

BRAIN Biotech CMD 2024

Daren Bryce, Vice President Food & Pharmaceuticals

Growth Initiatives and Margin Drivers

Zwingenberg, December 12th, 2024

WE SUPPORT



Since 2021 we have been committed to the UN Global Compact corporate responsibility initiative and its principles in the areas of human rights, labor, the environment and anti-corruption.



Safe Harbor Statement

This document may contain forward-looking statements. These forward-looking statements are subject to risks and uncertainties, as they relate to future events and are based on current assumptions of the Company, which may not occur at all in the future or may not occur as assumed. They do not represent a guarantee for future results or performance of the Company, and the development of economic and legal conditions may materially differ from the information expressed or implied in the forward-looking statements.

The Company assumes no obligation to update or revise any forward-looking statement contained herein or to adapt them to future events or developments. The information contained in this document has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinion contained herein. The Company or any of its shareholders, affiliates, advisors, employees or representatives shall have no liability whatsoever (in negligence or otherwise) for any loss arising from any use of this document or its content or otherwise arising in connection with this document.

By accepting this presentation, you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company's business.

This presentation speaks as of December 12, 2024. Neither the delivery of this presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date. The term "BRAIN", as used in this presentation means Brain Biotech AG and its affiliates, if not otherwise specified.

Our Focus Is on High Value Markets in the Food And Life Science Sectors

successful multi-niche solution provider adding value through delivering functionality, flavour & texture



Baking

improved bread shelf life
& resilience
Flour consistency



Dairy

unique dairy flavours
Whey protein processing



Protein

Plant based proteins
Meat & fish processing



Fruit Juice & Wine

improved yields
Fruit juice clarification



Brewing

faster processing
Improved brewing
performance



Food Specialities

Flavour development
Oils & fat processing
Nutraceuticals



Starch Processing

Starch liquefaction
Alcohol processing



Life Science

Niche diagnostic products
CMO pharmaceutical
biocatalysts

Our Margins Are Driven by Deep Application Knowledge And Focussing on Emerging Trends

Sustainability & healthy living are key trends in our markets



Sustainability

- Increasing yields in fruit juice and wine production
- Increased shelf life of baking products
- Improved taste & texture in plant-based proteins
- Improved functionality in dairy alternatives such as oat milk



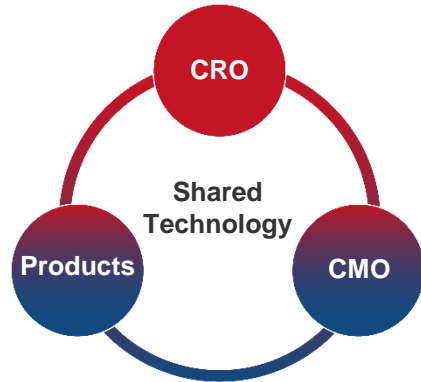
Healthy Living

- Improved nutritional performance in infant nutrition
- No/low alcohol wines and beers
- Development of alternative sweeteners
- Removal of allergenicity in food production (Gluten, Lactose)
- RNA synthesis and gene editing technologies in Life Science



Growing Our Enzyme Business And Market Share

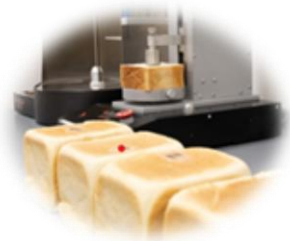
shared technology, customer satisfaction and customer intimacy are our USP's



➤ We offer a **unique combination of business models** that enables access our shared technology platform



➤ We develop **unique products in high value niches** where larger suppliers do not meet customer needs



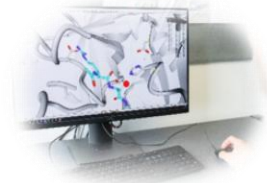
➤ We deliver **application know how with a customer intimacy** which promotes valuable innovation partnerships

Growing our Enzyme Business And Market Share

we will organically grow our products business with three main initiatives



- **Geographical expansion** by increasing our market penetration of new territories with existing products



- Developing **New Products** to grow our sales in existing markets by launching new products for new applications



- Developing **New Markets** for existing products and services and creating additional value

Combining Resources to Accelerate Growth in New Markets

'Cross fertilization' of our existing strengths opens new routes to market



- Consolidating existing US dairy & food specialties business with our US site to strengthen customer service
- Investment in US business to expand site and commercial team to support growth
- Outside US & Europe we will grow through existing distribution network

Expanding Our Successful Baking Business Model to New Geographical Territories

combining passionate application know how with excellent customer service



- Growth in Europe, LATAM, MENA has been 15% CAGR in past three years and is expected to continue
- Developing US business through direct route to market
- Further investment in EU & US to increase application testing and production capacity to support growth

Growth Accelerated Through Multiple New Product Launches

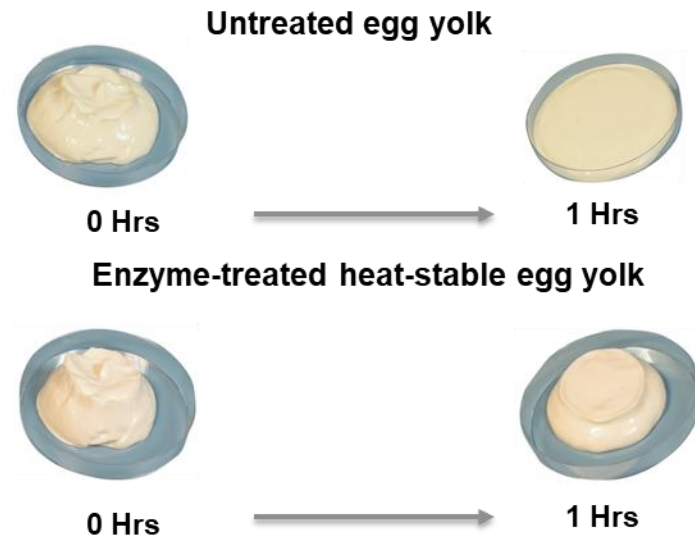
successful product launches and strong product development pipeline



- Deltabrew[®] Pure, PlantPro[™] and Lipomod[®] recently launched with 48 customer evaluations underway
- Launch of new product in egg processing market driving current sales growth in new products
- strong pipeline of nine new products in development with a further 50 products under feasibility evaluation
- 25 new formulations in application development

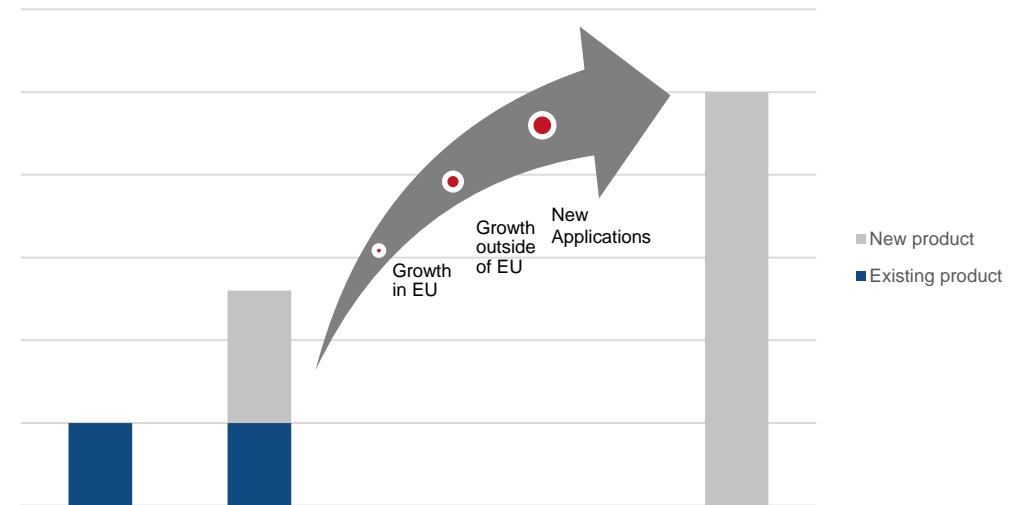
Revenue Growth From New Products in Existing Market Segments

Launch of microbial product for enzyme modified mayonnaise production



- **Rapid Sales Growth** - Sales to egg market have doubled in 2024
- **Growth in Market Share** – Current share estimated to be ~5%
- **Diversification to Consolidate Position** - Geographic growth outside of EU and into new applications

- Animal based enzyme is an existing product for BRAINBiocatalysts
- Market need is for non-animal derived product
- New microbial product launched in 2022



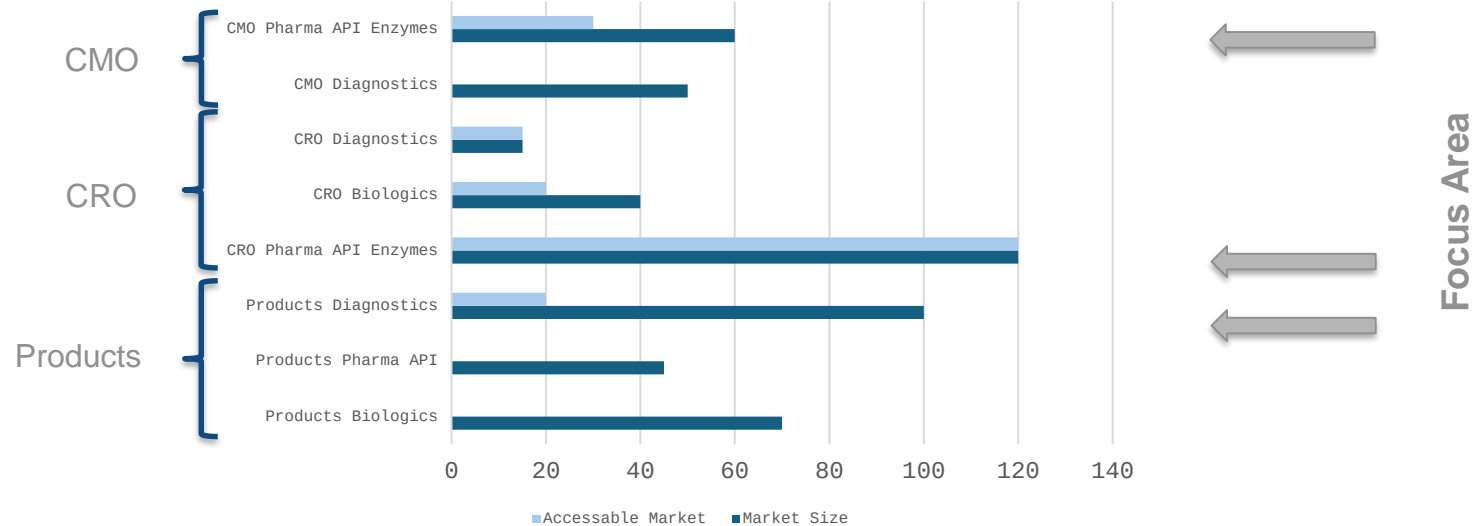
New Business Area in Life Science Is a ~€500 Million Potential Market for BRAINBiocatalysts

combining group capabilities creates added value in a high margin market



New brand and business model launched in October 2024

- Strong technology focus and smaller volumes in life science fits well with BRAINBiocatalysts
- So far, existing CMO focussed on pharmaceutical biocatalysts
- New team established dedicated to life science market to focus on growth

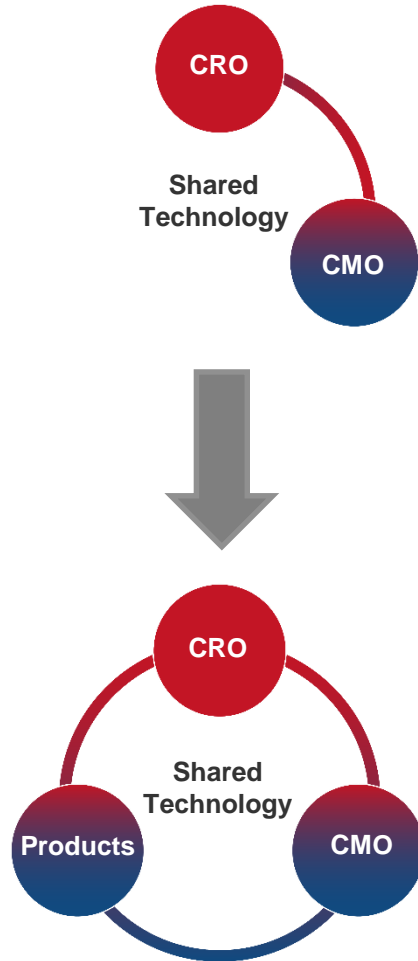


How are we unique?

- The only enzyme discovery, scale up and commercial production partner in pharmaceutical biocatalysts
- Unique approach to IP access in pharmaceutical biocatalysts, simplifying customers 'freedom to operate'
- Technology platform focussed on diagnostics market to develop unique products

Growth Through Leveraging Existing Competencies

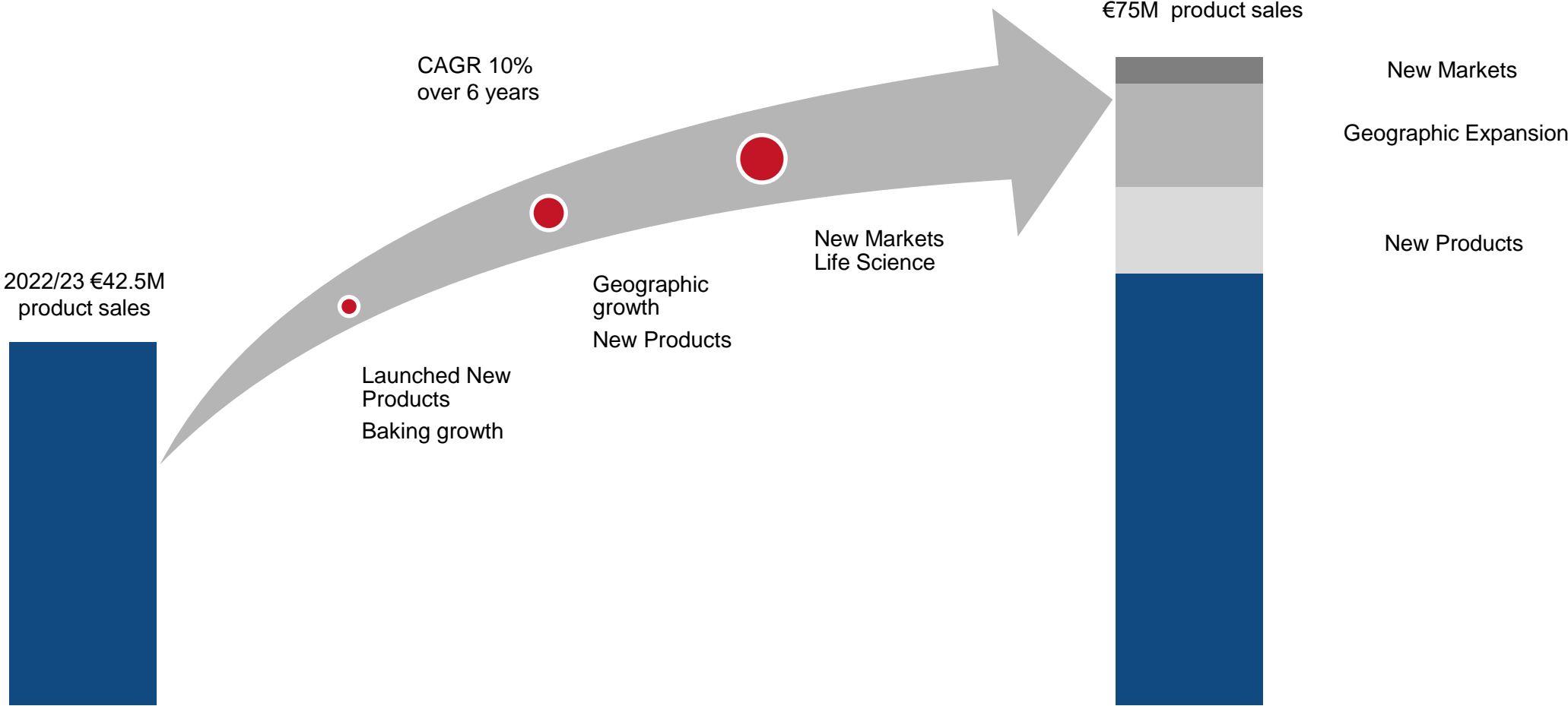
using existing CMO sales channel to expand in pharmaceutical



- Penetrate market with combined CRO/CMO proposition
- Utilise existing CMO position & shared technology platform
- Develop enzyme product range for pharmaceutical market aligned with existing products
- Develop products for growing molecular diagnostics & mRNA markets aligned with shared technology platform
- Target is to grow existing CRO/CMO business by 200% and to develop €3 million of product sales in five years

Strong Growth Within Products Business to Support €100 million Target

growth delivered from existing market and growth initiatives



Thank you very much for your interest.



BRAIN Biotech AG

Darmstädter Straße 34–36
64673 Zwingenberg, Germany
+49 (0) 6251-9331-0
www.brain-biotech-group.com

Biocatalysts Ltd.

Unit 1, Cefn Coed,
Parc Nantgarw, Cardiff
CF15 7QQ, Wales, UK
+44 1443 843712
www.biocatalysts.com

Your contacts:

Daren Bryce, VP Food &
Pharmaceuticals Biocatalysts Ltd.

Martina Schuster, IR
+49 (0) 6251-9331-69
IR@brain-biotech.com

 [brainbiotechag](https://twitter.com/brainbiotechag)

 [BRAIN Biotech AG](https://www.linkedin.com/company/brain-biotech-ag)

 [BRAIN Biotech AG](https://www.youtube.com/channel/UCBRAINbiotech)

 [@BRAINbiotech](https://twitter.com/@BRAINbiotech)

 [Biocatalysts-ltd](https://www.linkedin.com/company/biocatalysts-ltd)

 [Biocatalysts Ltd](https://www.youtube.com/channel/UCBiocatalysts)

 [@Biocatalysts](https://twitter.com/@Biocatalysts)