

## ASX ANNOUNCEMENT

18 May 2022

### FY22 Trading Update

- Strong growth; Q4 QTD sales reach \$840K
- YTD unaudited revenue ~ \$3.57m
- 54% increase in sales YTD FY22 v Full Year FY21 due to increasing demand for Biome's Activated Probiotics products

Microbiome health company **Biome Australia Limited** (ASX: BIO) ('Biome' or 'the Company') is pleased to provide a trading update following strong sales of its Activated Probiotics product range. Significant growth in sales in the current quarter has delivered YTD unaudited revenue (to 17 May 2022) of ~\$3.57m with 6 more trading weeks to the end of financial year.

### Key factors driving growth

Sales growth during FY22 has accelerated in Q4, with Biome's Activated Probiotics product range largely driving this growth via its pharmacy and independent practitioner sales channels.

Key drivers of sales growth include:

- Expansion of the Activated Probiotics product range in the year to date with the launch of Biome Eczema™, Biome Her™, Biome Advanced™ 10 pack, and Biome Acne™
- Increased marketing and sales activity following the easing of COVID-related restrictions and increased availability of pharmacy staff following the initial time pressures of Australia's mass COVID-19 vaccination program
- The expansion of the Company's distribution footprint to over 2,500 distribution points, an increase of 25% since the Company's IPO in December 2021
- Sales momentum supported by successful results from independent clinical trials of Biome Breathe and Biome Acne Probiotics

- Rapid growth and growing brand awareness in the practitioner channel delivering significant results.

This uplift in revenue represents a significant achievement for the Company further validating the growth strategy and business model as well as Biome's sector-leading clinically-validated products.

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

“Our revenue growth has accelerated throughout the year, driven by the introduction of new, clinically-validated probiotics, and by our ability to scale sales and distribution across key sales channels. We remain confident that the underlying fundamentals of the business, the progression of our clinical pipeline and launch of new products will continue to deliver strong growth in our key markets and further our vision of improving patient health outcomes and quality of life.”

-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.

Biome also develops, licenses and distributes a scientifically formulated, organic nutraceutical range, [Activated Nutrients®](#) and a sports performance and recovery range, [Activated X Performance®](#), which is made exclusively for professional athletes.



**Biome Australia Limited**

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## 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**).*

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*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. The historic financial information for the September 2021 financial quarter and revenue figures for October and November 2021 have not been audited or reviewed by Biome's auditors. Such information should not be taken as a guide for future performance.*

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*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.*



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