

OptiBiotix Health plc
("OptiBiotix" or the "Company" or "the Group")

Trading update

Strong period of growth and record start to 2026

OptiBiotix Health plc (AIM: OPTI, OTCQB: OPTBF), a life sciences business developing products which reduce hunger and food cravings, enhance the gut microbiome, and sweet fibres as healthy sugar substitutes provides the following unaudited trading update for the financial year ended 31 December 2025.

- Sales orders up 33% to £1.34m including £212k of orders carried forward for delivery in 2026
- Revenue up 30% to £1.13m (2024: £870K)
- Gross profit up 82% to £603K (2024: £331K)
- Gross profit margin increased to 53% (2024: 38%)
- Operating costs (including selling, R&D and patent costs but excluding non-cash shared based payments) are stable at £2.6m (2024: £2.6m)
- Cash balance of £1.03m (2024: £739k)
- Holdings in ProBiotix Health Plc ("PBX") and SkinBioTherapeutics Plc ("SBTX") with an aggregate market value of £6.45m as of 31 December 2025.
- Launch of SlimBiome® in Hydroxycut, which markets itself as the No. 1 selling weight loss supplement brand in the United States of America ("USA")
- Signing of a distribution agreement with a well-known direct selling weight management company with a first order received in H2 2025 with product launch scheduled for H1 2026
- Growing list of new customers in Asia with 17 products launched and 74 customer projects at various stages of development across six different countries
- Introduction of an optimised enzyme-based production process for SweetBiotix that delivers much higher yields, delivers a purer and better-tasting product, and reduces ingredient and production costs

Post period

- Twenty-four metric tonnes (24mt) SlimBiome order from Meelung Trading, Taiwan to be delivered at approximately three-month intervals throughout 2026 with payment already received for the first 6mt.
- Record start to 2026 with over £800k of orders received in January 2026 for delivery during 2026 calendar year, including carried forward orders outlined above (announced 21 January 2026). This excludes ecommerce and subsequent orders.
- Strategic shift from building a broad business with holdings in PBX and SBTX and products in multiple territories to focus on high growth areas and commercial sustainability
 - ü Significant reduction in marketing and selling costs during January and February 2026 of 78% which, with planned reductions in R&D and IP costs, are anticipated to save £500k-600k per year
 - ü Margin improvement in cost of goods which should reduce the cost of producing SlimBiome by 31% in Q2 2026 orders with further changes anticipated to lead to a final cost reduction of 48%. The Board expects this should improve gross margin and gross profit
 - ü The development of profit and loss accounts for each part of its business (OptiBiotix Health USA, OptiBiotix Health India, Ecommerce and B2B) with each business unit tasked with covering their costs by end of 2026. This will help determine future spending and cost savings

The Company has made positive progress in 2025 with growing sales, higher margins, increased gross profit and valuable assets in its holdings in PBX and SBTX with a combined market value of circa £6.45m at the end of December 2025. Whilst recent announcements by SBTX have impacted on the current value of its holding, the Company believes the fundamentals of SBTX's business are strong.

The Company has invested in building a strong portfolio of assets through its IP, holdings in SBTX and PBX, clinical studies to support health claims, and an international, manufacturing, distribution and a large e-commerce customer base through sales and marketing. This investment is largely complete. The Company is now focused on commercial sustainability by increasing sales, improving margins, reducing costs, and accelerating the commercialisation of its second-generation products to build revenue streams from both first and second generation products.

With a record sales order book, improving margins, significant cost reductions underway, and growing promise in second generation products, the Board are confident that OptiBiotix has the potential to deliver substantial growth in shareholder value in the years ahead.

Stephen O'Hara, CEO of OptiBiotix Health plc said: *"The Company has made strong financial progress in 2025 with growing sales, higher margins, increased gross profit, holdings valued at £6.45m, and a record start to 2026 sales orders. Having invested in an extensive IP portfolio, health claims for products in all major markets, an international manufacturing and distribution base, and a large ecommerce customer base, the Company is now focused on achieving commercial sustainability by accelerating its activities to reduce costs and improve margins whilst continuing to grow its top line and commercialise its second generation products".*

"As the impact of cost reductions in 2025 have a full year effect and new initiatives to substantially reduce other costs take place, we move closer to our aim of achieving profitability across all parts of the business."

This announcement contains information which, prior to its disclosure, was considered inside information for the purposes of the UK Market Abuse Regulation and the Directors of the Company are responsible for the release of this announcement.

Engage with the OptiBiotix management team directly by asking questions, watching video summaries and seeing what other shareholders have to say by subscribing to the new website to get regular updates: <https://optibiotix.com/auth/signup>

View the full announcement and submit questions to management via our website: <https://optibiotix.com/link/rDGmLe>

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About OptiBiotix - www.optibiotix.com

OptiBiotix Health plc (AIM: OPTI, OTCQB: OPTBF), OptiBiotix Health has developed a range of technologies and commercialised products which modulate the human microbiome to help prevent and manage human disease. Since the Group's inception it has created a wide range of microbiome-based ingredients and products including prebiotic products like SlimBiome®, WellBiome®, SweetBiotix® and Microbiome Modulators within its core OptiBiotix Health plc (OPTI) business, but also skincare through its holdings in SkinBioTherapeutics PLC (SBTX), and probiotics through ProBiotix Health plc (PBX). These companies create a diverse portfolio technologies and products in an emerging area of healthcare that is of growing interest in consumer markets throughout the world.

Caution regarding forward looking statements

Certain statements in this announcement, are, or may be deemed to be, forward-looking statements. Forward-looking statements are identified by their use of terms and phrases such as "believe", "could", "should", "envisage", "estimate", "intend", "may", "plan", "potentially", "expect", "will" or the negative of those, variations or comparable expressions, including references to assumptions. These forward-looking statements are not based on historical facts but rather on the Directors' current expectations and assumptions regarding the Company's future growth, results of operations, performance, future capital and other expenditures (including the amount, nature and sources of funding thereof), competitive advantages, business prospects and opportunities. Such forward-looking statements reflect the Directors' current beliefs and assumptions and are based on information currently available to the Directors.

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