

## ASX ANNOUNCEMENT

30 November 2021

Biome Australia Limited (ASX: BIO, “Biome” or “the Company”), the microbiome health company, today announces the successful completion of its initial public offering (IPO). Its shares will commence trading on the Australian Securities Exchange (ASX) at 10:30am AEDT today.

The Offer was oversubscribed and the IPO raised total gross proceeds of \$8 million, based on an offer price of \$0.20 per share, valuing the Company at \$40.0 million.

The proceeds from the IPO will enable Biome to accelerate its growth through new product development and commercialisation. The complementary medicines industry in Australia is estimated to be worth \$5.69 billion, with 7 in 10 Australians regularly using complementary medicines.<sup>1</sup> Doubling in the last decade, the industry has seen a period of consistent growth.<sup>2</sup>

Incorporated in Australia in 2018, Biome develops, licences and commercialises innovative, evidence-based strain-specific probiotics and complementary medicines. Today, Biome distributes 22 products through more than 2,300 community pharmacies and a range of health practitioners and health food stores in Australia, New Zealand and the United Kingdom, with some of its products also available online.

Biome’s range of live biotherapeutic (probiotic) products, Activated Probiotics, are clinically researched to help prevent and support the management of various health concerns, including mood and sleep, bone health, iron malabsorption, mild eczema and irritable bowel syndrome. Biome is pairing clinical evidence with a unique distribution and sales strategy that supports health professionals to improve health outcomes, and achieve its vision.

### Strong sales growth

In the three months to September 2021 (September quarter), Biome achieved sales of \$916,000, its strongest quarter to date, driven by growth in both the pharmacy and practitioner sales channels. October was also a notable month with sales of \$310,000, bringing total sales revenue for the 2022 financial year to \$1.23 million as of 30 October 2021.

<sup>1</sup> Complementary Medicines Australia Industry Audit 2021.

<sup>2</sup> Complementary Medicines Australia Industry Audit 2021.

For personal use only

In the period of July 2021 - October 2021, Biome has delivered 144 per cent growth in sales revenue, compared with the same period last year.

The strong sales growth in both the pharmacy and practitioner sales channels benefited from the Company's highly targeted marketing and education outreach, including television commercials and interviews that form part of the Company's strategic partnership with Terry White Chemmart, in addition to various education events.

### **New product launches**

In the September quarter, Biome launched Biome Eczema Probiotic in Australia, New Zealand and the United Kingdom.

Biome Eczema Probiotic is a live biotherapeutic (probiotic) clinically trialled to reduce the symptoms of mild eczema; a claim supported by the results of two studies undertaken by two separate publications that investigated its active ingredient, *Lactobacillus salivarius* LS01.

This month, the Company launched Biome Her Probiotic in Australia, New Zealand and the United Kingdom. Biome Her is a live biotherapeutic (probiotic) product intended to help women maintain and protect a healthy vaginal microbiome.

### **Certified B Corporation**

On 18 November 2021 Biome was certified as a B Corporation. Certified B Corporations are “businesses that meet the highest standards of verified social and environmental performance, public transparency, and legal accountability to balance profit and purpose. B Corps are accelerating a global culture shift to redefine success in business and build a more inclusive and sustainable economy”.<sup>3</sup>

This significant milestone is a testament to the Company's people, operations and positive impact.

Biome Australia Chairman, Ilario Faenza said: *“Biome's objective is to improve human health by making innovative precision probiotics and complementary medicines, supported by comprehensive clinical evidence. The relationship between the gut microbiome and human health is an active and rapidly advancing area of research.”*

*“While supporting health professionals to improve patient health outcomes, Biome has doubled its revenue over each of the last two financial years, with annualised sales revenue to October 2021 showing continued growth. It has a clear growth strategy that will be propelled by the IPO proceeds, accelerating commercialisation and product development.”*

Biome Australia Managing Director and Founder, Blair Norfolk said: *“With a vision to prevent disease and improve quality of life, coupled with a focused R&D program and strategic partnerships with experts in the gut microbiome, I founded Biome Australia.”*

<sup>3</sup> BCorporation website: <https://bcorporation.net/about-b-corps>



#### **Biome Australia Head Office**

16 Dover Street, Cremorne VIC 3121 AUSTRALIA



(03) 9017 5800



support@activated.co



www.biomeaustralia.com

*“Our R&D has and will continue to support the commercialisation of Biome’s products, and we’re proud to be an industry leader in probiotic clinical research with two clinical trials underway.*

*“We take a unique approach to educating and engaging with health professionals, demonstrated in our strategic partnership with Terry White Chemmart, and our expansion into the Australian, New Zealand and UK complementary medicine practitioner channels.*

*“As the Company embarks on this next stage of growth as an ASX-listed company, I’m excited about having the opportunity to expand our impact.”*

**–ENDS–**

Approved for release by the Biome Australia board of directors.

## **About Biome Australia Limited**

### **Biome Australia**

Biome Australia develops, licenses, commercialises 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.

Biome also develops, licenses and distributes a scientifically formulated, organic nutraceutical range, Activated Nutrients® and a sports performance and recovery range, Activated X Performance®, which is made exclusively for professional athletes.

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

### **Investor enquiries**

[cosec@activated.co](mailto:cosec@activated.co)

### **Media enquiries**

[media@activated.co](mailto:media@activated.co)



### **Biome Australia Head Office**

16 Dover Street, Cremorne VIC 3121 AUSTRALIA



(03) 9017 5800



[support@activated.co](mailto:support@activated.co)



[www.biomeaustralia.com](http://www.biomeaustralia.com)

## 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 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.*

*To the maximum extent permitted by law, Biome excludes and expressly disclaims all liabilities in respect of, and makes no representation or warranty, express or implied as to the fairness, currency, accuracy, reliability or completeness of information in this release or the accuracy, likelihood of achievement or reasonableness of any Forward Looking Statements (or any event or results expressed or implied in any Forward Looking Statements) contained in, implied by, the information in this release or any part of it, or that this release contains all material information about Biome or which a prospective investor or purchaser may require in evaluating a possible investment in Biome or acquisition of securities in Biome.*

*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.*

Certified



### Biome Australia Head Office

16 Dover Street, Cremorne VIC 3121 AUSTRALIA



(03) 9017 5800



support@activated.co



www.biomeaustralia.com