

## ASX ANNOUNCEMENT

20 April 2023

### Biome Australia: Record sales for Q3, YTD sales on target

- Q3 sales reach \$1.84m, 99% growth vs. the previous corresponding period
- Cash receipts totalled \$2.09m – up from \$1.77m in the previous quarter
- Gross margin maintained at 59%
- Cash balance of \$3.13m as at 31 March 2023

Microbiome health company, **Biome Australia Limited** (ASX: BIO) ('Biome' or 'the Company'), is pleased to provide its Appendix 4C and Activity Report for the quarter ended 31 March 2023.

Biome reports its strongest quarterly revenue to date with sales of \$1.84 million for the quarter — up 99% from the previous corresponding period (PCP). Additionally, year to date revenue has surpassed \$5.2 million — up 91.2% vs. PCP with gross margin maintained at 59%. Cash receipts increased by \$320,000 to \$2.09 million for Q3 vs. \$1.77 million in the previous quarter.

The Biome Board is pleased to see Q3 unaudited revenue accounting for 74% of the \$7 million revenue forecast for FY23 as the Company enters what is traditionally the sector's strongest quarter.

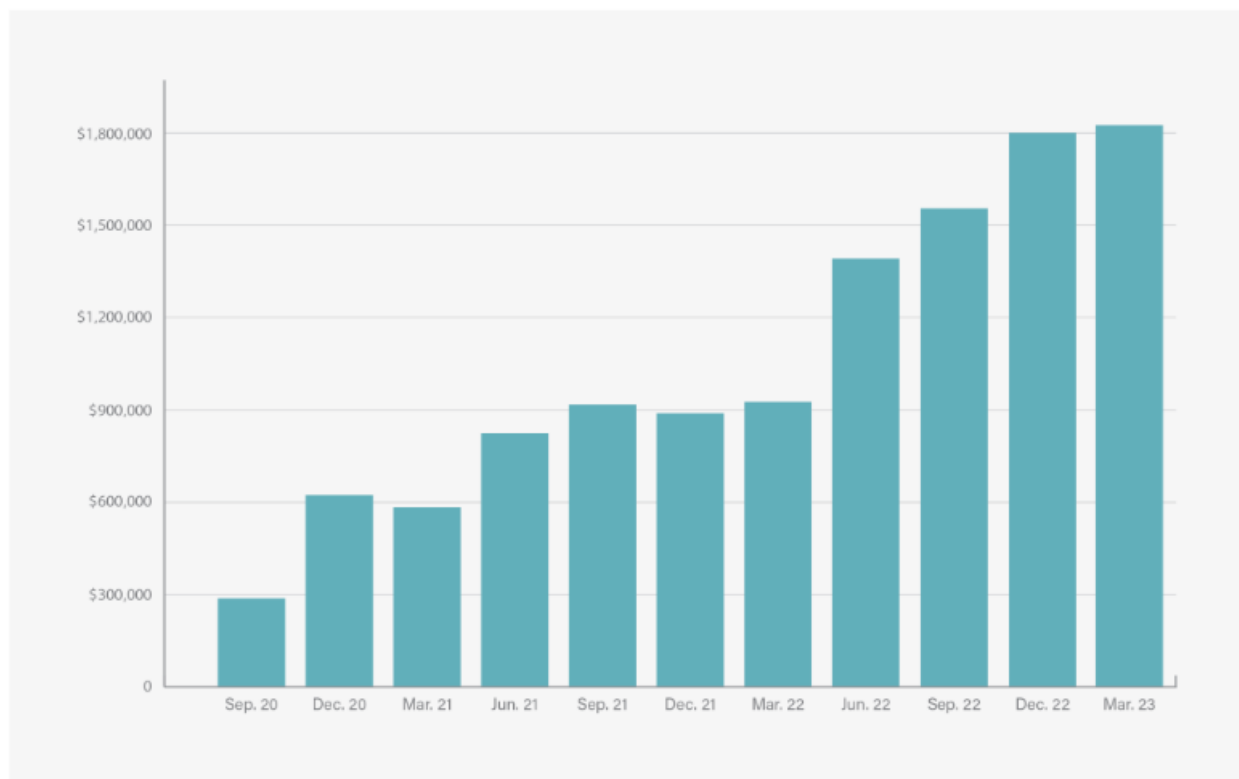
Australian community pharmacy remains Biome's largest sales channel, contributing sales of \$1.12 million in the March quarter. Sales in the practitioner channel increased 15% vs. PCP, totalling to \$690,000 for the quarter.

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

*"We're pleased to report another strong quarter with continued revenue growth for our flagship brand Activated Probiotics. Both distribution channels are reporting strong growth numbers, this has been led by our practitioner channel which has increased to 37% of total March quarter sales. Priceline Pharmacy's owner and*

distributor, Wesfarmers Health, has reported annual sales growth of 124% for Activated Probiotics over 12 months to the 31st of March 2023 – this is a highlight for the period in our pharmacy business.”

## Quarterly Sales Revenue



## Company Financial and Corporate Overview

Net cash outflow from operating activities for the quarter was \$398,000 (previous quarter net cash outflow of \$349,000).

Cash at the end of the quarter was \$3.13 million (31 Dec 2022: \$3.73 million).

In Q3 FY23 the Company received \$2.09 million (previous quarter \$1.77 million) in cash receipts from customers, an increase of \$320,000.

Business activities expenditure totalled \$2.49 million for the March quarter (previous quarter \$2.16 million), an increase of \$330,000 due to a significant build-up in inventory holdings as the company gears up for growth in the coming periods. As at 31 March 2023, the Company holds inventory with a wholesale value of more than \$6.0 million.



### Biome Australia Trading Pty Ltd

192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA

(03) 9017 5800

support@activated.co

www.biomeaustralia.com

Business activities expenses consist of sales, advertising and marketing costs of \$342,000 (a reduction from previous quarter \$377,000) payments for inventory amounted to \$1.42 million, other operating costs of \$28,000 and research and development of \$74,000 (previous quarter \$53,000) with the balance of operating outflows being administration and staff costs totalling \$957,000 (previous quarter \$1,074,000).

The Company received \$5,000 in bank interests and \$328,000 in R&D tax rebate during the March quarter.

The table below illustrates the expenditure comparison against the Company's 'Use of proceeds table' in the Prospectus dated 19 October 2021:

<b>Use of proceeds</b>	<b>Amounted budgeted in Prospectus</b>	<b>Actual amount spent to date</b>
Inventory	\$2.4 million	\$1.40 million
Sales & Marketing	\$2.15 million	\$1.35 million
New Product Development	\$0.5 million	\$0.3 million
Administrative & Working Capital	\$1.95 million	\$0.75 million
Costs of the Offer	\$1 million	\$1.07 million
<b>Total</b>	<b>\$8 million</b>	<b>\$4.87 million</b>

*Table 1: Use of funds*

The Company notes that in the March 2023 quarter, the Company paid a total of \$171,000 to Directors of the Company in fees, salaries and superannuation payments, as follows:

- Executive Director \$97,000
- Non-executive Directors \$74,000



**Biome Australia Trading Pty Ltd**  
192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA



(03) 9017 5800



support@activated.co



www.biomeaustralia.com

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

BIOME AUSTRALIA LIMITED (BIO)

ABN

51 627 364 014

Quarter ended ("current quarter")

MAR 2023

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (...9...months) \$A'000
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	2,091	5,100
1.2 Payments for		
(a) research and development	(74)	(234)
(b) inventory	(1,416)	(2,704)
(c) other operating costs	(28)	(75)
(d) sales, advertising and marketing	(342)	(1,097)
(e) staff costs	(800)	(2,586)
(f) administration and corporate costs	(157)	(556)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	5	12
1.5 Interest and other costs of finance paid	(5)	(16)
1.6 Income taxes & FBT paid	-	-
1.7 Government grants (EMDG) and R&D tax rebate incentives	328	364
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(398)</b>	<b>(1,792)</b>



**Biome Australia Trading Pty Ltd**

192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA

(03) 9017 5800

support@activated.co

www.biomeaustralia.com

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (....9...months) \$A'000
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(48)	(48)
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets (*leasehold improvements)	(137)	(393)
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (**bank guarantee)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(185)</b>	<b>(441)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from issue of options	0.50	0.50
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Payments for lease liabilities	(31.5)	(76.5)
3.7	Transaction costs related to loans and borrowings	-	-



**Biome Australia Trading Pty Ltd**

192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA



(03) 9017 5800



support@activated.co



www.biomeaustralia.com

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (....9...months) \$A'000
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(31)</b>	<b>(76)</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	3,735	5,493
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(398)	(1,792)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(185)	(441)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(31)	(76)
4.5	Effect of movement in exchange rates on cash held	12	(51)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>3,133</b>	<b>3,735</b>

5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	3,133	3,735
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>3,133</b>	<b>3,735</b>



**Biome Australia Trading Pty Ltd**

192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA



(03) 9017 5800



support@activated.co



www.biomeaustralia.com

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	171
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

The amount paid to Directors of the Company during the quarter was \$171,000 in fees, salaries and superannuation payments. as follows:

- Executive Director \$97,000
- Non-executive Directors \$74,000

<b>7.</b>	<b>Financing facilities</b> <i>Note: the term 'facility' includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	Nil	n/a
7.2	Credit standby arrangements	Nil	n/a
7.3	Other (please specify)	Nil	n/a
7.4	<b>Total financing facilities</b>	Nil	n/a
7.5	<b>Unused financing facilities available at quarter end</b>		n/a
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

<b>8.</b>	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	(398)
8.2	Cash and cash equivalents at quarter end (item 4.6)	3,133
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	<b>Total available funding (item 8.2 + item 8.3)</b>	<b>3,133</b>



**Biome Australia Trading Pty Ltd**  
192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA

(03) 9017 5800

support@activated.co

www.biomeaustralia.com

8.5 **Estimated quarters of funding available (item 8.4 divided by item 8.1)**

7.8

*Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.*

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer:

n/a

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer:

n/a

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

n/a

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 20 APRIL 2023

Authorised by: By the Board  
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, AASB 107: *Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been



**Biome Australia Trading Pty Ltd**

192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA



(03) 9017 5800



support@activated.co



www.biomeaustralia.com



prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.

3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.

## 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://investorhub.biomeaustralia.com) (https://investorhub.biomeaustralia.com).

Upcoming Activities		
1	Biome Lift clinic trial on subthreshold depression	Preliminary results in Q4 FY23
2	New novel live biotherapeutic product launches	Q4 FY23
3	Biome Osteo clinical trial	Recruitment completes Q4 FY23
4	Biome Daily Kids clinical trial	Preliminary results Q2 FY24

**–ENDS–**

Approved for release by the Biome Australia board of directors.



### Biome Australia Trading Pty Ltd

192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA



(03) 9017 5800



support@activated.co



www.biomeaustralia.com

## 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.

For more information visit: [www.biomeaustralia.com](http://www.biomeaustralia.com)

### Investor Relations

Jo Power

[jo@activated.co](mailto:jo@activated.co)

03 9017 5800

### Media enquiries

[media@activated.co](mailto:media@activated.co)

### 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 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*



#### Biome Australia Trading Pty Ltd

192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA



(03) 9017 5800



[support@activated.co](mailto:support@activated.co)



[www.biomeaustralia.com](http://www.biomeaustralia.com)

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.

Nothing in this release is a promise or representation as to the future. No representation or warranty, express or implied, is made as to the accuracy, likelihood of achievement or reasonableness of any Forward Looking Statements contained in this release. Except as required by law or regulation (including the ASX Listing Rules), Biome does not undertake to provide any additional or updated information whether as a result of a change in expectations or assumptions, new information, future events or results or otherwise.

To the maximum extent permitted by law, Biome excludes and expressly disclaims all liabilities in respect of, and makes no representation or warranty, express or implied as to the fairness, currency, accuracy, reliability or completeness of information in this release or the accuracy, likelihood of achievement or reasonableness of any Forward Looking Statements (or any event or results expressed or implied in any Forward Looking Statements) contained in, implied by, the information in this release or any part of it, or that this release contains all material information about Biome or which a prospective investor or purchaser may require in evaluating a possible investment in Biome or acquisition of securities in Biome.

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.



**Biome Australia Trading Pty Ltd**

192-194 Johnston Street, Collingwood, VIC 3066 AUSTRALIA



(03) 9017 5800



support@activated.co



www.biomeaustralia.com