

## ASX ANNOUNCEMENT

6 January 2025

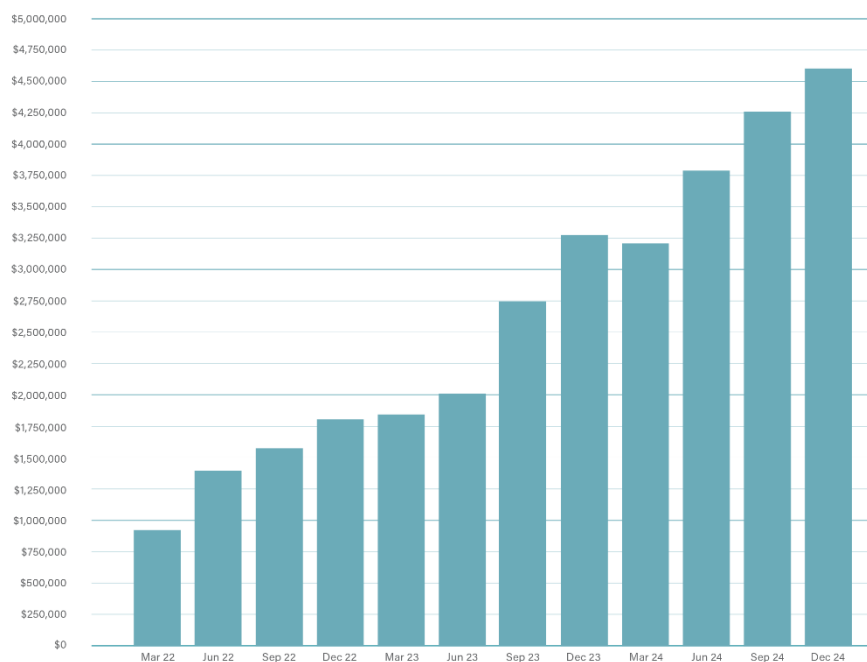
### Biome reports record quarterly sales revenue for Q2 FY25

- *Biome* achieves another record in quarterly sales revenue of ~\$4.6m for Q2
- First half sales revenue reaches ~\$8.9m for H1 FY25, up 48.3% vs H1 FY24
- *Biome* achieves a compounded annual growth rate (CAGR) of 70.5% for the three years ending 31 December 2024
- Q2 Sales revenue represents an annualised run rate (ARR) of ~\$18.4m

Microbiome health company **Biome Australia Limited** (ASX: BIO) (*Biome* or 'the company') is pleased to provide a trading update for Q2 FY2025.

*Biome's* quarterly sales revenue totalled ~\$4.6m (unaudited) for Q2, representing ~\$100k increase on the market forecast (\$4.5m) shared on 27 November 2024. Traditionally December is the slowest month for the industry due to seasonality and reduced trading days, further highlighting the success of the quarter.

Quarterly Sales



*Biome's Q2 sales revenue represents an annualised run rate of \$18.4m. Strong growth is expected to continue throughout the remainder of FY25, with the second half of the financial year being the strongest seasonal sales period for Biome.*

Having reached positive EBITDA over the last three quarters and with the release of *Vision 27*, *Biome's* three-year strategic plan, Biome is now working on longer-term growth metrics. To achieve the top end of the revenue range of *Vision 27*, (\$85m cumulative sales for FY25-27) *Biome* needs to achieve a CAGR of ~45% over the three-year period. As at 31 December, *Biome* is running at a three-year CAGR of 70.5%.

***Biome Australia's Managing Director and Founder, Blair Vega Norfolk, commented:***

*"I am excited to share this result for Q2 FY25, another record quarter in sales revenue following our recent release of Biome's Vision 27, which outlined our growth plan and prospects over the next three years. I look forward to sharing further updates on Biome's growth and performance over the coming periods. As we enter our highest growth period, H2, we look forward to a strong close to FY25, bolstered by the cold and flu season, the launch of Activated Therapeutics product range and growth in key overseas markets."*

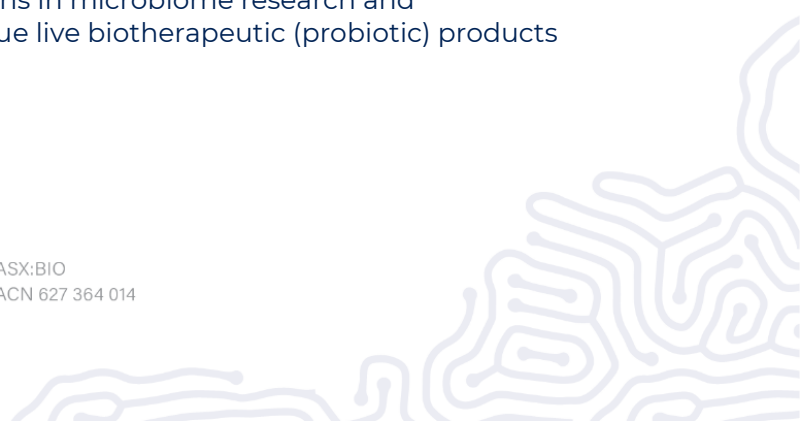
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Approved for release by the Biome Australia board of directors.

**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](http://www.biomeaustralia.com)

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### **Forward looking statements**

*This release may contain forward looking statements, including but not limited to projections, guidance on future revenues, earnings, other potential synergies and estimates and the future performance of Biome (**Forward Looking Statements**).*

*Forward Looking Statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Actual results, performance or achievements may differ materially from those expressed or implied in such Forward Looking Statements and any projections and assumptions on which these Forward Looking Statements are based. Such statements may assume the success of Biome's business strategies. You are cautioned not to place undue reliance on Forward Looking Statements.*

*The Forward Looking Statements are based on information available to Biome as at the date of this release. Any Forward Looking Statements containing forward looking financial information provided in this release is for illustrative purposes only and is not represented as being indicative of Biome's views on its future financial condition and/or performance.*

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*Investors are strongly cautioned not to place undue reliance on Forward Looking Statements, particularly in light of the current economic climate and the significant volatility, uncertainty and disruption caused by the Covid-19 pandemic.*



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