



Biome Australia Limited | April 2024

Company Presentation

Blair Norfolk, CEO & Managing Director

Certified



This company meets the
highest standards of social
and environmental impact

Corporation

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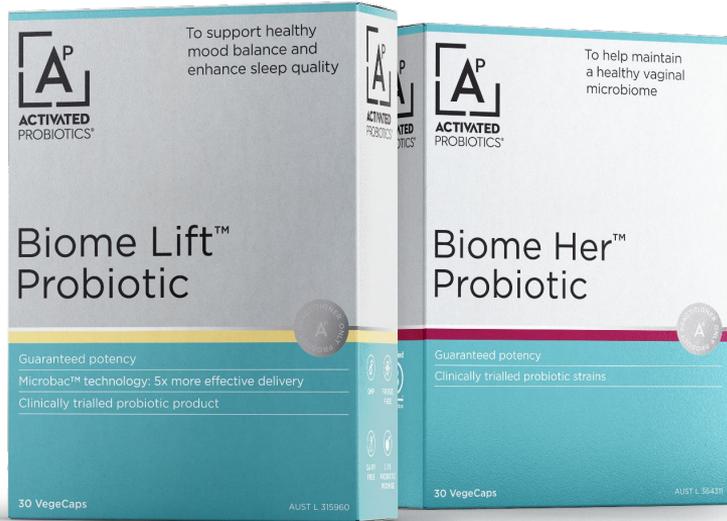
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Our mission

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





About Biome Australia

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



01. Investment and Business Highlights

Biome Business Opportunity

Novel range of Live Biotherapeutics with **co-prescribing medication opportunity**

Landmark **IP Deal executed** on novel probiotic strains

Three ongoing clinical trials on key products, see slide 21

International Expansion — UK, Irish health retail market launch to support existing HCP market

Delivering **\$50,000+ per sqm** gross margin return on floor space in top accounts

Biome Business Opportunity

Over 5,000 distribution points (Aus) following successful launch with Priceline Pharmacy

Average shopper — **2.1 units per transaction** and 6 visits per year in pharmacy (TerryWhite)

#1 Professional Probiotic brand in Australian Healthcare Practitioner (HCP) Market

Activated Probiotics **#1 brand for growth** in TerryWhite and Priceline Pharmacy

Activated Probiotics **#1 brand for growth** with Symbion, API Wholesale and entire pharmacy market (VMS)

Financial Highlights



Financial performance

FYTD24 (Mar24) sales **\$9.2m – up 76.5%** (vs pcp)

Sales Forecast upgraded to \$12.5m (Jan 24)

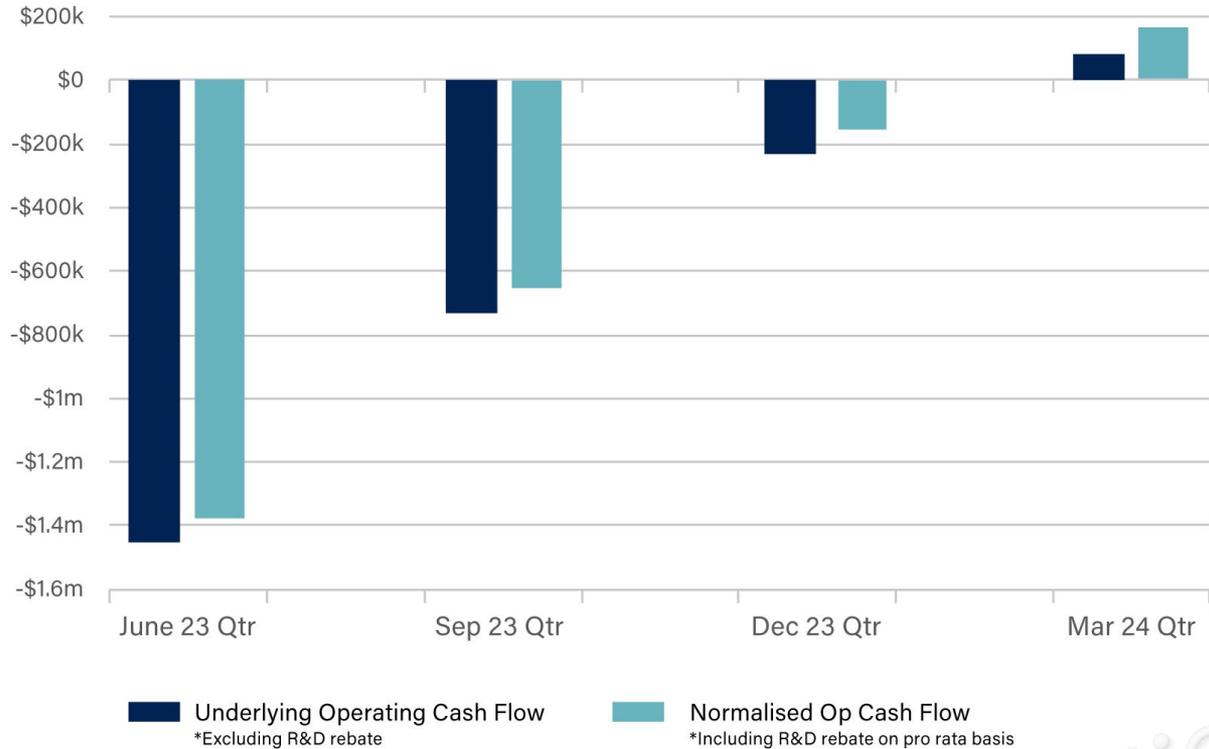
Positive underlying cash flow and EBITDA in Q3 FY24

Quarterly sales of \$3.2m in March 2024

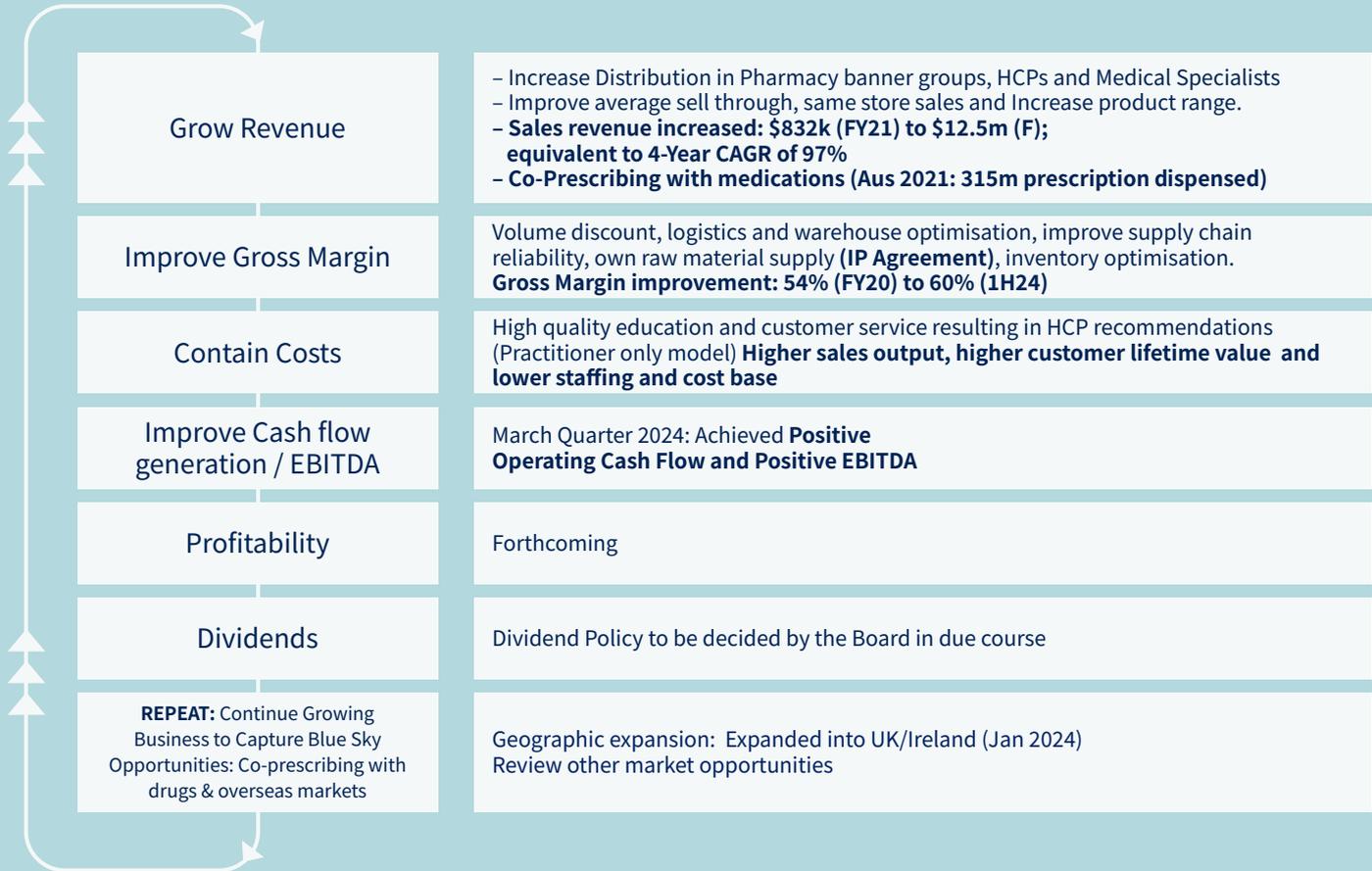
Q3 FY24 same stores sales up 61.4% vs PCP

Gross Margin increased to **60% in FY24**

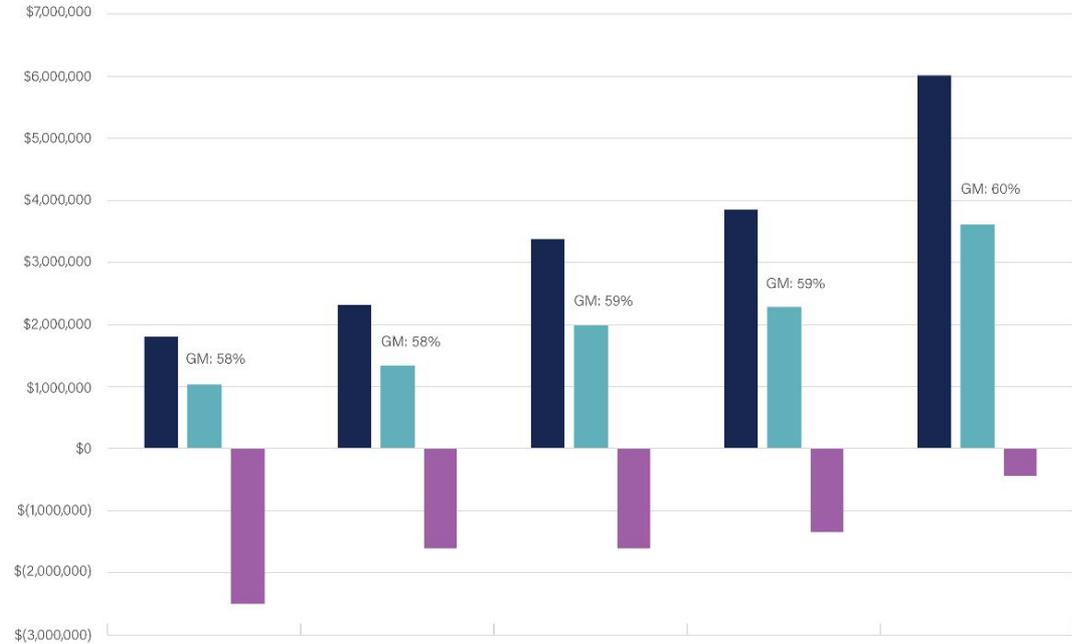
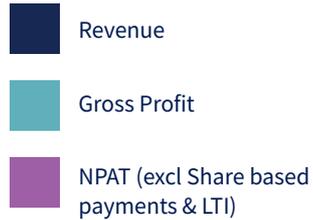
Quarterly Operating Cash Flow



Growth Strategy

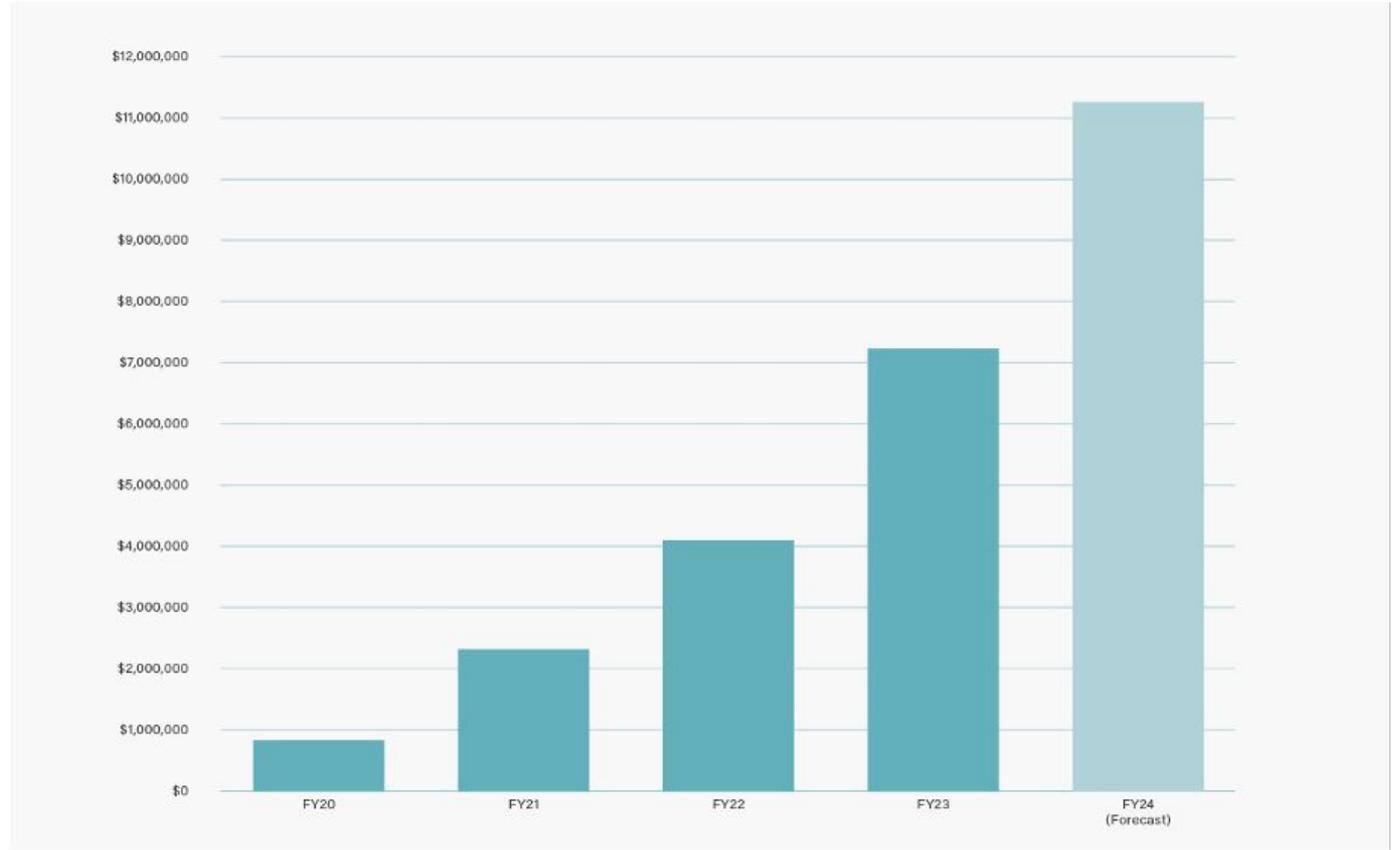


Half-Yearly— Key Financial data points



	1H22	2H22	1H23	2H23	1H24
Revenue	\$1,802,611	\$2,319,814	\$3,380,746	\$3,854,865	\$6,015,487
Gross Profit	1,040,524	1,346,649	1,993,411	2,282,117	3,623,397
NPAT (excl Share based payments & LTI)	(2,479,914)	(1,593,102)	(1,601,366)	(1,339,597)	(438,894)

Annual Sales Revenue



02. Activated Probiotics Range

Activated Probiotics

Practitioners & Pharmacies

CONSUMER BENEFITS

5x more effective delivery — Microbac™ technology

Shelf-stable

Clinically documented probiotic strains



Biome Lift™	Biome Baby™	Biome Daily™	Biome Prenatal+™
Biome Osteo™	Biome Breathe™	Biome IBS™	Biome Eczema™
Biome Lax™	Biome Daily Kids™	Biome Advanced™	Biome Iron+™
Biome Her™	Biome Dental™	Biome Recovery™	Biome Acne™

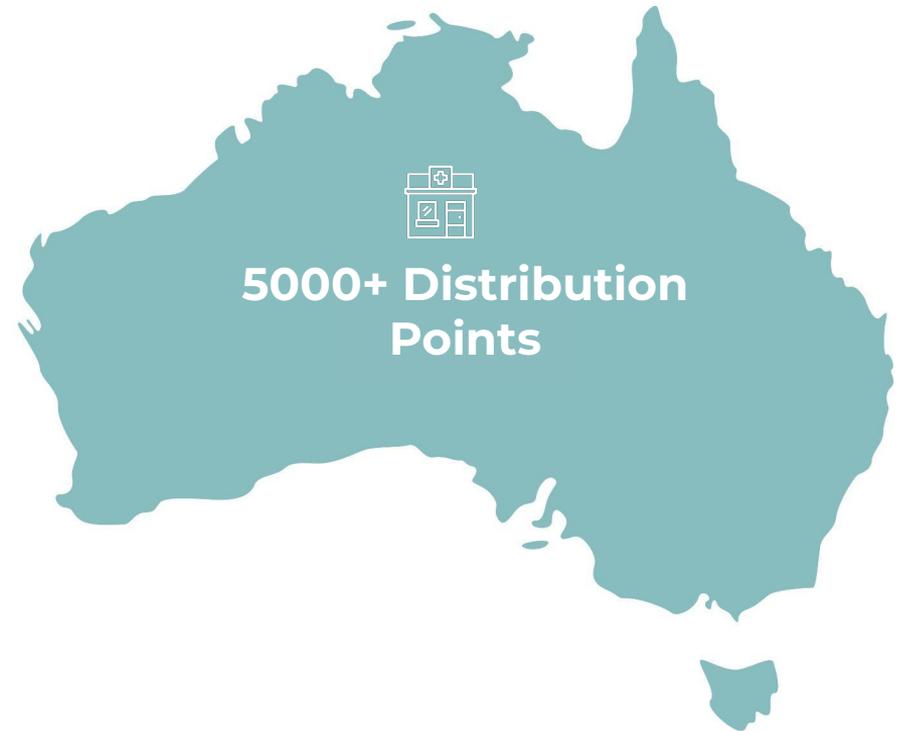
04. Distribution Network and Sales Model

Australian Distribution Network

Biome Australia currently has over 5000 distribution points, between community pharmacies and independent health practitioners

TerryWhite Chemmart—Activated Probiotics #1 growth brand in professional vitamin category

Priceline - Activated Probiotics #1 growth brand in professional vitamin category



Pharmacy Core Ranges



Authorised Distribution Partners



Training and Education Driven Sales Model

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

Education and Service Support

- The Biome sales team is a mix of health qualified practitioner education consultants and territory managers
- Practitioner education consultants undertake high level product detailing and training in community pharmacy and with independent health practitioners
- High quality training and education develops stronger trust and relationships with health practitioners
- Biomes support leads to active recommendations of Biome Australia products
- Digital educational content and assets effectively support the national sales team in servicing practitioner markets
- Health Clinics are provided to key accounts to gain trust and develop existing accounts



03. Clinical Research

Clinical pipeline— Indication overview

- Three ongoing clinical trials and further research opportunities in discussion



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

Trial completed & Results Received
Publication expected in Q4 FY24.



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)

Trial completed
Preliminary results in Q4 FY24



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

Recruitment Completed and Trial Underway
Preliminary results are expected in Q4 FY24 and final results in Q2 FY25

Biome Eczema Probiotic - Patient Results



“Jude and his mum has said thank you so much. They had tried every skin cream/soap/tablet and nothing has worked up until now. If you recall, Jude told one of the boys at school who asked what was wrong with his skin that he didn’t need to worry because soon it would be ‘brand new’. Looks like he is getting very close to that! I was also told that he could go for a swim in the ocean for the first time the other day without his skin stinging from the salt water.” Casey - Pharmacist (QLD)

Biome Eczema Probiotic - Patient Results



Biome Eczema - Patient Results



14:06



Thank you for making such amazing products!!



I have my own personal win with your Biome Soothe. In my final year of my naturopathy degree, I broke out in some severe dyshidrotic eczema on my hand. Nothing worked, and for months I was battling a very sore and embarrassing skin condition, until I tried Biome Soothe 🥰 within a month my hand was 70% better, and by my second box the eczema had completely cleared. Biome Soothe was the only thing I did differently, so I attribute my healing to your amazing product ❤️ I will attach some photos so you can see what I mean, but beware they are a bit gnarly!

Biome Acne - Patient Results



I've been using the Biome Acne probiotic on my 12 year old for the mix of acne and peri-oral dermatitis he had going on.

We saw great results in the first month and the bottom photo is after 2 months treatment.

05. International Markets



United Kingdom & EU New Growth Markets

Initial launch phase completed, UK team generating ~\$500k in annualised sales through practitioner market

PRACTITIONER (UK/EU)

- Add additional distributors in existing markets
- Add additional European distributors in new markets
- Increase distribution of activate accounts
- Improve sell through in active accounts
- Identify opportunities in mainland Europe
- Improve marketing and education resources, capabilities and support

PHARMACY (UK/IR) - New channel launched in Q3 FY24

- Secured ranging with wholesalers
- Gain initial distribution in Pharmacies
- Gain ranging with localised banners

HEALTH FOOD UK/IR - New channel launched in Q3 FY24

- Gained ranging with CLF Health Food, (UK) and Irish Distributor ii Health Foods

06. New Product Development



PRACTITIONER-ONLY PRODUCT

Biome Dental™ Probiotic

To help support dental health and a healthy oral microbiome

Clinically trialled formulation supported by 10 human trials

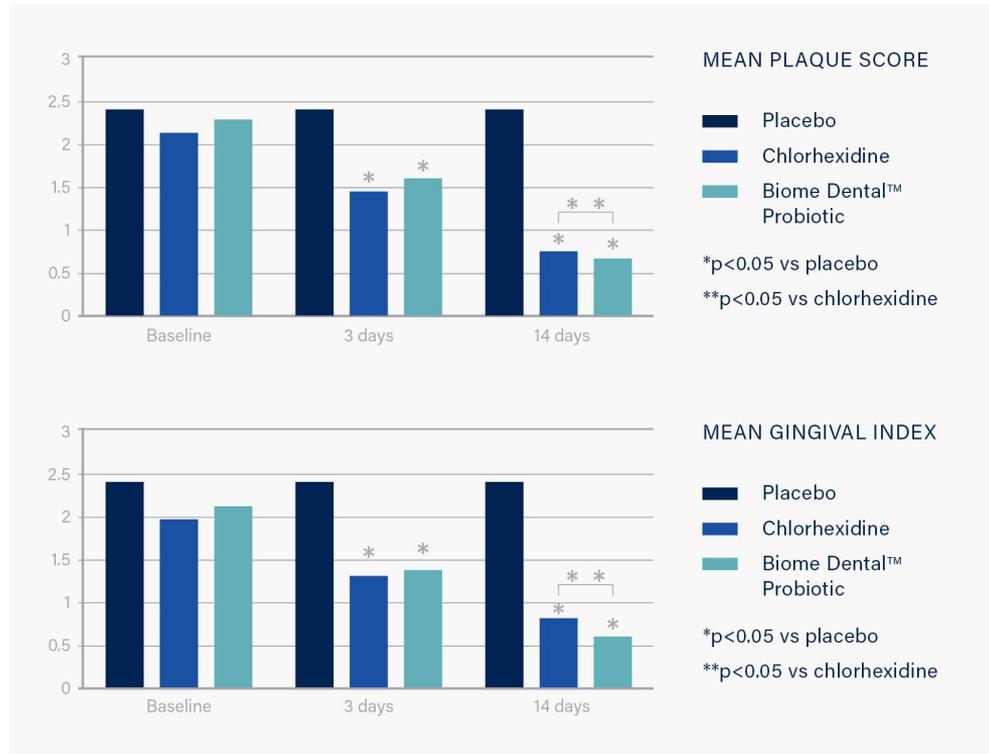
Guaranteed potency

The global periodontal disease treatment market was valued at USD 7.6 billion in 2021 and is expected to reach USD 12.2 billion by the end of 2031, growing at a CAGR of 4.8% from 2022-2031 ⁽¹⁾

FORMULATION

<i>L. helveticus</i> Rosell®-52 (CNCM I-1722)	3.4 BLB
<i>L. rhamnosus</i> Rosell®-11 (CNCM I-1720)	1.8 BLB
<i>B. longum</i> Rosell®-175 (CNCM I-3470)	0.46 BLB
<i>Saccharomyces boulardii</i> (CNCM I-1079)	0.65 BLB
Total live bacteria	6.3 BLB*

*BLB = Billion Live Bacteria



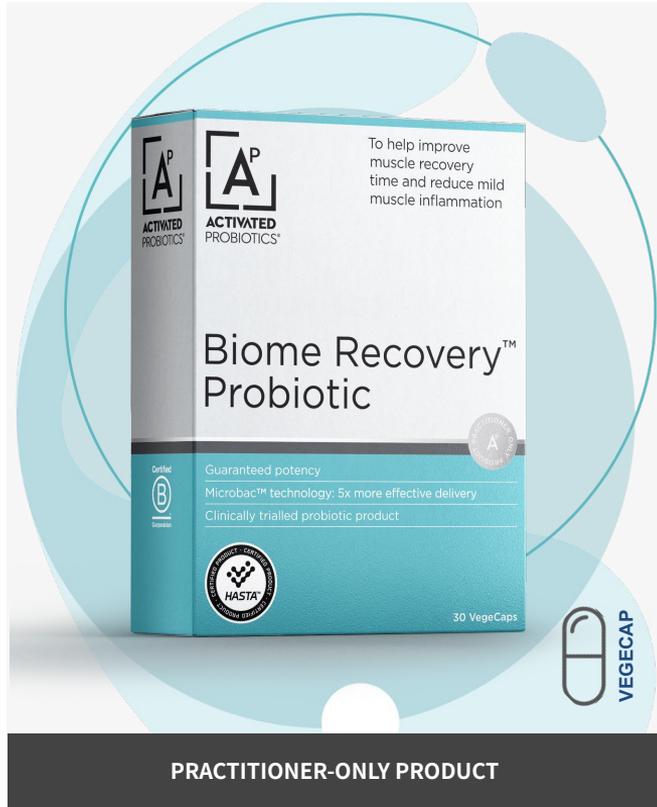
Key Product Research

The probiotic formulation in Biome Dental™ was compared to placebo and chlorhexidine mouthwash (standard treatment) in 60 healthy children. A significant decrease of plaque score and gingival index was seen on day 3 compared to placebo, and after 14 days of intake, these results persisted ($p<0.05$). At day 14, plaque score and gingival index were significantly better for Biome Dental™ compared to chlorhexidine ($p<0.05$).

Sharma, P., Datta, G., Gandhi, K., & Kumar, D. (2019).

A comparative evaluation of efficacy of probiotic and chlorhexidine mouthrinses on gingival health and plaque accumulation in 6-9 year old children.

International Journal of Applied Dental Sciences, 5(1), 156–162.



Biome Recovery™ Probiotic

To help reduce muscle inflammation and recovery time following exercise

Clinically-trialled formulation

Microbac™ technology: 5x more effective delivery

Guaranteed potency

The AU sports supplement category was worth AUD 1.4 billion in 2021. APAC is currently the fastest growing region in the global sports nutrition market with an expected 9.8% CAGR to 2028 ^(1, 2)

FORMULATION

<i>Streptococcus thermophilus</i> FP4 (DSM 18616)	2.5 BLB
<i>Bifidobacterium breve</i> BR03 (DSM 16604)	2.5 BLB
Total live bacteria	5 BLB*

*BLB = Billion Live Bacteria

CLINICAL TRIAL



Figure 1. Percent change of interleukin-6 (pro-inflammatory cytokine) compared to baseline before and after exercise.



Key Product Research

A double-blind, randomised, placebo-controlled trial investigated the effect of the probiotic formulation in Biome Recovery™ Probiotic on physical performance and levels of inflammation following muscle-damaging exercise in healthy men. After 3 weeks of supplementation, the probiotic helped to reduce the negative effect of muscle damage on performance, improved range of motion following muscle-damaging exercises, and lowered levels of the pro-inflammatory cytokine interleukin-6 at baseline and up to 48 hours post-exercise.

Jäger, R., Purpura, M., Stone, J. D., Turner, S. M., Anzalone, A. J., Eimerbrink, M. J., Pane, M., Amoruso, A., Rowlands, D. S., & Oliver, J. M. (2016).

Probiotic *Streptococcus thermophilus* FP4 and *Bifidobacterium breve* BR03 supplementation attenuates performance and range-of-motion decrements following muscle damaging exercise.

Nutrients, 8(10), 1–11.



Biome Lax™ Probiotic

To help promote bowel regularity and reduce bloating

Clinically-trialled formulation

Microbac™ technology: 5x more effective delivery

Guaranteed potency

The global constipation treatment market size was valued at USD 17.04 billion in 2020 and is projected to reach USD 29.04 Billion by 2028, growing at a CAGR of 6.77% from 2021 to 2028 ⁽¹⁾

FORMULATION

<i>Lactobacillus plantarum</i> LP01 (LMG P-21021)	2.5 BLB
<i>Bifidobacterium breve</i> BR03 (DSM 16604)	2.5 BLB
Total live bacteria	5 BLB*

*BLB = Billion Live Bacteria

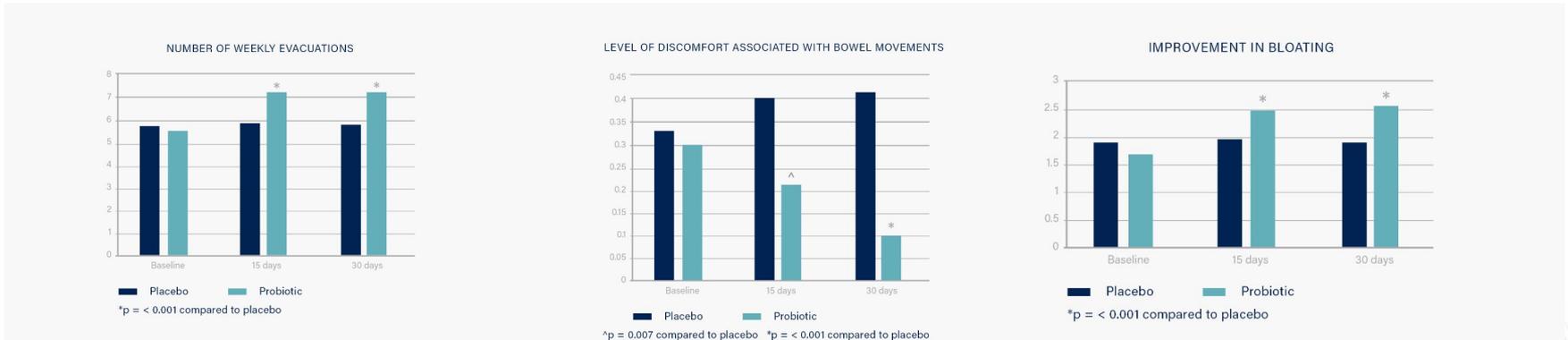
Key Product Research

In a double-blind, randomised, placebo-controlled study across 5 years in over 300 subjects, the product formulation in Biome Lax™ was found to significantly improve the frequency of bowel movements, consistency of stool, ease of evacuation, sensation of complete emptying, and abdominal bloating compared to placebo ($p < 0.001$) after 30 days.

Drago, L., Cioffi, L., Giuliano, M., Pane, M., Amoruso, A., Schiavetti, I., Reid, G., Ciprandi, G., & PROPAM Study Group. (2022).

The Probiotics in Pediatric Asthma Management (PROPAM) Study in the Primary Care Setting: A Randomized, Controlled, Double-Blind Trial with *Ligilactobacillus salivarius* LS01 and *Bifidobacterium breve* B632

Journal of Immunology Research, 2022, 1–7.



07. Marketing

Public Health Campaign

Final reach: **2.5 million Australians**

Results by platform

TVC: 950,000

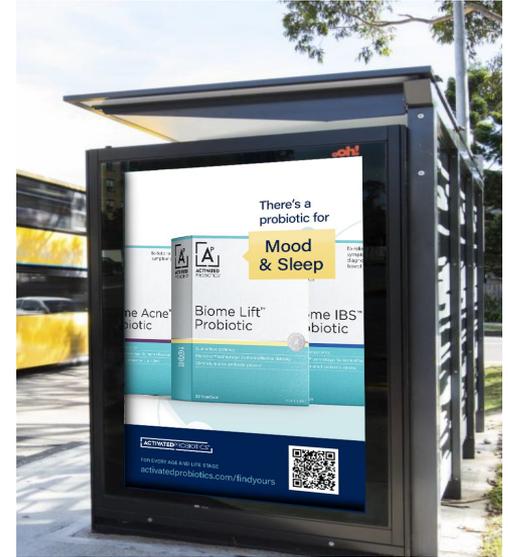
Transport panels: 495,000

Street posters: 405,000

Meta campaigns: ~375,000

YouTube campaign: 247,000

Landing page quiz: 500+ submissions,
63% completion rate



Pharmacy Advertising



Print



Email banner



EDM

Did you know a targeted probiotic can increase iron absorption? That's right — there is a probiotic to improve iron absorption, providing a gentle approach to iron support...



Radio ad ft. Biome Iron



Brand page



Social content

Summary

- FYTD24 (Mar24) sales of \$9.22m – up 76.5% (vs pcp)
 - FY24 revenue target of \$12.5m (73.6% met)
 - Inventory balance of \$2m (cost) at March 2024
 - Q3 FY24 same stores sales up 61.4% vs Q3 FY23
 - Gross Margin of 60%
 - Over 5,000 distribution points (Aus)
 - Q3 FY24 positive EBITDA of \$65k
 - Underlying operating cash flow for Q3 +\$85k (+\$164k normalised for R&D rebate)
-
- Three ongoing clinical trials on key products, see slide 21
 - Average shopper - 2.1 units per transaction and 6 visits per year in pharmacy (TerryWhite)
 - Activated Probiotics #1 growth brand in TerryWhite and Priceline Pharmacy
 - Activated Probiotics #1 growth with Symbion & API
 - Delivering \$50,000+ per sqm gross margin return on floor space in top accounts
-

Corporate Summary

ASX Code:	BIO
Listed Date:	30 November 2021
Amount raised at IPO:	\$8m @ \$0.20 a share
Shares on Issue:	212,010,647
Share Price (5/4/23):	\$0.355
Market Cap (5/4/23):	\$75.263 million
Unlisted options: 11,737,808 as follows:	
(1) \$0.30, expiry 24/11/24	2,131,404
(2) \$0.40, expiry 24/11/25	2,131,404
(3) \$0.12, expiry 31/3/26	2,475,000
(4) \$0.20, expiry 31/3/26	2,500,000
(5) \$0.50, expiry 31/3/26	2,500,000

Directors:

- 1) Mr Ilario Faenza (Chairman)
- 2) Ms Dominique Fisher AM
- 3) Blair Vega Norfolk (Managing Director)

Current Assets (31 Mar 24)

Cash at Bank	\$2,096,127
Accounts Receivables	\$2,439,950
Inventory	\$1,956,152

Debt \$1,000,000

Shareholdings:

Directors	22,256,141	10.64%
Staff	<u>25,490,573</u>	<u>12.02%</u>
	48,054,714	22.67%

Substantial Holder

Raymond Demaio Pty Ltd	<u>12,000,000</u>	<u>5.66%</u>
< Raymond Demaio Family A/c >	<u>60,054,714</u>	<u>28.33%</u>



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Certified



Corporation

This company meets high standards of social and environmental impact.