



GNUBIOTICS[®]
SCIENTES
ACCELERATING METABOLIC HEALTH

EXECUTIVE SUMMARY

Funding Round

January 2020

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www.gnubiotics.com

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Company Overview

Gnubiotics is a biotech company specialized on creating biosimilar oligosaccharides demonstrated to naturally modulate the microbiome in humans and animals.

Founding

2016 – 2018:

- Inception (Sep-16)
- Stanford core IP licensing
- Product / platform characterization and analytics
- Early market traction
- Funds raised: CHF 6.0 m

Product Pipeline & Addressable Markets

1. **AMObiome:** Animal Nutrition USD 22 billion addressable market (premium dry pet food).
2. **GBX:** Special Baby Milk Formula USD 3.5 billion, Digestive Health supplements USD 57.5 billion and Medical Nutrition USD 3.0 billion addressable markets.
3. **GCX:** Dermocosmetics USD 38.4 billion addressable market.

Key Partnerships

1. Colgate



2. Mars



3. Cargill



4. Evonik



5. Unilever



6. Nestlé



7. Darling



Gnubiotics is seeking to issue 10% of its authorized shares at CHF 3.0 / share to finalize the commercialization of AMObiome and to accelerate GBXs' development program.

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Key Investment Highlights

ROBUST IP STRATEGY & PORTFOLIO

Gnubiotics has developed a strong IP strategy based on four pillars to create a ring of protection around its products. The 4 strategic pillars are **chemical composition, manufacturing, efficacy** and **biomarkers**.

This has resulted in the filling of 4 patents over the course of the last 3 years across all 4 strategic pillars.

END TO END SUPPLY CHAIN CONTROL

Powered by the IP strategy which grants full control/ownership of its supply chain, Gnubiotics is in a strong position in negotiations with key stakeholders (e.g. customers, suppliers, partners).

Long term Master Supply / Service Agreements with key suppliers and CMO.

NON-CYCLICAL INDUSTRY WITH HIGH BARRIERS TO ENTRY

Pet food products are closely correlated to essential consumer goods thus it's non-cyclical, displaying stable demand regardless of general economic conditions.

Overall pet spending has maintained a strong growth trajectory over the last ~30 years and has been highly resilient through the last three business cycles.

Increasing regulatory framework, need for innovation, experience, quality and consistency of products, as well as customer relationships all create high barriers to entry.

HIGHLY EXPERIENCED MANAGEMENT TEAM

Key members of the management team have over 50 years of combined experience in the nutrition sector, with a proven track-record of delivering on strategic initiatives and bringing innovation to market.

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UNIQUE PRODUCTS & SUPERIOR TECHNOLOGY

Gnubiotics products are unique in their composition and effects. While direct competitors are producing up to 6 HMO structures, Gnubiotics has product formulations that contain 30 to 150 different structures effectively making them biosimilars to what is found in nature.

Most of Gnubiotics competitors use fermentation technology to produce HMO structures one by one (i.e. 2'FL, LNnT, 3'SL...) which are considered GMO¹. Gnubiotics proprietary technology delivers GMO free products with superior efficacy.

PROPRIETARY NGS TECHNOLOGY

Gnubiotics has developed a proprietary Next Generation Sequencing tools for pets and humans. We have created PetSeq panel for pet sample sequencing and InfaSeq panel for human sample sequencing.

Each of these panels contains 200 species and 2'500 strains of the relevant bacteria for each target population, which allows Gnubiotics to measure the efficacy of its products and understand functional microbiomics at the strain level.

1. GMO – Genetically Modified Organisms.

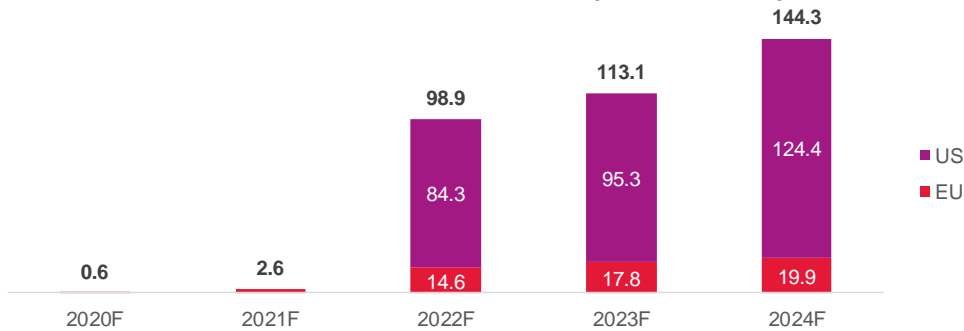
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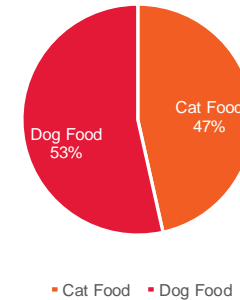
Key Investment Highlights

Gnubiotics anticipates sales of CHF 144 million in the animal nutrition market by 2023 based on AMObiome sales.

AMObiome Sales Forecast (CHF million)



2024 Revenue Breakdown by Channel



By 2024 Gnubiotics estimates it can become a CHF 144 million annual revenue business.

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Investment Proposal

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FINANCIAL DETAILS:

- › **# of shares outstanding:** 13'780'588
- › **Start of the round:** Jan-15, 2020
- › **End of the round:** Apr-30, 2020
- › **New shares issuance:** 1'400'000
- › **Share price:** CHF 3.0 / share
- › **Minimum Equity Ticket*:** CHF 120'000
(highest tickets will be given priority)

OTHER DETAILS:

- › **Funding round purpose:** take AMObiome to commercialization and accelerate GBX development for use in humans.
- › **Shareholding Structure:** No preferred shares.

* Applicable only for new shareholders. Existing shareholders have the right to go pro-rata.

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