Biome Australia Limited

Investor Presentation

December 2021



ASX:BIO

Disclaimer

This presentation and the information contained within it (the “information”) has been prepared solely for the use and benefit of the person to whom it is provided (the “recipient”).

It has been provided to the recipient on a strictly confidential basis solely for the purpose of assisting the recipient to determine whether it may be interested in participating in the investment opportunity described in this presentation (“Opportunity”) and if so, to participate in that process, and may only be used for that purpose.

This presentation contains selected information only and does not purport to contain all of the information that may be relevant to the Opportunity.

The information is not a prospectus, disclosure document, product disclosure statement or other offering document under Australian law or under any other law. This presentation has not been filed, registered or approved in any jurisdiction.

The information is provided for general information purposes only, without taking into account any person’s objectives, financial situation or needs.

It should not be relied on by the recipient in considering the merits of any particular transaction, including the Opportunity. The recipient should consider its own financial situation, objectives and needs and conduct its own independent investigation and assessment of the contents of the Information.

Past performance information included in this presentation is provided for illustrative purposes only, should not be relied upon and is not an indication of future performance.

Biome Australia Limited (“Company”) and its related bodies corporate, directors, officers, partners, employees, advisers, consultants and agents make no representation nor give any warranty, express or implied, as to the accuracy, completeness, reliability, timeliness or suitability of the information or that the information may be used in any given way or to achieve any given result.

Any forward-looking statements or projections included within the information have been prepared by the Company and its representatives and represent the subjective views of the Company’s management and representatives and their current estimates of future performance. These forward looking statements and projections are not guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of the Company, which may or may not prove to be correct and the recipient must form its own view on their subject matter.

The Company is under no obligation to notify the recipient or provide further information to the recipient should the Company or its representatives become aware that any information is inaccurate or out of date, has changed or is incomplete.

The recipient must, and agrees with the Company that it will, make its own independent assessment of the accuracy, completeness, reliability, timeliness and suitability of the information and its own determination of whether the information is appropriate to be used for any given purpose. The recipient will rely upon the information at its own risk.

To the maximum extent permitted by law, the Company and its related bodies corporate, directors, officers, partners, employees, advisers, consultants and agents exclude and disclaim all liability for any expenses, losses, damages or costs incurred or suffered by the recipient or any other person arising from or in connection with use or reliance on (in any manner) the information or the recipient’s participation in the Opportunity, whether the expenses, losses, damages or costs arise because of negligence, default, misrepresentation or some other cause, and whether or not foreseeable. To the maximum extent permitted by law, the recipient (on its own behalf and on behalf of each of its representatives) unconditionally and irrevocably releases the Company and its related bodies corporate, directors, officers, partners, employees, advisers, consultants and agents from all claims and liability. The Company holds this release for itself and on trust for its related bodies corporate, directors, officers, partners, employees, advisers, consultants and agents.

Executive Summary

Live biotherapeutic probiotics and complementary medicines supported by clinical evidence

- Activated Probiotics® supported by randomised double-blind placebo-controlled trials
- R&D to support continued commercialisation, including 2 new clinical trials underway
- 11 products are listed with Therapeutic Goods Administration in Australia
- Intellectual property protected
- Scalable production

Founded by Managing Director and CEO, Blair Norfolk

Strong sales growth

- +178% growth in FY21 Sales $2.32m vs FY20 ($833k)
- +100% growth in FY22 YTD Sales (July - Nov 2021) $1.57m vs PCP

Unique distribution and sales strategy

- Sold via qualified health practitioners in pharmacies and private practice, as well as traditional retail distribution and online
- 'Companion selling' opportunities
- Products located at script-in counter

Trusted distribution channels

- Over 2,300 distribution points in Australia, with sales of Activated Probiotics® also in the UK and NZ
- Strategic pharmacy distribution deal with Terry White Chemmart, one of Australia's leading retail pharmacy networks

23 products across 3 brands – Activated Probiotics®, Activated Nutrients®, Activated X Performance®

- Gut health and beyond
- Measurable effect on poor bone health, iron malabsorption, mild eczema, IBS, & mood & sleep disturbances
- Two new products released already in FY22 - Biome Eczema Probiotic & Biome Her Probiotic

Who are we?

Biome Australia - The Microbiome Health Company



Our Vision

To prevent disease and improve quality of life.

Our Mission

To prevent disease and improve health and wellbeing with accessible evidence-based complementary medicines and education-focused engagement with health professionals and consumers.



What We Do

- Research, development and commercialisation of clinically backed complementary medicines
- Aim to improve health outcomes for customers
- Utilising trusted distribution channels e.g. community pharmacy, independent health practitioners and online selling (B2C)
- Develop trust with health professionals by providing thorough education leading to active recommendations to their patients
- Offering unique products that can be sold alongside (adjunct) a number of medications pharmacists commonly prescribe to their patients
- Providing services, such as Bone Health Clinics, for pharmacies and consumers to foster long-term relationships
- Supporting health professionals to improve the health outcomes of their patients

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”*.

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

Certified

B

Corporation

This company meets the highest standards of social and environmental impact

What is our addressable market?

Market size and opportunity



The Market Opportunity - Complementary Medicine

Biome has an addressable market of $4.6bn in the complementary medicine industry

Complementary medicines industry estimated to be worth $5.69b in FY21

Industry has seen a period of strong growth and doubles over the last decade

7 out of 10 Australians regularly use a complementary medicine

Biome has the opportunity to access up to 80.3% of this addressable market[1]

Complementary Medicine (CM)



(1) CMA Industry Audit 2021 p. 5 (Biome Australia has access to 80.3% of CM market via pharmacy, health food stores, online, speciality retailers and direct selling)

The Market Opportunity - Adjunct to Medications

Secondary market with high barrier of entry

Given the high level of clinical evidence associated with Biome Australia products, Biome Australia has created a secondary market within community pharmacy.

When a pharmacist prescribes a medication for a particular health condition that Biome Australia also has a product to support, a companion sale can be made. Biome Australia refers to this market as “the adjunct medication market”.

Biome Australia is not aware of any other major competitors in this market



(1) http://medicarestatistics.humanservices.gov.au/statistics/pbs_group.jsp

What we do?
Where we do it?

Biome’s products & go to market strategy





Products Supported by Clinical Evidence

IP and Research

23 products in portfolio and growing

- Biome Australia's key live biotherapeutic products and a key nutraceutical product are supported by clinical evidence of efficacy
    - A number of live biotherapeutic products (AP and AXP) are supported by placebo-controlled, double blind, randomised clinical trials on the finished products
    - A number of other products (AP and AN) are supported by clinical studies on their key active ingredients
- Innovative condition specific probiotic products
- 3 sponsored clinical trials in 2021-2022
- Innovative live biotherapeutic microencapsulation delivery technology – supporting 5x greater survivability of probiotic bacteria compared to uncoated probiotics
- 15 proprietary formulations (probiotic and nutritional products)

Australian research partners

LA TROBE UNIVERSITY

Federation University

Biome Eczema Probiotic - Patient Results



“Jude and his mum has said thank you so much. They had tried every skin cream/soap/tablet and nothing has worked up until now. If you recall, Jude told one of the boys at school who asked what was wrong with his skin that he didn’t need to worry because soon it would be ‘brand new’. Looks like he is getting very close to that! I was also told that he could go for a swim in the ocean for the first time the other day without his skin stinging from the salt water.” Casey Shannon - Pharmacist (QLD)

Practitioner’s Feedback



Jade Walker
BHsC Naturopath

BIOME IRON + PROBIOTIC

Using Activated Probioitcs has been a game changer in my clinic. In particular, the Biome Iron+ product has completely changed the way we help clients with iron deficiency. As a Naturopath, I would constantly see women with anaemia, and yet they'd been using diet approaches and iron supplements for years to no avail. In our field we've always understood that poor absorption in the gut was one key factor, however there wasn't really a product that specifically targeted this problem. Once I started prescribing Biome Iron+, I started to see drastic results in iron, particularly ferritin stores, going up. On a personal level, I also used Biome Iron+ in my twin pregnancy and was able to increase my ferritin from 45 in November (having never budged above 50 for many years), to 63 in January in my second trimester. This is now one of my most prescribed products in clinic.



Telmar Emilsdottir - Naturopath

BIOME ADVANCED PROBIOTIC

Just wanted to tell you about my client. She was diagnosed with breast cancer recently, and she started a very aggressive chemotherapy almost 3 weeks ago.Within days she began to experience severe diarrhoea, which continued for more than two weeks, day and night. She took some probiotics she already had at home but they did not help. First day of taking the Advanced Probiotic the diarrhea stopped but stool was still loose. After three days of taking the Advanced her bowel movements are almost back to normal! 👏🏻👏🏻👏🏻👏🏻 how good is that!!!! We are both AMAZED by the results and how well it's working for her! 🙌🏻🙌🏻🙌🏻🙌🏻 I knew how good it was and I love it myself but that's a pretty dramatic change in such a short period! She's experiencing so many bad side effects from the chemo and it's so good that now there's one less side effect to worry about! ❤️
Thanks guys for the amazing products!
***Her oncologist said it was ok for her to take probiotics during chemo!



Fiona Leonard

Bachelor Health Science (Naturopathy)
Grad Certificate Medicine Comp Med
ANTA 9853

BIOME BREATHE

I happened to prescribe Biome Breathe for a clients 10 yr old son just to try. He’d been on antihistamínes for about 2 years. Within 2 weeks she said it has completely changed his life.
* symptoms gone
*sleeping really well and so has more energy and better moods
* he loves to take it everyday where previously notoriously difficult to get him to try anything - loves the taste
I was blown away and they are one very happy family



Carrun Squires
Naturopath

BIOME LIFT

I prescribed Biome Lift to a client whose mood declined significantly during Melbourne's lockdown. He was consistent for a couple of months and then noticed his mood declining and couldn't figure out what had changed ... still working from home, lack of social support and human contact, diet ... all the same. Then he realised that he had finished his second box of Lift a couple of weeks before. So I prescribed another two month's worth - he has now been off a couple of weeks again but mood seems to be holding even though all other parameters remain the same. He's a pretty happy chappy!



Sheree Ronai-Horvath

Studied Naturopathy at
Endeavour College of
Natural Health - Melbourne

BIOME HER

I have a patient who has chronic, recurrent thrush. We started with Biome Her and some dietary modifications and for the last two months she hasn’t had any thrush symptoms, even around menstruation which was when it would be its worse!
She’s over the moon

BIOME AUSTRALIA

Activated Probiotics

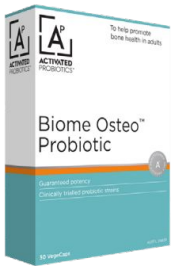
Practitioners & Pharmacies

COMPETITIVE ADVANTAGE

- Microencapsulation technology - supports 5x greater survivability
- Condition specific probiotics
- Fridge free
- Clinical evidence of efficacy for a number of products and strains
- Pharmaceutical grade packaging

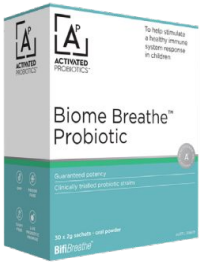
GMP | ONE A DAY FORMULATION | FRIDGE FREE | VEGAN





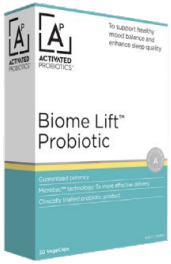
Biome Osteo™ Probiotic

To help promote bone health in adults



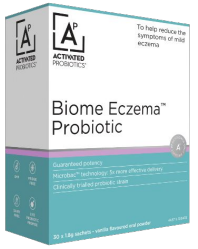
Biome Breathe™ Probiotic

To help stimulate a healthy immune system response in children



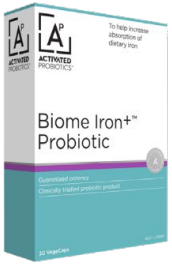
Biome Lift™ Probiotic

To support healthy mood balance and enhance sleep quality



Biome Eczema™ Probiotic

To help reduce the symptoms of mild eczema



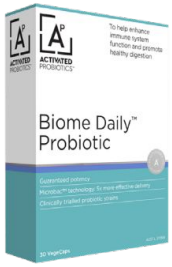
Biome Iron+™ Probiotic

To help increase absorption of dietary iron



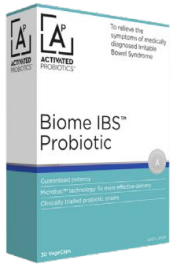
Biome Daily Kids™ Probiotic

To help reduce the occurrence and duration of common colds



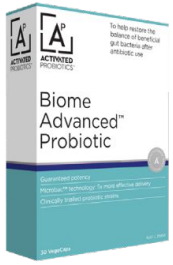
Biome Daily™ Probiotic

To help enhance immune system function and promote healthy digestion



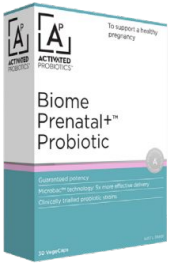
Biome IBS™ Probiotic

To relieve the symptoms of medically diagnosed Irritable Bowel Syndrome



Biome Advanced Probiotic

To help restore the balance of beneficial gut bacteria after antibiotic use



Biome Prenatal+™ Probiotic

To support a healthy pregnancy

Activated Probiotics® Range – Health Functions

Broad category coverage

	Immune Health	Antibiotic Recovery	Female Health	Infant and Child	Condition Specific	Gut Health / IBS / Inflammation
Biome Daily	X	X				X
Biome Daily Kids	X	X		X		X
Biome Lift	X			X	X	X
Biome Advanced	X	X				X
Biome Osteo	X		X		X	X
Biome Breathe	X			X	X	
Biome IBS				X	X	X
Biome Iron +			X		X	X
Biome Prenatal +	X		X		X	
Biome Eczema	X			X	X	
Biome Her		X	X		X	

Activated Nutrients

Practitioners & Pharmacies

CONSUMER BENEFITS

- Certified organic (8 of 9 Products)
- Vegan
- Wholefood nutrients
- Prebiotics & probiotics (5 of 9 Products)

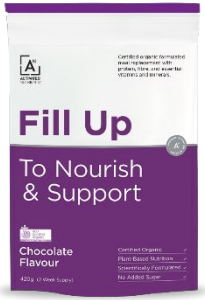
Professional Weight Range



Slim Down

Meal Replacement

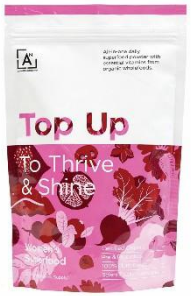
Slim down contains Appethyl®, a patented spinach leaf extract made up of thylakoids, that is intended to promote appetite control and weight management.



Fill Up

Nutrition Support

A chocolate flavoured certified organic and vegan formulated meal replacement for elderly nourishment and weight management



Top Up Women

Multivitamin+

A certified organic, vegan daily wholefood nutraceutical with essential vitamins from 45 organic wholefoods



Top Up Men

Multivitamin+

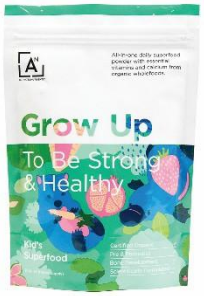
A certified organic, vegan daily wholefood nutraceutical with essential vitamins from 40 organic wholefoods



Top Up 50+

Multivitamin+

A certified organic, vegan daily wholefood nutraceutical with essential vitamins and calcium from 40 organic wholefoods



Grow Up Kid

Multivitamin+

A certified organic, vegan daily wholefood powder with essential vitamins and calcium from 20 organic wholefoods



Tone Up

Coconut Protein

A certified organic, vegan, coconut-flavoured protein nutraceutical with probiotics intended to support muscle growth and weight management



Build Up

Vanilla Protein

A certified organic, vegan, vanilla-flavoured protein nutraceutical intended to support muscle growth and tissue repair



Power Up

Energy Powder

A certified organic and vegan nutraceutical combination of organic wholefoods and wholefood extracts intended to promote energy production.

Direct To Consumer / Direct To Professionals

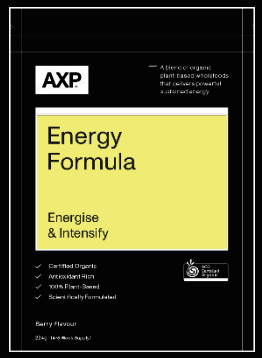
ATHLETE BENEFITS

- Certified organic (2 of 3 Products)
- Vegan
- Clinically trialled recovery probiotic
- HASTA™ tested
- Scientifically formulated

TEAM PLAYERS USING AXP

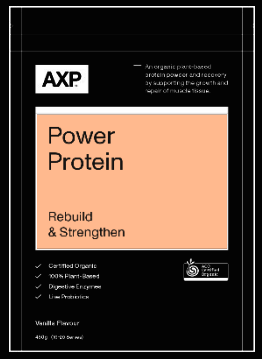
Several national and international professional sporting teams currently use AXP products, and AXP is the official High Performance Partner of Hawthorn Football Club





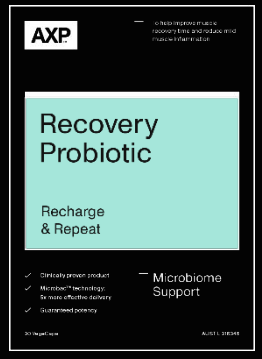
AXP Energy Formula

A certified organic and vegan proprietary blend of organic wholefoods and wholefood extracts to promote energy production



AXP Power Protein

A certified organic and vegan protein powder to support the growth and repair of muscle tissue.



AXP Recovery Probiotic

A HASTA™ Certified live biotherapeutic to help improve muscle recovery time and reduce mild muscle inflammation.

Ambassador:

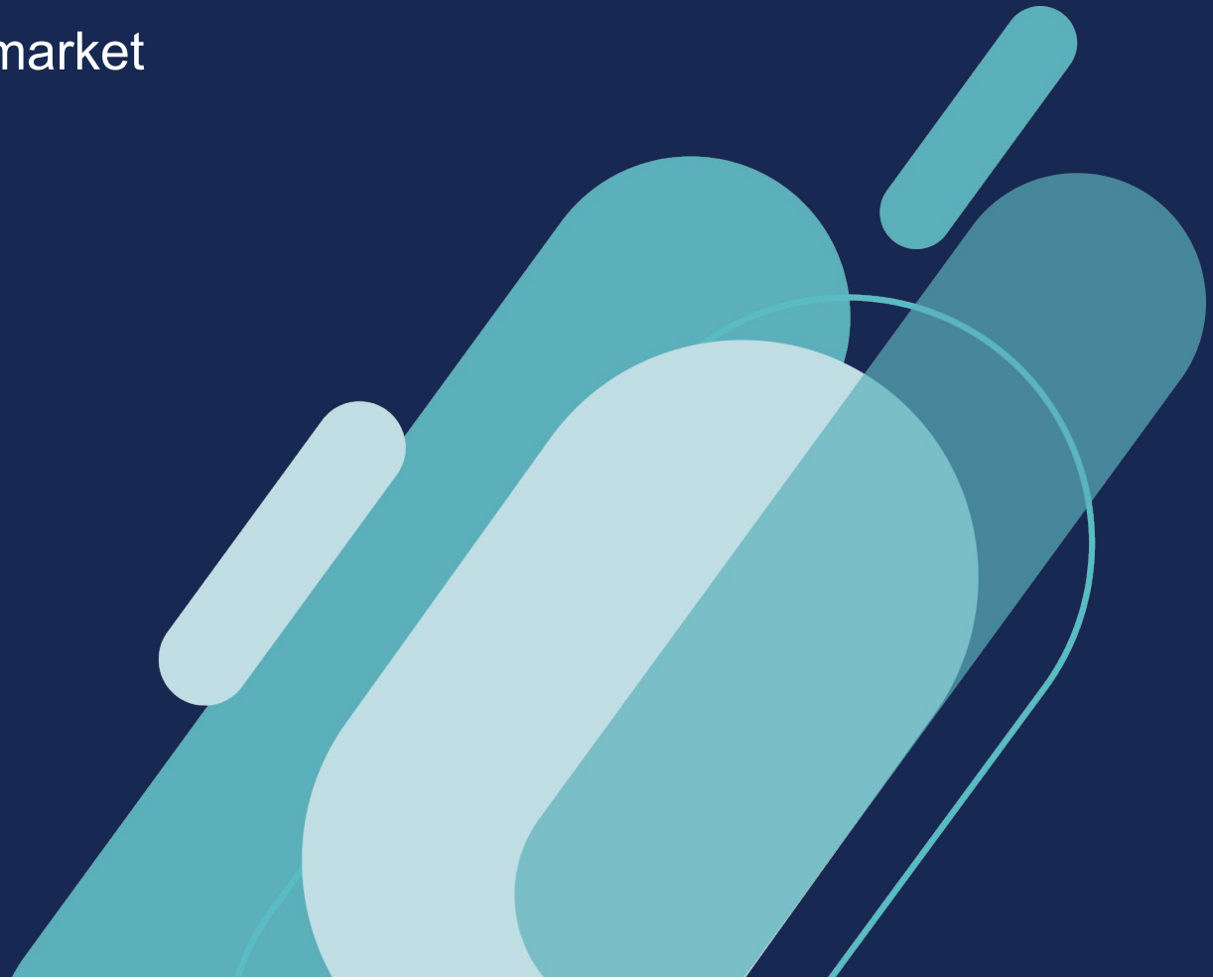


Jaeger O'MEARA

#10 MIDFIELDER

How do we distribute?

Distribution network & market



Primary distribution channels

Focus on Community Pharmacy and independent health practitioners



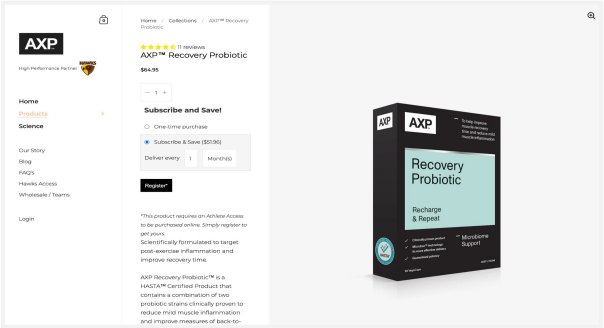
Australian community pharmacies

- Community pharmacies are Biome Australia's core distribution market and are commonly full-service and health-oriented
- Community pharmacies offer a more premium experience to customers and are a good fit for Biome Australia's unique range of products
- Our products are sold as stand-alone complementary medicines or via pharmacist-recommendations as adjunct products alongside various medications
- Targeted approach in identifying the most well-aligned pharmacy banner groups to partner with.



Specialist retailers - independent health practitioners

- This channel is a non-retail professional channel made up of independent health practitioners in private practice
- This includes complementary medicine practitioners (such as naturopaths and nutritionists) and other health professionals who make use of complementary medicines, such as dieticians and integrative doctors
- Includes independent health practitioners in Australia, New Zealand and the United Kingdom



Online Selling

- Activated Nutrients® and Activated X Performance® are sold directly to consumers online
- Activated Probiotics®, as a practitioner-only brand, is not available online to protect its reputation

Australian Distribution Network

Biome Australia currently has over 2000 distribution points, including over 1300 community pharmacies. Within its existing distribution network of pharmacy banner groups, it has access to another 625 community pharmacies.

Community Pharmacy Partners:

TerryWhite Chemmart
Ramsay Pharmacy
Pharmacist Advice
advantage PHARMACY
CHEMISTWORKS
Slade Pharmacy
Soul Pattinson Chemist
Pharmacy Choice
Malouf PHARMACIES
Pharmacy 777
Blooms THE CHEMIST
Capital Chemist
WHOLELIFE PHARMACY & HEALTHFOODS
WIZARD pharmacy

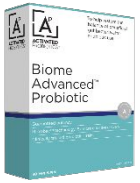
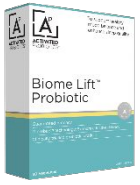
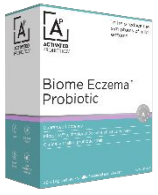
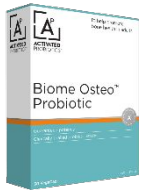
Authorised Distribution Partners:

symbion
api
vital.ly
OBORNE HEALTH SUPPLIES
RENER HEALTH PRODUCTS



Pharmacies
Health food stores
Specialist retailers
Online selling
Direct selling

Adjunct Medication Opportunity Australia

ATC medication category	Medication volume July 2020-June 2021	Activated Probiotics Product with adjunct opportunities within the ATC category
GENERAL ANTI-INFECTIVES	**10M** Prescriptions per year	 **Biome Advanced Probiotic** To help restore the balance of beneficial gut bacteria after antibiotic use
NERVOUS SYSTEM	**48M** Prescriptions per year	 **Biome Lift Probiotic** To support healthy mood balance and enhance sleep quality
RESPIRATORY SYSTEM	**12M** Prescriptions per year	 **Biome Breathe Probiotic** To help stimulate a healthy immune system response in children
DERMATOLOGICAL	**3M** Prescriptions per year	 **Biome Eczema Probiotic** To help reduce the symptoms of mild eczema
MUSCULO-SKELETAL SYSTEM	**7M** Prescriptions per year	 **Biome Osteo Probiotic** To help promote bone health in adults

Source: http://medicarestatistics.humanservices.gov.au/statistics/pbs_group.jsp



Training and Education Driven Promotion

Unique Education and Service Sales Model Drives Sales in Australia, UK and NZ

Education-focused promotion

- The Biome sales team is a mix of practitioner education consultants and territory managers
- Practitioner education consultants undertake education-driven engagement in key distribution channels
- Training and education aims to provide product and scientific knowledge to pharmacists, key pharmacy staff and independent healthcare practitioners and develop stronger trust and relationships with them
- This aims to motivate them to actively recommend and sell Biome Australia products
- Digital educational content and assets effectively support the national sales team in servicing practitioner markets
- Education-focused promotion ensures that the sales potential of each pharmacy and independent health practitioner clinic is maximised

Service-driven engagement

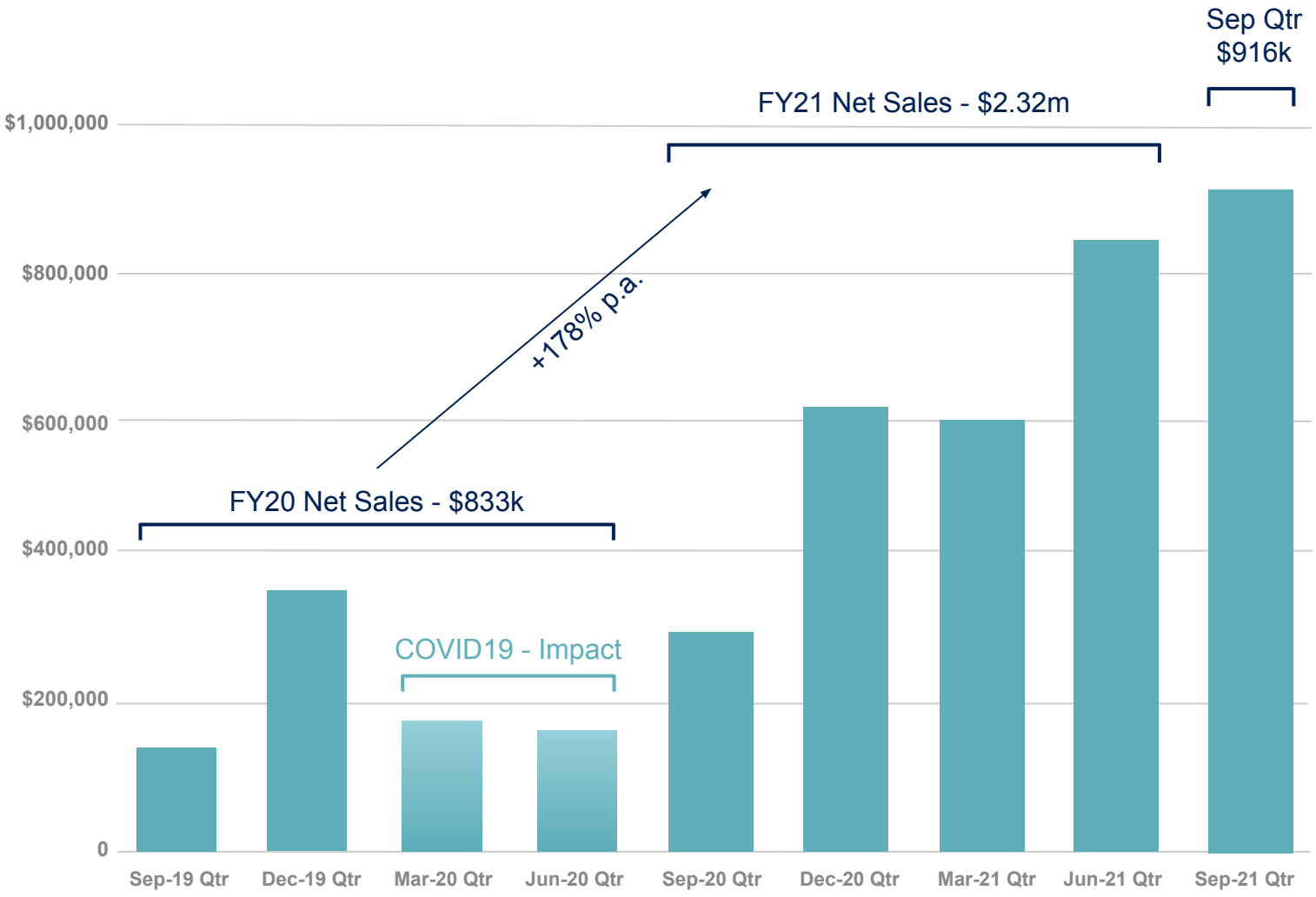
- Developed an alternative model to traditional pharmacy sales calls
- Education-focused calls are combined with in-store consumer experience services, such as the Bone Health Clinic, which are intended to further drive sales and build trust/loyalty

Financial snapshot

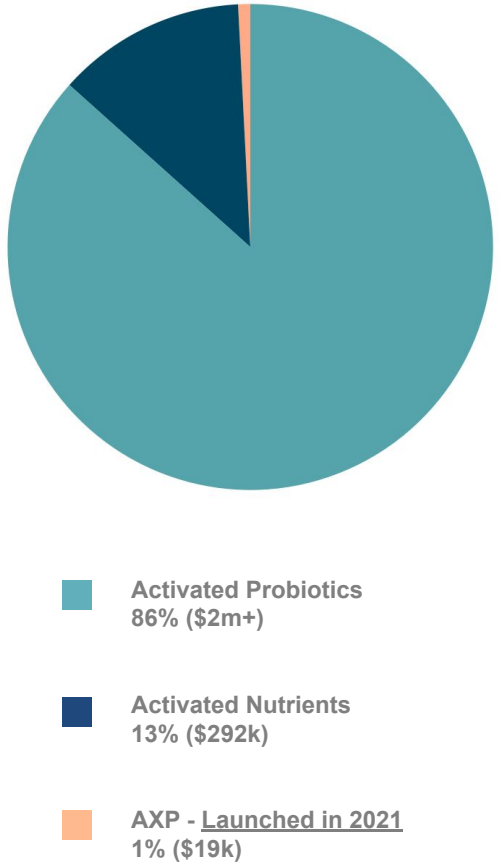


Quarterly Net Sales

Track record of rapid growth



FY21 Sales by Brand



Business Growth Drivers

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

- Biome has delivered strong sales growth with unaudited sales of $341,000 in November 2021, resulting in FY2022 year to date revenue of $1.576m, which is a 100% increase on the previous corresponding period.

- 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 urinary genitory health concerns following use of Biome Eczema Probiotic and Biome Her Probiotic, respectively.

- 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.

- 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.

Growth Strategy

Expanding the Product Range

International Expansion

Internalise High Margin Functions



Growth strategies

Products supported by clinical evidence

Immediate term (12 months)

- Focus on sales and marketing to improve sell-through to existing customers
- Build on launch of Biome Her Probiotic in Nov 2021 Launch – a female-specific live biotherapeutic probiotic product under Activated Probiotics®
- Grow revenue in recently launched independent health practitioners' distribution channel in AU, UK and NZ
- Increase distribution into additional pharmacies within its existing community pharmacy banner groups

Short term (2 – 5 years)

- Grow sales revenue in community pharmacy channel through product education
- Biome will continue to develop its ‘adjunct medication market’ within the community pharmacy channel
- Expand European sales – increase distributors in the United Kingdom, increase marketing budget and invest in additional sales and education staff
- Ongoing expansion of product portfolio with focus on novel products to address patients unmet medical needs

Long term (5+ years)

- Explore distribution opportunities in new markets across Europe, North America and Asia-Pacific
- Ongoing expansion of product portfolio with focus on novel products to address patients unmet medical needs
- Explore further optimisation of manufacturing processes

Future EU Expansion

- Australian and UK practitioner channels and network enables expansion into EU
- Biome Australia intends to grow its European sales over the next 2-5 years by increasing the number of distributors in the United Kingdom, increasing marketing spend and recruiting and training additional sales and education staff
- Biome Australia intends to explore and develop distribution opportunities in new markets across Europe in the long term



Board and Management



DOMINIQUE FISHER
Non-Executive Director

- Couples her experience in tech driven businesses with a strong focus on risk mitigation and financial management
- Worked in a range of sectors in both executive and non-executive roles including: insurance, procurement, publishing, media, wholesale manufacturing, retail, biotech, e-commerce, business mobility software, performing arts, location data, digital and internet services, transport & logistics, artificial intelligence, property development, telecommunications, edtech, postal services, advertising & professional services.
- Ms Fisher has coupled her executive career with an extensive non-executive career, having served on 4 ASX listed companies, IAG, Circadian Technologies/ Opthea , Pacific Brands and Trimantium GrowthOps (two as Chair) including two IPOs (IAG and TGO); numerous private companies including Integrity Life Group, various government and private advisory boards at both state and federal for both major political parties, Geoscape Australia and government agencies including the Sydney Opera House , Australia Post and the Australian Council for the Arts.



ILARIO FAENZA
Chair

- Over 30 years of corporate and director experience in Australia, United States, New Zealand and the United Kingdom.
- He has built and worked with more than 30 companies over the past 30 years including roles as Chief Operating Officer, Managing Director, Executive Director, Advisor, Executive Director, Executive Chairman, Non-Executive Director and Non-Executive Chairman.
- Mr Faenza has also been a Director of multiple ASX listed companies over the past 22 years.
- Mr Faenza has chaired the audit and risk committee and served on the remuneration committee for ASX listed Eftel Limited, served as a member of the audit and risk committee and Remuneration committee for ASX Listed Tel.Pacific Limited.
- Mr Faenza managed the Scheme of Arrangement for People Telecom Limited in relation to its merger with M2 Group Limited.



BLAIR NORFOLK
Managing Director

- More than 10 years in the pharmaceutical and natural medicine industries, Blair now serves as Managing Director of Biome Australia Limited.
- Prior to becoming the Managing Director of Biome Australia, previously served as both the Chief Operating Officer and founding Managing Director of Biome Australia.
- Over the past three years at Biome Australia, Blair's entrepreneurial management style has led to Biome Australia's early success in securing unique products, facilitating multiple clinical trials, raising over $10m capital, gaining national and international distribution and recruiting Biome Australia's team.
- Blair is a member of the Australian Institute of Company Directors (AICD).
- He holds a Master of Advanced Marketing from Monash University and a Bachelor of Commerce – Marketing / Accounting from Deakin University.

Summary

Strategically positioned, driving rapid growth in complementary medicines

- +178% growth in Net Sales FY21 ($2.3m) vs FY20 ($833k)
- Q1 FY22 Annualised Revenue of $3.6m
- +100% growth in FY22 YTD Sales (July - Nov 2021) $1.57m vs PCP
- 23 products distributed through over 2,300 pharmacies and health practitioners in Australia, NZ and the UK
- Innovative probiotic and complementary medicines targeting specific conditions, based on clinical evidence
- Strong IP protection and scalable production
- Regulatory approvals include 11 TGA listings in Australia
- Founder led, with experienced management team with a clear growth strategy
- Funded from Nov 2021 IPO to accelerate commercialisation and product development

Appendices



Appendix 1 – Examples of Clinical Research/Publications

Biome Daily
Berggren A, Lazou Ahrén I, Larsson N, Önning G. Randomised, double-blind and placebo-controlled study using new probiotic lactobacilli for strengthening the body immune defence against viral infections. Eur J Nutr [Internet]. 2011 Apr 28;50(3):203–10. Available from: http://link.springer.com/10.1007/s00394-010-0127-6

Busch R, Gruenwald J, Dudek S. Randomized, double blind and placebo controlled study using a combination of two probiotic Lactobacilli to alleviate symptoms and frequency of common cold. Food Nutr Sci [Internet]. 2013;04(11):13–20. Available from: http://www.scirp.org/journal/doi.aspx?DOI=10.4236/fns.2013.411A003

Biome Breathe
Drago L, Iemoli E, Rodighiero V, Nicola L, De Vecchi E, Piconi S. Effects of Lactobacillus salivarius LS01 (DSM 22775) treatment on adult atopic dermatitis: A randomized placebo-controlled study. Int J Immunopathol Pharmacol. 2011;24(4):1037–48. Available from: https://journals.sagepub.com/doi/10.1177/039463201102400421

Biome Lift
Marotta A, Sarno E, Casale A Del, Pane M, Mogna L, Amoruso A, et al. Effects of probiotics on cognitive reactivity, mood, and sleep quality. Front Psychiatry. 2019;10(164):1–11. Available from: https://www.frontiersin.org/articles/10.3389/fpsyt.2019.00164/full

Biome Osteo
Jansson PA, Curiac D, Lazou Ahrén I, Hansson F, Martinsson Niskanen T, Sjögren K, et al. Probiotic treatment using a mix of three Lactobacillus strains for lumbar spine bone loss in postmenopausal women: a randomised, double-blind, placebo-controlled, multicentre trial. Lancet Rheumatol [Internet]. 2019;1(3):e154–62. Available from: https://www.thelancet.com/journals/lanrhe/article/PIIS2665-9913(19)30068-2/fulltext

Ongoing Research in 2021

Biome Osteo in partnership with La Trobe University

Biome Lift in partnership with La Trobe University

Biome Iron
Hoppe M, Önning G, Berggren A, Hulthén L. Probiotic strain Lactobacillus plantarum 299v increases iron absorption from an iron-supplemented fruit drink: A double-isotope cross-over single-blind study in women of reproductive age. Br J Nutr. 2015;114(8):1195–202. Available from: https://www.ncbi.nlm.nih.gov/pmc/articles/PMC4594053/

Hoppe M, Önning G, Hulthén L. Freeze-dried Lactobacillus plantarum 299v increases iron absorption in young females - Double isotope sequential single-blind studies in menstruating women. PLoS One. 2017;12(12):1–15. Available from: https://journals.plos.org/plosone/article?id=10.1371/journal.pone.0189141

AXP Recovery Probiotic
Jäger R, Purpura M, Stone JD, Turner SM, Anzalone AJ, Eimerbrink MJ, et al. Probiotic Streptococcus thermophilus FP4 and Bifidobacterium breve BR03 supplementation attenuates performance and range-of-motion decrements following muscle damaging exercise. Nutrients. 2016;8(10):1–11. Available from: https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5084029/

Appethyl (Activated Nutrients Professional Range - Slim Down)
Montelius C, Erlandsson D, Vitija E, Stenblom EL, Egecioglu E, Erlanson-Albertsson C. Body weight loss, reduced urge for palatable food and increased release of GLP-1 through daily supplementation with green-plant membranes for three months in overweight women. Appetite [Internet]. 2014;81:295–304. Available from: http://dx.doi.org/10.1016/j.appet.2014.06.101

Stenblom EL, Egecioglu E, Landin-Olsson M, Erlanson-Albertsson C. Consumption of thylakoid-rich spinach extract reduces hunger, increases satiety and reduces cravings for palatable food in overweight women. Appetite [Internet]. 2015;91:209–19. Available from: http://dx.doi.org/10.1016/j.appet.2015.04.051

Appendix 2 - Senior Management



DOUGLAS LOH
Chief Financial Officer

- Douglas holds a Bachelor of Economics (Hons) from the University of Monash, is a CPA and a Member of the Australian Institute of Company Directors.
- Over 30 years of advisory, company management, investment management, and market research experience with a focus on smaller companies.
- Founding member of Acorn Capital in late 1998, Australia's first boutique investment manager specialising solely on the Australia microcap sector.
- 19-year career at Acorn Capital included roles as Portfolio Manager, CFO, COO and Executive Director of the Company.
- For more than 10 years, Douglas as Portfolio Manager was responsible for managing the firm's microcap portfolios and growing its funds under management (FUM) to more than $1.3 billion.
- In 2013, Douglas become Head of Equities with direct responsibilities for Acorn Capital's new Asian small cap strategy.



DR. JAROSLAV BOUBLIK
Chief Science Officer

- B.Sc. (Hons) Chemistry, Monash University, in 1981
- Ph.D.(Med) Medicine, Monash University, in 1985
- Associate Member, Australian College for Nutritional and Environmental Medicine, Member of the Royal Australian Chemical Institute, and a Chartered Chemist.
- Member of the Monash University and Fulbright Alumni Associations.
- Conducted research at Prince Henry's Hospital Medical Research Centre, The Shanghai Institute of Biochemistry in China, The Salk Institute, La Jolla USA, and the Baker Medical Research Institute in Melbourne, Australia.
- Previously held a Fulbright Postdoctoral Fellowship, a Neil Hamilton Fairley Postdoctoral Fellowship, and was an R. Douglas Wright Fellow.
- 30 peer reviewed and invited articles in scientific journals and is an inventor on four patents.
- Dr. Boublik is a consultant to the nutrition R&D sector and has been a board member of several companies in nutritional medicine and complementary medical research and development.
- Between 2008 and 2017 in the USA, he developed dozens of new products for client companies in nutrition, sports performance, hydration and functional foods.
- Three years as Lead OHSE Auditor for Australia's peak scientific and industrial research organization, CSIRO.



REBECCA EDWARDS
Education Director

- Speaker, writer, educator, and qualified naturopath (BA, Adv Dip Nat, Dip Nut)
- More than fifteen years of experience educating on all aspects of complementary and integrative health, delivering naturopathic education to healthcare practitioners around the world
- Rebecca has lectured to undergraduate students in Australia, the UK, and the US, and is a passionate and inspiring speaker
- Grew up in a medical family (cardiothoracic surgeon father and microbiologist mother) and always knew she would work in the world of health
- After being inspired by a naturopath, she decided to follow a more holistic pathway
- Initially undertook a degree in English and History before qualifying as a naturopath
- Rebecca has always been interested in people and learning, being fascinated by the connection between human health and the natural world.
- Rebecca inspires our national team of educators to provide high quality, evidence-based education on the fascinating world of the microbiome.

BIOME AUSTRALIA

Certified B Corporation

This company meets the highest standards of social and environmental impact

Contact details:

Blair Norfolk, CEO e: blair@activated.co
Ilario Faenza, Chair e: ilario@activated.co

Websites:

biomeaustralia.com
activatedprobiotics.com.au
activatednutrients.com
activatedxperformance.com.au

Biome Australia Limited
Company Presentation
Dec 2021

