

ASX Announcement

31 July 2023

Trading Update

- Biome has exceeded \$900k sales for July 2023, a 97% increase vs the previous corresponding period (PCP)
- Biome expects to achieve \$2.5m sales revenue for Q1 FY24 – a 24% increase from the recently announced record of \$2.01m in Q4 FY23
- TerryWhite Chemmart adds two new *Activated Probiotics*® products to its core range in all pharmacies at annual review
- Priceline Pharmacy adds four new *Activated Probiotics*® products to core range in all pharmacy stores at annual review
- *Activated Probiotics*® is the highest growth Professional Vitamins brand at both TerryWhite Chemmart and Priceline Pharmacy

Microbiome health company **Biome Australia Limited** (ASX:BIO) ('Biome' or 'the Company') is pleased to provide an update on July sales as well as core ranging and shelf space at TerryWhite Chemmart (TWCM) and Priceline Pharmacy stores.

The month of July 2023 has been Biome's best trading month to date, exceeding \$900k in sales revenue. This represents a 97% increase vs the previous corresponding period (Q4 FY22).

Biome has reached an agreement with TWCM to increase ranging of Biome's *Activated Probiotics*® to include two of its new product launches, *Biome Denta*™ Probiotic and *Biome Lax*™ Probiotic, across their national network of 550 pharmacies.



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The increased ranging and allocation of additional shelf space is a result of the strong sales growth seen in TWCM throughout FY23. *Activated Probiotics®* has maintained the #1 spot for growth of all professional vitamin brands across TWCM pharmacies.

Biome has also negotiated to increase its ranging of *Activated Probiotics®* within Priceline Pharmacy. The new planogram includes increased shelf space and the addition of four *Activated Probiotics®* products to the core range across all Priceline Pharmacy stores. This includes two new products, *Biome Denta™* and *Biome Lax™*, launching in August 2023. *Activated Probiotics®* remains the #1 brand for growth in the Professional Vitamins category at Priceline.

An update on new product development and new product releases will follow this month.

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

"Biome's continued revenue growth is a testament to the company's strategy of delivering the highest quality service and education in the industry, partnered with our first-to-market precision probiotics. The expansion of TerryWhite and Priceline's planograms further strengthens our partnerships and supports our growth strategy for financial year 2024. TerryWhite Chemmart is the largest pharmacy group in Australia with over 550 community pharmacies around the nation, and Priceline is the second highest-volume pharmacy group in Australia. TerryWhite and Priceline Pharmacy are positioned as leaders in health and service, and we are proud to be working closely with both pharmacy groups to improve patient health outcomes all over Australia."

-ENDS-

Approved for release by the Biome Australia Board of Directors.

About Biome Australia Limited



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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.

For more information visit: www.biomeaustralia.com

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Forward looking statements

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