

## ASX ANNOUNCEMENT

29 July 2024

### Biome shares revenue target as part of *Vision 27* Strategic Plan

- Biome sets revenue target of up to \$85m cumulative through the next three years (FY25-FY27)
- Biome exceeded the last three-year cumulative target (FY21-24) by 14% overall (\$24m vs \$21m)
  - The final year of this plan was exceeded by 30% (\$13m vs \$10m)
- Biome's *Vision 27* target of up to \$85m represents an over 400% increase on previous three-year target

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Microbiome health company *Biome Australia Limited* (ASX: BIO) ('*Biome*' or '*the company*') is pleased to announce a revenue target that will be driven by *Biome's Vision 27*, three-year strategic plan, due to be released to the market later this quarter.

The cumulative revenue target has been set at a range of \$75m to \$85m over three years (1 July, 2024 - 30 June, 2027). This represents more than 400% growth over the preceding period's target of \$21m and 350% compared to the actual result of \$24m in cumulative sales revenue (FY21-24).

The key focus is to continue to invest for growth while continuing to grow profit.

*Biome* will share the complete *Vision 27* with the market later this quarter, supported by an investor webinar.



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

*"The team and I are energised about the next exciting growth phase as Biome becomes one of the most significant Australian and global companies in complementary medicine. We have built an incredible foundation and brand in Activated Probiotics, which is becoming a household name beyond the Australian market. Whilst we are incredibly proud of what we have achieved over the past three years, the next three years will be Biome's greatest achievement yet."*

-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.

For more information visit: [www.biomeaustralia.com](http://www.biomeaustralia.com)

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## Forward looking statements

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