Biome Australia Limited

Investor Presentation: H1 FY23

Blair Norfolk, CEO

Douglas Loh, CFO

Certified B Corporation

This company meets the highest standards of social and environmental impact



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Our mission

To prevent disease, improve health outcomes and quality of life, and make our products accessible to all

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About Biome Australia

Biome Australia (ASX: BIO) is focused on becoming a global leader in the complementary medicine industry, offering clinically-proven condition-specific probiotic products fueled by novel clinical research programs to cement and extend the evidence base of its probiotic products.

Activated Probiotics®, Biome's flagship range of novel live-biotherapeutics (probiotics), was created in partnership with world leading organisations in microbiome research and utilises innovative delivery technologies that improves their stability and efficacy.

Biome is a certified B Corporation, a designation that a business is meeting high standards of verified performance, accountability, and transparency.

01

Investment and Business Highlights

H1 FY23 Business Highlights



Financial performance

- H1 sales of $3.4m – up 87.5% (vs pcp)
- FY23 revenue target of $7.0m
- Cash balance $3.7m
- Cash receipts from customers of $3.1m
- Net cash flows from operations of $1.4m
- Gross Margin improved to 59% (vs 57.7% pcp)

Practitioner-only probiotics

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H1 FY23 Sales Growth





H1 FY23 Business Highlights

Widespread distribution

Over 3,000 distribution points in Australia, with sales of Activated Probiotics also in the UK & NZ – 50% increase since November 30 2021 IPO

Signed *Priceline Pharmacy* Distribution Agreement – 370 high volume service based pharmacies launched in Q2 FY23 with a strong first quarter sales in Q2 FY23

H1 FY23 Key Stats - Successes



Key Performance Indicators

Over 3,000 distribution points following successful launch with Priceline Pharmacy

Three clinical trials underway on key products

Same store pharmacy sales 59% growth (vs PCP)

Average shopper - 1.8 units per transaction and 6 visits per year in pharmacy (TWCM data)

Activated Probiotics #1 growth brand in TWCM and #2 for revenue

Activated Probiotics #1 growth with Symbion #1 growth with API - Two key pharmacy distributors

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02

Activated Probiotics Range

PRACTITIONER ONLY PRODUCT

Activated Probiotics

Practitioners & Pharmacies

CONSUMER BENEFITS

5x more effective delivery - Microbac™ technology
Shelf-stable
Clinically documented probiotic strains
One-a-day formulation

GMP
ONE A DAY FORMULATION
FRIDGE FREE
VEGAN



DIGESTIVE HEALTH



Biome Daily™

To help enhance immune system function and promote healthy digestion



Biome IBS™

To relieve the symptoms of medically diagnosed IBS

WOMEN'S HEALTH



Biome Her

To help maintain a healthy vaginal microbiome



Biome Prenatal+™

To support a healthy pregnancy



Biome Osteo™

To help promote bone health in adults



Biome Iron+™

To help increase absorption of dietary iron

PAEDIATRIC DIGESTIVE & IMMUNE HEALTH



Biome Daily Kids™

To help reduce the occurrence & duration of common colds



Biome Baby™

To help support digestive and immune health in infants

IMMUNITY & ALLERGIES



Biome Breathe™

To stimulate a healthy immune system response in children

DERMATOLOGY



Biome Eczema™

To help reduce the symptoms of mild eczema



Biome Acne™

To help relieve the symptoms of acne

MENTAL HEALTH



Biome Lift™

To support healthy mood balance and enhance sleep quality

ANTIBIOTIC SUPPORT



Biome Advanced™

30/10Caps

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

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03

Clinical Research

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Clinical pipeline - Indication overview

- Three ongoing clinical trials and further research opportunities in discussion

BIOME LIFT

Assessing the efficacy of the *Biome Lift™ Probiotic* compared to a placebo in reducing the severity of symptoms in patients with subthreshold depression.

Endpoints

- Measures of anxiety, stress and mood
- Effects on biomarkers of inflammatory, immune, and stress responses
- The gut microbiota composition and function (via fecal samples assessing microbiota genome and functional predictions of gut microbiota)
- Body composition markers
- Gastrointestinal symptoms

Trial completed

Data analysis underway and final results expected in Q4 FY23.

BIOME KIDS

Analysing the influence of probiotic use on absenteeism and immune health among children aged 2-5 years attending childcare centres.

Assessment criteria and outcomes:

- The duration of symptoms of common infections (gastrointestinal and respiratory infections, etc)
- The number of children with different varieties of infectious diseases (gastrointestinal infections; respiratory infections; hand foot and mouth disease etc)
- Use of antibiotics or other medication related to infectious diseases
- Changes in mood and behaviour (secondary outcome)

Recruitment completed

Trial expected to be completed in Q3 FY23, with results in Q2 FY24

BIOME OSTEO

Examining the effect of 12-month supplementation with Biome Osteo on bone metabolism as well as bone mineral density.

Endpoints:

- DXA measurements
- Blood indices e.g. vitamin D, P1NP (collagen deposition, marker for bone formation) and CTx (marker for bone rate turnover)
- Gut microbiota composition
- Body composition

Recruitment underway

Preliminary results are expected in Q3 FY24 and final results in Q4 FY24

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 - Pharmacist (QLD)

Biome Eczema Probiotic - Patient Results





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New product development

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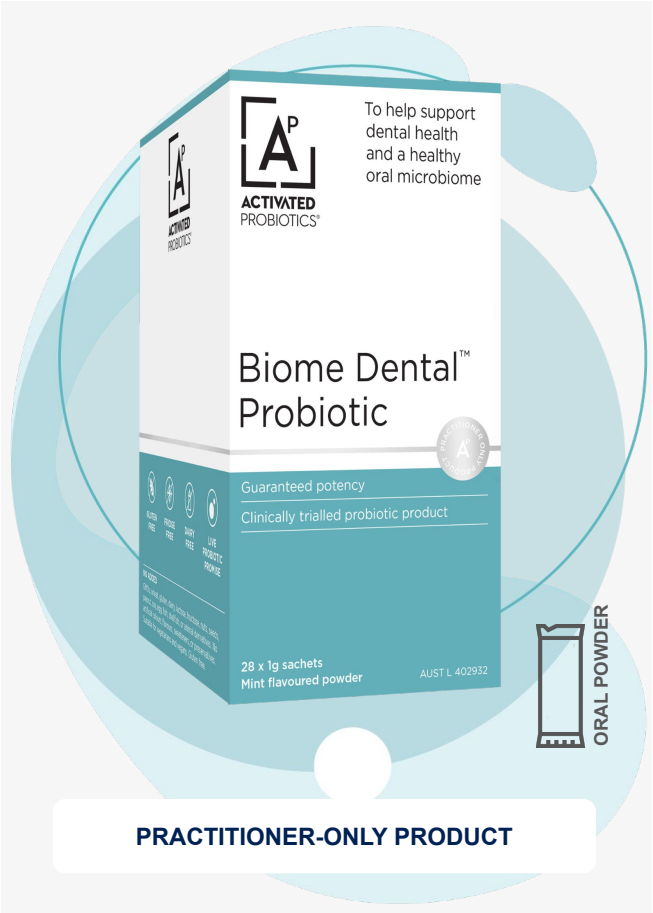


Biome Dental™ Probiotic

To help support dental health and a healthy oral microbiome

Clinically trialled formulation supported by 8 human trials

Guaranteed potency

The global periodontal disease treatment market was valued at USD 7.6 billion in 2021 and is expected to reach USD 12.2 billion by the end of 2031, growing at a CAGR of 4.8% from 2022-2031 (1)

FORMULATION

L. helveticus Rosell®-52 (CNCM I-1722)	3.4 BLB
L. rhamnosus Rosell®-11 (CNCM I-1720)	1.8 BLB
B. longum Rosell®-175 (CNCM I-3470)	0.46 BLB
Saccharomyces boulardii (CNCM I-1079)	0.65 BLB
Total live bacteria	6.3 BLB*

*BLB = Billion Live Bacteria

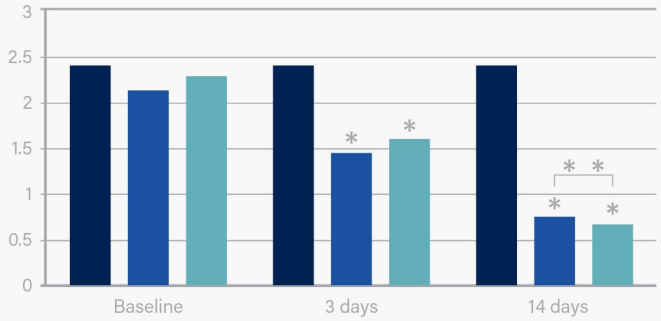
Key Product Research

The probiotic formulation in Biome Dental was compared to placebo and chlorhexidine mouthwash (standard treatment) in 60 healthy children. A significant decrease of plaque score and gingival index was seen on day 3 compared to placebo, and after 14 days of intake, these results persisted ($p<0.05$). At day 14, plaque score and gingival index were significantly better for Biome Dental compared to chlorhexidine ($p<0.05$).

Sharma, P., Datta, G., Gandhi, K., & Kumar, D. (2019).

A comparative evaluation of efficacy of probiotic and chlorhexidine mouthrinses on gingival health and plaque accumulation in 6-9 year old children.

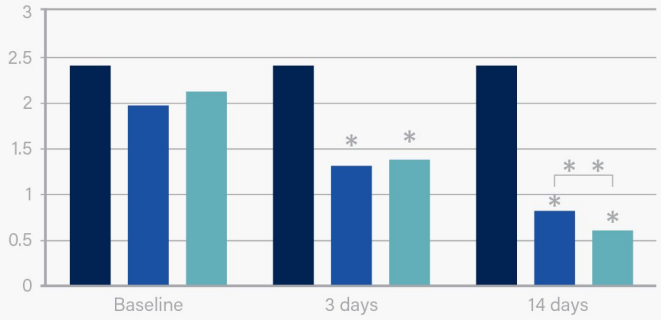
International Journal of Applied Dental Sciences, 5(1), 156–162.



MEAN PLAQUE SCORE

Placebo
Chlorhexidine
Biome Dental™ Probiotic

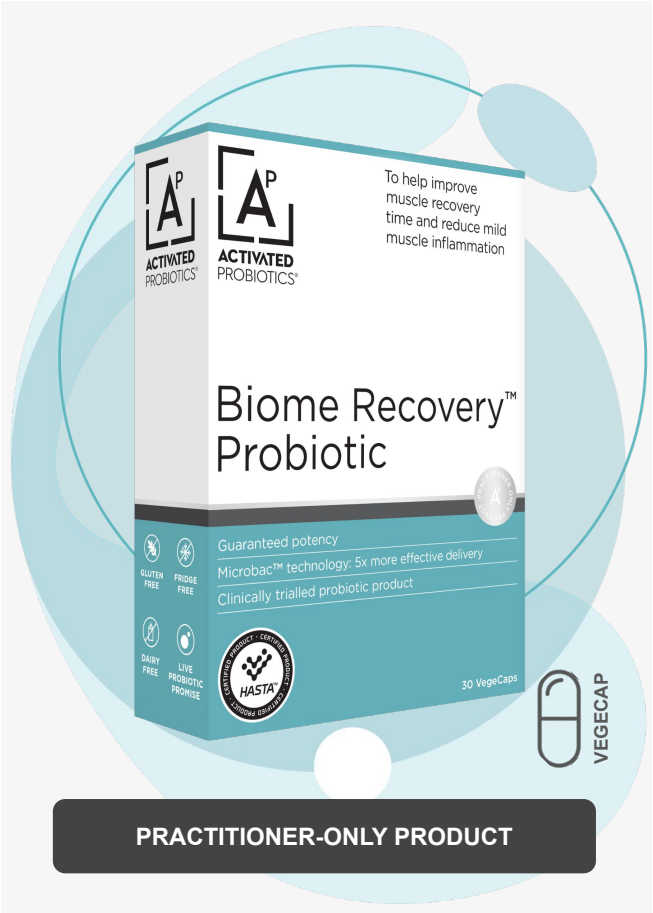
*p<0.05 vs placebo
**p<0.05 vs chlorhexidine



MEAN GINGIVAL INDEX

Placebo
Chlorhexidine
Biome Dental™ Probiotic

*p<0.05 vs placebo
**p<0.05 vs chlorhexidine



Biome Recovery™ Probiotic

To help reduce muscle inflammation and recovery time following exercise

Clinically trialled formulation

Microbac™ technology: 5x more effective delivery

Guaranteed potency

The AU sports supplement category was worth AUD 1.4 billion in 2021. APAC is currently the fastest growing region in the global sports nutrition market with an expected 9.8% CAGR to 2028 (1, 2)

FORMULATION

Streptococcus thermophilus FP4 (DSM 18616)	2.5 BLB
Bifidobacterium breve BR03 (DSM 16604)	2.5 BLB
Total live bacteria	5 BLB*

*BLB = Billion Live Bacteria

Key Product Research

A double-blind, randomised, placebo-controlled trial investigated the effect of the probiotic formulation in Biome Recovery™ Probiotic on physical performance and levels of inflammation following muscle-damaging exercise in healthy men. After 3 weeks of supplementation, the probiotic helped to reduce the negative effect of muscle damage on performance, improved range of motion following muscle-damaging exercises, and lowered levels of the pro-inflammatory cytokine interleukin-6 at baseline and up to 48 hours post-exercise.

Jäger, R., Purpura, M., Stone, J. D., Turner, S. M., Anzalone, A. J., Eimerbrink, M. J., Pane, M., Amoruso, A., Rowlands, D. S., & Oliver, J. M. (2016).

Probiotic Streptococcus thermophilus FP4 and Bifidobacterium breve BR03 supplementation attenuates performance and range-of-motion decrements following muscle damaging exercise.

Nutrients, 8(10), 1–11.

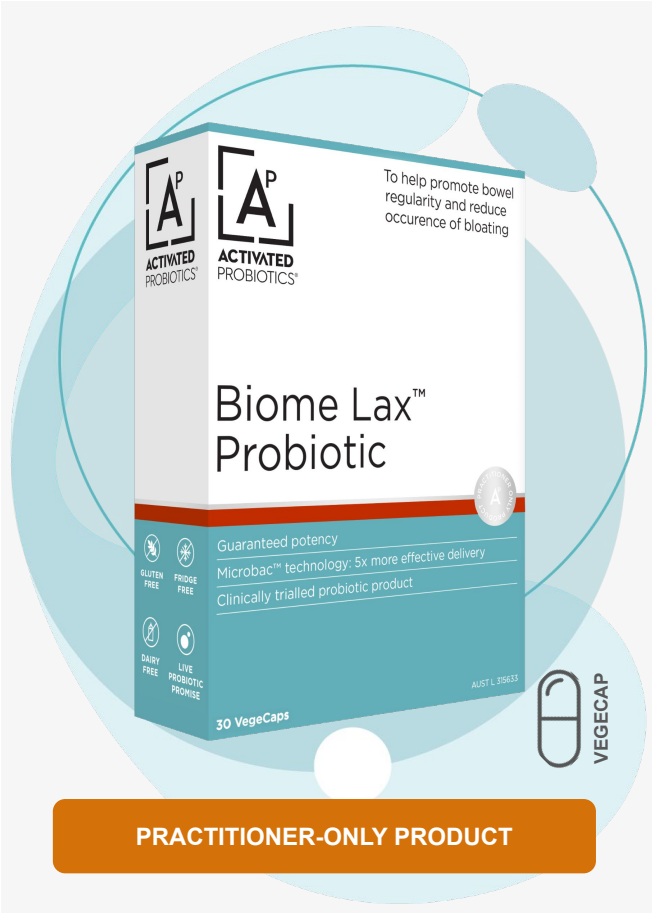
CLINICAL TRIAL



Figure 1. Percent change of interleukin-6 (pro-inflammatory cytokine) compared to baseline before and after exercise.

Biome Recovery™ Probiotic

Placebo



PRACTITIONER-ONLY PRODUCT

Biome Lax™ Probiotic

- To help promote bowel regularity and reduce bloating
- Clinically trialled formulation
- Microbac™ technology: 5x more effective delivery
- Guaranteed potency
- The global constipation treatment market size was valued at USD 17.04 billion in 2020 and is projected to reach USD 29.04 Billion by 2028, growing at a CAGR of 6.77% from 2021 to 2028 (1)

FORMULATION

Lactobacillus plantarum LP01 (LMG P-21021)	2.5 BLB
Bifidobacterium breve BR03 (DSM 16604)	2.5 BLB
Total live bacteria	5 BLB*

*BLB = Billion Live Bacteria

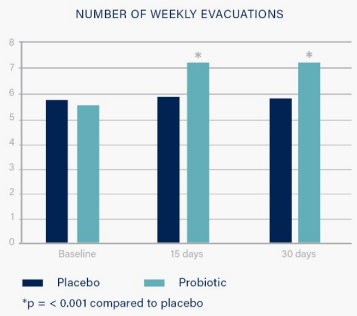
Key Product Research

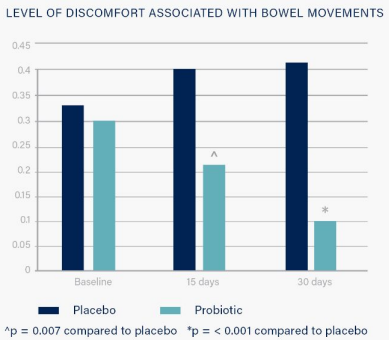
In a double-blind, randomised, placebo-controlled study across 5 years in over 300 subjects, the product formulation in Biome Lax was found to significantly improve the frequency of bowel movements, consistency of stool, ease of evacuation, sensation of complete emptying, and abdominal bloating compared to placebo ($p < 0.001$) after 30 days

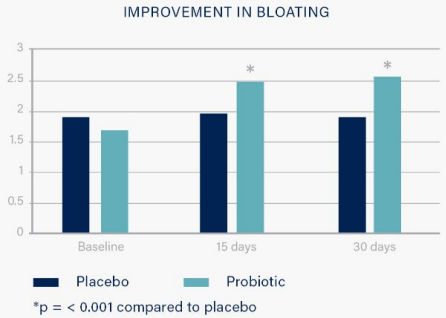
Drago, L., Cioffi, L., Giuliano, M., Pane, M., Amoruso, A., Schiavetti, I., Reid, G., Ciprandi, G., & PROPAM Study Group. (2022).

The Probiotics in Pediatric Asthma Management (PROPAM) Study in the Primary Care Setting: A Randomized, Controlled, Double-Blind Trial with Ligilactobacillus salivarius LS01 and Bifidobacterium breve B632

Journal of Immunology Research, 2022, 1–7.







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December Half Financial Highlights

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H1 FY23 - Cash flows from operations

	1H23 to Dec 22 $'000	*1H22 to Dec 21 $'000*	*Comments (vs last Qtr)*
Sales	3,381	1,803	*+87.5%*
Cash receipts from customers	3,054	1,998	+53%
Research and development	(160)	(53)	+202%
Product manufacturing and operating costs	(1,342)	(1,515)	-11%
Sales, advertising and marketing	(755)	(573)	+32%
Staff costs	(1,844)	(1,354)	+36%
Administration and corporate costs	(394)	(468)	+16%
Income taxes & FBT paid	-	-	n/a
Interest and other costs of finance paid	(11)	-	n/a
Interest received	7	1	n/a
Government grants and tax incentives	37	256	n/a
Net cash used in operating activities	**(1,408)**	**(1,708)**	**+17.5%**
Cash Balance as at 31 December 2022	3,735		

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Biome Australia Limited
Investor Presentation
March 2023



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