



# Biome Australia Limited

## Roadshow Presentation

MARCH 2022

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Certified



This company meets the highest standards of social and environmental impact

Corporation



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## Our mission

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





# About Biome Australia

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

Activated Probiotics<sup>®</sup>, 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 improves their stability and efficacy.

Biome also develops, licenses and distributes a scientifically formulated, organic nutraceutical range, Activated Nutrients<sup>®</sup> and a sports performance and recovery range, Activated X Performance<sup>®</sup>, which targets professional athletes.

Biome is a certified B Corporation, a designation that a business is meeting high standards of verified performance, accountability, and transparency.

Biome was listed on the ASX in November 2021.

# Investment Highlights



## Strong financial performance

Record H1 FY22 sales results of \$1.81m and revenue up 98% in vs PCP

+178% growth in Net Sales FY21 (\$2.3m) vs FY20 (\$833k)

Current annualised revenue of \$3.6m (H1 FY22)



## Widespread distribution

Over 2,300 distribution points in Australia, with sales of Activated Probiotics also in the UK & NZ

Strategic pharmacy distribution deal with Terry White Chemmart, one of Australia's leading retail pharmacy networks



## Ongoing clinical pipeline

Successful results from independent asthma & acne clinical trials

Three clinical programs underway:

- Subthreshold depression
- Paediatric immune system function
- Osteoporosis prevention

# Investment Highlights



## Business model to deliver continued growth

Community pharmacy, independent health practitioners and online selling (B2C)

Providing services, such as Bone Health Clinics, at pharmacies to foster long-term relationships

Practitioner only (S3) designation



## World class development partners

Partnered with La Trobe and Federation Universities to complete clinical trials

Probiotal - Italy

Probi - Sweden

Greenleaf Medical - Sweden



## Leading product portfolio

23 products across 3 brands:

- Activated Probiotics
- Activated Nutrients
- AXP

New product launches:

- Biome Advanced 10pk Q3 FY22
- Biome Acne Q4 FY22
- Biome Baby Q4 FY22

# Activated Probiotics

Practitioners & Pharmacies

## CONSUMER BENEFITS

5x more effective delivery - Microbac™ technology

Shelf-stable

Clinically documented probiotic strains

One-a-day formulation



GMP



ONE A DAY  
FORMULATION



FRIDGE  
FREE



VEGAN

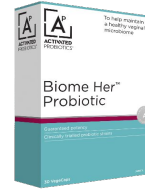


DIGESTIVE  
HEALTH



## Biome Daily™ Probiotic

To help enhance immune system function and promote healthy digestion



## Biome Her Probiotic

To help maintain a healthy vaginal microbiome



## Biome Osteo™ Probiotic

To help promote bone health in adults



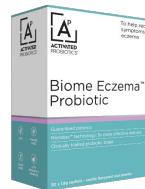
## Biome Daily Kids™ Probiotic

To help reduce the occurrence & duration of common colds



## Biome Breathe™ Probiotic

To stimulate a healthy immune system response in children



## Biome Eczema™ Probiotic

To help reduce the symptoms of mild eczema



## Biome Lift™ Probiotic

To support healthy mood balance and enhance sleep quality

WOMEN'S HEALTH

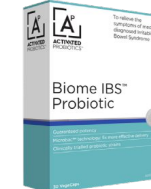
PAEDIATRIC  
DIGESTIVE &  
IMMUNE HEALTH

IMMUNITY AND  
ALLERGIES

DERMATOLOGY

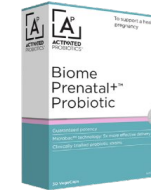
MENTAL HEALTH

ANTIBIOTIC  
SUPPORT



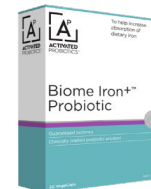
## Biome IBS™ Probiotic

To relieve the symptoms of medically diagnosed IBS



## Biome Prenatal+™ Probiotic

To support a healthy pregnancy



## Biome Iron+™ Probiotic

To help increase absorption of dietary iron



## Biome Baby™ Probiotic

To help support digestive and immune health in infants



## Biome Acne™ Probiotic

To help relieve the symptoms of acne



## Biome Advanced™ Probiotic 30/10Caps

To help restore the balance of beneficial gut bacteria after antibiotic use

# Activated Nutrients

Practitioners & Pharmacies

## CONSUMER BENEFITS

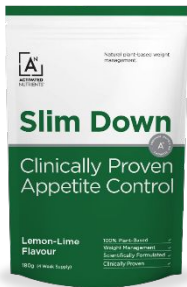
Certified organic (8 of 9 Products)

Vegan

Wholefood nutrients

Prebiotics & probiotics (5 of 9 Products)

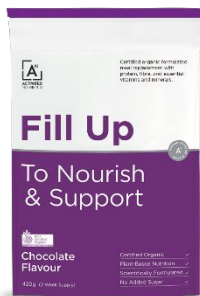
## Professional Weight Range



### Slim Down

Meal Replacement

Slim down contains Appethyl®, a spinach leaf extract made up of thylakoids, that is intended to promote appetite control and weight management.



### Fill Up

Nutrition Support

A chocolate flavoured certified organic and vegan formulated meal replacement for elderly nourishment and weight management



### Top Up Women

Multivitamin+

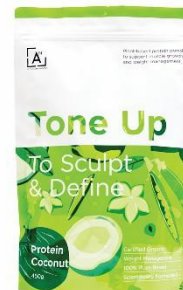
A certified organic, vegan daily wholefood nutraceutical with essential vitamins from 45 organic wholefoods



### Top Up 50+

Multivitamin+

A certified organic, vegan daily wholefood nutraceutical with essential vitamins and calcium from 40 organic wholefoods



### Tone Up

Coconut Protein

A certified organic, vegan, coconut-flavoured protein nutraceutical with probiotics intended to support muscle growth and weight management



### Power Up

Energy Powder

A certified organic and vegan nutraceutical containing a blend of organic wholefoods and wholefood extracts intended to promote energy production.



### Top Up Men

Multivitamin+

A certified organic, vegan daily wholefood nutraceutical with essential vitamins from 40 organic wholefoods



### Grow Up Kid

Multivitamin+

A certified organic, vegan daily wholefood nutraceutical with essential vitamins and calcium from 20 organic wholefoods



### Build Up

Vanilla Protein

A certified organic, vegan, vanilla-flavoured protein nutraceutical intended to support muscle growth and tissue repair





Direct To Consumer / Direct To Professionals

ATHLETE BENEFITS

Certified organic (2 of 3 Products)

Vegan

Clinically trialled recovery probiotic

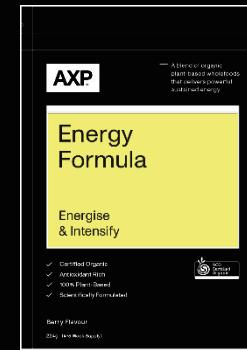
HASTA™ tested

Scientifically formulated

TEAM PLAYERS USING AXP

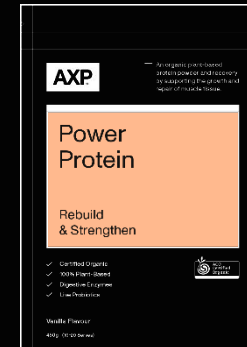


Several national and international professional sporting teams currently use AXP products, and AXP is the official High Performance Partner of Hawthorn Football Club



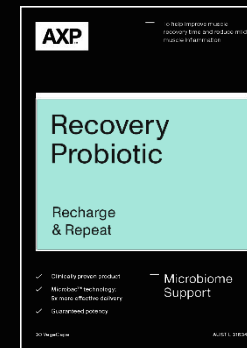
AXP Energy Formula

A certified organic and vegan blend of organic wholefoods and wholefood extracts to promote energy production



AXP Power Protein

A certified organic and vegan protein powder to support the growth and repair of muscle tissue



AXP Recovery Probiotic

A HASTA™ Certified live biotherapeutic to help improve muscle recovery time and reduce mild muscle inflammation.

Ambassador:



Jaeger O'MEARA

#10 MIDFIELDER



# Competitive Advantage

## ACTIVATED PROBIOTICS

Microencapsulation technology - supports 5x greater survivability of probiotic bacteria

Specialised condition-specific probiotics

Fridge free and shelf stable

Clinical evidence of efficacy for products and/or strains

Pharmaceutical grade packaging

## ACTIVATED NUTRIENTS

Certified organic (8 of 9 Products)

Vegan

Wholefood-derived nutrients

Prebiotics & probiotics (5 of 9 Products)

## AXP

Certified organic (2 of 3 Products)

Clinically trialled recovery probiotic

HASTA™ tested

Scientifically formulated



# IP & Research

## Products supported by clinical evidence

### 23 products in portfolio and growing

- Novel condition-specific probiotic products
- 17 proprietary formulations owned by Biome (probiotic and nutraceutical products)
- 5 products with exclusive distribution licences from research partners Probiotal and Probi.
- Microencapsulation delivery technology – supporting 5x greater survivability of probiotic bacteria compared to uncoated probiotics
- 11 Therapeutics Goods Administration (TGA) Listed Medicines

### 3 ongoing clinical trials

- 2 at La Trobe University
- 1 at Federation University



Australian research partner



Australian research partner



Strategic probiotic research partner



Strategic probiotic partner




Raw material partner

# Clinical Pipeline

Ongoing clinical development program to drive sales and product development

Product	Ethics Approval	Recruitment and Trial Commence	Completion of Recruitment	Preliminary Results	Final Results
<b>ASTHMA</b> Biome Breathe Probiotic	✓	✓	✓	✓	✓
<b>ACNE</b> Biome Acne Probiotic	✓	✓	✓	✓	✓
<b>DEPRESSION &amp; ANXIETY</b> Biome Lift Probiotic	✓	✓	Q3 2022	Q3 2022	Q4 2022
<b>OSTEOPENIA</b> Biome Osteo Probiotic	✓	✓	Q3 2022	Q4 2022	Mid 2023
<b>PAEDIATRIC IMMUNE HEALTH</b> Biome Kids Probiotic	✓	✓	TBA	TBA	TBA

 Complete
  Scheduled

# Clinical pipeline - Indication overview



## BIOME LIFT

Assessing the efficacy of the *Biome Lift™ Probiotic* compared to a placebo in reducing the severity of symptoms in patients with subthreshold depression.

### endpoints

- Measures of anxiety, stress and mood
- Effects on biomarkers of inflammatory, immune, and stress responses
- The gut microbiota composition and function (via fecal samples assessing microbiota genome and functional predictions of gut microbiota)
- Body composition markers
- Gastrointestinal symptoms

Recruitment is expected to complete by Q2 2022 and final results to be available in Q4 2022.



## BIOME KIDS

Analysing the influence of probiotic use on absenteeism and immune health among children aged 2-5 years attending childcare centres.

### Assessment criteria and outcomes:

- The duration of symptoms of common infections (gastrointestinal and respiratory infections, etc)
- The number of children with different varieties of infectious diseases (gastrointestinal infections; respiratory infections; hand foot and mouth disease etc)
- Use of antibiotics or other medication related to infectious diseases
- Changes in mood and behaviour (secondary outcome)

Ethics approval has been received and recruitment is expected to complete in Q2 FY22 with results in late 2022



## BIOME OSTEO

Examining the effect of 12-month supplementation with Biome Osteo on bone metabolism as well as bone mineral density.

### endpoints:

- DXA measurements
- Blood indices e.g. vitamin D, P1NP (collagen deposition, marker for bone formation) and CTx (marker for bone rate turnover)
- Gut microbiota composition
- Body composition

Preliminary results are expected in late 2022 and final results in mid 2023

# The Market Opportunity - Complementary Medicine

Biome has an addressable market of \$4.6bn in the complementary medicine industry



Complementary medicines industry estimated to be worth \$5.69b in FY21



The Australasian probiotic market forecasted to grow at a CAGR of 3.8% from 2020 to 2025<sup>2</sup>



7 out of 10 Australians regularly use a complementary medicine



Biome has the opportunity to access up to 80.3% of this addressable market<sup>1</sup>

- (1) CMA Industry Audit 2021 p. 5 (Biome Australia has access to 80.3% of CM market via pharmacy, health food stores, online, speciality retailers and direct selling)  
(2) International Probiotics Association Global Market Insights: for Probiotic Dietary Supplements November 2020

# The Market Opportunity - Adjunct to Medications

## Secondary market with high barrier of entry

Given the high level of clinical evidence associated with Biome Australia products, Biome Australia has created a secondary market within community pharmacy.

When a pharmacist prescribes a medication for a particular health condition that Biome Australia also has a product to support, a companion sale can be made. Biome Australia refers to this market as “the adjunct medication market”.

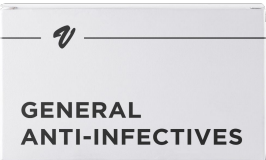

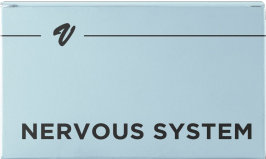
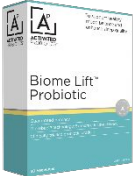


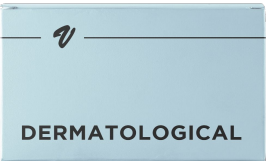

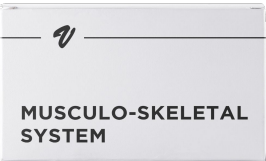
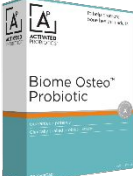
Biome Australia is not aware of any other major competitors in this market

### Australian PBS Prescription Medication Market FY21



(1) [http://medicarestatistics.humanservices.gov.au/statistics/pbs\\_group.jsp](http://medicarestatistics.humanservices.gov.au/statistics/pbs_group.jsp)

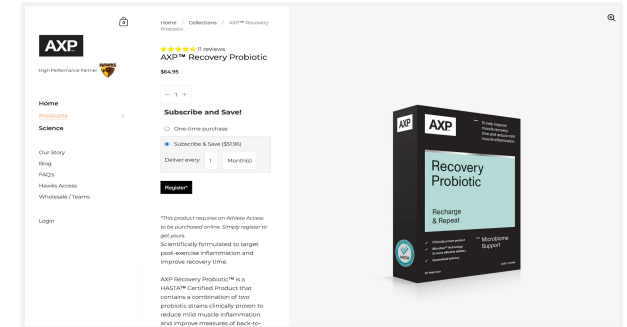
# Adjunct Medication Opportunities Australia

ATC medication category	Medication volume July 2020-June 2021	Activated Probiotics Product with adjunct opportunities within the ATC category
 <p>GENERAL ANTI-INFECTIVES</p>	<p><b>10M</b> Prescriptions per year</p>	 <p><b>Biome Advanced Probiotic</b> To help restore the balance of beneficial gut bacteria after antibiotic use</p>
 <p>NERVOUS SYSTEM</p>	<p><b>48M</b> Prescriptions per year</p>	 <p><b>Biome Lift Probiotic</b> To support healthy mood balance and enhance sleep quality</p>
 <p>RESPIRATORY SYSTEM</p>	<p><b>12M</b> Prescriptions per year</p>	 <p><b>Biome Breathe Probiotic</b> To help stimulate a healthy immune system response in children</p>
 <p>DERMATOLOGICAL</p>	<p><b>3M</b> Prescriptions per year</p>	 <p><b>Biome Eczema Probiotic</b> To help reduce the symptoms of mild eczema</p>
 <p>MUSCULO-SKELETAL SYSTEM</p>	<p><b>7M</b> Prescriptions per year</p>	 <p><b>Biome Osteo Probiotic</b> To help promote bone health in adults</p>



# Primary distribution channels

## Community pharmacy and independent health practitioners



### Australian community pharmacies

- Community pharmacies are Biome Australia's core distribution market and are commonly full-service and health-oriented
- Community pharmacies offer a more premium experience to customers and are a good fit for Biome Australia's unique range of products
- Our products are sold as stand-alone complementary medicines or via pharmacist-recommendations as adjunct products alongside various medications
- Targeted approach in identifying the most well-aligned pharmacy banner groups to partner with.

### Specialist retailers - independent health practitioners

- This channel is a non-retail professional channel made up of independent health practitioners in private practice
- This includes complementary medicine practitioners (such as naturopaths and nutritionists) and other health professionals who make use of complementary medicines, such as dieticians and integrative doctors
- Includes independent health practitioners in Australia, New Zealand and the United Kingdom

### Online Selling

- Activated Nutrients® and Activated X Performance® are sold directly to consumers online
- Activated Probiotics®, as a practitioner-only brand, is not available online to protect its reputation

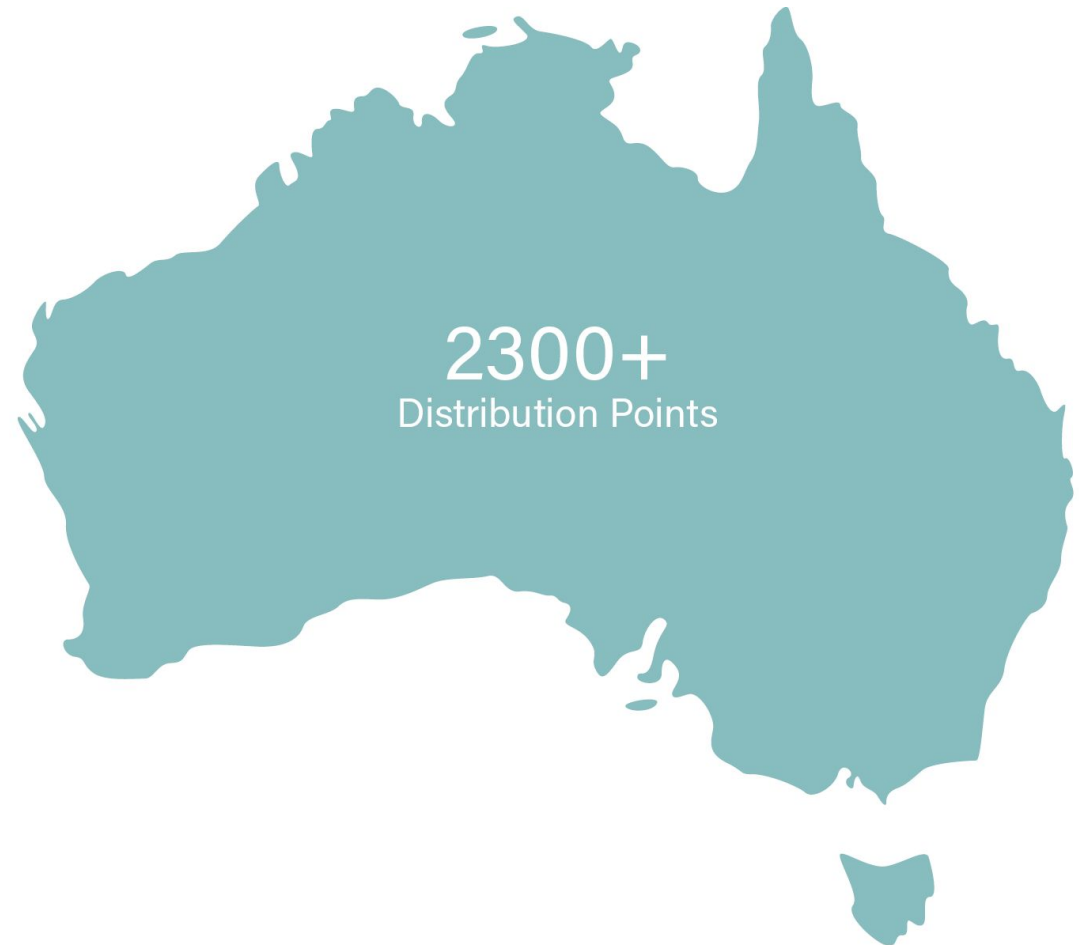
# Australian Distribution Network

Biome Australia currently has over 2300 distribution points, including over 1300 community pharmacies. Within its existing distribution network of pharmacy banner groups, it has access to another 650+ community pharmacies.

## Community Pharmacy Partners:



## Authorised Distribution Partners:



Pharmacies  
Health food stores

Specialist retailers  
Online selling

Direct selling



# Training and Education Driven Promotion

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Unique Education and Service Sales Model Drives Sales in Australia, UK and NZ

## Education-focused promotion

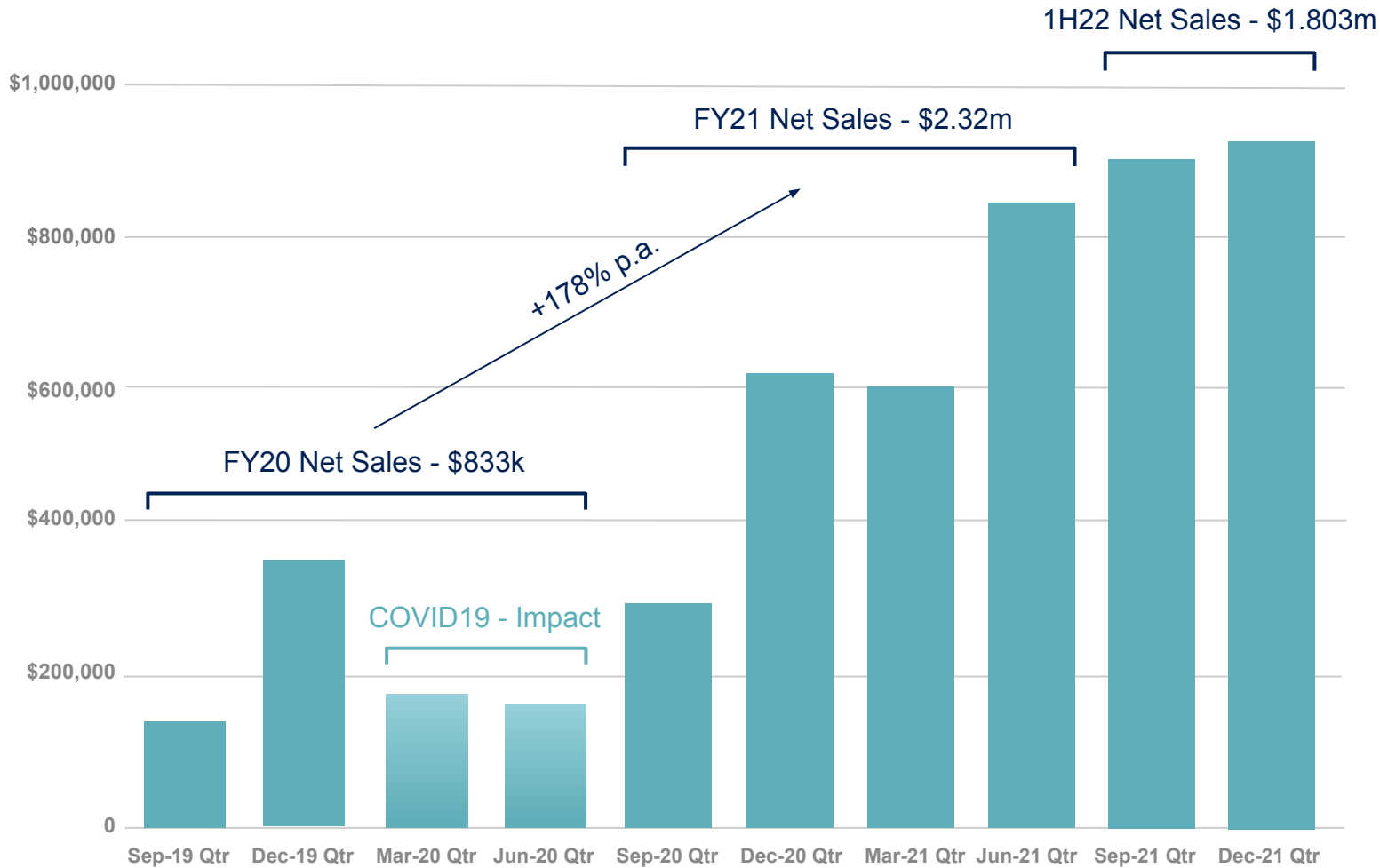
- The Biome sales team is a mix of practitioner education consultants and territory managers
- Practitioner education consultants undertake education-driven engagement in key distribution channels
- Training and education aims to provide product and scientific knowledge to pharmacists, key pharmacy staff and independent healthcare practitioners and develop stronger trust and relationships with them
- This aims to motivate them to actively recommend and sell Biome Australia products
- Digital educational content and assets effectively support the national sales team in servicing practitioner markets
- Education-focused promotion ensures that the sales potential of each pharmacy and independent health practitioner clinic is maximised

## Service-driven engagement

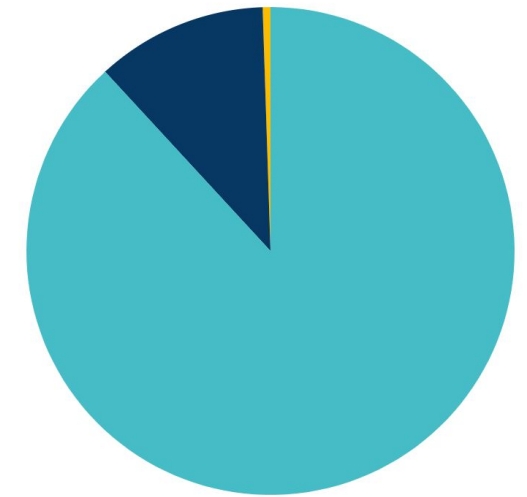
- Developed an alternative model to traditional pharmacy sales calls
- Education-focused calls are combined with in-store consumer experience services, such as the Bone Health Clinic, which are intended to further drive sales and build trust/loyalty

# Quarterly Net Sales

Track record of rapid growth



## 1H22 Sales by Brand



- Activated Probiotics  
88.5% (\$1.6m)
- Activated Nutrients  
11% (\$195k)
- AXP - Launched in 2021  
0.5% (\$10k)

# Growth strategies

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## Products supported by clinical evidence

### Immediate term (12 months)

- Focus on sales and marketing to improve sell-through to existing customers
- Launch “Biome Acne and Biome Baby Probiotic” in H2 2022 – an Acne specific live biotherapeutic and Baby probiotic product under Activated Probiotics®
- Grow revenue in recently launched independent health practitioners' distribution channel in AU, UK and NZ
- Increase distribution into additional pharmacies within its existing community pharmacy banner groups

### Short term (2 – 5 years)

- Grow sales revenue in community pharmacy channel through product education
- Biome will continue to develop its ‘adjunct medication market’ within the community pharmacy channel
- Expand European sales – increase distributors in the United Kingdom, increase marketing budget and invest in additional sales and education staff
- Ongoing expansion of product portfolio with focus on novel products to address patients unmet medical needs

### Long term (5+ years)

- Explore distribution opportunities in new markets across Europe, North America and Asia-Pacific
- Ongoing expansion of product portfolio with focus on novel products to address patients unmet medical needs
- Explore further optimisation of manufacturing processes

# Future EU Expansion

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- Australian and UK practitioner channels and network enables expansion into EU
- Biome Australia intends to grow its European sales over the next 2-5 years by increasing the number of distributors in the United Kingdom, increasing marketing spend and recruiting and training additional sales and education staff
- Biome Australia intends to explore and develop distribution opportunities in new markets across Europe in the long term



# 1H22 Results - Financial Highlights

	Dec 2020 \$'000	Dec 2021 \$'000	Comments
Sales	910	1,803	Increased by 98.2%
Gross Margin	54%	58%	Improved by 4%
Sales and marketing expenses	1,738	1,880	Increased by 8.2%
Corporate & administrative expenses	1,815	1,496	Reduced by 17.6%
Reported operating loss (*excl. one-off IPO related costs of \$500k)	3,315	*1,980	Improved by 40.3%
EBITDA (**excl. one-off IPO related costs & non-cash employee equity)	**2,344	**1,464	Improved by 37.5%

	June 2021 \$'000	Dec 2021 \$'000	Comments
Cash	610	7,744	+ Net proceeds from IPO
Debt	80	-	No Debt
Net Assets	1,580	8,586	+ Net proceeds from IPO
NTA (net tangible asset) per share	0.52 cents	4.29 cents	Increased by 3.77 cents

# Corporate Overview

The founders hold 13.42% of the Company, escrowed for 24 months until 30 November 2023

## Key Offer Statistics

Existing Shares on issue	199.9m
Options on issue <sup>1</sup>	8.1 m
Share Price (8 March 2022)	9.5 cents
Net Tangible Asset per share	4.3 cents
Market Capitalisation (8 March 2022)	A\$19.0m
Enterprise value	A\$11.25m
IPO - Amount raised (November 2021)	A\$8.0m

## Major Shareholders on completion of the Offer

Directors and Management	16.4%
Other Staff	3.6%
Other Shareholders	80.0%
<b>Total</b>	<b>100.0%</b>

## Substantial Shareholders

Blair Vega Norfolk (MD)	7.09%
Giuseppe Demaio	5.47%
Douglas Loh (CFO)	6.33%

1. Options on issue:

- 1,924,338 options exercisable at \$0.21 expiring on 30 June 2022;
- 1,924,337 options exercisable at \$0.28 expiring on 30 June 2023;
- 4.3 million options issued to the Lead Manager exercisable at \$0.30 and \$0.40 and expiring 3 and 4 years from the date of issue (24 November 2020)



# Board of Directors

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**DOMINIQUE FISHER**  
Non-Executive Director

- Couples her experience in tech driven businesses with a strong focus on risk mitigation and financial management
- Worked in a range of sectors in both executive and non-executive roles including: insurance, procurement, publishing, media, wholesale manufacturing, retail, biotech, e-commerce, business mobility software, performing arts, location data, digital and internet services, transport & logistics, artificial intelligence, property development, telecommunications, edtech, postal services, advertising & professional services.
- Ms Fisher has coupled her executive career with an extensive non-executive career, having served on 4 ASX listed companies, IAG, Circadian Technologies/Opthea, Pacific Brands and Trimantium GrowthOps (two as Chair) including two IPOs (IAG and TGO); numerous private companies including Integrity Life Group, various government and private advisory boards at both state and federal for both major political parties, Geoscape Australia and government agencies including the Sydney Opera House, Australia Post and the Australian Council for the Arts.



**ILARIO FAENZA**  
Chair

- Over 30 years of corporate and director experience in Australia, United States, New Zealand and the United Kingdom.
- He has built and worked with more than 30 companies over the past 30 years including roles as Chief Operating Officer, Managing Director, Executive Director, Advisor, Executive Director, Executive Chairman, Non-Executive Director and Non-Executive Chairman.
- Mr Faenza has also been a Director of multiple ASX listed companies over the past 22 years.
- Mr Faenza has chaired the audit and risk committee and served on the remuneration committee for ASX listed Eftel Limited, served as a member of the audit and risk committee and Remuneration committee for ASX Listed Tel.Pacific Limited.
- Mr Faenza managed the Scheme of Arrangement for People Telecom Limited in relation to its merger with M2 Group Limited.



**BLAIR NORFOLK**  
Managing Director

- More than 10 years in the pharmaceutical and natural medicine industries, Blair now serves as Managing Director of Biome Australia Limited.
- Prior to becoming the Managing Director of Biome Australia, previously served as both the Chief Operating Officer and founding Managing Director of Biome Australia.
- Over the past three years at Biome Australia, Blair's entrepreneurial management style has led to Biome Australia's early success in securing unique products, facilitating multiple clinical trials, raising over \$10m capital, gaining national and international distribution and recruiting Biome Australia's team.
- Blair is a member of the Australian Institute of Company Directors (AICD).
- He holds a Master of Advanced Marketing from Monash University and a Bachelor of Commerce – Marketing / Accounting from Deakin University.

# Senior Management

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DOUGLAS LOH  
Chief Financial Officer

- Douglas holds a Bachelor of Economics (Hons) from the University of Monash, is a CPA and a Member of the Australian Institute of Company Directors.
- Over 30 years of advisory, company management, investment management, and market research experience with a focus on smaller companies.
- Founding member of Acorn Capital in late 1998, Australia's first boutique investment manager specialising solely on the Australia microcap sector.
- 19-year career at Acorn Capital included roles as Portfolio Manager, CFO, COO and Executive Director of the Company.
- For more than 10 years, Douglas as Portfolio Manager was responsible for managing the firm's microcap portfolios and growing its funds under management (FUM) to more than \$1.3 billion.
- In 2013, Douglas become Head of Equities with direct responsibilities for Acorn Capital's new Asian small cap strategy.



DR. JAROSLAV BOUBLIK  
Chief Science Officer

- B.Sc. (Hons) Chemistry, Monash University, in 1981
- Ph.D.(Med) Medicine, Monash University, in 1985
- Associate Member, Australian College for Nutritional and Environmental Medicine, Member of the Royal Australian Chemical Institute, and a Chartered Chemist.
- Member of the Monash University and Fulbright Alumni Associations.
- Conducted research at Prince Henry's Hospital Medical Research Centre, The Shanghai Institute of Biochemistry in China, The Salk Institute, La Jolla USA, and the Baker Medical Research Institute in Melbourne, Australia.
- Previously held a Fulbright Postdoctoral Fellowship, a Neil Hamilton Fairley Postdoctoral Fellowship, and was an R. Douglas Wright Fellow.
- 30 peer reviewed and invited articles in scientific journals and is an inventor on four patents.
- Dr. Boublik is a consultant to the nutrition R&D sector and has been a board member of several companies in nutritional medicine and complementary medical research and development.
- Between 2008 and 2017 in the USA, he developed dozens of new products for client companies in nutrition, sports performance, hydration and functional foods.
- Three years as Lead OHSE Auditor for Australia's peak scientific and industrial research organization, CSIRO.



REBECCA EDWARDS  
Education Director

- Speaker, writer, educator, and qualified naturopath (BA, Adv Dip Nat, Dip Nut)
- More than fifteen years of experience educating on all aspects of complementary and integrative health, delivering naturopathic education to healthcare practitioners around the world
- Rebecca has lectured to undergraduate students in Australia, the UK, and the US, and is a passionate and inspiring speaker
- Grew up in a medical family (cardiothoracic surgeon father and microbiologist mother) and always knew she would work in the world of health
- After being inspired by a naturopath, she decided to follow a more holistic pathway
- Initially undertook a degree in English and History before qualifying as a naturopath
- Rebecca has always been interested in people and learning, being fascinated by the connection between human health and the natural world.
- Rebecca inspires our national team of educators to provide high quality, evidence-based education on the fascinating world of the microbiome.

# Appendix



# Appendix 1 – Examples of Clinical Research/Publications

## Biome Daily

Berggren A, Lazou Ahrén I, Larsson N, Önning G. Randomised, double-blind and placebo-controlled study using new probiotic lactobacilli for strengthening the body immune defence against viral infections. *Eur J Nutr* [Internet]. 2011 Apr 28;50(3):203–10. Available from: <http://link.springer.com/10.1007/s00394-010-0127-6>

Busch R, Gruenwald J, Dudek S. Randomized, double blind and placebo controlled study using a combination of two probiotic Lactobacilli to alleviate symptoms and frequency of common cold. *Food Nutr Sci* [Internet]. 2013;04(11):13–20. Available from: <http://www.scirp.org/journal/doi.aspx?DOI=10.4236/fns.2013.411A003>

## Biome Breathe

Drago L, Iemoli E, Rodighiero V, Nicola L, De Vecchi E, Piconi S. Effects of Lactobacillus salivarius LS01 (DSM 22775) treatment on adult atopic dermatitis: A randomized placebo-controlled study. *Int J Immunopathol Pharmacol*. 2011;24(4):1037–48. Available from: <https://journals.sagepub.com/doi/10.1177/039463201102400421>

## Biome Lift

Marotta A, Sarno E, Casale A Del, Pane M, Mogna L, Amoroso A, et al. Effects of probiotics on cognitive reactivity, mood, and sleep quality. *Front Psychiatry*. 2019;10(164):1–11. Available from: <https://www.frontiersin.org/articles/10.3389/fpsy.2019.00164/full>

## Biome Osteo

Jansson PA, Curia D, Lazou Ahrén I, Hansson F, Martinsson Niskanen T, Sjögren K, et al. Probiotic treatment using a mix of three Lactobacillus strains for lumbar spine bone loss in postmenopausal women: a randomised, double-blind, placebo-controlled, multicentre trial. *Lancet Rheumatol* [Internet]. 2019;1(3):e154–62. Available from: [https://www.thelancet.com/journals/lanrhe/article/PIIS2665-9913\(19\)30068-2/fulltext](https://www.thelancet.com/journals/lanrhe/article/PIIS2665-9913(19)30068-2/fulltext)

## Biome Iron

Hoppe M, Önning G, Berggren A, Hulthén L. Probiotic strain Lactobacillus plantarum 299v increases iron absorption from an iron-supplemented fruit drink: A double-isotope cross-over single-blind study in women of reproductive age. *Br J Nutr*. 2015;114(8):1195–202. Available from: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC4594053/>

Hoppe M, Önning G, Hulthén L. Freeze-dried Lactobacillus plantarum 299v increases iron absorption in young females - Double isotope sequential single-blind studies in menstruating women. *PLoS One*. 2017;12(12):1–15. Available from: <https://journals.plos.org/plosone/article?id=10.1371/journal.pone.0189141>

## AXP Recovery Probiotic

Jäger R, Purpura M, Stone JD, Turner SM, Anzalone AJ, Eimerbrink MJ, et al. Probiotic Streptococcus thermophilus FP4 and Bifidobacterium breve BR03 supplementation attenuates performance and range-of-motion decrements following muscle damaging exercise. *Nutrients*. 2016;8(10):1–11. Available from: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5084029/>

## Appethyl (Activated Nutrients Professional Range - Slim Down)

Montelius C, Erlandsson D, Vitija E, Stenblom EL, Egecioglu E, Erlanson-Albertsson C. Body weight loss, reduced urge for palatable food and increased release of GLP-1 through daily supplementation with green-plant membranes for three months in overweight women. *Appetite* [Internet]. 2014;81:295–304. Available from: <http://dx.doi.org/10.1016/j.appet.2014.06.101>

Stenblom EL, Egecioglu E, Landin-Olsson M, Erlanson-Albertsson C. Consumption of thylakoid-rich spinach extract reduces hunger, increases satiety and reduces cravings for palatable food in overweight women. *Appetite* [Internet]. 2015;91:209–19. Available from: <http://dx.doi.org/10.1016/j.appet.2015.04.051>

## Ongoing Research in 2021

Biome Osteo in partnership with La Trobe University

Biome Lift in partnership with La Trobe University

# Appendix 2 - Scientific Advisory Board

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## **DR JAROSLAV BOUBLIK PhD**

Director and Chief Science Officer, Biome Australia Limited

Dr. Jaroslav Boublik earned his PhD from the Department of Medicine in 1985 from Monash University. Dr. Jaroslav Boublik has conducted research nationally and internationally at CSIRO, Prince Henry's Medical Research Centre, The Shanghai Institute of Biochemistry, The Salk Institute, La Jolla USA and the Baker Medical Research Institute. He has published over 30 peer reviewed articles in scientific journals and presented 40 scientific papers. Dr. Boublik is a consultant to the nutrition R&D sector and a board member of several companies in nutritional medicine, complementary medical research and development, and water related technologies. He has been active in product research and development and has created successful products in the nutritional supplement, beverage, functional food and skincare and transdermal categories; he has published widely on the subjects of performance nutrition, hydration and water quality. He has a passion for understanding the nutritional requirements for building optimal wellness and maximizing performance, vitality and longevity. Dr. Boublik has recently returned to Australia to take up a board appointment and the CSO role following 10 years at MRM in Southern California where he was instrumental in the development of several product ranges for two key supplement brands. These included probiotics, gastrointestinal, joint support and hydration products. Dr. Boublik is Chief Scientist of LeafCann Group Pty Ltd and CEO of LeafCann Group Research & Advisory

## **DR NIKLAS LARSSON PhD**

Research Director, Probi AB, Sweden

Dr Larsson holds a BSc and a PhD in analytical chemistry from Lund University, Sweden. He has a background within the medical device industry in Denmark, and has spent 3 years at Novo Nordisk A/S as a research scientist, and an additional 3 years as Research and Development Director at Millimed A/S. Dr Larsson joined Probi AB as Research Director in 2008, and is responsible for clinical research, patenting and regulatory questions. He currently coordinates and manages several probiotic-related research projects, with a special focus on clinical trial design in relation to regulatory demands. Since joining Probi, Dr Larsson has been responsible for the execution of several clinical trials, collaborations with both academia and industry partners, health claim applications on various markets as well as patent applications.

## **DR MARCO PANE**

Product Development Specialist, Probiotal Healthcare

Dr Pane holds a Master's degree in microbiology and began his career as a researcher at Biolab laboratory in Novara, Italy, where he focused on research for the dietary supplement industry. At Probiotal he works with external innovation partners to drive new probiotic product development, supports worldwide sales and collaborates on research projects.

Dr Pane is a regular commentator on the technology, efficacy and consumer benefits of probiotic supplementation and healthy gut microbiota. He is part of the International Probiotic Association (IPA) Scientific Committee, member of the Pharmabiotic Research Institute (PRI) and expert Panel on Probiotic at the US Pharmacopoeia.

# Appendix 3 - Pharmacy Advisory Board

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Biome Australia believes in developing a strong partnership with the pharmacy industry to build a business that will deliver substantial value and benefits to the pharmacy industry. The Pharmacy Advisory Board was created to advise the Company how its science-backed products can help pharmacists deliver better care and guidance to their customers and ensure product relevance.

## **CATHERINE BRONGER**

National Councillor at the Pharmacy Guild of Australia, Pharmacist, New South Wales

Catherine Bronger is a community pharmacist with partnership in three pharmacies in Sydney, two of which focus heavily on the development and implementation of professional services such as immunisation, sleep apnoea diagnostic and equipment service, compounding, weight loss and diabetes education service. One of these pharmacies, Priceline Wetherill Park, was a finalist in the Guild Pharmacy of the Year 2018. Catherine is a Pharmacy Guild of Australia National Councillor and a member of the Guild's Pharmacy Viability Committee. She also sits on the University of Technology's Faculty of Health Industry Advisory Committee. The PSA NSW Young Pharmacist of the Year in 2015, Catherine regularly mentors young pharmacy students.

## **AMANDA BRYCE**

Pharmacist, Western Australia

Amanda has been a qualified pharmacist for 24 years, is a community pharmacy owner, credentialed pharmacist and sessional academic at University of Western Australia. As a graduate of ACNEM, she has practiced as an integrative pharmacist since 2012 and has a consultancy business, The Gutsy Pharmacist. Passionate about eating well for gut health, Amanda conducts classes at Matters of Taste Cooking School throughout the year and loves teaching the benefits of fermenting to others. Amanda was an elected councillor of the Pharmaceutical Council of WA for five years and held the position of chair of professional development for three of these five years.

## **CAMERON UNSWORTH**

Pharmacist, Western Australia

With over 20 years' experience in Retail Practice. Cameron has specialized in remote area professional services in the North West of Australia focused on patient care of indigenous communities. His main interest is in maximizing the health impact of community pharmacy on the health of all Australians through educating patients with respect to the benefits of compliance with medication regimes and promoting a healthy lifestyle and diet. He views the expansion of pharmacy services into vaccination, diabetes, and control of cardiovascular disease through blood pressure monitoring as the start of a revolution which will improve public health.

# Appendix 4 – Company Specific Risks

There are specific risks which relate directly to the Company's business and other general risks, many of which are largely beyond the control of the Company and the Directors. The risks identified and summarised below, or other risk factors, may have a material impact on the financial performance of the Company and the market price of the New Shares. The following is summarized and is not intended to be an exhaustive list of the risk factors to which the Company is exposed.

## **EARLY STAGE RISK**

Biome Australia is subject to risks common to early stage companies, including increasing market share and brand recognition, developing its product pipeline, competition risk and satisfying regulatory requirements imposed on Biome Australia and its products.

## **UNCERTAINTY OF FUTURE REVENUE AND PROFITABILITY**

Biome Australia's future sales and profitability are contingent on, amongst other things, Biome Australia's ability to enter into appropriate supply, distribution and partner arrangements, being able to maintain anticipated prices for products being acquired as well as certainty of supply, being able to set favourable prices for products being sold.

## **FAILURE TO EFFECTIVELY MANAGE GROWTH**

Biome Australia expects further growth in the future which could place significant strain on current management, operational and financial resources as well as the infrastructure supporting Biome Australia.

## **LOSS OF ADOPTION BY HEALTHCARE PRACTITIONERS**

Biome Australia is reliant on healthcare practitioners accepting, recommending and purchasing its products (particularly in Australia, New Zealand and the United Kingdom, and as-yet unannounced products for distribution in all overseas markets in the future).

## **LOSS OF KEY PARTNER RELATIONSHIPS OR INABILITY TO ENTER INTO NEW SUCH RELATIONSHIPS**

Biome Australia has a number of supply and distribution arrangements that are subject to relatively short terms, expiring as early as January 2022, which gives rise to a risk that the arrangements will not be extended after this period. The API Channel Distribution expired in 2020, however the parties are continuing to operate pursuant to its terms. There is no guarantee that the relationships with supply and distributor partners (or indeed any other new partner) will continue.

## **LOSS OF KEY MANAGEMENT PERSONNEL**

A failure to attract and retain executive, business development, technical and other key personnel could reduce Biome Australia's revenues and operational effectiveness.

## **ACCESS TO SUFFICIENT COMMERCIAL MANUFACTURING CAPABILITY**

Biome Australia's products are dependent on the availability of raw materials, packaging and production by contract manufacturers and costs of items being appropriate.

## **OWNERSHIP AND PROTECTION OF INTELLECTUAL PROPERTY**

Biome Australia relies on know-how, trade secrets, copyrights and Trade Marks to assist in protecting its proprietary rights. There is a risk that unauthorised use or copying could occur or that intellectual property developed by Biome Australia could be forcefully acquired from Biome Australia upon termination of that supply agreement.

## **RISK OF DELAY AND CONTINUITY OF OPERATIONS**

Biome Australia may experience delays in achieving critical milestones, including completion of trials, obtaining regulatory approvals, manufacturing, product launches and sales, and may also experience business continuity problems, including to its IT systems, arising from extreme events.

## **LOGISTICS RISKS**

Biome Australia relies on the importation of its Activated Probiotics range and one product in its AXP range. Any continuity issues in global logistics could see delays in delivery timetables with impacts on product availability and sales.

## **FAILURE TO REALISE BENEFITS FROM PRODUCT R&D**

Biome Australia may not realise benefits from investments in research and development relating to all of its business divisions for several years, or may not realise benefits at all in some cases.

## **MARKET ACCEPTANCE AND COMPETITOR RISK**

There is a risk that Biome Australia's products may not gain widespread market acceptance, and this may adversely affect the financial performance of the Company. There are risks that new entrants into the market and that existing competitors will introduce new products or technologies that are superior or more favourable with the market which may disrupt Biome Australia's business and market share.

## **GENERAL REGULATORY RISKS**

The Company operates and intends to operate in regulated industries. There is a risk that regulatory approvals for Biome Australia's products and services will fail to be obtained or maintained in some or all of the markets in which they are sold and offered respectively.

# Appendix 4 – Company Specific Risks

## **ARRANGEMENTS WITH THIRD PARTY COLLABORATORS**

Biome Australia may pursue collaborative arrangements with life science companies, bio-pharmaceutical companies, academic institutions or other partners there is no assurance any such collaborations will perform and meet commercialisation goals.

## **SUFFICIENCY OF FUNDING AND ADDITIONAL REQUIREMENTS FOR CAPITAL**

There is a risk that the costs of operations may be higher than anticipated or increase as a result of unforeseen circumstances. Biome Australia may also be required to raise additional equity or debt capital in the future. There is no assurance that Biome Australia will be able to raise that capital when it is required or that it will be able to raise that capital on such terms satisfactory or favourable to the Company.

## **SHAREHOLDER DILUTION**

In the future, Biome Australia may elect to issue shares to fund or raise proceeds for specific research and development, acquisitions, to repay debt, or for other reasons. Shareholder interests may be diluted and Shareholders may experience a loss in value of their equity as a result of such issues of Shares and fundraising.

## **LIQUIDITY AND REALISATION RISK**

Restriction obligations (escrow) will be applied to Shares held by existing shareholders. The remaining “free float” (shares that are tradable during any restriction period) may be limited, resulting a decrease in active or potential sellers or buyers at any given time, which may result in an inactive or illiquid market for the Company’s Shares, which may increase the volatility of the market price of the Company’s Shares.

Further, there is a risk that once the Shares subject to escrow or trading restrictions are released from the restrictions attaching to them, there may be significant sell down by holders of those Shares which may negatively affect the Company’s Share price.

## **PRODUCT RISKS AND LIABILITY**

As Biome Australia develops and markets new products, there is no assurance that unforeseen adverse events or manufacturing defects will not arise. Adverse events or defects could expose the Company to product liability claims, litigation or withdrawal of regulatory approvals.

## **LITIGATION RISK**

In the ordinary course of business, Biome Australia may be involved in litigation disputes from time to time. Litigation disputes brought by third parties; including but not limited to, customers, suppliers, business partners, and employees may adversely impact the financial performance and industry standing of Biome Australia.

## **ABSENCE OF DIVIDENDS**

The ability of Biome Australia to pay dividends in the future is dependent on many factors including the results of the Company’s research and its ability to develop and commercialise its products. The Company does not expect to pay dividends in the short or medium term. The Directors are unable to give any assurance regarding the payment of dividends in the future.

## **CHANGE IN STRATEGY**

Biome Australia’s plans and strategies may evolve over time due to review and assessment of, amongst other things, trial results and data, market trends, the outcome of its intellectual property registrations and applications, changes in policy or regulations, the level of market acceptance in particular markets and the emergence of new technologies or improvements in existing technology.

As a result, the current strategies, approaches, and plans of Biome Australia may not reflect the strategies, approaches, plans and products pursued at a later date. Any such changes have the potential to expose the Company to additional risks.

## **RENEWAL OF LEASE AGREEMENTS**

Biome Australia operates its offices and facilities from leased premises. There is a risk that the lease may not be renewed on terms that are acceptable to the Company.

**Please refer to the Pathfinder for additional detail and for general risks.**





## Contact details:

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[activatedxperformance.com.au](http://activatedxperformance.com.au)

Biome Australia Limited  
Roadshow Presentation  
March 2022

