

Carbiotix releases product road map for the next five years

Carbiotix (publ) ("Carbiotix" or "the Company") today releases its product road map for the next five years in addressable markets exceeding 3 billion Euros. This road map includes a seamless integration of the Company's smart prebiotic concept throughout all products, starting with a lower volume higher margin nutraceutical ingredient of its flagship prebiotic soluble fiber CarbiAXOS.

Kristofer Cook, CEO for Carbiotix, comments

"I am very pleased to release our product road map for the next five years. This road map will provide the market with clarity as to what products we will launch, in what order, and when. Seamless with all products is the concept of the smart prebiotic. For us, smart prebiotics are defined as products that: 1) are very effective as measured by their prebiotic effect and impact on key human biomarkers, 2) can be matched to an individual's needs, and where the effect can be validated and improved over time, and 3) can be offered across multiple product categories creating positive synergy effects. We consider this concept as something that is at the forefront of innovation in the gut health space, as the need for greater personalization and transparency grow. This will create a key competitive advantage for us going forward, ultimately allowing us to capture greater market share across all segments we target. In 3-5 years, I truly believe that a prebiotic product that is not smart will be regarded as antiquated and uncompetitive. Carbiotix recently launched LinkGut B2B gut health testing service will form the backbone of the smart prebiotic products we offer and will continually evolve to meet the needs of all companies and organizations interested in gut health.

We plan to launch our CarbiAXOS nutraceutical or supplement ingredient first in the US in 2022, followed by the EU in 2023, and the rest of the world in 2024, with a total addressable market of 1.0 billion Euro (350, 250, and 350 MEuro respectively). We aim to launch a lower volume higher margin nutraceutical ingredient in the price range of 30-40 Euros per kg and with margins of at least 75 percent. This will be followed by our CarbiAXOS food ingredient, in partnership with another company(s), to be first launched in the US in 2025 and the EU and the rest of the world in 2026, with a total addressable market of 2.25 billion Euros (800, 550, and 900 MEuro respectively) [\(1\)](#). We aim to launch a food ingredient that will compete with a majority of first-generation prebiotics and thus be priced at roughly 10 Euro per kg and with margins of up to 75 percent as we reach scale.

We aim to launch our first medical food co-intervention products based on CarbiAXOS in 2025 in the US and 2026 in the EU. As previously communicated, we aim to launch a product that is priced at 100 Euro per kg with margins of 95 percent in a market that has a total value exceeding 15 billion Euros [\(2\)](#). Likewise, we aim to launch our first therapeutic co-treatment products based on CarbiAXOS in 2026 in the US at a similar price and margin to our medical foods.

The above product road map will allow us to penetrate each market where we gain regulatory approval at a price point consistent with our scale of production, allowing us to maximize margins as we expand production capacity and involve strategic partners to subsidize capital expenditures as we scale up. Moreover, revenues generated from nutraceutical and food ingredient sales will be used to finance and accelerate the development of medical food and therapeutic products that naturally have longer lead times given the need for more extensive studies and regulatory approvals.

Press Release
16 September 2021

Our focus at the moment is to get our first production site in place in Bjuv, complete our first GRAS, and begin deliveries of our CarbiAXOS nutraceutical ingredient for product sales in the US. When all three are in place, the focus will shift towards growing sales, expansion of our product portfolio, and entering markets as laid out in the road map. This is a very exciting time for Carbiotix, and I look forward to not only the months ahead but also capitalizing on our competitive position provided through our smart prebiotics in the years to come. I suspect that we will play a pivotal role in both disrupting and evolving the global gut health industry in a positive direction. For shareholders, this should translate into value creation in line with our achievements along the way.”

This is information that Carbiotix AB is obliged to make public according to the EU Market Abuse Regulation (MAR). The information was made publicly available by the Company’s contact person set out below on 16 September 2021.

Forward-looking statements

This communication contains forward-looking statements, consisting of subjective assumptions and forecasts for future scenarios. Predictions for the future only apply as of the date they are made and are, by their nature, as is research and development work in the biotechnology segment, associated with risk and uncertainty. With this in mind, the actual outcome may deviate significantly from the scenarios as described in this press release.

For further information:

Carbiotix AB
Kristofer Cook, CEO
Tel: +46 (0)70-879 65 80
E-mail: kristofer.cook@carbiotix.com

Carbiotix AB (CRBX) (www.carbiotix.com) is an award-winning biotechnology company pioneering microbiome healthcare through a portfolio of microbiome modulators covering prebiotic ingredients, medical foods, and therapeutics, along with cost-effective gut health testing services.