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Welcome to the OTCQB podcast. I'm your host, Michael Kaiser. On today's episode, we have OptiBiotix Health PLC. OptiBiotix Health PLC brings science to the development of compounds which modify the human microbiome in order to prevent and manage human disease and promote wellness. OptiBiotix has an extensive R&D program working with leading academics in the development of microbial strains, compounds, and formulations which are used as active ingredients and supplements. The company also develops its own range of consumer supplements and health products. The company's current areas of focus include obesity, cardiovascular health, and diabetes. Joining us today is the CEO and founder of OptiBiotix Health, Stephen O'Hara. The company trades on our OTCQB venture market under the ticker OPTBF. Stephen, thank you so much for joining me today.

Stephen O'Hara

Great to speak to you, Michael. From a sunny, an unusually sunny, England.

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I'm glad to hear that the sun is also shining in New York City. We have a wonderful spring day on our hands. But let's get started. So how about a quick introduction of who you are, your background and what led you to start this company.

Stephen O'Hara

Sure. I'll be pretty quick with the introduction about myself and focus on the company. So, I'm a scientist by training. I have about over 100 publications. I have chapters in various books. I have over 100 patterns to my to my name. But I guess I'm an entrepreneur by heart. I've built a number of companies over the over the years. taking technology and commercializing those technologies. When I grew and I sold to 3M Healthcare back in 2007, I then was a director of 3M Healthcare as part the tie-in for two and a half years. And I've also placed four companies on the London Stock Exchange. In terms of the company, in terms of OptiBiotix, I'll just go through that in some detail, because this is quite important. There are two parts of the business. The first part is the trading business, where we have dual track strategy, where we develop what we call first generation products. So, these are products like SlimBiome and WellBiome that I'll cover in more detail later. And the idea behind those is they create early revenues, and they get you in the marketplace. Then we have our second-generation solutions. Those are products like um Sweet Biotics, which is a sweet fiber. And we have our microbiome modulators. They change the

microbiome in a very targeted way. And the idea behind these second-generation solutions is that they create long term high value differentiators. So that's our trading part of the business. We then have a second part of the business, and you could loosely call it to the investment business. So, what I've done, I've formed OptiBiotix, I've built a probiotic business, a postbiotic business and a prebiotic business. And I've spun out both the probiotic business and the postbiotic business from OptiBiotix and placed those separately on the stock market. What that has allowed us to do, it's allowed us to pay dividends of 10.25 million to shareholders. And it also means that we have holdings in these businesses' worth at the end of 2025, 6.45 million. So, we have holdings in these businesses, these postbiotic and probiotic business, which is greater than our current market capitalization.

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That's really interesting. So, there's a lot deeper than my research had taken me. So, you have both the active product portfolio, but then you're a major investment company and some of the spin offs that you've created. So, you talked about in your intro, several of the key products at a high level. Would you be able to frame those in terms of your, your highest strategic priorities over the next several years?

Stephen O'Hara

Sure, I'll go through these in and a little bit of detail because I think they are very interesting products. But they're all based around meeting an unmet market need. And they all have a portfolio of patents and trademarks to protect them. They all have clinical studies, and you'll see those on our website, and these are published independent to others. And those clinical studies are really important to make on-pack health claims. So, we can make on-pack health claims in Europe, in India, in Asia, in Australia, in Canada. Canada Health is very, very difficult to get on-pack health claims, and also, function and structure claims in the USA. But if I start with our first product, our lead product, this is the one which is creating most revenues this moment in time. It's called SlimBio, and it's an award-winning product. It's patented, and it reduces hunger and cravings. So just to repeat that, it reduces hunger and cravings. And we have four clinical studies published by independent universities, which are all consistent. It reduces hunger typically by around about 75%. And you'll see if you look up hydroxy hunger control, because SlimBiome is in one of America's biggest weight management brands, HydroxyCut. Look at hydroxy hunger control that talk about SlimBiome reducing hunger by 75%. So, it really is an excellent product and proven not just clinically, but in a range of brands around the around the world. And where this is

particularly interesting, we launched this before the introduction of the anti-obesity drugs, the GLP-1 agonists. And our biggest challenge was actually educating people that if you reduce hunger and cravings, you actually reduce calorie intake and so you lose weight. Since those products have come to market, we've been overwhelmed in terms of interest because people see these as a natural alternative, those GLP-1 drugs, but also increasingly we see that people come back to Slimbiome when they stopped injecting the drugs, when they stopped taking GLP-1. What you do is get a rebound in the vast majority of people use GLP-1. and they see SlimBiome as a natural and safe way to stop that rebounding weight. The second product is WellBiome. Again, it's a product that's focused on a large met need. It's a product which improves gut health and has been shown to improve gut health and increase microbiome diversity more than any other pre-biotic alone. Again, a number of health claims. And this is a an area of growing interest around the world. With more than 80% of consumers in in America and China, considering gut health been really, really important. And there's a McKinsey report, which came out a year or two ago, which said that over 50% of consumers will be actually looking at gut health and seeing it as a high priority in their lifestyle over the next year or so. And just coming finally to the second-generation products. So, these are products not on the market currently but are probably the biggest opportunity. They are close to commercialization. If you go on our website, you'll see lots of information on them. We've got a number of partners we're working with, some large global brands. And so, what I'll do, I'll just go Sweet Biotics first of all. So, this is a natural sweet, high fiber, low calorie product which is designed to replace both sugar and sugar substitutes. So just think about it, a product which is fiber that replaces sugar and sugar substitutes. So, what you have is an unhealthy high calorie product, sugar, being replaced with a healthy product. This has been developed over the last five to six years. It's been tested by industry across the world and academic partners. You have five publications on our website, and we've got a number of material transfer agreements in place and open innovation agreements with some really well-known brands. Now brands that be well known to users in in the US. These are brands in the dairy market, in the beverage market. So, this is really... a very exciting product with a massive global potential. And then finally, in our second-generation product, this is really developing science. OK, this is something which is way ahead of the game. We have a range of products that we call microbiome modulators. And they do exactly what it says in a tin. They change the microbiome. What we can do, we can change various components, various species or strains in the microbiome in a very targeted way. So, we can increase number of beneficial bacteria and decrease the number of bad bacteria. And this has absolutely enormous potential, both in terms of treating certain diseases like Parkinson's,

Autism, and some gut cancers that have been linked to the microbiome. But also, there's increasing evidence which shows that by changing the microbiome, you can improve the tolerance, safety and efficacy of a range of pharmaceutical products. So, this is a really, really exciting area and we should hopefully have products in the next 12 months in this area.

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It's quite the swath and in an array. I know there's a lot going in our gastrointestinal systems, but it's impressive to hear the different approaches that you have to overall natural improvement of one's health. You mentioned in high level some of the ways you get your products to consumers. Whether through an ingredient in a different product, hydroxycut, or partnership or commercializing on your own. Can you talk a little bit more about how you determine the best path forward, partnership, licensing, or whole development when you think about new products in particular?

Stephen O'Hara

Sure, it is a very important question as you build business. But in simple terms, we tend to develop products for our home market and work through partnerships in other territories. And you can understand the reason for that, because we understand our home market, but you want partners who have greater understanding of their own territory, the regulatory environment, consumer environment, etc. But the beauty of having products in our own market, and we sell those via our own website, OptiBiotix online and interestingly we get an awful lot of buyers from America buying products on OptiBiotix online and we all sell on Amazon. And what you find with selling online is that you get immediate revenue don't have to wait 30, 60, or 90 days to get your revenue in you get direct and unfiltered customer feedback on your products. This is important because sometimes with partners, they will filter the feedback on your products and just tell you the good things. But what you really want to know, you want to know the good and the bad so you can actually improve the product and overcome these any deficiencies. but also having a product on your own website it acts as a really good shop window for partners you can look at it and say yeah I like the fact they've got bars I like the fact they've got gummies like the fact they've got meal replacements and they're putting some environment to drinks so they can look at what we've got and look at how applicable is to their own territory

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Seems you've got quite the handle and in optionality too, which I like is the greater your potential distribution; you know the greater opportunity for growth and sales, which brings me to my next question. Shameless lead in, I realize, but you recently published your trading results for 2025. I believe the annual report is still forthcoming, but you know in highlights, the growth numbers look really strong. Can you walk us through top level 2025 results? And, you know, maybe even touch on what's most important to you that we should take more attention to.

Stephen O'Hara

Sure so we're pleased with the results so revenues are up 30 percent gross profit is up 82 percent so big increase in gross profit. We've increased our gross margin by from 38 percent to 53 percent and there's been no increase in operating costs. And what you should see now in the next 6-12 months is a gradual reduction in those operating costs because if you like, and I touched on it earlier, we built the infrastructure what we built our partnership infrastructure across the world. We built our manufacturing structure across the world. So, we have manufacturing bases in Europe, in India, in America, in Australia. So, we built those, we put the time and effort into building those. And our focus is really about building the business, about building those revenues, reducing, increasing those margins. And what's really important, which comes out of the results for 2025, is that when you look at 2025 compared to 2026, you've had a record so with orders up until the end of January 2026, more than 50% of what we achieved in the whole of 2025. So, whilst we had very, very good growth in 2025, we got even stronger growth in the first part of 2026. In terms of the second part of your question, in terms of what we're proud of, I think there's two things. The first thing is the increasing number of big brands taking on our products. I mentioned one earlier, I particularly chose Hydroxycut because that's a very much an American brand, America's biggest weight management brand. So, it's good to see SlimBiome in Hydroxycut as Hydroxycut hunger control. And we have other big brands and around the world where we have similar incorporation of SlimBiome. And I think our second thing I'm really proud of is our growth in Asia. Asia is a massive potential. So, we've only went to Asia about 18 months or so ago and we really had 17 products like launched in the last 12 to 18 months. And we've got 74 customer products in the pipeline at Bear Stage Development. One of our customers, Mi Lung from Taiwan, have just placed an order in 2026 the 24 metric tons of SlimBiome okay that's a massive amount we did we did about 25 tons all of last year so already we've got an order for 24 metric tons um in this year from one partner alone

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So, something that stuck out to me there is the CapEx has been and laid forward. You have the facilities, you have the distribution, and now it's about growing in sales. And 2026 is off to a tremendous start by all accounts. I believe you just said the order from one customer is the equivalent of the entire 2025 orders possibly combined. I'll let you clarify that here in just a second. So off to the flying start in terms of orders, you have the capacity and scalability from what it sounds to fulfill those orders. Talk about the remainder of 2026 and also how you keep this momentum going and what is the ultimate scalable capacity that you guys have.

Stephen O'Hara

I start in reverse order. I think the capacity is infinite because we built a structure across multiple territories and that also leads us less vulnerable to individual countries suffering any form of impediment due to local events. Just clarifying what I said earlier in terms of the sales. So, the orders for SlimBiome, this is buying SlimBiome by itself. Last year, the orders just SlimBiome as an ingredient were around about 25 metric tons. Already we got orders for 24 metric tons. On top of that, of course, we have our partner selling products, and we have final product or end products we sell via our own consumer online e-commerce network. So, it's one part of those various areas in terms of how we're building the business, but a very important part and so on strong growth. So, we're seeing lots of growth in what we call B2B, business to business, and sales of SlimBiome and ingredients. Going back to your question in terms of a bit more detail where for and where we see the growth, well, we should see more sales growth, and I've alluded to reasons why already in terms of lots of orders in the first part of the year. You also touched about capex that we've invested in, in building our infrastructure. Now we're reducing our Capex because we have that infrastructure already in place. So, what you should see is reduction in our operating costs. So continuous sales growth, hopefully accelerated, reduction of operating costs, an increase in margins because we've got higher volumes now that we're buying so we can put greater pressure on our suppliers to reduce our cost of goods. And probably more importantly out of all of those, we've got the launch of our groundbreaking second generation products, in particular Sweet Biotics. I can't overemphasize how important this is in terms of building the pipeline building, the sales for the next one, two, three years. And this is a sweet fiber that has potential to be used as a natural sugar replacement across a whole range of products, and beverage products, confectionery and dairy products all around the world, a really big opportunity.

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Thank you for the clarification. And there is a lot of momentum and positives to your story that you've outlined, not just for this year, but let's also think about longer term. So, what are the catalysts beyond 2026 that you think investors should be watching for? And you know it's important and balanced to also consider challenges that you might have, whether they be external externalities, geopolitical, competitive, etc. But can you talk about the catalyst for the future as well as challenges and how you see for see your company navigating those?

Stephen O'Hara

Sure. So, I've touched on this earlier that the biggest catalyst will be the launch of our Sweet Biotics products because they have massive potential and to change perception about sweetness and health. Generally, people think about if you have a sweet product, it has something in healthy in it. If we can, well, we have created these Sweet Biotics fibers that are three times as sweet as sugar. If we can make sure that these get manufactured and distributed, we get global partners to incorporate these into their products. And then they've already have in terms of development, but we can launch those. I think that will be a massive catalyst to change the nature of sweetness, of health, and also in terms of us as a company. And we do have a number of agreements in place with some major global brands. And we're really pushing to get these get Sweet Biotics within these global brands. In terms of challenges, I think the biggest challenge and this is not unusual for many companies is the volatility and the global environment from the conflicts around the around the world impacting upon supply chains two three years or so ago well it manufacturers were manufacturing four weeks now increasingly, the manufacture supply chain is taking 16 weeks. The cost of goods have gone up. I think generally, certainly in the UK, and that's part of the reason we looked into the American market, because the volatility with Brexit, which is quite local to us, but has a big impact in terms of what's happened in terms of our economy. The investor appetite, particularly for small caps in the, in the UK is really diminished over the last couple of years. But if I then turn that around and say, okay, these are the problems. How are we dealing with it? Okay. So again, I mentioned some of this earlier. We've got multiple product offerings. We've got multiple markets. So, we're not just in the UK and Europe. So, we're not restricted to problems in in those areas. you know What doesn't work in in Europe because of local events may actually, may be able to get better growth than in Asia, which is what we're looking to do. But we've got the £6.45 million pounds worth of holdings I mentioned earlier from our

holdings in these investments, if you like, and we've got no debt. And that's very, very important in a very volatile world to have no debt. And in that respect, if we look at their having no debt, growing the business, we said earlier, our internationalization of our product range, the increasing number of big brands taking our products, our trading position shows some strong growth, the potential launch our second generation products and in the near future. I think there's a good opportunity for investors, if they're interested in this marketplace, to pick up from very, very cheap shares in the UK.

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Very balanced assessment and I appreciate the additional color and there are, in all operating environment environments, both tailwinds and headwinds, but going back to it's impressive that in the face of rising costs of materials, supply you're still able to manage your overall cost of the company. So really positive. In your last answer you talked and touched on investment opportunity and that Maybe locally in the UK, there's not been as much investment in small cap companies as historically. So, it brings me to my final question, and it's about, you know, OptiBiotix is traded or listed on the exchange in London, trades OTCQB venture market here in the US. Can you talk about the importance of the cross trading in the United States and how that fits in your plans for driving long term shareholder value creation?

Stephen O'Hara

So, we've always been interested in the US as a marketplace, but it's quite a complex marketplace. So, I mentioned earlier that I used to work for 3M Healthcare up in Minneapolis for a number of years. So, I know the American market and it's a very complex market, it's a very fractured market. So we always had that interest. We didn't look at NASDAQ a number of years or so ago. But I think what's changed the game is that we're starting now to build a consumer presence with our products in the USA. So, as I mentioned earlier, we've got the launch just at the end of last year SlimBiome and HydroxyCut, the number one weight loss supplement in in the USA. And as we increase our brand presence in in America, and customers become aware of our products, we believe that being on the OTCQB Venture Market will increase the visibility of not just our products, but of our company as an investment opportunity to the US. And we think by doing this, we'll broaden our shareholder base, and we'll improve liquidity. And liquidity in the UK is quite low at this moment in time for some of the points, some of the reasons I alluded to earlier. So, there's good reasons to go to the to the US in terms of products, but also in terms of us, the business listed on the OTCQB Venture Market.



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Thank you, Stephen. I should maybe talk about hiring you here. I think you highlighted the strengths and what we hope to achieve in offering OTCQB venture market is to grow with the companies that that trade here and offer them access to the U.S. markets and by way of an expansion of investor base. So, thank you very much for your time today. I appreciate your insights. I've learned so much, and I know that our listeners will too.

Stephen O'Hara

Thanks, Michael.