

CORPORATE PRESENTATION

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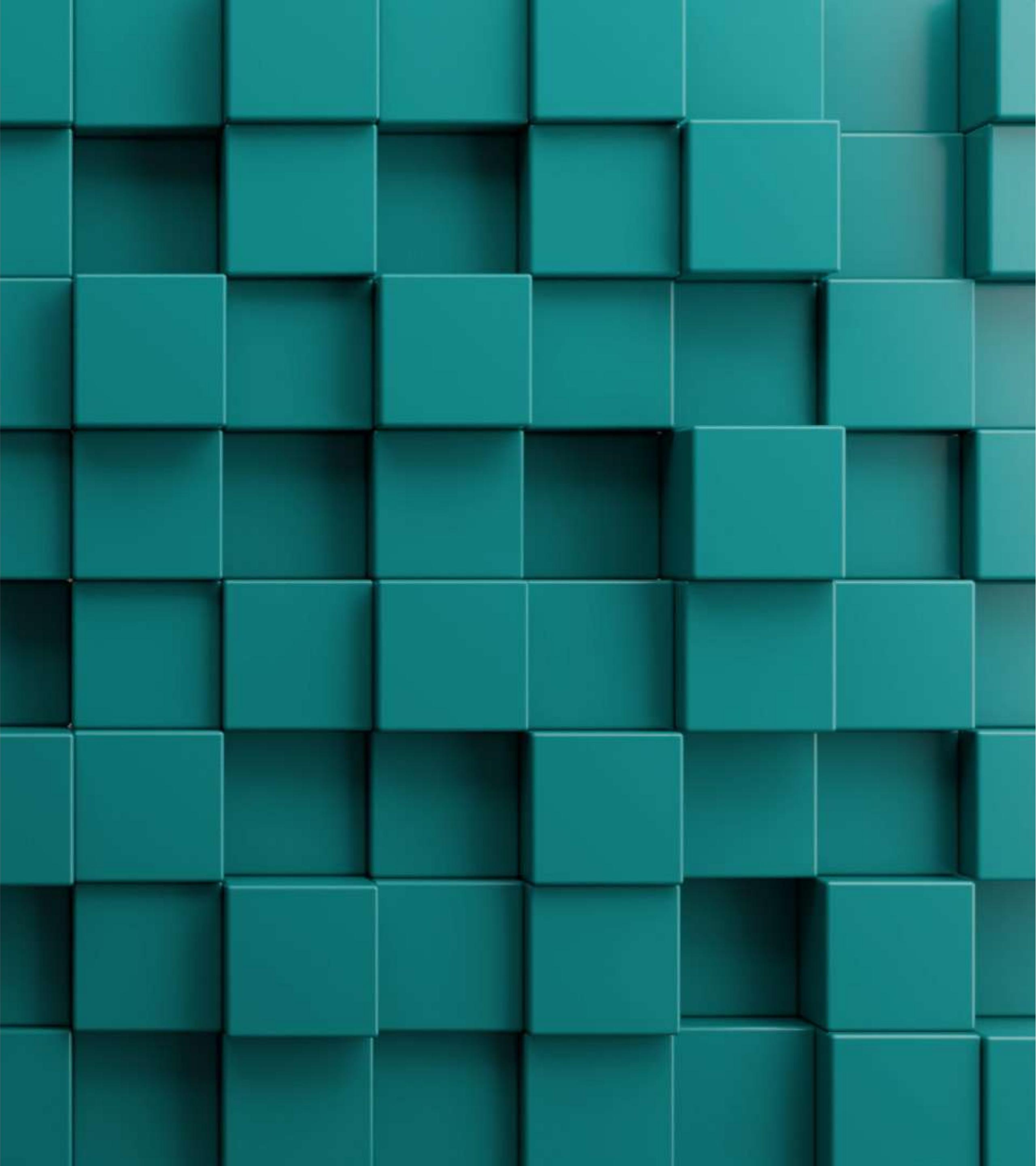
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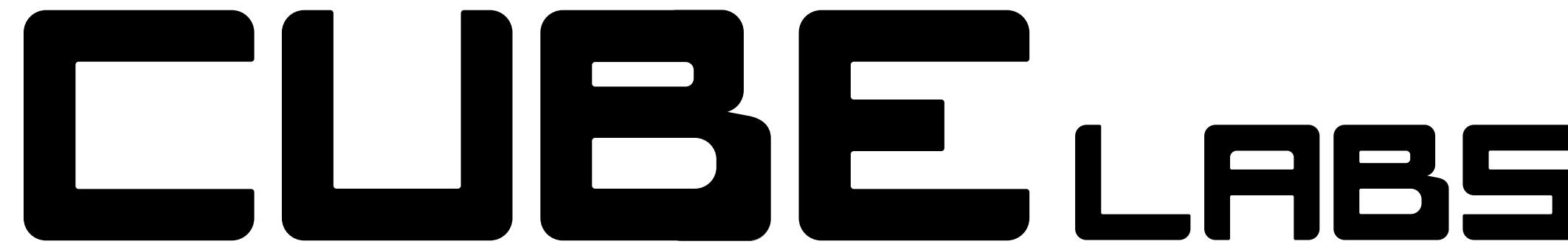
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# COMPANY OVERVIEW



# CUBE LABS AT A GLANCE



Cube Labs S.p.A. is an Italian Venture Builder specialized in the development of projects in the healthcare technologies sector.

Cube Labs has been **listed** since March 21, 2023 on **Euronext Growth Milan** - Professional segment, dedicated to SMEs with high growth potential.



3 offices (Milan, Rome, Lecce) and 29 professionals<sup>1</sup> with deep expertise in healthcare industry.



Shares in 15 companies, including 2 newly established<sup>2</sup>, with a value of € 52.3 million<sup>3</sup>.



Network of **international partners** and **exclusive partnership** with the Biostructures and Biosystems National Institute (INBB).



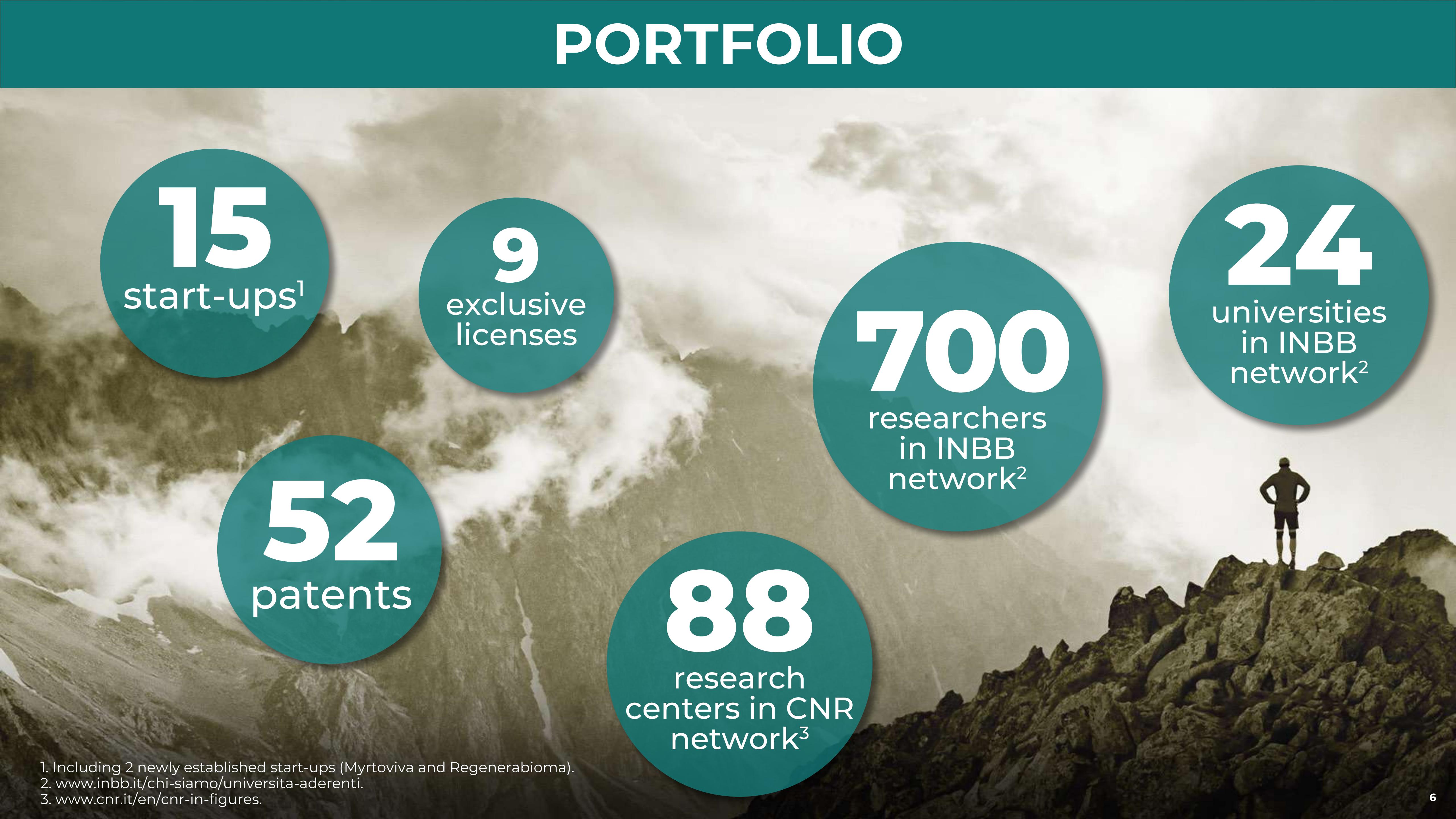
Strategic Advisory Board composed of **12 key people** with **international expertise**.

1. As at 30 April 2024.

2. On 6 December 2023, Cube Labs S.p.A. announced the establishment of two new companies: Regenerabioma Srl and Myrtoviva Srl, both not included in Cube Labs' portfolio value.

3. As at 30 June 2023.

# PORTFOLIO



15  
start-ups<sup>1</sup>

9  
exclusive  
licenses

700  
researchers  
in INBB  
network<sup>2</sup>

52  
patents

88  
research  
centers in CNR  
network<sup>3</sup>

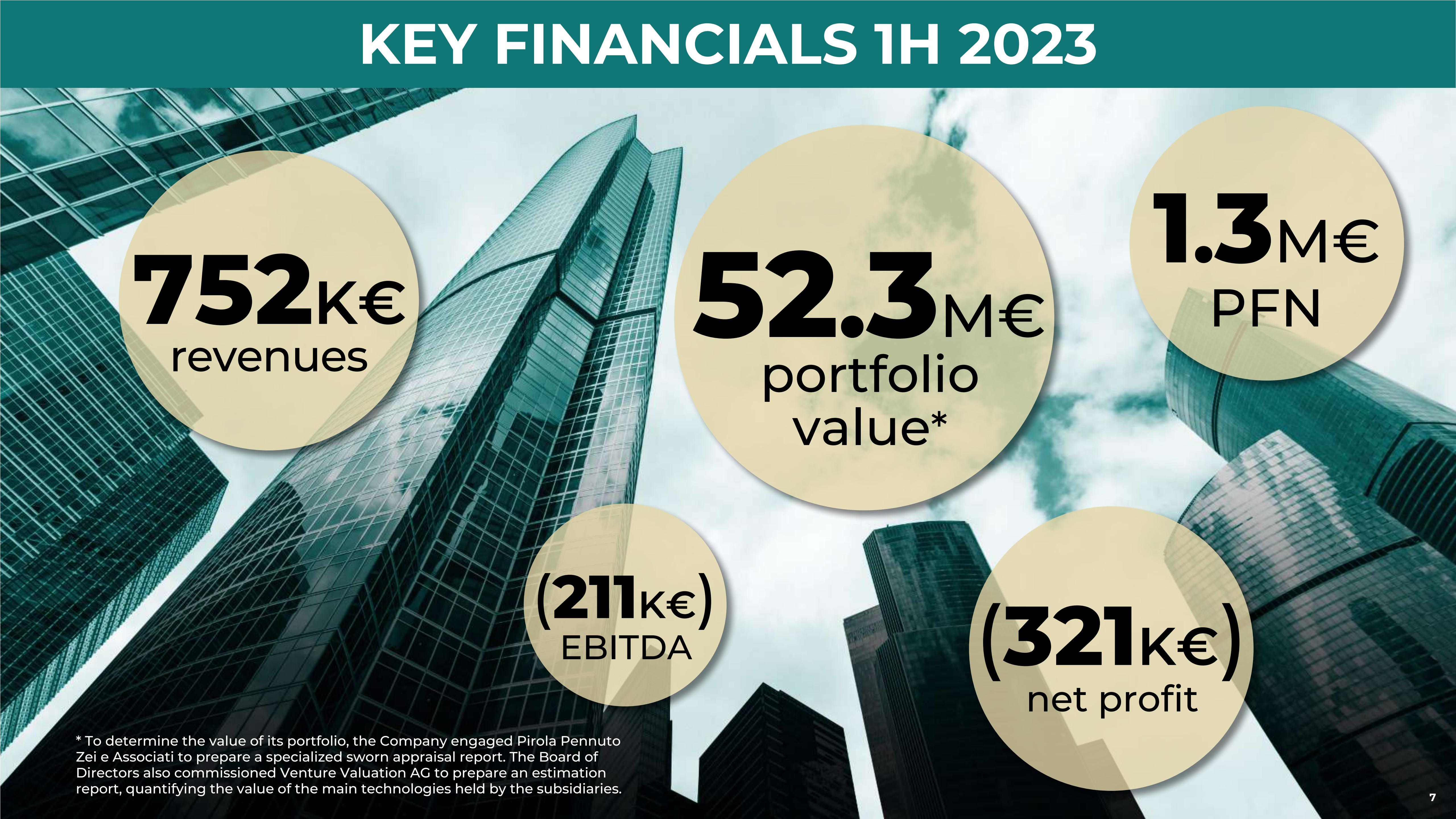
24  
universities  
in INBB  
network<sup>2</sup>

1. Including 2 newly established start-ups (Myrtoviva and Regenerabioma).

2. [www.inbb.it/chi-siamo/universita-aderenti](http://www.inbb.it/chi-siamo/universita-aderenti).

3. [www.cnr.it/en/cnr-in-figures](http://www.cnr.it/en/cnr-in-figures).

# KEY FINANCIALS 1H 2023



752k€  
revenues

52.3M€  
portfolio  
value\*

1.3M€  
PFN

(211k€)  
EBITDA

(321k€)  
net profit

\* To determine the value of its portfolio, the Company engaged Pirola Pennuto Zei e Associati to prepare a specialized sworn appraisal report. The Board of Directors also commissioned Venture Valuation AG to prepare an estimation report, quantifying the value of the main technologies held by the subsidiaries.

# IPO EGM-PRO

Number of shares pre-IPO	<b>15,000,000</b>
Shares newly issued	<b>2,052,500</b>
Warrant after conversion (20/10/2023)	<b>1,752,500</b>
Outstanding shares post-IPO*	<b>17,852,500</b>
Free Float	<b>15.98%</b>
IPO Date	<b>21 March 2023</b>
Issue Price (€)	<b>2.00</b>
Market Cap (€/M) @ IPO	<b>34.105</b>
Market	<b>EGM PRO</b>
Title update YoY to 17/05/2024	<b>+5.37%</b>
Last Price to 17/05/2024 (€)	<b>2.16</b>
Market cap to 17/05/2024 (€/M)	<b>38.561</b>

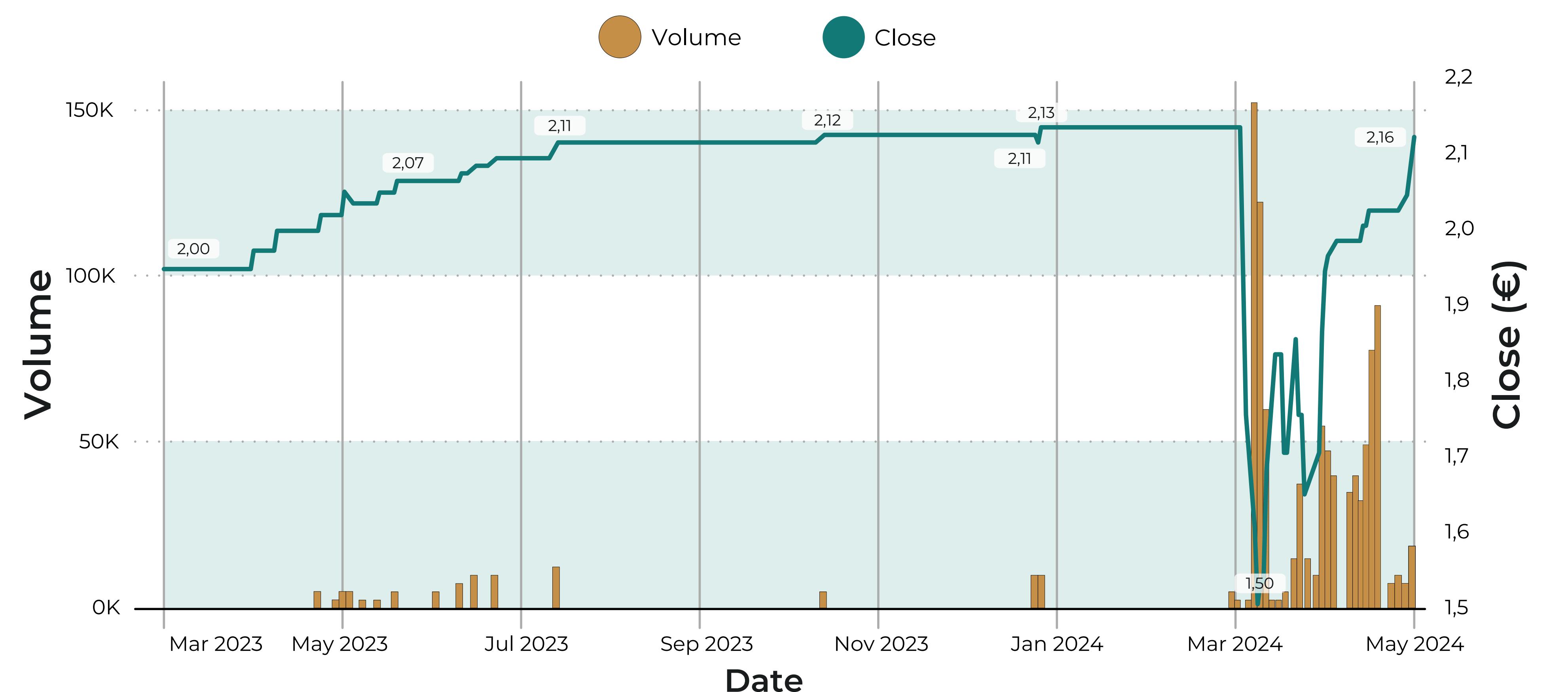
\* On 27 July 2023, the company raised an additional EUR 500,000 in a capital increase.  
On 20 October 2023, the company raised an additional EUR 500,000 in a capital increase. coming from the «Warrant Cube Labs» conversion. On 22 December 2023, the company raised an additional EUR 500,000 in a capital increase.



**EGM**

As of December 31, 2023, the EGM counted 203 companies with a total market capitalization of 8.1 billion euros. In 2023, there were 34 new listings, of which 32 were IPOs, 1 Business Combination, and 1 Just Listing operation.

# EGM-PRO PERFORMANCE



Average Volume\* 2023

**6.39K**

Total Volume 2023

**115K**

Total Volume

**1M**

Average Volume\* 2024

**35.87K**

Total Volume 2024

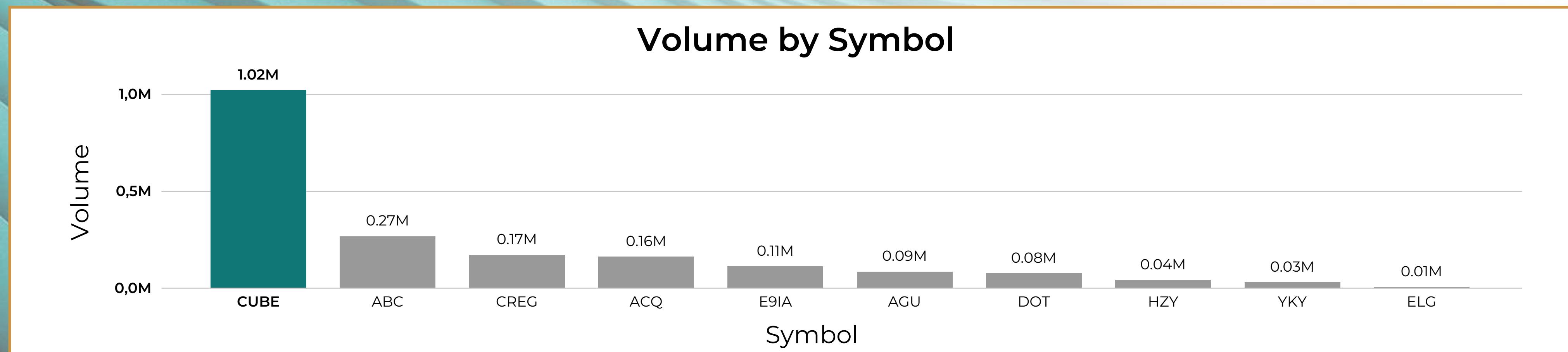
**933K**

\* Counting only the days when shares were traded.

As at 17 May 2024. Source: Yahoo Finance API.

# EGM-PRO BENCHMARK

Name	Symbol	Industry	Year	Market Cap	MTD Perf.	YTD Perf.
E-NOVIA	E9IA	Financials	2022	€ 150,850,661	0.0%	0.0%
HOMIZY	HZY	Consumer Discretionary	2021	€ 48,369,201	0.0%	0.0%
<b>CUBE LABS</b>	<b>CUBE</b>	<b>Financials</b>	<b>2023</b>	<b>€ 38,561,400</b>	<b>6.9%</b>	<b>1.4%</b>
CREACTIVES GROUP	CREG	Technology	2023	€ 33,674,401	0.0%	17.4%
ACQUAZZURRA	ACQ	Consumer Discretionary	2021	€ 25,576,649	0.0%	0.0%
ABC COMPANY	ABC	Industrials	-	€ 21,224,360	0.0%	8.7%
DOTSTAY	DOT	Real Estate	2022	€ 16,174,976	-8.6%	6.7%
ELIGO	ELG	Consumer Discretionary	2022	€ 11,341,351	0.0%	-27.6%
ARRAS GROUP	AGU	Real Estate	2023	€ 4,996,946	0.0%	-4.1%
YAKKYO	YKY	Industrials	2023	-	0.0%	-4.8%
BOLOGNAFIERE	BF	Consumer Discretionary	2023	-	-	-



# GOVERNANCE AND SHAREHOLDING

## BOARD OF DIRECTORS

### **Filippo Surace**

Chairman and CEO

### **Renato Del Grosso**

Member of Board

### **Domenico Colella**

Non-executive Director

### **Massimo Fiocchi**

Member of Board

### **Mario Matteo Busso**

Independent Director

## AUDITING FIRM



**Grant Thornton**

## BOARD OF STATUTORY AUDITORS

### **Piergiacomo Jucci**

President of the Board of Auditors

### **Marco Ziccardi**

Standing Statutory Auditor

### **Fabrizio Iacuitto**

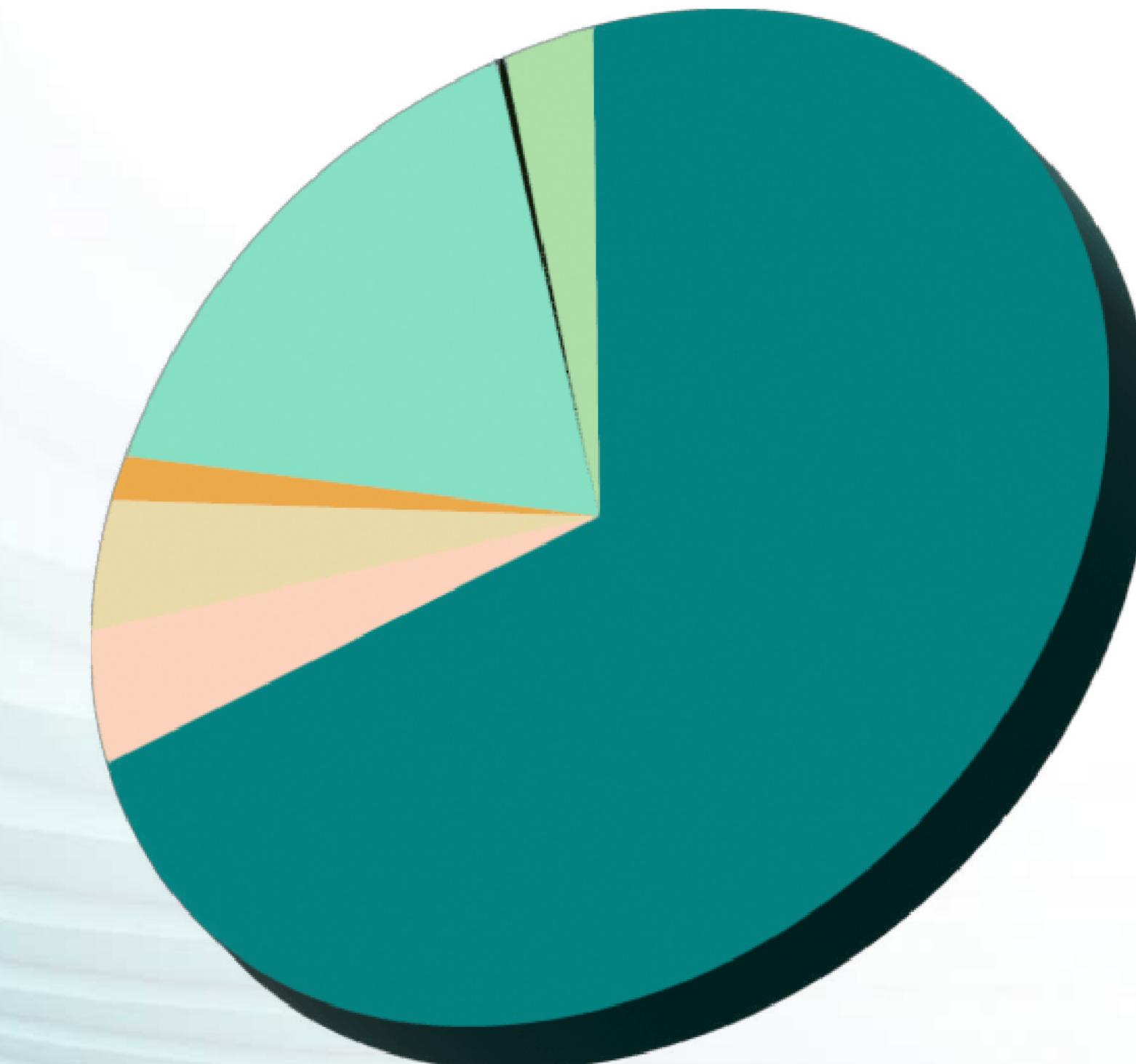
Alternative Statutory Auditor

### **Alessandro De Luca**

Standing Statutory Auditor

### **Alessandro Medici**

Alternative Statutory Auditor



**F. Surace\***  
**71.32%**

**R. Del Grosso**  
**4.54%**

**P. Ragni**  
**4.18%**

**M. Fiocchi**  
**1.18%**

**Market**  
**15.98%**

**Own shares**  
**0.31%**

**Others\*\***  
**2.49%**

\* The shareholding of Filippo Surace is 71.32%, of which 61.62% is held through Keltinvest S.r.l., a company that Surace himself controls 100% and of which he is sole director, and the remaining 9.70% directly as a physical person.

\*\* Lock-up until March 21, 2025.

Last updated 29/01/2024.

# 2023: OUR FOOTPRINT

## MARCH

IPO on Euronext Growth  
Milano – Professional  
segment.

## APRIL

Cube Labs and IBI partner  
for healthcare technology  
development and  
commercialization.

## JULY

Cube Labs: placement  
of 250,000 shares  
successfully closed  
ahead of schedule.

## SEPTEMBER

Cube Labs signs MoU  
agreement with Modi  
Science Foundation  
in India.

## OCTOBER

Cube Labs shortlisted for  
Prix Galien USA “Incubators,  
Accelerators, Equity” category.

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Conversion of 250.000 warrants.

Launch of Master in Life  
Science Venturing Innovation, in  
collaboration with the Campus  
Bio-Medico University (UCBM)  
Academy and Marzotto  
Venture Accelerator.

## NOVEMBER

Cube Labs takes part to  
*Promuovere l'innovazione nelle  
Scienze della Vita. Friuli-Venezia  
Giulia, The place to be* event.

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Cube Labs receives  
“CEO Italian Awards 2023”  
in the Life Science  
category.

## DECEMBER

Cube Labs expands portfolio:  
two new startups founded  
in nutraceutical and MedTech  
fields.

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Placement of 250.000  
additional shares.

# KEY SUCCESS FACTORS



## FIRST MOVER

Cube Labs is the first venture builder in healthcare sector, listed on EGM – Professional segment.



## SUCCESSFUL TEAM

Experts with international experience in both industry-leading companies and top academic and scientific institutions.



## HIGH DEGREE OF CONTROL

From the initial stages to the commercialization of the technology.



## STRATEGIC PARTNERSHIP WITH INBB

Cube Labs has a preferential access to Italian academic excellence (right of priority through right of first refusal agreement).



## INTERNATIONAL NETWORK

Developed through strategic partnerships with leading national and international institutions.



## GROWTH TRENDS IN THE SECTOR

National and European investments to support Academia and Life Science research.

# BUSINESS MODEL

First venture builder in the healthcare technology space in Italy.  
We build companies from promising, early-stage R&D, to transform  
pioneering science into healthcare solutions.



## BUILDING

We source proprietary science to build promising  
healthcare technology companies from scratch.



## FINANCING

We attract sources of capital to finance innovation.



## GROWTH

We provide entrepreneurial and operational support in order  
to develop healthcare technologies for the global market.

# BUSINESS PLAN

## SHORT TERM STRATEGY

### VALORIZATION OF THE SUBSIDIARY COMPANIES BY INCREASING R&D ACTIVITY ON SELECTED INITIATIVES

Cube Labs intends to increase its R&D activity in order to advance the development of selected portfolio technologies. The aim of the Society is to ramp up research lines, towards:

- Phase 1 in the biopharma field;
- TRL 8-9 in the MedTech sector;
- Market access for nutraceutical products.

### ADVISORY ACTIVITY INCREASE

As a Venture Builder, Cube Labs aims to increase strategic, operational and financial consulting to selected companies through IPO fundraising.

## MID-LONG TERM STRATEGY

### R&D ACTIVITIES ON ADDITIONAL INITIATIVES ALREADY IN THE PORTFOLIO

### CORPORATE FINANCE & COMMERCIAL OPERATIONS

Cube Labs intends to enhance the value of its holdings through extraordinary transactions:

- Outlicensing of single asset;
- M&A;
- IPO.

### INCREASE OF SUBSIDIARY COMPANIES IN PORTFOLIO

Thanks to the exclusive partnership with INBB and its international network, Cube Labs intends to continue founding new companies through next rounds of fundraising.



# ACCELERATING ESG IMPACT



## DEMOCRATIZATION

Pervasive knowledge as a **widespread economic advantage**. The **technology transfer** through the academic research brings technological solutions into everyday life.



## ACCESSIBILITY

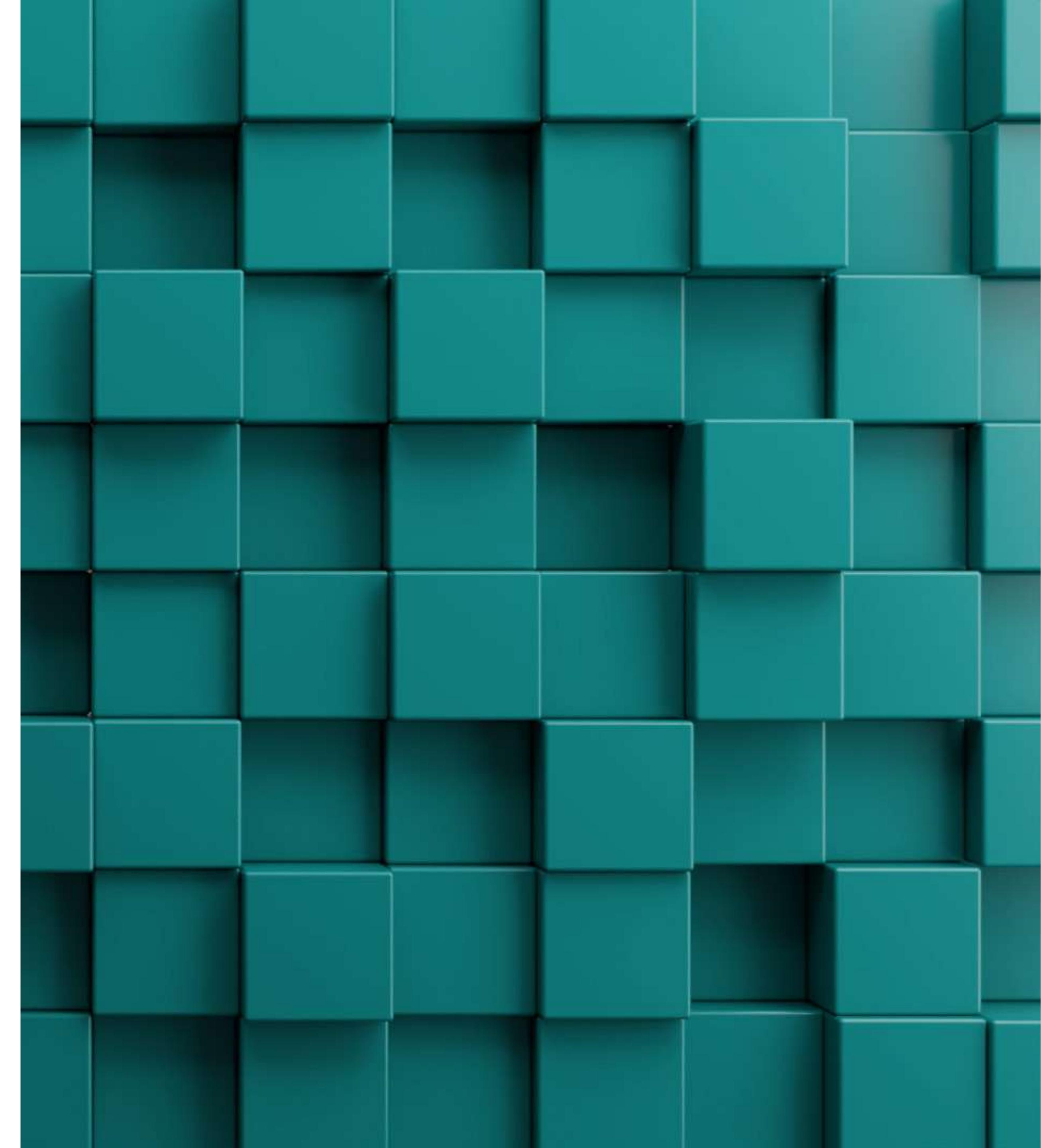
Life Sciences **accessible to all**. Our vision, our tangible commitment. So that no community or individual is left behind.



## A HEALTHIER FUTURE

Our ESG approach for a **healthier future**. **Promoting innovation and supporting the startup ecosystem** in alignment with the United Nations' 2030 Agenda for Sustainable Development Goals.

# 2 BUSINESS 2 MODEL



# BUSINESS MODEL

Cube Labs is a shareholder of subsidiaries that hold academic research projects that have passed the Proof of Concept (PoC), and that come mainly from the partnership with INBB.

The Company selects academic projects with high development potential. A key point of Cube Labs' business model is the corporate and organizational control of the investees, according to the typical Venture Builder model.

The business model of Cube Labs is to take equity participations, also jointly with other partners, in pre-seed/seed-round. The shareholding of each of the investees will be divided into three components:

## CUBE LABS BUSINESS COMPONENT

Cube Labs intervenes with a **majority stake** in the companies and, currently, in special Trust of which CL will be the sole beneficiary with a **minority stake**.

## RESEARCHERS SCIENTIFIC COMPONENT

Researchers (sponsors of academic start-ups) hold a **minority share** of subsidiary company.

## INBB ACADEMIC COMPONENT

INBB holds a minority share.

# OUR FOCUS AREAS

The Company prefers a B2B focus, supporting the subsidiary companies in the development of their R&D pipeline to the Corporate market. Cube Labs mainly participates as a shareholder in the following areas and at certain stages of project development:



## PHARMACEUTICALS

Preclinical or phase 1 clinical phase.



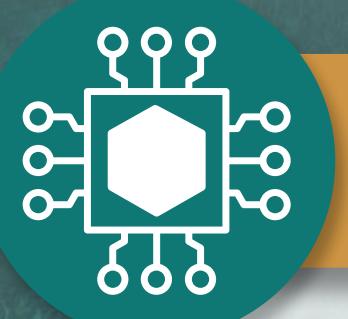
## BIOTECH

Between TRL 3 and TRL 7.



## NUTRACEUTICALS

Synthesis phase of active substance achieved or clinical validation achieved.



## R&D TECH/AI

Artificial Intelligence applied to bio-health sector.



## MEDTECH

Between TRL 3 and TRL 7.

# REVENUE MODEL

For the services (strategic, operational and financial support) provided by the Company, the subsidiaries pay a fee to Cube Labs.  
The Company also realises a capital gain at the time of exit from the investee.

## SERVICE FEE

e.g. International desks, consulting, tutorial activities and facilities.

## ROYALTY FEE

Commercial deals with global stakeholders.

## FUNDRAISING FEE

Fundraising on the private capital market.

## EXIT FEE

Advisory services in exit phase.

I.N.B.B.

Start-up scouting

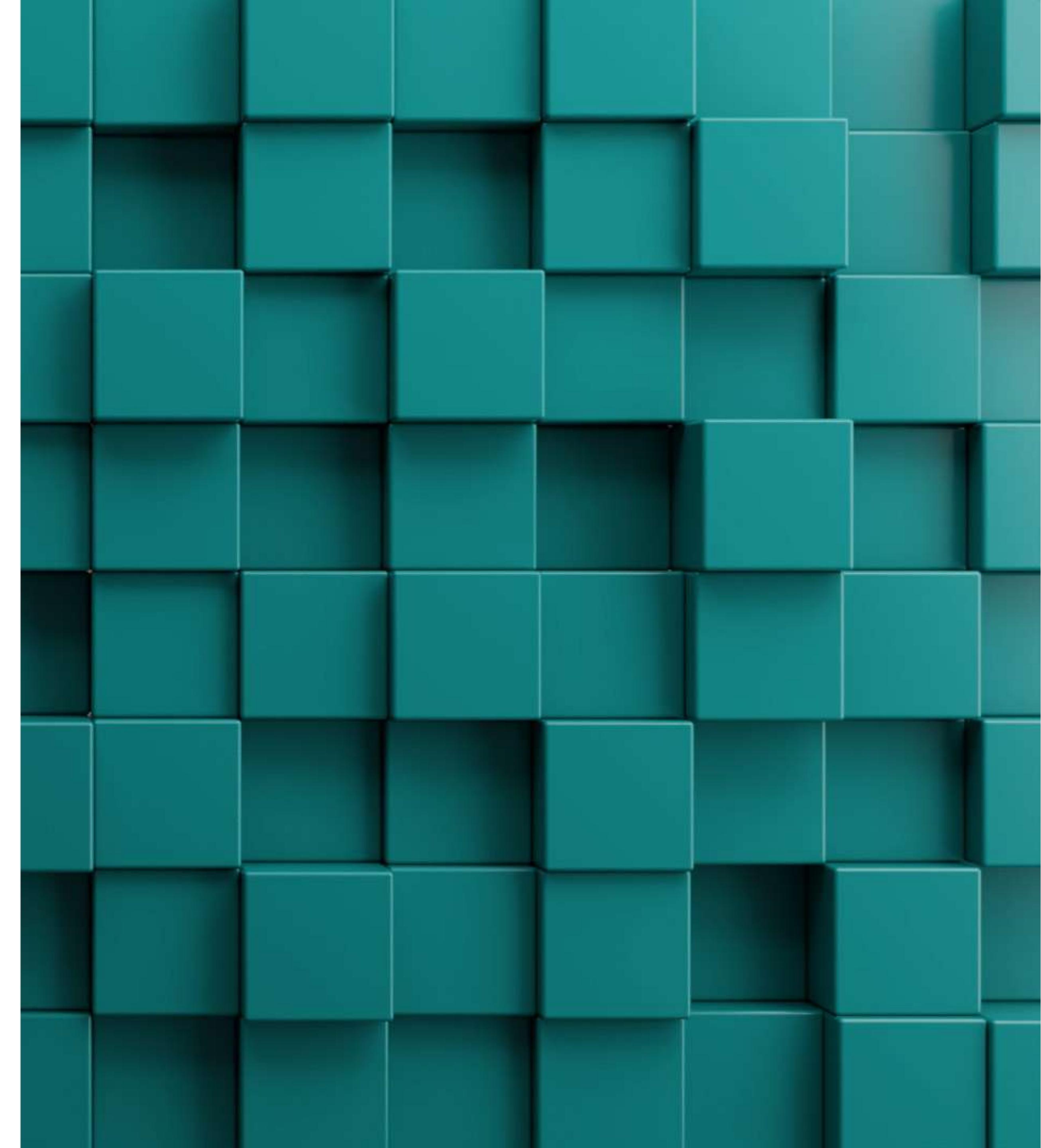
**CUBE LABS**

Services and funds

SPIN-OFF ESTABLISHED

Fees

# 3 START-UP PORTFOLIO



# START-UP PORTFOLIO

## PHARMACEUTICALS

Regenerative technologies against osteoarthritis and related diseases. They developed a molecule that stimulates the formation of new cartilage tissue.

**Book value at 30-06-2023**  
11,970,560 €

**Shareholding**  
Cube Labs 51%  
Trust Cube Labs 12%  
INBB 5%  
Scandurra 32%

## PHARMACEUTICALS

Solutions for the treatment of rare diseases, which occur rarely and for which there are currently no therapies (e. g. autoimmune diseases such as systemic sclerosis).

**Book value at 30-06-2023**  
2,962,522 €

**Shareholding**  
Cube Labs 51%  
Trust Cube Labs 44%  
INBB 5%

## PHARMACEUTICALS

Research and development of therapeutic molecules, with particular attention to those used in the treatment of diabetic neuropathy and Alzheimer's.

**Book value at 30-06-2023**  
2,326,530 €

**Shareholding**  
Cube Labs 51%  
Trust Cube Labs 14%  
INBB 5%  
Pappalardo 30%

## BIOTECH

Solutions for the treatment of complex wounds or chronic wounds caused by diabetes.

**Company founded on 06-12-2023**  
Share capital 10,000 €\*

\*Not included in Cube Labs Portfolio value

### Shareholding

Cube Labs	65%
INBB	5%
Papa	10%
Lozio	10%
Colussi	10%

## NUTRACEUTICALS



Development of bio-active molecules derived from green tea catechins with anti-oxidant and anti-inflammatory effects. Applications: Cancer, Diabetes, Wound Care, and Sports Medicine.

**Book value at 30-06-2023**  
7,909,835 €

**Shareholding**  
Cube Labs 51%  
Trust Cube Labs 4%  
INBB 5%  
Nutralogos 40%

## NUTRACEUTICALS/MEDTECH



Treatments based on saffron extracts against neurodegenerative diseases, with a focus on Parkinson's and Alzheimer's and the ophthalmology field.

**Book value at 30-06-2023**  
4,932,808 €

**Shareholding**  
Cube Labs 51%  
Trust Cube Labs 9%  
INBB 5%  
Hortus Novus 35%

## NUTRACEUTICALS

Myrtoviva aims to innovate the field of food supplements and cosmetic products by the combination of traditional Mediterranean phytoextracts and the use of nanotechnology

**Company founded on 06-12-2023**  
Share capital 10,000 €\*

\*Not included in Cube Labs Portfolio value

**Shareholding**  
Cube Labs 65%  
INBB 5%  
Maioli 30%

## R&D TECH/AI



Development of Artificial Intelligence applications for the bio-health/ healthcare sector

**Book value at 30-06-2023**  
4,184,501 €

**Shareholding**  
Cube Labs 51%  
Trust Cube Labs 9%  
Tracanna 40%

# START-UP PORTFOLIO

**MEDTECH**

**BODIAPERS**

Technologies for the improvement of absorbent products (e. g. diapers), with the aim of reducing the environmental impact, through a patented process.

**Book value at 30-06-2023**  
4,247,030 €

**Shareholding**

Cube Labs	50.4%
Trust Cube Labs	34%
INBB	5%
Chiarelli	5%
Albanese	5%
Altri	0.6%

**MEDTECH**

**CRV MEDICAL SYSTEM**

Development of technologies for endovascular robotics.

**Book value at 30-06-2023**  
5,882 €

**Shareholding**

Cube Labs	55%
INBB	5%
G. Danieli	40%

**MEDTECH**

**DI-DTECH**

Development of bio-compatible hydrogels for dentistry, dermatological and oncological applications.

**Book value at 30-06-2023**  
4,533,794 €

**Shareholding**

Cube Labs	51%
Trust Cube Labs	9%
INBB	5%
Chiarelli	35%

**MEDTECH**

**LUMINA NANOBIOTECH**

Development of bio-sensors for diagnostic, veterinary, environmental and agri-food analytical tests.

**Book value at 30-06-2023**  
4,217,114 €

**Shareholding**

Cube Labs	51%
Trust Cube Labs	4%
INBB	5%
Roda	40%

**MEDTECH**

**QCode rescue**

Technologies to improve visibility during cardiac procedures and development of protocols and technologies for the treatment of refractory infarction.

**Book value at 30-06-2023**  
1,671,630 €

**Shareholding**

Cube Labs	51%
Trust Cube Labs	9%
INBB	5%
S. Massetti	35%

**MEDTECH**

**Skin Plastic Lab**

Nanotechnologies for monitoring the temperature and vascularization of the skin in the face of events such as traumatic accidents, burns, skin cancer, etc.

**Book value at 30-06-2023**  
3,144,982 €

**Shareholding**

Cube Labs	51%
Trust Cube Labs	4%
INBB	5%
Papa	10%
Radio Analog Micro Electronics	30%

**ACCELERATOR**

**G-Gravity**

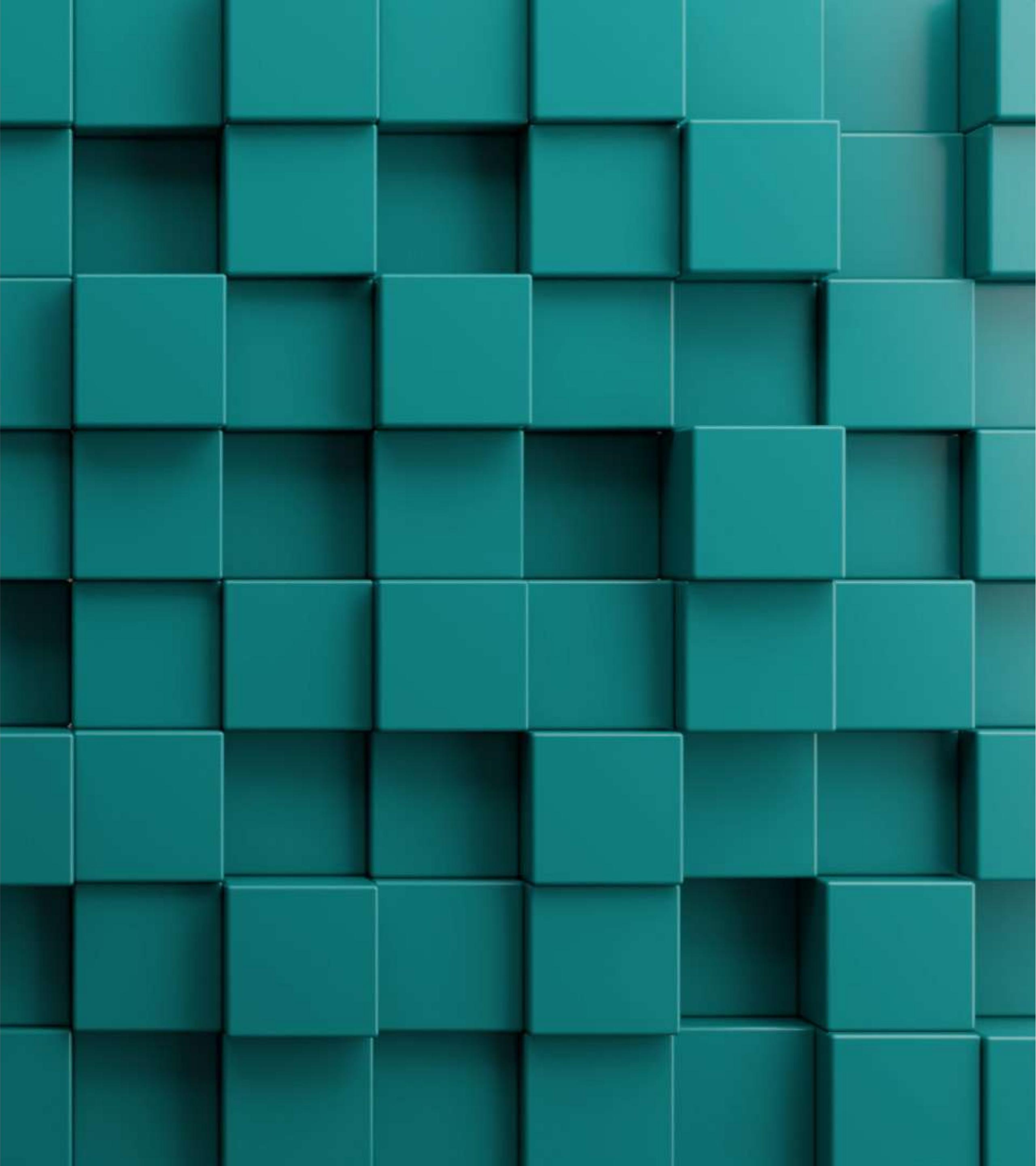
Company that supports start-ups in business development by providing professional services (strategy definition, market analysis, mentorship, etc.)

**Book value at 30-06-2023**  
24,000 €

**Shareholding**

Cube Labs	14.4%
G2 Startup S.r.l.	25%
Others	60.6%

# 4 MARKET



# LIFE SCIENCE MARKET IN ITALY

## PHARMA & BIOTECH

- Italy in 2022 ranked **3rd in Europe for pharmaceutical and medical product exports** (USD 49 MLD)<sup>1</sup>;
- 822 biotech companies of which 312 dedicated to research of which **292 are Italian-controlled**;
- 29.6% innovative start-ups<sup>2</sup>;
- 90% share of pharmaceutical exports/production in the last 5 years; **3.3 billion Euro in R&D**<sup>3</sup>.

## SUPPLEMENTS

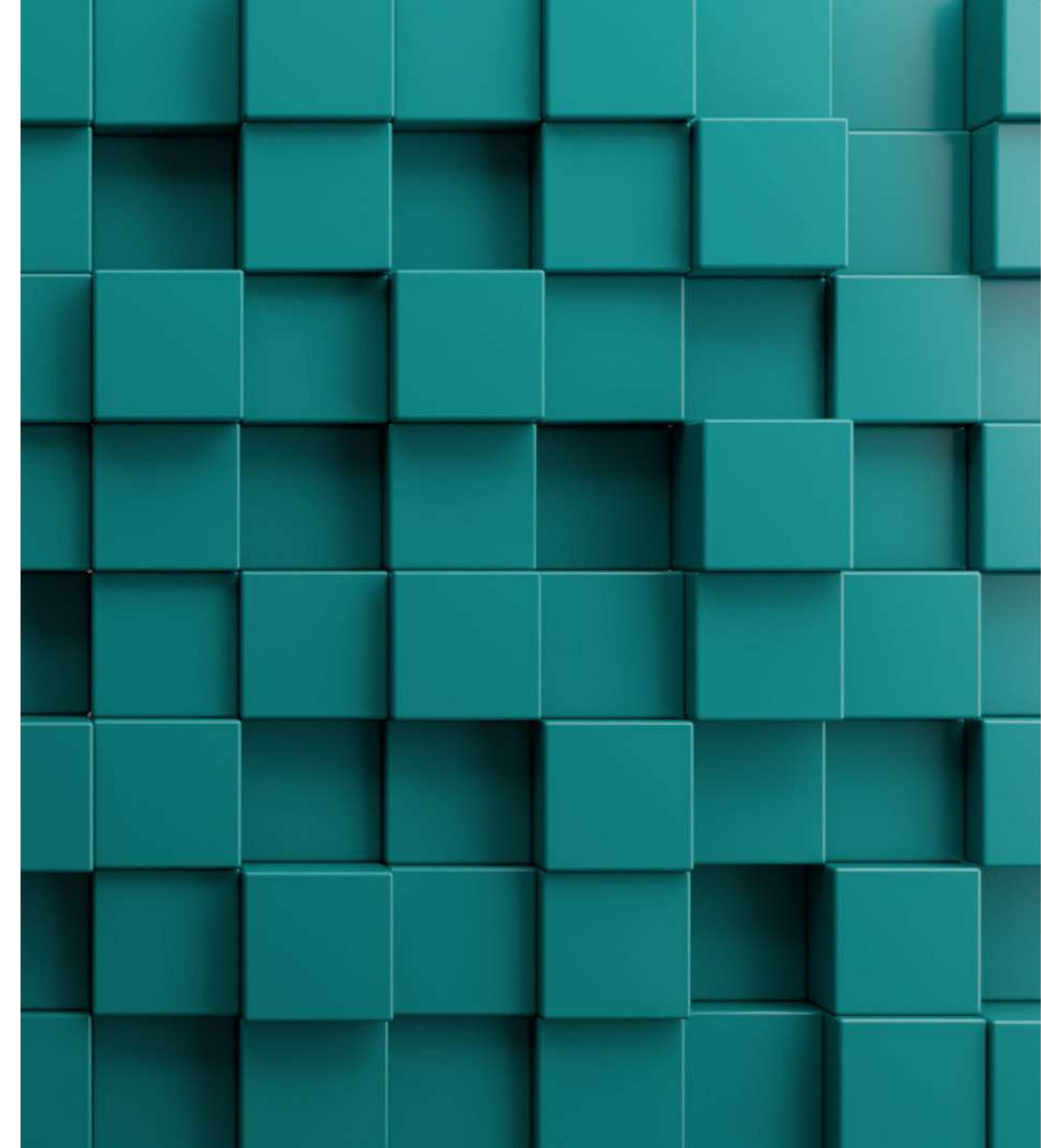
- Among the most popular categories of supplements are probiotics, followed by minerals and vitamins;
- Among the supplements that have grown the most in ten years are antacids and antireflux (+205%), those for insomnia and mental wellbeing (+155%) and supplements for immune functions (+144%);
- **Italy is the European leader in the field of supplements** and accounts for 29% of the market value, which exceeds 13 billion Euro<sup>4</sup>.

## MEDICAL DEVICES

- Italian medical device market of 11.6 billion Euro<sup>5</sup>;
- 1.4 billion Euro in R&D investments;
- 5.7 billion Euro Export.

1. Report Ambrosetti Scienze della Vita 2023
2. Assobiotec : Bio in Italy 2023
3. Indicatori Farmaceutici 2023 Farmindustria
4. Report Confindustria Dispositivi Medici 2023
5. Integratori e Salute dati 2023

# 5 FINANCIAL RESULTS



# BALANCE SHEET

Balance sheet (€/000)	FY 2019	FY 2020	FY 2021	FY 2022	1H 2023
Intangible asset	10	9	15	344	1,149
Tangible asset	2	2	3	2	2
Financial asset	349	51,744	52,108	52,312	52,320
LT asset	361	51,755	52,126	52,657	53,471
Other non-current assets	-	-	-	53	97
Net working capital	1,631	2,402	2,122	3,352	4,262
Reserves	(9)	(11)	(13)	(12)	(8)
Net invested capital	1,983	54,146	54,235	56,051	57,823
Equity	1,369	53,020	52,267	52,460	56,238
NFP	593	1,057	1,771	3,272	1,271
Adjusted NFP*	614	1,126	1,968	3,591	1,585
Sources	1,983	54,146	54,235	56,051	57,823

\* In the adjusted NFP, overdue tax payables are included, but trade payables overdue by more than 60 days are not considered, leaving them reclassified in the NWC, as they are regularly paid in the short term.

## BALANCE SHEET - NOTES

**Net Financial Debt (net debt)** at 30 June 2023 was € 1.3 million, an improvement compared to € 3.3 million at 31 December 2022. The improvement in absolute terms is due to the successful conclusion of the Company's listing process in March and the risk capital raised at that time. At the same time, there was an improvement in the short-term debt position, which decreased proportionally more than the medium/long-term debt, generating a significant improvement in the Company's financial balances and continuing on the path of aligning the structure of financing sources to the investment policy typical of the business model adopted by the Company.

In order to identify the **Financial Asset**, the Company commissioned **Pirola Pennuto Zei e Associati**, an independent

expert with the necessary technical expertise, to prepare a special sworn appraisal report. The appraisal was prepared using the discounted cash flow ("DCF") criterion, as it was considered, in the case in point, to be the most suitable, among the various valuation methods that could be used, to identify the actual value of the equity investments subject to revaluation.

Having thus identified the maximum value of the revaluation equal to € 103,205.00, the Company, in the financial statements for the year ended December 31, 2020, while believing on the basis of the information available at the time that this magnitude represented the actual value of the assets in question prudently appreciated, deemed it appropriate to adopt a further prudent and precautionary conduct by proceeding to revalue the aforementioned equity investments to the extent of 50%

of the economic value identified through the aforementioned appraisals. These higher values were subsequently confirmed by the sworn appraisal report drawn up by the firm Pirola Pennuto Zei e Associati, pursuant to Article 2465 of the Italian Civil Code, on the occasion of a share capital increase transaction carried out in December 2021.

It should also be recalled that the Directors, in order to have confirmation from an independent party of the results achieved thanks to the significant valorization activity carried out, commissioned in March/April 2022 the company **Venture Valuation AG** - a Swiss company specializing in the life science - with an estimation report aimed at quantifying the value attributable to the main technologies held by the subsidiaries of Cube Labs.

# INCOME STATEMENT

Income statement (€/000)	FY 2019	FY 2020	FY 2021	FY 2022
Revenue	568	950	1,127	1,143
Var YoY%	+99.3%	+67.3%	+18.6%	+1.42%
Raw materials	(3)	(2)	(5)	(3)
Services	(230)	(410)	(571)	(903)
Rent and leasing	(22)	(27)	(36)	(65)
Personnel cost	(36)	(74)	(64)	(90)
Other	(4)	(10)	(39)	(28)
EBITDA	273	426	412	54
EBITDA (% VoP)	48.0%	44.9%	36.6%	4.7%
EBIT	234	332	406	48
EBIT (% VoP)	41.1%	34.9%	36.0%	4.2%
EBT	203	309	335	(91)
<b>Net income</b>	<b>137</b>	<b>220</b>	<b>215</b>	<b>(73)</b>

Income statement (€/000)	1H 2022	1H 2023
Revenues	533	752
Var YoY%		+41.1%
Raw materials	(2)	(0.8)
Services	(459)	(863)
Rent and leasing	(28)	(39)
Personnel cost	(51)	(35)
Other	(14)	(29)
EBITDA	75	(211)
EBITDA (% VoP)	14.05%	-28.05%
EBIT	72	(279)
EBIT (% VoP)	13.50%	-37.17%
EBT	6	(412)
<b>Net income</b>	<b>4</b>	<b>(321)</b>

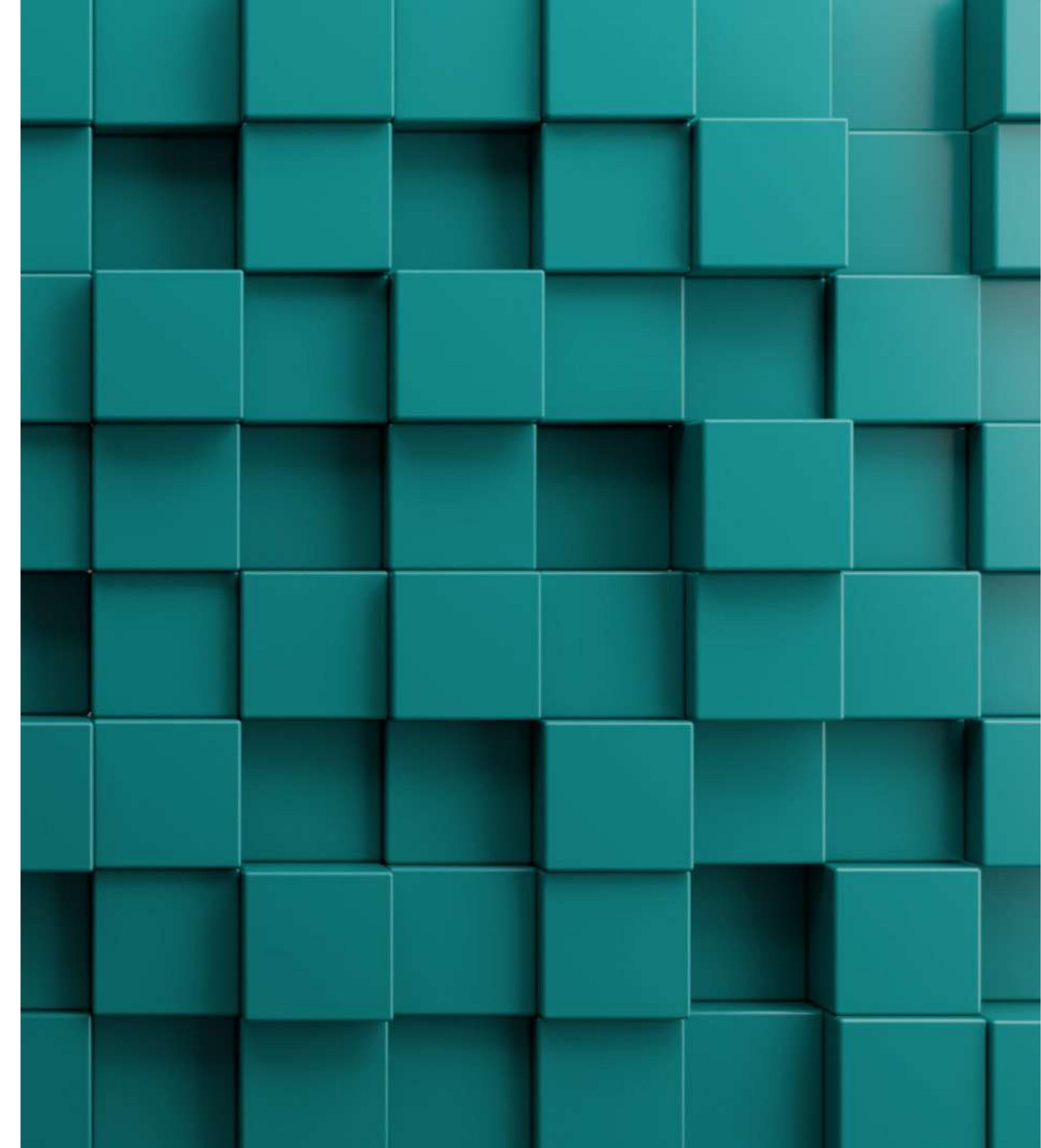
## INCOME STATEMENT - NOTES

**Revenues from ordinary operations** amounted to € 752 thousand compared to € 533 thousand for the same period of the previous year. Almost all of the company's revenues are generated by the consultancy and support services provided in favour of the Participated Companies.

In **terms of costs**, the main item is costs for services amounting to € 863 thousand at 30 June 2023 (€ 459 thousand at 30 June 2022). The main components of this cost item refer to technical, commercial, legal and administrative consultancy for a total value of € 294 thousand as of 30 June 2023.

The **Gross Operating Margin (EBITDA)** is negative and amount to € 211 thousand compared to € 75 thousand (positive) as of 30 June 2022 as a result of a reduction in operating profitability, as well as an increase in costs for services induced by the listing process, which affected the first half of 2023, and by the need to adjust the Company's organisational structures to allow for the management of the acceleration process triggered after the listing.

# 6 TEAM



# FOUNDERS



**Filippo Surace**  
Founder & CEO

## EDUCATION AND TRAINING



UNIVERSITÀ  
DEGLI STUDI DI BARI  
ALDO MORO



SDA Bocconi  
SCHOOL OF MANAGEMENT



## KEY PROFESSIONAL EXPERIENCE



TEMPLE  
UNIVERSITY



SHRO  
SBARRO HEALTH RESEARCH ORG



MEDICAL  
UNIVERSITY  
OF LODZ

innova

onlus

Translation in medical research

onlus

CONFINDUSTRIA



**Renato Del Grosso**  
Co-Founder &  
Chief Strategy Officer

## EDUCATION AND TRAINING



SIOI

UNA Italy

Società Italiana  
per l'Organizzazione  
Internazionale



UNIVERSITÀ  
DEGLI STUDI DI NAPOLI  
FEDERICO II



UNIVERSITÀ  
CATTOLICA  
del Sacro Cuore

## KEY PROFESSIONAL EXPERIENCE



abbvie



Abbott



MERCK



Health  
Incubator



PoliHub  
Innovation Park  
Startup Accelerator



eit  
Health



G-Gravity



**Massimo Fiocchi**  
Co-Founder &  
Chief Financial Officer

## EDUCATION AND TRAINING



Università  
Bocconi  
MILANO

## KEY PROFESSIONAL EXPERIENCE



KPMG



SDA Bocconi  
SCHOOL OF MANAGEMENT

DI TANNO ASSOCIATI



# EXECUTIVE TEAM LEADERS



**Neil Thomas**

Chief Business Officer

- Partner in Ventac Partners since 2012 with executive roles in their portfolio companies
- Previously Director of Business Development & IP at Genetrix, Madrid and Director IP & Technology at Roche spinout bioXell, Milan
- Previously Adjunct Professor of IP in the Life Sciences Industry at IE Business School, Madrid and Visiting Lecturer at the University of Cambridge.



**Chris Hentschel**

Chief Scientific Officer

- Molecular biologist and Co-founder of The Ulysses Advisory Group
- Held roles in MRC Technology Transfer UK, in the private sector (Celltech, UK; Centocor, USA)
- In public-private partnerships (MRC Collaborative Centre, UK; Medicines for Malaria Venture, Switzerland)
- Previously Partner and Chief Scientist at Bio Istanbul.



**Isil Guney**

Chief Communication Officer

- Co-founder and Partner at Ulysses Advisory Group
- Former Director R&D at Bio Istanbul
- Research Associate in Medical Oncology at Dana-Farber Cancer Institute, Harvard Medical School, and the Broad Institute of Harvard and MIT.



**Natalie Pankova**

Chief Operating Officer

- Doctor of Medicine (PhD) from the University of Toronto and a Masters from the Project Management Institute Global in Disciplined Agile Senior Scrum Master (DASSM)
- Her professional background gives her leadership in overseeing multiple functions including research and development.

# EXECUTIVE TEAM LEADERS



**Paolo Occhialini**

Portfolio Manager

- Graduated with honors in Medicine and Surgery, he obtained a post-graduate master's degree in "Organization and Management of Public Services" at Bocconi University in Milan (1989).
- From 1979 to date he has held various and important institutional and professional positions in the world of Life Science as general manager of the INBB Consortium and other Lazio bio-parks.



**Daria Brambilla**

Scientific Head of Venture Companies

- Consolidated experience in biochemistry, molecular biology, immunology and cell biology.
- Awarded a research grant at the Kimmel Cancer Center (PA, USA).
- PhD in Preclinical and Clinical Experimental Pharmacology.
- Grantee of a scholarship from Merck, Sharp & Dohme Research Institute IRBM P. Angeletti.



**Giorgia Bellantonio**

Head of People and Culture

Global HR leader with experience in driving sustainable business performance, creating exceptional workplace environments, inspiring employee experiences, and aligning a meaningful leadership culture with organizational strategy.

Proven experience in driving business growth and performance, translating global organizational strategy while enabling performance-focused cultures.



**Fabio Scognamiglio**

Vice President, Finance

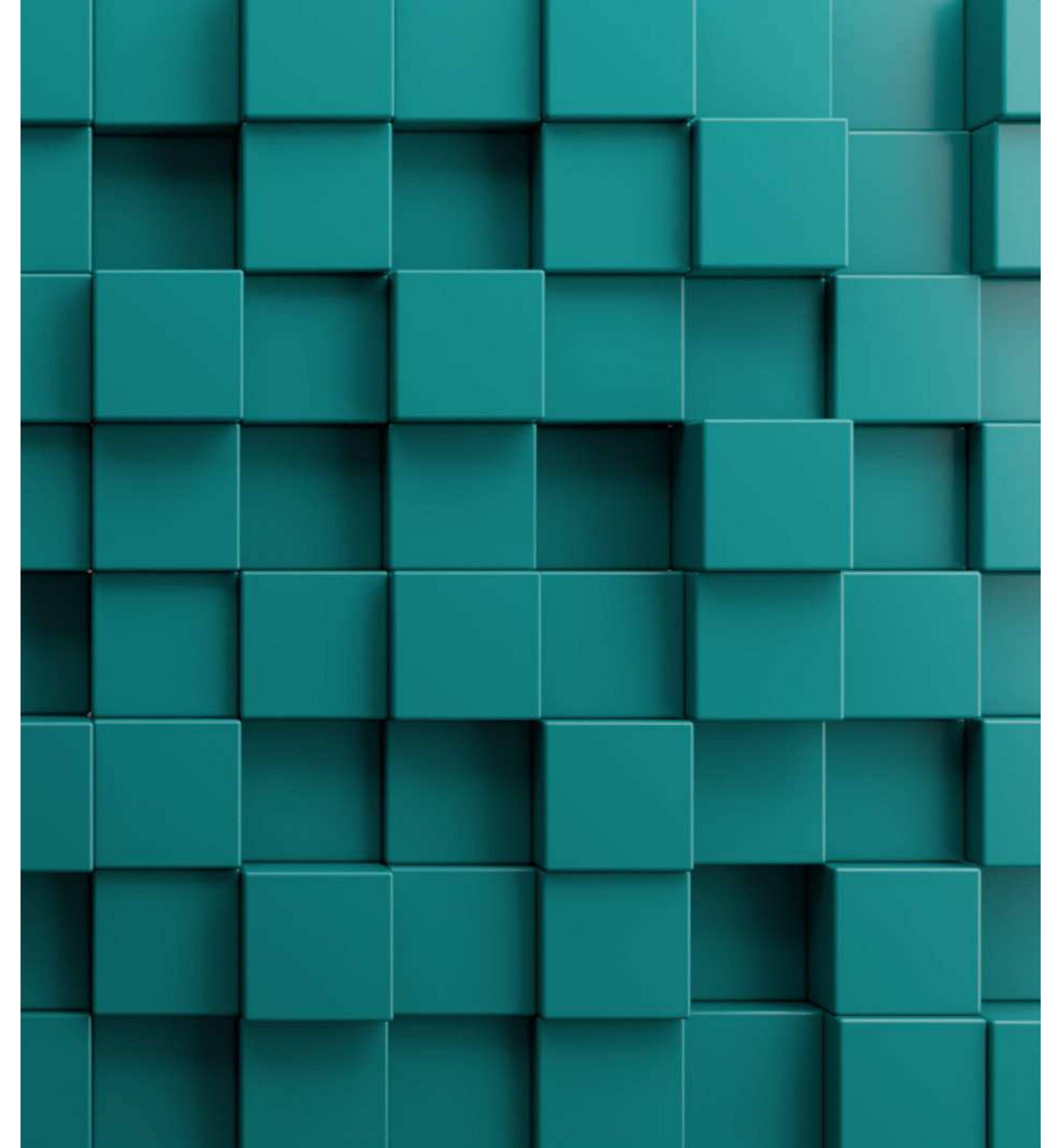
Temporary CFO since 2014 for various companies (including VC backed).

Professor of Finance at John Cabot University and Lecturer at Luiss Business School.

Former Finance Director at British American Tobacco.

Former Strategy Consultant at Accenture.

# 7 STRATEGIC ADVISORY BOARD



# STRATEGIC ADVISORY BOARD



**Yossi Bornstein**

- Over 35 years in Israeli & International biomed industry
- CEO and Founder of Shizim Group, ShizimXL (medical devices) and ShizimVS (digital health)
- Chairman of GCP Clinical Studies Ltd
- Founder of ILSI (Israel Life Science
- Industry Organization) and ITTN (Israel Tech Transfer Organization)
- Co-Founder & Director, Microbot Medical (NASDAQ: MBOT)
- Director, XACT Robotics
- External Director of Can-Fite BioPharma (NASDAQ: CANF)
- Former General Manager of Bristol-Myers Squibb (Israel)



**Adam Broncel**

- Co-founder and former GP, Biomed Venture Capital Fund
- Founder of Poland Ventures
- CEO Cogniguard
- Built an ecosystem for the growth and financing of foreign startups in Poland
- Transferred several Israeli startups to Poland
- Founder of several successful companies in across Western Europe
- Specializes in bringing international projects to Poland



**Slawomir Chomik**

- Over 20 years experience in the pharmaceutical industry in regional and global positions Former positions in global companies such as Solvay and Abbott
- Business Angel
- Lecturer, Faculty of Management, University of Warsaw
- Member, Polish Society of Cardiology
- Author of articles in the medical and economic press



**Jeremy Curnock Cook**

- Veteran in the life sciences/healthcare industry
- Founder and Managing Partner, BioScience Managers
- Decades of international experience in identifying investment opportunities, M&A and expansion into new geographies.
- Successfully managed in excess of US \$1 billion in equity investments
- Launched the first dedicated biotechnology fund for the Australian market
- Former Head, Life Science Private Equity team, Rothschild Asset Management
- Founder, International Biochemicals Group (sold to Royal Dutch Shell)
- Served on more than 40 boards of directors in the life science sector, in the UK, Europe, USA, Canada, Japan, and Australia.



**Yaron Itzhari**

- Former CEO and Director, Medtronic, Israel
- Engineered the acquisition of startup companies, with a value of \$2B in Israel
- Led the integration of Covidien Israel into Medtronic Israel (the largest medical technology acquisition in the history of the industry)
- Founder and CEO and Chairman, Israeli MedTech Association
- Advisory Board Member, EyeControl
- Leading member of the top 25 High Tech leaders in Israel



**Adina Krausz**

- CEO of InnoSource of Toledo Capital AG (consulting firm offering tailor- made services in the area of innovation and venture capital)
- Board Director, of Toledo Capital AG
- Over a decade of experience in portfolio management and wealth management
- Former Head of Investor Relationship and Business Development, BlueRock Group
- Former Head of Business Development, Private Banking Switzerland for First International Bank of Israel

# STRATEGIC ADVISORY BOARD



**Pierre A. Morgan**

- CEO of MRGN Advisors
- Regional Partner for Switzerland at Mérieux Equity Partners
- Senior Vice President, International Business at CanSino Biologics
- Chairman of the Boards of Theradiag, Eurocine Vaccines, MYCB1 and Health Technologies Holding
- Non-Executive Director to the Boards of Vaccitech, Univercells, Adiposs and Amoeba. Over 30 years of experience in the global life science industry
- Lecturer in several MBA programs and at the Mass Challenge incubator in Switzerland



**Mikael Oerum**

- 40 years of experience in the pharmaceutical, biotech and finance sectors
- Raised over USD 300M in equity and soft funding into biotech companies
- Negotiated multi-millions in therapeutic, diagnostic and biochemical in- & out- licensing deals
- Orchestrated several IPOs and commercial product launches
- (Companies include Exiqon, RhoVac, Idogen and Coegin Pharma, and Cureon later renamed Santaris Pharma, which he spun out from Exiqon (sold to Hoffmann-La Roche).)
- Founder of Ventac Partners
- Strategic Advisor to the Hong Kong Government for biotech industry development



**Fintan Walton**

- CEO and Founder, PharmaVentures, a premier transaction advisory firm
- Co-founder, CONNECT Pharma
- His companies have delivered over 1,000 transaction-related assignments for companies in 38 countries. Clients include major pharma and biotech companies, diversified chemical corporations, medical device, generic, and OTC companies, investment banks, private equity and venture capital groups.
- Founder, PharmaDeals, the leading database and publishing business related to dealmaking data and analytics (sold to IMS Health, now IQVIA)
- Former management positions at Bass and Celltech plc (1982-1992).



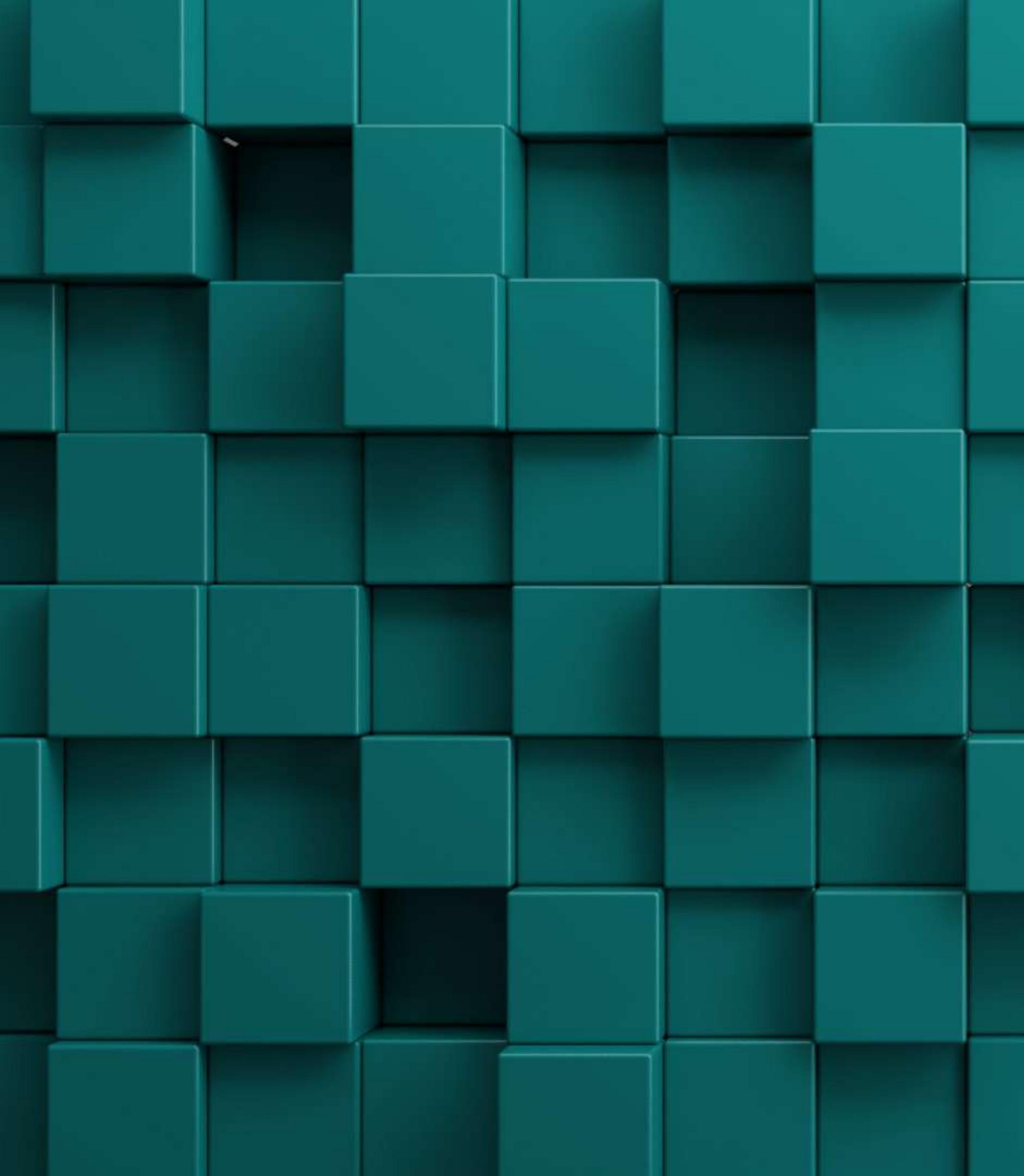
**Ferran Prat**

- Over 30 years of experience in the Life Science industry in Diagnostics and Pharmaceuticals
- Former Corporate Vice President of Marketing, Strategic Alliances and Business Development, Chief Commercial Officer and Chief Operations Officer (companies include LETI Pharma and DAKO)
- Vice President, Werfen
- Board Member, AMADIX,
- Member, Ventac Partners
- President of the diagnostic sector at FENIN, the Spanish Federation of Health Technology Companies.



**Wee Meng Thoo**

- Head of Investments, Leonie Hill Capital, with presence in Singapore, New York and Switzerland focusing in disruptive businesses, STEM and Sustainability
- Co-investor with Family Offices and VC/PEs in startups from early to late stages and exits. Over 15 years of
- Operational Management Leadership roles in Global Tech firms (Hewlett Packard, Sun Microsystems/Oracle, VMware, Qatar Telecom/ Oredoo)
- Former Chief Commercial Officer, NEC
- Board Director, SACA, a Swiss based Crypto Non-Profit Organization
- Board Advisor, 4IP



## GET IN TOUCH

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