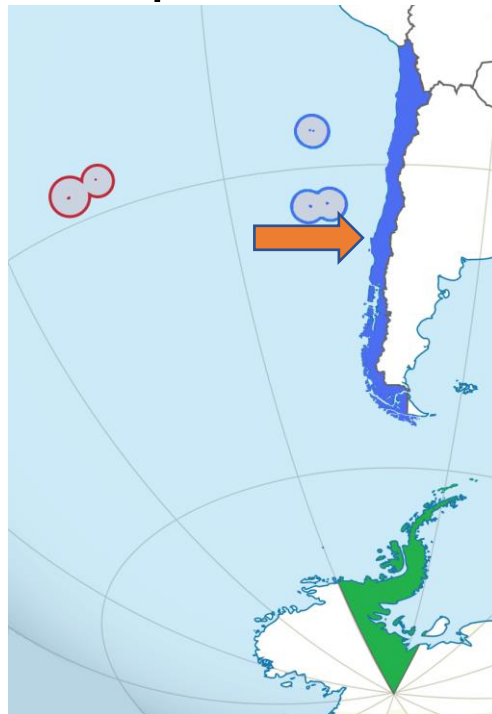


Company presentation

December 2020

Where we are

- Bioingemar is located in Chile, southern region of Biobio in the costal city of Concepcion.



Our History

- Family business established in 1999 and founded by Viana Beratto and Gerardo Parra, biochemist and electrical engineer respectively.
- Our roots are in Applied R&D, we started by doing research on algae uses for biotech industry.
- Our first commercial product was, guanine, a cosmetic ingredient obtained from fish scales, launched in 2001



Laboratory capabilities

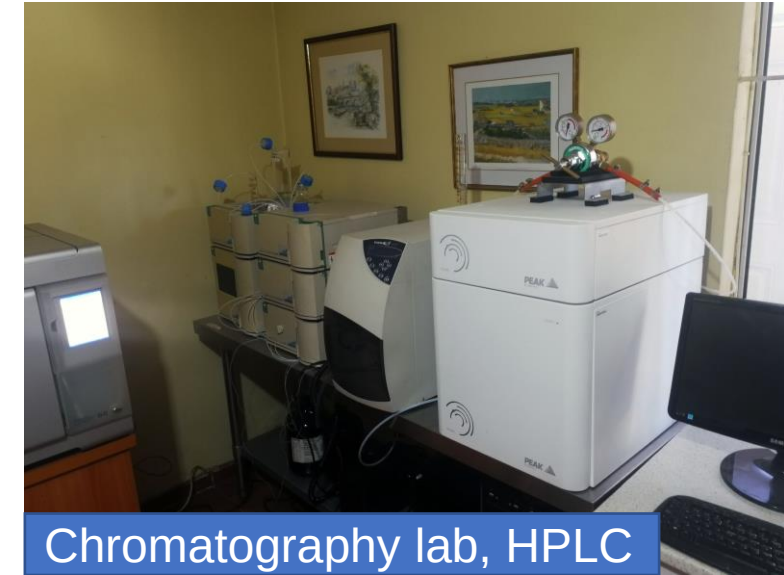
- We have a well equipped lab for all research need regarding the development, production and quality control of our product



CO2 Supercritical extractor



Mechanical analysis



Chromatography lab, HPLC



Rotavapor room

Laboratory capabilities

- We have a well equipped lab for all research need regarding the development, production and quality control of our product



Industrial centrifuge



Spray dryer



Prototype development room



Crossflow membrane filter

Laboratory capabilities

- We have a well equipped lab for all research need regarding the development, production and quality control of our product



Refrigerated centrifuge



Cryogenic freezer



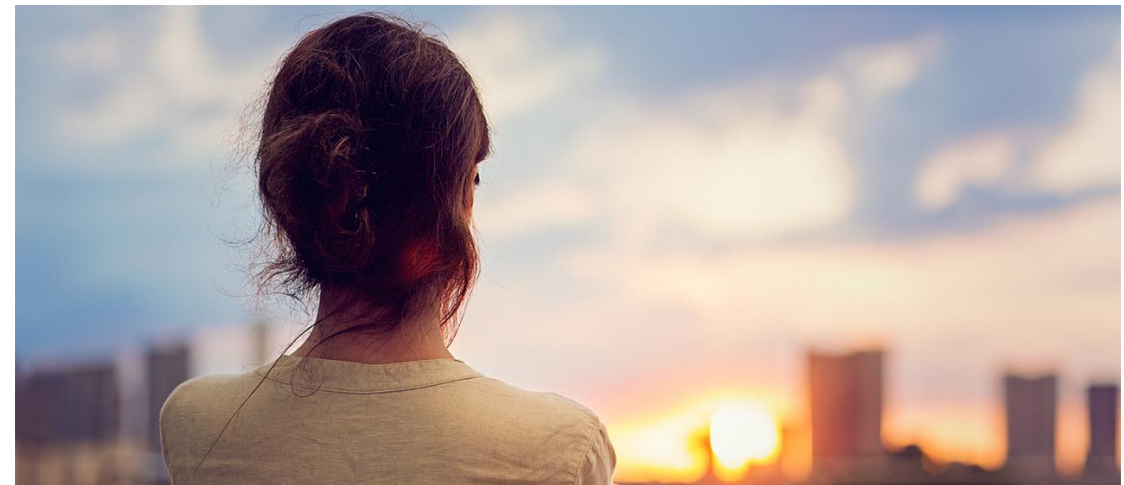
Cell culture lab



Plate readers and washers

Laboratory capabilities

- Our capabilities enables us to freely pursue our vision for highly refined and high quality raw materiales
 - Microbiology and quality control lab
 - Cell culture lab for in vitro testing
 - Chromatography lab for spectrophotometric, HPLC and GC analysis
 - Formulation lab
 - Pilot scale production room
 - Prototype development and testing room



Research work

- A number of R&D projects, with both private and partial government fund have been performed by our company, mostly with a focus on added value on vegetal and marine byproducts.
- Some of them are:



- 2020-2017
 - Value addition on mission wine grape leftovers for the development of nutraceutical resveratrol capsules. Code PYT-2018-0329
 - Replacement of ancient natural colors by mapuche-lafkenche communities with current natural alternatives. Code PYT-2017-0838
 - Implementation of betaglucan extraction for Araucania region Oats. Code PYT-2017-0562
- 2016-2012
 - Value addition on squid leftover biomass through the extraction of enzymes and fatty acids. Code 14.63 IN IEM
 - Development of natural preservative from beehive derivatives. Code PYT-2013-0051
 - Development of novel fish stick product from sardine and anchovie leftovers. Code 10-IES1-801
- 2011-2004
 - Polyphenol extraction and refinement on AMDEL region from mission wine for use in nutraceutical industry. Code PYT-2010-0171
 - Celullose modification for use in arc welding electrodes. Code 03-A1-166

Local community involvement

- For us, to have an integrated work with our suppliers of raw materiales it is vital, for both quality of our products and social responsibility by providing fair trade oportunities and partnership projects



Kelp harvester



AMDEL Region grape and wine maker

Our Products, AntartiCare

- AntartiCare, algae extract rich in sulphated polysaccharides with anti-inflammatory properties



The algae, *Gigartina Skottsbergii*

- Obtained from Chilean sub-antartic region, the algae is grown in the cold and pristine waters of the Humboldt current, coming from Antarctica.
- Hand picked and harvested under sustainable methods to ensure no environmental impact and a high quality product.

Our Products, AntartiCare

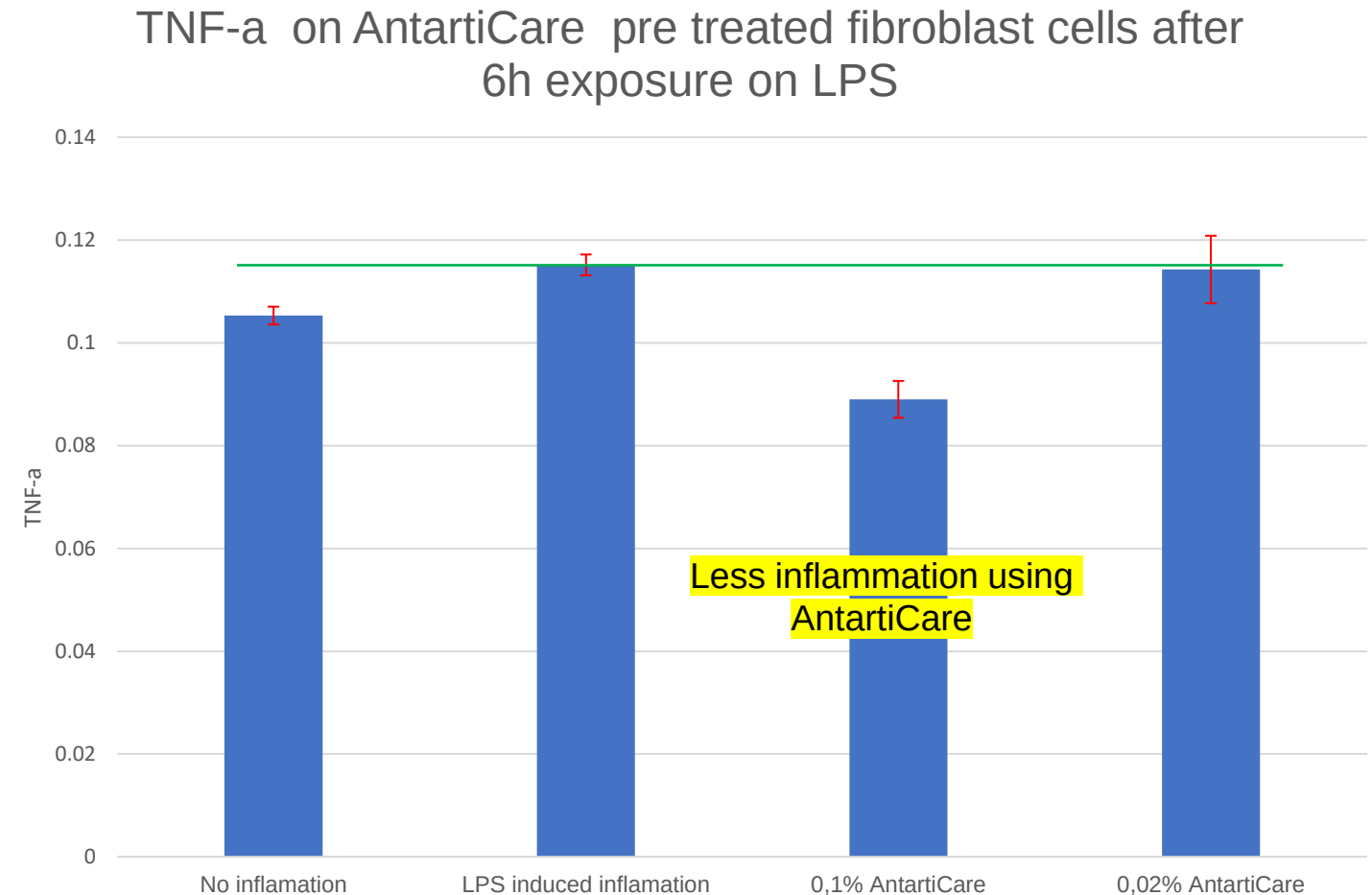


The extract

- The extract is produced with no harsh chemicals or solvents, under an all natural process.
- The extract is highly refined under different purification methods and later concentrated

Our Products, AntartiCare

- AntartiCare
 - INCI NAME: Gigartina Skottsbergii extract
 - Rich in sulphated polysaccharides
 - Anti-inflammatory
 - Redness reducer
 - Lifting effect
 - No characteristical odour nor color



Our Products, Bioblock

- Bioblock, algae extract rich in mycosporine like aminoacids with UV absorbing properties

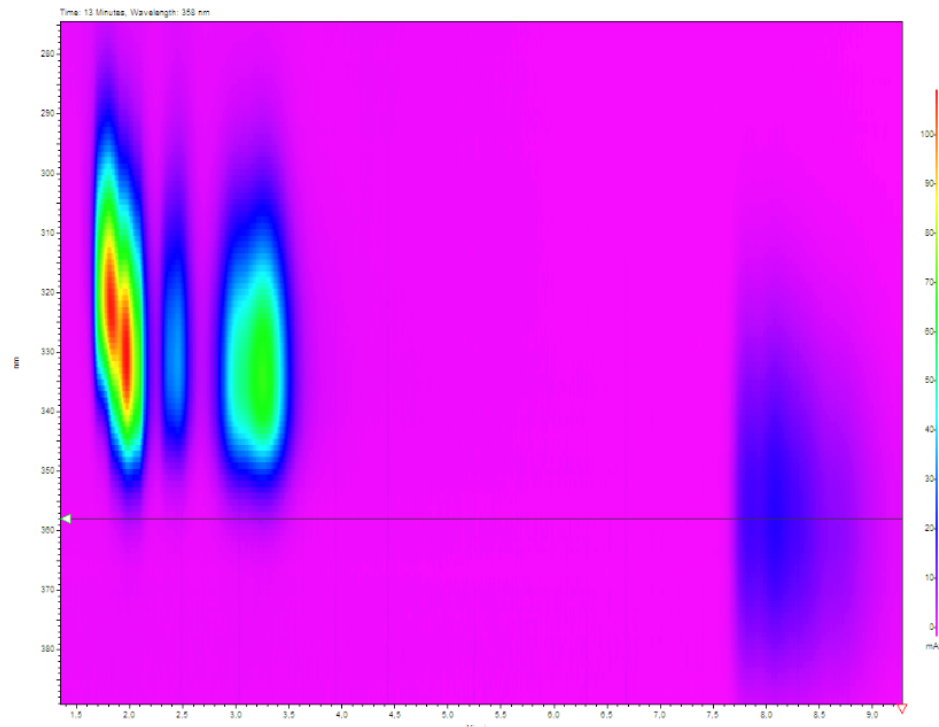


Bioblock algae extract

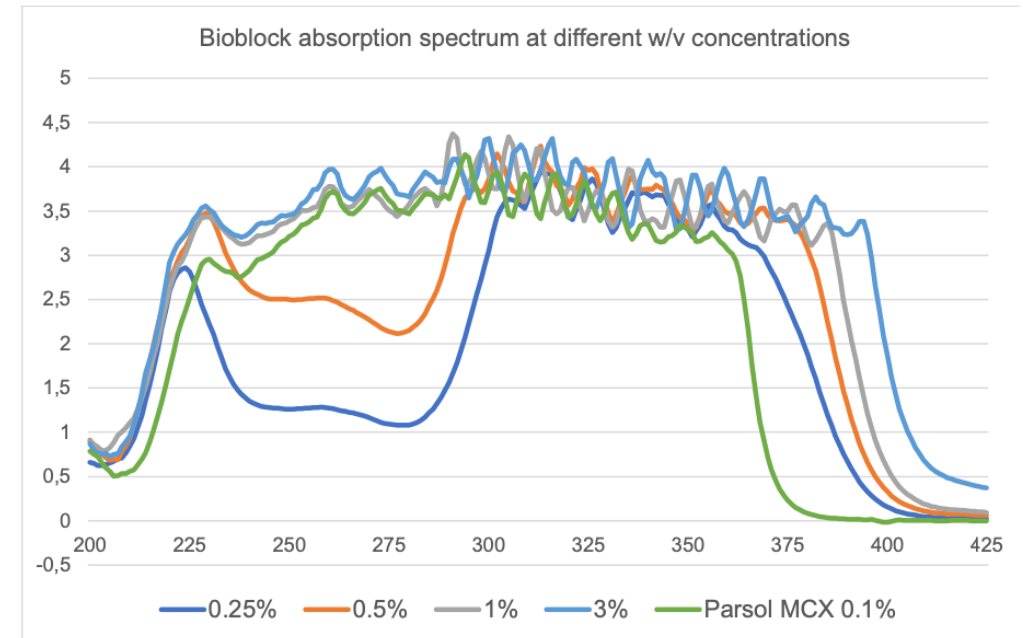
- INCI NAME: Algae extract
- Rich in MAAs (mycosporine like aminoacids) and aminoacids
- UV absorption
- Ideal for high end *all natural* suncare formulations and anti ageing as well.

Our Products, Bioblock

- Bioblock



Bioblock's contour plot for wavelength absorption on HPLC DAD



Bioblock's absorption spectrum

Our Products, Bioblock

- Bioblock

A solid option on quality and price competition against related products

		Active principle content	Price per kilo (USD)	Price to active ratio
Bioingemar	Bioblock	60%	\$ 20,000	\$ 28,333
Exymol	Arct Alg	0.50%	\$ 688	\$ 137,600
DSM	Syn-Eye	0.50%	\$ 678	\$ 135,600

Thank you

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