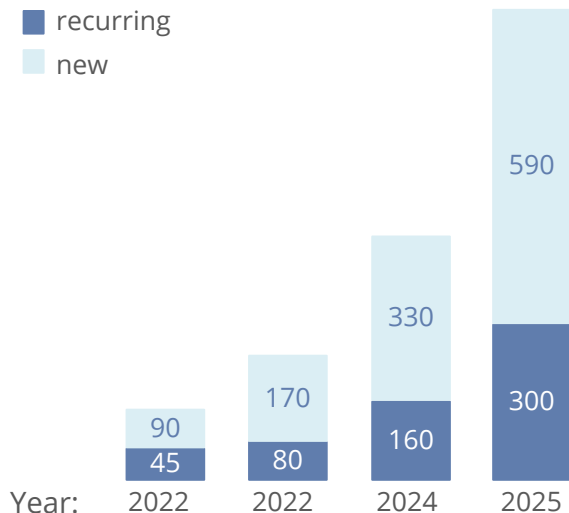
## Share of Market for PL BioScience



\* Assumptions based on ratio of COGS (20%) of Market and HPL ratio in COGS (8%)  
Source: International Society of Cellular Therapy, June 2017





# Our customer base is increasing continuously and Biotech companies are driving our sales

## Number of customers



Recurring customers make up 85% of sales

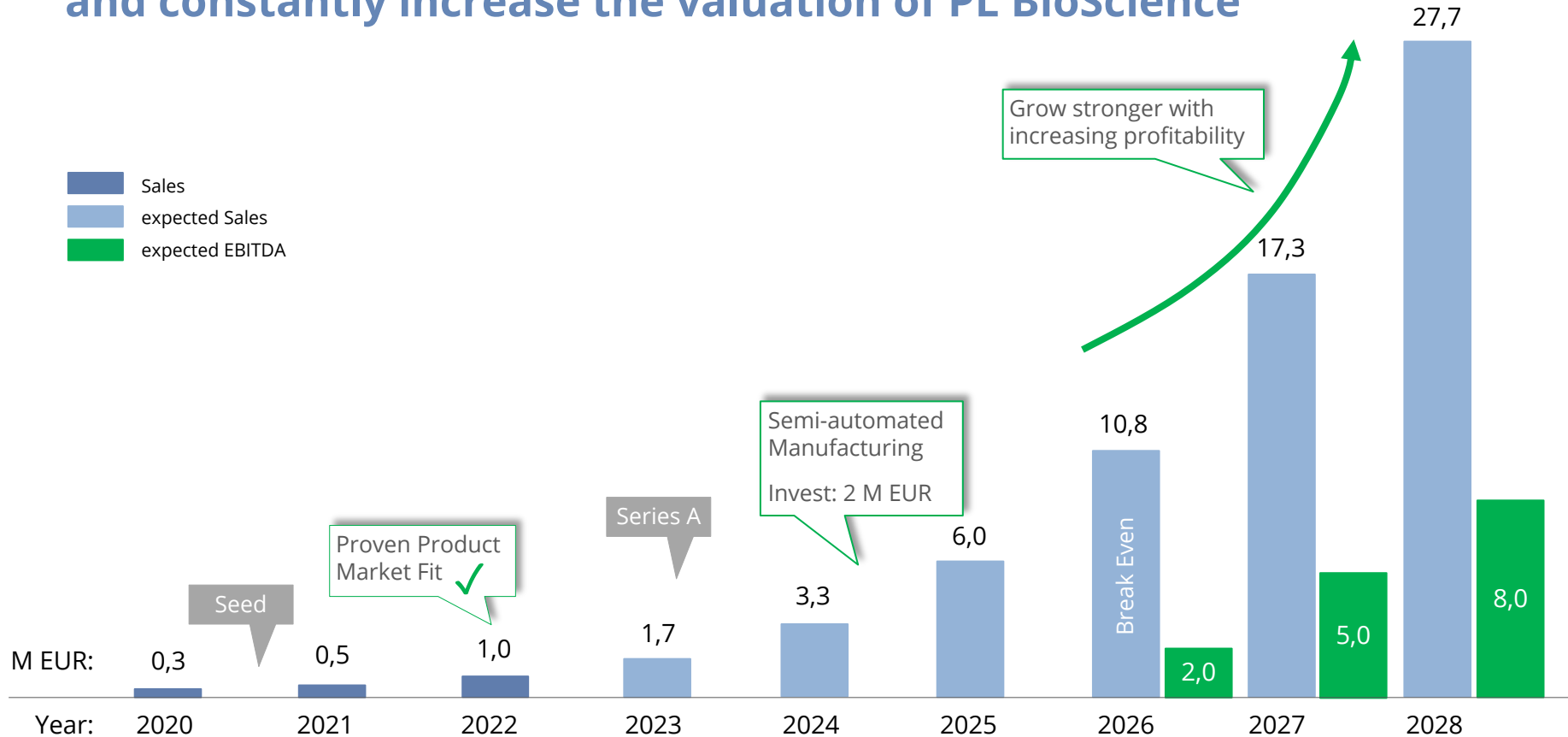
## Top key account customers

	<p>Replace invasive surgery for aesthetic and regenerative approaches in orthopaedics and skin rejuvenation</p>
	<p>Proprietary stem cell approach for reliable and effective natural cosmetic breast augmentation</p>
	<p>Industrial production of mesenchymal stem cells to make them available at scale to therapeutic Biotech companies</p>
	<p>Biotech company to provide core raw materials for cell therapy and regenerative medicine.</p>

## Sales 2023

	<p><b>150 K EUR</b> PERFORM<sup>PLUS</sup></p>
	<p><b>250 K EUR</b> PERFORM</p>
	<p><b>250 K EUR</b> ULTIMATE</p>
	<p><b>500 K EUR</b> PERFORM<sup>PLUS</sup></p>

# We are doubling down our business in higher scales and constantly increase the valuation of PL BioScience





# Core economic parameters develop strongly and increase our attractiveness for strategic partners

	2022	2023		2025
Gross Margin (%)	50	50	↑	> 70
Volume of HPL sold (L)	350	600	↑	2.000
Sales in M EUR	1,0	1,7	↑	6,0
Sales per M&S FTE (K EUR)	230	380	↑	750

Potential strategic partners with strong focus on Cell & Gene Therapy



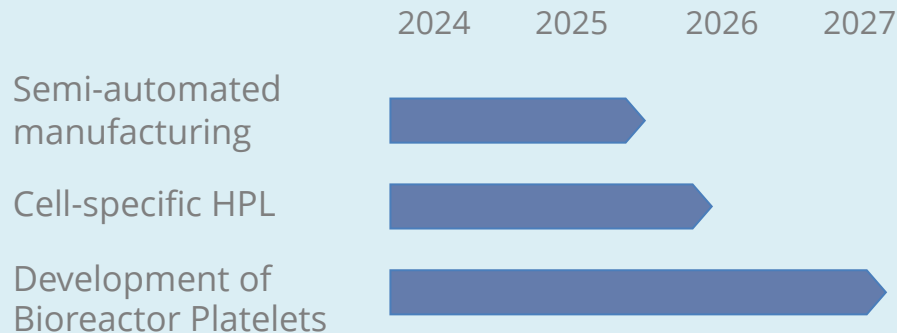
# PL BioScience has a unique position in the market today and is set-up to shape the future of HPL

## To date

- ELAREM™ HPL product portfolio
- Outstanding commercial competence
- Very strong patent situation
- Dominating access to outdated platelets in EU

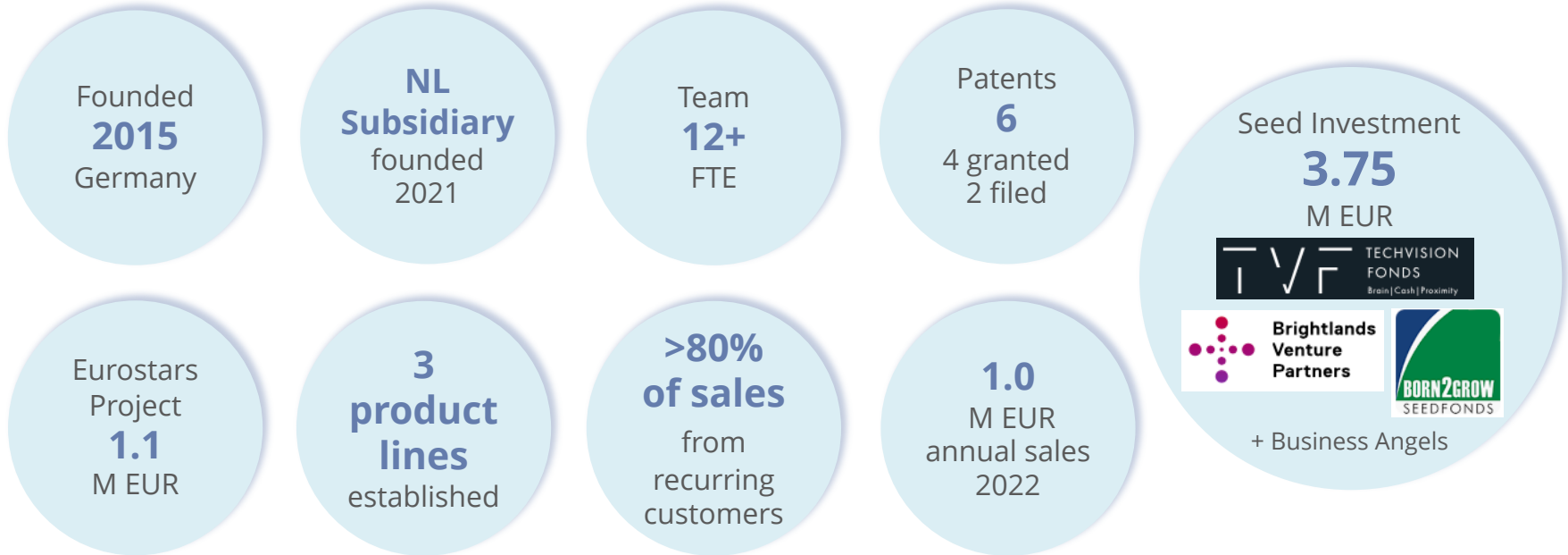
- Aggressive expansion in EU
- Opportunistic in Asia and US

## Future



- Significant COGs improvement
- Cover iPSC and Exosome market on top of MSC market
- Independence from outdated PCs
- Worldwide market penetration

# Our journey from concept to commercial stage to become the leading supplier of HPL



PL BIOSCIENCE → **PREDESTINED PARTNER** FOR THE REGENERATIVE MEDICINE BUSINESS

# Inspirational leadership team and experts guiding strategy and growth of PL BioScience

## EXECUTIVE LEADERSHIP TEAM



**Hatim Hemeda, PhD**  
*Co-Founder, Chief Executive Officer*  
- Father of the product portfolio  
- Brain and Heart of the company



**Christian Wilkes, MBA**  
*Co-Founder, Chief Financial Officer*  
- Cash is King  
- Developer of the organization



**Jungsoo Park, MBA**  
*Vice President M&S*  
- Face to the customer  
- At the heart of the business



**Siegfried Ebner, PhD**  
*Business Development*  
- Limbic system of the company  
- Challenger and mentor to the team

## BOARD OF DIRECTORS



**Marius Rosenberg (Chairman)**  
*Entrepreneur and Investor,  
Managing Director  
RWTH Innovation*



**Bernhard Kugel**  
*TechVision Fonds,  
Managing Director*



**Andrea Muth**  
*Born2Grow, ZFH  
Investment Manager*



**Marcel Lubben**  
*Brightlands Venture Partners,  
Partner*



**Eric Paul Pâques, PhD**  
*Independent Director  
in several Biotechs,  
former CEO of Grünenthal*

## SCIENTIFIC ADVISORY BOARD



**Lindsay Davies, PhD**  
*Assistant Professor,  
Karolinska Institutet, Sweden*



**Bernd Giebel, PhD**  
*Professor, Institute of Transfusion  
Medicine, University of Essen, Germany*

# Financial highlights

Seed Financing (2020/21):	3,75 M EUR
Convertible Loan (2023):	1,65 M EUR



**Series A (2023/24):** **+6,00 M EUR**

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- **3,00 M EUR** from **new investors**
- Strong commitment of current investors for the remainder
- No new Financing Round planned

# Use of proceeds



**R&D / IP**

- IP
- Product Development

**Manufacturing**

- Platelet Purchasing
- Semi-Automation

**Marketing & Sales**

- Customer Acquisition
- Territorial Expansion

Manufacturing	2,5
R&D / IP	1,5
M&S	2,0

# Why should you invest into PL BioScience?

## Product Portfolio & Future Innovations

- **Marketed products** cover cell supplement needs for regenerative medicines
- **Strong IP** for product portfolio
- **Cell-specific** HPL and **independence from outdated platelets** as raw material

## Strong Foundation

- **> 80%** of sales recurrent customers
- Succeeded in **doubling of sales** twice in a row
- Increasing number of **key account customers**

## Management Strength

- **Passionate leadership team** supported by renowned experts
- Demonstrated **ability to raise capital** and **shape the company**

## Significant Investment Upside Potential

- **Economic parameters** offer a **low risk investment opportunity**
- Use of proceeds from Series A Funding increase attractiveness for strategic partners  
↳ **attractive exit opportunities**



## CONTACT US



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CEO & Co-Founder

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