



3

Euromed – Xavier Roig, CEO



3.1 At a glance

Our history: how we started... ... and what we do now?

Milk thistle extract
launched



1960

Phyto-pharma:
European expansion



1973

Drying facility for
saw palmetto, Florida



2006

Acquisition of Probelte
Biotechnologies, Murcia



2017

1919

1971

1996

2018



Madaus founded in
Cologne, Germany



Euromed founded
in Mollet del Vallès



Start of
US operations



Inauguration of
Innovation Center

Who we are...

... and our future perspective?



Leading producer of herbal extracts and natural active ingredients mainly for the phyto-pharma and dietary supplements market



Mollet del Vallès



Mollet Innovation Center



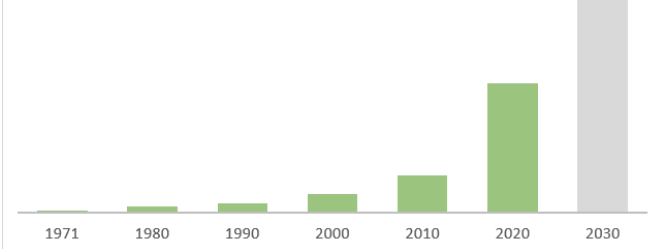
Murcia (water-based extraction)



Florida (drying facility)

Today

Revenues since foundation



Our Strategy

- Strong positioning within pharma segment
- Leverage differentiation on quality and R&D
- Opportunity to grow in the food supplements market

Our Vision

To remain the leading global producer of high quality herbal extracts for the phyto-pharma industry and to reinforce our position in the dietary supplements in US & APAC

Euromed worldwide

serving 400+ customers in 50 countries



Own people

Agents



3.2 Products

Cultivated plants



Breeding

Genotype

Origins

Sourcing

GACP¹

Wild plants



Broad product portfolio of herbal extracts...



Artichoke



Ashwagandha



Bearberry



Billberry



Bladderwrack



Devil's Claw



Echinacea ang.



Escin



Fig fruit



Garlic



Ginkgo Biloba



Ginseng



Grape Seed



Hawthorn



Hop Strobile



Horse Chestnut



Kava Kava



Magnolia



Matricaria



Melissa



Milk Thistle



Nettle



Olive



Passionflower



Pine Bark



Rhodiola



Pomegranate



Pygeum



Saw Palmetto



St. John's Wort



Valerian



Willow Bark

... with global leadership in eight extracts
generating 80% of revenues with 95 SKU's



Artichoke



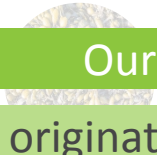
Ashwagandha



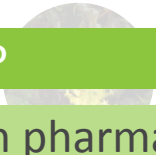
Bearberry



Bilberry



Bladderwrack



Devil's Claw



Echinacea ang.



Escin



Fig fruit



Grape Seed

Our USP
First supplier for originator in pharma
Complete traceability

State of the art facilities

Clinically proven for branded extracts



Hawthorn



Hop Strobile



Horse Chestnut



Kava Kava



Magnolia



Matricaria



Melissa



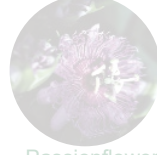
Milk Thistle



Nettle



Olive



Passionflower



Pine Bark



Rhodiola



Pomegranate



Pygeum



Saw Palmetto



St. John's Wort



Valerian



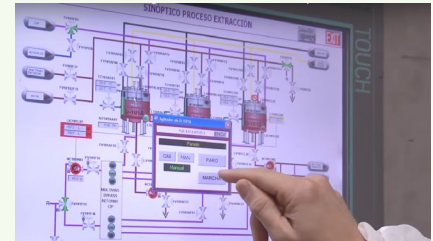
Willow Bark

Protection due to differentiation

Such as our mediterranean fruit and vegetable extracts based on water extraction facilities in Murcia



MEDITERRANEAN™
fruit and vegetable extracts



ABALife[®] – a fig fruit extract

to support a healthy carbohydrate metabolism and glycemic index of foods



Prevalence diabetes:
37.3m Americans¹



Further 84m US people
have prediabetes¹



ABA life[®]



FIG FRUIT



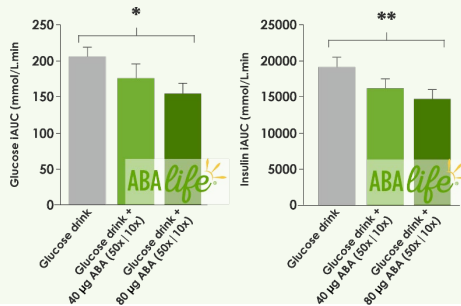
Product patent

EUROMED
Nature & Science

Process patent

Exclusive license

Proven efficacy...



confirmed in scientific articles...

nutrients

Article

Abscisic Acid Standardized Fig (*Ficus carica*) Extracts Ameliorate Postprandial Glycemic and Insulinemic Responses in Healthy Adults

Fiona S. Atkinson^{1,*}, Agustí Villar², Anna Mula², Andrea Zangara^{2,3,*}, Ester Risco², Carsten R. Smidt⁴, Raquel Hontecillas⁵, Andrew Leber⁵ and Josep Bassaganya-Riera⁵

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² Eumed S.A., C/ Rec de Dalí, 21-23, Pol. Ind. Can Magarola, 08100 Mollet del Valles, Barcelona, Spain
³ Centre for Human Psychopharmacology, Swinburne University, Melbourne, VIC 3122, Australia
⁴ Smidt Labs, LLC, Sandy, UT 84092, USA
⁵ BioTherapeutics, Inc, 1800 Kraft Drive, Suite 200, Blacksburg, VA 24060, USA
* Correspondence: fiona.atkinson@sydney.edu.au (F.S.A.); azangara@euromed.es (A.Z.)

supported by American Diabetes Association[®]

Effect of a Novel *Ficus Carica* (Fig) Fruit Extract Standardized in Abscisic Acid on the Glycemic

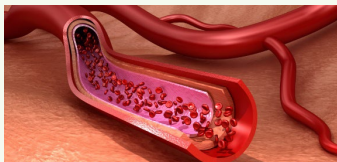
Andrea Zangara

Abscisic acid (ABA) is a phyto-hormone present in different fruits and has important implications for human health, such as glucose homeostasis, increase of glucose tolerance.

Pomanox® – a pomegranate extract to reduce blood pressure



47% of Americans (116m) have high blood pressure¹



Pomanox® contains active compounds present in the fruit and many beneficial properties and antioxidant capacity come from punicalagins



NUTRI
COSMETICS



CARDIO
VASCULAR



GUT



MOOD &
COGNITIVE



SPORTS
NUTRITION



METABOLIC



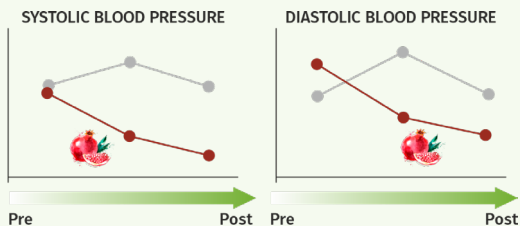
HEALTHY
AGING

pomanox®



POMEGRANATE FRUIT

Proven efficacy...



... confirmed by research

RESEARCH ARTICLE

Effect of pomegranate extract on blood pressure and anthropometry in adults: a double-blind placebo-controlled randomised clinical trial

A. Stockton¹, G. Farhat^{1*}, Gordon J. McDougall² and E. A. S Al-Dujaili³

¹Department of Dietetics, Nutrition and Biological Sciences, Queen Margaret University, Musselburgh, East Lothian EH21 6UU, UK

²Environmental and Biochemical Sciences Group, The James Hutton Institute, Dundee DD2 5DA, UK

³Faculty of Pharmacy, Middle East University, Amman, Jordan

(Received 12 May 2017 – Final revision received 4 June 2017 – Accepted 16 June 2017)

Journal of Nutritional Science (2017), vol. 6, e39, page 1 of 8

doi:10.1017/jns.2017.36

Current status:

- Focus on scientific publications
- Further clinical trials underway
- Patented water-only extraction method
- Clean label



Mediteanox[®] – an olive fruit extract is beneficial for cardiovascular support and healthy aging



Blood lipids from oxidative stress...



...can be reduced by Mediteanox[®] to lower oxLDL-cholesterol in plasma



ANTIMICROBIAL
ACTIVITY



CARDIOVASCULAR
AND LIPID
SUPPORT



HEALTHY AGING,
PREVENTION



IMMUNE
SUPPORT



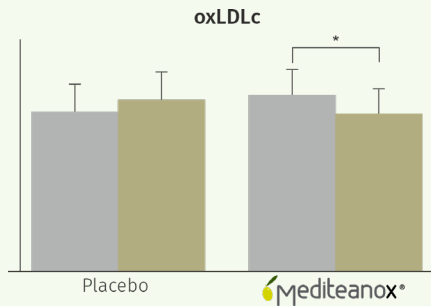
NUTRACEUTICALS,
HAIR AND SKIN
BEAUTY

Mediteanox[®]



OLIVE FRUIT[®]

Proven efficacy...



... supported by



Scientifically proven premium extracts with a transparent, traceable and sustainable process



EXPERIENCE **TRACEABILITY** **Premium**
IDENTITY **SUSTAINABILITY** **Standardized**
POTENCY **Botanical**
e **Extracts**
From Spain
Since 1971

EFFICACY
NATURAL
ECO-FRIENDLY **ORGANIC**

PURITY



nutrients MDPI

Article
Abscisic Acid Standardized Fig (*Ficus carica*) Extracts Ameliorate Postprandial Glycemic and Insulinemic Responses in Healthy Adults

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3.2 Market environment



More exercise

Better nutrition

More prevention

More natural

Getting older

Life expectancy



In 1971

72

Now

79



71

81



71

83



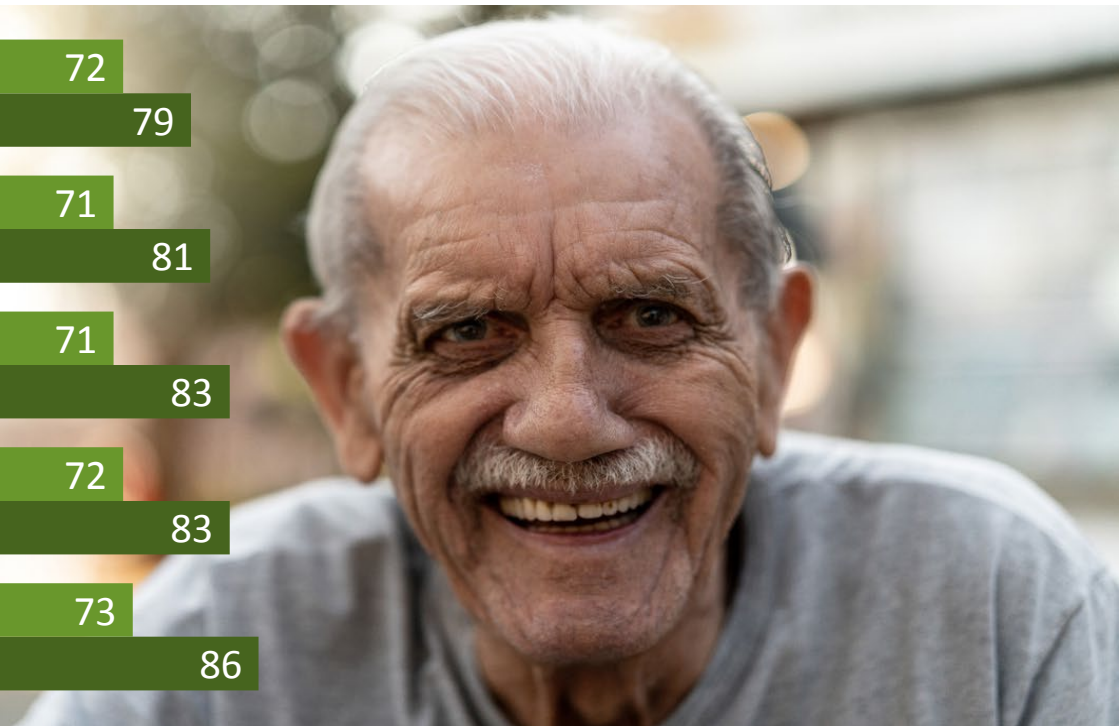
72

83



73

86



Getting older

Life expectancy



Saw Palmetto

Urinary



Milk Thistle

Liver



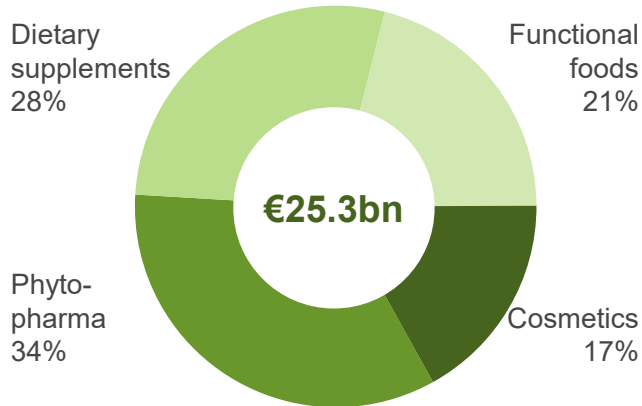
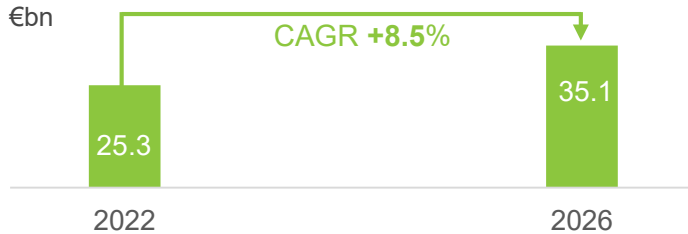
Horse Chestnut

Circulatory

Plant extracts market serves a market volume of >€25bn¹

USA and APAC are expected to be the fastest-growing regions²

Global market volume



Key market dynamics

Phyto-pharma

- Increase suitable from allopathic medicine to natural products
- Quality control and registration processes
- Limited number of API manufacturers that performs high quality standards

Dietary supplements

- Increased demand driven by higher awareness on healthy and preventive lifestyle
- New distributors chemicals and e-commerce (70% of Americans use the internet to get health information for self medication)
- Increased regulation to increase market differentiation in quality

¹ Plant Extracts Global Market 2022

² Source: Future Market Insights, Grand View Research Inc, Plant Extracts Global Market 2022

Phyto-pharma products

with long and cumbersome regulatory process



Long product life

Barriers to switch





Long relationships

High cost

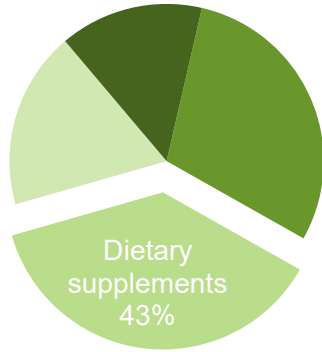
Several years



Competitive landscape: Phyto-pharma products with limited number of competitors

	Botanical experience	High quality	Pharma applications	Innovation	Fast sales growth
	✓	✓	✓	✓	✓
	✓	✓	✓	✓	
 Finzelberg	✓	✓	✓		
 Linnea Natural Pharma Solutions	✓	✓	✓		

Dietary supplements with more regulation to come



Large market

Consumer awareness

Fast growing

More regulation

76%



76% of US adults take dietary supplements

70%



70% of Americans use the internet to get health information

20%



20% Annual growth rate of online sales of dietary supplements in the US

38%



38% Of herbal dietary supplements in the US contain no herbs at all

Competitive landscape: Dietary supplements / functional foods

with huge number of competitors but limited in high quality

	Revenue	Field
Naturex part of Giuvadan (FR)	€400m	Food & Beverages, Natural Health, Personal Care
Frutarom part of IFF (USA)	€100m	Food & Beverages, Natural Health, Personal Care
Other sellers Natac (E), Plantex (FR), Bionap (IT), EPO (IT), Nektium (ES), Flavex (GER), Anklam (GER), Monteleder (ES), Sanrisil (BRA), Futureceuticals (USA), etc...	€5-15m	Dietary Supplements/Functional Food
Low cost competitors India, China 30-50 (companies)	€5-30m	Dietary Supplements/Functional Food



3.4 Operations



Euromed manufacturing sites

How we produce?



Mollet del Vallès



Capacities

2018	4,200t
2023	4,500t
Full Capacity	4,500t



Solvents

More efficient

Phyto-pharma



Innovation Center

Murcia



Capacities

2018	200t
2023	4,500t
Full Capacity	>4,500t



Water

More green

Dietary supplement

Drying facility for saw palmetto



Florida

Euromed certifications



ESG

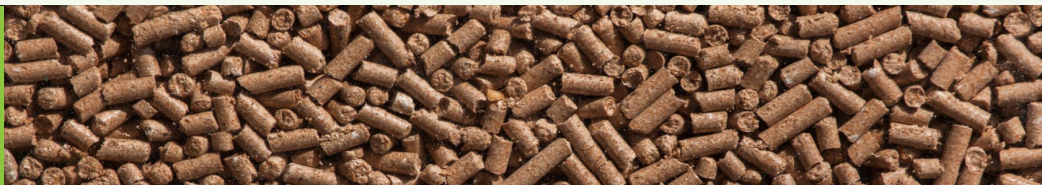
Eco-friendly waste management



Composting



Animal feed



Textiles

EARTH COLORS BY
ARCHROMA
LIFE ENHANCED



ESG - Sustainability

supported by different initiatives



BEST PROJECT

“Best Project Initiative” invited employees to submit sustainable project ideas. Winner project: installation of photovoltaic panels

CARBON FOOTPRINT

Different projects and initiatives to reduce environmental impact.



LAUNCH OF VIRTUAL SOLIDARITY RACE

Euromed will turn every kilometer run by its employees into trees.

PURIFIED WATER PLANT

In 2021, the new plant for purified water was put into operation, reducing water and electricity consumption.



3.5

Financials

Challenging market environment in recent years

Growth

Double-digit growth (+10%)

Business as usual

COVID-19 pandemic

Stable
Slow down in pharma (EU) & growth in
dietary supplements (USA & Asia)

Business transformation

Inflation

Energy & RM
price increase

Business
adaptability

2015 2016 2017 2018 2019

2020

2021

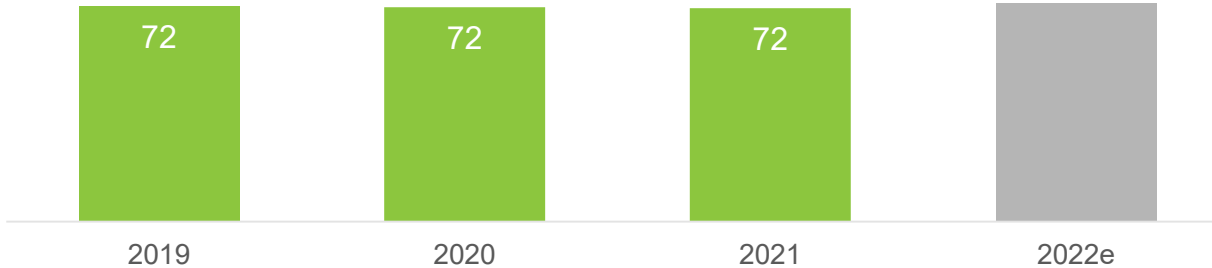
2022

Stable revenue development despite COVID-19 pandemic

Total Revenue¹

€m

■ Actual ■ Plan



Adj. EBITDA¹

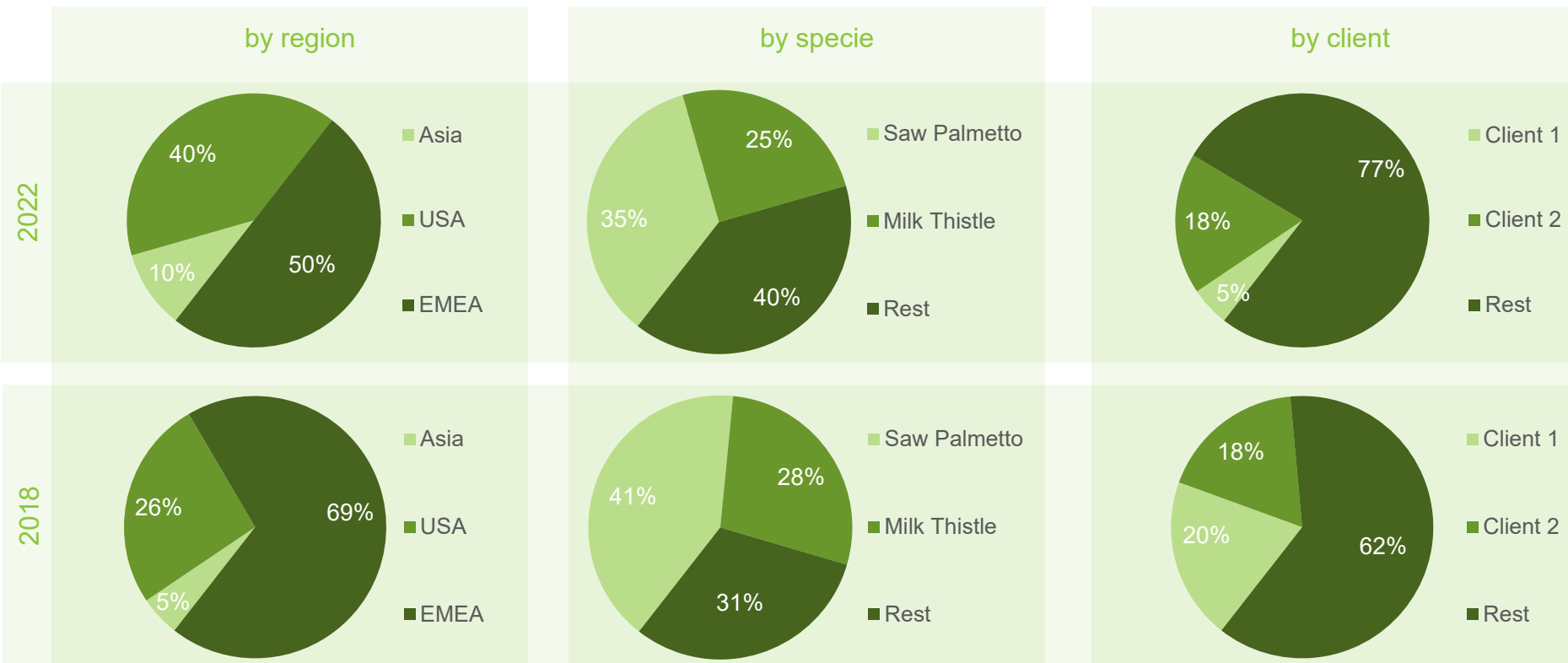
€m



Main future growth drivers

- Double digit growth in USA & Asia
 - Launch of new products
 - Med extracts consolidation
 - New customer-made projects
-
- Strong raw materials and electricity, gas & transportation inflation impact for 2022-2023
 - Beginning of transition into normal prices along 2024
 - Business normalisation in 2025

Revenue growth driven by further diversification



Key success factors...

... or secret formula

Favourable regulation trends

Global commercial platform

Sourcing & traceability

State of the art facilities

Clinically proven & **innovation**

Analytical & production know-how

Disclaimer



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