

INTABIOTECH SL: Leader in Sourcing & Supply of Innovative Chemicals, Molecules, and Compounds

INTABIOTECH SL establishes itself as a benchmark in the supply of chemicals for R&D&I with an exceptional catalog of over 310,000 references, of which 200,000 are specialized chemical compounds.

Inspired by the excellence standards of industry leaders, we offer comprehensive solutions tailored to the specific needs of each industrial and scientific sector, backed by an unwavering commitment to quality, innovation, and sustainability.



www.intabiotech.com

Chapter 1: Corporate Presentation – Our Identity and Scope

INTABIOTECH SL has consolidated its position as a key player in the global market for specialized chemical supply, building a corporate identity based on excellence, innovation, and reliability. Our trajectory has allowed us to develop a deep understanding of the needs of different industries, positioning ourselves as a strategic partner for companies seeking cutting-edge chemical solutions.



Global Presence

We operate in international markets with a distribution network that ensures efficient supply in Europe, America, Asia, and Africa. Our strategically located innovation centers allow us to offer solutions tailored to the peculiarities of each region.



Extensive Catalog

We have over 310,000 references in our portfolio, including 200,000 specialized chemical products ranging from research compounds to industrial raw materials, covering virtually any market need.



Personalized Service

We adopt the approach of industry leaders, but with the flexibility of a more agile structure, allowing us to offer tailored solutions for each client, regardless of their size.

Our sustained growth is based on the ability to combine a global reach with a local focus, understanding the regulatory, logistical, and technical particularities of each market. This model has allowed us to establish long-term trust relationships with clients from various industrial sectors, from pharmaceutical and biotechnology to food, cosmetics, and advanced electronics.

INTABIOTECH's business philosophy is inspired by global industry benchmarks, adopting best practices and quality systems, while contributing the agility and adaptability that characterize our organization. This balance between global standards and operational flexibility constitutes one of our main differentiating values in the market.

We operate as an SME, and therefore, we never lose sight of our 100% customer-centric approach, whether for potential, prospective, or existing clients.

Our Mission: Solutions that Transform Development

At INTABIOTECH, our mission transcends the simple supply of chemical products. We see ourselves as catalysts for our clients' success, providing ingredients and compounds that not only meet technical specifications but truly drive innovation and development across multiple industries.

Every solution we offer is backed by a rigorous selection and validation process that ensures compliance with the most demanding international standards. This meticulousness allows us to ensure that the products we supply adhere to three fundamental pillars:

- **Superior Quality:** All our products undergo exhaustive controls that ensure purity, stability, and optimal performance.
- **Sustainability:** We prioritize ingredients and processes that minimize environmental impact without compromising effectiveness.
- **Cost-effectiveness:** We optimize our supply chain to offer the best possible value without sacrificing quality.



In a market where most projects do not come to fruition, INTABIOTECH makes a difference by exclusively offering validated and proven solutions, backed by scientific data and practical experience. This allows our clients to significantly reduce the risks associated with developing new products and optimize their resources.

Our comprehensive approach covers the entire product lifecycle: from identifying specific customer needs, through selecting the ideal compound, to timely delivery and subsequent technical support. This continuous accompaniment is especially valuable in a sector where the difference between success and failure often lies in technical details and implementation times.

93%

Non-viable Projects

Of the projects evaluated in the chemical sector, more than 93% do not reach the market due to deficiencies in raw material selection or scalability issues.

100%

Traceability

We guarantee full traceability in our supply chain, from origin to final delivery, ensuring transparency and trust.

24h

Technical Response

Our technical team provides specialized responses within a maximum of 24 hours for any query or issue.

Chapter 2: Product Portfolio – The Market's Widest Variety

INTABIOTECH SL has developed one of the most comprehensive and diversified product portfolios in the market, becoming a true one-stop-shop for companies across multiple industrial sectors. Our extensive offering ranges from basic chemical compounds to highly specialized ingredients, all selected under strict criteria of quality and performance.

Pharmaceutical

APIs, excipients, synthesis intermediates, research compounds, and analytical reagents with GMP grade and pharmaceutical certifications.
(R&D Only)

Cosmetics

Cosmetic active ingredients, preservatives, emulsifiers, fragrances, colorants, surfactants, and raw materials for dermatological and personal care formulations.



Electronics

Compounds for micro and nanoelectronics, semiconductor materials, dopants, specialty gases, and surface processing solutions.

Nutrition

Functional ingredients, vitamins, minerals, amino acids, plant extracts, sweeteners, preservatives, and additives for human and animal nutrition.

Fine Chemicals

Organic and inorganic catalysts, high-purity solvents, synthesis intermediates, and compounds for advanced organic and inorganic chemistry.

Our extensive catalog of over 310,000 references, including 200,000 specialized chemical products, allows us to meet virtually any need, from small quantities for research laboratories to industrial volumes for large-scale production. This breadth of offering is complemented by our ability to locate and supply hard-to-access compounds, making us the ideal partner for projects requiring specific or unusual ingredients.

Innovation and R&D: Our Competitive Engine

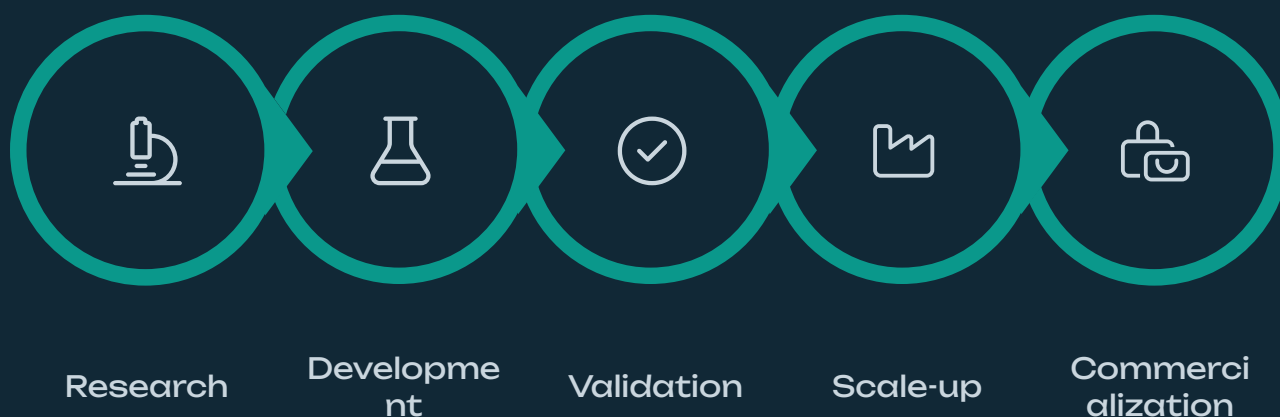


"The versatility of our portfolio allows us to offer integrated solutions where other suppliers can only partially cover client needs. This comprehensive supply capability greatly simplifies purchasing management and ensures compatibility between components."

Innovation constitutes the fundamental pillar upon which INTABIOTECH SL has built its market leadership position. Our approach to R&D transcends the traditional concept of research, adopting an integrated model that directly connects market needs with innovative and commercially viable chemical solutions.

At the heart of our innovation strategy is a multidisciplinary team composed of chemists, biologists, engineers, and regulatory specialists, who work collaboratively to transform scientific concepts into applicable products. This structure allows us to:

- Significantly accelerate development and commercialization times
- Ensure technical and economic viability from the initial phases
- Anticipate and resolve potential regulatory and production challenges
- Rapidly adapt solutions to the specific needs of each client



Annually, our R&D department evaluates more than 200 potential projects, applying a rigorous selection process that ensures only the most promising solutions advance to the development and commercialization phases. This methodical approach allows us to maintain a success rate significantly higher than the industry average, maximizing return on investment for both us and our clients.

Innovation at INTABIOTECH is not limited to the development of new compounds; it also encompasses the continuous optimization of processes, the improvement of existing formulations, and the identification of alternative applications for established ingredients. This comprehensive vision of innovation allows us to offer added value even in mature product categories, where small modifications can generate significant competitive advantages.

③ Commitment to Open Innovation: INTABIOTECH actively participates in research consortia and maintains collaborations with universities and technology centers across Europe. These alliances allow us to access emerging technologies and cutting-edge scientific knowledge, which we then translate into commercial solutions for our clients.

We constantly expand our catalog by incorporating new compounds and innovative ingredients, especially in emerging areas such as advanced materials, biotechnology, and green chemistry. This continuous evolution of our offerings ensures that our clients always have access to the most current and efficient solutions for their development and innovation projects.



Chapter 3: Success Stories and Real-World Applications

The true measure of value provided by INTABIOTECH is reflected in the tangible results our clients achieve by implementing our solutions. Below, we present some representative success stories that illustrate how our products and services transform project development across various industrial sectors.

1

Innovation in Functional Nutrition

We collaborated with a leading dietary supplement manufacturer to develop a new generation of functional ingredients with improved bioavailability. The result: a 64% increase in the absorption of key nutrients and a 40% reduction in the dose required to achieve therapeutic effects.

"The formulation developed with INTABIOTECH allowed us to create a differential product that has exceeded all sales expectations in its first year on the market." - R&D Director, Nutrition Company

2

Revolutionizing Natural Cosmetics

We supplied highly purified botanical actives for a premium cosmetic line seeking demonstrable efficacy while maintaining natural credentials. Clinical studies confirmed results comparable to synthetic ingredients, but with a superior safety profile and greater acceptance by eco-conscious consumers.

The final product achieved COSMOS and ECOCERT certifications, positioning itself as a benchmark in the natural-scientific segment with premium prices justified by demonstrable results.

3

Optimization of Pharmaceutical Processes

We provided customized synthesis intermediates to a pharmaceutical laboratory, enabling them to simplify their production process for a critical API. This collaboration resulted in:

- 27% reduction in production costs
- 35% decrease in manufacturing time
- Significant improvement in impurity profile
- Full compliance with GMP requirements and pharmacopeias

These examples illustrate our ability to add value in different dimensions: from improving the functional properties of final products to optimizing production processes, ensuring compliance with demanding regulatory requirements, and supporting positioning strategies in competitive markets.

Our Differentiation: Quality, Sustainability, and Service

In a market as competitive and demanding as chemical product supply, INTABIOTECH has solidified its differentiated position through a value proposition that integrates three fundamental pillars: uncompromising quality, genuine commitment to sustainability, and personalized service that transcends a simple commercial relationship.

Excellence in Quality

Our approach to quality goes beyond meeting technical specifications, implementing a comprehensive system that ensures excellence at every stage:

- Rigorous selection of manufacturers and suppliers based on on-site audits
- Complementary analytical controls that verify each received batch
- Exhaustive documentation ensuring complete traceability
- Optimized storage and handling systems to preserve properties
- Continuous monitoring of stability and preservation

This philosophy of excellence has been recognized with multiple international certifications, including ISO 9001, ISO 14001, GMP, and GDP, which validate our processes and systems. However, we consider these standards as minimum requirements, not as goals, maintaining a constant commitment to continuous improvement and exceeding our clients' expectations.



Our collaborative approach allows us to identify opportunities for improvement in each project, proposing innovative solutions that frequently exceed the client's initial expectations. This approach has transformed one-time commercial relationships into long-term strategic partnerships, where INTABIOTECH acts as a true innovation partner rather than a mere supplier.

Our commitment to these three pillars translates into tangible benefits for our clients: greater predictability in their processes, reduction of regulatory and operational risks, resource optimization, and, ultimately, a sustainable competitive advantage in their respective markets.

"The difference with INTABIOTECH SL is not only in the quality of its products, but in its ability to understand our specific needs and adapt its service to become a true strategic partner for our company." - Purchasing Director, International Pharmaceutical Laboratory



Integrated Sustainability

We prioritize ingredients and processes with a lower environmental footprint without compromising performance. Our sustainability policy includes:

- Environmental impact assessment for each product
- Logistics optimization to reduce emissions
- Eco-efficient alternatives for traditional compounds
- Recyclable packaging and waste minimization



Personalized Service

Each client has a dedicated team that includes:

- Commercial manager as the main point of contact
- Specialized technical support in their sector
- Regulatory consultation for navigating regulations
- Logistics specialist to optimize deliveries

Chapter 4: Efficient Logistics and Supply Chain

Excellence in the supply chain constitutes one of INTABIOTECH SL's main differentiating values. We have developed a comprehensive logistics system that guarantees not only the availability of our extensive catalog, but also safe, punctual, and compliant delivery with all applicable regulations. This logistics infrastructure has become a critical competitive advantage, especially in a global context marked by disruptions in supply chains.



Specialized Storage

Facilities specifically designed for chemical products with:

- Environmental control for each product category
- Segregation according to chemical compatibilities
- Advanced security systems
- Continuous monitoring of conditions



Optimized Transportation

Network of carriers specialized in hazardous materials with:

- ADR, IMDG, IATA certifications as applicable
- Vehicles adapted for each type of merchandise
- Real-time traceability
- Optimized routes for efficiency and safety



Customized Delivery

Flexible solutions adapted to each client:

- Scheduled deliveries according to production planning
- Urgent options for critical situations
- Customized packaging according to requirements
- Personalized documentation as needed

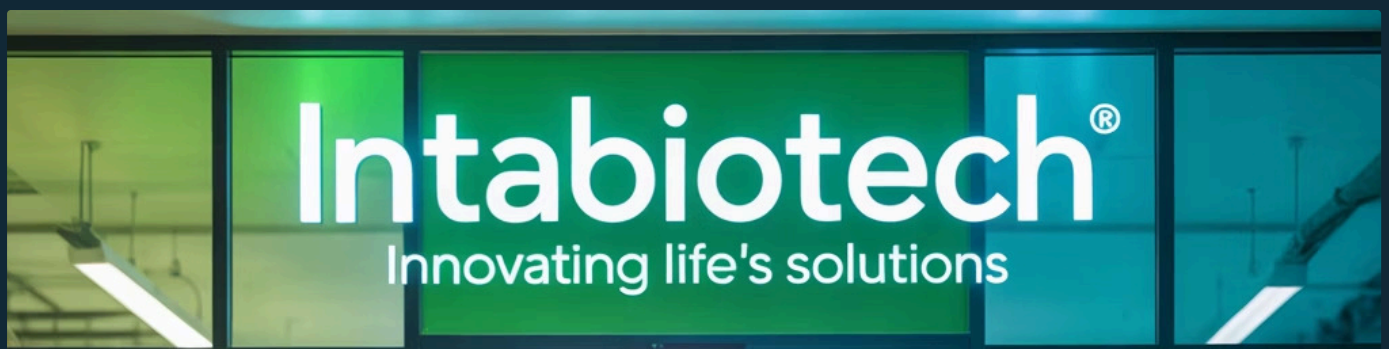
Our logistics infrastructure includes strategically located distribution centers that allow us to efficiently serve clients throughout Europe, with the capacity to expand our network to adapt to new markets or increases in demand. Each center is equipped with state-of-the-art technology for inventory, picking, and order preparation, ensuring maximum precision and speed.

A differentiating element of our logistics strategy is comprehensive risk management, which includes:



This systematic approach to risk management has allowed us to maintain an exceptional service level even during periods of high volatility in global markets, as demonstrated during the COVID-19 pandemic and recent disruptions in international supply chains.

Our logistics philosophy is complemented by a continuous improvement system based on detailed metrics and key performance indicators. This approach allows us to proactively identify optimization opportunities and constantly adapt our processes to the changing needs of the market and our customers.



Strategic Alliances and Supplier Network

INTABIOTECH's success is largely based on the strength of its strategic alliance and trusted supplier network. Throughout our history, we have developed privileged relationships with top-tier international manufacturers and laboratories, creating a collaborative ecosystem that allows us to offer exclusive products, maintain competitive prices, and ensure stable supply even in adverse market conditions.

Alliances with Specialized Manufacturers

We maintain preferential agreements with leading producers in specific niches:

- European custom synthesis laboratories for high-purity compounds
- Asian industrial-scale manufacturers for competitive raw materials
- North American producers specializing in high-tech compounds
- Innovative biotechnology companies in advanced natural ingredients

Exclusive Representations

We act as exclusive representatives for Europe for select international brands:

- Advanced organometallic catalysts for precise chemical synthesis
- Specialized compounds for micro- and nanoelectronics
- Patented bioactive ingredients for nutrition and cosmetics
- High-purity precursors for semiconductor applications

Transparency

Relationships based on mutual trust and shared sustainable growth objectives.

Certification

Audited and certified suppliers according to applicable international standards.



Quality

Selection of partners who share our demanding standards and commitment to excellence.

Flexibility


Ability to adapt agreements and conditions to changing market needs.

Innovation

Collaboration in new product development and existing process improvement.

Our supplier management approach transcends mere transactional relationships to build long-term, mutually beneficial partnerships. This allows us to access our partners' R&D capabilities, participate in early-stage new product development, and ensure priority availability in situations of high demand or raw material scarcity.

A prime example of the strength of our alliances is the collaboration established with a leading manufacturer of compounds for micro and nanoelectronics, which granted us exclusive representation for the European market of its innovative range of metallic precursors. This alliance has enabled INTABIOTECH SL to position itself as a reference supplier in the growing advanced semiconductor sector, providing access to cutting-edge technologies to European manufacturers.

 **Competitive Advantage:** Our strategic alliances enable us to offer preferential conditions in price, delivery times, and availability for high-demand or hard-to-access products, providing our clients with a significant advantage over their competitors.

The comparison we present below reflects how INTABIOTECH SL has built a business model that combines the strengths of industry leaders with its own attributes that address needs not adequately met by major market players.

Our value proposition is especially appealing to companies that value the combination of technical rigor, operational flexibility, and a personalized approach. However, we also recognize that they are a source of inspiration for us, in the broadest sense of the term...

Chapter 5: Comparison with Industry Leaders

INTABIOTECH has defined its value proposition by taking consolidated industry leaders as a reference, adopting their best practices but developing our own model that leverages our agility and personalized approach. This combination allows us to offer a service that integrates the excellence of major market players with the flexibility and closeness of a specialized partner.

INTABIOTECH vs. Sigma-Aldrich

Sigma-Aldrich is globally recognized for its extensive catalog and rigorous quality standards, especially in research and analysis. INTABIOTECH has developed a competitive portfolio with significant differences:

- **Catalog:** 310,000 references compared to >400,000 from Sigma-Aldrich, but with greater flexibility to supply custom compounds
- **Focus:** Greater specialization in specific sectors compared to Sigma-Aldrich's generalist approach
- **Service:** More personalized attention and more agile response capability to specific needs
- **Price:** More competitive structure in many product families, especially for medium and large volumes

INTABIOTECH vs. Dow Chemical

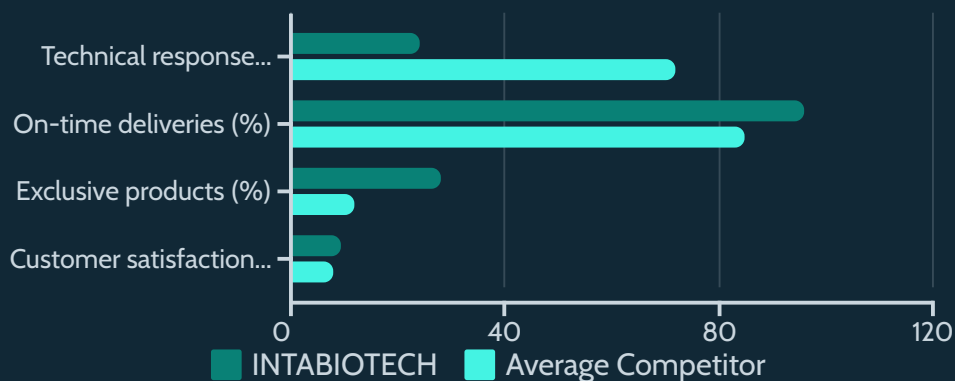
Dow Chemical stands out for its innovation capacity and commitment to sustainability in the large-scale chemical industry. Our complementary proposal includes:

- **Innovation:** More agile R&D&I processes focused on specific applications compared to Dow's large investment model
- **Sustainability:** Similar approach in environmental commitment, but with greater flexibility to implement customized solutions
- **Scale:** Ability to efficiently handle small and medium-scale projects that do not fit Dow's business model
- **Commercialization:** Shorter cycles from development to commercial availability

INTABIOTECH vs. Quimidroga

Quimidroga is a benchmark in chemical distribution in the Spanish market, with extensive experience and coverage. INTABIOTECH differentiates itself by:

- **Specialization:** Greater focus on high-value-added products and advanced technological applications
- **Technical capability:** Team with greater scientific specialization for advice on product development
- **Flexibility:** Greater agility to adapt solutions to specific needs of emerging sectors
- **Internationalization:** More global approach from the beginning, with greater capacity for multinational projects



Contact and Next Steps

INTABIOTECH is ready to become your strategic partner in the supply of specialized chemicals and ingredients. Our multidisciplinary team of experts is at your disposal to analyze your specific needs and offer personalized solutions that optimize your processes and enhance your innovation capabilities.



Discover Our Solutions

Explore how INTABIOTECH can transform your chemical supply chain through:

- Personalized analysis of needs and improvement opportunities
- Presentation of optimized alternatives to your current products
- Proposals for innovative ingredients for new developments
- Evaluation of logistics efficiency and supply risk reduction



Next Steps

Starting a collaboration with INTABIOTECH is simple:

1. Request an initial no-obligation diagnostic meeting
2. Receive a personalized proposal within a maximum of 72 hours
3. Evaluate samples of selected products for your applications
4. Implement the solutions with our continuous technical support

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9:30 AM - 6:30 PM (Winter)

9:00 AM - 4:00 PM (Summer) (July-Aug)

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Táctica Business Park

Avda. Ferreiros 143, 15578, Narón, A Coruña, Spain

Río do Pozo Industrial Park

Online Resources

Commercial Website:
www.intabiotech.com

Corporate Website:
www.intabiotech.es

Social Media:

[LinkedIn](#) - [Facebook](#)

[Instagram](#) - [YouTube](#)

"We are committed to the success of each of our clients. Our mission is to provide you not only with the chemical products you need, but also the knowledge, support, and peace of mind that allow you to focus on what truly matters: developing innovative products that make a difference in your market." - The INTABIOTECH Management Team.