



August 2024

Non-Confidential

# Content

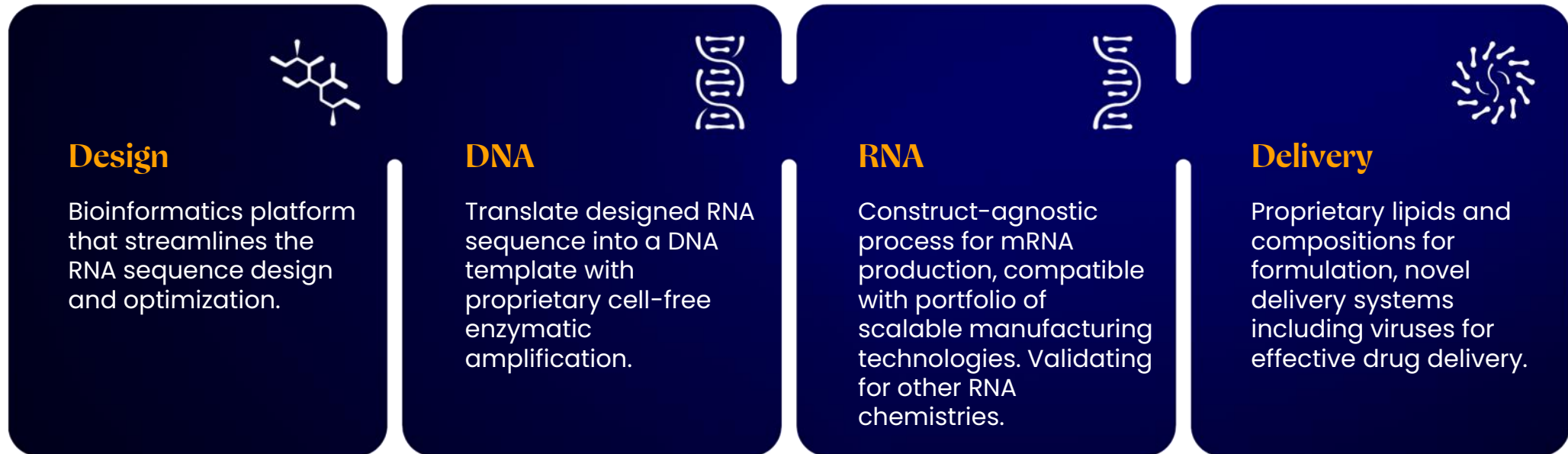
- p.3** What we do
- p.5** Our track record
- p.6** Our offering
- p.9** Footprint and partners
- p.10** Sustainability

- p.11** Funders
- p.12** Our portfolio of assets
- p.13** Management
- p.15** Where we go next

Univercells combines  
bioprocessing expertise  
and technology know-how  
to create platforms that  
**transform how biotech drugs\*  
are made.**

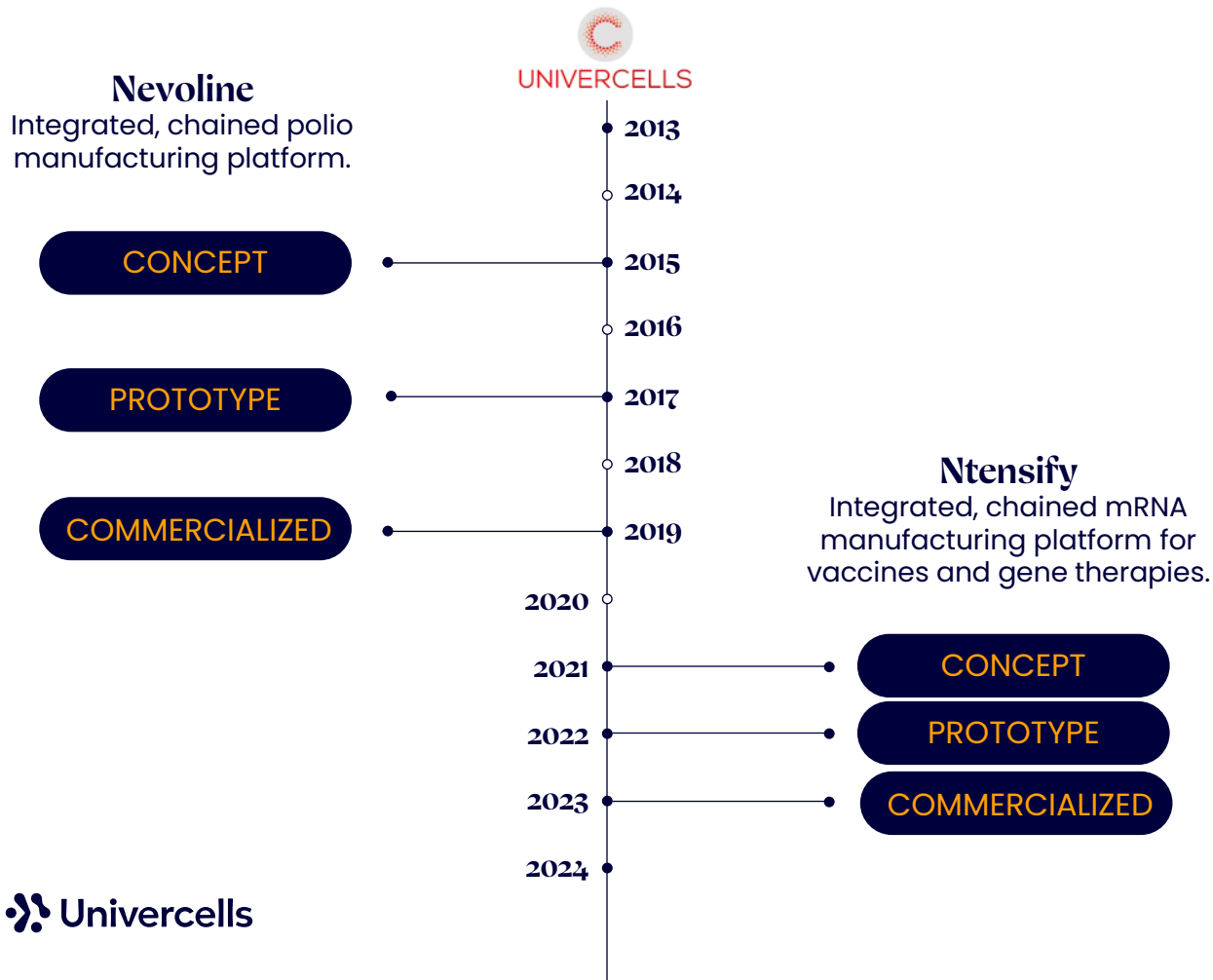
\*Vaccines, therapies, and treatments derived from living organisms, produced using complex biotechnology processes. The concept of biotechnology encompasses a wide range of procedures for modifying living organisms for health purposes.

# Our toolbox of new technologies **de-risks the drug development journey** in human and animal health.



# A decade of biotech innovation:

Our proven track record of **concept**, **prototype** and **commercializing** technologies and processes for biotech drugs.



## Our transformative impact

### Time

↓ 50%

Reduction in drug development timelines

### Cost

↓ 70%

Reduction in RNA drug development cost

## Recent successes

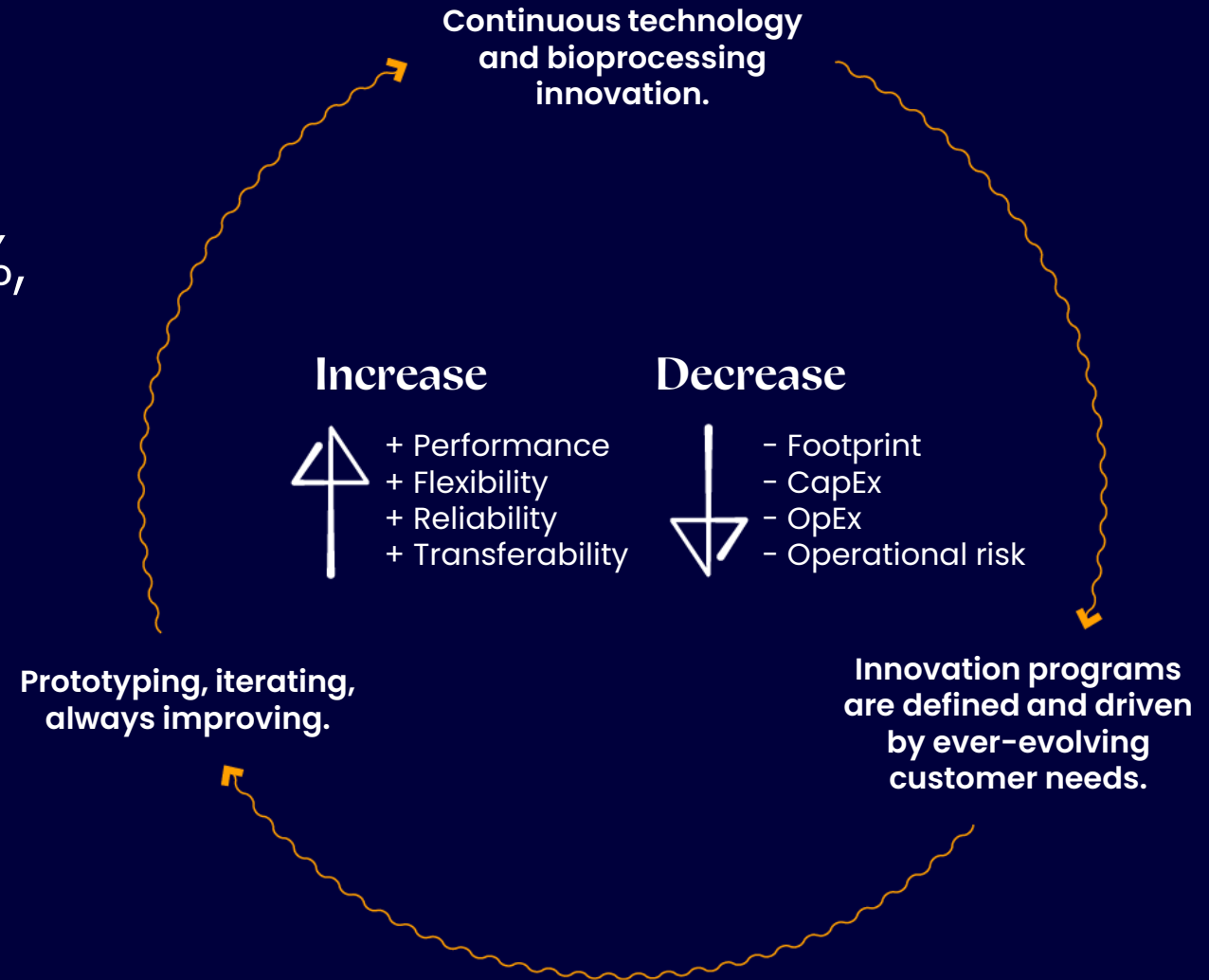
- Established large scale GMP manufacturing capacity in 18 months.
- Designed several potent RNA-based vaccine candidates, proven in immunogenicity trials in mice

Our tailored technology and bioprocess know-how enable drug developers in **biotech and pharma to efficiently translate their science and research into life-changing drugs.**

With highly flexible solutions for value creation at every stage of drug development.

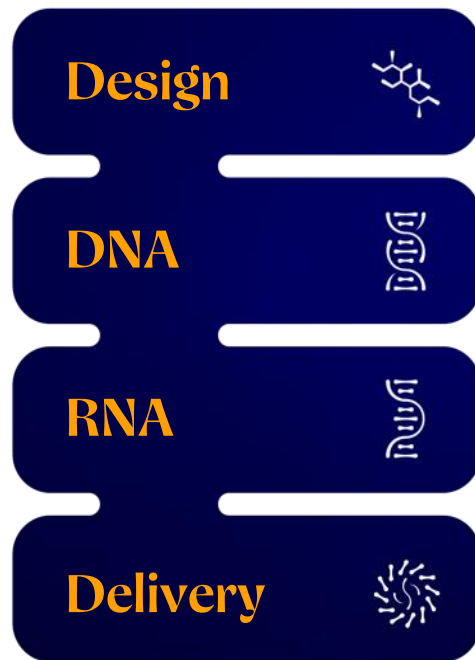


While others think about 10%,  
**we aim for 10x**  
**improvement** that can  
completely transform  
the production of  
life-changing drugs.



Our flexible **design-to-delivery platforms** have applications in diverse and promising niches at the frontier of science.

### Selected ground-breaking examples



#### Cancer

Collaborating with leading organizations in US, Europe and India on accessible personalized RNA-based treatments.

**First in-man-trial in Q4 2024.**

Faster and more effective solution.

#### Infectious diseases

Rabies vaccine in development with partners across Latin America, Africa, and South Asia.

**Phase 1 expected for 2025.**

Locally produced and accessible solution.

#### Livestock

Pandemic and zoonotic threat saRNA vaccine addressing emerging diseases and zoonosis.

**Challenge study in 2024.**

Fast, thermostable, low-cost and scalable solution.



From our sites in Europe and the US,  
we collaborate with international partners  
to support our **global ambition.**



# We create sustainable **innovation for impact**, aligned with our ESG commitments.

## Partners

Network of global partners to maximize our impact for everyone, everywhere.



## Innovation

Diverse team of scientists and entrepreneurs innovate continuously to transform how biotech drugs are made.



## Accessibility

Technology, infrastructure, and expertise to ensure global access to biologics, transferring control of the means of production to customers and diversifying industry.



## Affordability

Technology for affordable biotech drugs manufacturing, providing opportunity for everyone, everywhere to establish vaccine production.



Univercells is supported by **global industry leaders**, with funding from renowned strategic players within life sciences, next to traditional investors.

Selected funders



Health security and sustainable health funders



Belgian sovereign and regional funds



**300m**  
in financing  
secured to date

After a decade, our commercial assets across the group **generate growing revenues,** solidifying our portfolio.



**In 5 years,**

We developed our cell cultures equipment portfolio from concept to prototype to commercial success. **Sold for \$145m in 2023.**



**In 18 months,**

We built development and GMP manufacturing (accreditation in 2022) for viral vectors and nucleic acids, **servicing 25 clients with 40 successful projects.**



**In 3 years,**

We have progressed our RNA technology from concept to prototype to commercial traction with **9 technologies installed** (year-end 2023).

Univercells management has **unique and relevant experience** to credibly execute the ambitious growth and financing plan we have set for ourselves.



**José Castillo**  
Chief Technology Officer & co-founder

Prolific innovator in the biopharmaceutical industry. With a strong track record in game-changing technology and processes – creating best-in-class bioreactors in cell culture and now in RNA. José also leads our RNA technologies business.



**Hugues Bultot**  
Chief Executive Officer & co-founder

Customer-driven entrepreneur, experience in delivering technology-based ventures. Track record in large scale acquisitions and global commercial traction.



**Kate Antrobus**  
Chief Business Officer

Diverse experience structuring and setting up new ventures at the intersection of business and biotech.



**Tim Carlson**  
President

A seasoned financial leader with extensive experience as CFO in listed companies and large-scale industry, bringing strategic expertise in treasury, financial planning, and risk management.



**Vincent Vanderborght**  
Chief Financial Officer

Over two decades of financial and supply chain leadership experience in US and Europe, notably with Pfizer and Zoetis.



**David Louvet**  
Chief Operating Officer

Extensive experience spanning human resources, operations, and project management, driving performance improvement in a dynamic environment. David also leads our regulatory affairs business.

# Our group of biotech innovators brings together **exceptional talent**, all united by our purpose.



**Hala Audi**  
Chief Alliances Officer

20 years of experience leading projects in UK government, private, and charitable sectors, with a focus on innovation in pharma economics, infrastructure & pandemic preparedness. Hala also leads our advisory business.



**Nicholas Moniotte**  
VP R&D

10+ years in vaccine technical development, leading cross-functional teams in multicultural settings to advance candidates through clinical phases. Expert in creating high-performing teams through effective organization, governance, and culture.



**H la Kallel**  
Head of Vaccine Co-Development

25+ years in vaccine and therapeutic protein development, leading multidisciplinary teams and managing diverse technologies. Expertise in prophylactic viral vaccines for veterinary and human use, with extensive experience in low- and middle-income countries (LMICs).



**Carolyn Vande Vorst**  
SVP Legal & General Counsel

A technically strong lawyer, innovator with strategic vision, trusted advisor known to deliver quality, and bridge builder in multidisciplinary projects.



**Nohad Laamim**  
Chief Digital Officer

Nearly 20 years of experience in diverse industries, with a background in R&D and strategy, focused on leading the development of innovative, scalable and secure technology environments.



**Laurence Lanckman**  
VP Human Resources

30+ years in HR across industries, with a proven track record in mergers and demergers. Skilled in performance improvement, training, compensation, benefits, and policy formulation.

Our commercial businesses are also led by industry leaders, including:



**C dric Volanti**  
CEO of Exothera, our GMP-certified CDMO

A proven track record in the biopharmaceutical sector, particularly in scaling operations and driving strategic initiatives that align with market demands.

Innovating to transform  
how biotech drugs are  
made, so **everyone,**  
**everywhere can get them.**

**2024 & beyond**

Incorporation on a new continent.  
Commercial launch of DNA products.  
Market entry into cancer and autoimmune.  
New RNA chemistries.  
Clinical validation of delivery technologies.



# Univercells

## CONTACT

Avenue Herrmann-Debroux 54, 1160 Brussels, Belgium

info@univercells.com · +(32) 2 790 43 90

[www.univercells.com](http://www.univercells.com)