

H1 FY26 RESULTS & COMPANY PRESENTATION

Biome Australia

Australia's #1 fastest-growing probiotic brand — clinically-backed, profitable, and scaling.

Blair Vega Norfolk · Founder & Managing Director

ASX: BIO



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Our mission

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

INVESTMENT HIGHLIGHTS

Profitable, clinically-differentiated, and scaling

Biome develops, owns and clinically validates proprietary probiotic strains, sold through pharmacy and practitioner channels under the Activated Probiotics® and Activated Therapeutics® brands.

Australia's #1 fastest-growing probiotic brand

Leader by revenue in community pharmacy, with 100% of the range in growth.

A record, profitable first half

H1 FY26 was the eighth consecutive EBITDA-positive quarter, building on FY25's first full-year net profit.

Clinically differentiated

30+ randomised controlled trials, plus a proprietary strain — BMB18 — now in a 240-participant human trial.

Scaling at home and abroad

~7,500 points of sale and five international markets live, tracking to the Vision 2027 plan.

OUR JOURNEY

From start-up to Australia's fastest-growing probiotic brand

Revenue has compounded at **~86% a year** from FY20 to FY25 — and FY26 has opened with a record half.



Clinically-backed range

Built on 30+ randomised controlled trials.

Profitable and compounding

Eight consecutive EBITDA-positive quarters.

Scaled distribution

From a standing start to ~7,500 points of sale across pharmacy.

International reach

Live in five markets, with international sales up 69% in FY25.

H1 FY26 FINANCIAL SCORECARD

Record results across every key metric

REVENUE

\$12.40m

+40% vs PCP

ADJUSTED EBITDA

\$1.47m

8th consecutive quarter

NET PROFIT

\$1.18m

+172% vs PCP

GROSS MARGIN

61%

1H25: 61.0%

OPERATING CASH FLOW

\$2.09m

\$3.21m turnaround

EPS

0.53c

+165% vs PCP

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OPERATING LEVERAGE

Earnings growing far faster than revenue

+40%

Revenue growth (PCP)

+172%

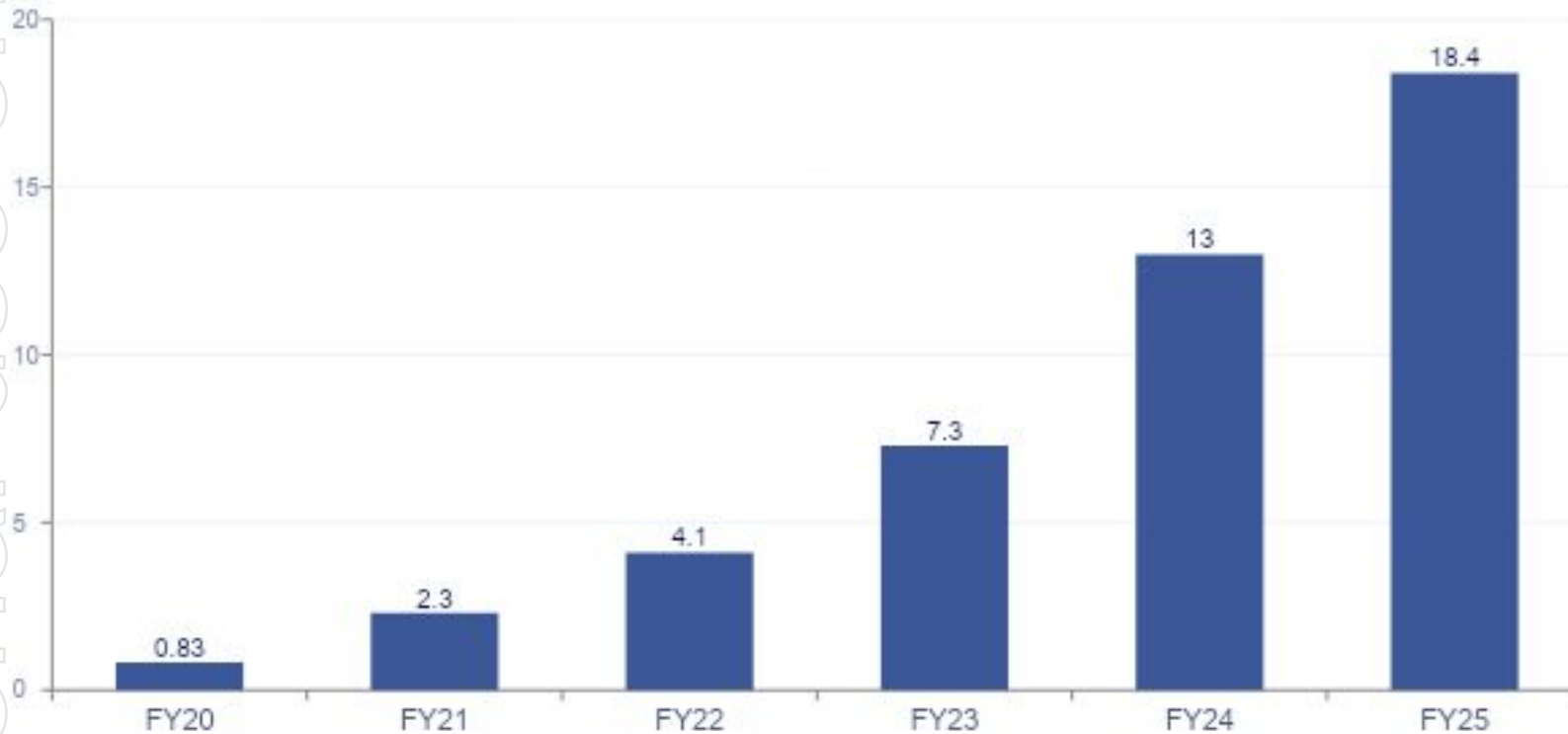
Net profit growth (PCP)

Profit is compounding more than four times faster than revenue — with gross margin held at 61.1% and an eighth consecutive EBITDA-positive quarter.

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REVENUE TRAJECTORY

Compounding revenue, now profitable



H1 FY26

\$12.4m

Revenue · +40% PCP

\$1.47m

Adj EBITDA (excl SBP)

FY25 — first full-year net profit. Eight straight EBITDA-positive quarters.

FY20–FY25 actual full-year revenue. H1 FY26 actual was \$12.4m, up 40% on the prior corresponding half.

MANUFACTURING & MARGIN

Onshoring manufacturing – margin and working-capital upside

A binding supply & purchase agreement brings key manufacturing onshore – structurally lifting gross margin and releasing working capital.

Gross-margin uplift

Increasing significantly from the strong 61% today commencing from FY27

Working-capital release

A shorter, local supply chain will up free significant capital tied up in inventory, goods-in-transit and shortens the cash-conversion cycle.

Supply security & Australian-made

Onshore production reduces lead times and import dependency – aligned with Biome’s B Corp credentials.

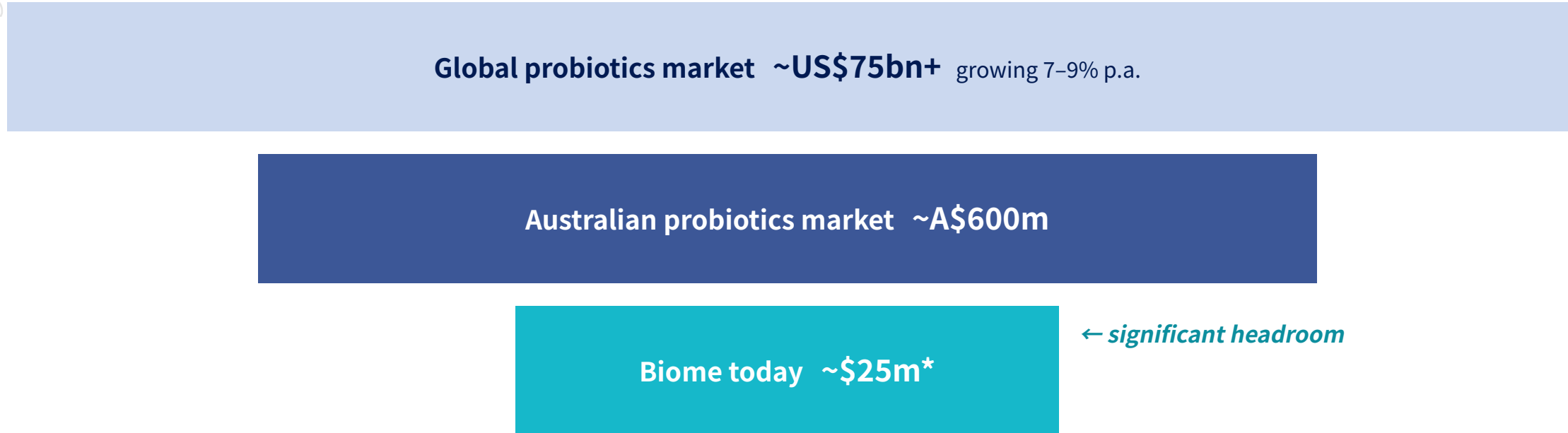
The milestone

Binding agreement was executed on July 2 2026; first onshore production from September 2026.

Draft – subject to execution of the agreement; figures to be confirmed. Do not circulate until signed and, if price-sensitive, announced to the ASX.

MARKET OPPORTUNITY

A large market — significant growth headroom



We hold a low-single-digit share of our home market today — with 8,000-store distribution and five international markets still to convert.

*Annualised on H1 FY26 revenue. Market sizes are management estimates.

MARKET POSITION

Fastest-growing brand in pharmacy's biggest category

#1 Community pharmacy (ex CW)

Largest probiotic brand in community pharmacy by revenue — and the fastest growing.

#2 Terry White Chemmart

Second-largest brand by revenue in largest category.

48%+ Priceline Pharmacy

Moving-annual-total (MAT) sales growth and 5th brand for profit in category.

#1 Wholesale (Symbion / API)

100% of the range in growth.

HOW WE WIN

Practitioner Only - High Value - Solution driven

Practitioner endorsement drives full-margin growth



A pull model. Demand is created by clinical recommendation and validated by scan data — full-margin growth, without promotional discounting.

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PRODUCT PLATFORM

Two clinically-backed brand families

Activated Probiotics®

Condition-specific, practitioner-recommended probiotics across the range.



Activated Therapeutics®

Selective, clinically-validated formulations for targeted applications.



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MARKET EXPANSION

Adjunct medication opportunities

Condition-specific range enables multiple products per patient, positioned alongside medical treatment.

ATC MEDICATION CATEGORY	VOLUME (FY21)	ACTIVATED PROBIOTICS PRODUCT & ADJUNCT USE
General Anti-infectives	10M scripts / yr	Biome Advanced™ Probiotic To help restore the balance of beneficial gut bacteria after antibiotic use
Nervous System	48M scripts / yr	Biome Lift™ Probiotic To support healthy mood balance and enhance sleep quality
Respiratory System	12M scripts / yr	Biome Breathe™ Probiotic To help stimulate a healthy immune response in children
Dermatological	3M scripts / yr	Biome Eczema™ Probiotic To help reduce the symptoms of mild eczema
Musculo-skeletal System	7M scripts / yr	Biome Osteo™ Probiotic To help promote healthy bones in adults
Cardiovascular System	29M scripts / yr	Biome Cholesterol™ Probiotic To help support healthy cholesterol levels in healthy adults

Source: PBS / Medicare prescription statistics, FY21.

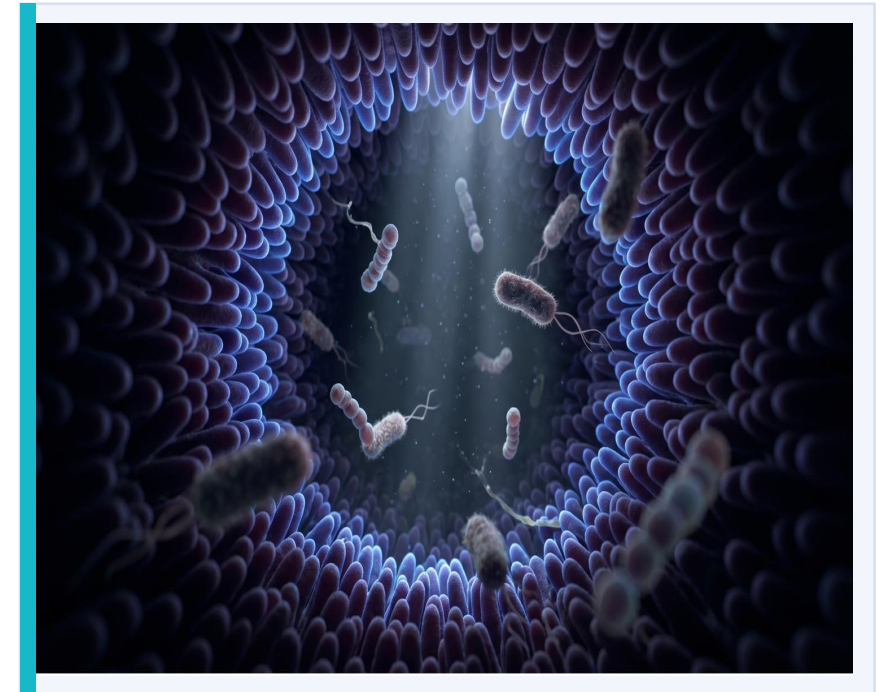
Activated Probiotics are recommended by practitioners as complementary to medical treatment, not as alternatives — positioning Biome alongside medical interventions rather than competing with mass-market supplements.

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CLINICAL EVIDENCE

The clinical moat competitors can't replicate

- 30+ randomised controlled trials on Biome's finished products.
- Peer-reviewed publication, including in The Lancet.
- Evidence across mood & sleep, immune & respiratory, skin, bone, cholesterol and children's health.
- Practitioner-Only
- Hard to replicate — trials take years and capital, and earn the practitioner trust that drives the pull model.

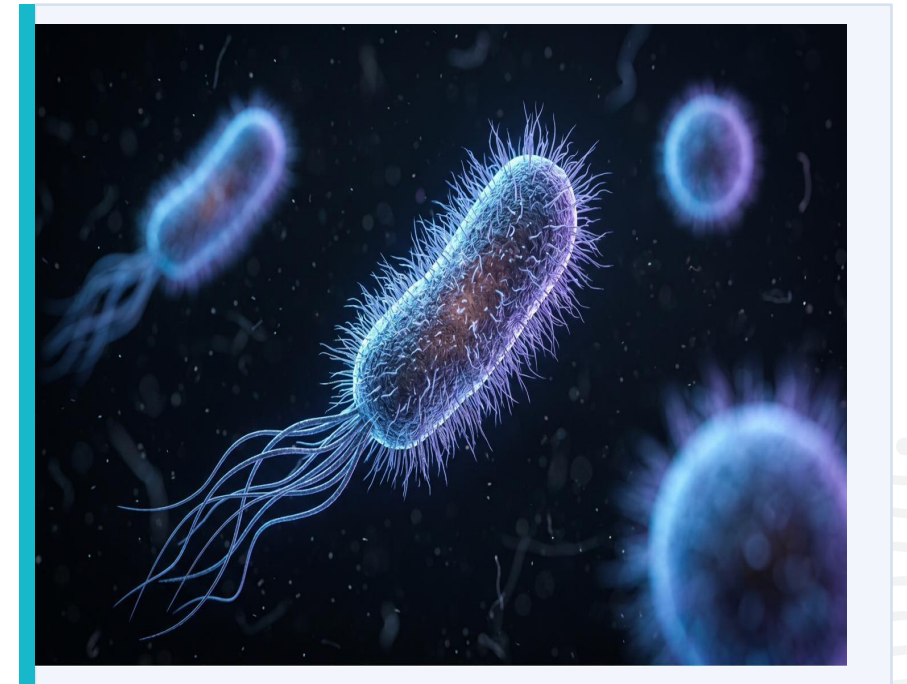


LEAD ASSET — BMB18

A proprietary strain in human clinical trial

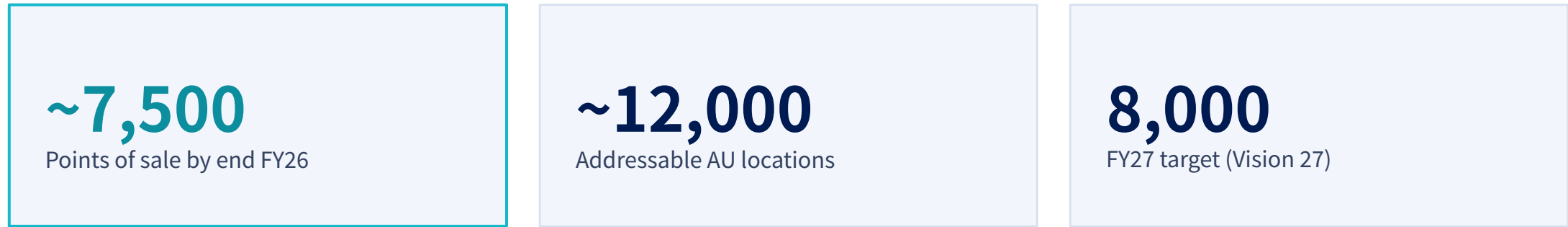
BMB18 — *Lactiplantibacillus plantarum*

- **100% Biome-owned** • **DSM registered**
- In-vitro results: immune modulation, oxidative-stress reduction, gut-barrier integrity.
- 240-participant, double-blind, placebo-controlled RCT with La Trobe University; commenced February 2026 (ANZCTR registered).
- Sits on an existing base of 30+ RCTs across Biome's finished products.



DISTRIBUTION

From 100 to a 7,500-store footprint



Progress to the Vision 27 distribution target



Distribution has grown from 100 to over 7,000 points of sale, laddering toward the Vision 27 target of 8,000 by FY27 — with roughly 12,000 addressable.

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INTERNATIONAL

Five markets live; international sales up 69% in FY25 with careful investments in FY26 to build the foundation with low run rate

AUSTRALIA

Established

Scaled domestic base across pharmacy and practitioner channels.

CANADA

Growing

Fullscript live alongside Ecotrend; dedicated team building the FY27 launch base.

IRELAND & UK

Launched

Partnerships building across both markets, led by Uniphar pharmacy partnership in Ireland.

NEW ZEALAND

Launched

Live via the EBOS Group / Pharmacy channel.

The roadmap to FY27

FY25

DELIVERED

- First net profit (\$214,656)
- Revenue \$18.4m, +41.6%
- International sales +69%
- ~7,000 points of sale



FY26

IN PROGRESS

- H1 revenue \$12.4m, +40% PCP
- 8th consecutive EBITDA+ quarter
- BMB18 RCT commenced (La Trobe)
- ~7,500 points of sale by year-end



FY27

TARGET

- \$75m cumulative sales (FY25–FY27)
- 8,000 points of sale
- International markets scaling
- BMB18 clinical trial readout

On track — FY25 delivered the first net profit; H1 FY26 is running +40% PCP into the plan.

H2 OUTLOOK & CATALYSTS

Near-term value drivers

Winter immunity campaign

Major above-the-line activation — outdoor, digital and co-branded with key retail partners — timed to peak demand.

International momentum

Canada scaling with Fullscript; Ireland, UK and New Zealand partnerships continuing to build.

BMB18 clinical trial

240-participant RCT underway with La Trobe University, supporting proprietary product development and IP.

Category and range expansion

New therapeutic categories under evaluation across Activated Probiotics and Activated Therapeutics.

INVESTMENT CASE

Why Biome

- **Category leader**

#1 fastest-growing probiotic brand in Australia's biggest pharmacy category.

- **Operating leverage proven**

First net profit delivered; eight consecutive EBITDA-positive quarters.

- **International optionality**

Five markets live, sales up 69% — Canada the next growth engine.

- **Premium-margin model**

61% gross margin, sustained without promotional discounting.

- **Proprietary IP pipeline**

BMB18 in human trial; 30+ RCTs across the range.

- **Fully-funded growth**

Cash-generative and largely self-funding the plan to Vision 27.

CAPITAL STRUCTURE

Snapshot & balance sheet

ASX code	BIO
Share price	22.5c
Market capitalisation	\$51.5m
Shares on issue	228m
Performance rights / options	Nil
Cash (Q3 FY26)	\$3.39m
Debt drawn (Q3 FY26)	\$2.12m
Undrawn facility	\$2.89m
52-week range	20c – 63c

Market data and register as at 1 June 2026; cash and debt as at Q3 FY26.

BALANCE SHEET

Net cash position, **no dilution overhang**

\$3.39m cash against \$2.12m drawn — with a further \$2.89m undrawn and no options or performance rights on issue.

TOP SHAREHOLDERS

Founder, management & staff	13%
Board	4%
High-net-worth investors	5% · 3.5%
Institutional funds	4% · 3.5% · 2.5%
Top 50 holders	57%

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THANK YOU

**Profitable. Clinical.
Scaling.**

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ASX: BIO

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