

ASX ANNOUNCEMENT

8 January 2024

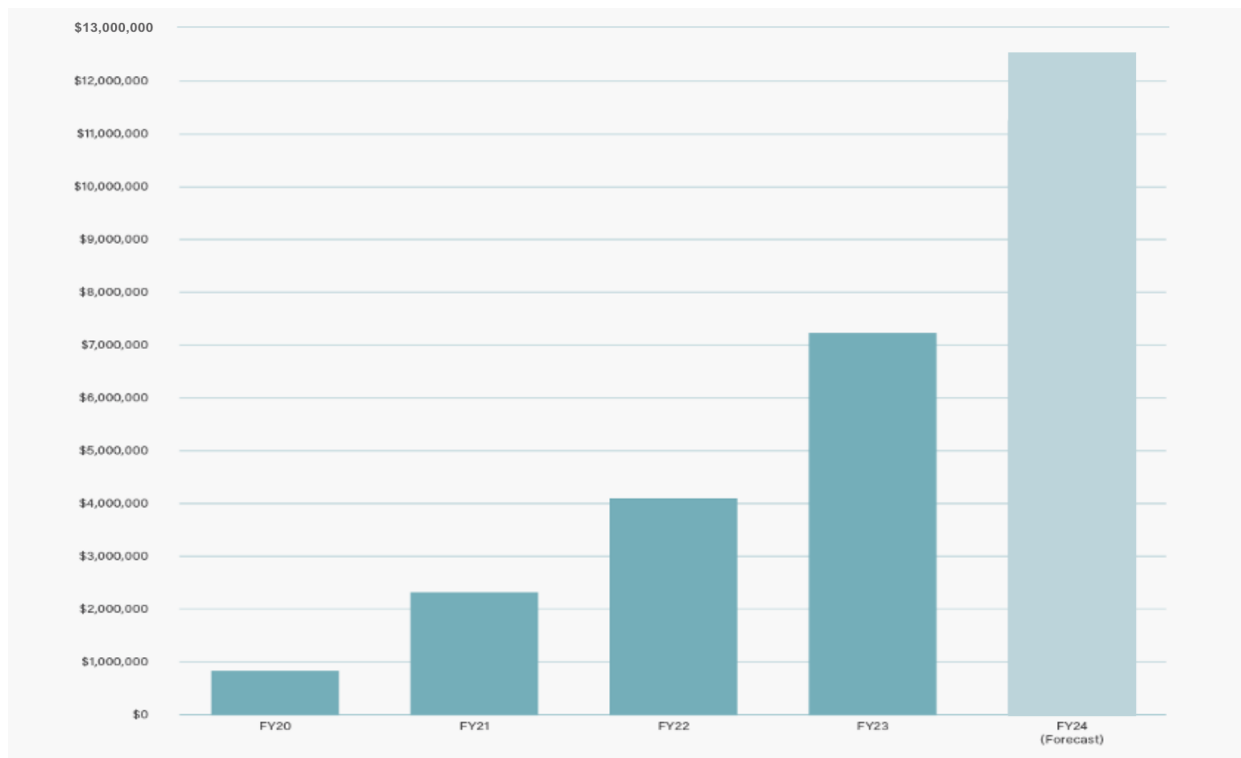
FY24 Revenue Guidance Upgrade to \$12.5M

- Biome increases its FY24 Revenue guidance by \$1M from \$11.5M to \$12.5M
- Forecast sales growth of 74% versus FY23 (\$7.2M)

Microbiome health company **Biome Australia Limited** (ASX: BIO) ('Biome' or 'the company') is pleased to announce an increase to the full year revenue guidance of \$11.5M (Ref announcement 9 October 2023). Biome's FY24 revenue target has been revised to \$12.5M due to a better than expected first half (\$6.01M) of FY24. This new target represents 74% growth versus the previous financial year (FY23 \$7.2M).

Biome has rapidly grown revenue from \$866K in FY20, \$2.3M in FY21, \$4.1M in FY22, \$7.2M in FY23, and today announces a revenue forecast of \$12.5M+ for FY24.

Financial Year Sales Revenue:



Biome Australia Limited

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Based on analysis of past sales data and upcoming initiatives, the company expects strong sales growth to continue. Sales have been led by Biome's *Activated Probiotics* in the Australian pharmacy and practitioner markets.

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

"I am delighted to share with you a forecast upgrade for Biome Australia's full financial year revenue; we now expect to exceed our target for FY24 by \$1M, or 8.7%.

Biome and our Activated Probiotics' continued momentum in both the consumer and practitioner market is evidenced by record quarter-on-quarter growth for the year.

-ENDS-

Approved for release by the Biome Australia board of directors.

About Biome Australia Limited

Biome Australia develops, licences, 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.

Biome also develops, licenses and distributes a scientifically formulated, organic nutraceutical range, Activated Nutrients[®].

For more information visit: www.biomeaustralia.com



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Forward looking statements

This release may contain forward looking statements, including but not limited to projections, guidance on future revenues, earnings, other potential synergies and estimates and the future performance of Biome (**Forward Looking Statements**).

Forward Looking Statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Actual results, performance or achievements may differ materially from those expressed or implied in such Forward Looking Statements and any projections and assumptions on which these Forward Looking Statements are based. Such statements may assume the success of Biome's business strategies. You are cautioned not to place undue reliance on Forward Looking Statements.

The Forward Looking Statements are based on information available to Biome as at the date of this release. Any Forward Looking Statements containing forward looking financial information provided in this release is for illustrative purposes only and is not represented as being indicative of Biome's views on its future financial condition and/or performance. The historic financial information for the September 2021 financial quarter and revenue figures for October and November 2021 have not been audited or reviewed by Biome's auditors. Such information should not be taken as a guide for future performance.

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Investors are strongly cautioned not to place undue reliance on Forward Looking Statements, particularly in light of the current economic climate and the significant volatility, uncertainty and disruption caused by the Covid-19 pandemic.



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