

valbiotis[®]
LABORATOIRE
SCIENCE NATURE SANTÉ



**A FUTURE FRENCH LEADER
IN CLINICALLY TESTED
NATURAL HEALTH SUPPLEMENTS**

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A French laboratory that has transitioned from R&D to the commercialization of clinically tested natural health supplements

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Commercial rollout underway, growth drivers in place

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A major strategic partnership in Asia and a distribution agreement in the Middle East

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A revenue target of over €25 million in 2027, backed by a positive EBITDA





1. PROFILE

A French laboratory that has transitioned from R&D to the commercialization of clinically tested natural health supplements

Our Mission

To provide healthcare professionals and patients with clinically tested natural health supplements to address the **early stages of cardiometabolic imbalances and associated symptoms**, and to help manage everyday health issues.

Cholesterol

Metabolic Syndrome

High Blood Pressure

**Metabolic Liver Disease
(MASLD)**





OUR HISTORY: 10 YEARS OF SCIENTIFIC AND CLINICAL RESEARCH

Valbiotis®
founded

Positive results from **the first clinical trial** in humans –
Totum 63 - Phase I/II

Positive results from the **Phase II HEART study on LIPIDRIVE®**,
for hypercholesterolemia

Presentations at the ADA and EASD conferences and launch
of **two labcoms**:

MIMETiv and PHYTOMAR'INNOV

1st launch in France with **Valbiotis^{PRO}® CHOLESTEROL**

Launch of the **Valbiotis^{PLUS}®** line

2014

2016

2022

2024

2015

Totum 63 developed:
Initial studies and patent filing



2021

ISO 9001 certification obtained for all
operations

2023

Positive results from the Phase II/III
REVERSE IT study on Totum 63

2025

Valbiotis^{PRO}® METABOLIC HEALTH, dietary
supplement for blood sugar and metabolic
syndrome parameters.

Valbiotis^{PRO}® CARDIO-CIRCULATION, dietary
supplement for blood pressure,
cardiovascular health, and circulatory
comfort.



47
employees



**Headquarters in
Périgny, France
(Charente-Maritime area)**

**A university chair in Quebec City
(Canada) at Laval University
(IUCPQ-ULaval)**



€60 million invested in R&D

**4 active ingredients
patented** in at least
61 countries



Valbiotis^{PRO}[®]: Market launches backed by robust clinical track records

Clinical Development

2014

2024

Lipidrive[®]
Formerly TOTUM•070
Hypercholesterolemia

Phase II/III HEART 2
Study

Completed
(January 2025)



TOTUM•63
Metabolic syndrome

Phase II/III REVERSE IT
Study

Completed
(May 2023)



Tensodrive[®]
Hypertension

Phase II/III INSIGHT
Study

Completed
(October 2024)



Steadrive[®]
MASLD (metabolic
liver diseases)

Clinical Study via
a research chair

In progress

Commercialization in France...

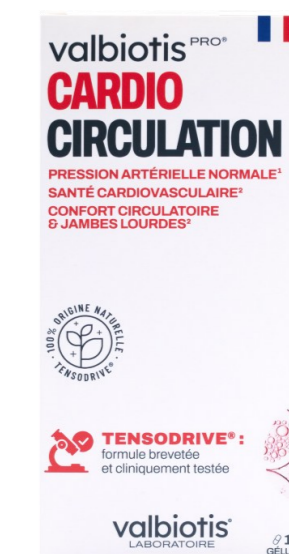
May 2024



February 2025



June 2025



2026

With strong potential for
international expansion

Valbiotis^{PRO}®: 4 products with a high level of clinical evidence

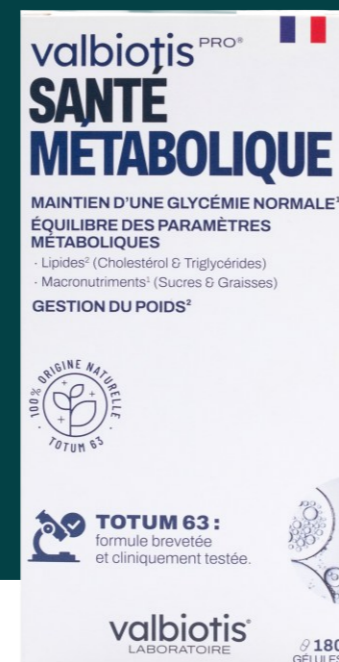


LIPIDRIVE® (Valbiotis^{PRO}® Cholesterol)

4 clinical efficacy studies
on 330 subjects

18 conference
presentations

4 scientific publications

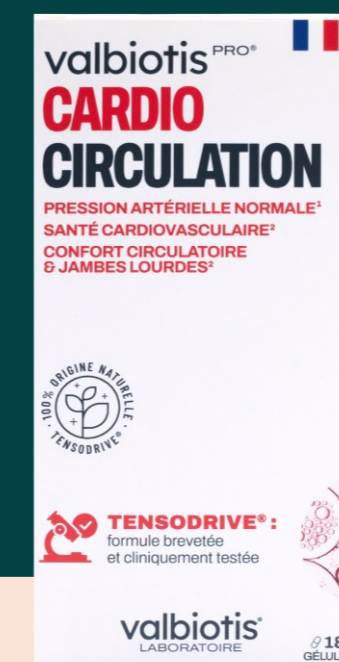


TOTUM•63 (Valbiotis^{PRO}® Metabolic Health)

4 clinical studies on
720 participants

Patents in France &
internationally (58 countries)

20 conference presentations
7 scientific publications



TENSODRIVE® (Valbiotis^{PRO}® Cardio-circulation)

2 clinical studies on
420 participants

Patents in France &
internationally

11 conference presentations
1 scientific publication

STEADRIVE®

1 clinical study

Patents in France &
internationally

8 conference presentations
2 scientific publications

Over 55 selections by scientific conferences since 2016, including:



16 scientific publications in peer-reviewed international journals since 2021





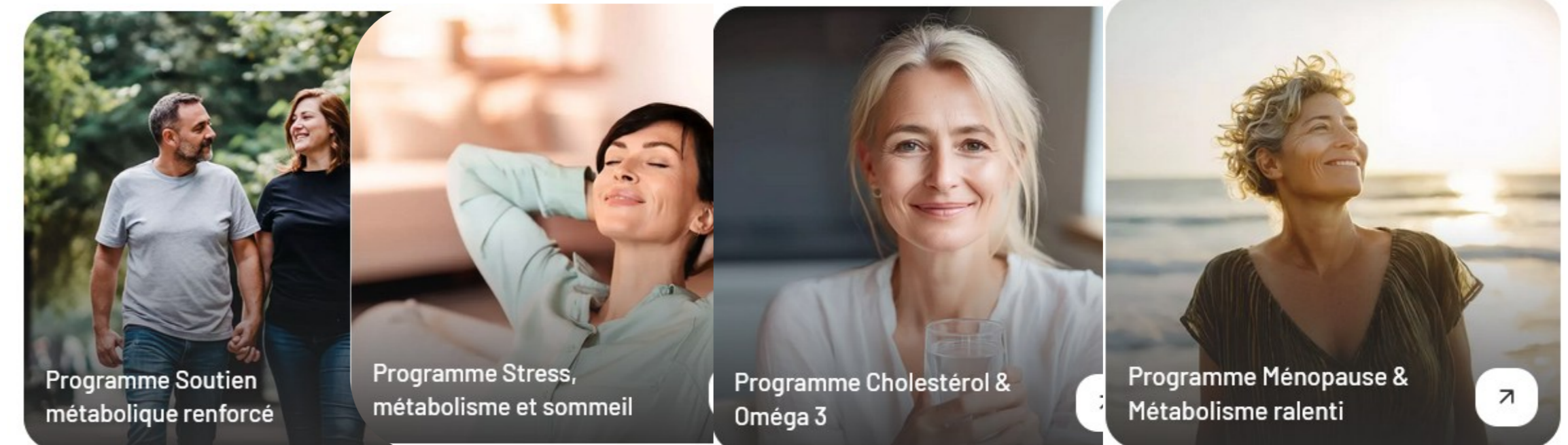
Valbiotis^{PLUS}[®]: A range of products for the symptoms associated with cardiometabolic disorders and everyday health

Formulated with carefully selected and precisely dosed active ingredients,

this range is backed by a solid body of research, with evidence of efficacy and safety widely validated in the scientific literature.

Wellness Programs

- ✓ Enhanced Metabolic Support Program
- ✓ Serenity, Metabolism, and Sleep Program
- ✓ Cholesterol & Omega-3 Program
- ✓ Menopause & Slowed Metabolism Program



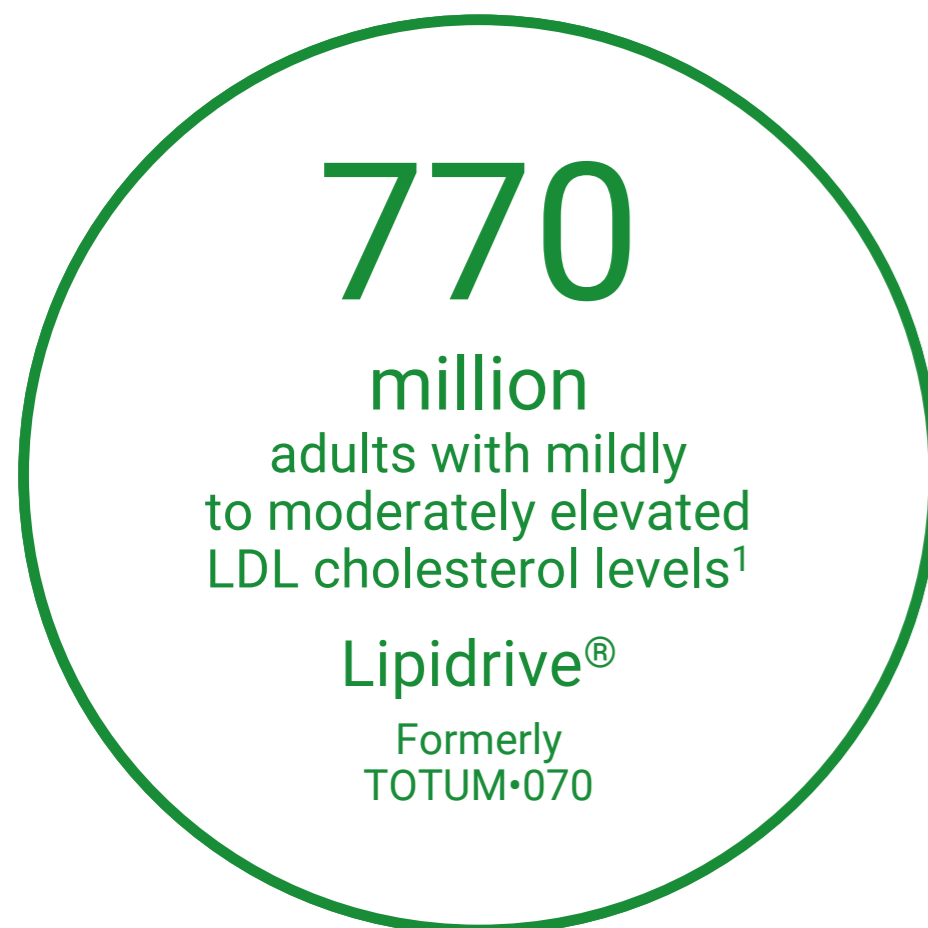
Valbiotis^{PLUS}[®] Products
available at www.valbiotis.com and in pharmacies



Cardiometabolic imbalances: Significant needs that must be addressed

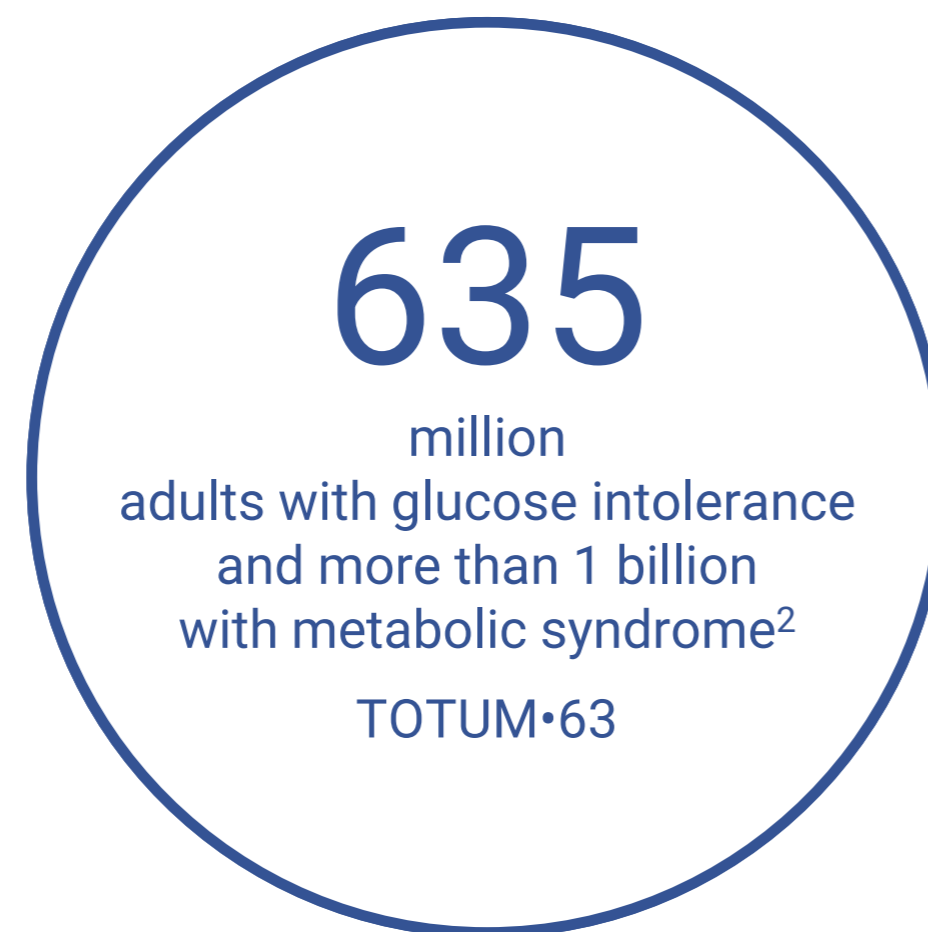
Affected populations worldwide

LDL cholesterol
14% of adults



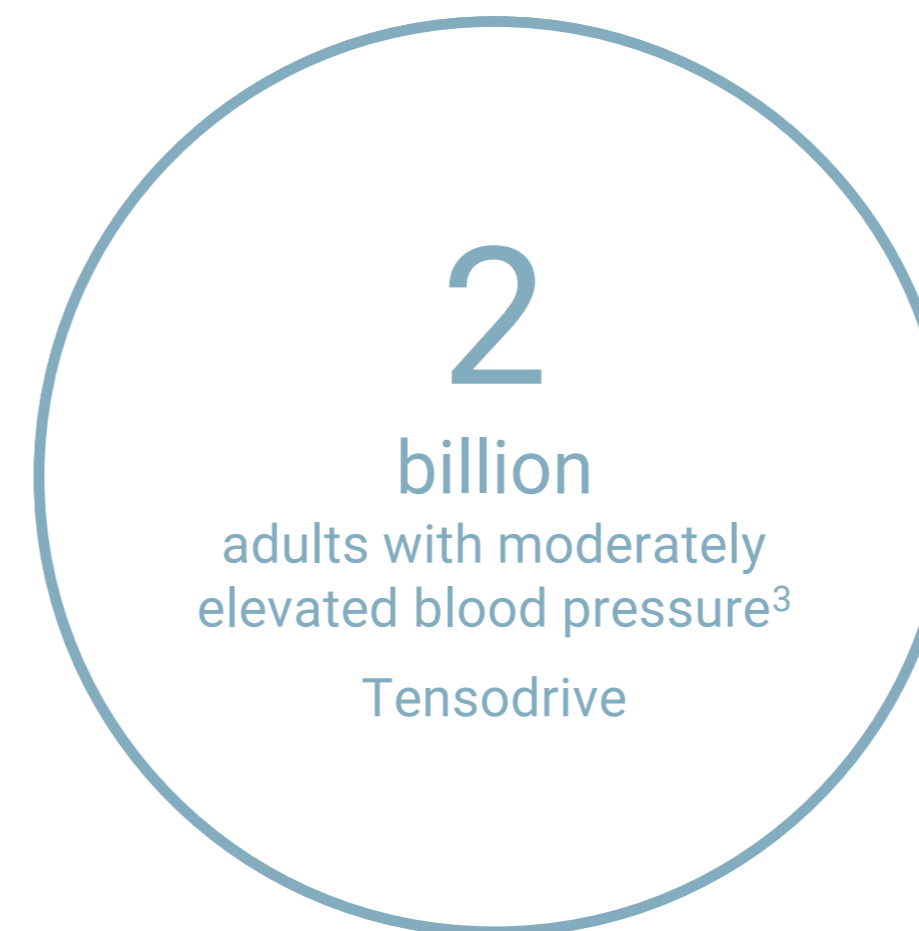
Cardiovascular risk factor (atherosclerosis)

Prediabetes / metabolic health
1 in 8 adults



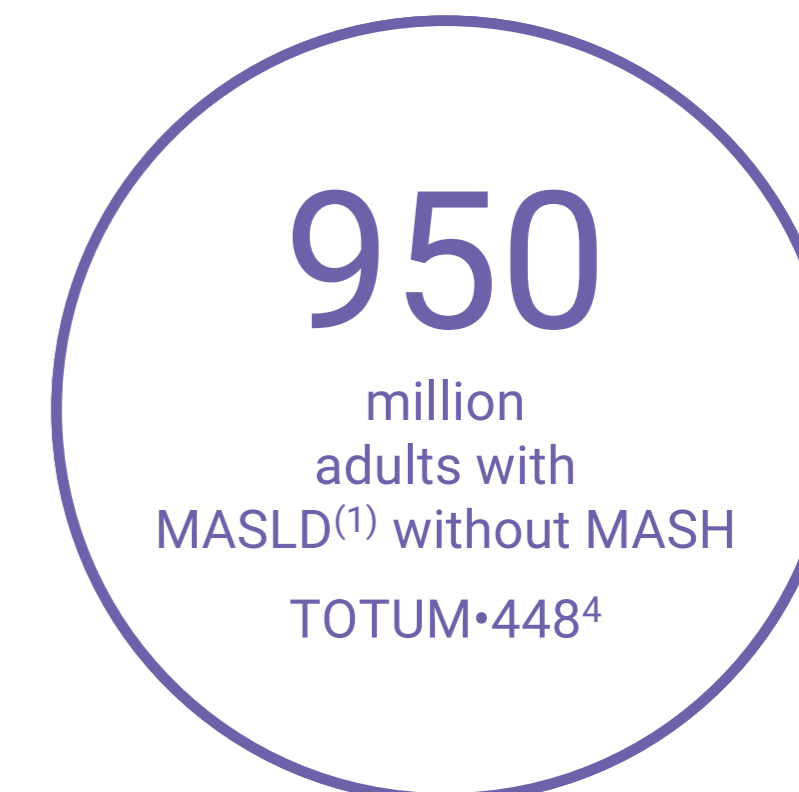
High-risk status for type 2 diabetes

Hypertension
38% of adults



Leading cardiovascular risk factor worldwide

Metabolic liver disease (MASLD⁽¹⁾, formerly NAFLD) without MASH
24% of adults



Leads to often severe liver damage such as MASH (formerly NASH)

1. Study by Ballena-Caicedo et al., Journal of Health, Population and Nutrition 202
2. ATLAS IDF 2024 & Saklayen et al. Current hypertension reports 2018
3. Guo et al., Cardiovasc J Afr 2012
4. Feng et al., JHEP reports 2025 & Huang et al., Internal and Emergency Medicine 2025







France at the forefront of cardiovascular prevention

Accelerating cardio-neuro-vascular prevention and anticipating a major health and social risk



17th legislature

Following its unanimous adoption by the Social Affairs Committee and at first reading in the National Assembly on April 8, 2026, the text proceeds through the legislative process in the Senate

-  Provides for risk factor monitoring at key stages of life
-  Assigns a key role in cardiovascular prevention to pharmacies
-  Strengthens awareness-raising efforts
-  Promotes greater consideration of cardiometabolic risk in women

A major institutional milestone aligned with Valbiotis' mission



Valbiotis, a partner in France's largest cardiovascular screening initiative

valbiotis[®]
LABORATOIRE



Bus du Cœur des Femmes
Tournée 2026



Agir pour
le Cœur
des Femmes

Women's Cardiovascular Healthcare Foundation

A leading foundation in the prevention of cardiovascular disease in women and the only organization in France dedicated to screening, raising awareness, and educating the public about these conditions

Agir pour le Cœur des Femmes carries out prevention initiatives across the country: **Cœur des Femmes Bus**, **Cœur des Femmes Days**, and **Cœur des Femmes Days in the Workplace**

Already, more than **25,000 women** have been screened and enrolled in a care pathway



European Regulation on red yeast rice: Validation of Valbiotis' scientific approach



A MAJOR REGULATORY MILESTONE AT THE EUROPEAN LEVEL

As early as 2018, EFSA had concluded that there were serious adverse effects associated with monacolins from red yeast rice

On May 13, 2026, EU Member states voted in favor of the draft **regulation for a total ban on monacolins in dietary supplements**

Scheduled to enter into force in **October 2027**



VALIDATION OF VALBIOTIS' SCIENTIFIC APPROACH

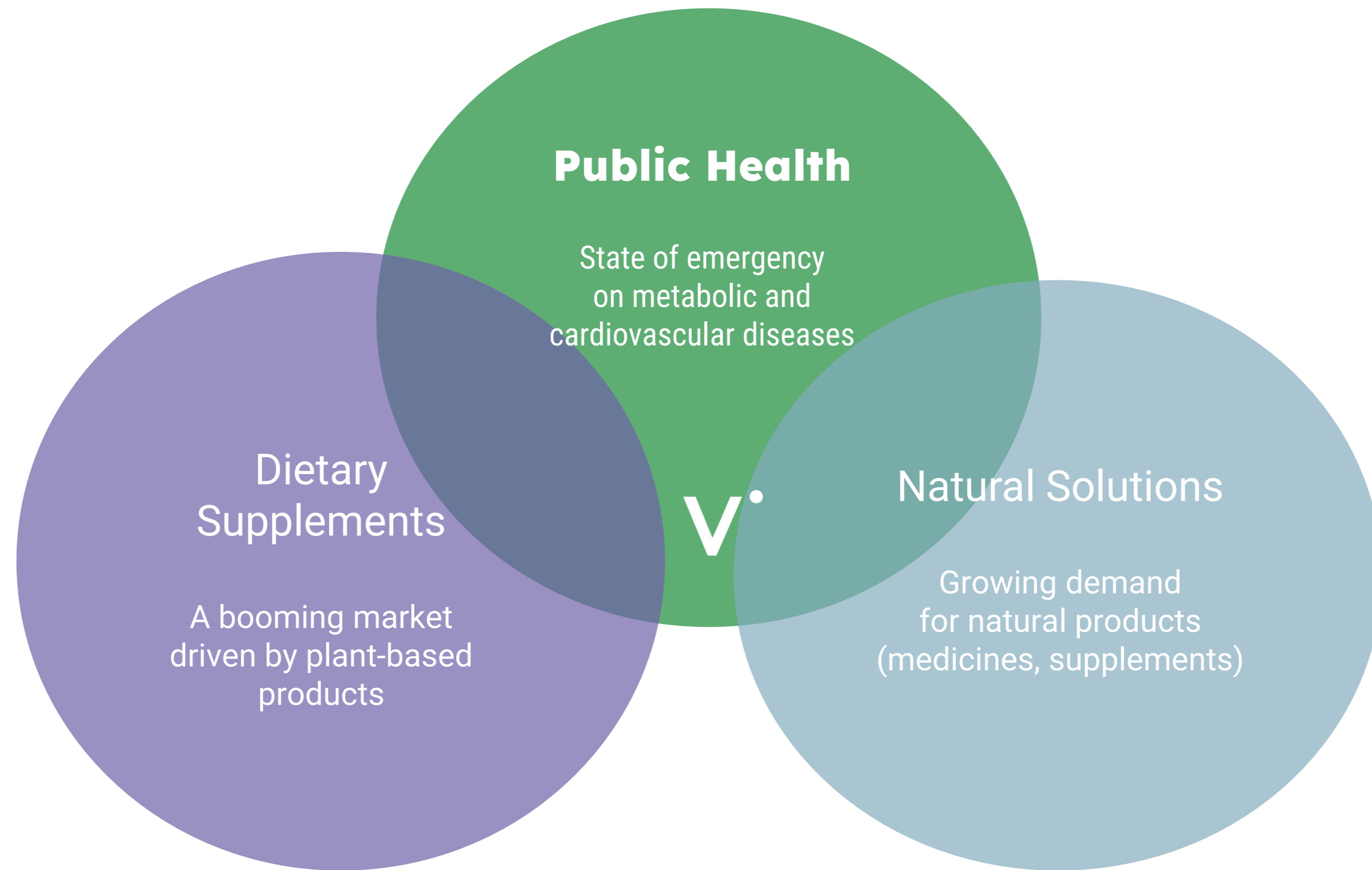
Valbiotis^{PRO}® Cholesterol, designed to help maintain normal cholesterol levels, was **formulated without red yeast rice or monacolins**

This regulatory change underscores the validity of Valbiotis' scientific approach and provides greater visibility for all of its products

A new **driver for business growth**



Markets: At the crossroads of three structurally promising trends






2. FRANCE

Commercial rollout underway,
growth drivers in place



Multi-channel commercialization supported by an ecosystem of partners and trusted prescribers

PHARMACIES / B2B2C 

ONLINE / B2C



Wholesalers/distributors
Platforms

IN-HOUSE
SALES FORCE
=
16 Medical Promotion
Officers (MPOs)
+
1 Key Accounts Manager
(KAM)



Pharmacists
Doctors



Dieticians
Naturopaths



Pharmacy
Groups

PATIENT
CONSUMERS

Valbiotis
Online Store

Partner
Marketplaces

TRAINING

CONFERENCES

DIGITAL
MARKETING

MEDIA PLAN

PUBLIC
AWARENESS
RAISING

SUPPLEMENTAL
INSURANCE
COMPANIES





Pharmacies : A growing trend illustrated by operational indicators



End of April 2026



Number of partner pharmacies

+85 // +18%

559

End of April 2026



€556

Average cart value (vs. €471 in 2025 // €158 in 2024)



36 days

Average time between purchases (40d in 2025)



77%

Restocking in pharmacies

474

End of 2025

+212 // +81%

262

End of 2024



E-commerce: Momentum continues to build

5,351*
End of April 2026

Number of online customers

+1,321 // +33%

4,030

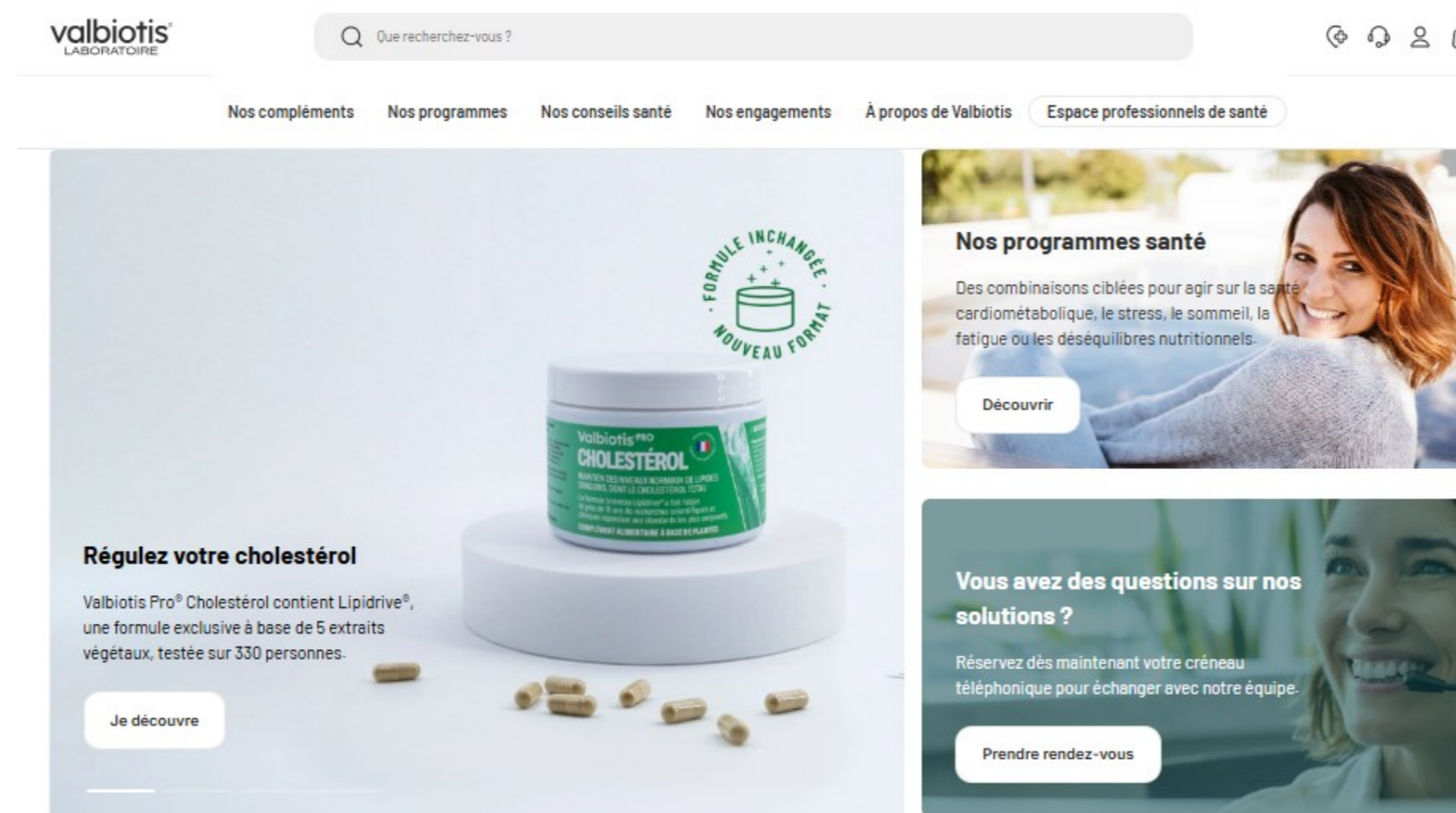
End of 2025

Number of online customers

+3,082 // +325%

948

End of 2024



End of April 2026



€91*

Average order value for online customers (vs. €86 in 2025 / €71 in 2024)



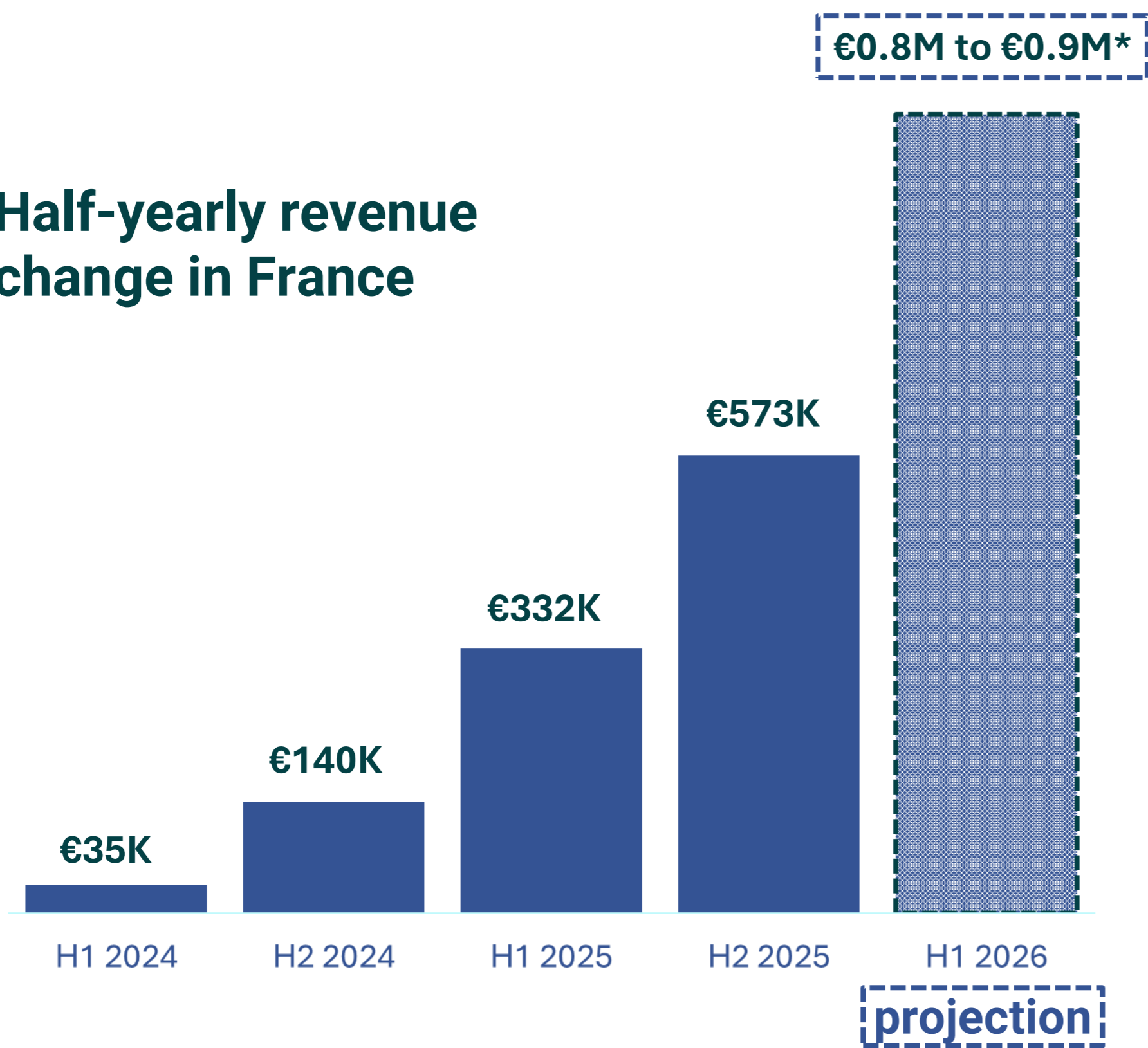
39%*

Repeat-purchase rate for online customers



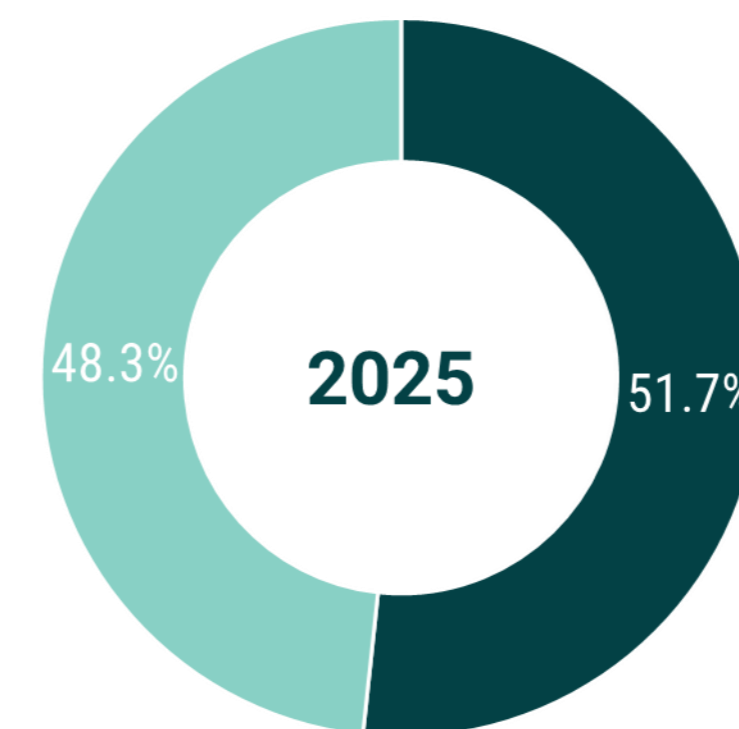
Accelerated revenue growth in France

Half-yearly revenue change in France



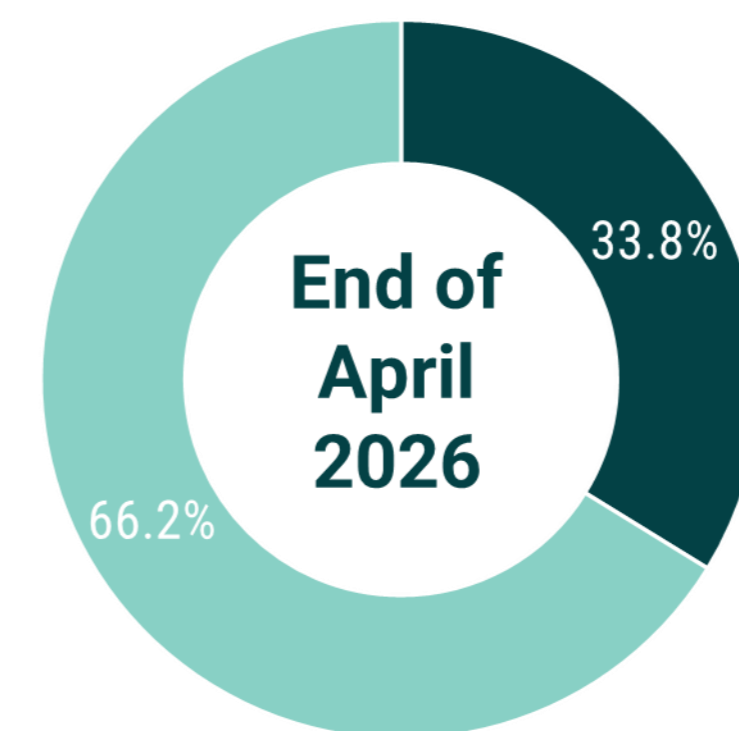
*€547K as of the end of April 2026

Sales Breakdown in France



Pharmacies / B2B2C

Online / B2C





France: Growth drivers in place!

PHARMACIES / B2B2C

- + Mechanical increase in **average purchase value** in recently opened pharmacies
- + **Product range effect** driven by the growing number of products stocked in pharmacies
- + An **experienced team** of 16 Medical Promotion Officers (MPOs) as of the end of April 2026
- + Strong momentum with **pharmacy groups** (4,700+ pharmacies covered)
- + **Scale effect**: strong contribution from the existing pharmacy network to the rate of new openings

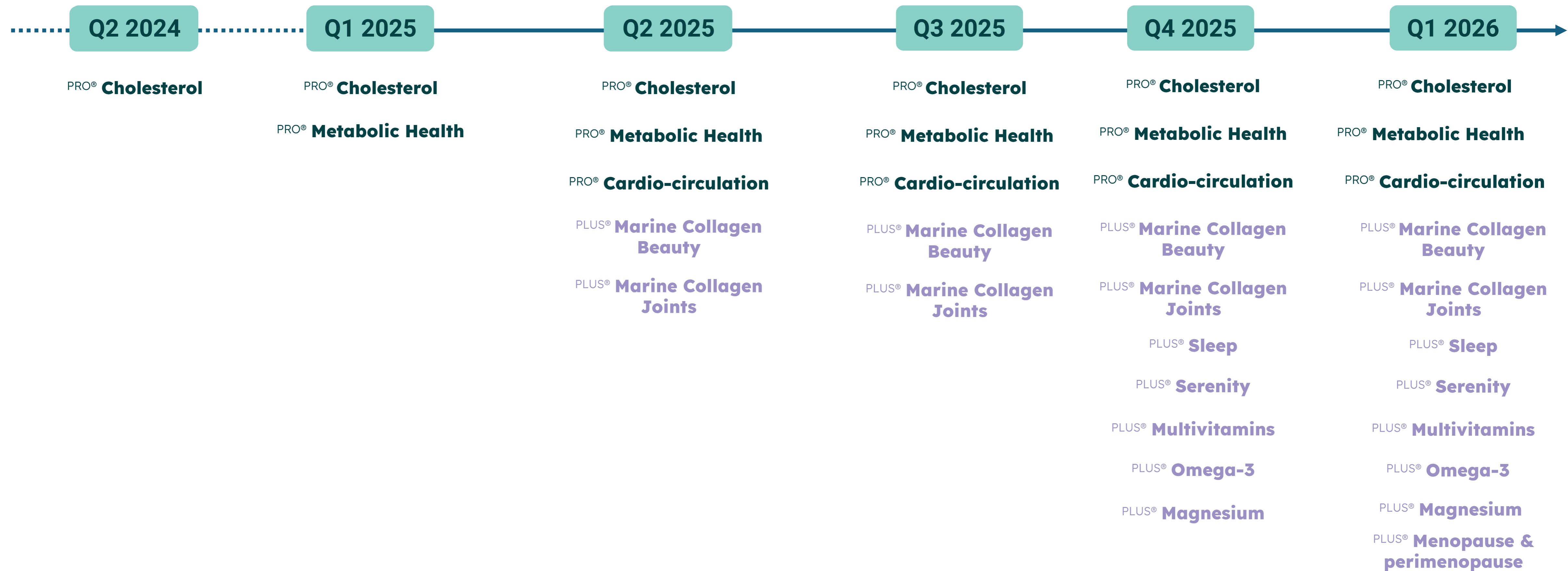
ONLINE / B2C

- + Increased targeted **communication and marketing initiatives**
- + Impact of **new customer journey** on online conversion rates



Expanding ranges across both channels

PHARMACIES / B2B2C + ONLINE / B2C



Pharmacies: Strengthening partnerships with pharmacy groups

NATIONAL



NEW



NEW



REGIONAL



Already a stronger presence in pharmacies with

23

partnerships

offering privileged access to

4,700+

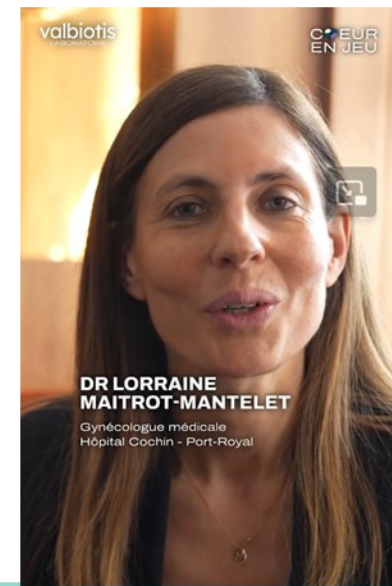
pharmacies



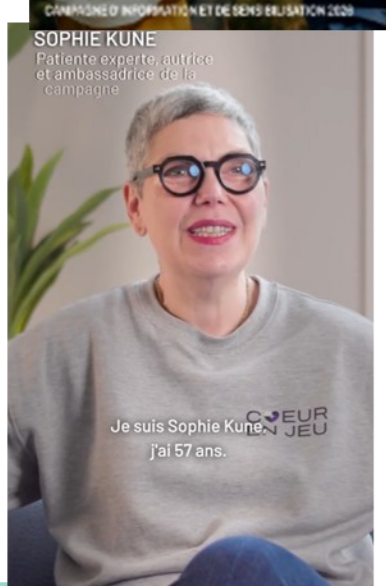
Growing visibility in the media

Visibility across consumer and professional media channels, as well as among our brand ambassadors

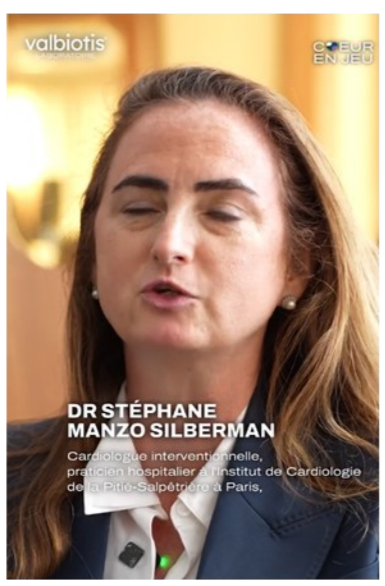
DIGITAL & INFLUENCER



Dr Lorraine Maitrot Mantelet



Sophie Kune



Dr Stéphane Manzo Silberman



EFFICACITÉ MESURÉE sur le cholestérol LDL* dès 6 semaines



PROGRAMME CONFORT CIRCULATOIRE & RECUPERATION



Sensibilité à l'insuline, Perte de poids, Tour de taille

B2B



Les risques cardiométaboliques des femmes

Des gestes concrets pour préserver son cœur

Les déséquilibres cardiométaboliques sont largement sous-estimés chez les femmes alors qu'elles restent l'une des principales causes de mortalité notamment à l'approche de la ménopause. C'est pour lever le voile sur ces mécanismes physiologiques et métaboliques insidieux et leur apporter une réponse préventive concrète que Valbiotis lance la campagne « Cœur en jeu ».

Le fonctionnement du cœur, des artères, des vaisseaux sanguins et le métabolisme de l'organisme sont étroitement liés. Les premiers signaux d'alerte sont souvent silencieux et camouflés. Un dysfonctionnement peut se manifester par des variations du cholestérol, de la glycémie, du poids ou de tension. Les femmes sont particulièrement vulnérables en raison de critères anatomiques et physiologiques qui influencent le métabolisme comme la répartition de la masse grasse ou la réponse inflammatoire de l'organisme. La période de la ménopause marquée par l'évolution du profil hormonal ou une augmentation de la résistance à l'insuline, sont des facteurs déterminants.

Livret, quiz et témoignages De mars à juin, le dispositif concurrenciera les dépôts à travers des conseils pédagogiques, des conseils d'experts et des rencontres avec des professionnels de santé pour décrypter les mécanismes physiologiques, et apporter un éclairage scientifique et des repères médicaux fiables et rassurants. Un livret d'information, un quiz d'évaluation, des témoignages facilitent le passage à l'action. Pour concrétiser une approche globale, Valbiotis spécialiste de la conception de compléments alimentaires issus du végétal, propose des programmes de santé personnalisés combinant plusieurs solutions naturelles pour agir simultanément sur



Un contexte de forte croissance

Valbiotis a publié un point d'activité en février 2026, présentant les avancées de 2025 et les perspectives pour 2026. Il met en avant :

- Une forte progression commerciale en 2025, notamment au 4e trimestre, avec une bonne dynamique de ventes (+118 % d'un trimestre à l'autre sur le segment pharmacie).
- Une extension du maillage de distribution en pharmacies.
- Un élargissement du portefeuille de compléments alimentaires, effet un effet game renforcé.
- La consolidation de l'e-commerce (+325 % du nombre de clients, par rapport à 2024).
- La signature de partenariats internationaux stratégiques (en Asie, un accord avec la société Aika et au Moyen-Orient, avec l'entreprise Mena Nutrition), ciblant plusieurs pays dans les deux régions.



HYPERCHOLESTÉROLÉMIE

La prise en charge du cholestérol au comptoir

L'hypercholestérolémie reste un déterminant majeur du risque cardiovasculaire. Pourtant, le conseil se limite encore trop souvent à un chiffre isolé ou à une apposition catégorique entre statines et "statines naturelles". Notre rôle est plus exigeant : évaluer le risque global, sécuriser les traitements, accompagner l'hygiène de vie et intégrer la complémentarité avec discernement.

DU LDL AU RISQUE CARDIOVASCULAIRE GLOBAL. Le LDL-cholestérol présente l'impact atherogène, mais des modifications supplémentaires et associées aux inflammations chroniques favorisent le développement d'une plaque d'athérome, susceptible de se rompre et d'entraîner un infarctus de myocarde, un AVC ou une maladie artérielle chronique.

Les statines restent le traitement pharmacologique de référence pour abaisser le LDL-C. Ces traitements sont efficaces, mais leur utilisation doit être accompagnée d'une prise en charge globale, notamment par l'adoption d'une alimentation saine, l'activité physique régulière, l'arrêt du tabac et la limitation de l'alcool.

Une prise en charge plus globale. Une statine "plus forte" n'est pas plus dangereuse par principe : elle est choisie selon le niveau de risque et l'efficacité thérapeutique. Les synergies nutritionnelles offrent une efficacité supplémentaire. Elles agissent sur la synthèse et la dégradation des lipides, favorisant la bonne disposition et le catabolisme des lipides.

Valbiotis®PRO Cholestérol

La rédaction

Vous avez une hypercholestérolémie légère à modérée et vous désirez retarder, voire éviter, la prise de médicaments plus lourds, tout en agissant de manière préventive sur votre santé cardiovasculaire ? Valbiotis propose une solution naturelle pour réguler le



Valbiotis Plus Ménopause et périmenopause

Composition. Sept actifs qui agissent en synergie, dont l'extrait de safran breveté Affron à l'effet cliniquement testé, et les vitamines du groupe B et D hautement biodisponibles dont Quadrifol.

Revenant. Solution nutritionnelle sans hormones ni phyto-œstrogènes. Elle aide à diminuer les bouffées de chaleur, réduire la fatigue et réguler l'activité hormonale et l'équilibre émotionnel. Elle apporte confort et bien-être au quotidien pour mieux vivre la ménopause.

Le plus produit. Quand la baisse des œstrogènes ralentit le métabolisme, le produit contribue à préserver la santé cardio métabolique.

Mode d'utilisation. Prendre deux comprimés par jour.

Présentation. Boîte de 60 comprimés. Prix public conseillé. 23,95 euros. Fabricant. Valbiotis. Contact. www.valbiotis.com

CORPORATE



CONSUMER



Côté pharma...

Valbiotis Plus® Ménopause et périmenopause Ce complément alimentaire est conçu pour accompagner les femmes de la périmenopause et pendant la ménopause. Sa formule sans hormones ni phyto-œstrogènes associe sept actifs ciblés, dont l'extrait de safran breveté Affron® et des vitamines B et D hautement biodisponibles, afin d'aider à réduire les bouffées de chaleur, soutenir l'équilibre émotionnel et limiter la fatigue.



- Valbiotis pro Santé métabolique, Valbiotis Healthcare. Totum 63, une synergie unique de cinq extraits végétaux, dont l'artichaut qui aide au maintien de niveaux normaux de lipides sanguins et favorise la perte de poids. 40,95 €/180 gélules (pour 1 mois) et 112,95 €/3 x 180 gélules (pour 3 mois). valbiotis.com





3. INTERNATIONAL

A major strategic partnership in Asia and a distribution agreement in the Middle East



Our Goal:
To build an Asian leader in dietary supplements targeting cardiometabolic imbalances with products tailored to consumer preferences

A landmark agreement for expanding into Asia

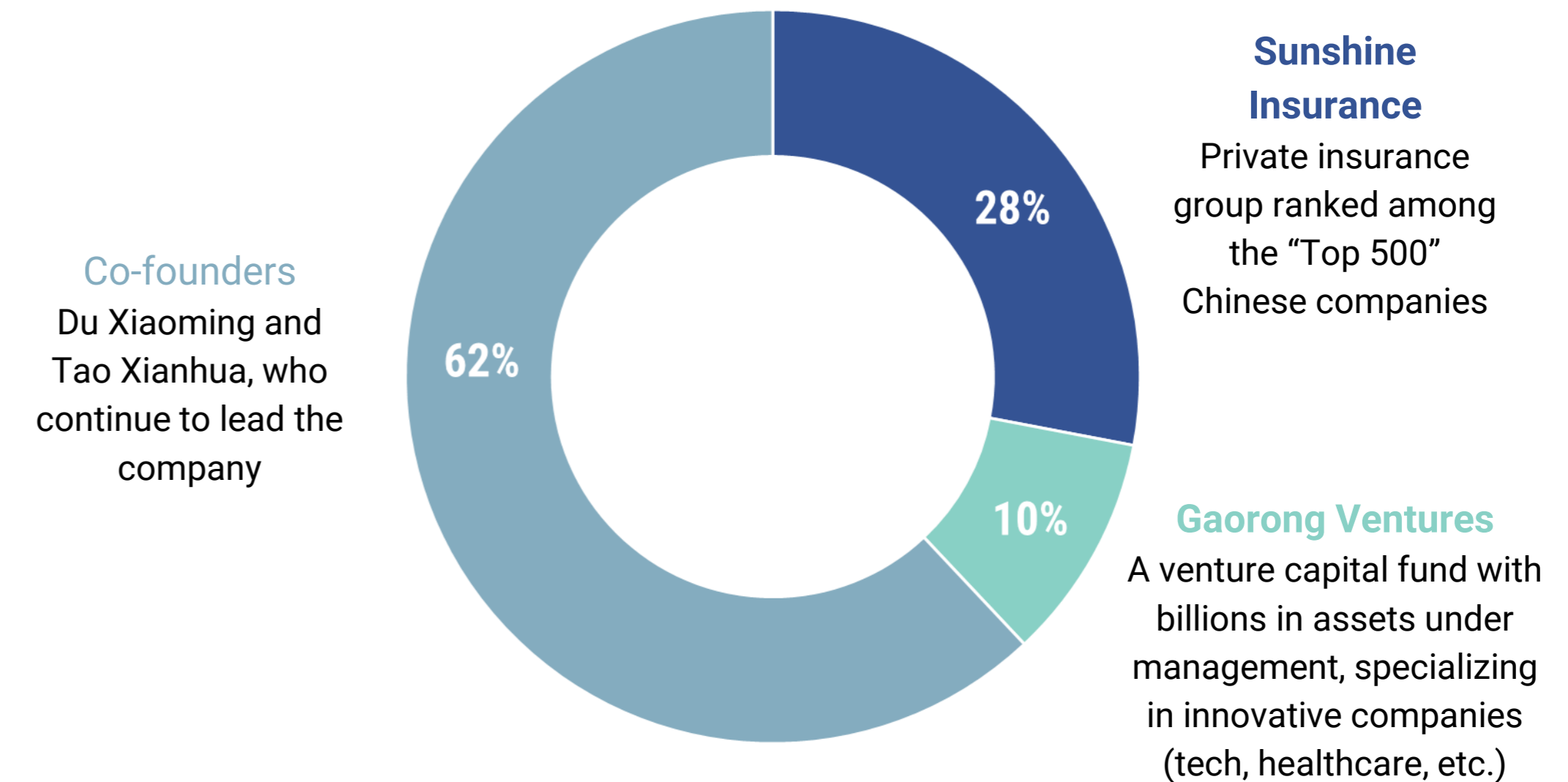


- **Joint venture dedicated to the distribution of Valbiotis^{PRO}[®] products in 8 priority markets:** China, Hong Kong, Japan, Taiwan, Macao, Singapore, Vietnam, and Indonesia. Potential expansion to other countries (South Korea, the Philippines, Malaysia, Brunei, Laos, Cambodia, and Thailand).
- **The JV is owned by Valbiotis (49%) and Aika (51%),** with operational management handled by Aika's CEO, Tao Xianhua, and Valbiotis holding veto power over key strategic and capital decisions.
- **First revenues expected as early as 2026** via the cross-border e-commerce (CBEC) channel, followed by traditional commercialization once regulatory approvals are obtained.

Aika, a key partner for rapid go-to-market

- Aika's activities range from auto loans to the multi-channel marketing of consumer goods and health and wellness products
- **Established infrastructure and operational teams with comprehensive expertise:** local digital marketing, customer acquisition and retention programs, digital platforms, app development, AI, and data.

LEADING LOCAL SHAREHOLDERS



Rapid progress in China and Hong Kong

- Creation and launch of operations** for the joint venture and its Hong Kong subsidiary
- Experienced team in place**, led by a CEO with 15 years of experience in international brand management, CBEC, and traditional distribution
- First order** from the joint venture to Valbiotis confirmed in H1 2026
- Product adaptation** for the Asian market (format/dosage form/packaging) validated
- Digital tools** (online platform and application focused on metabolic disorders) currently under development with Aika's IT expertise
- Partnership agreements with CBEC platforms** currently being finalized
- Communication campaigns:** KOL and KOC selection, training programs and events

Commercialization of Valbiotis^{PRO}® products via CBEC channel in H2 2026



Strategic markets with high potential

Focus on Singapore, Vietnam, Indonesia, and Japan, strategic markets that will be addressed progressively by the Singapore subsidiary, newly created by the joint venture

Strong potential in the initial region: a population of 1.8 billion, accelerating aging, rising incidence of cardiometabolic diseases, growth of the “aging well” market

Opportunities for products tailored to local needs

Potential for volume growth upon **transition to traditional distribution channels** in each strategic market, once the registration process is complete

International: Asia

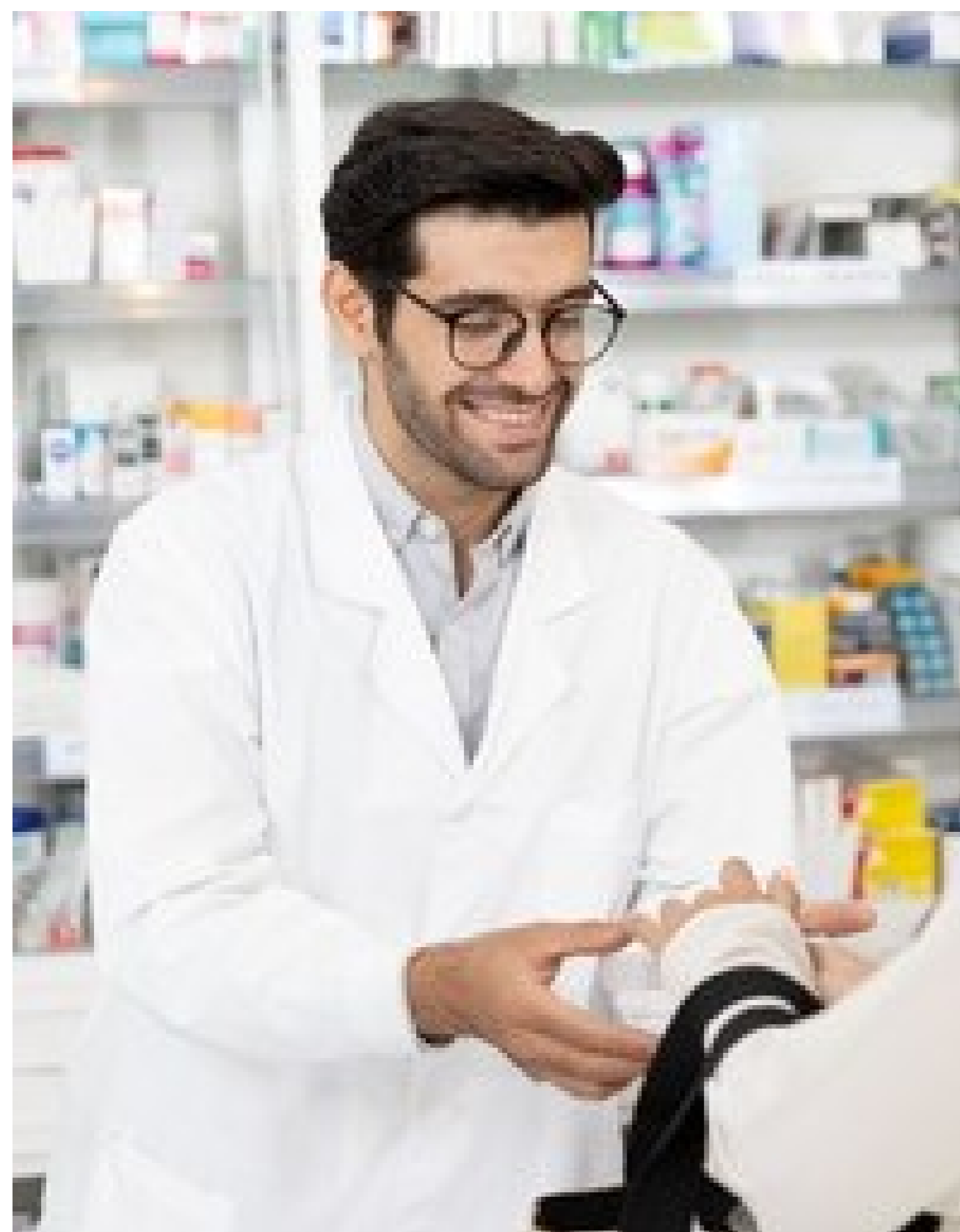


Initial Territories: Mainland China, HK, Japan, Macao, Taiwan, Singapore, Indonesia, Vietnam.
Territories to be confirmed: South Korea, the Philippines, Malaysia, Brunei, Thailand, Cambodia, Laos.



International: Middle East

Exclusive distribution agreement with Mena Nutrition



- For over 20 years, **Mena Nutrition**, based in the United Arab Emirates, has been an established player in the commercialization and distribution of health and nutrition products in the Middle East and North Africa.
- An agreement with a **minimum volume** commitment and **no direct investment** required from Valbiotis, for distribution in **Saudi Arabia, Lebanon, and Iraq**.
- Commercialization in **pharmacies** supported by a **medical promotion** strategy aimed at making Valbiotis^{PRO}® a benchmark in the region for the prevention of cardiometabolic imbalances

1st order expected by the **end of 2026**

Exclusive distribution agreement with Al Danah Medical Company in Qatar

- Founded in 1990, **Al Danah Medical Company** has established itself as one of the leading distributors in Qatar's healthcare sector, with a broad portfolio of both prescription and OTC pharmaceutical products, and nutritional solutions.
- **Valbiotis^{PRO}** products will be marketed primarily through pharmacies and promoted through a strategy centered on the robust scientific evidence supporting their efficacy. This approach aims to establish Valbiotis solutions as trusted benchmarks in cardiometabolic prevention.
- This agreement is structured under a **capital-light business model for Valbiotis**, includes annual volume commitments, and requires no direct commercial investment from the Company.



First revenues expected as early as 2027



International: Our priorities for 2026

- First revenues from partnerships in Asia and the Middle East
- Expansion of the partner network into new priority areas

Asia

China, Japan, Korea, Southeast Asia

North America

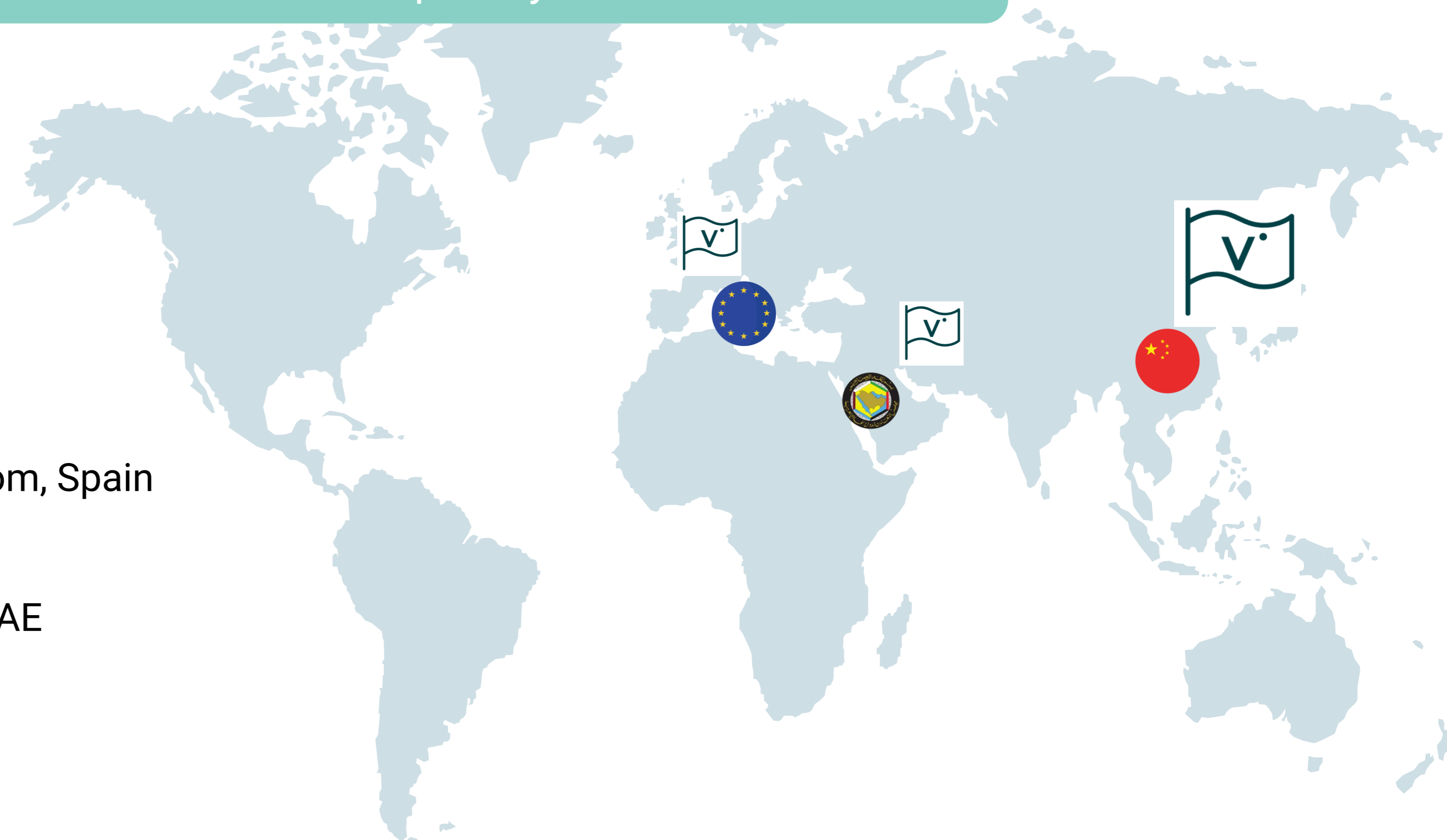
United States, Canada, Mexico

Europe

France, Italy, Germany, United Kingdom, Spain

Middle East

Saudi Arabia, **Lebanon**, **Iraq**, Qatar, UAE



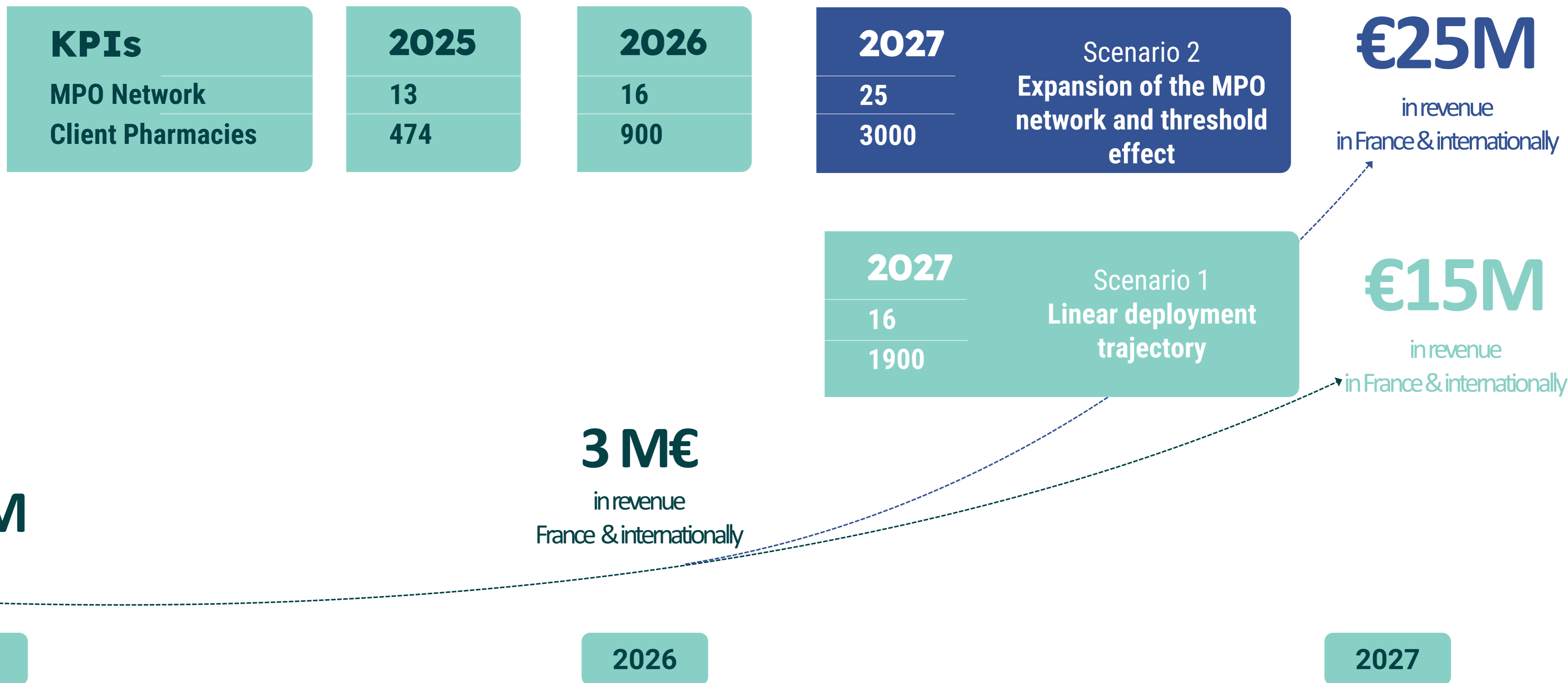


4. Outlook

A revenue target of > €25M in 2027, backed by a positive EBITDA



A ramp-up based on sound assumptions





Our financial goals

2027

Maintain
REVENUE TARGET

> €25M

now including
international revenue

Positive
EBITDA*

2030

Confirmation of
REVENUE TARGET

> €100M

of which at least 30%
internationally

EBITDA* margin range
25-30%

*EBITDA = Earnings Before Interest, Taxes, Depreciation and Amortization, corresponding to profit before interest, taxes, depreciation and amortization. Under IFRS accounting standards, the closest equivalent metric is operating profit, to which IFRS depreciation and amortization are added back.



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