



2022 Annual Report

Unlocking Microbiome Science for a Healthier Future

Welcome Letter

Most people think of bacteria as villains that make us sick, but we see these microbes as the next heroes of global health. They play a vital role in our immune system, metabolism, and cognitive function. Understanding and harnessing the therapeutic potential of the microbiome is key to solving global health challenges such as antimicrobial resistance, malnutrition, depression, as well as autoimmune and metabolic disorders.

In 2022, OpenBiome and microbiome biotech companies took major steps in establishing this new, promising field of medicine. This past November, the U.S. Food and Drug Administration announced the approval of the first microbiome-based therapeutic for recurrent *C. difficile*. This major milestone—made possible in part by our pioneering work with fecal transplants—is a win for patients who will now have access to additional treatment options. The approval also validates the efforts of the microbiome field that is developing new approaches to address unmet medical needs.

But there are reasons to worry that the benefits of microbiome science may not accrue equitably. Today, scientists' understanding of the human microbiome is vastly incomplete, based primarily on samples collected from the U.S. and Europe – leaving 86% of the world's population behind - again.

In 2022, OpenBiome expanded our mission globally to address systemic inequities in microbiome science and scale our impact on global health.

We partnered with the Global Microbiome Conservancy (GMbC)—an initiative founded at the Massachusetts Institute of Technology (MIT) dedicated to conserving and promoting understanding of the global diversity of the human microbiome to advance public health. Together, we are engaging researchers from nearly 40 countries to build and share the most accessible, inclusive, and globally representative microbiome library of its kind.

OpenBiome is also building global research programs to develop new therapies for neglected communities. Our first program aims to engineer a microbiome-based therapy for severe acute malnutrition, which causes 2 million preventable child deaths every year.

I hope you will join us in recognizing science as a crucial pillar of global development and health equity. Together, we can accelerate research and drive innovation to improve health worldwide.

A handwritten signature in black ink, reading "Julie O'Brien". The signature is fluid and cursive, with the first name "Julie" and last name "O'Brien" clearly legible.

Julie O'Brien, CEO, OpenBiome, Inc.

Balance Sheet

Assets

	2022	2021
Current Assets		
Cash and equivalents	\$1,299,880	\$7,553,224
Accounts receivable, net	\$1,226,101	\$650,400
Inventory, net	\$258,720	\$2,183,545
Net accounts receivable - related party	-	\$10,268
Prepaid expenses	\$105,086	\$157,105
Investments	\$5,353,836	
Total current assets	\$8,243,623	\$10,554,542
Property and equipment, net	\$124,409	\$62,545
Right-of-use assets, operating leases	\$803,818	
Security deposits	\$267,582	\$270,455
Total assets	\$9,439,432	\$10,887,542

Liabilities and Net Assets

Current liabilities		
Accounts payable	\$85,316	\$71,739
Accrued expenses	\$475,933	\$259,427
Current portion of Paycheck Program Loan	\$58,813	\$106,623
Deferred revenue	\$36,650	\$22,100
Operating lease obligation, current	\$259,129	-
Total current liabilities	\$915,841	\$459,889
Paycheck Protection Program Loan	\$137,423	\$983,972
Long term operating lease obligation	\$544,689	-
Total liabilities	\$1,597,953	\$1,443,861
Net assets		
Without donor restrictions	\$7,841,479	\$9,443,681
Total net assets	\$7,841,479	\$9,443,681
Total liabilities and net assets	\$9,439,432	\$10,887,542

Income Statement

	2022	2021
	Total Without Donor Restrictions	Total Without Donor Restrictions
Operating revenues and support		
Sales of product (net of discounts)	\$5,983,020	\$5,967,680
CP101 revenue	-	\$898,803
Research activities:		
Contact revenue	\$112,610	\$127,368
Grant revenue	\$33,828	\$2,347
Shipping and handling fees	\$405,200	\$429,400
Less cost of clinical program sales	(5,474,618)	(\$6,032,990)
Gross profit on sales	\$1,060,040	\$1,392,608
Data licenses and royalties	-	\$1,325,000
Other income	\$8,205	\$23,357
Other donations	\$24,239	\$55,120
Total operating revenues & support	\$1,092,484	\$2,796,085
Operating expenses:		
Program:		
Clinical	\$1,564,604	\$2,154,509
Research	\$35,413	\$515,428
GMbC	\$939,046	-
Total program expenses	\$2,539,063	\$2,669,937
General and administrative	\$878,282	\$575,830
Fundraising	-	\$69
Total operating expenses	\$3,417,345	\$3,245,836
Change in net assets from operations	(\$2,324,861)	(\$449,751)
Non-operating activities:		
Gain on PPP loan forgiveness	\$867,983	\$1,155,317
Gain on sale of assets	\$840	\$2,379,128
Investment losses, net of fees	(\$146,164)	-
Change in net assets	(\$1,602,202)	\$3,084,694
Net assets, beginning of year	\$9,443,681	\$6,358,987
Net assets, end of year	\$7,841,479	\$9,443,681

2022 Quarterly Revenue

