The best partner for your research

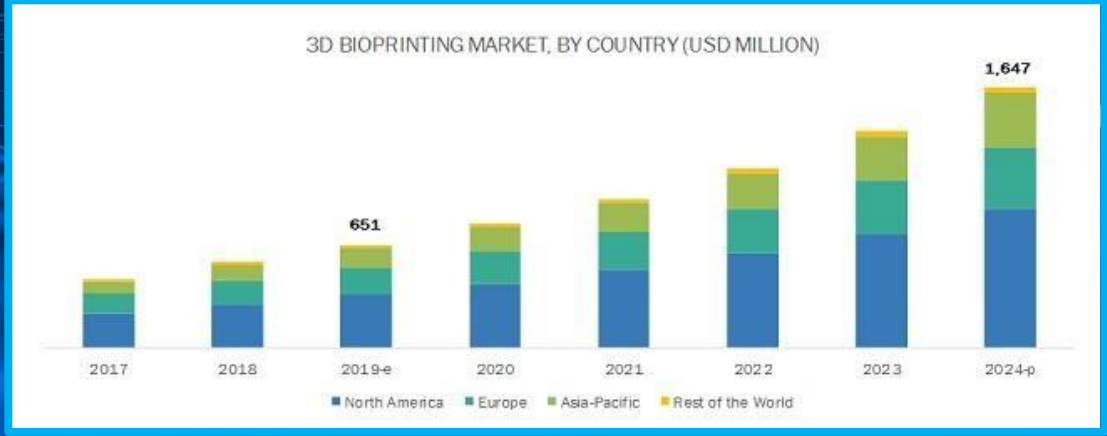
REGEMAT 3D

Living tissuesTechnologies

BioPrinting, Bioreactors, Tissue Engineering, Lab equipment

Opportunity

- ✓ Increased life expectancy of people and diseases related to ageing
- ✓ An exponential increase in biomedical R&D resources (ageing, climate change, viruses ...)
- ✓ A growing need for systems to replicate the 3D structure of living tissues in the laboratory



*3D Bioprinting Market Markets and Markets report September 2019

$ 1,647 M

Expanding market US dollar in 2024

$ 651

US dollar in 2019 (CAGR 20.4%)

R+D+I

Social awareness of itsimportance

3D models

Needed to replace animal models

Our solution

Reduced research costs by 50%
70% administrative time savings for the principal investigator
Increase the impact of results by 60% using 3D models

MULTI-APPLICATION DEVICES

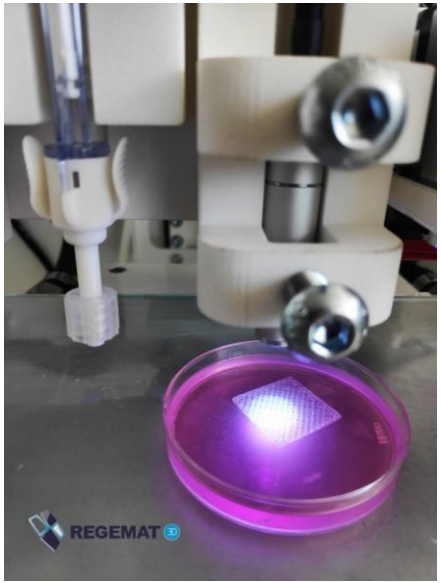
Multi-application devices to generate three-dimensional tissues in the laboratory (unique generation model protected by patent *)

**Patent Pending*

AUTOMATED PLATFORM

Automated platform for research protocols and supply of consumables used for research

Value proposition



AUTOMATED PLATFORM

Automated platform for research protocols and supply of consumables

3D BIOFABRICATION SYSTEMS

3D Bioprinting Systems and Bioreactors to create 3D living tissues and organs in the laboratory

CUSTOMIZED SYSTEMS

Customized systems to each application. Only company worldwide customizing the biofabrication devices

UNIQUE

Market differentiation, unique tissue generation model. (Bioprinting + Bioreactors)

Unique 3D tissue generation model

Unique tissue generation model

Different results depending on the researcher goals and specifications

Biodegradable medical device	Scaffold with cells	Functional tissue	Organ

Validated system for new drug research and virus research

Bioprinting process adding the different ingredients of the 3D construct

Scaffold + Cell laden bioink + Bio molecules

↓

Maturation of the 3D construct in a bioreactor

Mechanical stimuli, controlled conditions…..

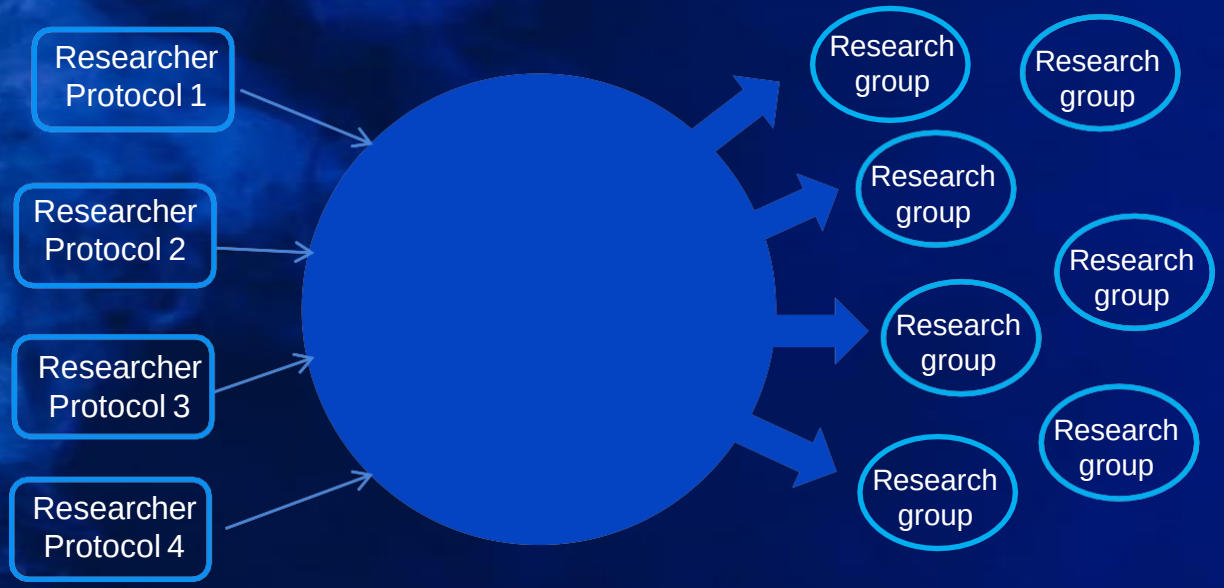
↓

Tissue construct

Community

Platform of protocols generated by the research community (incentives, expert ranking and virtual currency for purchases).

Research protocols and consumables supply used for each research



Key benefits

- Recurring revenue generation
- Scalability
- Relevant data generation
- Ease automation
- Acceleration of Clinically Relevant Results

The market

INCREASE

Exponential increase in bioprinting researchers (>3,000 currently)

SUCCESS RATE

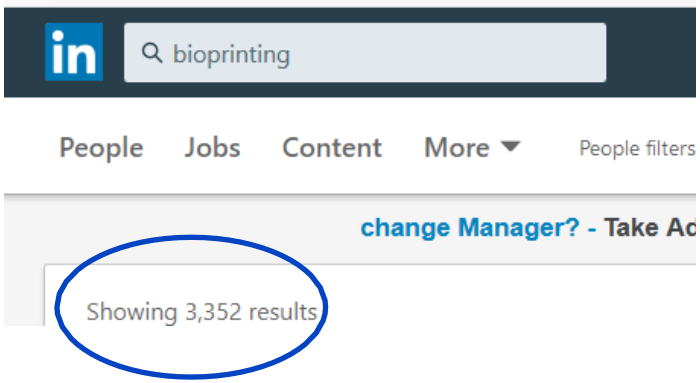
Increase in success rate with clients of the competitors

POTENTIAL MARKET

"Keyword "biomaterials" 69,568 "stem cells"> 100,000 "tissue engineering"> 110,000

DIFFERENT

Different applications close to the clinic. New business models based on clinical and industrial application

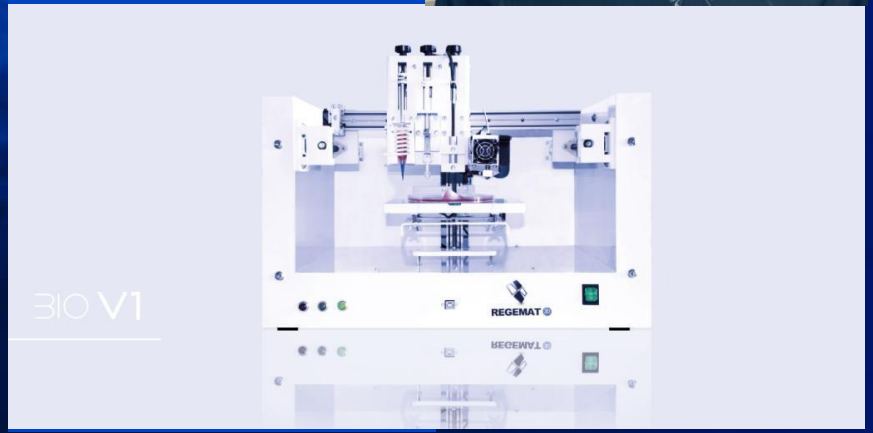


Biomaterials and consumables budget for each research group (on average) between € 50k and € 500k per year.

Database of 8,000 potential clients (automated actions with Zoho).

Our products

BIOV1 and REG4Life bioprinters and its complements (20-30k€)



Bioreactors BMAP (patented) (20-30k€)

***Generation of protocols and supply platform for the materials and consumables needed**

Competitors

	Country	Characteristics	Revenue	Market value
CELLINK	Sweden	•Intensive marketing •IPO •Growth through companies acquisition •Low customization •they don't have a bioreactor line	6M USD	250 M USD
regenHU	Switzerland	•Very industrial systems (price over 150 USD) •In a restructuring process •Low customization •they don't have a bioreactor line	2-3 M USD	ND
ALLEVI formerly 3io3ots	USA	•Similar to Cellink but with fewer resources	ND	ND
organovo	USA	•Focused on the sale of tissue models •Probably bankrupt •No customization •They don’t have a bioreactor line	0,5 M USD	60 M USD (before 500 M USD)
ROKIT	South Korea	•98/5000 •Systems over 35k USD •Few customer references •They don’t have a bioreactor line	ND	ND

Dynamic market (bioprinters)

No relevant competition in bioreactors. Unique model of 3D tissue generation.

Customized Differentiating solution with growth substrate (increase in % of sale closing with groups that already use bioprinting. Existing market)

Users of the protocol platform can be users of the competitors

Current situation

01

25 COUNTRIES
Customer network in more than 25 countries

02

REG4life
New REG4life bioprinter fully developed

03

BIOMATERIALS
Launching of Biomaterials, consumables and equipment department

04

NEW PRODUCTS
Start-up of the internal laboratory to create new protocols

05

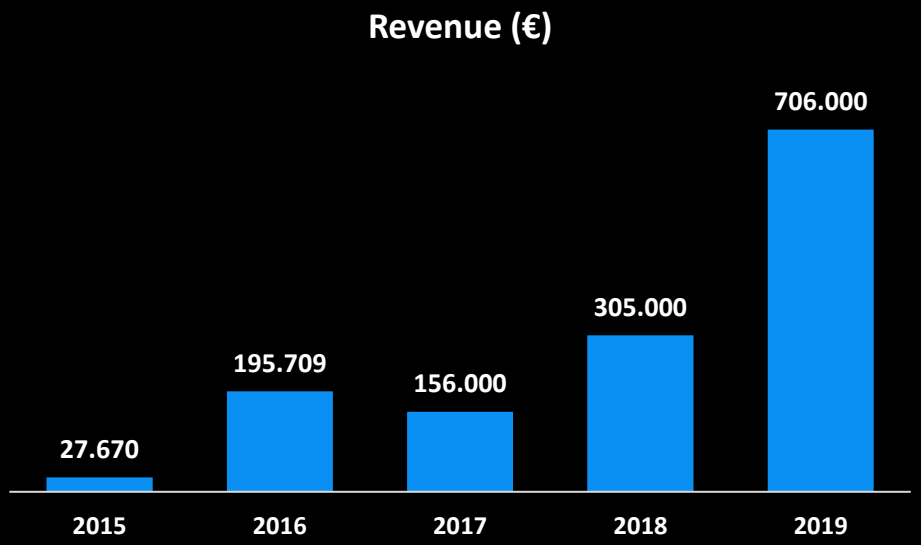
COMMERCIALIZATION
Starting the commercialization of the bmap bioreactors line

06

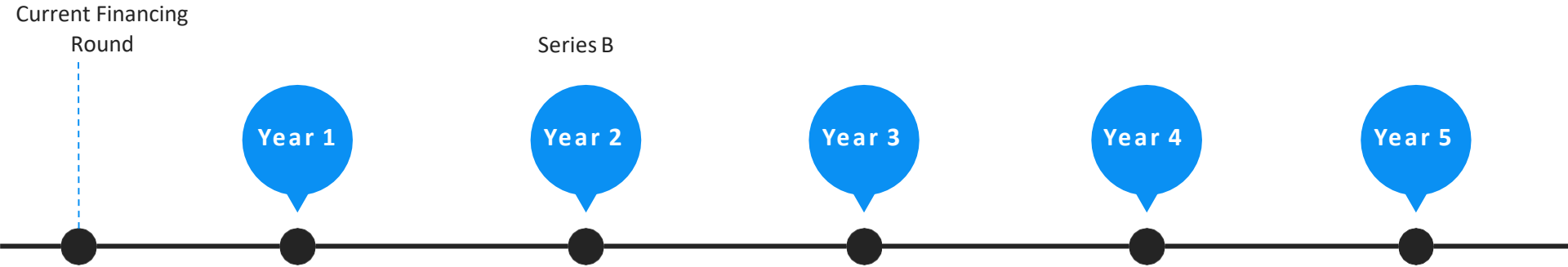
PUBLIC FINANCING
Public financing granted (H2020, RETOS, CDTI)

€ 650k for the next 3 years

Current situation



Roadmap and milestones



Expansion of our own commercial network

Bioreactors first sales

Differentiated Tissue generation marketing strategy (online/events/papers)

New bioprinter first sales

Creation of more protocols and automated platform

Platform launching

Round B of financing (end of the year)

Industrial bioprinter launching

New patents

Opening the logistics centre and lab in America

Strategic acquisitions

Opening the logistics centre and lab in Asia

Protocolos for clinical use

Clinical business model

IPO / New Round / Exit

REGEMAT 3D

CFO
SERGIO ARRAEZ

MBA

Advisory Board
JUANANTONIO MARCHAL

Ph.D., MD Stem Cells Expert

Regulatory legal, EXO

FRANCISCO RICO

CEO
JOSÉ MANUEL BAENA

Ph.D., Industrial Engineer

Manging Director
MANUEL FIGUERULA

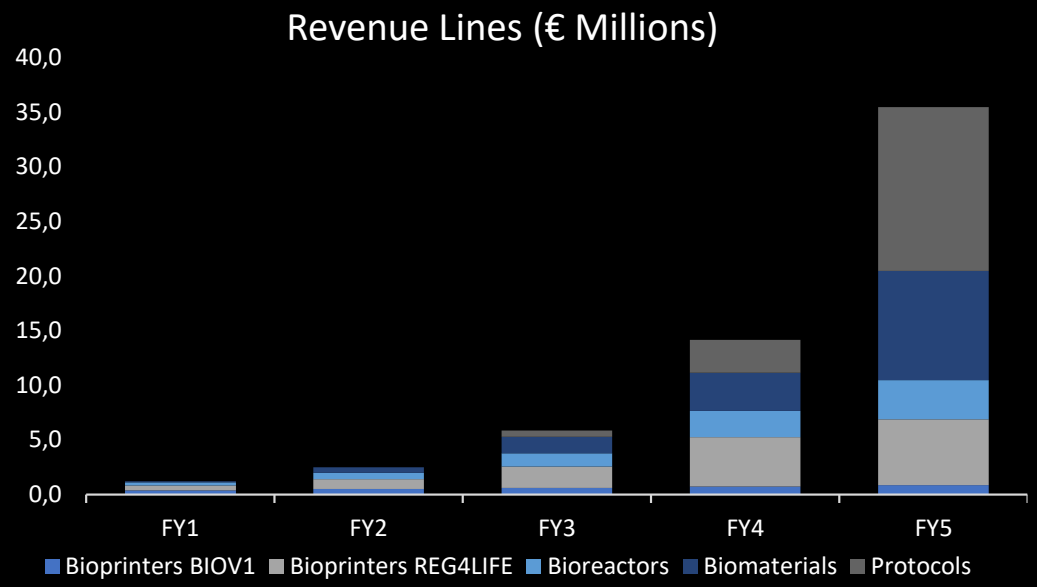
EMBA ITEngineer

Bioreactors Expert
GUILLERMO RUS

Ph.D.,Engineer

Team

Financial Plan



Financing so far

Awards

Business Angels

Loans for R + D + i (<€ 120 k to be return in 8 years).

< 3% market share

Opinions and recognitions

Nuestros reconocimientos

PREMIOS

REGEMAT 3D

Emprendedor XXI Andalucía award

Honor date Sep 2016 honor issuer La Caixa and Enisa

2016 Premio del consejo social de la universidad de Granada

Honor date Sep 2016 honor issuer La Caixa and Enisa

2015 First prize AUPA Fundecor II Edition

Honor date Dec 2015 Honor issuer FUNDECOR

"Regemat3D has developed a really efficient and versatile 3D-bioprinter. We are using several of their technologies in collaborative projects between Cloud Science and the Laboratory for Biomaterials and Bioengineering of Prof. Diego Mantovani at Laval University ".

Sebastian Meghezi and Diego Mantovani
Researcher at Laval University, Canada.

"We decided to go for Regemat 3D for two main reasons: the closeness and professionalism of its technical team and the personalization of the bioprinter to our technical requirements.".

SaeidVakilian
Biomedical engineer
University of Nizwa, Omán

"We were one of the first research groups to acquire a customized REGEMAT 3D bioprinter and we are happy to still working today with such a professional team. They give us support at every time we need it, solving all our technical questions. Its versatile system has allowed us to get great results and publish our last paper on bioinks".

Soraya Salinas
PhD Student at G.I.R BIOFORGE, Spain

3M - 15M

We are looking for up to € 3 M with a pre-money of € 15 M with discounts depending on the amount invested and negotiated terms.

Closing July 2020

Use of funding

- Marketing and commercial
- Product development and new patents
- Development of the automated protocol platform (internal interfaces and dashboards)
- Industrialization, ISO and CE
- Generation of new protocols /Lab
- Acquisitions and opening centers abroad

More **information** and **contact**

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