

***Engineered T cell therapies***  
A new paradigm in oncology

## FORWARD LOOKING STATEMENT

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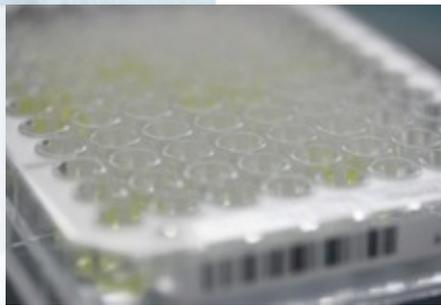
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## Brief introduction to Collectis



## Collectis in brief

### Corporate

- Discovery and development in engineered T cell therapy for oncology
- NYSE Alternext Paris (ALCLS)
- 27.9 M shares outstanding (32.5 fully diluted)
- 73 employees

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### Technologies

- I. Nuclease based genome engineering – TALEN™, meganucleases
  - II. Multi-chain Chimeric Antigen Receptor based of IgE backbone
  - III. Manufacturing of off-the-shelve frozen pharmaceutical products
- Over 120 patents granted and 350 patent applications

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### Products

- 12 programs – one preclinical proof of concept
- Lead product: UCART123 allogeneic T cell for AML
- Phase I planed for 2016

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### Partnerships

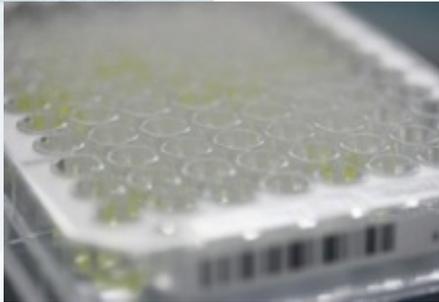
- Series of agreements since inception with recurrent revenues
- Alliance with Servier on UCART19 (Phase I for 2015) + 5 targets in oncology
- Alliance with Pfizer on 15 targets in oncology

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### Subsidiary

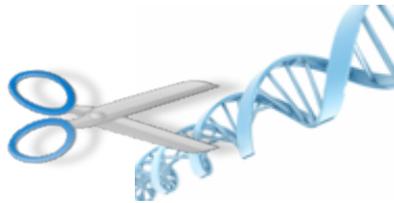
- 1 fully owned subsidiary: Collectis plant sciences in New Brighton, MN (15 FTE)
-

## Core technology



## DNA genome engineering

Collectis' competitive advantage: rational genome engineering  
The innovation: NUCLEASES or DNA scissors!



**TALEN™**  
**MNs**

4 criteria for therapeutic gene editing technologies:

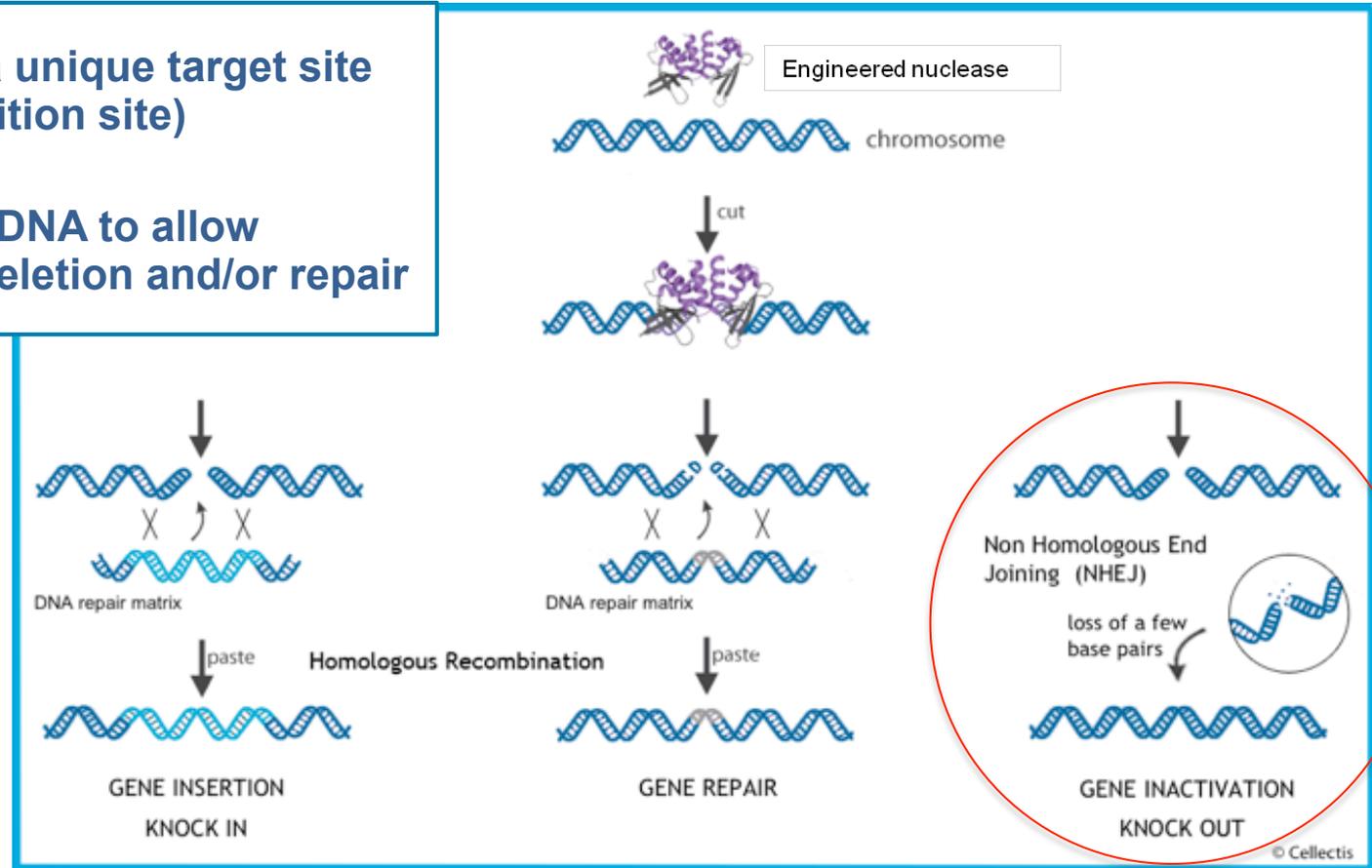
1. Precision: How close a nucleotide could be targeted in the genome?
2. Efficacy: What will be the percentage of cells with a gene editing?
3. Safety: How little does it cut elsewhere (off target effect)?
4. Vectorization: How well could it be vectorized?

15 years of experience in quality, throughput & innovation

# Pioneer and leader in genome engineering: core technology

**TALEN™ cut DNA at a unique target site (30 base pairs recognition site)**

**Induce an opening in DNA to allow sequence insertion, deletion and/or repair**

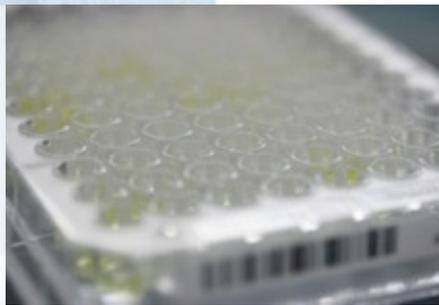


**AT A SAFE HARBOR LOCUS FOR GENE COMPLEMENTATION**

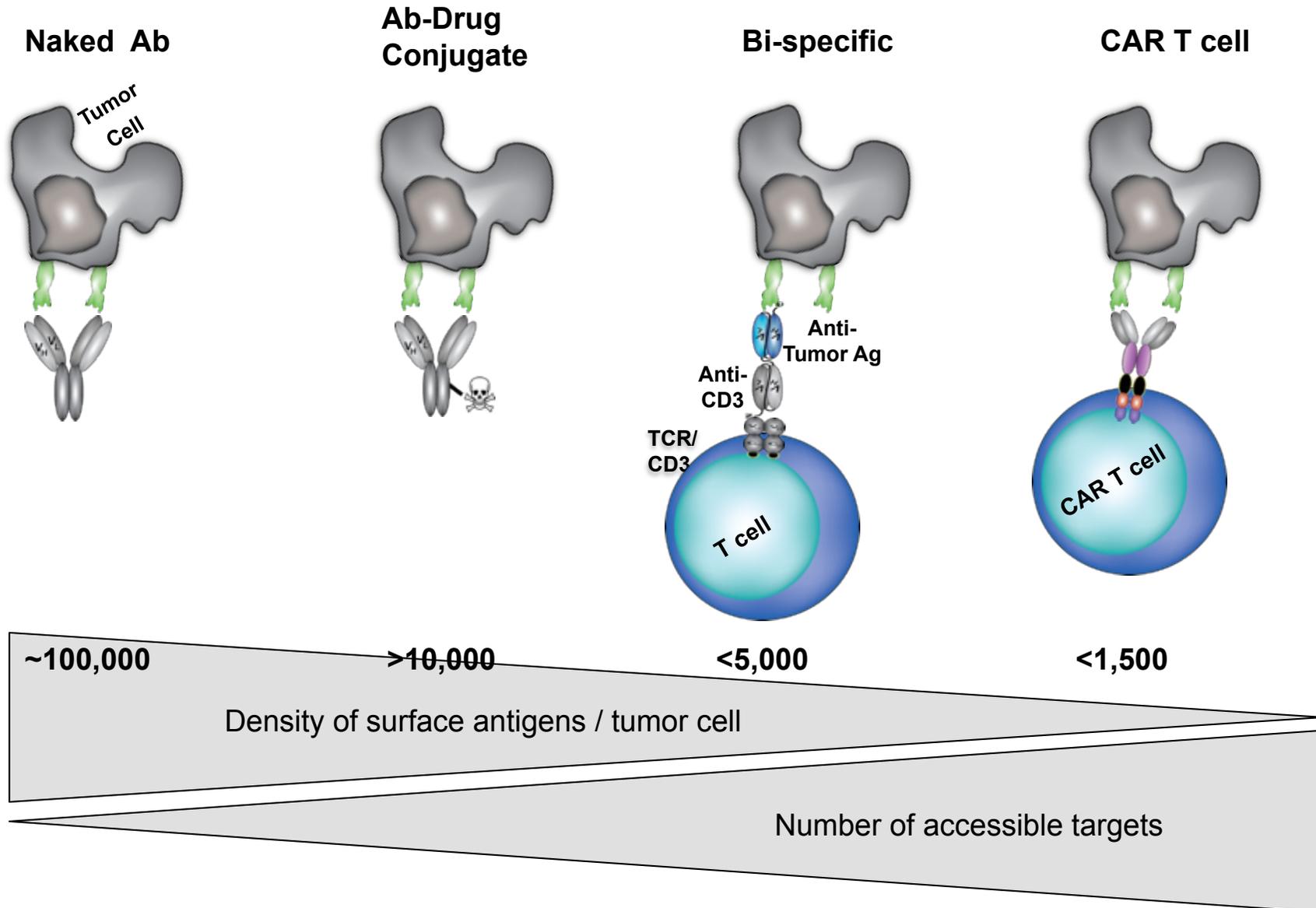
**AT THE GENE LOCUS**

**GENE SPECIFIC**

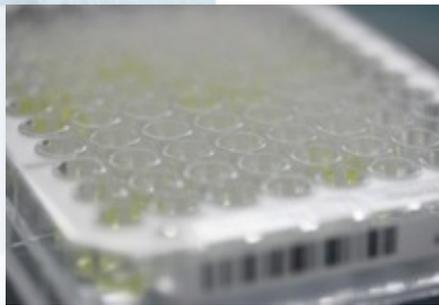
A new paradigm in the treatment of cancer



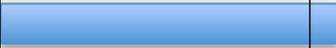
# Expanding the space of immunotherapies



Roll out in liquid and solid tumor indications



## Broad CAR T cell pipeline<sup>(1)</sup>

	Discovery	Preclinical	Phase I
UCART19 (*)			 Q3 2015
UCART123		Q3 2014	
UCARTCS1		Q2 2015	
UCART38 (**)		Q2 2015	
S-2 (*)		Q1 2015	
S-3 (*)		Q1 2015	
S-4 (*)		Q2 2015	
S-5 (*)		Q3 2015	
S-6 (*)		Q3 2015	

- CD19+ B cell malignancies
- Acute myeloid leukemia (AML)
- Multiple myeloma (MM)
- Multiple myeloma (MM)

(\*) Subject to an exclusive worldwide option agreement with Servier (S2-S6, targets undisclosed)

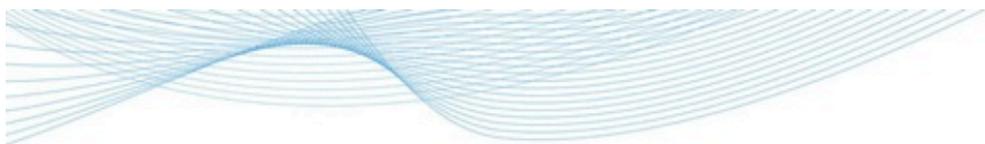
(\*\*) Target under Pfizer-Cellectis joint research effort

(1) Not including 15 targets in Pfizer alliance

## Alliance with Servier

On March the 7<sup>th</sup>, Cellestis has entered into an alliance with Servier

- ✓ Scope: development of
  - UCART19 in B-cell malignancies
  - 5 other candidates in solid tumors
  
- ✓ Responsibilities:
  - Cellestis will be responsible for the R&D of certain candidates through the end of clinical phase I.
  - Servier may exercise an exclusive worldwide option for each candidate developed under the agreement.
  - Upon exercising each option, Servier will be responsible for taking over clinical development, registration and commercialization of each product.
  
- ✓ Financials:
  - Upfront payment of **\$10 million**
  - Up to **\$140 million for each of the six candidates** potentially developed, spread over various milestones in the development and commercialization phases.
  - In addition, Cellestis will receive **royalties on the sales** of commercialized products.

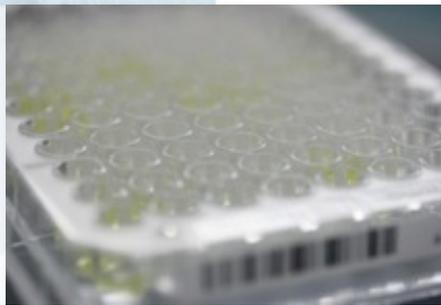


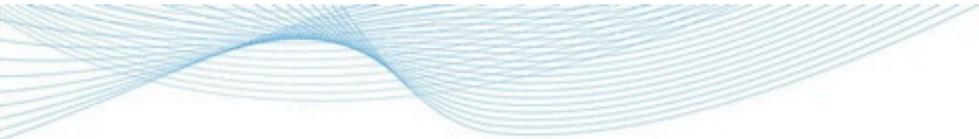
## Alliance with Pfizer

On June the 18<sup>th</sup>, Cellecctis has entered into an alliance with Pfizer

- ✓ Scope: development of CAR-T cell therapies in oncology
  - 15 Pfizer targets
  - 12 Cellecctis targets
- ✓ Exclusivity:
  - For 4 years, Cellecctis will not enter into another preclinical CAR-T alliance in oncology
  - No exclusivity on each Cellecctis product once IND filed
- ✓ Responsibilities:
  - Both companies work together on preclinical research for 15 Pfizer targets and 4 Cellecctis targets (the other 8 Cellecctis targets are developed outside the alliance).
  - Each company is responsible and has all worldwide rights for clinical development and commercialization of any product directed at its own targets.
  - Pfizer has right of first refusal on the products directed at the 4 Cellecctis targets developed in the alliance.
- ✓ Financials:
  - Upfront payment of **\$80 million**
  - Up to **\$185 million for each product targeting a Pfizer target** potentially developed, spread over various milestones in the development and commercialization phases.
  - In addition, Cellecctis will receive **royalties on the sales** of commercialized products.
- ✓ Equity:
  - Pfizer purchased about 10% of Cellecctis' capital through newly issued shares at a price of €9.25 per share. Shareholders representing more than 45% of voting rights approved that equity agreement.

## Management & Conclusion



A decorative graphic at the top left of the slide consisting of several thin, light blue lines that curve and wave across the top of the page.

## Management team & board of directors

### MANAGEMENT

- **André Choulika**, Chairman and CEO
- **David Sourdiv**e, Executive Vice President  
Corporate Development
- **Mathieu Simon**, Executive Vice President, COO
- **Thierry Moulin**, Chief Financial Officer
- **Philippe Duchateau**, Chief Scientific Officer
- **Philippe Valachs**, Company Secretary

### BOARD OF DIRECTORS

- André Choulika Ph.D.
- David Sourdiv Ph.D.
- Mathieu Simon M.D.
- Laurent Arthaud
- Annick Schwebig M.D.
- Pierre Bastid
- Alain Godard
- Kaminwest represented  
by Roger J. Hajjar M.D.

## The take home message

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### Our differentiated approach

- I. Nuclease based genome engineering – TALEN™, Mega
- II. Multi-chain Chimeric Antigen Receptor – the next CAR
- III. Manufacturing of off-the-shelf frozen pharmaceutical products

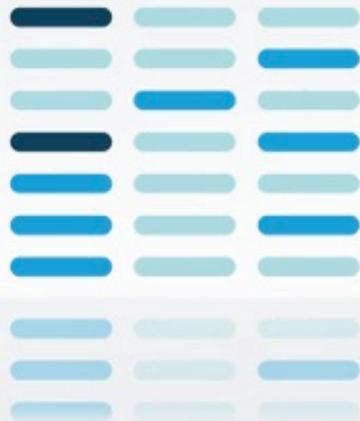
### A pipeline addressing 33 targets in oncology

- 12 targets for Cellecctis
- 6 targets for Servier
- 15 targets for Pfizer



Phase I for UCART19 in Q3 2015

A strong balance sheet

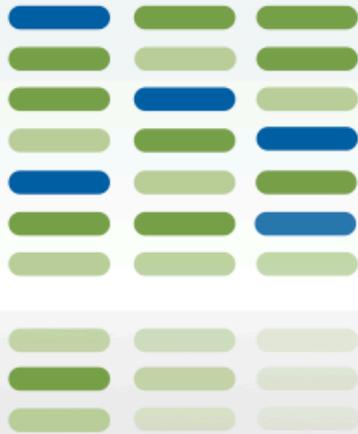


# Thank you

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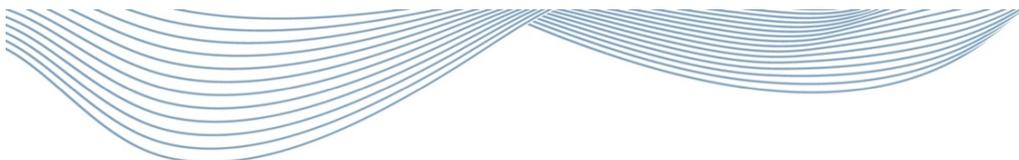


# Collectis plant sciences

*Healthier Food Products*

October, 2014

The Green Evolution Company



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# Summary



## Vision

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### **Becoming a new leader in AgBiotech**

#### **A consumer and farmer focused plant company**

- Focus: Develop new generation plant products
- Target large crop markets: Wheat, Soybean, Potato, ...
- Best in Class: innovative products
- Fast time to market 6-10 years vs. 13 years
- Reasonable costs: ~\$6m per Trait

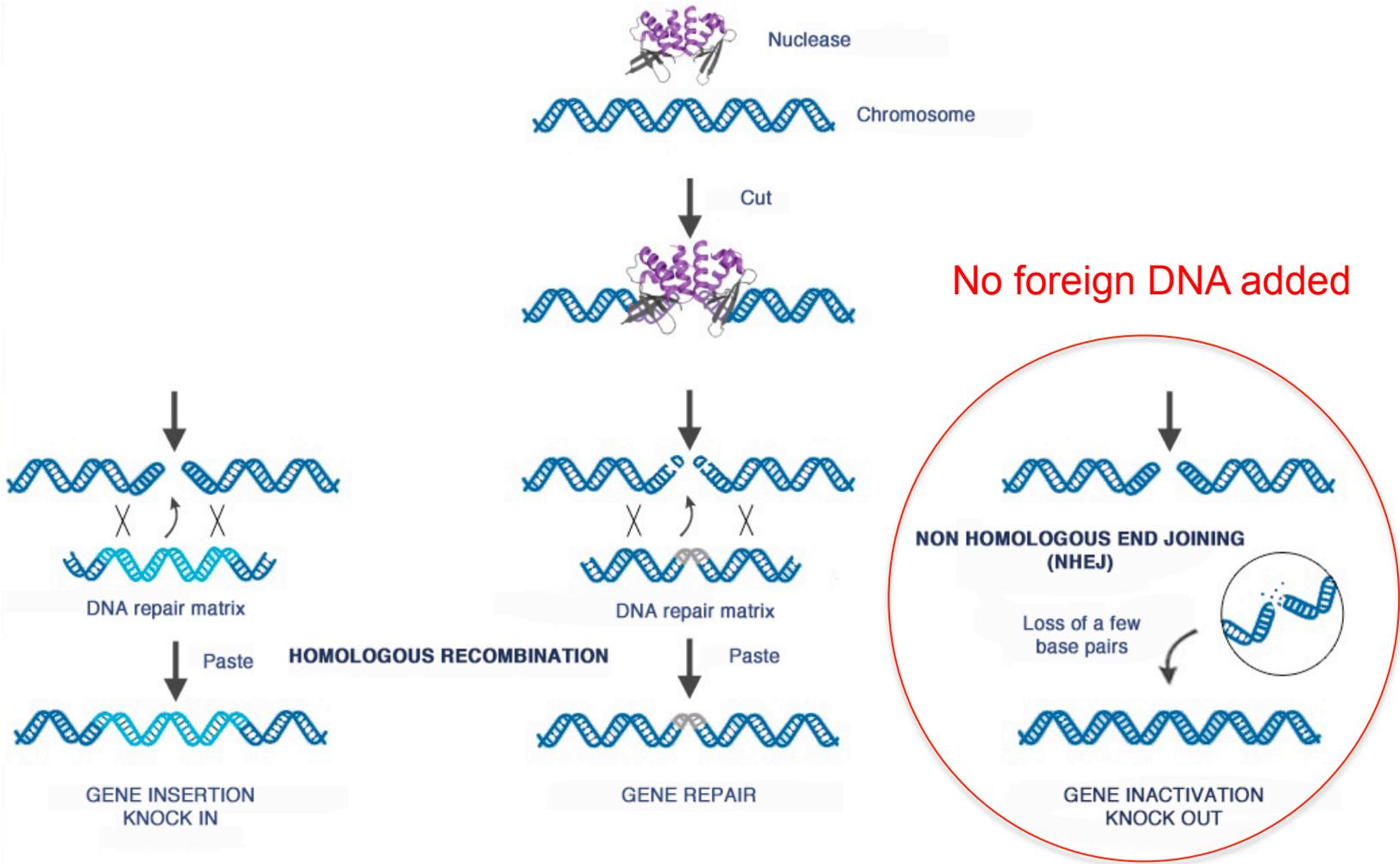
#### **The Future of AgBiotech Products!**

## Breakthrough Technology: Gene Editing

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- Plants are modified to create value to consumers
  - No foreign DNA added in final products
  - Products are not different from naturally occurring plants
- Strong IP position
  - Exclusive license from Univ of Minnesota on TALEN™
  - Proprietary transformation technologies
- Fast and cost effective development to market
  - Improved selection of events
  - Fast process development

# Nuclease Technology and Applications

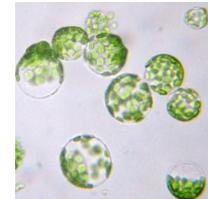


# Collectis Plant Sciences - Platform

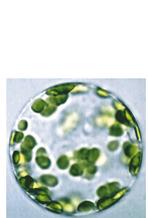
**Step 1: Identification of a gene of interest to be edited & development of a nuclease**

**Step 2: Transient transformation of plant cells with nucleases**

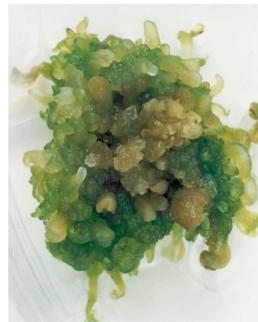
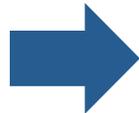
Independent plant transformation methods



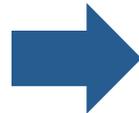
**Step 3: Regeneration of plants without any foreign DNA**



Plant cell



Callus



Plantlet



Field

# Introduction



## Mission

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### Healthier Food for a Better Life

- Develop plants with healthier characteristics
- Meet the needs of a growing population
- Produce food in the context of climate change



# Collectis Plant Sciences Inc. at a Glance

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## Corporate

- Development of new plant breeds with healthier properties
- Founded in 2010 in Minneapolis, Minnesota USA
- 15 employees

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## Technologies

- Best in class gene editing technologies – TALEN™, meganucleases, Crispr
- A strong know-how in proprietary plant transformation technologies
- Non-transgenic and non regulated products

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## Products

- Crops: Soybean, Potato, Wheat, Canola
- Cold Storable Potato, No Trans-Fat Soybean Oil
- Open field trial Soybean Trait started Q2-2014

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## Partnerships

- Industrial partners: Bayer, Monsanto, Syngenta, Mitsubishi, Pepsico, SES Vanderhave, Limagrain
  - Alliances with breeders for a path to market on Elite germplasms
  - Research partnership with the University of Minnesota
-

## Executive management team

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### CEO

VP Business Development at Collectis  
CalTech, Institut Pasteur, CNRS fellow  
Board Member of Minnesota Chamber of Commerce

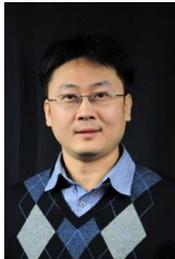
Luc Mathis, PhD



### CSO

CEO and co-founder of Phytodyne and AGT Biotech  
Elected Fellow of the American Association for the Advancement of Science  
Inventor of TALEN Technology  
Professor and Director of Genome Engineering Department at the UMN

Pr. Dan Voytas, PhD



### COO

Research Director at CPS  
Co-inventor of TALEN Technology  
Iowa State University, University of Georgia, UMN

Feng Zhang, PhD



### Director of Product Development

Business Development Director at CPS  
Agronomy and Plant Breeding at the University of Wisconsin-Madison , PhD at UMN

William Haun, PhD

# The AgBiotech Market





# An expensive toll for new players

## Revenues of Top AgBiotech Companies

Company	Syngenta	Monsanto	Dow AS	Pioneer	Bayer	Limagrain
Revenue	\$14.2b	\$13.5b	\$6.4b	\$6.3b	€8.4b	€1.5b

## Midsize AgBiotech players

Small number (n=20) of SMEs (50-150+ employees) in the US: Arcadia, Chromatin, Ceres,...

High product development cost: \$136m, 13 years

- Cost of technology: licenses needed + costs to develop commercial product
- Cost of deregulation: \$35M



**Bar is set very high for startups**

Risk/reward is tight for investors

# Cost-Effective Trait Development at CPS

## “Traditional” GM Trait Development Process

**13 Years - \$136M**

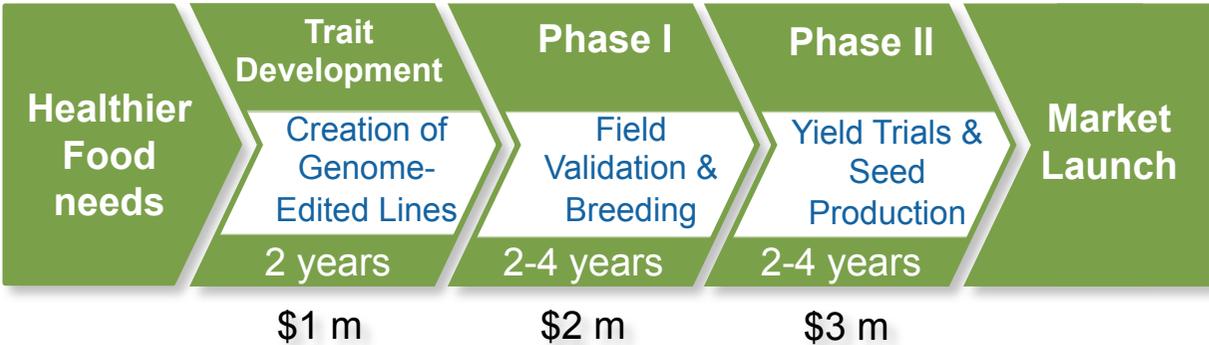


Removed  
Use of known genes

Removed  
Expedited  
Use of Endogenous genes

Regulatory costs removed  
Breeding simplified/partnered

## CPS Trait Development Process



**6-10 Years**

**\$6M / Trait**

# CPS Breaks the Entry Barrier

## Traditional Agbio Industries



The bar for developing new products  
is set very high

Investment in new comers is low



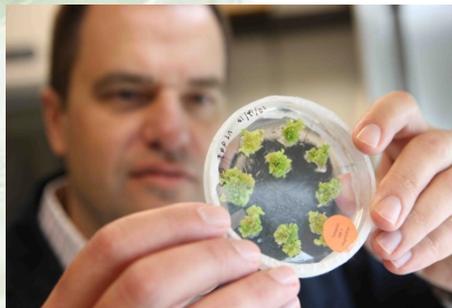
## CPS



The bar for new products is low  
Many products can be developed

Investment opportunity

# CPS Products



# CPS product pipeline

Product	Initiation	Trait Development	Field Trail	Launch
<b>Soybean</b>				
No Trans Fat (High Oleic)	>	>	>	2020/2021
High Oleic/Low Lineoleic	>	>		2022/2023
Nematode Resistance	>	>		2022/2023
Herbicide Resistance	>	>		2022/2023
Gene Stack				2024/2025
<b>Potato</b>				
Cold Storability	>	>		2022/2023
Reduced Browning	>	>		2025/2026
Gene Stack				2027/2028
<b>Wheat</b>				
Reduced Gluten	2015			2023/2024
Disease Resistance	2015			2023/2024
Gene Stack				2025/2026
<b>Canola</b>				
Reduced Saturated Oil	2015			2023/2024
New Farmer Trait	2015			2023/2024
Gene Stack				2025/2026

## Product # 1: Cold Storable Potatoes

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### Product opportunity – Potato

- Worldwide Market value: \$30b (10% in the US)
- 30-50% to Fries and Chips Markets

### Issue to be solved: Storability and Yields

- Storability: 9% wasted (sprouting)
- Browning: 15% wasted (sugars)
- Health impact: Acrylamide – Regulatory threshold

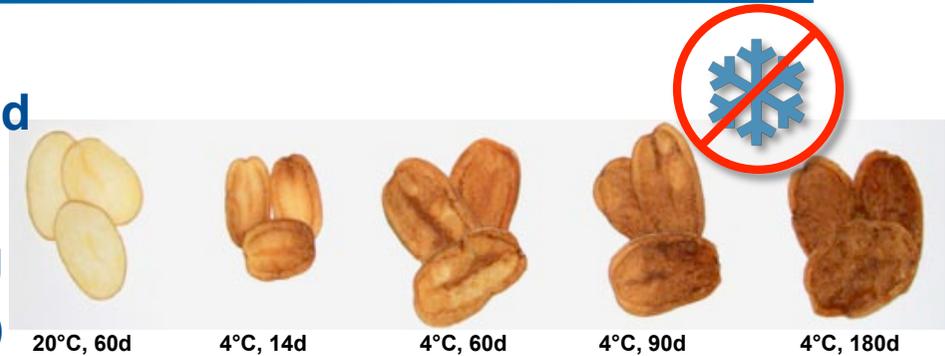
### Competition:

- Simplot's potato is a GMO Product
- Market (McDonald's, Lays) wants no GM in fried products

# Potatoes storage leads to yield losses

## 1- Potatoes cannot be stored in the cold

Cold induces potatoes sweetening  
 Cold induces fried potatoes browning  
 & Acrylamide  production (toxicity)



## 2- Planted in Spring, harvested at Fall

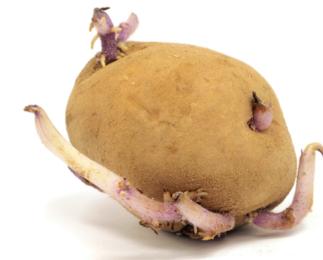
Processed all year long – Storage needed  
 Current storage leads to large volume wastes



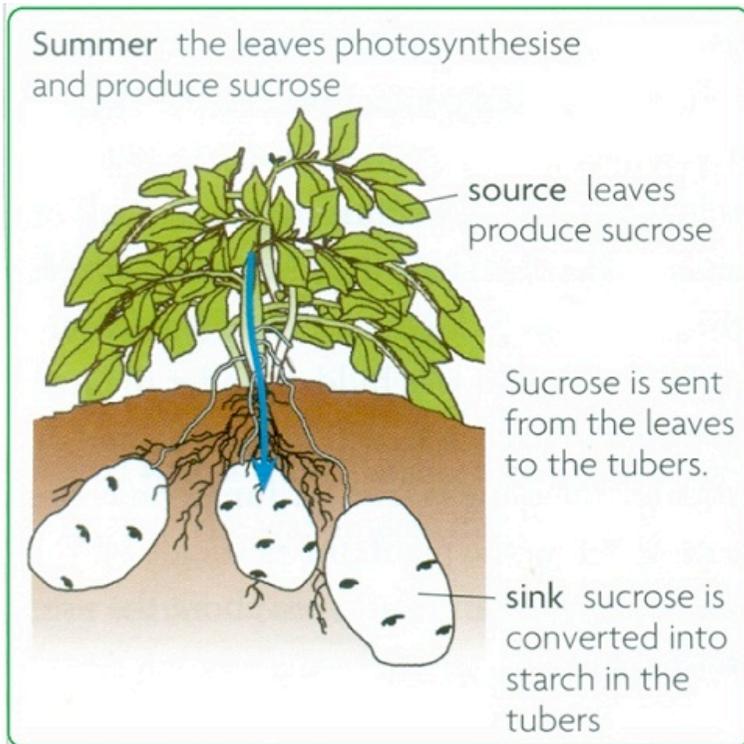
If storage at 22°C ➡ potato will sprout

If storage temperature drops ➡ sugars content change

If potatoes sugars content changes ➡ chips become toxic

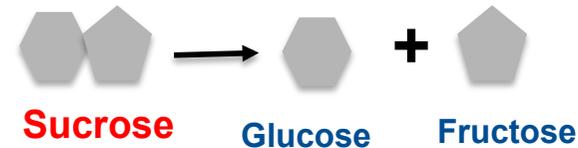


# Solution for Cold Storage: Reduce Free Sugars



Glucose and Sucrose accumulate during cold storage  
 -> Browning and Acrylamide production

Cold-Stored Tuber:



Enzyme: Vacuolar Invertase

Cold Storable Tuber:

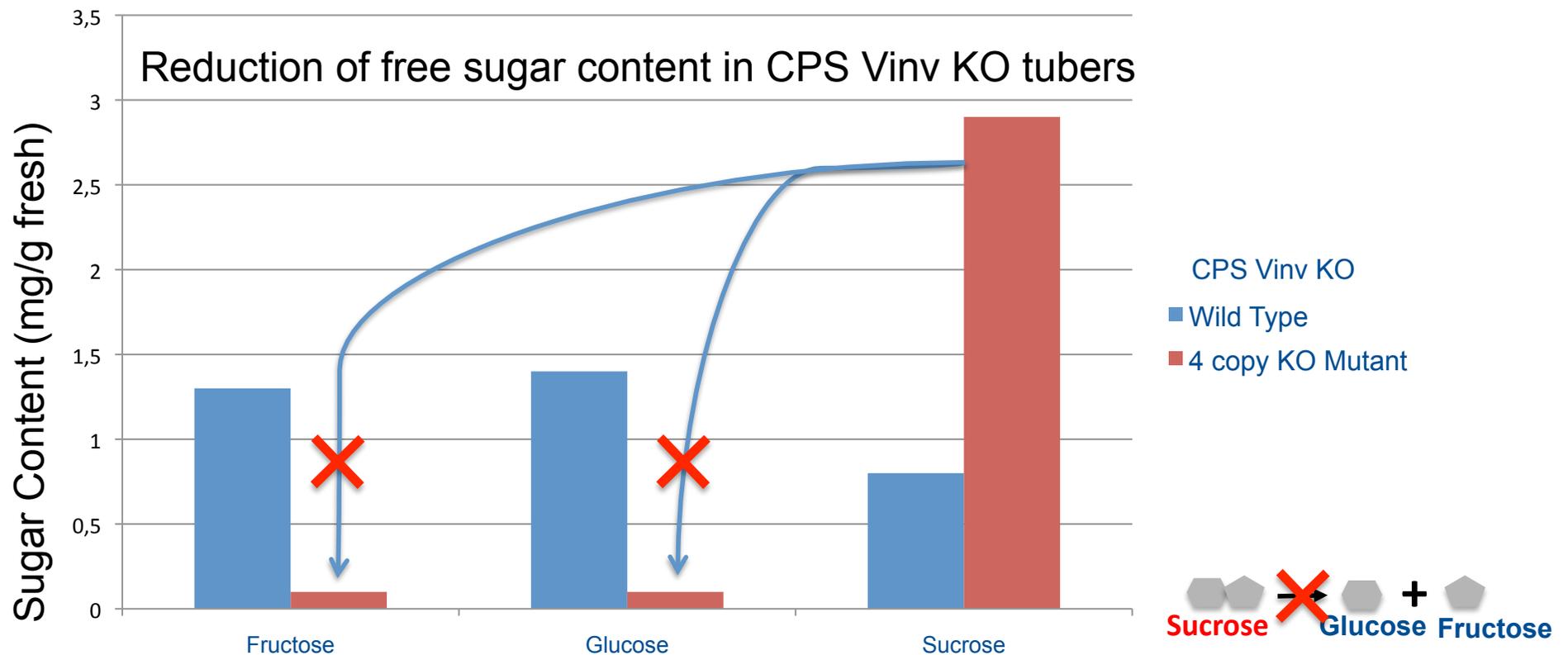


**Objective: Reduce Glucose and Fructose responsible for Browning & Acrylamide during Frying**

# Product # 1: Cold Storable Potatoes

CPS Vinv KO displays intended sugar levels to avoid browning and Acrylamide

Ranger Russet Tubers stored 14 days at 4°C (fridge temperature)



# Product # 1: Cold Storable Potatoes

**VInv KO**

**Wild Type**

**Wild Type**



4°C cold stored  
(14 days)

4°C cold stored  
(14 days)

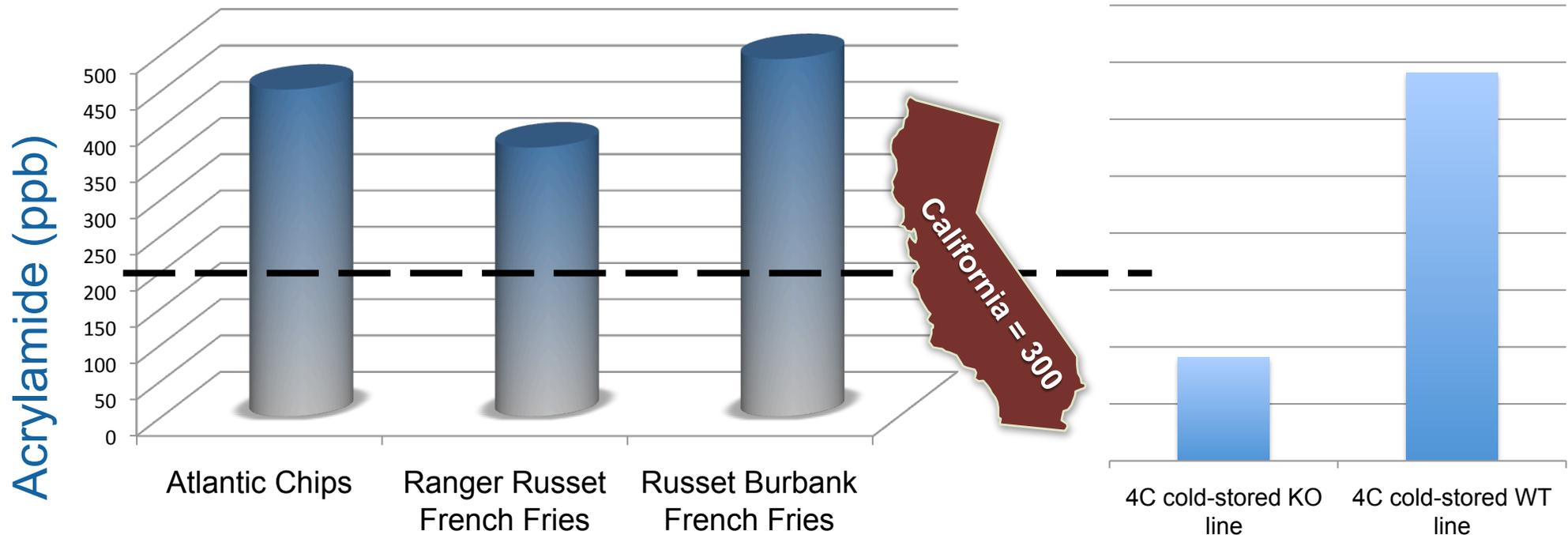
22°C stored  
(14 days)

1.5mm sliced chips fried at 191°C for 3 minutes

# Addressing Acrylamide Issue

Fried products from current potato varieties exceed future regulated levels of Acrylamide

**4x Acrylamide reduction in cold-stored Vinv KO line compared to the WT**



## Product # 2: No Trans Fat Soybean Oil

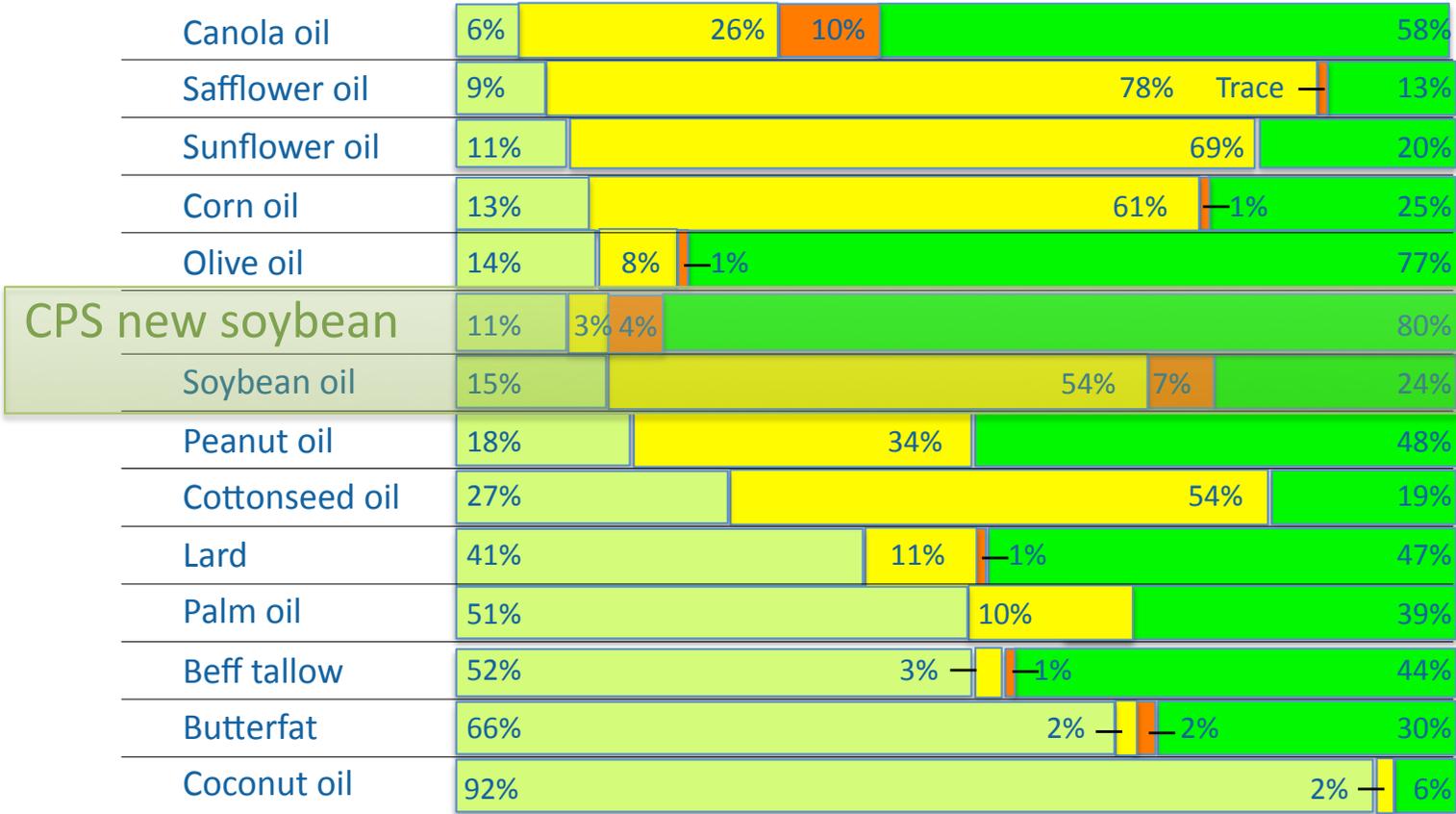
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### Product opportunity - Soybean

- Worldwide Soybean Market value: \$30b (50% in Americas)
- Issue to be solved: Trans Fat Oils - Cardiovascular issues
- In the US: Trans fat label lead to 25% loss of market share
- United Soybean Board target: 30% No Trans Fat Soybean
- Competition: Pioneer and Monsanto, GMO Product

# Product # 2: No Trans Fat Soybean Oil

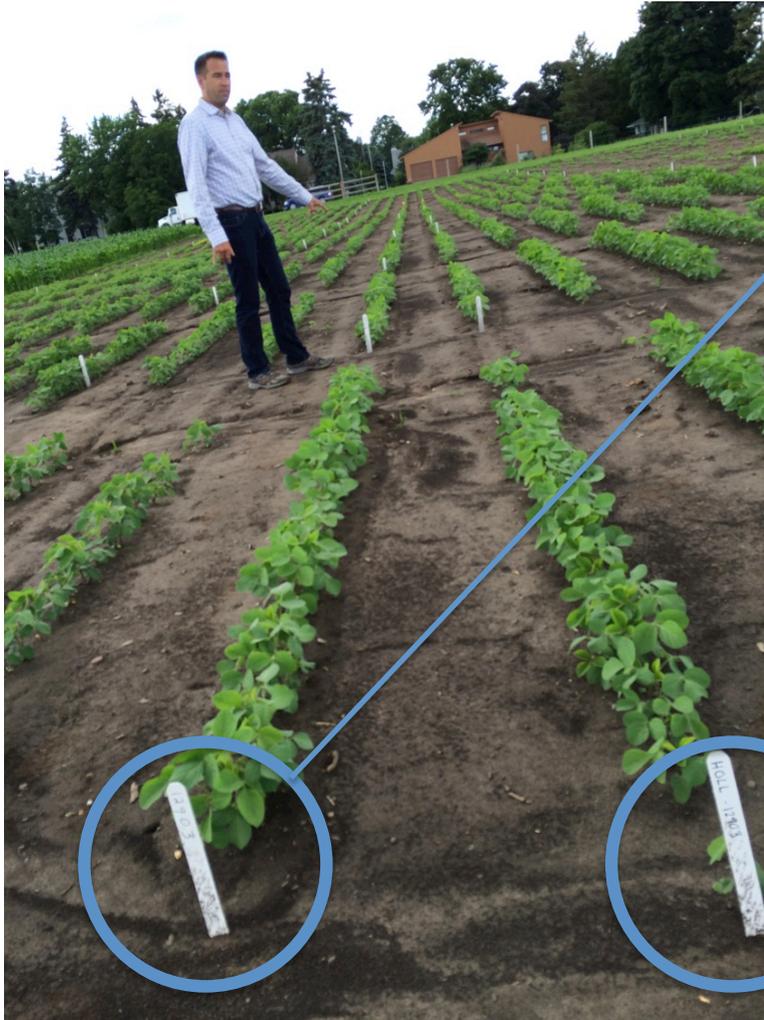
**Dietary Fat:**  Saturated  Linoleic  Linolenic  Oleic



- No Trans Fat label, Healthier
- Higher Heat stability

Not regulated in the US, Japan, EU, and NZ

# Field Trial of No Trans Fat Soybean



Wild type soybean breed

CPS High Oleic breed

- The morphology of WT and KO plants are identical.
- Identical fatty acid profiles in the leaf tissues of WT and KO plants.

## Conclusion: Becoming a Key Player

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- Creation of a deep pipeline of Non Regulated Traits and Products
  - Vertical Integration by M&A – Focus on Potato and Wheat
    - Potato Fries and Fresh markets
    - Wheat for Gluten Reduced Food applications
  - Partner to accelerate
    - Selected partners for development and commercialisation
    - Potato Chips, Soybean, Canola and Wheat
- Joint Ventures with Industry Leaders in other Key Crops
- Corn, Rice, Cotton, Alfalfa, Tomato





## CPS take home message

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A unique position in the industry: a consumer benefit focused company

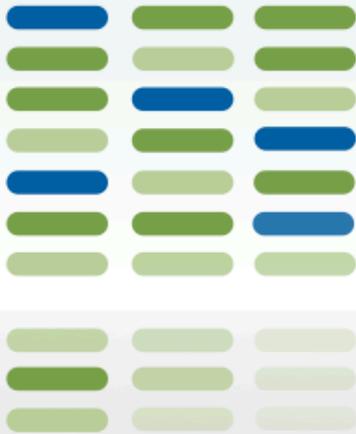
- I. Nuclease based genome engineering – TALEN™, Mega
- II. Proprietary transformation technologies
- III. No foreign DNA added, non regulated products

A self owned product pipeline:

- Cold induced sweetening resistant potato
- High oleic soybean
- Gluten reduced wheat
- Healthier oil in Canola

First field trial completed for the high oleic soybean

More self owned products to be developed



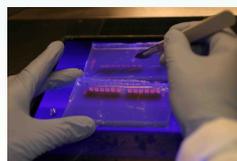
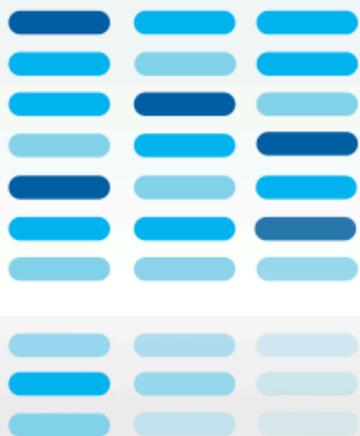
**Collectis plant sciences**

600 County Road D

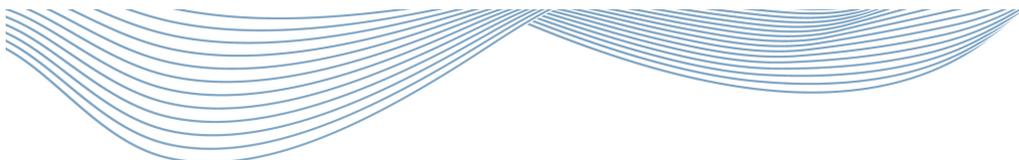
New Brighton, MN 55112

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[www.collectis-plantsciences.com](http://www.collectis-plantsciences.com)



Groupe Collectis : situation et états financiers au 30 juin 2014



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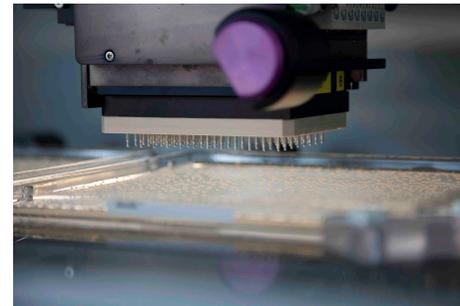
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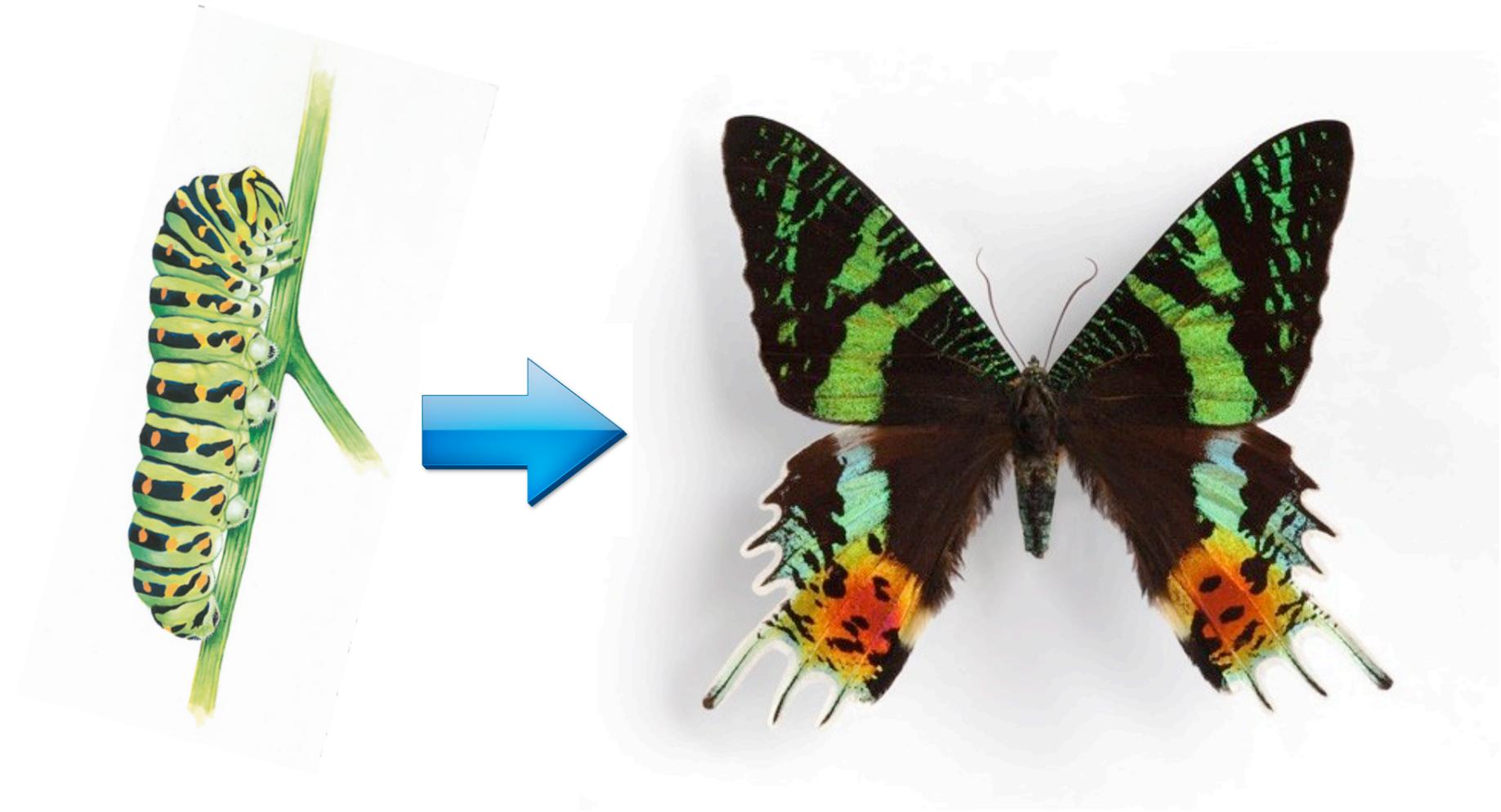
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## Collectis : une mutation réussie



# L'histoire d'une mutation réussie

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## Un an pour une transformation radicale

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- I. Recentrage de l'activité
- II. Simplification des structures
- III. Forte amélioration du résultat net
  - Augmentation significative du CA grâce au Thérapeutique
  - Réduction des dépenses
    - Réalisation du plan de restructuration initié en 2013
    - Un bilan apuré et renforcé
    - Mise en place d'un contrôle de gestion rigoureux et efficient
  - Une trésorerie solide permettant d'avoir une visibilité au-delà de 3 ans
  - Un actionnariat significativement modifié

## Recentrage des activités et simplification des structures

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- Recentrage sur le Thérapeutique et les Plantes
  - ✓ Thérapeutique : Collectis SA et Collectis Bioresearch (filiale à 75%, activité réduite aux contrats en cours)
  - ✓ Plantes: CPS (filiale à 100% située à New-Brighton, Minnesota)
- Collectis Therapeutics a été fusionnée avec Collectis SA, Collectis AB a été vendue, Ectycell va être fusionnée avec CBR.
- Simplification: les activités sont regroupées sur deux sites : Biopark et New-Brighton
- Possibilité de démarrage d'une activité thérapeutique aux USA

## Des revenus en hausse

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- Les contrats en cours nous assurent des revenus pour les années à venir
  - ✓ Milestones liés au contrat Servier
  - ✓ Etalement de l'upfront Pfizer sur 4 ans à compter d'août 2014
  - ✓ Refacturation de frais de R&D liés au partenariat avec Pfizer
- Des revenus récurrents supplémentaires liés aux produits des licences
- Les autres produits d'exploitation sont en baisse :
  - ✓ Arrêt progressif des programmes subventionnés

- Des effectifs considérablement réduits: le nombre d'ETP est passé de 244 en mars 2013 à 88 en juin 2014
- Une structure simplifiée générant moins de coûts
- Celectis (73 pers.) est focalisée sur le développement des 33 CART et CPS (15 pers.) sur les 4 principaux produits de la branche plantes
- Des projets d'innovation concentrés sur les axes de développement
- Pfizer finance les dépenses de R&D liées au développement de ses cibles

## Des dépenses réduites et maîtrisées

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- Un objectif d'excellence dans l'exécution
  - Planification et suivi permanent des projets
  - Mise en place d'un contrôle de gestion rigoureux et efficient:
    - ✓ Etablissement des budgets et révisions périodiques
    - ✓ Mise en place d'un reporting mensuel détaillé
    - ✓ Suivi des écarts et réaction rapides
  - Déploiement de SAP ByDesign comme support de cette démarche

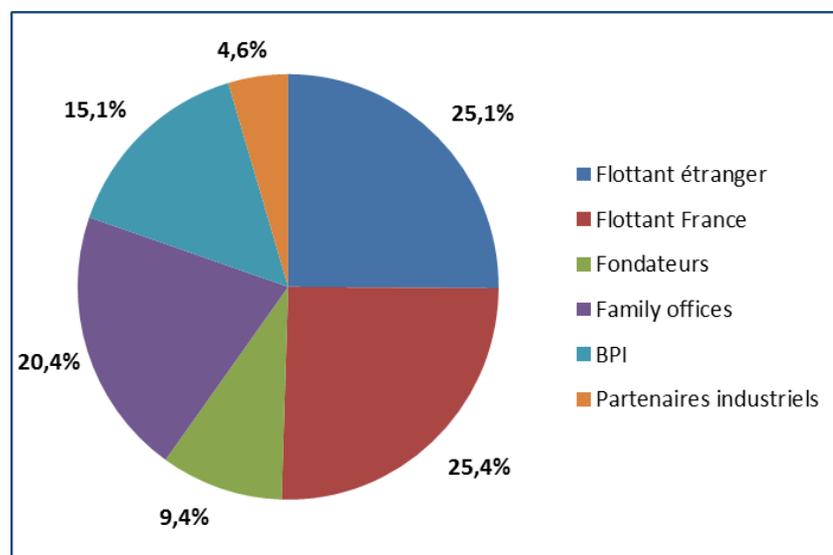
## Une situation de trésorerie très favorable

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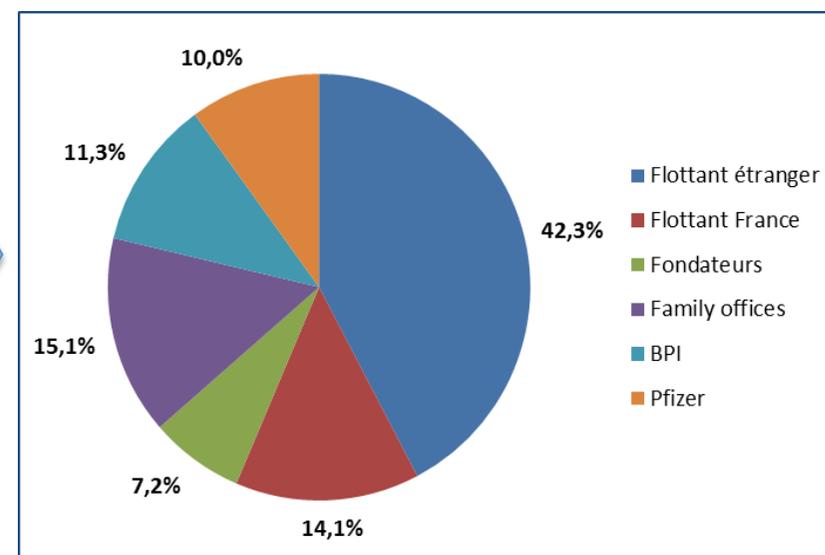
- Avec aujourd'hui plus de 100 M€ de trésorerie, nous pouvons poursuivre tous les développements planifiés
- Une situation considérablement améliorée depuis fin 2013 grâce à:
  - ✓ L'accord signé avec Servier
  - ✓ Une levée de fonds opérée en mars 2014 pour un montant de 20,5 M€
  - ✓ Le contrat signé avec Pfizer : paiement upfront et augmentation de capital pour un montant total de de 84 M€

## Evolution de l'actionnariat

Actionnariat au 31 mars 2014



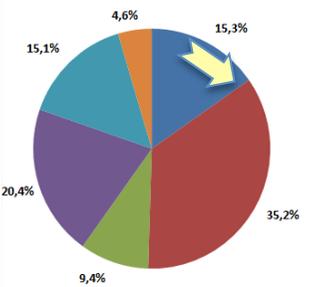
Actionnariat au 31 août 2014



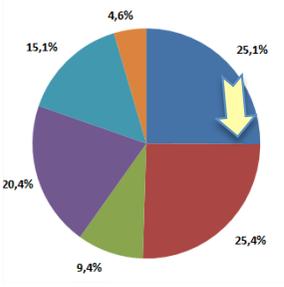
Depuis fin 2013, la part des actionnaires étrangers a beaucoup augmenté

# Une transformation radicale en un an

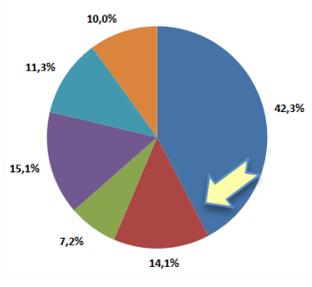
31 mai 2013



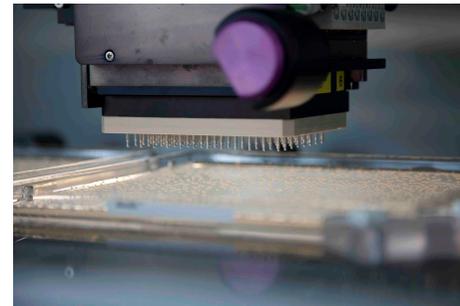
31 mars 2014



31 août 2014



## Etats financiers au 30 juin 2014



## Groupe Collectis : événements marquants du 1<sup>er</sup> semestre 2014

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- ✓ 17 février 2014 : accord de collaboration avec Servier.
- ✓ 24 mars 2014 : réalisation d'une augmentation de capital de 20,5 millions
- ✓ 5 juin 2014 : accords avec Thermo Fisher Scientific
- ✓ 18 juin 2014 : accord avec Pfizer
- ✓ 29 juillet 2014: rachat de la filiale Collectis AB par la société japonaise Takara Bio Inc.
- ✓ Une perte opérationnelle pour le S1 2014 de -2,1 M€ vs -14,7 M€ au S1 2013
- ✓ Collectis est dorénavant totalement focalisé sur le thérapeutique et CPS sur les plantes

## Compte de résultat consolidé du 1<sup>er</sup> semestre 2014

	K€	30/06/2014	30/06/2013	Delta 2014/2013
Chiffre d'affaires		11 078	1 939	471,3%
Autres produits d'exploitation		2 765	3 169	-12,7%
<b>Produits d'exploitation</b>		<b>13 843</b>	<b>5 108</b>	<b>171,0%</b>
Coût des redevances		(1 407)	(928)	51,5%
Frais de recherche et développement		(7 573)	(8 041)	-5,8%
Frais administratifs et commerciaux		(7 107)	(11 903)	-40,3%
Autres produits opérationnels		141	1 050	-86,6%
Autres charges opérationnelles		0	(1)	-100,0%
<i>Total des charges</i>		<i>(15 946)</i>	<i>(19 823)</i>	-19,6%
<b>Résultat opérationnel</b>		<b>(2 104)</b>	<b>(14 715)</b>	<b>-85,7%</b>
Produits financiers		161	273	-41,0%
Charges financières		(145)	(102)	42,0%
<b>Résultat financier</b>		<b>16</b>	<b>171</b>	<b>-90,6%</b>
Impôts sur le résultat		0	(1 416)	-100,0%
<b>Résultats des activités poursuivies</b>		<b>(2 088)</b>	<b>(15 960)</b>	<b>-86,9%</b>
Résultats des activités destinées à être cédées		(2 888)	(1 858)	55,4%
<b>Résultat de la période</b>		<b>(4 976)</b>	<b>(17 818)</b>	<b>-72,1%</b>

Augmentation des revenus conjuguée à la maîtrise des charges → résultat en forte hausse

## Bilan consolidé au juin 2014

ACTIF (en k€)	30/06/2014	30/06/2013	Delta en %
Ecart d'acquisition	-	1 095	-100,0%
Immobilisations incorporelles	2 778	5 526	-49,7%
Immobilisations corporelles	2 876	3 869	-25,7%
Actif financier	538	1 510	-64,4%
<b>Actifs non courants</b>	<b>6 192</b>	<b>12 001</b>	<b>-48,4%</b>
Stocks	276	367	-24,9%
Créances d'exploitation	12 935	12 018	7,6%
Trésorerie et équivalents de trésorerie	20 214	7 559	167,4%
Actifs destinés à être cédés	3 331	-	
<b>Actifs courants</b>	<b>36 756</b>	<b>19 945</b>	<b>84,3%</b>
<b>TOTAL DE L'ACTIF</b>	<b>42 948</b>	<b>31 946</b>	<b>34,4%</b>

PASSIF (en k€)	30/06/2014	30/06/2013	Delta en %
Capital social	1 254	1 054	19,0%
Primes d'émission	152 693	133 244	14,6%
Réserves	(128 801)	(68 232)	88,8%
Résultat net part du groupe	(4 531)	(61 033)	-92,6%
<b>Capitaux propres attribuables aux propriétaires de la société</b>	<b>20 616</b>	<b>5 032</b>	<b>309,7%</b>
<b>Participation ne donnant pas le contrôle</b>	<b>(666)</b>	<b>(216)</b>	<b>207,9%</b>
<b>Capitaux propres</b>	<b>19 949</b>	<b>4 815</b>	<b>314,3%</b>
Emprunts et dettes financières non courants	2 770	3 375	-17,9%
Provisions pour indemnités de départ à la retraite	467	437	7,0%
<b>Passifs non courants</b>	<b>3 238</b>	<b>3 812</b>	<b>-15,1%</b>
Emprunts et dettes financières courants	1 233	691	78,4%
Dettes d'exploitation	14 691	20 174	-27,2%
Provisions courantes	1 446	2 454	-41,1%
Passifs destinés à être cédés	2 391	-	
<b>Passifs courants</b>	<b>19 761</b>	<b>23 319</b>	<b>-15,3%</b>
<b>TOTAL DU PASSIF</b>	<b>42 948</b>	<b>31 946</b>	<b>34,4%</b>

- Apurement significatif des actifs incorporels

- Renforcement des capitaux propres

- Baisse des dettes d'exploitation

## Résultat par secteurs opérationnels pour le 1er semestre 2014

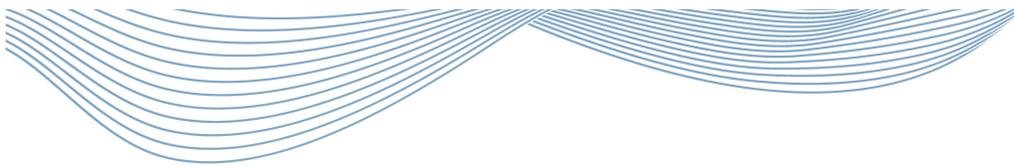
S1 2013 (en K€)	Outils et Services	Plantes	Thérapeutique	Inter-co	Consolidé
Chiffre d'affaires	1 461	223	3 152	(2 897)	1 939
Autres produits d'exploitation	555		2 614		3 169
<b>Produits d'exploitation</b>	<b>2 015</b>	<b>223</b>	<b>5 766</b>	<b>(2 897)</b>	<b>5 108</b>
Coût des redevances	(131)	(22)	(928)	153	(928)
Charges de recherche et de développement	(2 718)	(443)	(6 015)	1 135	(8 041)
Charges administratives	(3 631)	(402)	(9 478)	1 608	(11 903)
Autre produits opérationnels	67		983		1 050
<b>Résultat opérationnel</b>	<b>(4 396)</b>	<b>(644)</b>	<b>(9 673)</b>	<b>0</b>	<b>(14 715)</b>
S1 2014 (en K€)	Outils et Services	Plantes	Thérapeutique	Inter-co	Consolidé
Chiffre d'affaires	750	516	11 483	(1 671)	11 078
Autres produits d'exploitation	574	-	2 191	-	2 765
<b>Produits d'exploitation</b>	<b>1 323</b>	<b>516</b>	<b>13 675</b>	<b>(1 671)</b>	<b>13 843</b>
Coût des redevances	(172)	(9)	(1 226)		(1 407)
Charges de recherche et de développement	(1 053)	(1 039)	(5 887)	407	(7 573)
Charges administratives	(1 831)	(396)	(6 144)	1 265	(7 107)
Autre produits opérationnels	46		95		141
<b>Résultat opérationnel</b>	<b>(1 688)</b>	<b>(928)</b>	<b>513</b>	<b>0</b>	<b>(2 104)</b>

20,8 M€

Charges

16,1 M€

- ✓ Réduction des pertes du pôle Outils et Services
- ✓ Plantes: focalisation sur le développement du portefeuille de produits
- ✓ Thérapeutique: résultat opérationnel proche de l'équilibre:
  - Augmentation du chiffre d'affaires générée par les nouveaux contrats
  - Diminution des coûts

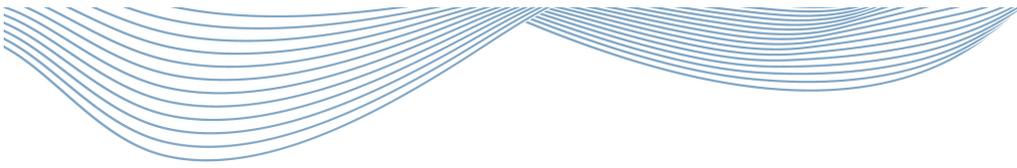


## Un retournement réussi

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Collectis est :

- ✓ Une organisation performante
- ✓ Focalisée sur le Thérapeutique et les Plantes
- ✓ Une société qui génère du chiffre d'affaires
- ✓ Concentrée sur l'excellence de l'exécution
- ✓ Et sur un planning et un contrôle et rigoureux
- ✓ Une société avec une trésorerie lui donnant une bonne visibilité sur le moyen terme



Merci pour votre attention

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