

## ASX ANNOUNCEMENT

4 October 2022

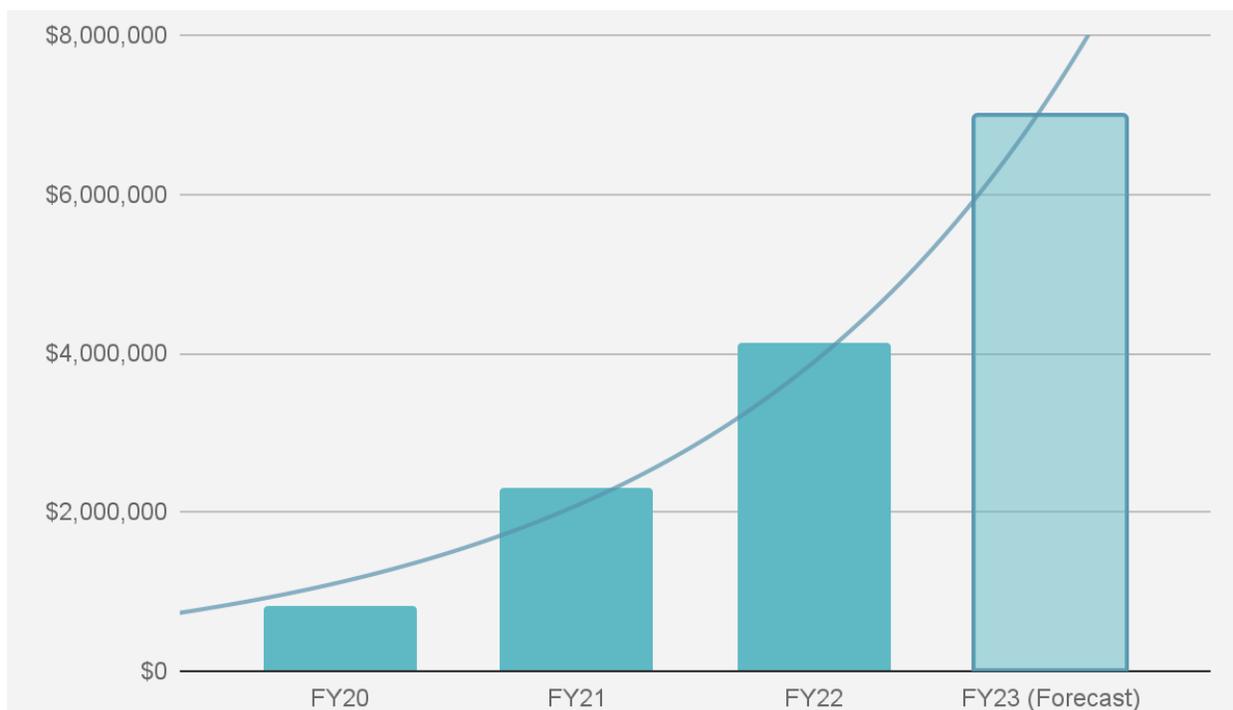
### FY23 Q1 Sales Revenue Update and FY23 Forecast

- Biome records ~\$1.56M sales revenue for September quarter (Q1 FY23)
- Increase of 70% versus the previous corresponding period (Q1 FY22)
- Sales revenue of \$7M forecast for FY23

Microbiome health company **Biome Australia Limited** (ASX: BIO) ('Biome' or 'the company') is pleased to announce Q1 sales revenue of ~\$1.56 million. This result represents 70% growth versus the previous corresponding quarter.

Biome has rapidly grown revenue from \$833K in FY20, \$2.32M in FY21, \$4.1M in FY22 and now forecasts revenue of \$7M for FY23. We expect that our growth will continue for the foreseeable future.

**Annual Sales Revenue**



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

*"I am delighted to share Biome Australia's sales revenue of \$1.56 million for the first quarter of FY23 and growth of 70% versus the PCP, representing our best quarter to date. The Board is pleased to share a full year forecast of \$7 million for FY23, as we expect further strong quarters ahead. Biome's distribution footprint has achieved sufficient scale to continue rapid growth for the coming years.*

*Health professionals using Biome's products are reporting overwhelming positive feedback from the results they are seeing with patients with irritable bowel syndrome, iron malabsorption, mental health concerns and skin conditions. This is the type of feedback that motivates the team at Biome to continue growing sales to get the product into the hands of our customers."*

-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®](#) and a sports performance and recovery range, [Activated X Performance®](#), which is made exclusively for professional athletes.



#### Biome Australia Limited

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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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