



**IGEA Pharma N.V.**  
***Company Presentation***

***December 2018***

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# Company overview – IGEA Pharma

## Market

IGEA Pharma Group is an innovative life sciences business and offers medical testing devices and dietary supplements.

## Activity

IGEA Pharma Group has developed an innovative and accurate predictive test to measure Free Copper II in the blood stream. Free Copper II is one of the major recognized and modifiable risk factors in the Alzheimer Disease (AD) and Diabetes Type II (DBT2). More than 20 years of scientific research have shown that copper is a risk factor for AD. Reducing and controlling Free Copper II has the potential to reduce up to three times the risk for AD and up to nine times for DBT2.

IGEA's **Product Portfolio** is a unique offer for the prevention of AD and DBT2. The Product Portfolio includes:

- **ALZ Rapid and DBT Rapid:** do-it-yourself Finger Stick/Test to verify if the user has a Free Copper II level above or below the cut-off value;
- **ALZ1 and DBT1:** a lab test to measure the exact Free Copper II level (this test applies to do-it-yourself test users with a Free Copper II level above the cut-off value);
- **126AGE:** supplement (FDA notified) based on a patented molecule to reduce and control Free Copper II levels in the AD prevention process;
- **126DBT:** supplements (FDA notification in preparation) based on a patented molecule to reduce and control Free Copper II level in the DBT2 prevention process.

## Clients

People in particular with mild cognitive impairment("MCI").

## Financials

(Fonte: Management)

USD	June 30, 2018	2017	2016	May 1, 2015 - Dec. 1, 2015
<b>Revenues</b>	<b>3.147</b>	<b>7.797</b>	<b>7.584</b>	<b>0</b>
Gross result	(122.268)	(196.330)	(216.089)	(134.492)
<b>Operating result</b>	<b>(355.722)</b>	<b>(381.645)</b>	<b>(597.040)</b>	<b>(210.076)</b>
Result of the period	(328.340)	(431.116)	(617.082)	(210.961)

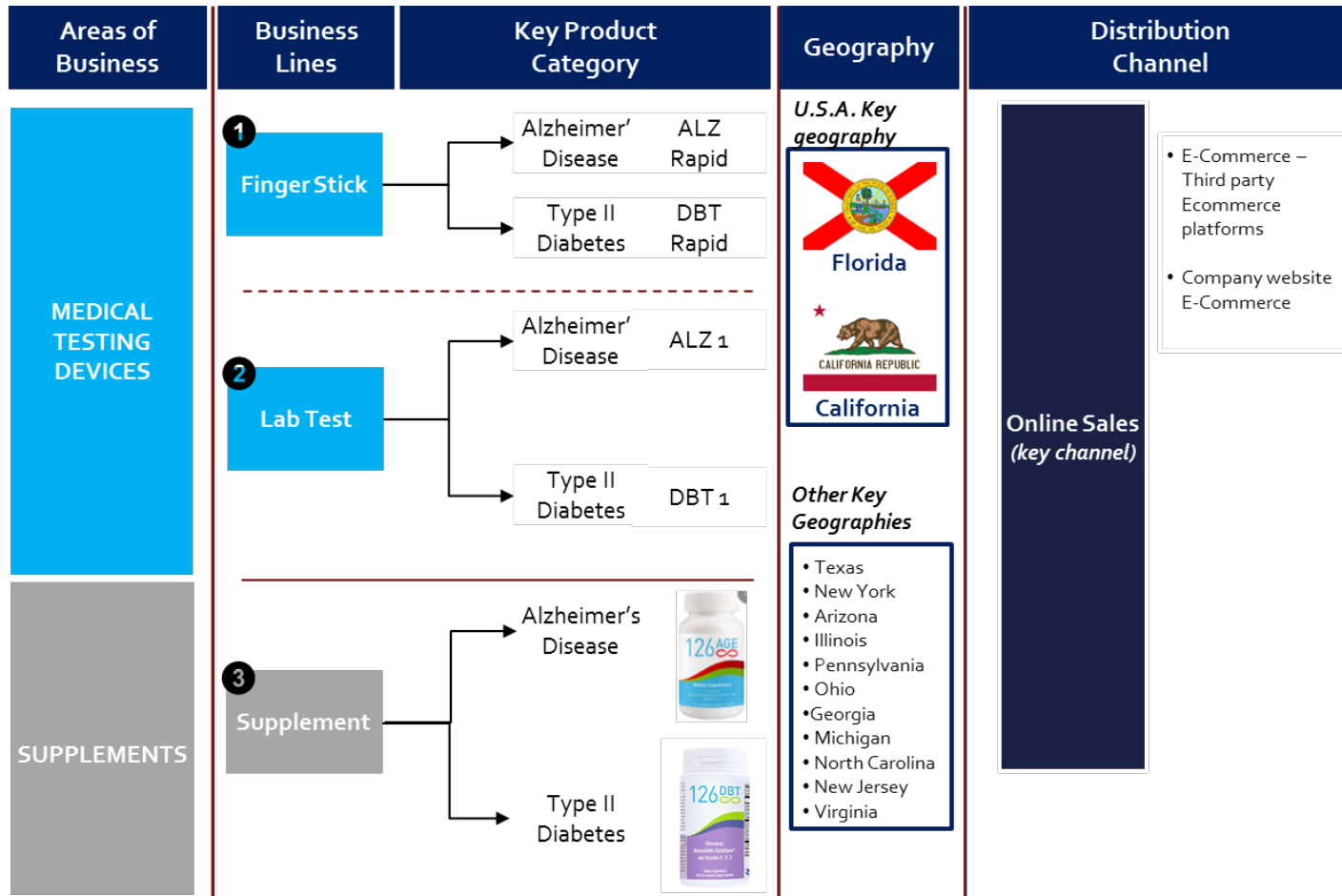
## Strategy

- **Marketing of prevention programs as package:** in 2019, the Group is expected to start the distribution of the complete Alzheimer's disease prevention program product and services, the distribution of the complete Diabetes Type II prevention program is expected to start in the second half of 2019.
- **Partnerships with clinical laboratories to increase availability of laboratory tests for more costumers:** the Group will enter into partnerships with clinical laboratories in Florida and California to manage blood collection as well as transportation to the Group's laboratory in Miami.
- **Distribution channel:** the Group will focus on online distribution to optimize margins and reduce marketing costs and thus benefiting from digital marketing tools.
- **Target markets:** the Group will focus its marketing activity mainly on caregivers and people with mild cognitive impairment("MCI").





# Value proposition

IGEA operates in the medical testing devices and dietary supplements sectors. IGEA manages three business lines: (i) Finger Stick, (ii) Lab Test and (iii) Supplement. Initially, IGEA will focus on markets in the US (in particular in Florida and California) and it will sell its products and services online.

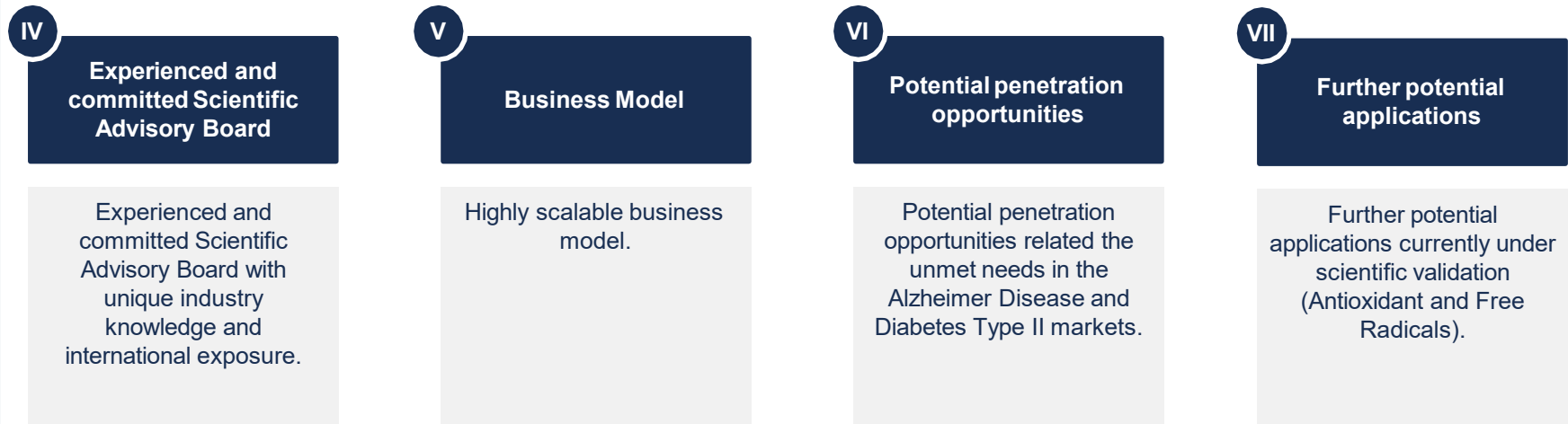
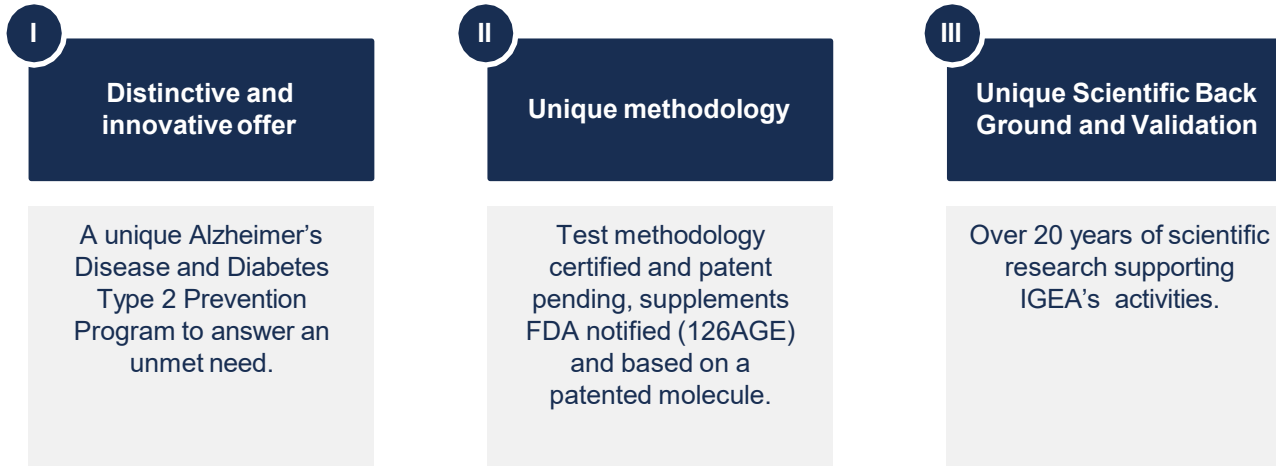


# Value proposition – Product portfolio

Area	Product	Description	Price	Time to Market
Alzheimer's Disease	1 ALZ Rapid	Finger stick for a self-measurement of Free Copper II	\$ 50	H1 2019
	2 ALZ-1 (Lab. Test)	Test to measures Free Copper II in the bloodstream	\$119	Ready
	3 126 AGE	FDA notified supplement based on patented molecule 	\$65	Ready
	4 Package	Package including: ALZ Rapid , ALZ1 coupon (for direct or affiliated diagnosis centres), 126Age coupon	\$149	H1 2019
Diabetes ( <i>"under FDA approval"</i> )	5 DBT Rapid	Finger Stick for a self-measurement of Free Copper II	\$ 50	H1 2019
	6 DBT-1 (Lab. Test)	Test to measures Free Copper II in the bloodstream	\$119	H2 2019
	7 126 DBT	Supplement (FDA notification in preparation) based on patented molecule 	\$65	H2 2019
	8 Package	Package including: DBT Rapid, blood test coupon (for direct or affiliated diagnosis centres), 126DBT coupon	\$149	H2 1029
Other	Finger Stick	Finger Stick that measures free oxidative stress test		
	Supplements	Free radicals and other		

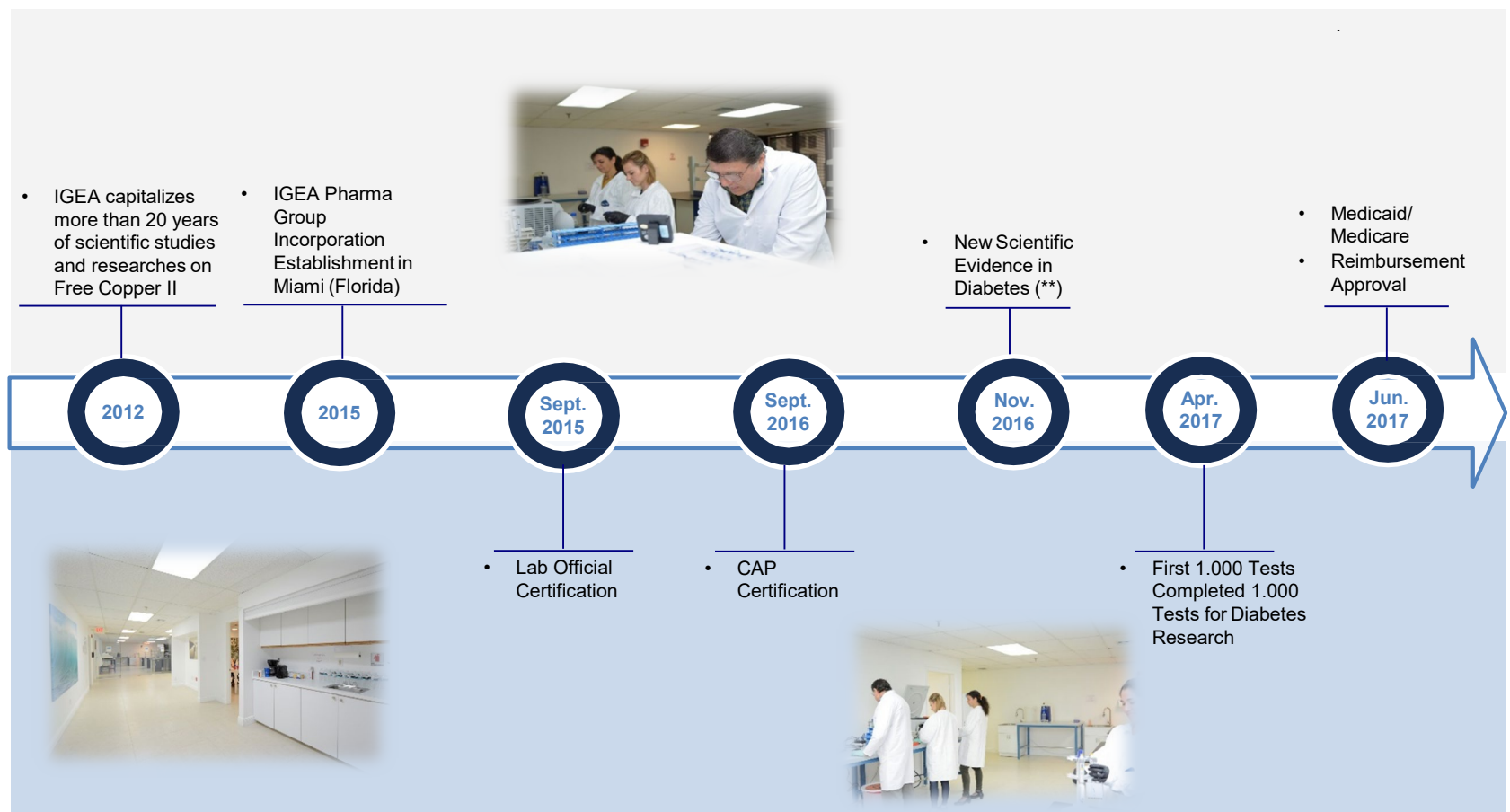


# Value proposition – Critical Success Factors



# Timeline of Key Events

IGEA relevant achievements include Lab Certifications, Medicaid / Medicare Approval and New Scientific Evidence in Diabetes together with over 2.000 Tests completed.



Note (\*): Certified Authorization Professional

Note (\*\*): Journal of Alzheimer's Disease 56 (2017) 1055–1064 - Diabetes and Alzheimer's Disease: Can Elevated Free Copper Predict the Risk of the Disease? – Nov. 2016





# Market overview: Alzheimer's Disease

Alzheimer's Disease is a neurodegenerative disease caused by different risk factors such as age, genetics, "APOE-e4" gene and lifestyle. Common predictive factors include memory loss and state of mental confusion. AD is common among people aged >65 years

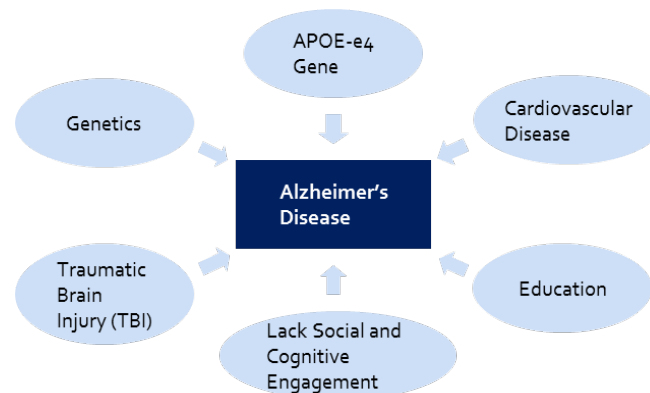
## Definition

"Alzheimer's disease is a neurodegenerative disease, in which neurons in the brain are damaged or destroyed, including those that enable a person to carry out basic bodily functions.

It is the most common cause of Dementia, which is a group of symptoms including difficulties with memory, language, problem solving"



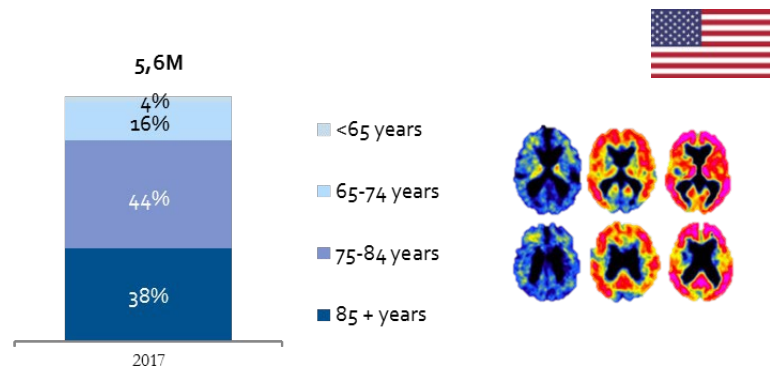
## Risk Factors



## Signs of Disease

- Memory loss that disrupts daily life
- Challenges in planning or solving problems
- Difficulty completing familiar tasks at home, work or leisure
- Confusion with time or place
- Trouble understanding visual images and spatial relationships
- New problems with words in speaking or writing
- Misplacing things and losing the ability to retrace steps
- Decreased or poor judgment
- Withdrawal from work or social activities
- Changes in mood and personality

## Alzheimer's Sufferers by age



Sources: Alzheimer's Association Report, Official Press Release



# Market overview: Alzheimer's Disease

Alzheimer's Disease (AD) is a leading death cause in US. No drugs are available to fight it. More than 20 years of scientific researches have proven a connection between high level of Free Copper II and AD onset.

## The Issue & Key Facts

- Alzheimer's disease (AD) is one of the leading causes of death in the US and more than 5.6M Americans are living with Alzheimer's. Since 2000, deaths from heart disease have decreased by 14% while deaths from Alzheimer's disease have increased by 89%.
- However, today, there are no drugs available to fight the Alzheimer's disease.
- 99% failure rate on new drugs (\*).
- Research focus has shifted from treatment to prevention.
- No tests were so far available to measure a modifiable risk factors.

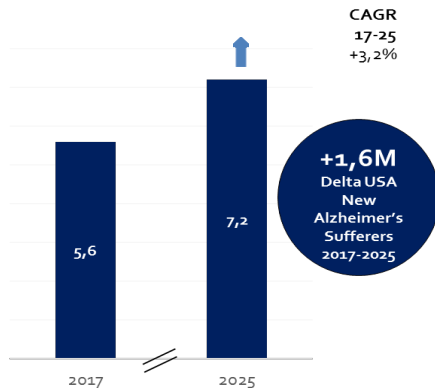


## Official Researches Evidences

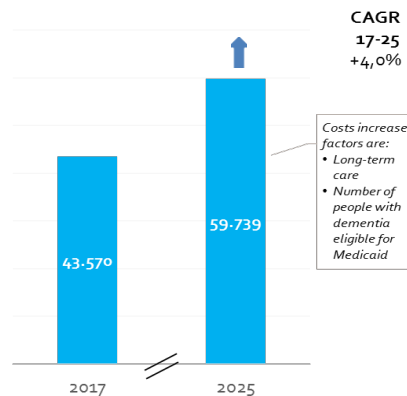
- Many researches performed by Biomedical Laboratories Worldwide and Institutes, have shown that patients with high levels of Free Copper II, also known as Non-cp Copper, are three times more likely to develop the kind of neurodegeneration associated with Alzheimer's disease.
- Statistical data supports a positive relationship between the serum copper levels and the Alzheimer risk considering that a significant part (ca. 60%) of the Alzheimer's population has high levels of Free Copper II.
- Therefore, Free Copper II is considered one of the major recognized modifiable risk factor for Alzheimer's disease. Post hoc analysis in Phase II clinical trial proved that reducing Free Copper II slowed AD progression [ADAS-Cog (P ¼ 0.037) and CDR-SOB (P ¼ 0,032), MMSE (P ¼ 0,07)].

More than 5,6M US people aged > 65 suffer Alzheimer's Disease. In 2025, Alzheimer's patients are expected to grow up to 7,2M. Total Medicaid cost will grow from ca. \$44B in 2017 to \$60B in 2025.

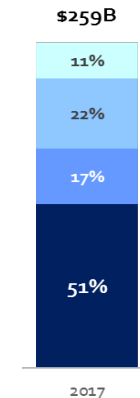
**American Population aged 65+ with Alzheimer's Disease (M people)**



**Medicaid Costs\* for Americans Age 65+ living with Alzheimer's or other Dementias (\$M)**



**Aggregated Cost of Care by Source for Americans Age 65+ with Alzheimer's and Other Dementias (percentage)**



Sources: Alzheimer Association – Facts and Figures – [www.alz.org](http://www.alz.org)

Sources: Alzheimer Association; Official Press Release; [alz.org](http://alz.org), Company Website – Alzheimer Association Report: 2018 Alzheimer's disease facts and figures: "In the decade of 2002-2012, 244 drugs for Alzheimer's were tested in clinical trials registered with [clinicaltrials.gov](http://clinicaltrials.gov), a National Institutes of Health registry of publicly and privately funded clinical studies. Only one of the 244 drugs successfully completed clinical trials and went on to receive approval from the FDA." - [https://www.alzheimersanddementia.com/article/S1552-5260\(18\)30041-4/pdf](https://www.alzheimersanddementia.com/article/S1552-5260(18)30041-4/pdf)



# Market overview: Diabetes Type II

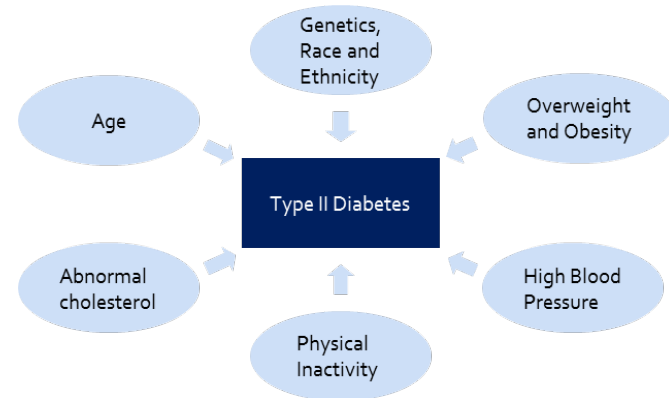
In Diabetes Type II, the blood does not use insulin properly due to several factors such as genetics and overweight. It can be treated through some lifestyle changes, medications and insulin care

## Definition

*"In Type II diabetes, the body does not use insulin properly. This is called "insulin resistance". At first, the pancreas makes extra insulin to make up for it. Over time your pancreas isn't able to keep up and can't make enough insulin to keep your blood glucose levels normal. Type II is treated with lifestyle changes, oral medications (pills), and insulin and usually gets worse over time"*



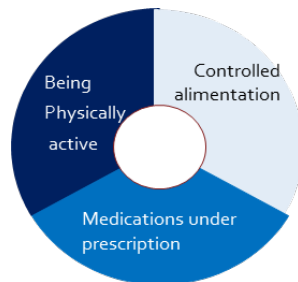
## Risk Factors



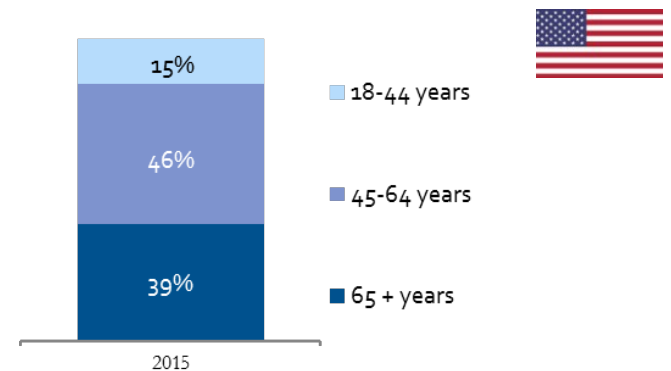
## Treatment and Diagnosis

The main treatments and diagnosis are:

- A1C Test or estimated average glucose (eAG), showing the average blood glucose for the past two to three months;
- Blood pressure measurement: showing the force of blood inside blood vessels;
- Cholesterol: showing the amount of fat in the blood.



## Alzheimer's Sufferers by age



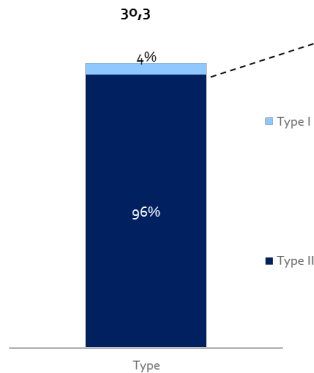
Sources: American Diabetes Association Report, CDC Report



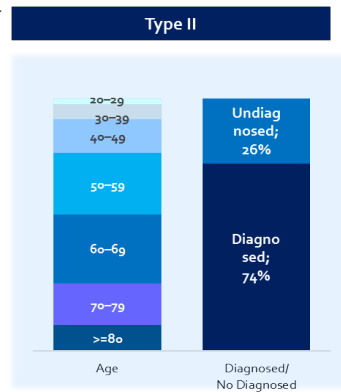
# Market overview: Diabetes Type II

30M US people have Diabetes (96% Diabetes Type II). Among Diabetes Type II sufferers, 74% is "Diagnosed" and more than 75% are more than 50 years.

American Population with Diabetes by Type (M people, %, 2015)



American Population with Diabetes Type II by Age and by Diagnosed/No Diagnosed (M people, %, 2015)

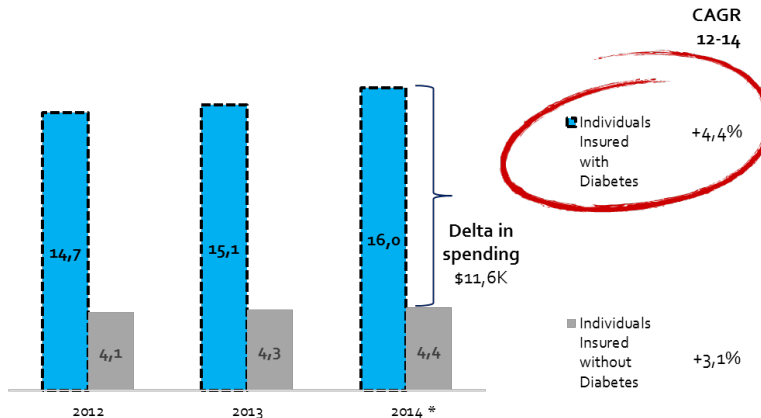


- 29,1M people in US has Type II Diabetes, which accounts for about 96% of all cases of diabetes in US.
- 26% of people with Type II Diabetes is not aware of having it.

Sources: Datamonitor, National Diabetes Statistic Report

Health care spending per capita for insured people with Diabetes is about \$16K compared to ~\$4K for insured people without Diabetes.

Per Capita Annual Spending for Insured people with and without Diabetes (\$K)



- Per Capita Annual Spending for people without diabetes is overall lower with respect to individuals with a diagnosed diabetes.
- Diabetes is also becoming increasingly expensive since spending per capita for insured with diabetes has grown by a CAGR of 4,4%.

Sources: Health Care Cost Institute  
Note: (\*) Last available data 2014 relating to 2016 report



# Business Plan: Strategic Guidelines

## Strategic guidelines

## Value Proposition

1

### Geographic Expansion

- Strategic penetration on two key US states (Florida and California) identified as best target in terms of population density and key social and demographical aspects (e.g. age, incidence of Alzheimer presence in terms of sufferers).
- Focus on a progressive growing penetration approach in order to take advantage on the scalability of its business model.

2

### Product Offering

- Develop a bundle offer which includes both predictive tests and supplements able to intercept the whole patients needs relating to the monitoring and prevention of one of the main modifiable Alzheimer's risk factors: the Free Copper II in the blood serum.
- Extend product offering.

3

### Relevant investment and commitment in R&D Projects

- More than 20 years investments in R&D to improve the life quality and to prevent relevant disease such as Alzheimer and Diabetes.
- Strong focus on R&D activities with a well defined pipeline of R&D projects that are carried forward by its two R&D Departments in Miami and Florence.

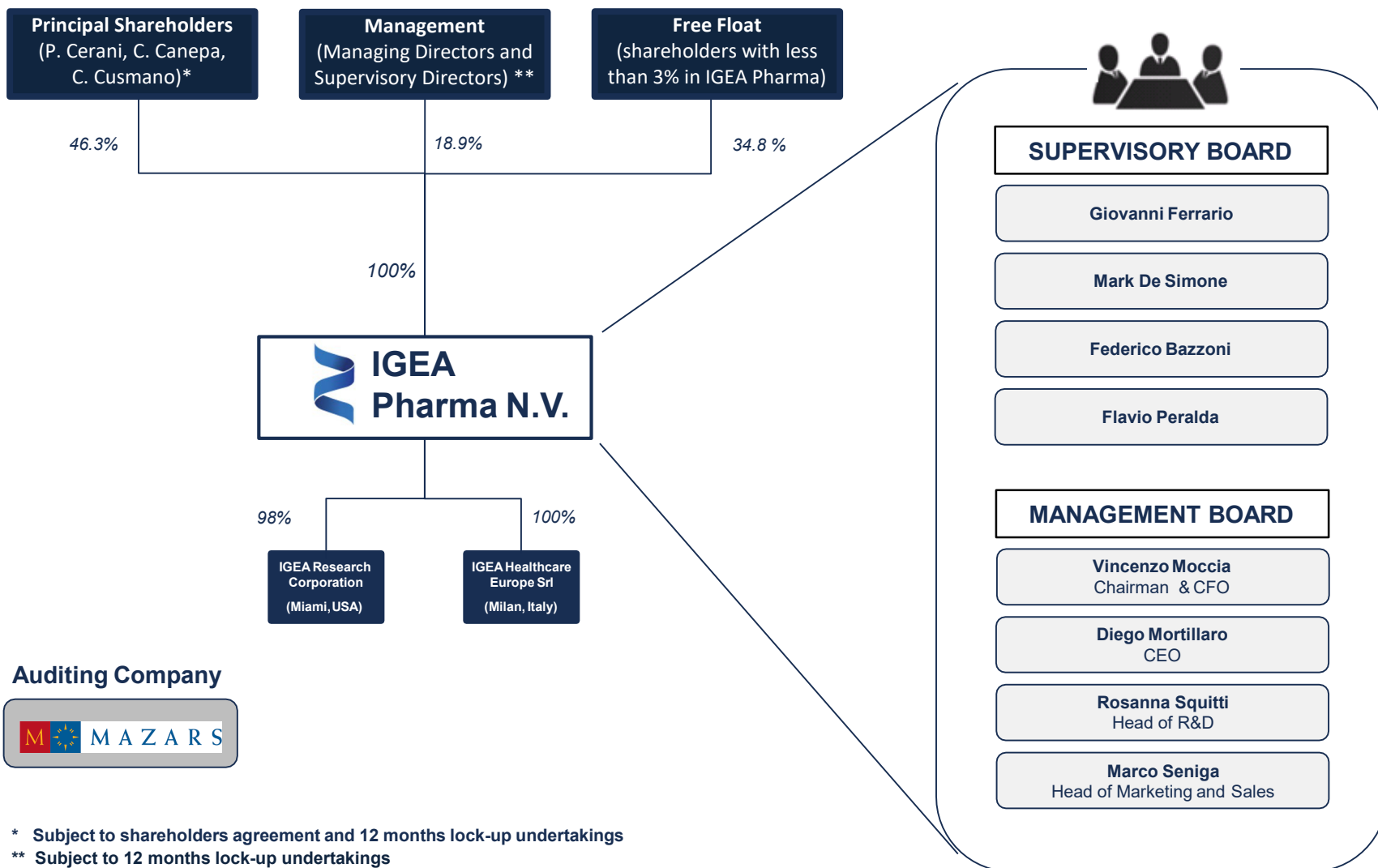
**IGEA's value proposition is a tool for the measurement and control instrument to prevent Alzheimer Disease and Diabetes**

**IGEA Pharma Group provides an accurate and reliable predictive test for levels of Non-Ceruloplasmin Copper in the blood serum. IGEA offers an opportunity to prevent the Alzheimer's Disease and Diabetes Type II**

Source: management



# Company overview – Shareholders & Corporate Governance



## Auditing Company



\* Subject to shareholders agreement and 12 months lock-up undertakings

\*\* Subject to 12 months lock-up undertakings

