

ASX ANNOUNCEMENT

27 August 2025

Financial Year 2025 Preliminary Results

Biome reports breakthrough year:

- Records its first net profit after tax of \$214,656
- Achieved \$18.4m in sales revenue, up 41.6%
- June quarter sales revenue exceeded \$5m
- International sales reached \$1.5m, up ~69%
 - Transformative deals in key international markets to support FY26 growth and scale
- New brand launch and 7 novel products launched in June 2025
- EBITDA* (excluding share-based payments) \$931k
- Gross profit reached \$11.25m
- Gross margin increased to 61.1%
- On track to achieve Vision 27 forecast cumulative sales of at least \$75m for FY25-27

Microbiome health company *Biome Australia Limited* (ASX: BIO) ('*Biome*' or '*the company*') is pleased to announce unaudited full-year sales revenue of \$18.4 million for FY25, representing 41.6% growth versus the previous corresponding period (\$13.01m FY24) and its first net profit after tax of \$214,656.

Biome achieved a historic milestone in FY25, delivering its first full year of net profit since the company's founding in 2018. The breakthrough year demonstrated exceptional growth across all key metrics, highlighted by annual

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sales revenue reaching new records and outpacing category growth by 7-10 times.

Key Financial Highlights

The company maintained strong profitability with its sixth consecutive quarter of positive EBITDA, achieving full-year EBITDA* of \$931k while increasing gross margin to 61.1%. Q4 FY25 marked the strongest quarter to date with sales revenue surpassing \$5 million, culminating in a record monthly performance of \$2.1 million in June. As FY26 commenced, *Biome* established an annualised sales revenue run rate of over \$20 million, positioning the company strategically toward its Vision 27 forecast of achieving at least \$75 million in cumulative sales for FY25-27.

Market Position and Growth

Biome's Activated Probiotics brand secured the number two position in total probiotic revenue within community pharmacy (IQVIA community pharmacy scan sales at June 30), with domestic business sell-through increasing by over 50% in FY25. This performance established *Biome* as the category's leading growth brand, achieved through industry-leading customer service, novel health targeted product offering and unmatched clinical backing.

International Expansion

International operations delivered significant growth with \$1.5 million in international sales revenue, representing 69% growth versus the previous corresponding period. Strategic expansion across Canada, Ireland, United Kingdom, and New Zealand resulted in transformational distribution partnerships providing access to thousands of additional pharmacy and health food locations ready for launch in early FY26.

Key partnerships include major Canadian health retailers (Pure Pharmacy Group, Healthy Planet Group, Nature's Emporium, Nature's Signature), Uniphar in Ireland (serving over 1,400 pharmacy customers), and Propharma in New Zealand (the country's largest pharmacy wholesale network and EBOS Group subsidiary).

Innovation and Product Development

FY25 marked the launch of *Activated Therapeutics*, a new practitioner-only range featuring four specialized products targeting perimenopause, gastrointestinal repair, acid reflux, and weight management. The company successfully completed its strain development program, identifying and commercializing proprietary probiotic strain *Lactobacillus plantarum* BMB18, now registered with the German culture bank DSMZ and providing future licensing opportunities.

The culmination of professional education efforts included the second *Activated Probiotics* Symposium, attended by hundreds of health professionals, showcasing research innovations and strengthening industry relationships that contributed to a strong start for FY26.

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

"I am absolutely thrilled to announce our first full year of profitability since founding Biome in 2018. Achieving \$18.4 million in revenue with 41% growth while maintaining our sixth consecutive quarter of positive EBITDA exceeding \$931k is a testament to what we've built.

I'm incredibly proud of our team for securing the number two position in probiotic revenue within community pharmacy and delivering that record \$2.1 million month in June to close FY25. What excites me most is that we've achieved this through high quality customer service, education and delivering meaningful health outcomes for our patients and customers.

*Our international expansion has been personally rewarding to see unfold, with 69% growth and strategic partnerships now giving us access to thousands of pharmacy locations and practitioners across four key markets. The launch of our *Activated Therapeutics* platform and our proprietary BMB18 strain represents years of dedication finally coming to fruition in support of innovation and product development that we will begin to realise in FY26.*

With Biome's \$20 million run-rate entering FY26, I'm confident we're on track for our Vision 27 targets. After seven years of building this business, seeing us transition into a sustainable, profitable growth company, we are now entering the next phase to becoming a leading global company in probiotics and targeted health solutions for many years to come."

-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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