

ASX ANNOUNCEMENT

6 January 2025

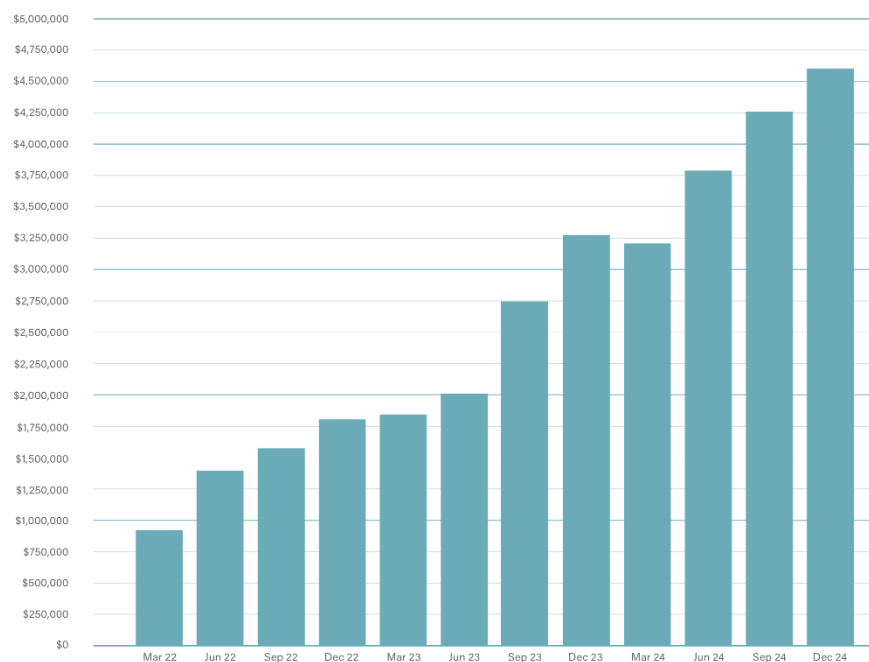
Biome reports record quarterly sales revenue for Q2 FY25

- *Biome* achieves another record in quarterly sales revenue of ~\$4.6m for Q2
- First half sales revenue reaches ~\$8.9m for H1 FY25, up 48.3% vs H1 FY24
- *Biome* achieves a compounded annual growth rate (CAGR) of 70.5% for the three years ending 31 December 2024
- Q2 Sales revenue represents an annualised run rate (ARR) of ~\$18.4m

Microbiome health company **Biome Australia Limited** (ASX: BIO) ('*Biome*' or 'the company') is pleased to provide a trading update for Q2 FY2025.

Biome's quarterly sales revenue totalled ~\$4.6m (unaudited) for Q2, representing ~\$100k increase on the market forecast (\$4.5m) shared on 27 November 2024. Traditionally December is the slowest month for the industry due to seasonality and reduced trading days, further highlighting the success of the quarter.

Quarterly Sales



Biome's Q2 sales revenue represents an annualised run rate of \$18.4m. Strong growth is expected to continue throughout the remainder of FY25, with the second half of the financial year being the strongest seasonal sales period for Biome.

Having reached positive EBITDA over the last three quarters and with the release of *Vision 27*, Biome's three-year strategic plan, Biome is now working on longer-term growth metrics. To achieve the top end of the revenue range of *Vision 27*, (\$85m cumulative sales for FY25-27) Biome needs to achieve a CAGR of ~45% over the three-year period. As at 31 December, Biome is running at a three-year CAGR of 70.5%.

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

"I am excited to share this result for Q2 FY25, another record quarter in sales revenue following our recent release of Biome's Vision 27, which outlined our growth plan and prospects over the next three years. I look forward to sharing further updates on Biome's growth and performance over the coming periods. As we enter our highest growth period, H2, we look forward to a strong close to FY25, bolstered by the cold and flu season, the launch of Activated Therapeutics product range and growth in key overseas markets."

-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

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Forward looking statements

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