

ASX ANNOUNCEMENT

2 April 2025

Biome reports strong sales revenue for Q3 FY25

- *Biome* achieves another high growth quarter in sales revenue, reaching ~\$4.5m for Q3, an increase of 41% vs PCP (Q3FY24)
- Financial year to date (FYTD) sales revenue reaches ~\$13.4m, up 46% vs PCP
- Same-store-sales grow 45% over the last 3 months (to Feb 25), vs PCP
- *Biome* achieves a compounded annual growth rate (CAGR) of 70% for the rolling three years to March 31 2025
- *Biome* was awarded the Terry White Chemmart retail supplier of the year
- *Biome* expects to report another quarter of positive EBITDA for Q3

Microbiome health company **Biome Australia Limited** (ASX: BIO) ('*Biome*' or 'the company') is pleased to provide a trading update for Q3 FY25.

Biome's quarterly sales revenue totalled \$4.5m for Q3 (unaudited), representing 41% growth vs the previous corresponding quarter (Q3 FY24). This result, reinforcing the record quarter in Q2, sets *Biome* up well to close out FY25. We look forward to our Q4 results, historically our strongest seasonal growth period of the year.

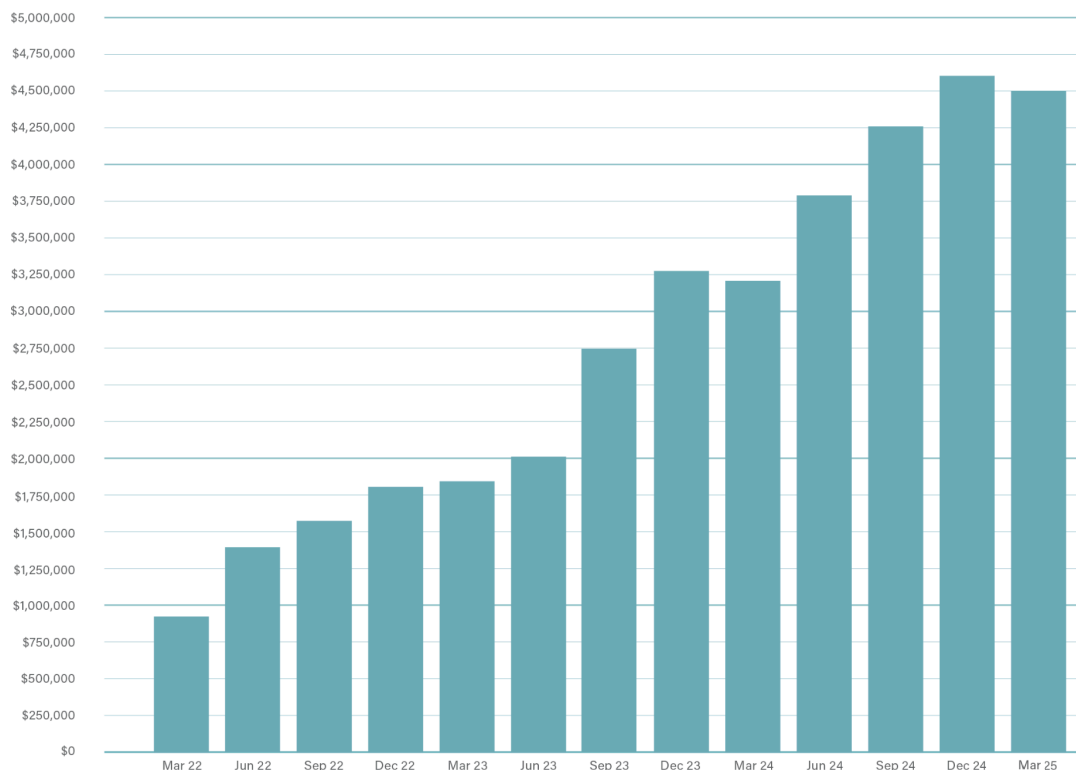
At the close of Q3, *Biome* has already surpassed the full year FY24 sales revenue and remains on track to achieve its longer-term sales revenue targets within the *Vision 27* strategic plan. The growth through the first nine months represents 46% increases vs PCP.

Same-store-sales, a key metric to present the underlying growth of the business was up 45% through December to February vs PCP. This result points to *Biome's* ability to and success in developing its existing business as a core driver to the recent growth in the sales revenue.

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In Q3, despite significantly reduced trading days and school holidays leading to the slowest seasonal quarter for the industry, *Biome* has maintained a compounded annual growth rate of 70% (from the rolling three years to March 30)

Quarterly Sales



Biome is pleased to share that it has been awarded the coveted retail supplier of the year award by Terry White Chemmart (TWCM) during the quarter. TWCM is both Australia's largest pharmacy group (with more than 600 pharmacies) and the leader in community pharmacy. This award placed *Biome* ahead of some of the largest companies in both the pharmaceuticals and vitamin industry, a proud moment of recognition for the *Biome* team. This result reinforces the strong sales

growth and service *Biome's* team are delivering in the community pharmacy industry. *Activated Probiotics* is now one of the leading brands by sales revenue in the practitioner only / professional vitamins category in Australian community pharmacy.

Biome will share its upcoming appendix 4C with the market later this month and expects to report its fifth consecutive quarter of positive EBITDA.

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

"I am excited to share this result for Q3 FY25, another strong quarter in sales revenue. March quarter is seasonally the slowest quarter in the industry, due to reduced trading days as well as pharmacy and practitioner customers being on school holidays. The team and I are thrilled with the steps forward made in Q3 backing up our record quarter in Q2 in less trading days.

As we enter the June quarter, Biome and our Activated Probiotics are well positioned for significant growth to close the financial year, aiming for our first full year of net profit. During Q4, there will be a number of new product launches and new customers commencing trading both locally and abroad. We look forward to sharing updates on these new innovations with the market throughout the quarter.

-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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