

BETAGLUE TECHNOLOGIES: CLOSING OF A EUR 10 MILLION FINANCING ROUND

- *Fin Posillipo (Petrone Group), Kairos Partners SGR, LIFTT, Neva Sgr (Intesa Sanpaolo Group), Profequycapital and Romed joined the share capital. Innogest Capital and Panakès Partners reinvest*
- *The financing will give BetaGlue Technologies the ability to further develop its advanced radiotherapy platform, BAT-90, and accelerate access to the Safe-Biopsy Device market, thus opening a new chapter in the fight against cancer*

Milan, July 19, 2022 - **BetaGlue Technologies**, a highly innovative company working in the **Life Sciences** sector, today announced the closing of a **EUR 10 million equity financing round**. **Fin Posillipo** (Petrone Group), **Kairos Partners SGR**, **LIFTT** (Venture Capital led by Stefano Buono, founder of AAA), **Neva Sgr** (Intesa Sanpaolo Group), **Profequycapital** and **Romed** will be joining the company's capital, with a reinvestment from existing investors **Innogest Capital** and **Panakès Partners**.

The investment will **finance BetaGlue Technologies' future operations** aimed at reaching a number of milestones in Europe and the US both for the development and approval of **BAT-90**, the company's advanced radiotherapy platform. Key priorities in this development will be the **completion of the clinical trials** that are already underway in liver and breast cancer and their **regulatory approval**, as well as the completion of the **industrial scale-up** in Europe and the US of the **safe-biopsy device**, which has already been clinically tested in lung and liver biopsy.

BAT-90

BetaGlue has developed and patented **BAT-90** ("Beta Ablation Therapy with Yttrium-90"), **consisting of a β radiation-emitting biocompatible matrix, delivered to patients via percutaneous injection or during surgery**: the Yttrium-90-labelled microspheres present inside the matrix are injected into the tumour and, as the carrier need few seconds **to reach full polymerisation, they are retained exclusively in the injected area**. This prevents the **microspheres from spreading to surrounding tissues or organs**, so as to release their radiation energy only to the target tumour.

BAT-90 was developed at the **Istituto Nazionale Tumori 'Fondazione Pascale' in Naples, Italy**, whereby the arterial infusion of ⁹⁰Y-coated microspheres is performed into liver tumours (the so-called TARE) has been extended beyond this indication and route of delivery. This was achieved through the use of a fast-curing, biocompatible glue that effectively captures the radioactive microspheres, allowing them to be injected directly and safely into various target tissues. The latter can be either surgically unresectable tumours or metastases, which are thus irradiated *in-loco*, or surgical resection margins, which may still have residual cancer cells (the main cause of local recurrence), and which can be cleared with BAT-90.

Benefits

BAT-90 is a **therapeutic nuclear medicine** solution that is extremely *precise* (it only targets the tumour area), *personalised* (calibrated to the patient's clinical situation), *rapid* (a single injection reaching full polymerisation in just a few minutes) and *safe* (the radiation energy is released where needed, avoiding exposure of surrounding tissues and organs, thus minimizing any risk to either patients or healthcare professionals). It opens up **important horizons in oncology**, benefitting both patients and the whole healthcare system.

Safe-Biopsy Device

BetaGlue Technologies has further developed a proprietary technology: a patent-pending **medical device** that, by using the sole biocompatible matrix used in BAT-90, allows **safe biopsies in oncology**, **preventing** even severe **complications** after lung or liver procedures. It was **tested in a multicentre clinical trial in Italy involving 40 patients** undergoing diagnostic lung biopsy, where it showed a significant **reduction** of the incidence of procedural complications, such as haemorrhages or pneumothorax, while also supporting a significant **reduction** in the **healthcare costs associated with their occurrence**.

Riccardo Palmisano, Executive Chairman and Antonino Amato, CEO/CMO of BetaGlue Technologies, commented: *"We warmly welcome our new qualified partners, who are enabling us to accelerate BetaGlue's development plans. Together, we will be able to strengthen the cornerstones of value creation for the Company, such as clinical development and industrial scale-up of our innovative products. This way, we are confident we will be able to deliver the precision medicine concept in radiotherapy for the benefit of patients and healthcare professionals, while strengthening the value for investors who have placed their trust in us and our technology."*

Roberto Zanco, Head of Alternative Illiquid Investments and Key Partner of the Kairos Ventures ESG One fund, said: *"We are proud to take part to the development of a company that represents the potential and excellence of the Italian entrepreneurial asset in the medical and scientific fields. We want to continue to support companies that, like BetaGlue, are committed to solving complex issues to improve patients' lives on a large scale. We strongly believe in the quality and solidity of the company's leadership team, we congratulate BetaGlue on reaching this important milestone"*.

Giovanni Tesoriere, CEO of LIFTT, expressed his satisfaction with the investment: *"For LIFTT, this deal is a huge opportunity: BetaGlue brings together some of the world's excellence in the cancer-fighting field, and their insight to combine existing technologies in an innovative way is simply outstanding, especially with regard to the seriousness of the diseases that are their target market and their related potential."*

Mario Costantini, CEO of Neva SGR, declared: *"We believe that the life sciences hold great development potential for our country owing to the talent of exceptional researchers and a sector supply chain that contributes significantly to the Italian economy. Our investment in BetaGlue is aimed at rewarding an Italian excellence in a high economic and social impact area which will not only improve people's quality of life but will also provide important returns for our underwriters."*

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BetaGlue Technologies SpA

BetaGlue Technologies is a highly innovative company working in the Life Sciences sector.

The Company has developed BAT-90, an advanced radiotherapy platform targeting inoperable solid tumours and/or surgical resection margins. BetaGlue is also patenting a medical device that enables safe biopsies in oncology, preventing even severe complications after lung or liver procedures.

BetaGlue enjoys the support of a highly qualified Scientific Advisory Board, as well as of leading national and international advisers, in the development of its solutions.

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Innogest Capital



Innogest Capital is a venture capital company based in Turin, Milan, Geneva and San Francisco. It manages capital of around EUR 200 million, invested in technology and life sciences.

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Panakès Partners

Panakès Partners is a Milan-based Venture Capital firm that aims to improve the lives of people around the world by providing to the most promising companies and teams the financial and corporate support to build the next generation of game-changing companies in the field of Life Sciences. Panakes invests in ambitious start-ups and SME with innovative technologies and products globally, with focus on Europe, USA and Israel.



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Fin Posillipo (Petrone Group)

Fin Posillipo S.p.A. - the holding company of the Petrone Group - has been involved in the pharmaceutical, para-pharmaceutical and healthcare sectors since the 1960s. The company, through subsidiaries and joint ventures, operates globally in the field of pharmaceutical distribution and production as well as providing services to support companies in the sector. With a turnover of approximately EUR 537 million, it currently has a direct presence in Italy, Spain, Ireland, Singapore, the United States and Germany.



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Kairos Partners SGR

Kairos, a company of the Julius Baer Group and led by CEO Alberto Castelli, was founded in 1999 as an entrepreneurial initiative in the asset management sector. With approximately EUR 5.6 billion in assets under management as at December 2021, it offers a select range of services and investment solutions for private clients, professionals and institutional investors through its offices in Milan, Rome, Turin and London. Kairos represents a point of reference in the world of Asset Management and Wealth Management: the Asset Management activity is characterised by a flexible management methodology, oriented to performance and risk control, while the Wealth Management service is realised in valuable responses to financial and asset management needs. The majority shareholder Julius Baer, Switzerland's largest wealth management group and a premium



brand in this global industry, contributes to enhancing the value of the investment boutique business model also on a European level. The participation of some of Kairos' top managers in the share capital strengthens the complete alignment of interests with clients. Kairos intends to position itself in the market as a leader in product innovation, anticipating with foresight the new investment trends that will impact our future.

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LIFTT

LIFTT is a “not-for-profit” investment Holding that aims to offer an innovative, dynamic and modern vision of Venture Capital applied to Transfer Technology with a strong focus on the impact on the Italian territory. Founded by the Turin Polytechnic and the Compagnia San Paolo Foundation (the largest banking foundation in Italy) and chaired by entrepreneur-scientist Stefano Buono, LIFTT promotes an ESG-inspired ethical business model and to date boasts 148 private and institutional investors, including Azimut and the LINKS, Compagnia di San Paolo and CRT Foundations, in the process of capitalising at least €90M by 2024. The company has raised €45.4M to date and has completed 28 investments in innovative start-ups and SMEs, from a pipeline of around 1700 companies, operating in all market sectors.

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Neva SGR

Neva SGR, part of the Intesa Sanpaolo Group and wholly owned by the Intesa Sanpaolo Innovation Center, plans and manages investment funds for professional investors interested in seizing diversification and high-yield opportunities offered by Venture Capital investments. Neva SGR can count on Intesa Sanpaolo Innovation Center's and Intesa Sanpaolo Group's strength, financial resources, know-how and network of relationships, a unique source of value on the market. Neva SGR can watch trends and markets from a privileged position, and takes action with the strength and the responsibility of Italy's leading banking group. Intesa Sanpaolo Innovation Center has invested in Neva First, the investment fund designed for excellent, high-tech, high-innovation start-ups, which take advantage of trends with exponential growth potential. The fund mainly focuses on FinTech and Italian companies with global growth plans or international companies that plan to develop projects with positive effects on industrial and production chains in Italy.

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