

Carbiotix ramps up JDA project negotiations – update of NutraCycle projects

Carbiotix AB (publ) ("Carbiotix" or "the Company") announces today the Q2 2025 update of NutraCycle projects and notes a clear trend towards the signing of multiple Joint Development Agreement (JDA) projects in the second half of 2025. A JDA is a formal collaboration framework used in the NutraCycle service model. It typically follows a successful pre-study phase and outlines how Carbiotix and the partner— co-develop process engineering, product formulations, and go-to-market strategies. Since March 31st 2025, the total number of customer projects has increased by 6, reflecting an average addition of one project per week over the past year. Carbiotix now has a total of 53 customer projects. Additionally, the Company added 8 new customer side-streams, bringing the total number of side-streams to 66.

Erik Deaner, CEO of Carbiotix, comments:

"As with previous updates, I am once again very pleased with the growth in NutraCycle customer projects since Carbiotix last reported customer projects at the end of March. During Q2, we added 6 new customers and have on average added one new customer project per week over the past year. While I expect this trend to continue, we are now focusing more on engaging with certain types of customers rather than the number of new customers.

We have gained valuable insights from working with a diverse range of customers in terms of both company size and side-stream types. This has made it increasingly clear that certain types of customer profiles and side-stream types offer a greater potential than others.

The number of qualified leads at the end of the Q2 was maintained at over 120, and we estimate our target group to be over 10,000. Although we have decided to attend fewer trade shows in 2025 compared to last year, our digital marketing activities and efforts continue to generate leads and conversions in a more cost-effective manner. During Q2, we also continued to build our best-in-class business cases. These materials not only support our marketing initiatives but also help potential customers understand the economic and sustainability value of the specific side-streams we have evaluated.

Going forward, we are seeing several clear observations and trends. Firstly, the market is still in an early adopter phase, and the large number of NutraCycle projects has allowed us to identify and start building relationships with a critical number of these early adopters. Secondly, we see that Pilot Pre-Study projects are becoming an optional step in developing customers and that interested customers want to explore Joint Development Agreement (JDA) projects directly from Laboratory Pre-Study projects. Thirdly, we see a clear trend in the number of JDA negotiations which we anticipate will lead to 5 JDAs in the second half of 2025."

Link to visual overview

<https://carbiotix.com/assets/img/nutracycle-development-blue-25-06-30.jpg>

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.



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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 30 June 2025.

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Carbiotix AB (CRBX) (www.carbiotix.com) is an award-winning biotechnology company pioneering the onsite upcycling of plant-based side-streams. Carbiotix mission is to improve the health of people by increasing the consumption of prebiotics and other active ingredients from upcycled side-streams. Carbiotix offers one core service today called NutraCycle, an on-site upcycling and fortification service allowing food & beverage, ingredient, and feed producers to turn plant-based products into healthier, more profitable, and sustainable products.