

ASX ANNOUNCEMENT

18 February 2025

Biome First Half FY25 Results and Highlights

Financial Highlights

- Biome reports its first net profit in H1 FY25
 - +\$96,228 (excluding R&D rebate)
 - +\$433,395 (including R&D rebate)
- Biome achieved positive EBITDA for H1
 - \$351,765 (Exc R&D Rebate and Share Based Payments)
 - \$229,917 in Q2 an increase of 89% vs Q1
- Biome reports record half year and quarterly sales revenue (H1FY25 \$8.86m; Q2FY25 \$4.6m)
- Biome released Vision 27 Strategic plan with three year cumulative revenue guidance of \$75-\$85m (FY25-27)
- Biome reports a gross margin of 61% for the 6 months to 31 December 2024

Business Highlights

- Biome increased its Australian distribution footprint in H1 to 6000, an increase of 20% vs H2 FY24
- Biome successfully completed its in-vitro research on its strain BMB18
- Biome entered a partnership with FaBA to gain access to matched research funding to develop BMB18 via a government grant
- Biome launched its new cholesterol-lowering probiotic, Biome Cholesterol™ Probiotic in Q1 FY25
- Biome Successfully launched into Canada with Ecotrend Ecologics in September 2024

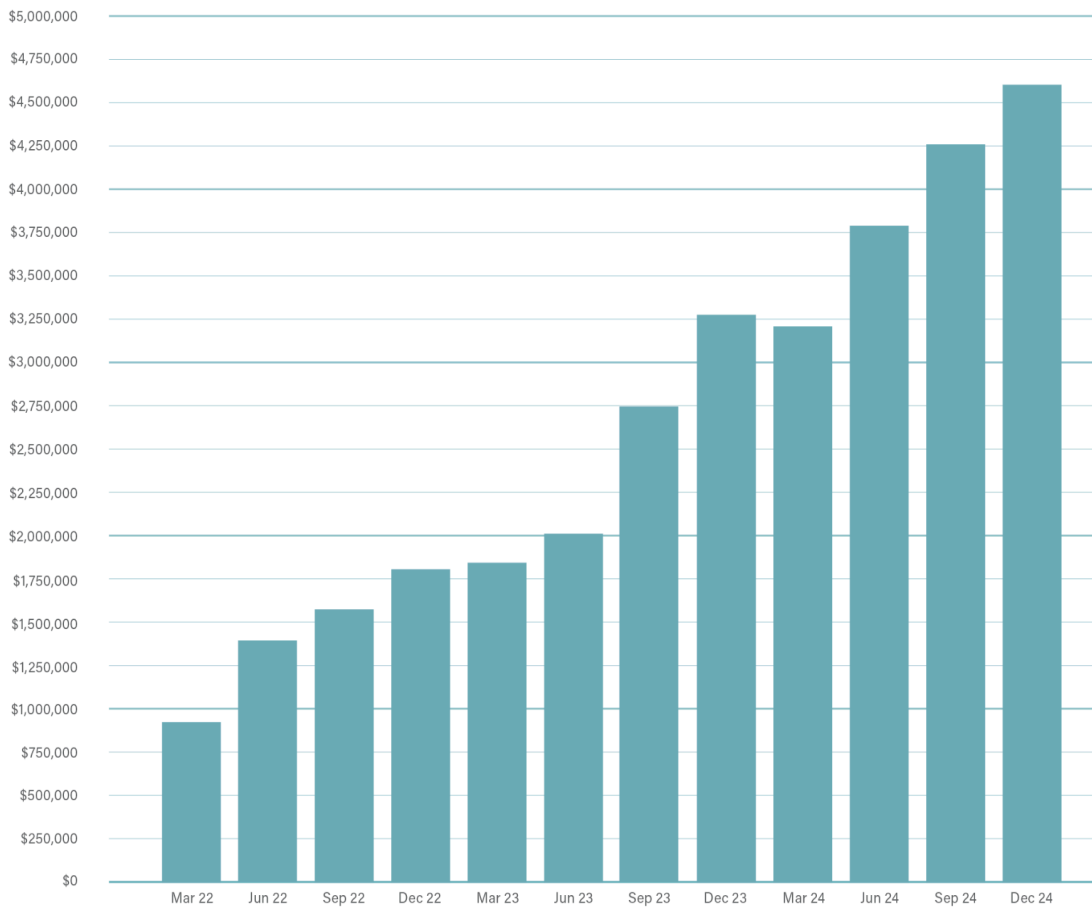
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Microbiome health company **Biome Australia Limited** (ASX: BIO) ('Biome' or 'the company') has released its Appendix 4D and Half Yearly Report for the half year ended 31 December 2024.

Biome is pleased to report that in H1, the company achieved its maiden net profit of \$96,228, or \$433,395, including the annual R&D rebate. Sales revenue for the half reached a new record of \$8.86m and EBITDA of \$351,765 (excluding R&D rebate) for H1 FY25, growing from \$121,848 in Q1 to \$229,917 in Q2, an 89% increase.

Quarterly Sales



Biome increased its gross margin to 61% through the period, an increase from 60% (+1%) vs PCP.



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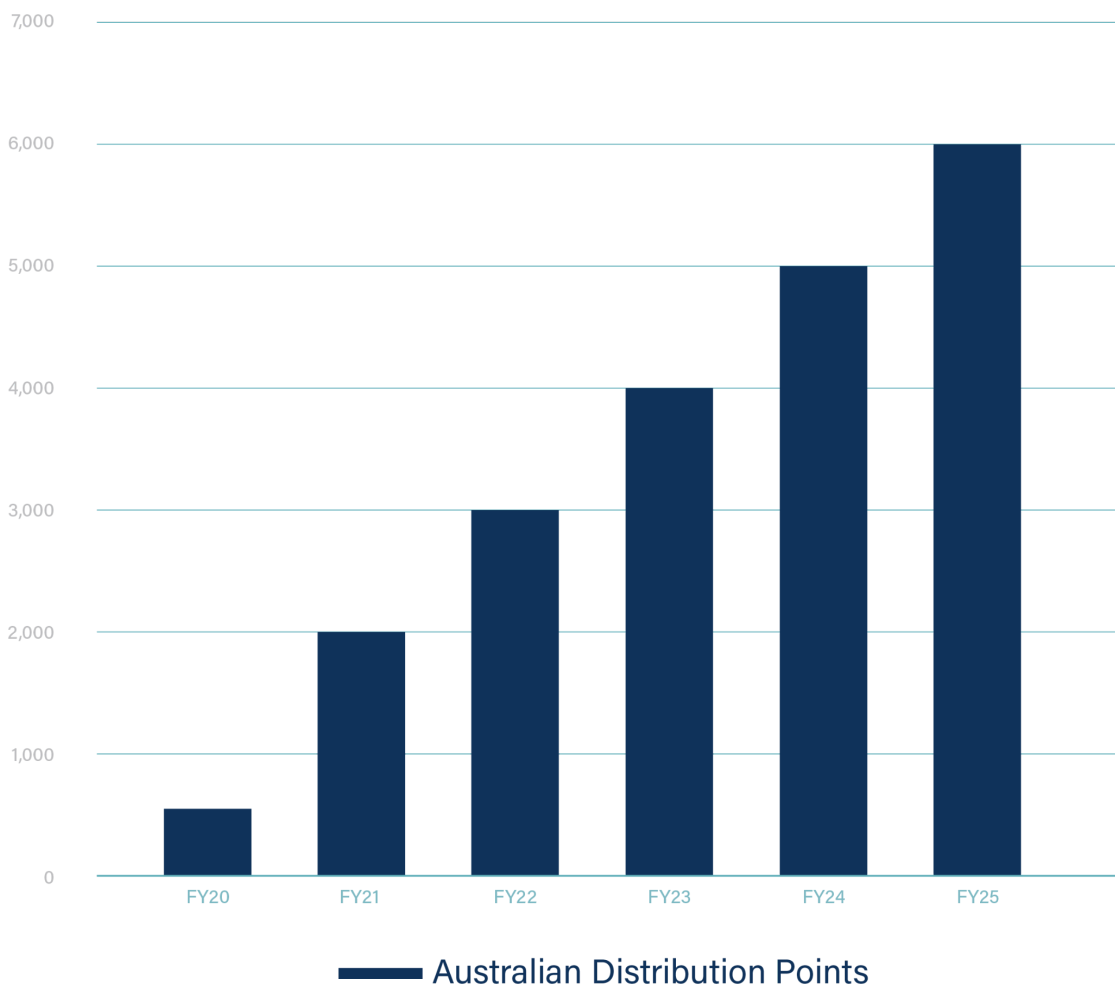


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Business Highlights

The start of FY25 has brought a significant increase in Biome Australia's distribution footprint, with a 20% increase, reaching 6000 distribution points at 31 December 2024. The increase in range of Biome's Activated Probiotics will provide ongoing opportunities to reach new patient groups, and geographies and to continue Biome's topline revenue growth.

Australian distribution Growth



Vision 27

Biome released Vision 27 during the Half, a comprehensive three-year strategic plan to deliver significant growth domestically and scale internationally. Vision 27 provides the market with revenue guidance of up to \$85m in cumulative sales revenue from FY25-FY27. The key components of Vision 27 are:

1. Distribution Growth & Business Development

- Grow the existing 5000 Australian distribution points (pharmacy and practitioner) to 8000
- Develop existing pharmacy business and dispensary co-selling with medications

Biome reached 6000 distribution points at 31 December 2024, ahead of schedule on this strategic initiative.

2. International Market Acceptance and Growth

- Gain traction and brand recognition as well as meaningful sales volume in both European and North American markets

Update:

Biome is seeing strong initial traction in Canada, and other international markets are developing well. A comprehensive international market update will be provided during the year

3. Supply Chain Development

- Identification, viability analysis and characterisation of a novel probiotic strain that is proprietary to Biome (BMB18)
- Supporting new product development and further protection from competition
- Onshoring finishing manufacturing of Biome's key product lines

Update:

Biome successfully lodged BMB18 with the DSMZ strain bank in Germany and completed the characterisation of BMB18 through an in-vitro study in



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Europe. Biome partnered with FaBA to gain access to matched research funding to develop BMB18 via a government grant.

4. New Brand and Product Range

- *Activated Therapeutics* product range launch in H2 FY25, taking Biome's product portfolio beyond probiotics into gut health adjacent health

Update:

Biome is preparing final plans to launch its new brand and will share the product range and health targets in Q4 FY25.

New Product Launches:

During the Half, Biome launched its cholesterol lowering probiotic, Biome Cholesterol™. With significant clinical backing on the finished product, the product has been ranged by all of Biome's key pharmacy partners and feedback has been very strong from both the trade and patients.

- A double blind, placebo controlled 12 week trial reduced total cholesterol by 14% and LDL (bad cholesterol) by 15% whilst increasing HDL (good cholesterol) by 7% compared to baseline
- Potential for *Biome Cholesterol Probiotic*™ to be used as an adjunct alongside statins to support increased efficacy of treatment or to reduce the dosage and side effects of this type of treatment
- For people who don't tolerate statins therapy, *Biome Cholesterol Probiotic*™ will provide physicians with an additional therapeutic option to help manage the cholesterol levels of these patients
- Cardiovascular diseases are the leading cause of death globally with high total cholesterol, high LDL cholesterol and low HDL cholesterol being major risk factors
- More than 4 million Australians are reported to be living with cardiovascular diseases



New International Market

Biome launched the Activated Probiotics range in Canada, as shared with the market in November, with a new distribution partner, Ecotrend Ecologics. Initial product acceptance has been very strong, and Biome has moved to secure a number of its own sales and education staff to continue the initial momentum.

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

"The first half of the financial year 2025 has been a remarkable six months for Biome. The milestones, momentum, and scale throughout this period have set the business up well for ongoing success. On a number of metrics Biome is ahead of schedule in the execution of the Vision 27 strategic plan. After another two quarters of positive EBITDA, the business has announced its maiden net profit, a major achievement. I look forward to what is ahead for Biome and sharing further updates on our exciting journey to become one of the highest impact and scalable business in the global probiotic and complementary medicine space"

-ENDS-

Approved for release by the Biome Australia board of directors.

Investor Hub

Biome has launched a new interactive investor hub. To view a video presentation of this announcement, ask questions or sign up for future company updates, please visit the investor hub via [this link](https://investorhub.biomeaustralia.com/) (<https://investorhub.biomeaustralia.com/>).

About Biome Australia Limited

Biome Australia develops, licenses, commercialises and markets innovative, evidence-based live biotherapeutics (probiotics) and complementary medicines, many of



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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.

Biome also develops, licenses and distributes a scientifically formulated, organic nutraceutical range, Activated Nutrients®.

For more information visit: www.biomeaustralia.com

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Forward looking statements

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