BIOME | AUSTRALIA GROUP

November 2024

Company Presentation

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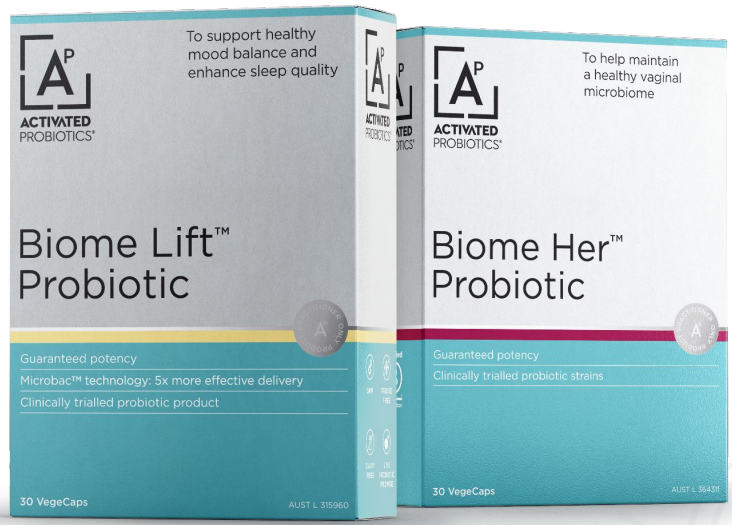
About Biome Australia

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



Certified B Corporation

Our mission

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

2018

JULY

Biome Australia Founded

6 employees

2019

MARCH

Listing of 10 Medicines

On the Australian Register of Therapeutic Goods

NOVEMBER

Activated Probiotics Launch

Biome launches its condition-specific probiotic range

2020

JUNE

TerryWhite Chemmart Distribution Deal

Activated Probiotics® launches nationally with TerryWhite Chemmart

$833k FY20 sales revenue

NOVEMBER

UK Practitioner Market Launch

Activated Probiotics® launches into the UK Practitioner market

2021



JANUARY

Biome Osteo™ Clinical Trial

Probone21 clinical trial using Biome Osteo™ commences in partnership with La Trobe University and Probi AB

FEBRUARY

Practitioner Market Launch

Activated Probiotics® launches into the Australian practitioner market with Oborne Health Supplies and vital.ly



FEBRUARY

Biome Daily Kids™ Clinical Trial

Biome Daily Kids™ clinical trial commences in partnership with Federation University

MARCH

2000 Distribution Points



MARCH

Biome Lift™ Clinical Trial

In partnership with La Trobe University and Probiotical S.p.A.

2022



JUNE

3000 Distribution Points

NOVEMBER

Biome Completes Initial Public Offering



NOVEMBER

B Corporation Certification

JUNE

$2.32M FY21 Sales Revenue

2023

JUNE

Total of 17 Listed Medicines on the ARTG

JUNE

Biome Lift™ Clinical Trial Final Results

SEPTEMBER

Priceline Pharmacy Activated Probiotics Product Launch

JUNE

$4.12m FY22 Sales Revenue

2024

JULY

$7.23m FY23 Sales

JULY

Activated Probiotics Product Range Extensions

At Priceline Pharmacy & TerryWhite Chemmart



DECEMBER

Landmark deal for Biome is signed for novel probiotic strain

JANUARY

Activated Probiotics Launch into UK/Ireland Health Retail

JANUARY

FY24 Forecast increased to $12.5m

MARCH

5000 Distribution Points



MARCH

Biome Reaches Cashflow and EBITDA Positive Milestones



MAY

Initial products listed with Health Canada



JUNE

$13.01m FY24 Sales Revenue

02. Activated Probiotics Range



Activated Probiotics

Practitioners & Pharmacies

CONSUMER BENEFITS

- **5x more effective delivery — Microbac™ technology**
- Shelf-stable
- Clinically documented probiotic strains





Biome Lift™	Biome Osteo™	Biome Prenatal+™	Biome Daily™	Biome Recovery™
Biome Baby™	Biome Lax™	Biome Eczema™	Biome IBS™	Biome Dental™
Biome Daily Kids™	Biome Cholesterol™	Biome Iron+™	Biome Advanced™	
Biome Breathe™	Biome Her™	Biome Acne™		

01. Business Highlights

Biome Business Highlights

Over 5,000 distribution points (Aus) following successful launch with Priceline Pharmacy

Average shopper ~**2 units per transaction** and 6 visits per year in pharmacy (Terry White Scan data)

#1 growth Practitioner-Only brand in Australian Healthcare Practitioner (HCP) Market (Retail scan sales and wholesaler data)

Activated Probiotics **#1 growth brand in category** in TerryWhite and Priceline Pharmacy

Activated Probiotics **#1 growth brand** with Symbion, API Wholesale and entire pharmacy market (VMS)

Successfully launched **EU business** and commenced launch into North America via **Canada**

03. Distribution and Sales Model



Training and Education Driven Sales Model - **Practitioner Only**

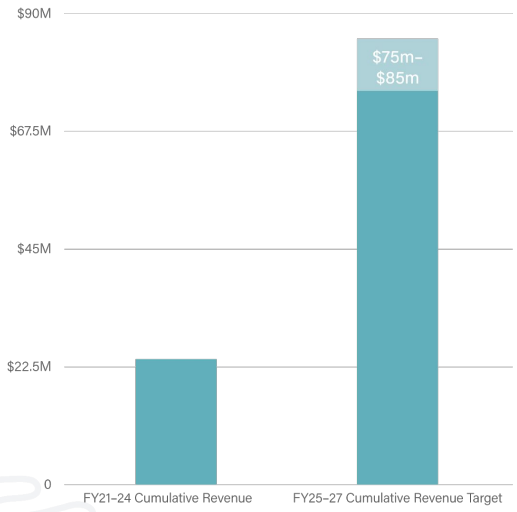
Unique Education and Service Model Drives Sales in Australia, UK and NZ

Education and Service Support

- The Biome sales team is a mix of health qualified practitioner education consultants and territory managers
- Practitioner education consultants undertake high level product detailing and training in community pharmacy and with independent health practitioners
- High quality training and education develops stronger trust and relationships with health practitioners
- Biomes support leads to active recommendations of Biome Australia products
- Digital educational content and assets effectively support the national sales team in servicing practitioner markets
- Health Clinics are provided to key accounts to gain trust and develop existing accounts

04. Vision 27

Vision 27



Revenue Growth

Biome has a three year cumulative sales revenue target of up to $85m. ($75m-$85m for FY25-FY27)

1. Distribution Growth & Business Development

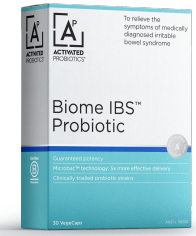
- Grow the existing 5000 (~40% TAM for distribution) Australian distribution points (Pharmacy and Practitioner) to 8000 (~67% TAM for distribution)
- Business development in underdeveloped accounts
- Co-prescribing / adjunct prescribing dispensary opportunity in developed accounts (330m prescriptions or opportunities in pharmacy per year in 2024)

2. International Market Acceptance and Growth

- Gain traction and brand recognition as well as meaningful sales volume in both European and North American markets
  - Further European geographies are under review for future launches
  - North America (Canada) is set for test market launch in FY25 after Biome received initial Health Canada approvals in Q4 FY24
  - Distribution deal signed with Ecotrend Ecologics (Canada)

Vision 27

Bring Activated Probiotics to the mainstream market as a significant probiotic brand locally and abroad.



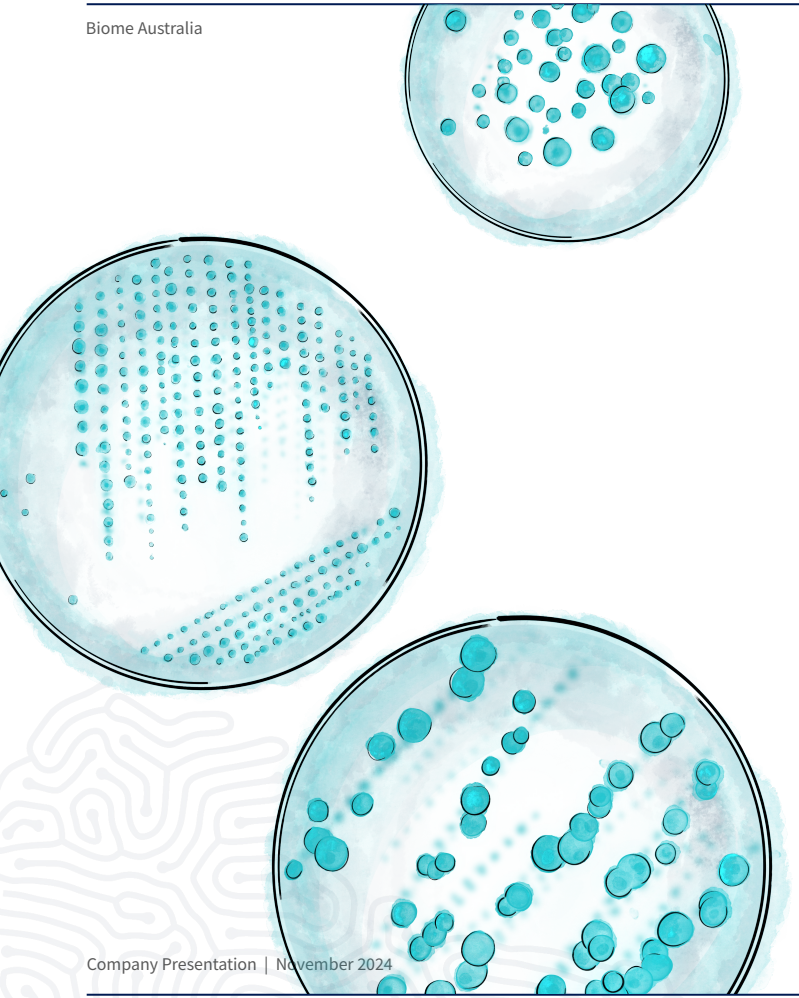
3. Supply Chain

- Identification and viability analysis of a novel probiotic strain that is proprietary to Biome
  - *Lactobacillus plantarum BMB18*
  - Supporting new product development and further protection from competition
- Actively reviewing opportunities to optimise production run and production timing

4. New Brand and Product Range

- *Activated Therapeutics* and Product Range Launch in H2 FY25

03. IP Development



BMB18

Biome has executed an agreement to develop a Biome owned novel probiotic strain

- *Lactobacillus plantarum* BMB18

Biome has successfully completed the identification, commercial validation and initial characterisation of the probiotic strain *Lactobacillus plantarum* BMB18

The strain has been lodged with the German culture bank DSMZ

Transfer of the intellectual property, BMB18, to Biome will take place in the coming weeks from *Biome's* R&D partner

This new IP will strengthen *Biome's* advantage in probiotic product development and increase protection from competition

Long term asset, once developed will add material value to Biome's balance sheet

05. International Markets



Canada — North America

International markets grow 95% to reach ~$895k in sales revenue for FY24

- Health Canada Approvals received in H2 FY24 (12/17 Activated Probiotics products)
- Test market launch successful with Ecotrend In Q1 FY25
- First territory manager hired in Ontario (Toronto) in November 2024
- Move to official market launch from November 2024

06. New Product Development

ACTIVATED THERAPEUTICS®



Summary

- FY24 Sales Revenue $13.01m, up 80%
- Q1 FY25 Sales Revenue $4.25m (new record)
- Q1 $122,000 EBITDA adjusted for non-cash, share-based payments)
- 2H FY24 $287,000 EBITDA (adjusted for non-cash, share-based payments)
- Gross Margin exceeded ~61%
- $2.67m cash balance at September 30 2024
- Over 5,000 distribution points (Aus)
- EU market launched and Canadian market launch underway

- FY25 Q1 pharmacy same stores sales up 68% (vs PCP)
- Three ongoing clinical trials on key products
- Average shopper ~2 units per transaction and 6 visits per year in pharmacy (Terry White CM)
- Activated Probiotics #1 growth brand in TerryWhite and Priceline Pharmacy
- Activated Probiotics #1 growth with Symbion & API
- Delivering $50,000+ per sqm gross margin return on floor space in key accounts

BIOME | AUSTRALIA GROUP

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