

# OptiBiotix Health PLC (AIM: OPTI) Company Summary

April 2025

## Investment Profile

- A key player in the the fast growing microbiome space (CAGR 25.7%)
- Extensive Intellectual Property (IP) portfolio composed of patents (65+), trademarks (26+)
- Retains significant exposure to the considerable growth potential of the microbiome market through its shareholdings in PBX and STBX
- Partner with respected key national and International companies/ brands
- Multi channel approach to market via B2B ingredient sale, private label finished products and B2C e-commerce across multiple territories
- Multiple human studies published confirm safety and efficacy
- Significant number of new partners gained from the USA and Asia
- Strong sales growth and pipeline with orders for Q1 2025 already beyond H1 2024 (56% increase in sales in 2024 v 2023)
- No debt & a strong balance sheet position of £9.4m in 2023

## Share Information

<b>Ticker</b>	OPTI
<b>Share Price</b>	18p
<b>Shares in issue</b>	97.94m
<b>Market Cap</b>	£18.36m
<b>12m Hi/Lw</b>	35.00p/10.00p

(Source: [The London Stock Exchange](#), April 2025)

## 12-Month Share Price



(Source: [The London Stock Exchange](#), April 2025)

## Major Shareholders (as of April 2025)

Name	%
Stephen O'Hara	10.43
Finance Yorkshire Seedcorn Fund (FYSCF)	4.81

## Newsflow

**Mar 2025:** Commerical update

**Feb 2025:** Launch of Daily Nouri products in USA

**Jan 2025:** Launch of products in Amazon India

**Dec 2024:** Launch of Dr Morepen LightLife in India

## Company Overview

**OptiBiotix Health Plc (AIM: OPTI)** is a life sciences company operating in one of the most progressive areas of biotechnological research.

OptiBiotix identifies and develops microbial strains, compounds and formulations for use in food ingredients, supplements and active compounds that can impact on human physiology, deriving potential health benefits.

With an established pipeline of microbiome modulators, the OptiBiotix team works in the prevention and management of chronic lifestyle diseases including obesity, hypercholesterolemia and lipid profiles, and diabetes.

*The OptiBiotix Difference: Better Science, Better Health*

## The Human Microbiome Market Potential

Human Microbiome Market size was valued at USD 824.4 million in 2023 and is expected to reach USD 6.47 billion by 2032, registering a CAGR of 25.7% till 2032, according to the [Global Market Insights](#). The market has enormous potential driven by macro environmental factors, including an ageing population, rising medical costs, a public health policy shift towards disease prevention and consumer trends towards healthier lifestyles, better nutrition and self-help.

The Company is developing a range of products which reduce appetite, improve gut health, replace sugar with sweet fibre and moderate the microbiome to prevent and manage human disease. A global market of strategic interest to pharmaceutical, food, health, and wellbeing companies, the human microbiome is forecast to become one of the world's fastest growth areas.

## Technology Platforms (First and second generation products)

OptiBiotix Health have adopted a layered two-generation approach to the development of its product portfolio in order to reduce risk and maximise opportunities for investors. All its products are targeted at addressing some of the worlds greatest public health challenges - obesity, CVD and diabetes.

**SlimBiome®:** An appetite supressing mineral enriched fibre complex backed by multiple clinical studies, awards and IP. With the introduction of GLP-1 drugs, the use is increasingly attracting major international brands looking for non pharmaceutical approaches to reduce hunger and cravings supported by human studies and health claims.

- Two human studies show SlimBiome reduced hunger by 74% and 84% – similar to the anti obesity drugs



**WellBiome®:** A mineral enriched multi fibre complex for gut health. Designed to positively impact on gut microbiome composition, metabolic activity and digestive intolerance. It enhances gut barrier integrity through health positive bacteria and promoting metabolic activity, most importantly short chain fatty acid production.

**SweetBiotix®:** a second generation portfolio of novel, patented zero or low calorie sweet dietary fibres, classified as dietary fibres which have a prebiotic effect. The portfolio contains a range of products which human studies have shown have high to moderate levels of sweetness to meet the needs of a range of applications including fizzy drinks, snacks, dairy, bakery and cereals.



**Microbiome Modulators:** OptiBiotix have developed a patented reverse enzyme process to create prebiotics which are selective for enhancing the growth and activity of commercially significant probiotics. The process can also be used to create prebiotics which are selective for enhancing the growth and activity of specific bacteria in the gut (e.g Roseburia, Faecalibacteria etc). This results in 'designer prebiotics' specific for a microbial target (genus/species) associated with a health benefit and has the ability to be used individually to enhance a health benefit or improve the safety and efficacy of drugs.

## Five Pillars – Key value enhancing features for industry



OptiBiotix is operating in an exciting and evolving marketplace with gut health and modulation of the human microbiome attracting ever-increasing interest as the potential solution to a wide and growing range of life-style related health challenges.

The Company notes the significant change in industry and consumer awareness of the impact of reducing hunger and cravings on weight management following the launch of the anti obesity GLP-1 drugs. SlimBiome's® ability to reduce hunger and cravings has been confirmed in a number of independent human studies and published in peer reviewed journals. This has allowed health claims for reduced hunger and cravings to be made in markets around the world which has been important in differentiating products in a crowded market. The company is now attracting partners who are willing to invest significant amounts in advertising to quickly grow market share.

Successful launches with established national and international retailers such as OptiPharm, Australia & NZ's leading weight management brand, Holland & Barrett UK, and Dr Morepen with a recent launch in India forecasting sales of £17m+ in the next 5 years. New orders seen from new customers in the USA with Nouri and a NASDAQ listed firm with a growing pipeline in this market and multiple new distributors across ASIA. The sports nutrition sector has seen increasing activity with the company leveraging its assets to enter new markets with launches with MYPROTEIN and Muscletech two of the largest and well known brands in this space. This growing association with leading firms gives the product credibility furthering sales opportunities in other territories. This has changed discussions from the science to commercial discussions on which products to launch and timings of launch. The recent partnerships formed in India, USA and ASIA and the company's increasing growth in e-commerce have the potential to contribute significantly to growth in 2025 and beyond.

## Building a Global Brand

### Asia Pacific (Distributors)

- In 2023, OptiBiotix **signed agreements** with **four new partners** in **Asia** for **SlimBiome®**, and had received just under £80,000 worth of initial orders
- These partners include Nasol Pharma International (**Vietnam**), Bonanaza Neutra (**Thailand**), Colorinda Chemtra (**Indonesia**), and NexusWise (**Malaysia and Singapore**) - *all well-known specialist distributors in its field*
- The Board believes this is a **strategic investment** in **high growth markets** that are anticipated to grow relatively slowly but have the potential to deliver significant revenues in the future

### OptiBiotix Health India

- A new five-year partnership agreement with Morepen to sell products containing SlimBiome® under the Dr Morepen brand **in March 2024**

**In Dec**, OPTI announced upcoming launch of multiple SlimBiome® containing products under Dr Morepen's newly developed **LightLife brand in India**

- With other partner launches / orders, which could generate significant revenues and bring profitability to this part of the business during 2024

### North America

- LeanBiome®** is now included in two leading sports nutrition brands, Myprotein and MuscleTech
- First order received** from a NASDAQ-listed USA e-commerce and direct selling company
- Discussions are ongoing with other large US partners

## Management Team



**Stephen Patrick O'Hara** is the CEO and Founder of the OptiBiotix. Stephen trained as a microbiologist and has over 50 publications, 70 plus patents, and chapters in a number of books. He has a track record of success in identifying opportunities, raising finance, commercialising products, and taking a number of companies to exit by IPO or trade sale.

## Growth strategy & Outlook

- Strategic focus and investment on large markets (USA, India, Asia) and in building its ecommerce presence is building financial momentum
- Consumer health division saw sales growth from £186K in 2023 to £433K (+134%) in 2024. The company sees significant growth opportunities in 2025, notably its recent launch on Amazon India
- North America launch with partner Nouri's 'feel full' lemonade on track to surpass forecasted 10 metric tons by July 2025.
- A growing pipeline in the US market including one of the leading brands in weight management with plans to launch in 2025
- OPTI is at early stages of developing SlimBiome® (sachet) for potential launch in mid-2025 with a major US retailer
- Dr Morepen's launch of lighlife in India has started successfully with reorders placed offering significant upside potential with Morepen forecasting £17m+ in 3-5 years.
- A number of new products under development in India as part of a range extension for Morepen and other partners including new six calorie button gummies, new formula breakfast, dinner and snack shakes, and new high protein, high fibre, low calorie bar containing SlimBiome®
  - Asia pacific has seen several distributors onboarded delivering just under £80k of sales in 2024 and forecasting good growth for 2025
- Management are pleased to report steady y-o-y growth in 2024. The company has started 2025 with a record number of orders in Q125 already surpassing sales in H1 2024 and increasingly confident 2025 will be a record year for the company. Second generation technology close to commercialisation with material news expected in 2025.

