



Business Update on Bentrio™ Program



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Triple Mode of Action

- OTC nasal spray
- Protection against airborne viruses and allergens
- Drug-free, preservative-free



Protects

forms a physical barrier on the nasal mucosa



Binds

inhaled particles through electrostatic effects



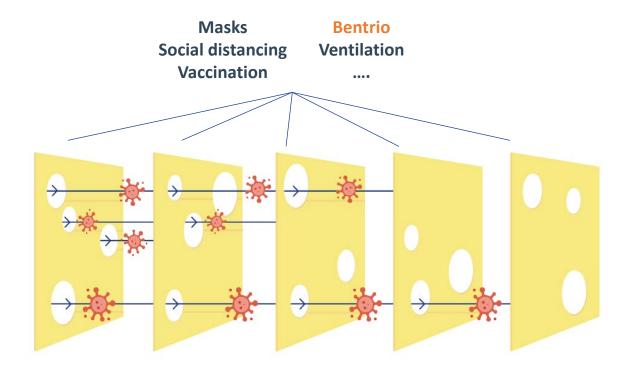
Humidifies

the nasal mucosa and thus aids its functionality



Bentrio as Additional Protective Layer

The Swiss Cheese model of pandemic defense



All layers are important, since no single layer is perfect.

Each intervention (layer) has holes.



Market Potential for Bentrio™

Addressing frequent conditions

Viral infections

- Human rhinovirus (HRV) is most common cause of upper respiratory tract infection
- US revenues for could and cough remedies: > \$12 billion in 2021¹
- Influenza resulted in 9-45 million illnesses, 140,000-810,000 hospitalizations and 12,000-61,000 deaths annually since 2010²
- Covid-19: 219 million cases and 4.55 million deaths to date

Allergies

- About 7.8% of people 18 and over in the US have hay fever³
- 11.1 million visits to physician offices with primary diagnosis allergic rhinitis⁴
- \$4 billion market size for OTC allergy medicines in US in 2020⁵

Air pollution

- > 90% of the world's population exposed to unhealthy air, 5th highest mortality risk factor globally⁶
- E.g. causing 1.8 m premature deaths p.a. in China⁷

¹ www.statista.com

² Centers for Disease Control and Prevention

³ Schiller et al., 2010

⁴ National Ambulatory Medical Care Survey

⁵ www.ibisworld.com

⁶ WHO

⁷ Global Alliance on Health and Pollution



Efficacy in Viral Infection

SARS-CoV2

Influenza (H1N1)

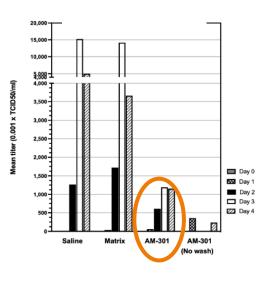
Prevention - start 10' before

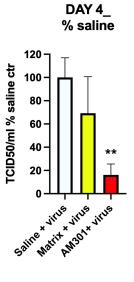
Day 0 8,000 XX Day 1 Day 2 ☐ Day 3 Z Day 4

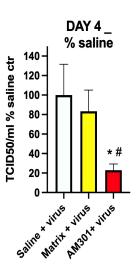
6,000 4,000 2,000 2,000 Mean titer (0.001 x TCID50/ml) Saline Matrix AM-301 AM-301

Mitigation – start 30 hrs after

Prevention – start 10' before Mitigation – start 24 hrs after





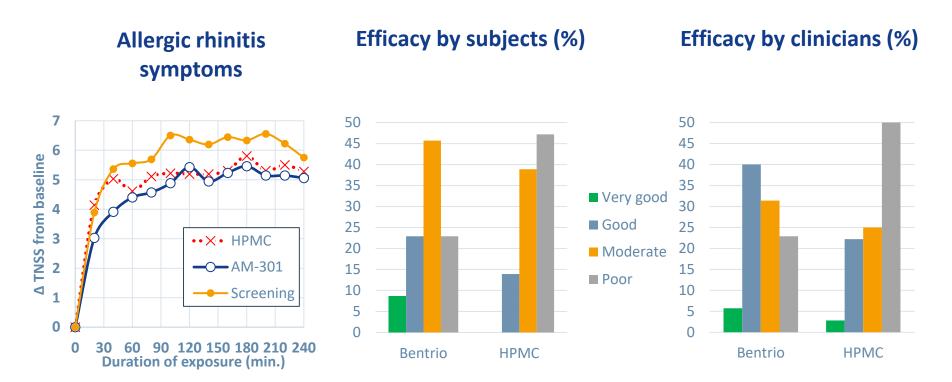


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https://www.biorxiv.org/content/10.1101/2021.07.12.452021v1.full



Efficacy in Allergy



https://www.medrxiv.org/content/10.1101/2021.08.02.21261374v1



Update on Clinical Development

Programs in Covid-19 and allergy

- Placebo-controlled Covid-19 trial
 - Household study with infected «index» case
 - Primary focus on prophylaxis non-infected household members
 - Treatment of index case
 - Waiting for regulatory approval by Indian authorities
- House dust mite trial
 - Challenge chamber
 - Going through approval process data expected in Q1 2022
- Seasonal allergic rhinitis
 - Two weeks of treatment, against comparator
 - Going through approval process data expected in Q2 2022



Launch and Marketing Strategy



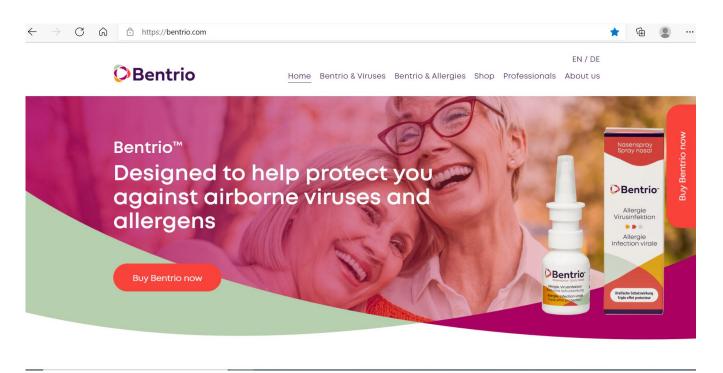


- Build Bentrio as global brand, ramp up through Q4
- Direct marketing in selected European countries (B2C)
- Build international network of regional/national distribution partners (B2B)
- Primary focus on Covid-19 related need for extra protection
- Focus on airborne viruses (approaching flu season)
- Seasonal allergies / perennial allergies planned
- Strong focus on digital campaign, followed by integrated campaign with classic instruments
- Initial focus on online pharmacies, "bricks and mortar" pharmacies in second stage



Building the Bentrio Brand

2500 visitors on www.bentrio.com per day (first market Germany), growing rapidly with increasing engagement and conversion









Bentrio in Europe

Launched in Germany and Austria – expanding into additional markets



- CE mark Class I medical device
- First stage: distribution by leading and fast-growing online pharmacies
 - Expansion to additional online platforms
 - Scale up in key European countries
- Webshop under development
- Second stage: distribution by traditional pharmacy channels



Approaching the US Market

510(k) request submitted



- 510(k) pathway demonstrate substantial equivalence to predicate device
- Open for allergy indication
- Pre-submission meeting with FDA in May
- 510(k) request now submitted
- Average review time ≈ six months
- Viral infection no predicate devices available
 - Discussion with FDA about qualification of Bentrio
- Intend to market Bentrio through a US partner



Other International Markets

Expansion through regional / national distributors



- Significant business development opportunities
- Numerous inbound inquiries
- Proactively targeting partners
- Team of experienced BD specialists
- LOUs signed for two Southeast Asian countries
 - National registration initiated
- Exciting pipeline of leads



Contact



Contacts:

Thomas Meyer, PhD

Chief Executive Officer

hear@altamiratherapeutics.com

Stephen Kilmer

Investor Relations

sjk@altamiratherapeutics.com