ASX ANNOUNCEMENT

1 July 2025

Biome Achieves Record Sales Revenue

- *Biome* delivers record annual, quarterly and monthly sales revenue.
  - ~$18.4m annual sales revenue, up 41% vs PCP
  - ~$5m Q4 sales revenue, up 33% vs PCP
  - ~ $2.1m June sales revenue, up 50% vs PCP
- Q4 FY25 sales revenue tracking at an annualised run rate of ~$20m
- Domestic business sell-through grew by more than 50% in FY25.
  - Activated Probiotics maintains its position as the leading growth brand within its category.
- Biome anticipates reporting another quarter of positive EBITDA[1] for Q4 and its inaugural full year of net profit in the FY25 accounts.
- At the close of FY25 Biome is on track to achieve its Vision 27 forecast of $75m+

Microbiome health company *Biome Australia Limited (ASX: BIO) ('Biome' or 'the company')* is pleased to announce unaudited full-year sales revenue of ~$18.4 million for FY25, representing 41% growth versus the previous corresponding period ($13.01m FY24).

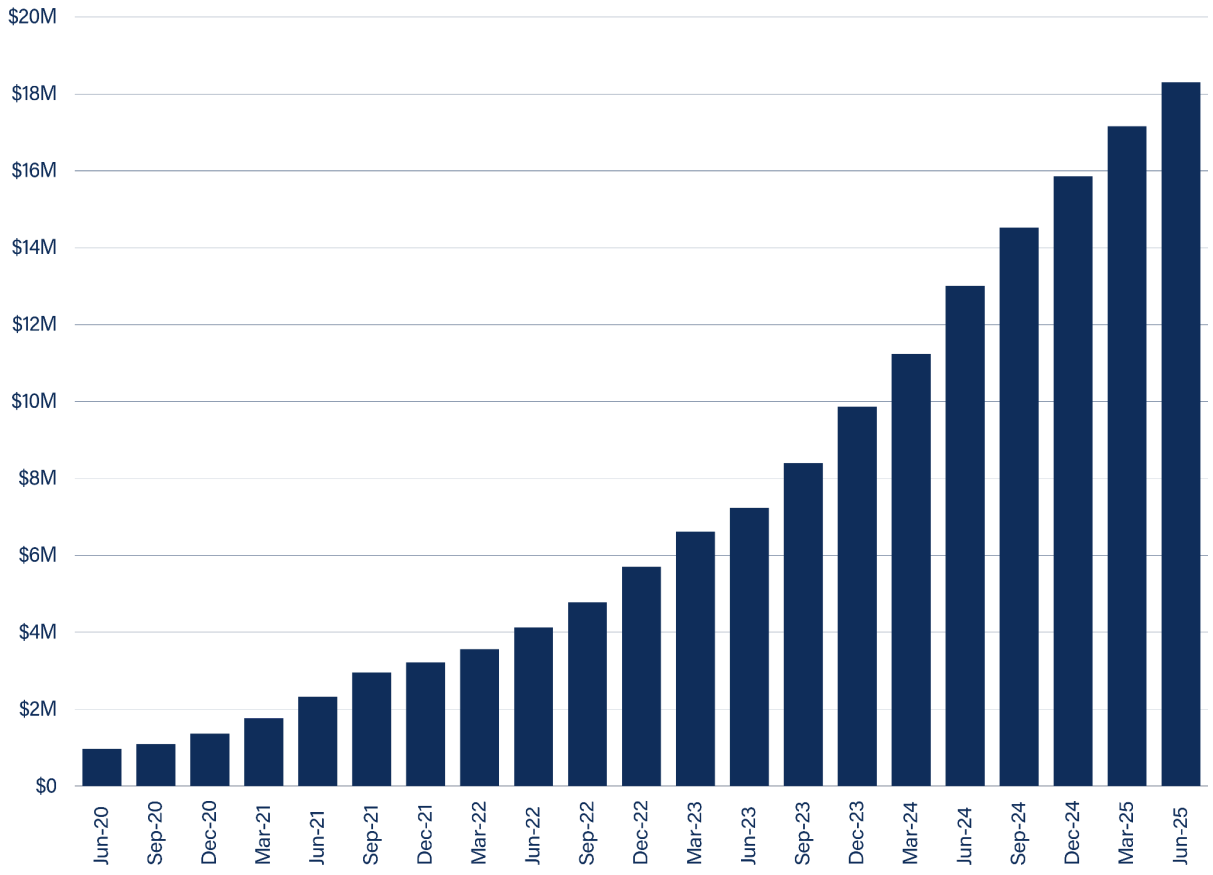
Biome recorded its strongest quarter to-date in Q4 FY25, with sales revenue exceeding $5 million, a 33% increase over the previous corresponding period (PCP Q4FY24: $3.78 million), supported by record monthly sales in June of ~$2.1 million,

[1]EBITDA as measured, excl Share Based Payments;

up 50% vs PCP. Entering FY26, Biome has achieved an annualised sales revenue run rate (ARR) of over $20 million, based on its Q4 performance.

These results position Biome to meet its Vision 27 forecast of achieving at least $75 million in cumulative sales for FY25-27.

Rolling 12-month Sales Revenue:



FY25 was a breakout year for Biome, marked by significant milestones that positioned the company for sustained domestic growth. Biome is pleased to report that its domestic business sell-through, a key indicator of consumer

demand, increased by over 50% in FY25, solidifying Biome's status as the category's leading growth brand.

FY25 was a significant year for Biome's international markets, marked by extensive setup, recruitment, and business development across Canada, Ireland, United Kingdom and New Zealand. As the financial year concluded, the team successfully secured a number of new major international retailers, wholesalers, and distributors. These partnerships are expected to drive growth outside Australia in FY26 and beyond. A comprehensive update on Biome's international markets will be provided in early July.

Biome anticipates reporting its sixth consecutive quarter of positive EBITDA for Q4. The company also looks forward to reporting its first full year of net profit in the FY25 accounts.

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

"I am delighted to announce Biome's exceptional sales revenue growth for the financial year 2025, up 41% compared to FY24, significantly outpacing category growth by 7-10 times. Our Activated Probiotics have now secured the number two position in total probiotic revenue within community pharmacy. I am incredibly proud of our team's dedication to developing key accounts, driving growth, and consistently delivering industry-leading customer service, support, and education.

The $20m run-rate going into FY26 supports the ongoing growth plans shared with the market in our Vision 27, which is well on track. I look forward to sharing further updates on the international markets, which have been a key focus of development in FY25 in supporting the business maintaining its position as a high-growth, profit-generating company for many years to come"

-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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Forward looking statements

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