

ASX ANNOUNCEMENT

28 February 2025

Biome Australia's Updated Company Presentation and Shareholder Webinar Announcement

- Biome Australia updates its Company Presentation
- Biome Australia schedules webinar for Friday 7th March, 10.00am-10.45am AEDT
- Webinar details and registration link to be shared in a separate announcement on Monday 3rd March

Microbiome health company **Biome Australia Limited** (ASX: BIO) ('Biome' or 'the company') is pleased to invite investors to the company's Investor Webinar on Friday 7th March 2025 from 10.00am-10.45am AEDT.

Hosted by Biome Australia Managing Director, Blair Vega Norfolk, the Investor Webinar will explore the half yearly results. Full details of the webinar and link will be shared in a separate announcement on Monday 3rd March 2025.

-ENDS-

Approved for release by the Biome Australia board of directors.

About Biome Australia Limited

Biome Australia develops, licenses, commercialises and markets innovative, evidence-based live biotherapeutics (probiotics) and complementary medicines, many of which are supported by clinical research. Biome aims to improve health outcomes and quality of life, and make its products accessible to all.

Incorporated in Australia in 2018, Biome distributes locally and abroad. In partnership with some of the world's leading organisations in microbiome research and development, Biome produced several unique live biotherapeutic (probiotic) products with innovative delivery technologies that improve their stability and efficacy to create its flagship range of complementary medicines: Activated Probiotics®.

Supported by clinical research, including randomised double-blind placebo-controlled trials, Activated Probiotics help prevent and support the management of various health concerns, including low mood and sleep, bone health, iron malabsorption, mild eczema and IBS. Through practitioner-only distribution, Biome is committed to educating health professionals

on the newfound systemic health effects of the gut microbiota, helping them to provide innovative, evidence-based natural medicines for the management of some of humanity's most prevalent and chronic health concerns.

For more information visit: www.biomeaustralia.com

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March 2025

Company Presentation

Blair Vega Norfolk, Founder & Managing Director

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A summary of the key risks associated with the Company, its business and an investment in its shares is set out at the end of this presentation. All forward-looking statements are subject to risk factors, many of which are beyond the control of the Company and its Related Persons and, if they were to occur, could cause the Company's actual financial results to differ materially from the results expressed or anticipated in the forward-looking statements. The information should be read in conjunction with the risk factors set out at the end of this presentation.

The information is based on an assessment of the economic and operating conditions as at the date of this presentation, and on a number of assumptions regarding future events and actions that, as at the date of this presentation, are expected to take place. Except to the extent required by law, the Company and its Related Parties will not be updating or revising the information.

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To the maximum extent permitted by law, the Company and its Related Persons exclude and disclaim all liability for any loss, damage, cost or expense suffered by the recipient or any other person arising from or in connection with use or reliance on (in any manner) the information or the recipient's participation in the Opportunity, whether the loss, damage, cost or expense arise because of negligence, default, misrepresentation or some other cause, and whether or not foreseeable. To the maximum extent permitted by law, the recipient (on its own behalf and on behalf of each of its representatives) unconditionally and irrevocably releases the Company and its Related Persons from all claims and liability. The Company holds this release for itself and on trust for its Related Persons.

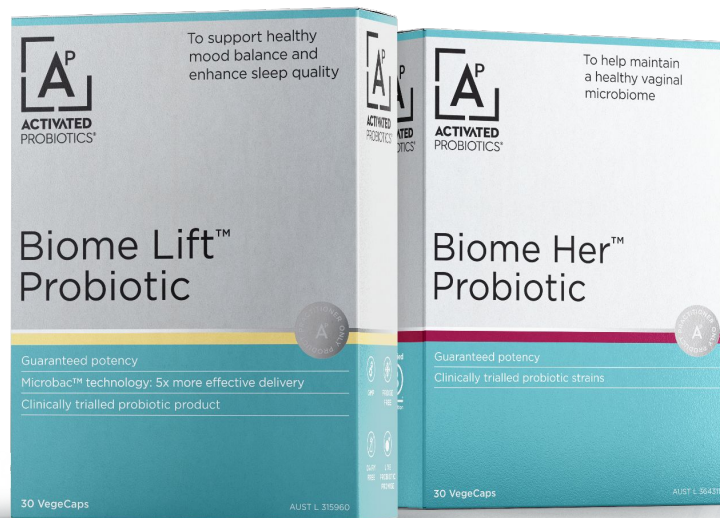
The information contained in this presentation represents the Company's strategy as determined by the board of directors as at the date of this presentation (15 November 2024), and the board reserves its right to change this strategy and conduct the business of the Company as appropriate having regard to changes in market or operating conditions.

About Biome Australia

Biome Australia (ASX: BIO) is focused on becoming a global leader in the complementary medicine industry, offering clinically-proven, condition-specific probiotic products fueled by novel clinical research programs to cement and extend the evidence base of its probiotic products.

Activated Probiotics, Biome's flagship range of novel live-biotherapeutics (probiotics), was created in partnership with world leading organisations in microbiome research and utilises innovative delivery technologies that improves their stability and efficacy.

Biome has a B Corporation certification, a designation that a business is meeting high standards of verified performance, accountability and transparency.





Our mission

To prevent disease, improve health outcomes and quality of life, and make our products accessible to all



02. Activated Probiotics Range



Activated Probiotics

Practitioners & Pharmacies

CONSUMER BENEFITS

5x more effective delivery — Microbac™ technology

Shelf-stable

Clinically documented probiotic strains



Biome Lift™	Biome Osteo™	Biome Prenatal+™	Biome Daily™	Biome Recovery™
Biome Baby™	Biome Lax™	Biome Eczema™	Biome IBS™	Biome Dental™
Biome Daily Kids™	Biome Cholesterol™	Biome Iron+™	Biome Advanced™	
Biome Breathe™	Biome Her™	Biome Acne™		

01. Business Highlights

Biome Business Highlights

Over **6,000 distribution points (Aus)** following successful launch with Priceline Pharmacy

Average shopper ~**2.5 units per transaction** and 6 visits per year in pharmacy (Terry White Scan data)

#1 growth Practitioner-Only brand in Australian Healthcare Practitioner (HCP) Market (Retail scan sales and wholesaler data)

Activated Probiotics **#1 growth brand in category** in TerryWhite and Priceline Pharmacy

Activated Probiotics **#1 growth brand** with Symbion, API Wholesale and entire pharmacy market (VMS)

Successfully launched **EU business** and commenced launch into North America via **Canada**

Biome Business Highlights

1H25 sales revenue of **\$8.9m (vs \$13m FY24)**

EBITDA \$122k in Q1 & \$230k in Q2, an increases of 89%

Net profit of \$96,228 (excl R&D rebate) for H1 or \$433,395(incl R&D rebate)

Retail scan sales for two largest pharmacy groups average over 80% growth for 12 months to December 31 2024

61% gross margin

Sales revenue growth for FY24 total **80% and international 95%**

03. Distribution and Sales Model



Training and Education Driven Sales Model - Practitioner Only

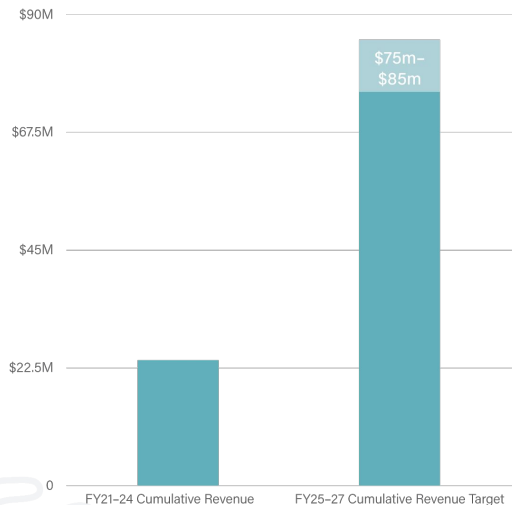
Unique Education and Service Model Drives Sales in Australia, UK and NZ

Education and Service Support

- The Biome sales team is a mix of health qualified practitioner education consultants and territory managers
- Practitioner education consultants undertake high level product detailing and training in community pharmacy and with independent health practitioners
- High quality training and education develops stronger trust and relationships with health practitioners
- Biomes support leads to active recommendations of Biome Australia products
- Digital educational content and assets effectively support the national sales team in servicing practitioner markets
- Health Clinics are provided to key accounts to gain trust and develop existing accounts

04. Vision 27

Vision 27



Revenue Growth

Biome has a three year cumulative sales revenue target of up to \$85m. (\$75m-\$85m for FY25-FY27)

- This represents an increase of 350% on \$24m for the three previous years

1. Distribution Growth & Business Development

- Grow the existing 5000* (~40% TAM for distribution) Australian distribution points (Pharmacy and Practitioner) to 8000 (~67% TAM for distribution)
 - 6000 passed in January 2025
- Business development in underdeveloped accounts
- Co-prescribing / adjunct prescribing dispensary opportunity in developed accounts (330m prescriptions or opportunities in pharmacy per year in 2024)

2. International Market Acceptance and Growth

- Gain traction and brand recognition as well as meaningful sales volume in both European and North American markets
 - Further European geographies are under review for future launches
 - North America (Canada) is set for test market launch in FY25 after Biome received initial Health Canada approvals in Q4 FY24
 - Distribution deal signed with Ecotrend Ecologics (Canada)

Vision 27

Bring Activated Probiotics to the mainstream market as a significant probiotic brand locally and abroad.



3. Supply Chain

- Identification and viability analysis of a novel probiotic strain that is proprietary to Biome
 - *Lactobacillus plantarum BMB18*
 - *Positive results on this project was shared with the market in Jan 2025*
 - *FaBA finding support for IP development released on Feb 4 2025*
 - Supporting new product development and further protection from competition
- Actively reviewing opportunities to optimise production run and production timing

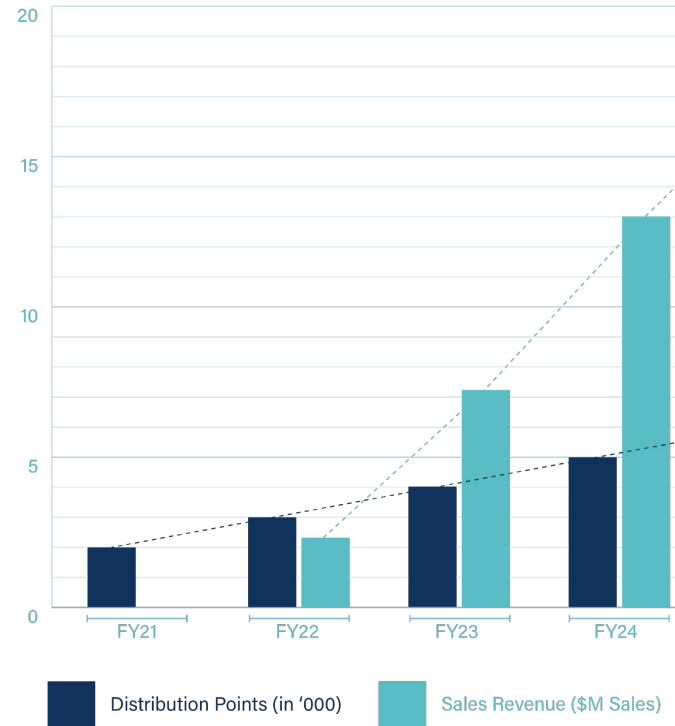
4. New Brand and Product Range

- *Activated Therapeutics* and Product Range Launch in H2 FY25
 - Initial four new products will go straight into Biome's existing practitioner distribution network

03. Distribution Growth & Business Development

Distribution Growth & Business Development

- Biome has grown its Australian distribution from 100 distribution points in 2019 to 6000 in 2025 - the total addressable distribution market for Biome in our local market is ~12,000.
- Existing distribution (6000) is expected to be ~40% developed at the close of FY25. This leaves significant potential for scale in both number of accounts and average account revenue through Vision 27 and beyond.



03. IP Development

BMB18

Biome has executed an agreement to develop a Biome owned novel probiotic strain

- *Lactobacillus plantarum* BMB18

Biome has successfully completed the identification, commercial validation and initial characterisation of the probiotic strain *Lactobacillus plantarum* BMB18

The strain has been lodged with the German culture bank DSMZ

Biome has received positive results of core functional characterisation studies of its strain BMB18

The strain demonstrated an ability to effectively modulate immune responses and inflammation, reduce oxidative stress, and maintain intestinal barrier integrity

This new IP will strengthen *Biome's* advantage in probiotic product development and increase protection from competition

Long term asset, once developed will add material value to Biome's balance sheet

05. International Markets



Canada — North America

International markets grow 95% to reach ~\$895k in sales revenue for FY24

- Health Canada Approvals received in H2 FY24 (12/17 Activated Probiotics products)
- Test market launch successful with Ecotrend In Q1 FY25
- First territory manager hired in Ontario (Toronto) in November 2024
- Move to official market launch from November 2024

06. New Product Development



Summary

- FY24 Sales Revenue \$13.01m, up 80%
 - Q2 FY25 Sales Revenue \$4.6m (new record)
 - Q2 \$229,917 EBITDA (adjusted for non-cash, share-based payments)
 - 1H FY25 \$351,765 EBITDA (adjusted for non-cash, share-based payments)
 - Gross Margin at 61%
 - \$2.6m cash balance at December 31 2024
 - Over 6,000 distribution points (Australia)
 - EU market launched and Canadian market launch underway
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- FY25 Q1 pharmacy same stores sales up 68% (vs PCP)
 - Three ongoing clinical trials on key products
 - Average shopper ~2 units per transaction and 6 visits per year in pharmacy (Terry White CM)
 - Activated Probiotics #1 growth brand in TerryWhite and Priceline Pharmacy
 - Activated Probiotics #1 growth with Symbion & API
 - Delivering \$50,000+ per sqm gross margin return on floor space in key accounts
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BIOME | AUSTRALIA GROUP

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Corporation