FY26 INVESTOR UPDATE

International Markets

FY26 review and FY27 priorities

Prepared by Biome Australia Limited · July 2026

ASX: BIO

BIOME | AUSTRALIA GROUP

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Data and estimates

Financial information is unaudited unless stated. Domestic and international splits are estimates. Market size, category growth and pharmacy figures are drawn from third-party sources cited on the relevant slide.

Illustrative material is provided to explain the operating model and is not a forecast.

BIOME AUSTRALIA LIMITED ACN 626 435 500 · ASX: BIO · All figures in Australian dollars unless otherwise stated.

OUR MISSION

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

CERTIFIED B CORPORATION

Proud to be B Corp certified

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- Responsible social and environmental practices that benefit employees and the wider community
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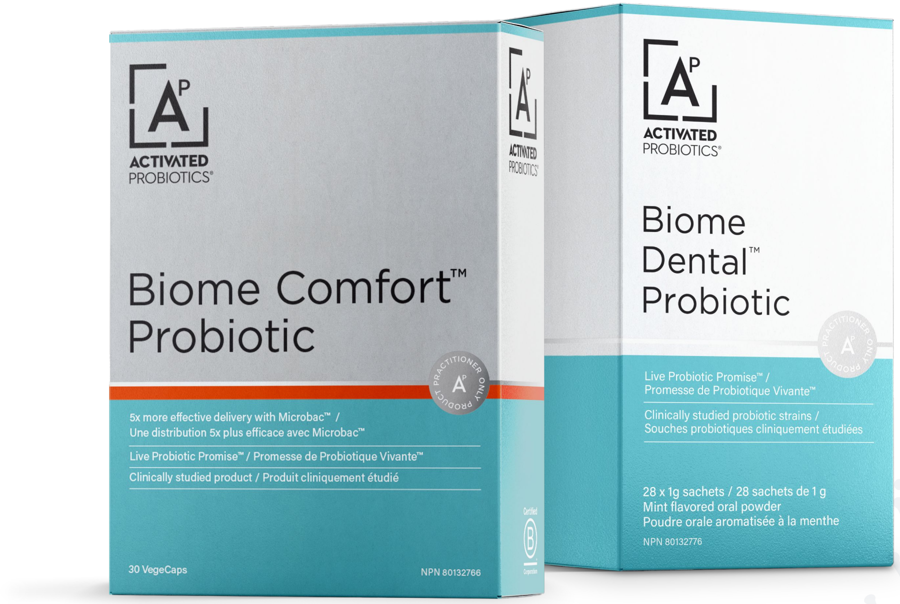
About Biome Australia

Clinically-proven, condition-specific probiotics, developed with world-leading microbiome research partners.

Biome Australia (ASX: BIO) is focused on becoming a global leader in the complementary medicine industry, offering clinically-proven, condition-specific probiotic products fuelled by novel clinical research programs to cement and extend the evidence base of its probiotic products.

Activated Probiotics, Biome's flagship range of novel live-biotherapeutics (probiotics), was created in partnership with world leading organisations in microbiome research and utilises innovative delivery technologies that improve their stability and efficacy.



FY26 international performance

Four markets contributing, with operating leverage beginning to show

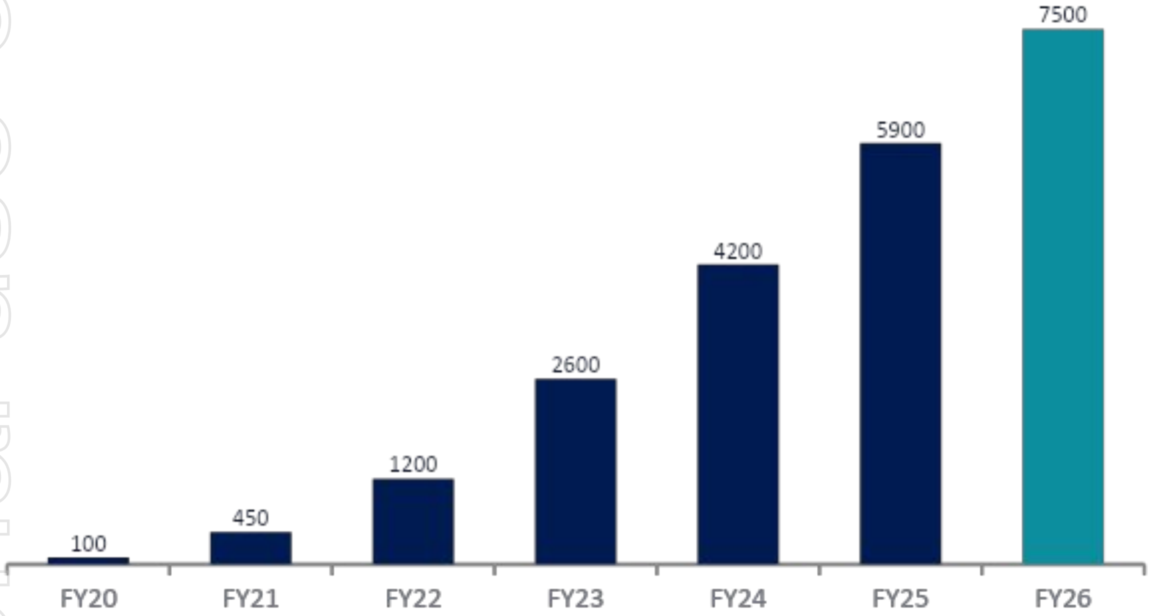
FY26 INT'L REVENUE	INT'L GROSS MARGIN	INT'L DISTRIBUTION POINTS	INTERNATIONAL FTE	APPROACHING BREAKEVEN
$1.8m	**~68%**	**~2,000**	**12**	**approaching breakeven**
+26% on FY25	7pp above domestic	and growing rapidly	Across four markets	$1.8m revenue vs $1.82m opex

Practitioner-only and clinically backed in every market. First mover in a category where every other brand sells online and through discounters.

The Australian model

Australia scaled from 100 to 7,500 points of sale in six years to become the #1 probiotic product in Australian pharmacy[1] (Biome Daily), on a practitioner-led, non-discounted model. The same model is now running across four international markets.

AUSTRALIA / POINTS OF SALE



~106%

6-year CAGR in AU points of sale (FY20–FY26)

- Same-store sales grew +38.6% in comparable accounts in FY26, with ~1,600 new AU accounts added in FY26
- International markets are at the early, steep part of the same curve
- If replicated, each market compounds distribution the way AU did from a standing start

Australian points of sale are actuals. International replication is illustrative of the model, not a forecast.

1. IQVIA™ Out Service, VITAMINS MINERALS AND SUPPLEMENTS category, CHC3=PROBIOTICS, Australia Pharmacy, Total Value and Unit, 52 Weeks W/E 2026-06-27. (IQVIA Australian Company Number 000 967 859 Copyright © 2026 IQVIA. All rights reserved)

#1 IN AUSTRALIA / SCALING TO THE WORLD

Category position in Australia

Two #1 products in Australian pharmacy scan sales (FY26), on the platform to scale internationally in FY27.

Flagship daily probiotic

#1

Biome Daily Probiotic

The number one probiotic product in Australian pharmacy[1]

Children's immune health

#1

Biome Daily Kids Probiotic

The number one Kids probiotic and immune health probiotic in Australian pharmacy[1]

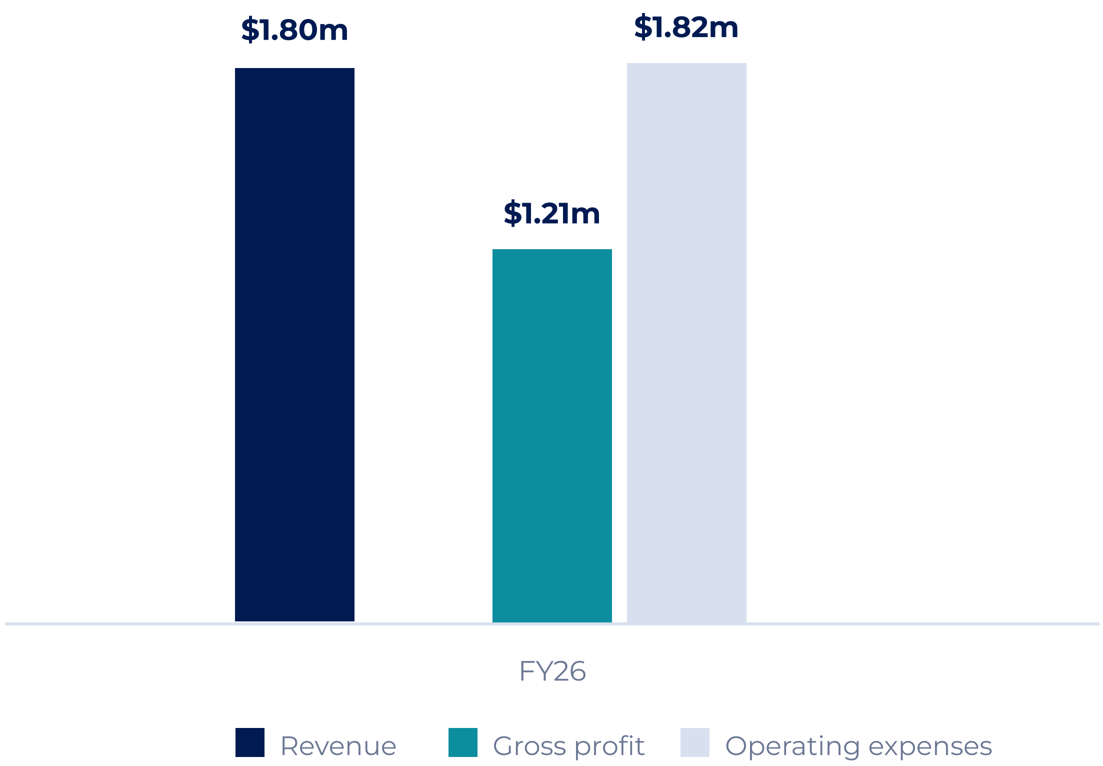
Premium	**Practitioner-only**	**Clinically backed**	**Non discounted**

1. IQVIA™ Out Service, VITAMINS MINERALS AND SUPPLEMENTS category, CHC3=PROBIOTICS, Australia Pharmacy, Total Value and Unit, 52 Weeks W/E 2026-06-27. (IQVIA Australian Company Number 000 967 859

Operating leverage emerging

Revenue growth outpaced cost growth in FY26. Group gross profit of $1.21m at 68%, with net loss narrowing to $649k.

FY26 GROUP PERFORMANCE · A$M



The build phase is behind us

Group gross profit $1,214k at a blended 68% margin; net loss narrowed to $649k. Approaching breakeven.

FY27

Priorities locked across all four markets, on infrastructure already built.

Beyond

Contribution flip implied as revenue scales on stable headcount.

GLOBAL FOOTPRINT

Four active markets

Independent demand across each market, with an optimised channel mix per jurisdiction.

GROWING

Canada

Fullscript & Ecotrend

NH HUB

United Kingdom

NH sales, marketing & distribution

SCALING

Ireland

Uniphar 18 → 40 stores

LAUNCHING

New Zealand

ProPharma & Practitioner

Canada

The largest international contributor, now deepening: five distribution partners across practitioner, pharmacy and health-food channels.

GROWING

PROBIOTICS MARKET

US$2.5bn

2023, Grand View Research

CATEGORY GROWTH

~13% p.a.

CAGR to 2030

CHANNELS

Practitioner	**Pharmacy retail**	**Health-food retail**

THE MOAT **Practitioner-only** · **Clinically backed** · **Non discounted** · *Unlike any brand in any market*

Canada — execution

Deepening across channels: the practitioner platform anchored by Fullscript and Ecotrend, with pharmacy and health-food retail secured in FY26.

PARTNERS & DISTRIBUTORS

Pure Pharmacy
Integrative pharmacy retail — secured FY26

Health Food Network
Health-food retail — secured FY26

Practitioner Direct
Direct clinic supply

Fullscript
125k+ NH practitioners on platform

Ecotrend Ecologics
National wholesale distribution

COMPETITORS — WHAT WE DO BETTER

Genestra
Them: Broad practitioner range, legacy brand
Us: Proprietary clinically-trialled strains, tighter focus

Metagenics
Them: Scale, but discounts into retail
Us: Never discounted; channel integrity protected

NFH
Them: Practitioner-only, research-led
Us: Owned IP (BMB18) plus onshore AU manufacturing

HOW WE SCALE

- Unlock Quebec market
- Bring FY26 retail banner wins online
- Expand Health Canada approvals (12 → 24 SKUs)
- Deepen practitioner education footprint

United Kingdom

Our **Northern Hemisphere hub**: distribution, sales and marketing for the EU and Canada run from the UK, alongside a measured practitioner-in-clinic market.

NH HUB

NORTHERN HEMISPHERE HUB
A long-term margin play: manufacturing optimisation plus higher UK/EU RRPs.

HUB ROLE

Sales · Marketing · Distribution

run from the UK

CHANNELS

In-clinic practitioners	Doctors	Nutritional therapists

THE MOAT **Practitioner-only** · **Clinically backed** · **Non discounted** · *Unlike any brand in any market*

United Kingdom — execution

A hub-first model: the UK team runs Northern Hemisphere operations, with the practitioner market served through specialist distributors.

PARTNERS & DISTRIBUTORS

The Natural Dispensary
Primary practitioner distribution partner

Amrita UK
practitioner distributor

TDS (Northern Ireland)
3PL — direct UK + EU supply

COMPETITORS — WHAT WE DO BETTER

Symprove
Them: Strong DTC brand, liquid format
Us: Practitioner-endorsed, clinically-trialled strains

OptiBac
Them: Retail-heavy, promotional pricing
Us: Never discounted; practitioner-in-clinic positioning

Bio-Kult
Them: Mass pharmacy presence
Us: Owned IP and recommendation-driven demand

HOW WE SCALE

- Run EU + Canada sales and marketing from the UK
- Deepen clinic and NT practitioner base
- Test Biome B2B2C + eScript portal (H1 FY27)
- Leverage TDS hub for EU supply

Ireland

A strong long-term pharmacy market: 50% of Irish supplement sales still go through pharmacy. Five banner groups secured in FY26, more onboarding in FY27.

SCALING

REGISTERED PHARMACIES

1,989

end-2024, PSI register

SUPPLEMENTS GROWTH

~8% p.a.

Category trend

PHARMACY BANNERS LAUNCHED FY26

- McCauleys
- Hickeys
- Allcare

Further banners onboarding in FY27.

THE MOAT **Practitioner-only** · **Clinically backed** · **Non discounted** · *Unlike any brand in any market*

Ireland — execution

A hybrid UK/Australian strategy: traditional marketing to grow pharmacy footprint, with GP and dentist detailing. No NHS plus a strong herbal-medicine tradition make Ireland well suited.

PARTNERS & DISTRIBUTORS

Uniphar
Retail pharmacy

Pure and Natural
Health-store & practitioner channel

TDS
3PL hub — EU gateway, serves UK

COMPETITORS — WHAT WE DO BETTER

Alflorex
Them: Clinically-backed, strong pharmacy brand
Us: Broader range, owned IP, multi-indication

OptiBac
Them: Retail presence, promotional
Us: Never discounted; practitioner positioning

Bio-Kult
Them: Mass pharmacy presence
Us: Owned IP and recommendation-driven demand

HOW WE SCALE

- Traditional marketing to grow pharmacy footprint
- GP and dentist detailing programme
- Deepen the five secured banner groups
- Leverage TDS hub for EU expansion

New Zealand

A foundation year. Practitioner base and ProPharma distribution in place; the Propharma wholesale pharmacy launch in Q4 FY26 is the near-term catalyst.

LAUNCHING

NATURAL HEALTH INDUSTRY

NZ$2.3bn

Natural Health Products NZ

PHARMACY UNIVERSE

~1,100

Community pharmacies

CHANNELS

Pharmacy	**Practitioner**	**Health Food**

THE MOAT **Practitioner-only** · **Clinically backed** · **Non discounted** · *Unlike any brand in any market*

New Zealand — execution

Distribution established through ProPharma, corporate pharmacy launching through Green Cross in Q4 FY26.

PARTNERS & DISTRIBUTORS

ProPharma
Pharmacy Distribution

Pacific Health
Naturopaths and integrative clinics

NutriScript
Naturopaths and integrative clinics

COMPETITORS — WHAT WE DO BETTER

Clinicians
Them: Practitioner heritage, broad range
Us: Proprietary strains, clinical trials, AU manufacturing

GO Healthy
Them: Market-leading mass brand
Us: Practitioner-only; never discounted

Lifestream
Them: Natural-health positioning
Us: Owned IP and recommendation-driven model

HOW WE SCALE

- Launch Green Cross corporate roll-out
- Expand banner relationships
- Deepen practitioner channel
- Grow ProPharma distribution

PRICING POWER

Pricing and margin architecture

One global pricing architecture. Biome Daily Probiotic anchors a premium, non-discounted position in every market, in local currency.

AUSTRALIA	CANADA	UK	IRELAND	NEW ZEALAND
A$34.95	C$46.99	£29.95	€36.95	NZ$39.95
Home market RRP	Fullscript / retail, ex tax	Practitioner RRP	Uniphar retail	ProPharma RRP

INTERNATIONAL PREMIUM Every offshore market prices above the Australian home RRP in AUD-equivalent terms — corroborating the 68% international gross margin.

One architecture

Consistent premium tier across every market, benchmarked to the AU home position.

No discounting

FY26 group growth was entirely volume-led, with blended ASP held flat year-on-year. No promotional erosion of brand equity.

Margin-accretive offshore

Practitioner mix lifts international gross margin 7pp above the domestic blend.

Biome Daily recommended retail price per market. Prices include local taxes except Canada (ex tax). Shown to illustrate global pricing architecture.

Northern Ireland hub: gateway to mainland Europe

The TDS 3PL hub sits in Northern Ireland, supplying mainland Europe directly and serving the UK alongside.

Northern Irish Advantage

Located within the UK single market — with unique access to free trade within the EU.

Serves the UK too

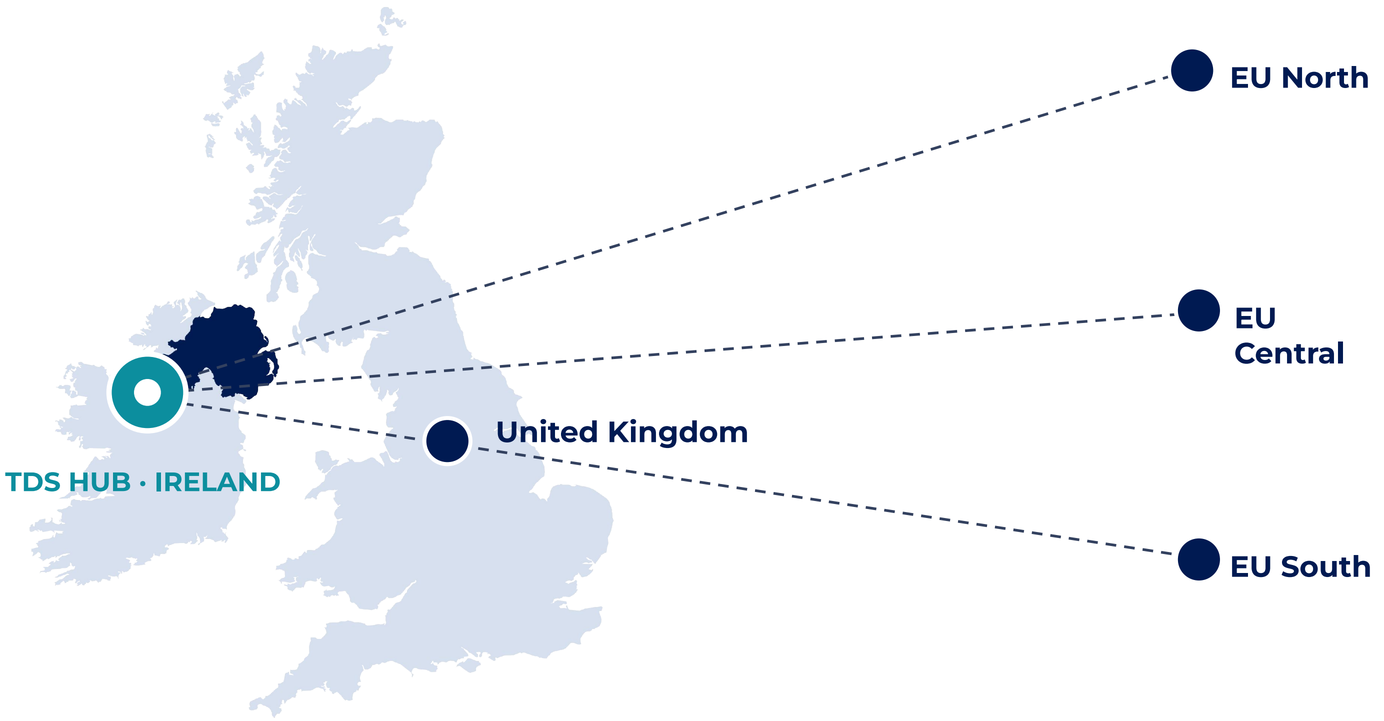
Short-lead supply into UK and Irish customers from the same hub.

Gateway to Europe

Platform to expand into continental EU markets without setting up new infrastructure.

Continuity

In-region buffer stock reduces stock-out risk for partner networks.



Onshore manufacturing - Specialty Probiotics Australia (SPA)

Australian onshore manufacturing under the June 2026 SPA agreement commences September 2026 — the step change that lets the international platform scale.

Small-batch agility

Local small-batch runs with market-specific packaging — produce what each market needs, when it needs it.

Faster and more efficient

Shorter production lead times onshore, cutting the gap between demand signal and stock in market.

Premium finish

Higher-quality local finish, consistent with the brand's premium, practitioner-only positioning.

Lower COGS

Onshore economics reduce landed cost per unit — structurally supportive of gross margin.

HOW IT COMES TOGETHER

SPA · Australia
Onshore manufacture

→

TDS · Ireland
EU gateway hub

→

Four markets + B2B2C
Practitioner-led demand

Commercial supply agreement executed June 2026; production from September 2026. Benefits stated are directional; no quantified guidance is given.

NEW INITIATIVE / BIOME B2B2C & eSCRIPT PORTAL

Direct wholesale and e-scripts for practitioners

Launching H1 FY27: a direct wholesale model and e-script portal that lets practitioners prescribe Biome products directly. The UK is the test market for a global roll-out.

01

Practitioner prescribes

HCP issues an e-script directly through the Biome portal — no intermediary.

→

02

Biome fulfils direct

Direct wholesale model: order routed, dispatched and supported by Biome.

→

03

Patient receives

Product delivered to the patient, endorsed by their practitioner. Relationship retained.

Practitioner control

Practitioners prescribe directly — deepening the practitioner-only model, not diluting it.

UK as test market

Proven in the UK hub first, then rolled out globally on the same platform.

Margin & data

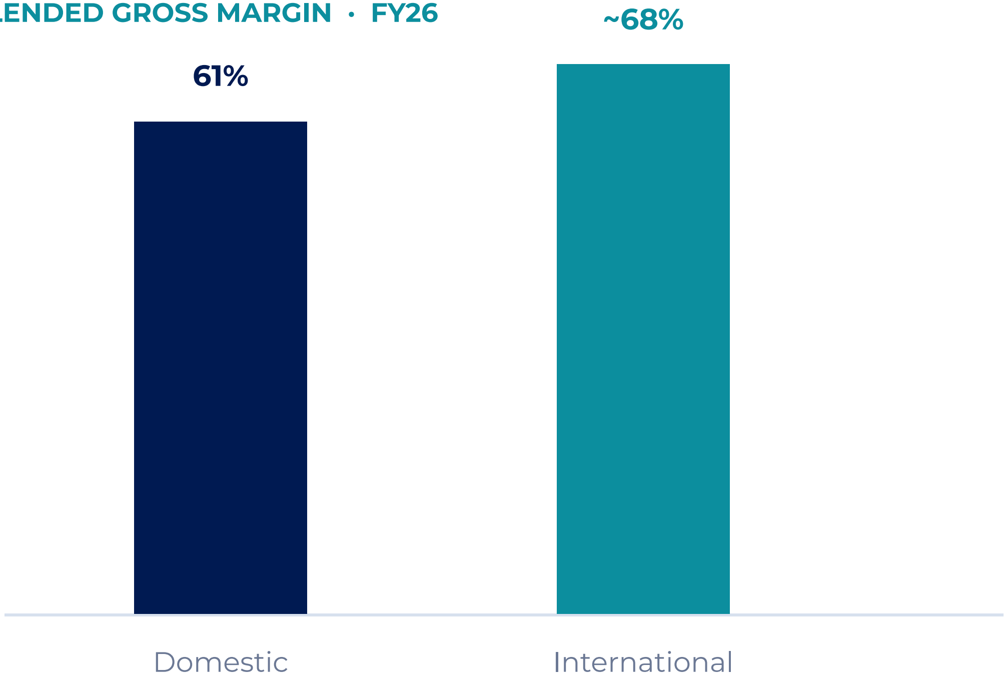
Direct wholesale captures margin and first-party demand data at source.

Planned launch H1 FY27. Rollout timing and functionality subject to development.

International gross margin

Estimated international gross margin of ~68% in FY26, seven percentage points above the domestic blend.

BLENDED GROSS MARGIN · FY26



Why the premium exists

The 7pp premium reflects channel mix, not pricing. International revenue weights toward practitioner-led, recommendation-driven sales where shelf, banner and promotion overhead are absent.

Domestic and international split is estimated. Margin achieved in FY26; not a forward expectation.

International team

12 international FTE, each a localised connection point, supported by centralised regulatory, supply, science and finance from Australia.

CANADA

3

GM, Sales Manager, territory and education resourcing.

UNITED KINGDOM

4

Channel, education, ops and trade-event resourcing.

IRELAND

3

Local commercial team for Uniphar and practitioner growth.

NEW ZEALAND

2

Full-time Practitioner Education consultants.

CENTRALISED FROM AUSTRALIA Regulatory · Quality · Supply chain · Science & research · Finance

FY27 priorities

Four markets past proof point. The platform, people and channels are in place to scale.

FOUR PILLARS OF READINESS

Established markets
Four markets past proof point, contributing structurally

Brand trust earned
Practitioner and pharmacy channels validating the model

People in place
12 international FTE embedded and executing

Distribution set to scale
~2,000 distribution points, EU gateway live, B2B2C launching H1 FY27

FY27 OPERATIONAL PRIORITIES

- Quebec market unlock and continued Canadian account growth
- New Canadian pharmacy chains launching
- UK banner conversion
- B2B2C digital health platform launch (H1 FY27)
- Ireland pharmacy expansion via Uniphar and new pharmacy banners launching

Reviewing strategic opportunities

A disciplined, evidence-led model proven across four jurisdictions. Any new market must clear the bar the first four did: practitioner-led entry, clinical evidence, and disciplined economics.

MARKETS PAST PROOF POINT	INT'L GROSS MARGIN, FY26	INT'L DISTRIBUTION POINTS
4	**~68%**	**~2,000**

FURTHER MARKETS UNDER STRUCTURED REVIEW

A pipeline of additional markets is under active evaluation. Consistent with our approach to date, markets will be identified only once regulatory pathways and commercial agreements are sufficiently advanced.

No commitment to entry has been made in respect of any market under review.

FY26 INTERNATIONAL MARKETS

Four active markets, one operating model

Practitioner-only · Clinically backed · Never discounted