

# Think differently

on your patients' nutritional therapy

## MediDrink

## MEDIFOOD

## BUSINESS PROFILE



 SWITZERLAND



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## ABOUT MEDIFOOD

### Our Mission

is to develop and provide condition specific FSMPs for disease-related malnutrition in order to contribute to the improvement of medical treatment.

### Our Vision

is to Drive, Lead and Shape the clinical nutrition market.

### Our Core Values

- ✓ Integrity
- ✓ Innovation
- ✓ Partnership
- ✓ Patient & Health Care Professionals

### Our Goals

are to develop targeted nutrition for specific diseases and to achieve active worldwide presence through affiliates or distribution partners. We strive to improve patients' quality of life by innovation of products, therefore contributing to the efficacy of medical treatments.

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## OUR BACKGROUND

Medifood is Swiss-Hungarian company, founded in 2008 with the purpose of **developing and commercializing** research-based, innovative clinical nutrition products.

These are specially formulated medical foods that are processed and intended for the dietary management of diseases, disorders or medical conditions of individuals treated under medical supervision.

Following 2 years of R&D, our first product, MediDrink Plus was registered and launched in Hungary in 2011.



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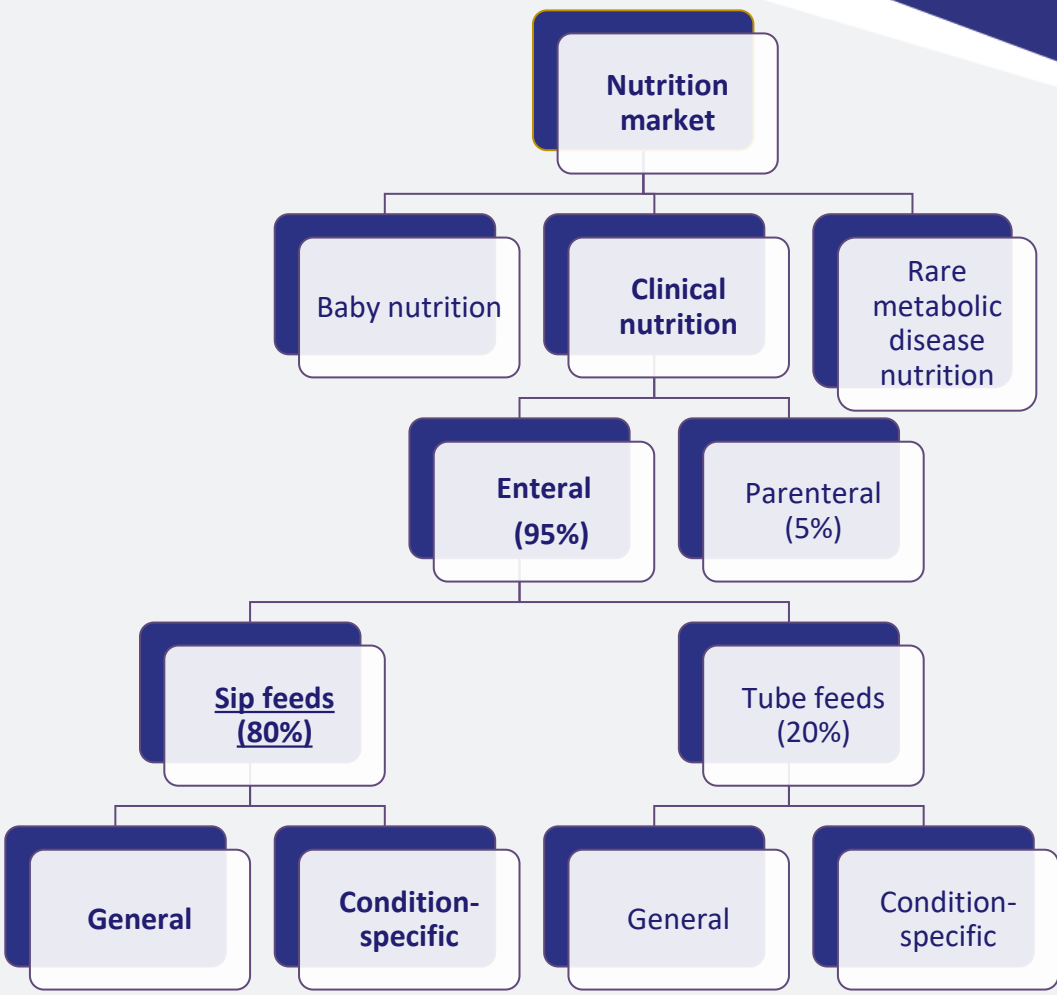
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## NUTRITION MARKET

Sip feeds cover a large majority of the clinical nutrition market.

Our target is the segment of complete sip feeds for the treatment of disease-related malnutrition and cachexia. Our objective is to address the specific medical nutritional requirements of the disease.



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## THERAPEUTIC BACKGROUND

Using state-of-the-art technology in our production facility, Medifood produces high-quality **“Foods for Special Medical Purposes” (FSMP)** (EU Directive 2016/128).

These medical foods or clinical nutrition products, are specially formulated foods that are processed and intended for the dietary management of diseases, disorders or medical conditions of individuals who are being treated under medical supervision.

### Main therapeutic areas:

- Oncology
- Pulmonology (COPD, cystic fibrosis)
- Gastroenterology (IBD, Crohn's disease)
- Other: AIDS, Alzheimer's disease



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## THE IMPORTANCE OF MEDICAL NUTRITION

### Clinical consequences of malnutrition in patients:

- Reduced therapeutic reaction to treatment<sup>1,2</sup>
- More frequent and graver therapeutic toxicity<sup>3</sup>
- More frequent and graver postoperative side-effects<sup>4</sup>
- More frequent and graver postoperative infections<sup>6</sup>
- Longer hospitalization and rehabilitation period<sup>7,8</sup>
- Higher healthcare costs<sup>8</sup>



### Why do FSMPs play such an important role in the Clinical Nutrition market?

- ✓ Management of food intolerance<sup>5</sup>
- ✓ Reduction in weight loss during treatment<sup>5</sup>
- ✓ Reduction in hospital stays, saving costs of malnutrition<sup>8</sup>
- ✓ Improvement in nutritional status, and so quality of life<sup>5</sup>

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## MEDIDRINK PORTFOLIO - ADDRESSING AN UNMET NEED

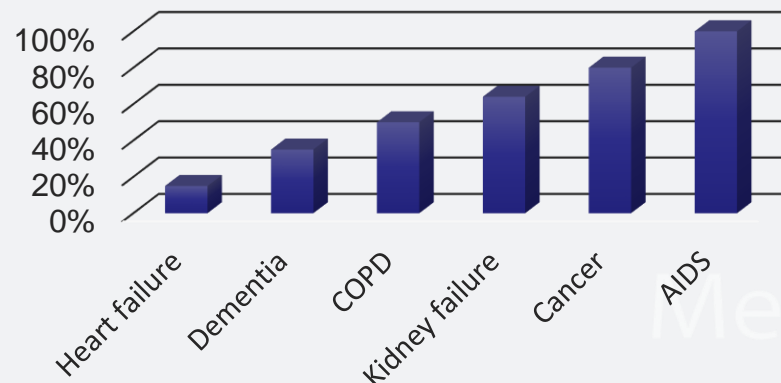
MediDrink portfolio is a complete SIP feed for treatment of disease-related malnutrition and cachexia.

Recent studies examining the effect of disease-related malnutrition on clinical outcomes and healthcare resource use, reveal that around

- **one in four patients** admitted to hospital in the EU are at risk of malnutrition or are already malnourished<sup>9-14</sup>
- **more than 1 in 3 residents** in care homes and older people living independently in the community are malnourished or at risk of malnutrition<sup>10-11; 15-18</sup>

- Cachexia highest in gastric & pancreatic cancer.
- **20% of cancer deaths can be attributed to starving to death**<sup>20</sup>
- COPD: 30% - 70%

### Prevalence of cachexia in diseases<sup>19-20</sup>



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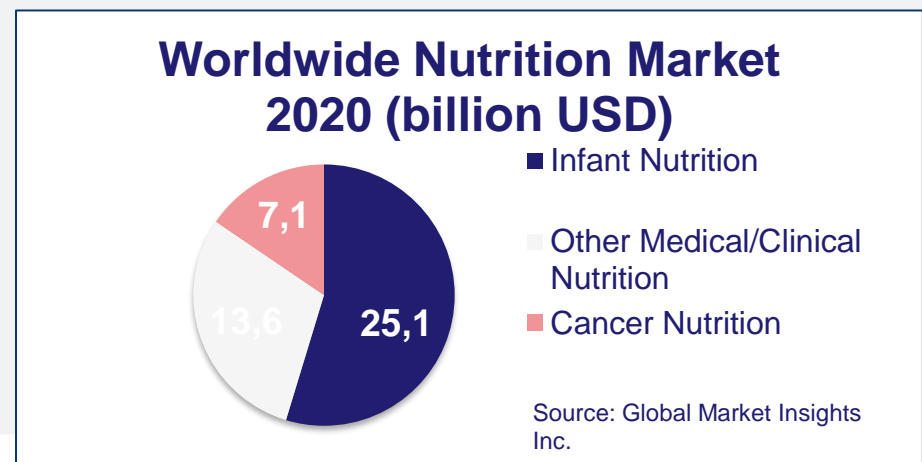
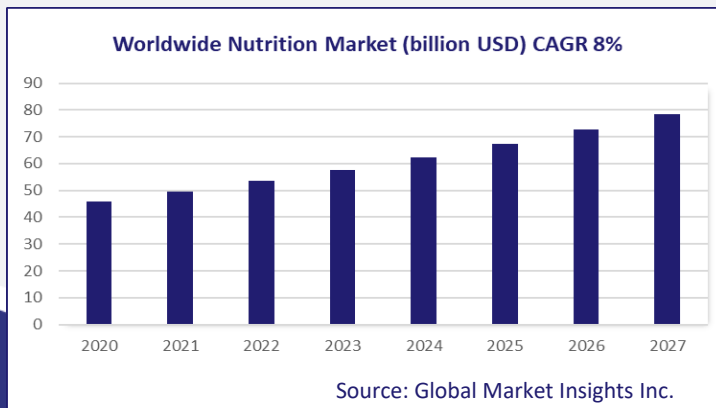


## GLOBAL MARKET POTENTIAL

The global clinical nutrition market reached **\$47,800 million in 2021** is expected to grow at a CAGR of **9.3% during the forecast period 2022–2030\***. The growing geriatric population, the increasing incidence of malnutrition, and the increasing prevalence of communicable and non-communicable chronic diseases across the globe are a few major factors driving the growth of the market.

### Accelerated growth potential due to

- Increasing use of whey protein in clinical nutrition
- Growing popularity of home-based healthcare
- High incidence of malnutrition among hospitalized patients
- Enteral nutrition driving market growth



\* <https://www.gminsights.com/industry-analysis/clinical-nutrition-market>



# OUR PORTFOLIO – BY PURPOSE

## MEDIDRINK PORTFOLIO – SUITABLE FOR DIABETIC PATIENTS AS WELL

### GENERAL ONS

- MediDrink Plus
- MediDrink Extra
- MediDrink Standard

### CONDITION-SPECIFIC

- MediDrink Pulmo
- MediDrink Gastro
- MediDrink RC
- MediDrink OpLoad
- MedInZone GDM
- MediDrink Neo
- MediDrink CF
- MediDrink PeriOp
- MediDrink Renal
- MediDrink Hepa

### AGE-RELATED

- MediDrink Platinum
- MediDrink Kids 

## OUR PORTFOLIO – GENERAL MALNUTRITION

- **Category:** “Food for special medical purposes” according to EC directive FSMP 1999/21. Nutritionally complete food for oral use. (ATC V06D)
- **Indication:** For the dietary management of disease-related malnutrition and cachexia
- **Claims:** Nutritionally complete ready-to-drink sip feed (suitable as a sole source of nutrition)
  - Accelerates weight gain (high **energy** content: 2kcal/ml)
  - Restores lean body mass (high **protein** content: 8g/100ml)
  - Mitigates chronic inflammation (high **Omega-3**)
  - Contributes to the medical therapy (high Omega-3 level, low carbohydrate)
  - Gluten-free, lactose-free (lactose≤0,1g/100g)
  - Ensures good compliance (7 flavours)
  - Low residue
- **Packaging:** 200ml Tetra Pack



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Available in chocolate, strawberry, vanilla, coffee, banana, forest fruit flavours and unflavoured

## OUR PORTFOLIO – DESIGNED FOR COPD AND CF PATIENTS

- **Indication:** for the dietary management of disease-related malnutrition in patients with compromised respiratory function.
- **Claims:** Nutritionally complete ready-to-drink sip feed for oral use (suitable as a sole source of nutrition)
  - Helps improve nutritional status (high **energy:** 2kcal/ml, high **protein:** 10g/ml, **MCT**)
  - Helps improve muscle strength (high protein, **L-carnitine**, vitamin D)
  - Decreases respiratory load (low-carbohydrate)
  - Helps improve quality of life (high in **Omega-3**, **vitamins** C, D, E, zinc, selenium)
  - Gluten-free, lactose-free (lactose $\leq$ 0,1g/100g)
  - Ensures good compliance (3 popular flavours)
- **Packaging:** 200ml or 330ml Tetra Pack



Available in chocolate, vanilla and strawberry flavours

## OUR PORTFOLIO – THE ONCOLOGICAL PATIENTS' NUTRITIONAL THERAPY

- **Indication:** for the dietary management of disease-related malnutrition and cachexia for cancer patients
- **Claims:** Nutritionally complete ready-to-drink sip feed for oral use (suitable as a sole source of nutrition)
  - Helps improve nutritional status (high **energy**: 2,2kcal/ml, high **protein** 12g/100ml, MCT)
  - Helps mitigate metabolic derangements (high **Omega-3**, **low-carbohydrate**)
  - Helps improve quality of life (high in **vitamins C, D, E, zinc**)
  - Has immunonutritional effects (**Omega-3, choline, L-carnitine**)
  - Ensures good compliance (3 popular flavours)
  - Gluten-free, lactose-free (lactose $\leq$ 0,1g/100g)
- **Packaging:** 200ml or 330ml Tetra Pack



## OUR PORTFOLIO – CROHN'S DISEASE PATIENTS' NUTRITIONAL THERAPY

- **Indication:** active Crohn's disease and Crohn's disease-associated malnutrition
- **Claims:** Nutritionally complete ready-to-drink sip feed for oral use (suitable as a sole source of nutrition)
  - Helps improve nutritional status (high **energy**: 2 kcal/ml, high **protein** 9.5 g/100ml, MCT)
  - Contains anti-inflammatory TGF- $\beta$ 2 (>467  $\mu$ g/100 ml)
  - Contains MCT, a rapidly utilizable energy source even in malabsorption (4 g/100 ml)
  - Contains additional glutamine (1 g/100 ml) and arginine (500 mg/100 ml), which are important amino acids for the maintenance of intestinal barrier function
  - Ensures good compliance (3 popular flavours)
  - Gluten-free, lactose-free (lactose $\leq$ 0,1g/100g)
- **Packaging:** 330ml Tetra Pack



## OUR PORTFOLIO – PREOPERATIVE NUTRITIONAL THERAPY

- **Indication:** Food for special medical purposes for the preoperative dietary management of **surgical patients\***. Can be consumed up to 2 hours prior to surgery.
- **Claims:**
  - **Energy:** 200kcal/200ml
  - **Carbohydrate** content: 50g/200ml
  - Contains **Zinc, Vitamin A & Vitamin C**
  - Helps sustain proper metabolism
  - May attenuate muscle mass depletion
  - May reduce risk of complications
  - Improves postoperative insulin resistance
  - Improves well-being
  - Gluten-free, lactose-free
- **Packaging:** 200ml Tetra Pack



In refreshing lemonade flavour

\*According to ERAS guidelines.

## OUR PORTFOLIO – ADDRESSING THE ELDERLY PATIENTS

- **Indication:** for the dietary management of disease-related malnutrition and cachexia in the elderly
- **Claims:** Nutritionally complete ready-to-drink sip feed for oral use (suitable as a sole source of nutrition)
  - Helps improve nutritional status (High **energy** content: 2kcal/ml, high **protein** content (10g/100ml)
  - Helps mitigate symptoms of co-morbidities (high protein, high **Omega-3**, low carbohydrate content, taurine, lutein, zeaxanthin, Salto3)
  - Helps improve cognition (taurine)
  - Helps improve quality of life (**taurine, lutein, zeaxanthin, Salto3**)
  - Ensures good compliance (3 popular flavours)
  - Gluten-free, lactose-free (lactose $\leq$ 0,1g/100g)
- **Packaging:** 200ml or 330ml Tetra Pack



Available in chocolate, strawberry and vanilla flavours

## OUR PORTFOLIO - FOR THE YOUNG AGE

### LAUNCHING SOON

- **Indication:** for the dietary management of disease-related malnutrition (1-10 years of age)
- **Claims:** Nutritionally complete ready-to-drink sip feed for oral use (suitable as a sole source of nutrition)
  - Helps improve nutritional status (**energy** content: 1 kcal/ml, high **protein** content)
  - Provides complete nutrition (contains **dietary fibre**)
  - Gluten-free, lactose-free (lactose $\leq$ 0,1g/100g)
  - Available in 3 flavours
- **Packaging:** 200ml or 330ml Tetra Pack



Available in chocolate, strawberry and vanilla flavours

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## ECO-FRIENDLY PACKAGING



### Tetra Pak beverage carton sustainability features Certificates and adaptable logos



**FSC –**  
The FSC certification ensures that the wood used to produce paper comes from responsibly managed forests



**Bonsucro –**  
Bonsucro certification promotes sustainable sugar cane production, processing and trade around the world



**Mobius Loop –**  
this logo indicates that a product can be recycled, but not necessarily that it has been itself produced from recycled materials



**Carbon Trust –**  
This logo demonstrates that a product has a certified carbon footprint (applicable to packages with plant-based polymers)



Yes	Yes	Yes	Yes	Plant-based package
Yes	No	Yes	No	

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## ECO-FRIENDLY PACKAGING

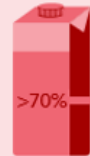
Consumers are increasingly engaged with environmental issues



40% of consumers state that environmental logos help them understand the environmental impact of packaging and make products more appealing



### RENEWABILITY



International standards provide a guarantee of responsible sourcing

On average, over 70% of the material that makes up our packages is paperboard

100% FSC® CoC certification

OK biobased certification for bioplastics

We constantly strive to develop innovative products, equipment and services that reduce impact on the environment



### LOGISTIC EFFICIENCY

\*Tetra Brik® Aseptic and Tetra Brik® Aseptic Edge

### RECYCLABILITY



More than 1 million tonnes of used beverage cartons are collected every year



Over 160 recyclers around the world extract paper fibres

The resulting fibre is used to make paper and many other new products



### CARBON FOOTPRINT

\*IFEU meta-analysis: LCA studies on beverage cartons and alternative packaging

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## ECO-FRIENDLY PACKAGING – 200ML PACK SIZE



### Product advantages and main features

Tetra Brik® Aseptic 200 Slim Straw/Perforation

Tetra Brik® Aseptic 200 Slim Straw/Perforation



Package weight: 8 g

QSV: 7197-465-10

Paperboard: 71,2%

Fossil based plastic: 22,4%

Aluminium foil: 6,3%

71,2%  
plant-based  
materials

-12% CO2  
reduction vs fossil  
based packaging  
(based on cradle to grave  
results)

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Source: Tetra  
Pak

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## ECO-FRIENDLY PACKAGING – 200ML PACK SIZE



### Tetra Brik® Aseptic 200 Slim Straw/Perforation



- ▶ Easy to distribute, stack and store
- ▶ Easy to hold and drink from
- ▶ Smart for the planet - made of renewable materials
- ▶ Variety of printing options and packaging material effects to enhance brand messaging
- ▶ Aseptic product protection
- ▶ High consumer acceptance



- ▶ Improved environmental profile with a recyclable paper straw, certified according to the standards of the Forest Stewardship Council™ (FSC™)
- ▶ Paper straws are made of more than 90% paper, a renewable resource and natural material which, **when sourced responsibly, grows back**
- ▶ A paper straw produced in Europe according to the Good Manufacturing Procedure\* and with a food contact certificate, distributed via a well-established global supply chain



\*Compliance with Food Contact Legislation in Europe related to materials and articles intended to come into contact with food.

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## ECO-FRIENDLY PACKAGING - - 330ML PACK SIZE



### Product advantages Tetra Prisma® Aseptic 330 Square

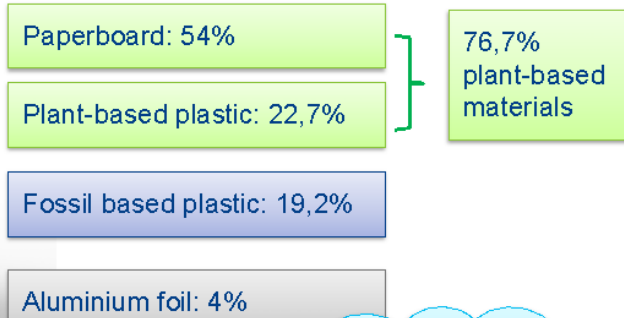
Current packmat

Tetra Prisma® Aseptic 330 Square DreamCap™ 26



Package weight: 16 g

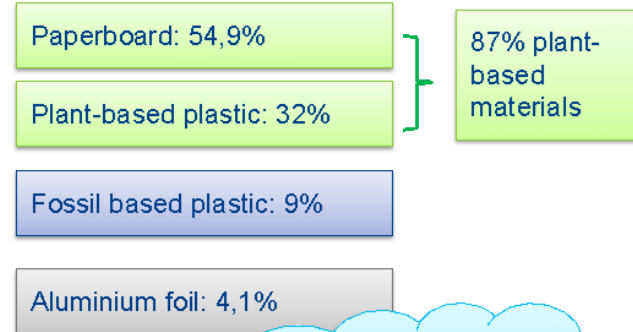
QSV: B921-602-70



-24% CO2 reduction vs fossil based packaging (based on cradle to grave results)

Upcoming packmat with new tethered cap

TPA 330 Sq with tethered cap (DreamCap 26 Pro)



-33% CO2 reduction vs fossil based packaging (based on cradle to grave results)

Initials/YYYY-MM-DD 8 General

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## ECO-FRIENDLY PACKAGING – 330ML PACK SIZE



### Main features of award-winning Tetra Prisma® Aseptic DreamCap™ 26



- ▶ 'Ease of use' and 'ease of opening' from the Swedish Rheumatism Association (SRA)
- ▶ Optimal drinking – mouth fit and flow
- ▶ Ergonomic shape which follows the curved palms of your hands and creates a secure and comfortable grip, while you hold the package
- ▶ High portability for on-the-go occasions (closes well)
- ▶ Safe and secure
- ▶ Hygienic
- ▶ Aseptic package to avoid preservatives or refrigeration
- ▶ Lower carbon footprint



Gold Snacking Award  
France



Scan Star Award  
Scandinavia



Hellenic Award  
Greece



OSCAR

Oscar Award  
France

Initia 9  
General

Source: Tetra  
Pak

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# WHERE ARE WE PRESENT



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## COMPETITIVE ENVIRONMENT

There are a number of different sip feeds available, some of which are general products and some of which have highly specialised formulations for particular patient groups.



Nutricia (Dutch company acquired by Danone), nutrition market leader with 30%.  
Flagship product: Nutridrink (Fortisip)



Abbott Nutrition (USA Pharmaceutical company). Flagship product: Ensure Plus



Nestlé (Novartis Nutrition). Flagship product: IsoSource, Resource, Clinutren



Fresenius-Kabi: Smallest MS. Flagship product: Fresubin

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## MEDICAL NUTRITION MARKET – WHY ATTRACTIVE?

- ✓ Niche market
- ✓ Low competition
- ✓ High price and operating margin vs. food industry
- ✓ Easy registration of product
- ✓ Product is reimbursed by health insurance funds
- ✓ High growth potential due to rapidly growing market<sup>21-22</sup>



With the rapid and successful integration of MediDrink portfolio in Hungary, we have secured a strong platform to expand globally.

We are currently **seeking distribution partners** in selected territories to enhance our international expansion.

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## WE WELCOME YOUR PARTNERSHIP



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## **APPENDIX**

- About FSMP-s
- Our development pipeline
- Regulatory environment
- Literature

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## ABOUT FSMP-S

**Definition:** FSMP-s, also referred to as medical foods or clinical nutrition, are intended for the dietary management of patients with a limited, impaired or disturbed capacity, for example, to take ordinary food because of a specific disease, disorder or medical condition (EU 609/2013).

They can be administered enterally, either by mouth or via an enteral tube. FSMPs are used in hospitals, clinics, nursing homes, and in an increasing number of cases at home.

**Characteristics:** FSMPs represent a very diverse group of products, which can be presented in several different forms including:

- ready to feed liquid preparations;
- powders for reconstitution into liquids;
- semi-solid and solid foods; or
- powders/liquids which can be incorporated into other foods.

**FSMP-s can be divided into three main categories:**

- Nutritionally complete standard foods (MediDrink Plus, Platinum and Kids fall into this category)
- Nutritionally complete foods for dietary management of malnutrition in specific conditions (MediDrink Pulmo, CF, Neo, Gastro, PeriOp)
- Nutritionally incomplete foods (MediDrink OpLoad)

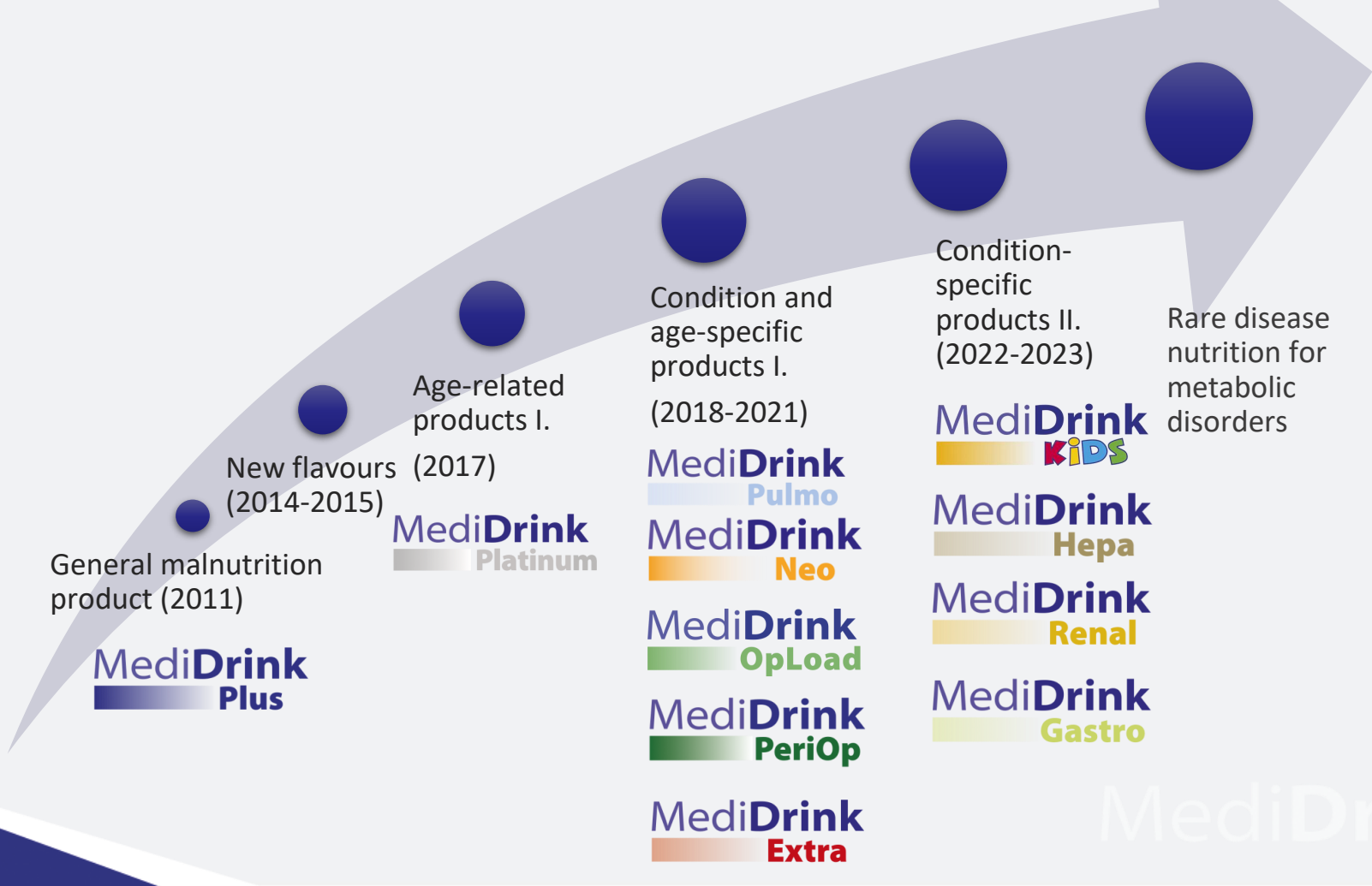
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## OUR DEVELOPMENT PIPELINE



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## REGULATORY ENVIRONMENT

FSMPs are a recognised category of products covered by the EU's Foods for Particular Nutritional Uses (PARNUTs) framework directive (89/398/EEC). This directive defined dietetic foods and laid down general requirements for their composition and labelling. It also required that detailed directives be developed for nine categories of dietetic foods. These categories included foods for infants and young children, meal replacement products for weight control, FSMPs and sports nutrition products.

The European Commission has issued the Regulation (EU) 2016/128 of 2015 supplementing Regulation (EU) No 609/2013 of the European Parliament and of the Council as regards the specific compositional and information requirements for food for special medical purposes.

FSMPs are designed to be used under medical supervision and the specific labelling requirements of the directive are intended to ensure the proper use of the products by patients and healthcare professionals. This directive has been enacted in national laws governing food labelling.

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**THANK YOU FOR YOUR ATTENTION!**

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