

ASX ANNOUNCEMENT

29 July, 2025

Quarterly Activities & Appendix 4C June 2025

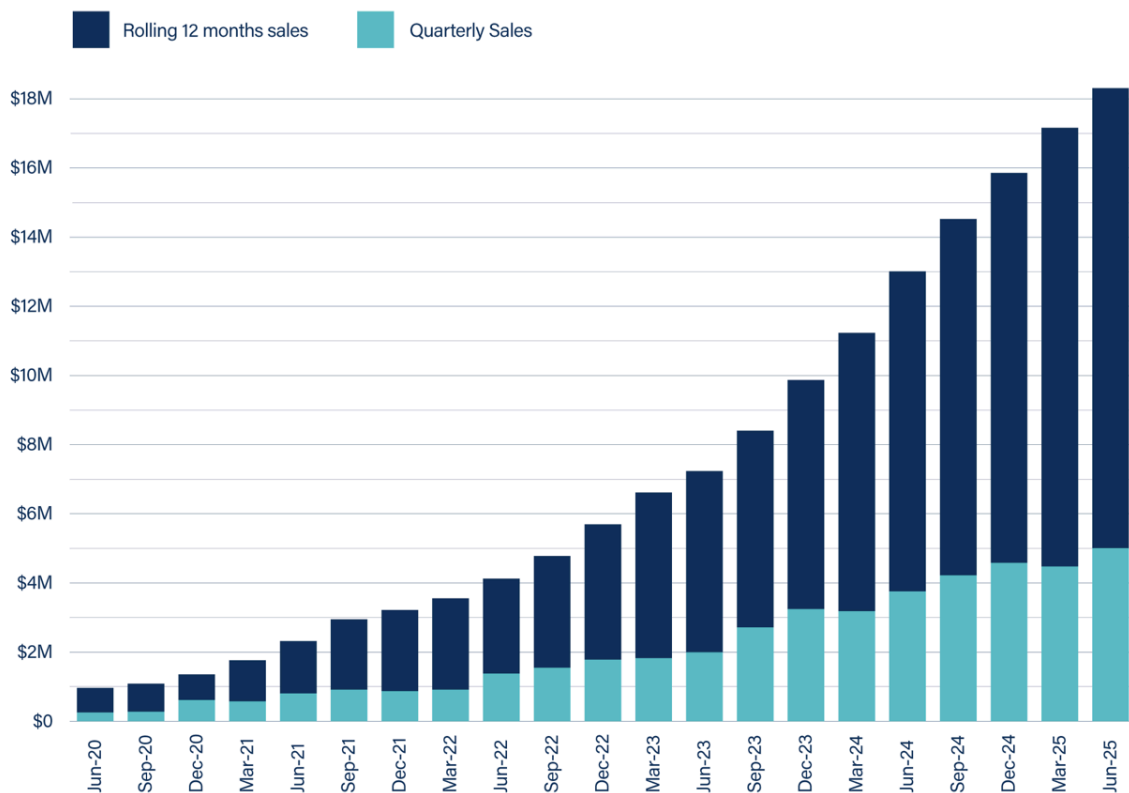
- *Biome* records \$78k EBITDA¹ for Q4
- EBITDA¹ expected to exceed \$900k for FY25
- *Biome* delivers record monthly, quarterly and annual sales revenue
 - ~ \$2.1m June sales revenue, up 50% vs PCP
 - ~\$5m Q4 sales revenue, up 33% vs PCP
 - ~\$18.4m annual sales revenue, up 41% vs PCP
- Net operating cash outflow of \$485k in Q4.
- Cash balance increased by \$52k to \$2.75m at 30 June 2025
- Cash receipts of \$3.7m in Q4, up 14% vs PCP
- *Biome* expects to report its first full-year net profit for FY25
- *Biome* expects to report gross margin of 61% for FY25

Microbiome health company ***Biome Australia Limited*** (ASX: BIO) ('*Biome*' or '*the company*') is pleased to provide its Appendix 4C and Activity Report for the quarter ended 30 June 2025.

Biome is pleased to report record quarterly sales revenue of \$5.04m and its sixth consecutive quarter of positive EBITDA, reaching \$78k in Q4. This result is expected to support EBITDA exceeding \$900k for FY25. Cash at 30 June 2025 increased \$52k from \$2.7m to \$2.75m and *Biome's* gross margin was maintained at 61% for FY25.

¹ EBITDA as measured, excl Share Based Payments

Quarterly Sales Revenue with Rolling 12 months sales



Cash receipts for the quarter were \$3.7m, (+14% vs PCP). Sales revenue was heavily weighted toward the end of the quarter, which will lead to strong cash receipts in Q1 FY26.

Within the quarter *Biome* made key strategic investments to support medium to long-term growth in both Australian and international markets. The highlights were the launch of *Biome's* new range of products, *Activated Therapeutics*, an inventory-build to support FY26 growth, an investment in key international markets and the *Activated Probiotics Symposium*, a once-in-three-year customer education event.

While these investments led to a net operating cash outflow of \$485k for the quarter, *Biome* maintained positive EBITDA of \$78k and immediate results were seen. June sales revenue reached a new record \$2.1m. The Activated Therapeutics range launched with all key national pharmacy partners. International markets saw several landmark distribution deals for Activated Probiotics in Canada, Ireland and New Zealand. (Reference ASX Announcement 15 July 2025)

The company expects Q1 FY26 to be another new record for sales revenue.

***Biome Australia* Managing Director and Founder Blair Vega Norfolk said:**

“Quarter four was an incredibly exciting period for Biome with a number of long-term projects reaching customers. Our research and development efforts were showcased with Biome’s new Activated Therapeutics, launching in the quarter alongside a number of new Activated Probiotics product innovations. I was particularly impressed with the support from both practitioners and community pharmacy with the adoption of all new products across both brands, setting FY26 up for continued strong growth.

The Activated Probiotics Symposium, the second of Biome’s larger-format professional education events, was attended by hundreds of health professionals in June. This was a proud moment for the Biome team to showcase our new research and production innovations, and to spend time with the industry’s key-opinion-leading practitioners and customers. This event coincided with the launch of Activated Therapeutics, and has contributed to a strong start to FY26.”

Quarterly Financial Summary

Biome reported positive EBITDA of \$78k for the June quarter (Q4FY25). Cash at the end of the quarter was \$2.75m. The company received \$20k in Q4 for the extinguishment of a loan under the Company's Employee Loan Funded Share Plan. Cash outflows from operating activities for Q3 was -\$485k.

As announced to the market on 3 April 2025, the Company secured a significantly lower interest cost and larger working capital facility of \$5m from NAB in Q4. The previous TP24 facility was repaid from the NAB facility. The Company also drew down \$1.3m from the NAB trade finance facility for investment in additional inventory to fund future sales growth and to maintain gross margin.

During the quarter, *Biome* invested materially in its new brand launch activities for Activated Therapeutics™. This included a practitioner-only education Symposium held for hundreds of *Biome* practitioner wholesale customers and partners in Melbourne in June.

Business activity expenses consist of sales, advertising and marketing costs of \$747k (an increase of \$327k from previous quarter \$420k). Payments for inventory and fulfillment was \$1.643m, plus an additional \$1.3m investment in safety stock. The company will maintain its working stock circa \$3m while actively managing its level of safety stock, taking into consideration expected future sales growth, and seasonal, logistic and production factors. Other operating costs decreased by \$17k to \$34k, and research and development decreased by \$5k to \$100k vs Q3. The balance of operating outflows were administration and staff costs totaling \$1.655m, an increase of \$28k from the previous quarter.

In Q4, the company received \$3.7m in cash receipts from customers (Q4 FY24, \$3.23m), an increase of \$464k (vs PCP), with a strong month of June in sales revenue a significant amount of these receipts will be recorded in Q1 FY26. At the end of Q4, the company held \$4.3m in inventory, including a \$1.3m investment in safety stock (funded by the NAB Trade Finance facility) to fund future sales growth and to maintain gross margin. The total level of inventory as at 30 June 2025 has a wholesale value of \$11m.

The company notes that in Q4 *Biome* paid \$195,835 to directors of the company in fees, salaries and superannuation payments, as follows:

- Executive Director \$115,670
- Non-executive Directors \$80,165

Appendix 4C

Quarterly cash flow report for entities

subject to Listing Rule 4.7B

Name of entity

BIOME AUSTRALIA LIMITED (BIO)

ABN

51 627 364 014

Quarter ended ("current quarter")

JUN 2025

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (....12...months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	3,698	16,833
1.2	Payments for		
	(a) research and development	(100)	(399)
	(b) inventory & fulfilment	(1,643)	(8,590)
	(c) other operating costs	(34)	(172)
	(d) sales, advertising and marketing	(747)	(1,984)
	(e) staff costs (incl annual cash bonus)	(1,450)	(5,382)
	(f) administration and corporate costs	(205)	(797)
	(g) Managing Director's 3-year LTI	-	(1,000)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	2	71

1.5	Interest and other costs of finance paid	(26)	(140)
1.6	Income taxes & FBT paid	–	–
1.7	Government grants including EMDG and R&D tax rebate incentives	20	73
1.8	Other (provide details if material)	-	-
1.9	Net cash from / (used in) operating activities	(485)	(1,487)

2.	Cash flows from investing activities		
2.1	Payments to acquire or for:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment	(23)	(72)
	(d) investments in inventory	(1,295)	(1,295)
	(e) intellectual property	(30)	(166)
	(f) other non-current assets (*leasehold improvements)		
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		

2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (**bank guarantee)		
2.6	Net cash from / (used in) investing activities	(1,348)	(1,533)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (from exercise of options)	20	1,151
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from issue of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings	2,905	2,905
3.6	Payments for lease liabilities	(27)	(109)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (repayments of borrowings)	(1,013)	(1,050)
3.10	Net cash from / (used in) financing activities	1,885	2,897

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	2,694	2,869
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(485)	(1,487)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(1,348)	(1,533)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	1,885	2,897
4.5	Effect of movement in exchange rates on cash held	0	0
4.6	Cash and cash equivalents at end of period	2,746	2,746

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	2,746	2,694
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	2,746	2,694

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	195,835
6.2	Aggregate amount of payments to related parties and their associates included in item 2	nil
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i> The amount paid to Directors of the Company during the quarter was \$195,835 in fees, salaries and superannuation payments, as follows: - Executive Director \$115,670 - Non-executive Directors \$80,165		

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	5,000	2,905
7.2	Credit standby arrangements	Nil	n/a
7.3	Other (please specify)	Nil	n/a
7.4	Total financing facilities	5,000	2,905
7.5	Unused financing facilities available at quarter end		2,095

7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well. Biome Australia Trading Pty Ltd (“Biome Trading”) a wholly owned subsidiary of The Company has entered into a \$5.0m secured debt facility (“Facility”) with NAB for working capital purposes to fund future growth, comprising a \$3.5m NAB Invoice Finance Facility and a \$1.5m NAB Trade Finance Facility. \$3.5m NAB Invoice Finance Facility This facility will provide invoice funding for Biome’s Australian accounts receivables. The current interest rate of the facility is 7.75%. The facility carries an application fee of \$12,250 plus a monthly facility fee of \$1,700. This is an ongoing facility with no set expiry date. \$1.5m NAB Trade Refinance Facility The current interest rate of the facility is 7.53% p.a. The facility carries an application fee of \$5,250 plus a facility fee of \$1.3% p.a. This facility is set to expire on 27 February 2026, with the intention to have the term of the facility extended before expiry. The facility is secured by a General Security Agreement over the whole of Biome Trading’s assets, a First ranking priority charge over the whole of Biome Trading’s receivables (debtor) book and a Deed of Guarantee and Indemnity from the Company, supported by a General Security Agreement over the whole of the assets of the Company.
-----	--

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(485)
8.2	Cash and cash equivalents at quarter end (item 4.6)	2,746
8.3	Unused finance facilities available at quarter end (item 7.5)	2,095
8.4	Total available funding (item 8.2 + item 8.3)	4,841

8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	10
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>		
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer: n/a	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer: n/a	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	Answer: n/a	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>		

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 29 July 2025

Authorised by: by the Board

(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.

2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.

3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee* – eg *Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".

5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.

–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 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

Investor Relations

Rechelle Friend

corporate@biomeaustralia.com

(03) 9017 5800

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.

Nothing in this release is a promise or representation as to the future. No representation or warranty, express or implied, is made as to the accuracy, likelihood of achievement or reasonableness of any Forward Looking Statements contained in this release. Except as required by law or regulation (including the ASX Listing Rules), Biome does not undertake to provide any additional or updated information whether as a result of a change in expectations or assumptions, new information, future events or results or otherwise.

To the maximum extent permitted by law, Biome excludes and expressly disclaims all liabilities in respect of, and makes no representation or warranty, express or implied as to the fairness, currency, accuracy, reliability or completeness of information in this release or the accuracy, likelihood of achievement or reasonableness of any Forward Looking Statements (or any event or results expressed or implied in any Forward Looking Statements) contained in, implied by, the information in this release or any part of it, or that this release contains all material information about Biome or which a prospective investor or purchaser may require in evaluating a possible investment in Biome or acquisition of securities in Biome.

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.
