

ASX ANNOUNCEMENT

1 July 2024

Biome Achieves Record Quarter, Half and Full-Year Sales Revenue (unaudited)

- *Biome* records
 - ~\$13m FY24 sales revenue, up 80% vs PCP
 - ~\$7m H2 FY24 sales revenue, up 82% vs PCP
 - ~\$3.8m Q4 FY24 sales revenue, up 88% vs PCP
- FY24 sales revenue ~\$500k ahead of upgraded FY24 forecast (\$12.5m)
- Q4 FY24 sales revenue tracking at an annualised run rate of ~\$15m
- *Biome* will report its third consecutive quarter of positive cash flow and second consecutive quarter of positive EBITDA
- Pharmacy retail scan sales of *Activated Probiotics* (Pharmacy RRP), from May 2023 through to May 2024, reached ~\$12m and is the number-one brand for growth in the category

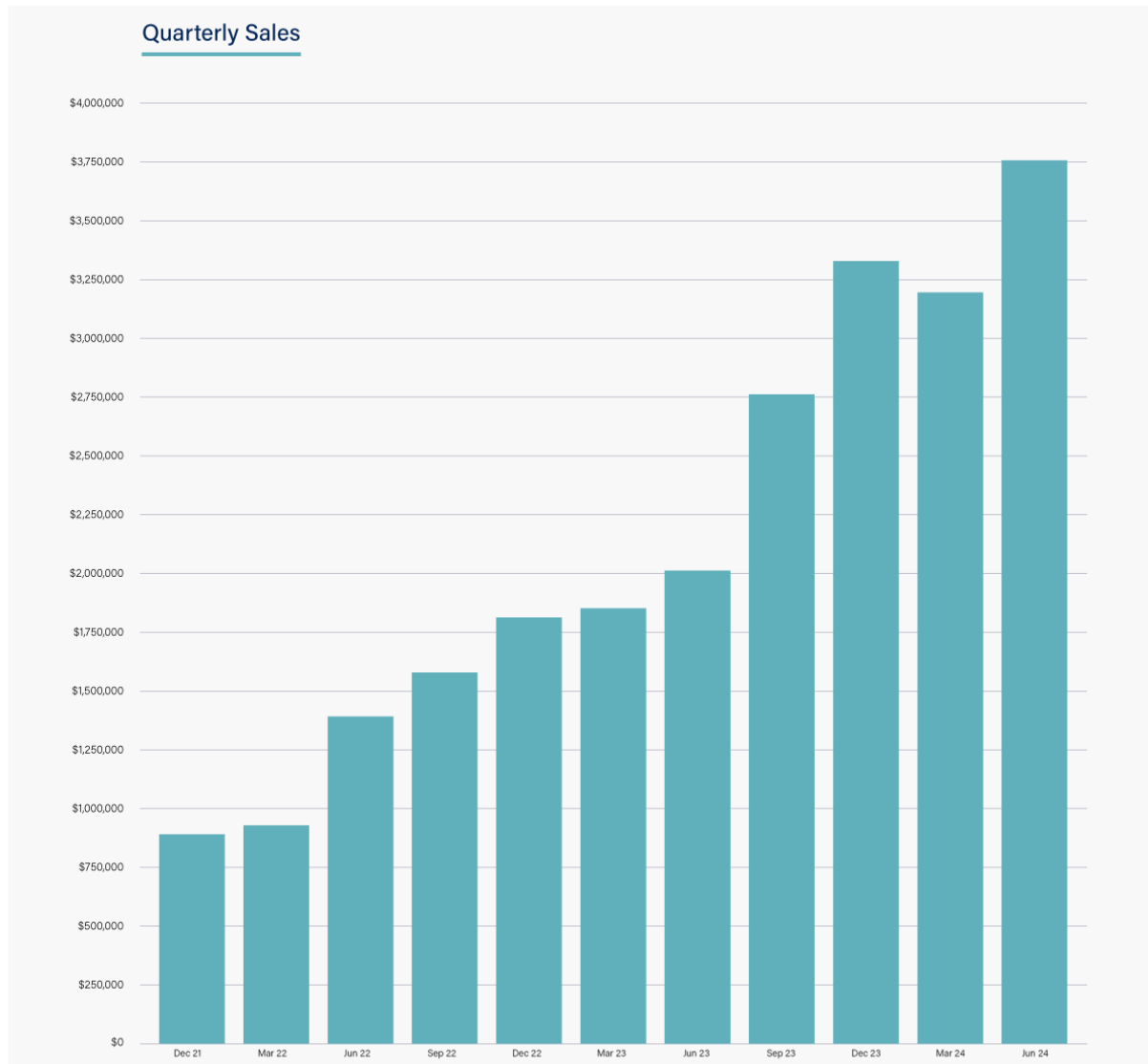
Microbiome health company *Biome Australia Limited* (ASX: BIO) ('*Biome*' or '*the company*') is pleased to announce unaudited full-year sales revenue of ~\$13m for FY24, representing 80% growth vs PCP (\$7.23m FY23).

Biome's H2 unaudited sales revenue of ~\$7m represents its strongest half, to date, with growth of 82% vs PCP (H1 FY23).

Additionally, *Biome's* unaudited Q4 sales revenue of ~\$3.8m is a record for quarterly sales revenue and an increase of 88% vs PCP. Based on Q4, this gives *Biome* an annualised sales-revenue run rate of ~\$15m (ARR) as we commence FY25.

The strong close to the financial year in Q4 significantly contributed to the company's full-year unaudited result of ~\$13m, surpassing *Biome's* upgraded forecast of \$12.5m by ~\$500k (ref. announcement dated 8 January, 2024) and

\$1.5m higher than the original FY24 forecast of \$11.5m (ref. announcement 28 November, 2023).



Biome's growth in sales revenue and containment of operational expenses throughout FY24 have supported the company reaching positive cash flow for the most recent three consecutive quarters and positive EBITDA for two

consecutive quarters. *Biome* looks forward to sharing the final numbers for H2 and FY24 in the quarterly cash flow and activity statement, later this month.

Biome is also pleased to share some key retail scan data from the company's community pharmacy sales channel. The community pharmacy practitioner-only-channel data shows *Activated Probiotics* with \$12.3m in retail scan sales (consumers purchasing at retail price) from May 2023 through to May 2024. The data also confirms *Activated Probiotics* as the number-one brand for growth in the category at 81.1%.

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

"I am delighted to share Biome's significant growth in sales revenue for the financial year 2024, up 80% versus the financial year 2023. I am thrilled with my team's performance in developing key accounts, driving growth, and providing industry-leading customer service, support, and education throughout the year.

The \$15m run-rate going into FY25 bodes well for another strong year for Biome. I look forward to sharing the detailed analysis of the company's financial performance and Vision 27 during Q1 FY25."

-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®](#).



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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.

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Forward looking statements

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