

ASX ANNOUNCEMENT

3 April 2023

Biome Australia delivers record quarterly sales in Q3 FY23

- Q3 sales reach \$1.84m, 99% growth vs the previous corresponding period
- YTD sales surpass \$5.2m, 91.2% growth vs the previous corresponding period

Microbiome health company **Biome Australia Limited** (ASX: BIO) ('Biome' or 'the Company') is pleased to provide a quarterly (Q3 FY23) sales update.

Biome's Q3 FY23 result of \$1.84m marks the best quarter-to-date for sales revenue. This figure represents 99% growth compared to the previous corresponding period (PCP).

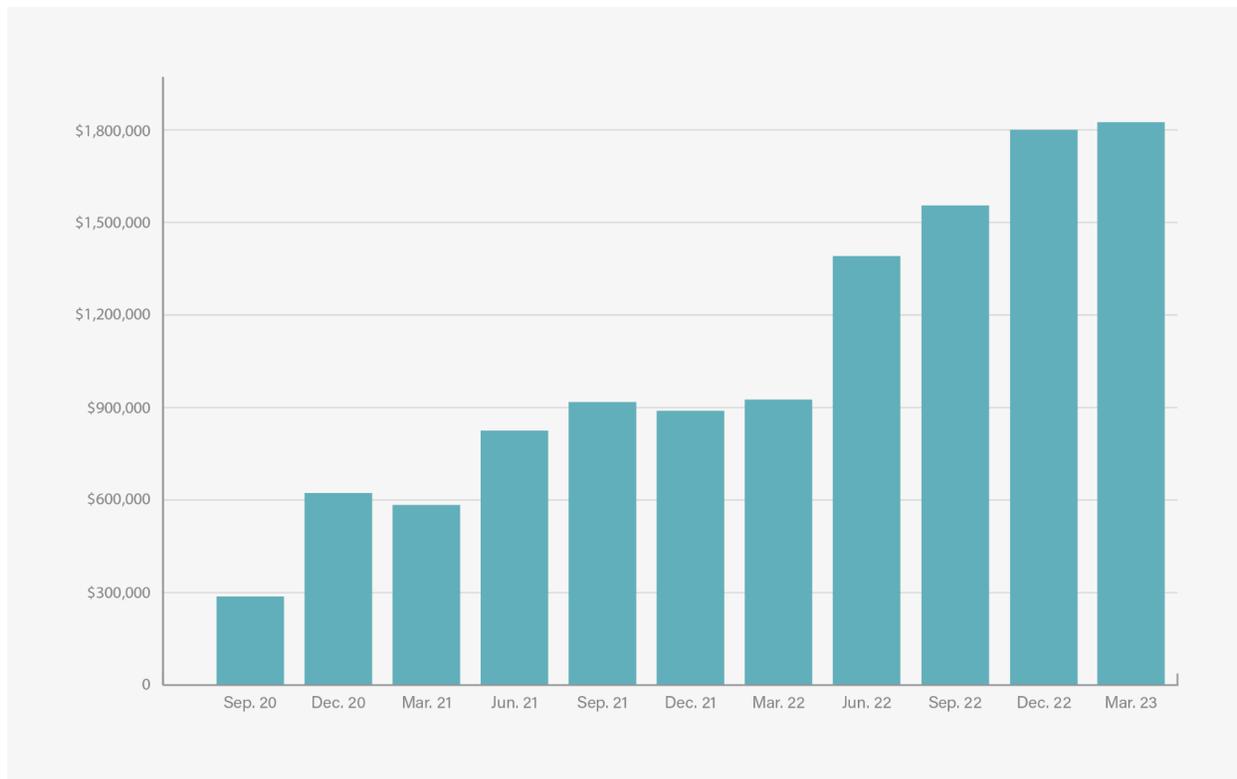
Biome Australia Managing Director, Blair Vega Norfolk, said, "On behalf of the Biome Australia board and management, I'm pleased to share our Q3 and year-to-date sales revenue results of \$1.84m and \$5.2m respectively. We're delighted to have again delivered sales growth in a quarter that is traditionally the industry's weakest of the year due to seasonal factors."

Additionally, year-to-date (YTD) sales of \$5.2m puts Biome on track to achieve the \$7m forecast released to the market on 4 October 2022 (see ASX Announcement dated 4 October 2022). This represents 126% of FY22 sales with a full quarter remaining.

Biome's sales growth is fuelled by strong performance in the pharmacy and practitioner channels. YTD sales figures show a 91.2% increase versus the previous corresponding period.

Blair Vega Norfolk said, "With sales for the quarter of \$1.84m and year-to-date revenue of \$5.2m we believe we're in a good position to reach our FY23 forecast of \$7m, our first annual revenue forecast as an ASX listed company. We look forward to sharing Q4 results as it is expected to be another record quarter with strong growth indications from Biome's key health retail partners Priceline Pharmacy and Terry White Chemmart. Australians are bracing for what the industry is predicting to be one of the worst cold and flu seasons in recent years¹. Biome is in a great position to support patients and their families with several of our Activated Probiotics products having clinical data on supporting immune health."
(¹<https://www1.racgp.org.au/newsgp/clinical/chance-of-early-flu-season-in-2023>)

Biome Quarterly Sales Revenue



Investor Hub

Biome has an interactive investor hub. To view a video presentation of this announcement, ask questions or sign up for future company updates, please visit the investor hub via [this link \(https://bio.freshamplify.com\)](https://bio.freshamplify.com).

Upcoming Activities		
1	Appendix 4C (March 2023 quarter)	by 28 April 2023
2	Biome Lift clinic trial on subthreshold depression	Preliminary results Q4 FY23
3	New novel live biotherapeutic product launches	Q4 FY23
4	Biome Osteo clinical trial	Recruitment completes Q4 FY23
5	Biome Daily Kids clinical trial	Preliminary results Q2 FY24



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-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.

For more information visit: www.biomeaustralia.com

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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**).*

Forward Looking Statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Actual results, performance or achievements may differ materially from those expressed or implied in such Forward Looking Statements and any projections and assumptions on which these Forward Looking Statements are based. Such statements



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may assume the success of Biome's business strategies. You are cautioned not to place undue reliance on Forward Looking Statements.

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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