



bonyf

# LETTER TO SHAREHOLDERS

December 2022

**P.2 - EDITORIAL**

**P.3 – HUMAN RESOURCES**

**P.4 – NEWS & SHAREHOLDER INFORMATION**



## EDITORIAL

*Dear Madam, Sir, Shareholder,*

It is with great pleasure that I address you in this inaugural letter to our shareholders. Thanks to the listing on Euronext Access on 17 March 2022, we have welcomed new shareholders.

The past two years have been marked by several challenges for bonyf. Despite the pandemic, which slowed down our growth, we launched a number of projects to prepare for our future. We invested heavily in high-quality scientific research to prove the effectiveness of our products with incredible results. Sales and marketing efforts were intensified on our two flagship products, **PerioTabs®** and **OlivaFix® Gold** denture adhesive cream, to ensure their success in the booming OTC oral care market.

**PerioTabs®** is the world's first microbial biofilm-removing brushing solution for teeth and gums that reduces bleeding gums (gingivitis), gum disease (periodontitis) and dental implant-related infections (peri-mucositis and peri-implantitis) without the use of chlorhexidine. In addition, PerioTabs® helps fight the risk of serious health problems such as diabetes, respiratory diseases, heart problems, premature birth, kidney cancer and even Alzheimer's disease, all of which are directly linked to bleeding gums due to microbes entering the blood stream.

bonyf's **OlivaFix® Gold** denture adhesive cream is a unique, revolutionary product as it contains none of the petrochemical (petroleum jelly) ingredients used in most other denture adhesives. The petrochemicals have been replaced by 30% organic olive oil. This is a major innovation and breakthrough in a growing market which ensures users are not exposed to potentially carcinogenic petroleum jelly.

Our corporate mission is to improve health and wellbeing to transform lives of people suffering from oral induced infections. We make a real difference with next generation products that really work.

We now need to accelerate the growth of existing markets and also acquire new markets. This requires greater human and financial resources and for this reason, bonyf plans to raise funds in 2023. More information will follow.

bonyf is experiencing an exciting chapter in our history that we are delighted to share with you. As shareholders, I personally express my sincere gratitude for your loyalty and commitment to us.

Jean-Pierre Bogaert  
Founder and Chief Executive Officer

# HUMAN RESOURCES



*The key to bonyf's success lies not only with our innovative products, but also with our team. We would like to take this opportunity, in our inaugural shareholder newsletter, to introduce one of our key team members, Dr. Bart De Wever, bonyf's Chief Scientific Officer.*

## **Hello Bart, can you tell us more about your role in bonyf?**

I am a Doctor of Medical Sciences and the Chief Scientific Officer of bonyf since 2005. My role is to provide objective evidence of the safety and clinical efficacy of bonyf's products in order to meet strict regulatory requirements and customer expectations. We invest a lot of time and money in high quality pre-clinical and clinical studies. These studies are conducted by key opinion leaders worldwide resulting in publications in leading peer-reviewed scientific journals.



## **Can you illustrate these clinical trials with some concrete examples?**

Of course. First of all, I would like to mention the 7 independent clinical studies carried out on **OlivaFix® Gold** denture adhesive cream which were performed in 8 different countries, and included over 300 denture wearers. These studies demonstrated the superiority of **OlivaFix® Gold** over current market leader products. Results were incredible to say the least, in terms of customer satisfaction, holding time and improving the overall quality of life of denture wearers. A further trial is currently ongoing in Brazil.

We have also completed 8 studies for **PerioTabs®** highlighting the product's efficacy in reducing gingivitis and implant-related infection (peri-mucositis), with two additional studies currently ongoing. One study is evaluating **PerioTabs®** efficacy in reducing swollen gums which is often observed in patients undergoing orthodontic treatment. The second study assesses the long-term use of **PerioTabs®** in patients with periodontitis.

We also recently completed a clinical trial for our mouth ulcer cream, **AphtoFix®**, demonstrating its pain reduction and fast healing in patients with recurrent aphthous stomatitis. Results are expected to be published shortly.

## **Do you have any other projects in the pipeline?**

bonyf will continue to invest in 2023 in clinical trials for its core formulation **NitrAdine®**, to explore new applications in dermatology, wound care and disinfection of dental materials.

# NEWS AND SHAREHOLDER INFORMATION



## FOCUS ON PRIVATE LABEL

### What is private label?

A “private label” product is manufactured by a contract or third-party manufacturer and sold under a retailer’s brand name. This is common practice in today’s shopping environment which many consumers are unaware of when purchasing products.

### What does this mean for bonyf in 2023?

Commencing 2023, bonyf plans to diversify its sources of income by increasing private label production of some of its products.

This alternative source of income means no additional marketing investments for bonyf. Minimum quantity orders are also significantly higher. These two elements are important to increase growth whilst limiting extra financial costs for new markets.

In addition, bonyf will attend the “World of Private Label” International Trade Show in Amsterdam in May 2023, a trade show devoted exclusively to the promotion of private label.

This sales outlet applies to various products in the range, with bonyf reserving the right to market its innovative products, such as PerioTabs® or Olivafix® Gold.

## QUOTATION & IDENTIFICATION

### LISTING MARKET:

EURONEXT GROWTH ACCESS

### ISIN CODE:

BE6333353298

### MNEMONIC CODE:

MLBON

### MARKET CAPITALISATION ON 30/11/2022:

€ 7,063,200

## CONTACTS

bonyf NV  
Jean-Pierre Bogaert  
Founder and Chief Executive Officer  
[president@bonyf.com](mailto:president@bonyf.com)

CapValue Agency  
Press Relations  
[info@capvalue.fr](mailto:info@capvalue.fr)