

ASX ANNOUNCEMENT

9 October 2023

Biome's first month of positive EBITDA expected in FY24

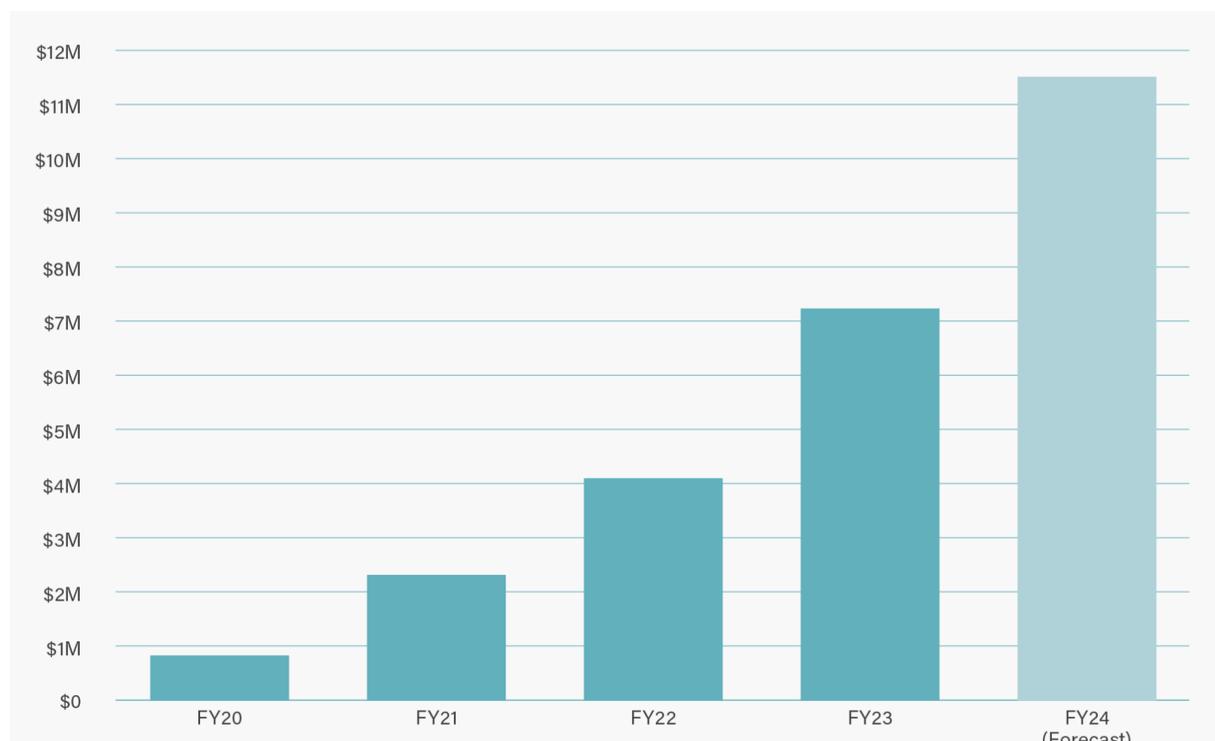
- Biome expects to achieve positive monthly EBITDA by June 2024
- Gross margins expected to be maintained above 59%
- FY24 sales revenue projected to grow 60% vs FY23

Following a record Q1, microbiome health company Biome Australia Limited (ASX: BIO) ('Biome' or 'the company') is pleased to announce FY24 sales revenue guidance of \$11.5m, representing a 60% increase vs PCP (FY23 \$7.2m). In addition, the company expects to deliver its first positive monthly EBITDA by June 2024.

The company continues to grow sales revenue and distribution rapidly while containing operating costs and maintaining a gross margin above 59%.

As per the announcement released to the ASX on 31 July 2023, Biome is sufficiently funded to implement its strategy for FY24.

Annual Sales Revenue



Biome Australia Limited

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Biome Australia's Chairman, Ilario Faenza commented:

"I am delighted to share Biome Australia's expectation of our first positive monthly EBITDA by June 2024. This is the result of years of focus and efforts to grow Biome to a scale where it is delivering positive EBITDA, whilst maintaining its rapid growth and maintaining strong gross margins, while keeping operating costs under control."

Biome Australia's Managing Director and Founder, Blair Norfolk commented:

"Since founding Biome in 2018, and launching our novel range of live biotherapeutics, Activated Probiotics in November 2019, we have managed growth and expenses very carefully. Reaching positive EBITDA will be a proud moment and allow Biome to enter the exciting next phase of the business. We thank all shareholders for their support on this journey and look forward to sharing further operational updates throughout the financial year."

-ENDS-

Approved for release by the Biome Australia board of directors.

About Biome Australia Limited

Biome Australia develops, licences, 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®](#).

For more information visit: www.biomeaustralia.com



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Forward looking statements

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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.

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