BIOME AUSTRALIA
ASX:BIO

Biome Australia

The Microbiome Health Company

Investor Update
ASX ANNOUNCEMENT

3 December 2021

Dear Shareholders

Following Biome's listing on the ASX, I would like to take the opportunity to personally welcome our new shareholders.

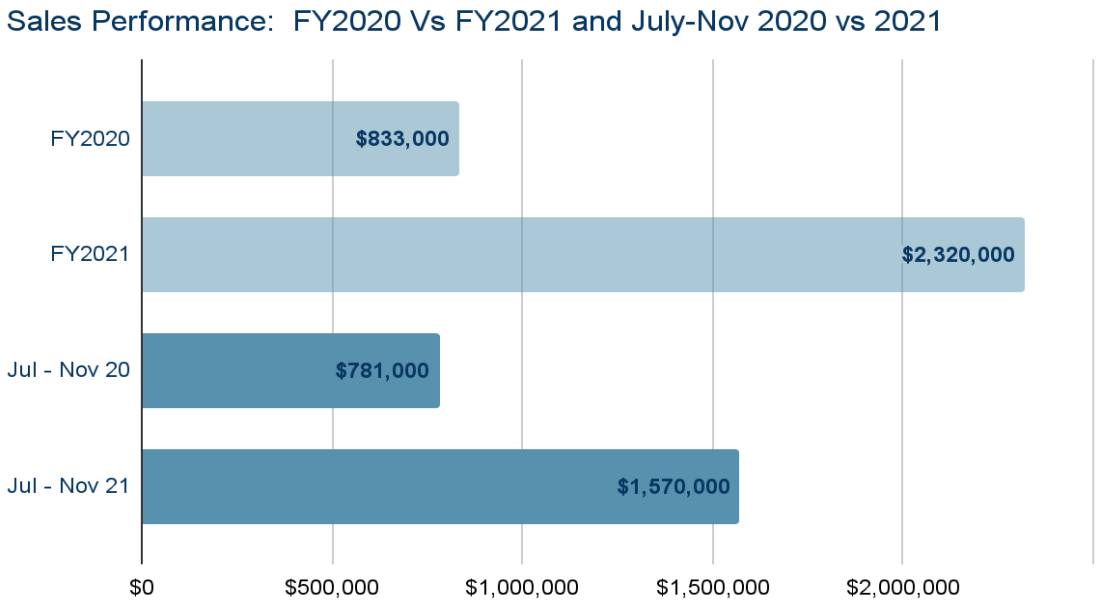
Company presentation

The Company will be undertaking an investor roadshow in conjunction with Biome's Annual General Meeting to be held on 10 December 2021. If you would like to attend, please contact your broker or the company directly at activatedcorporate@activated.co.

An investor presentation is being released as a separate announcement. The presentation will provide an overview of the Company, its recent operating performance, and growth strategy.

Sales update

The board is pleased to announce continued strong sales growth with unaudited sales of $341,000 in November 2021, resulting in FY2022 year to date revenue of $1.57m, which is a 100% increase on the previous corresponding period.



Certified B Corporation

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The strong sales growth in the 2022 financial year has been driven primarily by Biome's Activated Probiotics, live biotherapeutics (probiotics).

New product launches in Biome Eczema Probiotic and Biome Her Probiotic have further strengthened Biome's product portfolio, opening up new patient customer segments. Customers (health professionals) have reported positive patient outcomes and improvements in both mild eczema and female genitourinary health concerns following use of Biome Eczema Probiotic and Biome Her Probiotic, respectively.

Biome has three product launches planned for the second half of FY2022 – one health condition targeted probiotic, one targeting immune support and the other a new pack size of an existing line supporting antibiotic recovery. These products will be supported by clinical evidence and will be distributed both in community pharmacy and the independent health practitioner channel.

Retail pharmacy partner, Terry White Chemmart and pharmacy wholesaler Symbion, both reported that Biome's *Activated Probiotics* is the number one growth brand in the professional vitamin category within their networks for the 12 months to 31 October 2021.

The Company's recent sales trajectory has also benefited from the return of active field sales following the progressive easing of COVID-19 pandemic lockdown restrictions in the eastern states of Australia in recent months.

Community pharmacy continues to be Biome's largest distribution channel, while recent launches into the health food and practitioner channels with distributors, Oborne Health, Rener Health, Ariya and Vital.Ly have supported growth in this new channel. Independent health practitioners now represent more than 20% of Biome's total sales.

Growth is being supported in Biome's distribution channels through the company's education led sales model, products developed with robust clinical evidence behind them, the complementary sales opportunity alongside certain medications and good retail margins and gross profit. Biome's condition specific, precision probiotics are unique in that they equip pharmacists and health practitioners with clinical evidence to support their efficacy and by providing improved patient health outcomes.

The combination of providing improved patient health outcomes and strong gross profit for our wholesale customers is fuelling the Company's rapid growth.

Biome is an industry leader in clinical research into new areas for precision probiotics, with two clinical trials underway with La Trobe University and Federation University. The Company's R&D will continue to support the commercialisation of new products.

ASX announcements

The Company issued an ASX announcement before trading commenced on 30 November, which can be viewed here. In addition to a brief company introduction, it includes a summary of

recent sales growth, updates on new product launches, and confirms the Company's recent B Corporation certification.

AusBiz interview
You may also be interested in viewing an interview I did on 30 November 2021 with the media platform, AusBiz. It provides an introduction to the Company.

Thank you for the support you have given the Company through your investment.

–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.

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

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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 and November 2021 have not been audited or reviewed by Biome's auditors. Such information should not be taken as a guide for future performance.

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