ASX ANNOUNCEMENT
15 July 2025

International Market Update and New Distribution Agreements

- *Biome* reports $1.5m in International Sales Revenue for FY25, up 69% vs PCP.
- Secured prominent strategic distribution partnerships across three key international markets in Q4 FY25:
  - Ireland - Uniphar, pharmacy wholesale and retail with 1,400+ pharmacy customers
  - New Zealand - Propharma (EBOS), the country's largest pharmacy wholesale network
  - Canada - Multiple high-value agreements with prominent pharmacy and health food retail groups:
    - Pure Pharmacy Group (British Columbia)
    - Healthy Planet Group (National)
    - Nature's Emporium (Ontario)
    - Nature's Signature (Ontario)
- *Biome* is now strategically positioned for significant international growth and expansion in FY26, leveraging new distribution channels to access thousands of additional pharmacy and health food locations commencing Q1 FY26.

Microbiome health company ***Biome Australia Limited*** (ASX: *BIO*) (‘*Biome*’ or ‘the company’) is pleased to share a trading update on its international market expansion.

Biome is pleased to report significant progress in its international market development during FY25. The company achieved ~$1.5 million in sales revenue, representing a 69% increase over FY24 ($890k).

FY25 proved pivotal for successfully developing strategic partnerships, expanding recruitment initiatives, and enhancing distribution networks, establishing a firm foundation for future growth.

International Sales and Education Team

Biome is strategically expanding its global footprint, with dedicated sales teams actively operating in key international markets including Canada, New Zealand, Ireland and the United Kingdom. Biome's sales approach ensures a more tailored and responsive engagement with local health retail and distribution partners, solidifying *Biome's* presence in these key regions.

The Australian head office plays a pivotal role in this international expansion, serving as a hub that provides comprehensive support and resources to the satellite sales and education teams in each international market. This centralised support system ensures consistent brand messaging, product knowledge, and operational efficiency across all territories.

New Distribution

The financial year 2025 has been particularly successful for *Biome*, marked by the securing of several significant new health retail and distribution deals. These partnerships are a testament to *Biome's* high-quality product offerings and its effective market penetration strategies. The latest deals are expected to significantly boost *Biome's* international sales volume and brand recognition, further establishing its position as a leading player in the global health and wellness sector. *Biome* remains committed to identifying and entering new markets, driven by a strong desire to make its innovative health solutions accessible to a wider international audience.

Canada

Initial demand for *Activated Probiotics* in Canada has surpassed expectations, leading to a faster-than-anticipated market rollout. Through focused sales efforts, *Biome* has successfully launched *Activated Probiotics* in several major health retail outlets:

- Pure Pharmacy Group (British Columbia)
- Healthy Planet Group (National)

- Nature's Emporium (Ontario)
- Nature's Signature (Ontario)

In addition to retail expansion, *Biome* has secured strong initial orders from the Canadian practitioner market. This growing segment is crucial for long-term success, fostering product trust and increasing active recommendations and retail foot traffic for our products.

To support this growth, *Biome* has recruited its first two sales and education team members in Canada. The company anticipates launching several new products in the Canadian market as they achieve Health Canada registration throughout FY26.

Ireland and The United Kingdom

Throughout FY25, *Biome* prioritised its European business, leading to substantial new distribution agreements for FY26 and beyond. A busy FY25 for international markets culminates in a Q1 FY26 deal with Uniphar, a major pharmaceutical wholesaler in the region. This partnership will facilitate an immediate launch of the *Activated Probiotics* brand into several leading pharmacy chains owned by the distributor.

Further details on this strategic partnership and national pharmacy chain launch will be provided later in Q1 FY26.

Supported by *Biome's* current health food and practitioner distribution partners, the company has also secured numerous independent pharmacies and health food stores. Recent launches include Horans Health stores in Ireland and Planet Organic in the UK.

New Zealand

Biome is pleased to announce a new distribution partnership with Propharma, New Zealand's leading pharmaceutical wholesaler, which commenced in late Q4 FY25. This collaboration, further supported by *Biome's* established independent practitioner market in New Zealand, will enable *Biome* to reach most community pharmacies across the country in the coming years.

Propharma is a subsidiary of the EBOS Group (ASX:EBO), which also owns Symbion Pharmacy wholesale in Australia, a key distributor for *Biome*. Additional details regarding the partnership and the availability of *Activated Probiotics* products in retail pharmacy chains will be shared in coming periods.

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

"I am proud of our team and their execution of our international business plans throughout FY25. International business development and securing new strategic distribution partnerships has been a key focus of myself and the senior management team and it is gratifying to see these efforts rewarded.

The launch of Activated Therapeutics, will further amplify Biome's position as the leading scientifically backed and trusted professional offering of natural health products within these growth markets.

Referencing key stakeholder feedback in each market, (health professionals, distributors, retailers, and consumers), all signs are positive that Biome is on track to replicate similar growth to what we have seen in the domestic Australian market."

-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®.

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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