



BILLIONS OF GOOD BACTERIA FIGHTING FOR YOUR SKIN

# CREATE A BACTERIAL REVOLUTION

The natural alternative for antibiotics

“Antibiotic resistance is one of the biggest threats to global health, food security, and developments today.”

*(WHO)*

“Drug resistance deadlier than cancer by 2050”

*(UK Government Study)*



# ACNE, A MEDICAL PROBLEM

The 8th most prevalent disease in the world



645 million  
people  
(9.4%)

4 (out of 7)  
top markets  
in the EU

4.3 Bn\$  
market

Recurring  
disease

Life time  
prevalence  
85%





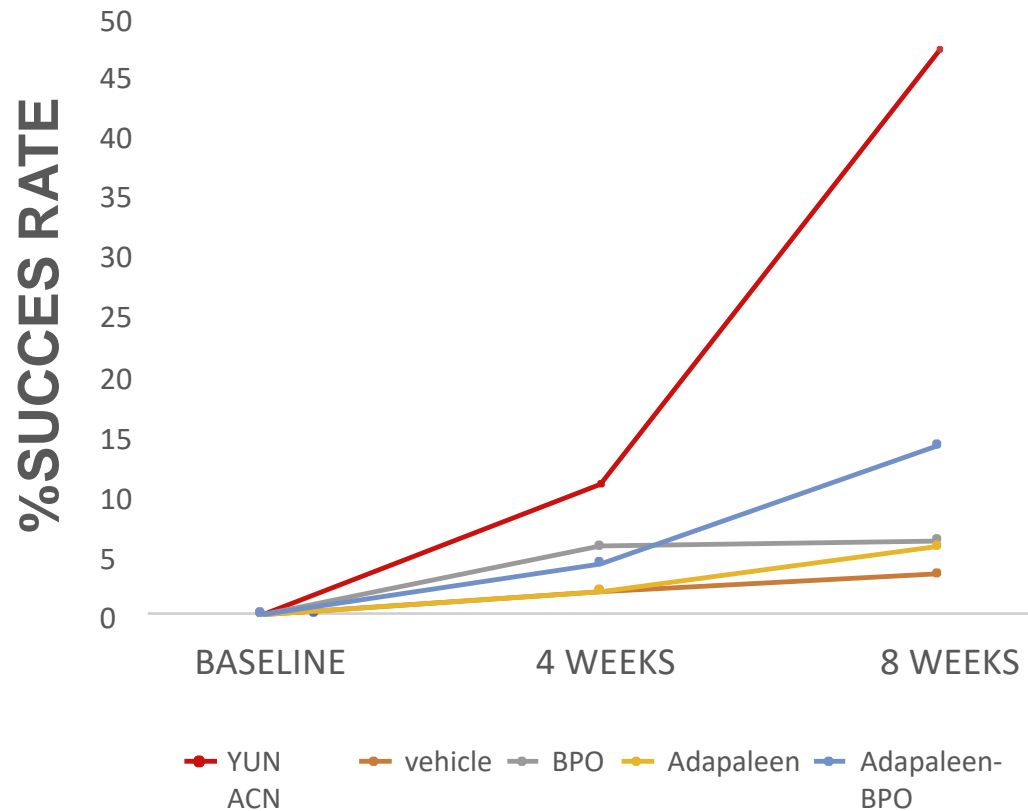
# A UNIQUE AND PATENTED R&D SOLUTION

Live bacteria in water-based environments



# SCIENTIFIC TRIAL

It is not magic ... it is, but scientifically proven



## POST-MARKET FOLLOW UP STUDY

- **Feedback received**
  - 52 dermatologists (6.5% of Belgian total)
  - 199 patients
- **Patient population**
  - Average age (n=174): 22,72 [min. 10 – max. 69]
  - Gender: 34,7% male – 65,3% female
  - Severity: 46,6% mild – 53,4% moderate
- **Result**
  - 165 patients (95%) showed improvement
  - No difference between dermato & patient score



# A MICROBIOME PRODUCT RANGE

For common skin conditions with marketing focus on acne



ACNE



SENSITIVE  
DRY SKIN



VAGINAL  
IRRITATION

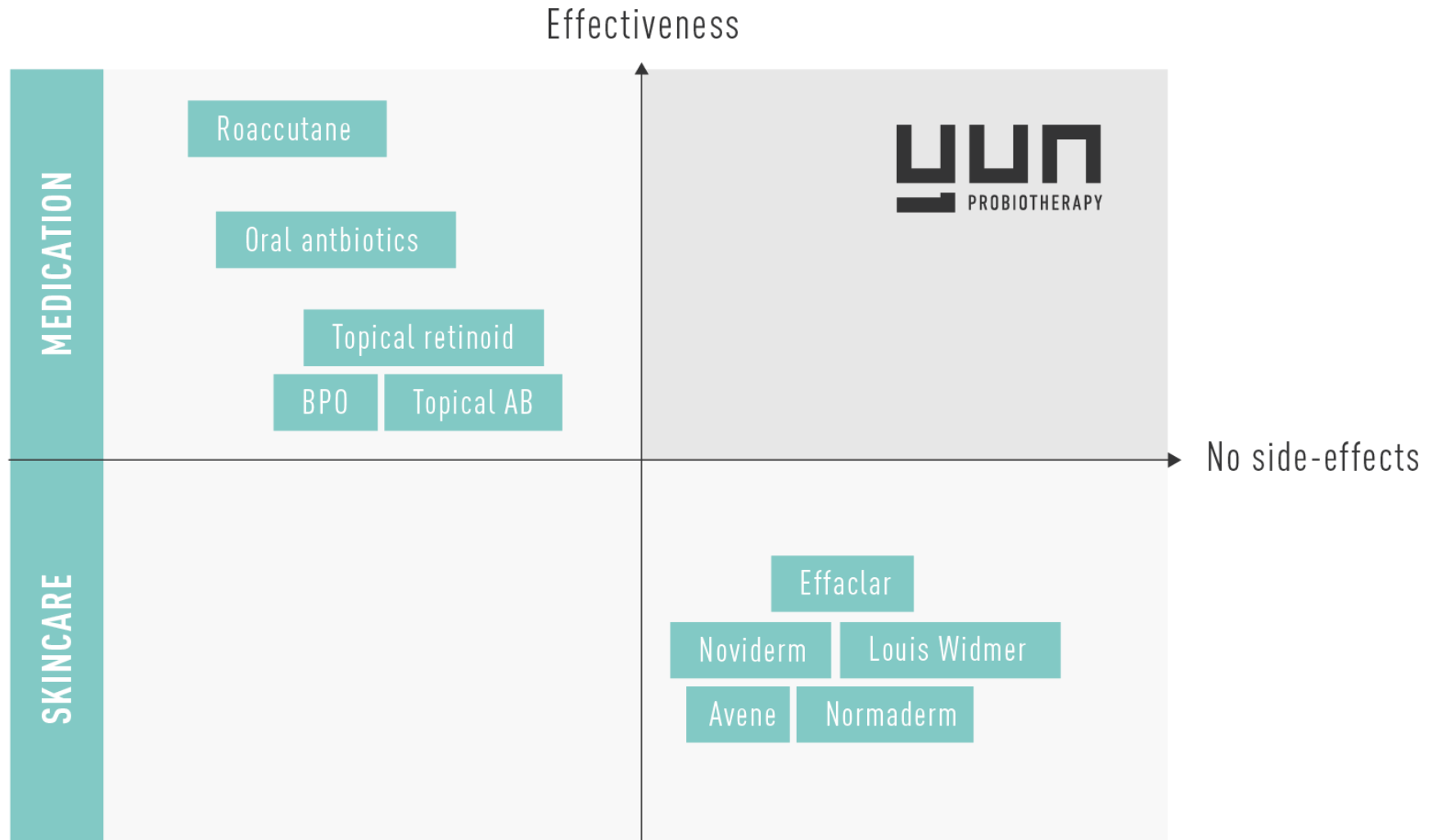


ATHLETE'S  
FOOT



# BEST OF BOTH WORLDS

As effective as a medicine AND as safe as a cosmetic



# LAUNCH RESULTS

Belgian market, based on 4 months results

TO 2018  
1 M€

Distribution  
100%

Online  
conversion  
x2

Re-order rate  
+40%

“May I congratulate  
you on your miracle  
product...”

“A huge  
improvement...  
This is by far the best!”

5,0 ★ ★ ★ ★ ★



4,6 ★ ★ ★ ★ ★

facebook.

4,2 ★ ★ ★ ★ ★



5,0 ★ ★ ★ ★ ★

Google





# YUN TEAM

We are building a high performance organization



**Tom Verlinden**  
**CEO**

**Kamato**  
Executive Board Member

**Qualiphar / Gifrer**  
COO

**Qualiphar / Gifrer**  
Vice President



**Ingmar Claes**  
**CSO**

**Phd Bio-engineering**  
specialization micro-biology  
Leading authority on  
skin microbiome



**Tom Gybels**  
**CCO**

**SBS (Liberty Global)**  
CCO

**Omega Pharma/Perrigo**  
Global Commercial VP

**P&G**  
Sales Director BNL Beauty Care



**Jan-Frederik Mahieu**  
**CFO**

**Ideal Standard**  
EU Finance Director, BU Fittings

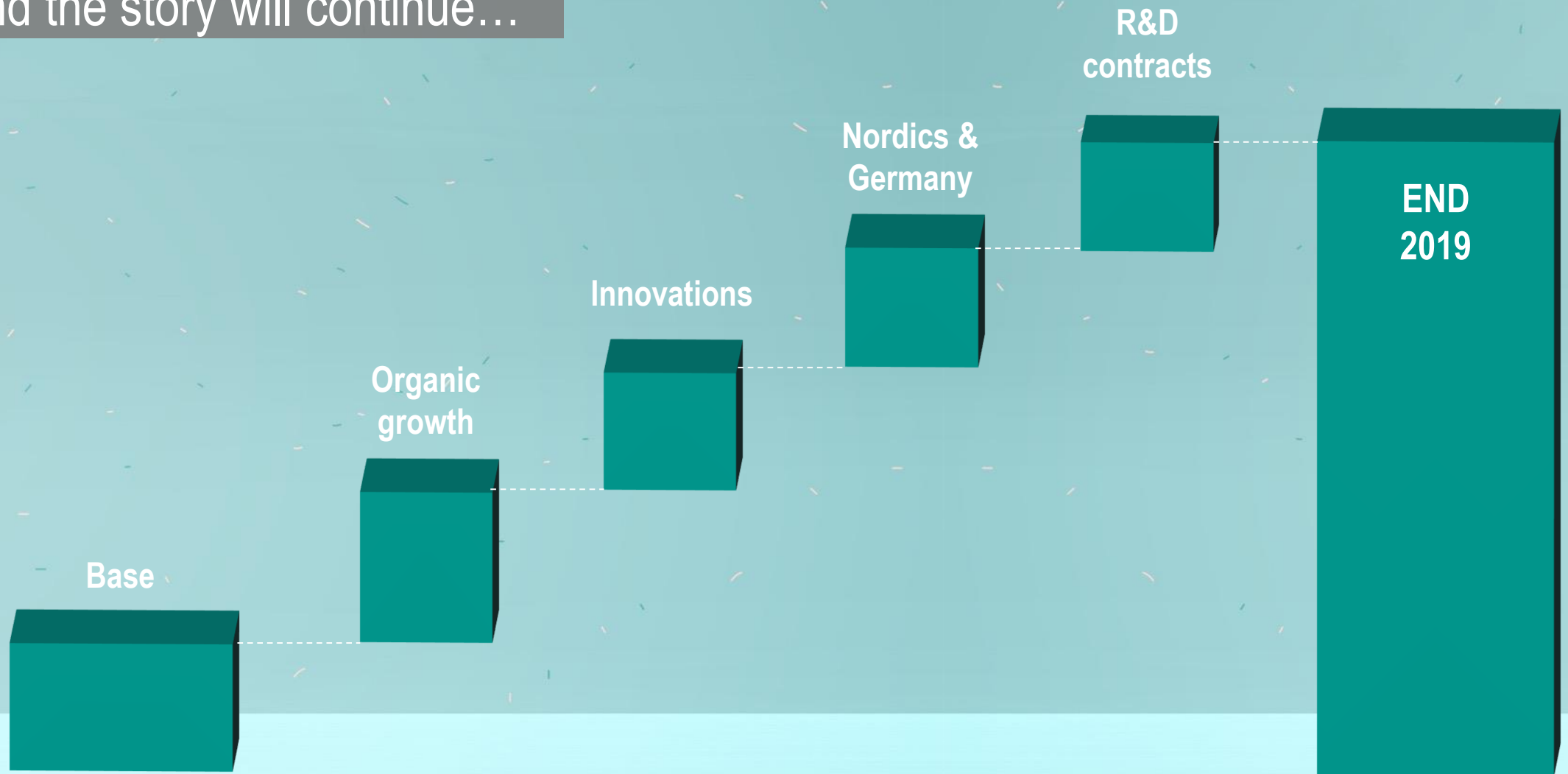
**Ideal Standard**  
EU Finance Director, CO

**P&G**  
WE Finance Manager, Supply Chain



# 2019 PIPELINE

And the story will continue...



# THE NEXT CHAPTER

YUN is looking for a strategic partner to bring the pipeline alive







THANK YOU

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