

ASX ANNOUNCEMENT

26 August 2024

Financial Year 2024 Key Results

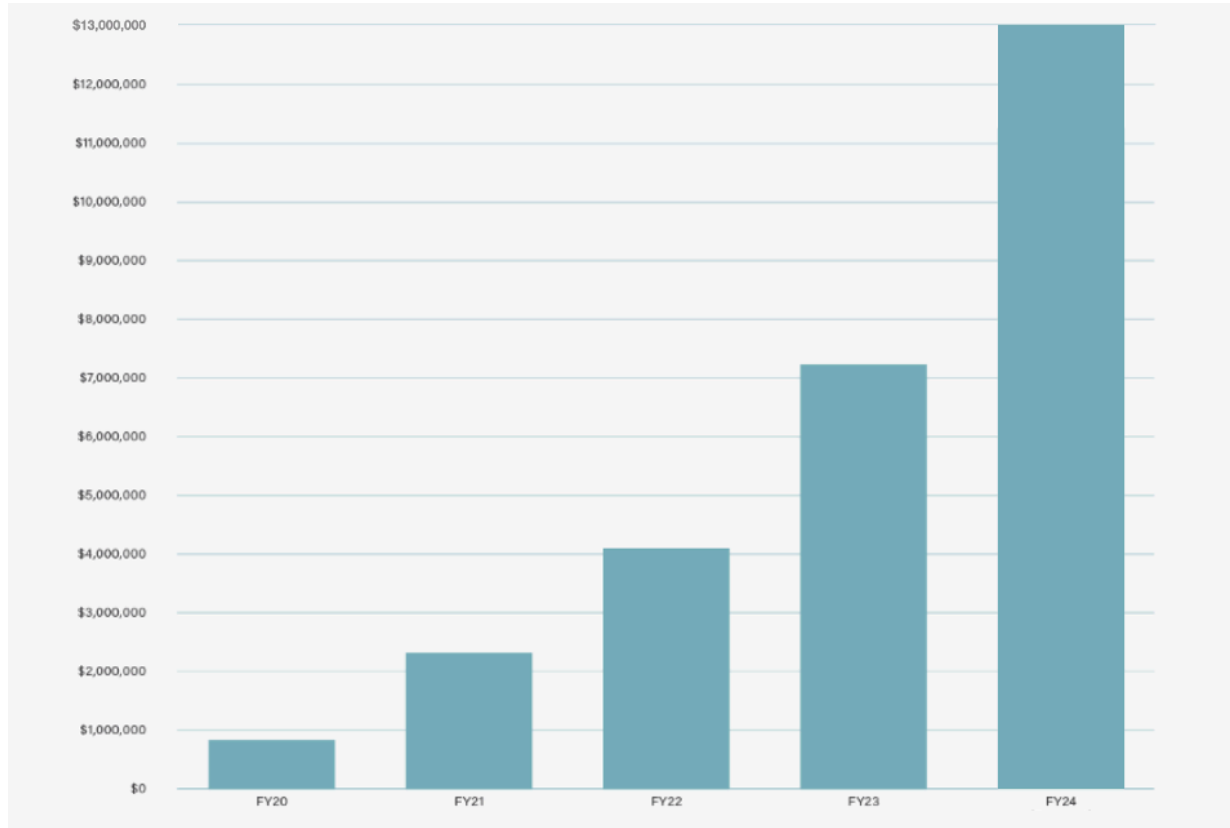
- *Biome* achieved positive EBITDA of \$287k for second half FY24 (adjusted for non-cash, share-based payment)
- *Biome* recorded positive cash flow in Q2, Q3 and Q4
- *Biome* achieved ~\$13.01m in sales revenue, up 80%
- Q4 sales revenue reached \$3.8m, up 88% vs PCP
- International sales reached \$894k, up 95%
- Gross profit reached ~\$7.91m, up 85%
- Gross margin exceeded 60%, up from ~59%
- Same-store sales in *Biome's* Australian pharmacy channel grew 75%
- Cash balance was ~\$2.87m at June 30 2024
- \$2.7m in unrecognised future income tax benefit (implies no tax payable for the first ~\$11m in future profits)
- *Biome* secured high value, novel probiotic intellectual property

Microbiome health company **Biome Australia Limited** (ASX: BIO) ('*Biome*' or 'the company') is pleased to provide an update on the financial year 2024.

In another year of strong results, *Biome* grew its sales revenue by 80%, reaching \$13.01m, with international sales contributing \$894k, up 95% vs FY23.

At the close of FY24, *Biome* reported a record quarter of sales revenue, with the business achieving \$3.8m for Q4, resulting in an annualised run rate of ~\$15m.

Annual Sales Revenue:



The company's strong sales results were reinforced by a gross margin of over 60% for FY24 (~59% in FY23). The increase in both gross margin and sales revenue resulted in a gross profit of \$7.91m for FY24, up 85% vs PCP.

Biome's successful management of operating costs led to the company's first quarter of positive cash flow in Q2 FY24. The company has continued to maintain positive cash flow thereafter. *Biome* achieved positive EBITDA for its first quarter in Q3 and maintained this through Q4. After an adjustment for non-cash, share-based payment, *Biome* recorded \$287k in EBITDA for H2 FY24.



A key driver of *Biome's* success is the *Activated Probiotics* brand, which continues to lead the way as Australia's highest-growth complementary medicine brand. *Activated Probiotics'* largest distribution channel, community pharmacy, achieved same-store sales growth of 75%, demonstrating *Biome's* ability to continually improve and develop sell-through in pharmacy.

The company is pleased to share that it has \$2.7m of future income tax benefits that are currently unrecognised. *Biome* and its auditors will determine when this tax benefit can be brought to the balance sheet as the company reports profit in future periods.

During the financial year, *Biome* commenced development of *Biome*-owned probiotic strains to further strengthen its competitive position and future product development opportunities for *Biome*.

Biome will reinvest its cash reserves to support ongoing growth and take advantage of its trusted brand position, product innovations, business development opportunities, new markets and channels.

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

"I am pleased to share these key highlights from the financial year 2024. Biome and our Activated Probiotics brand continue to grow from strength to strength, building on the incredibly strong foundations we have laid since founding the business. In FY25 Biome will take a significant step forward guided by the soon-to-be-released Vision 27 three-year strategic plan. I could not be more proud of my team for achieving excellence in service, support, education and sales, resulting in Activated Probiotics maintaining its position as the



highest-growth complementary medicine brand in Australia. Biome is now a cash-generating and EBITDA-positive company. In FY25 I look forward to delivering strong growth, and with gratitude thank the Biome Australia Board and our shareholders for their continued support in helping us achieve our mission to improve the health and quality of life of Australians.”

-ENDS-

Approved for release by the *Biome Australia* board of directors.

Investor Hub

Biome has launched a new 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/>).

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* helps 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

*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 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.

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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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