

February 2026

H1 FY26 Results & Company Presentation

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Founder & Managing Director



Biome Australia



**#1 fastest growing probiotic brand, ACTIVATED PROBIOTICS,
in Australian pharmacy**

100% of product range in growth. Full-margin growth without promotional discounting.



**Proprietary IP pipeline with first
human clinical trial underway**

BMB18™ strain, 240-participant RCT with La Trobe University



**Record revenue, record profit,
40% growth**

\$12.40m H1 revenue | \$6.45m Q2 revenue | \$1.18m net profit | 8 consecutive EBITDA quarters

H1 FY26 Financial Scorecard

Record results across all key metrics

Revenue

\$12.40m



+40% vs PCP

Adj. EBITDA

\$1.47m



8th consecutive quarter

Net Profit

\$1.18m



+172% vs PCP

Gross Margin

61.1%



Achieved (1H25: 61.0%)

Op. Cash Flow

\$2.09m



\$3.21m turnaround

EPS

0.53c



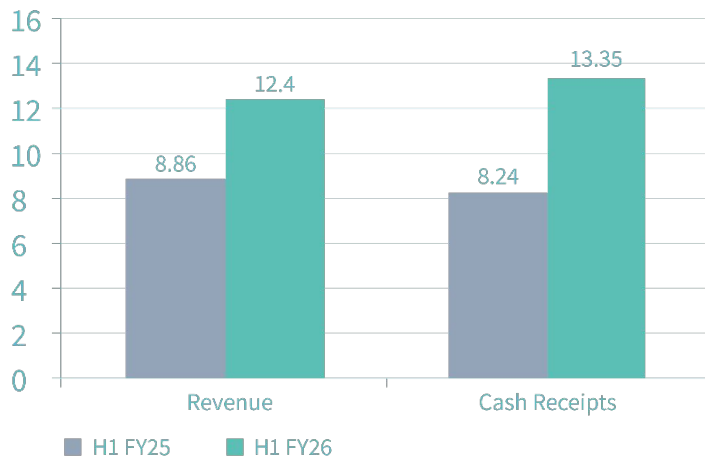
+165% vs PCP

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Operating Leverage Now Visible

Earnings growth significantly outpacing revenue growth

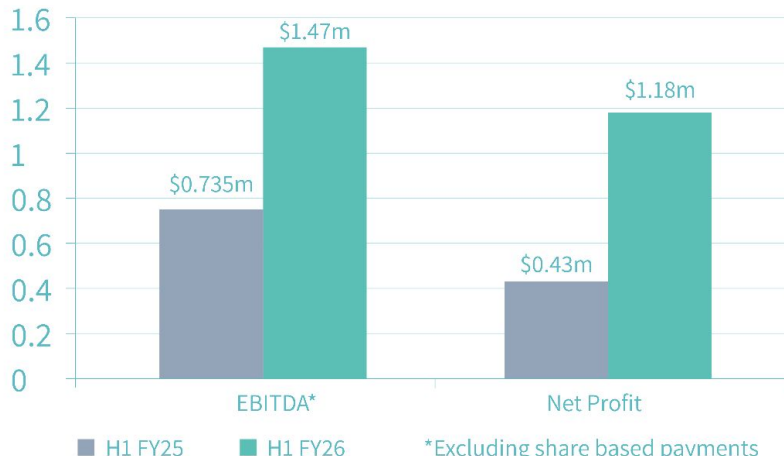
Revenue & Cash Receipts (\$m)



Revenue
+40%

EBITDA
+100%

EBITDA* (Adj) & Net Profit (\$m)



Net Profit
+172%

Cash Receipts
+62%

Market Opportunity

Large, growing global market with significant runway in Australia and internationally



Global Probiotics Market

~US\$75B+

estimated 2025, growing 7-8% CAGR

Dietary supplements the fastest growing segment at ~12% CAGR



Australian Probiotics Market

~A\$600M

estimated domestic market

Biome is #1 growth brand with significant headroom to scale

How Biome Has De-Risked the Opportunity



#1 growth brand

Category leadership established across community pharmacy, TWC, Priceline, and wholesale



Revenue at scale

Annualised run rate of ~\$25.8m with 40% growth, proving product-market fit and repeat demand



5 markets live

Practitioner-only model validated in Australia and now replicating in Canada, Ireland, UK, and New Zealand



Distribution built

7,000+ points from 100 in FY19. TAM ~12,000. Current penetration ~58% with significant upside

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.

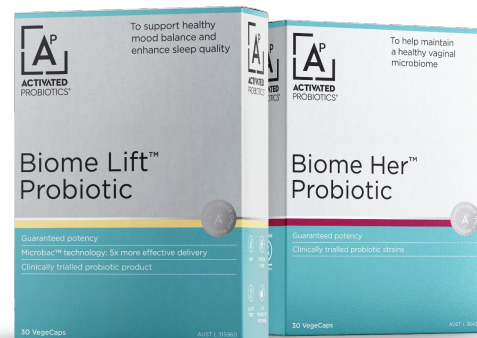


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A range of condition specific probiotics

Activated Probiotics has selected specific strains for various health conditions and aspects of health to create a range of precision probiotics



Biome Lift™

Biome Osteo Plus™

Biome Perinatal™

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™

BIOME



Selective formulations
with clinically validated
applications



BIOME

Clinically Proven Product Range

The majority of products are supported by published clinical trials on the finished product



Mood, Sleep & Depression

Biome Lift™

✓ **3 RCTs on finished product**

Clinically proven for mood, sleep quality, and subthreshold depression



Bone Health

Biome Osteo™

✓ **Published in The Lancet**

78% reduction in bone loss vs placebo in landmark clinical trial



Immune & Respiratory

Biome Breathe™

✓ **RCT on finished product**

64% reduction in asthma events vs placebo



Cholesterol

Biome Cholesterol™

✓ **5 RCTs on finished product**

Significant LDL reduction. Proven safe alongside statins



Skin: Eczema

Biome Eczema™

✓ **RCT on finished product**

52% reduction in eczema SCORAD score vs placebo



Skin: Acne

Biome Acne™

✓ **RCT on finished product**

39% reduction in acne lesions vs placebo



Iron Absorption

Biome Iron+™

✓ **Clinical trial published**

More than 50% increase in iron absorption with a fruit juice



Children's Health

Biome Daily Kids™

✓ **Federation Uni clinical trial**

Paediatric-specific formulation with clinically documented strains

This depth of clinical evidence across a full product range is unique in the global probiotics market and underpins the practitioner recommendation model

Clinical Evidence as Competitive Moat

The evidence base is what makes the practitioner model work. Without it, there is no recommendation.



Clinically Documented Strains

Every product formulated with strains supported by published clinical evidence. Not marketing claims. Practitioners require this standard before recommending.



Condition-Specific Formulations

18 products across two brands, each targeting a defined health condition. Enables practitioners to prescribe by indication, exactly as they would a pharmaceutical product.



Complementary to Medical Treatment

Positioned alongside, not instead of, medical interventions. Practitioners recommend with confidence because the products complement existing care plans and are free from any known drug interactions.

Why This Is Difficult to Replicate

Clinical evidence requires years of investment



Practitioner trust built through education



Recommendation drives pharmacy ranging



Scan data proves performance, deepens ranging



New entrants cannot shortcut this process

Adjunct Medication Opportunities

Condition-specific range enables multiple products per patient, positioned alongside medical treatment

ATC medication category	Medication volume July 2020–June 2021	Activated Probiotics product with adjunct opportunities
General Anti-infectives	10M Prescriptions per year	Biome Advanced™ Probiotic To help restore the balance of beneficial gut bacteria after antibiotic use
Nervous System	48M Prescriptions per year	Biome Lift™ Probiotic To support healthy mood balance and enhance sleep quality
Respiratory System	12M Prescriptions per year	Biome Breathe™ Probiotic To help stimulate a healthy immune system response in children
Dermatological	3M Prescriptions per year	Biome Eczema™ Probiotic To help reduce the symptoms of mild eczema
Musculo-skeletal System	7M Prescriptions per year	Biome Osteo™ Probiotic To help promote bone healthy in adults
Cardiovascular System	29M Prescriptions per year	Biome Cholesterol™ Probiotic To help support healthy cholesterol levels in healthy adults

Source: http://medicarestatistics.humanservices.gov.au/statistics/pbs_group.jsp

BIOME

Activated Probiotics are recommended by practitioners as complementary to existing medical treatment, not as alternatives. This positions Biome alongside pharmaceutical and medical interventions rather than competing with mass-market supplements. The clinical evidence base gives practitioners the confidence to actively recommend, creating a fundamentally different demand model to traditional VMS brands.

Market Position

The fastest growing brand in the biggest category in pharmacy

#1

Community Pharmacy (ex CW)

Probiotic brand by revenue



Fastest growing in category

#2

Terry White Chemmart

Total vitamins



Fastest growing in category

48%+

Priceline Pharmacy

MAT scan sales growth



Significant headroom for further growth

#1

Wholesale (Symbion/API)

Growth brand VMS category



100% of range in growth

BIOME

The Pull Model

Full-margin growth without promotional discounting

Traditional VMS Model

Push

- ✗ Growth driven by promotional cycles and discounting
- ✗ Margin erosion as brands scale
- ✗ Price-sensitive, substitutable demand
- ✗ Retailer controls the relationship
- ✗ High cost of customer acquisition

Biome Model

Pull

- ✓ Growth driven by practitioner recommendation
- ✓ 61% gross margin achieved and maintained at scale
- ✓ Evidence-based demand, high brand loyalty
- ✓ ~2.5 units per transaction, 6 visits per year (TWCM data)
- ✓ Consumer seeks the product by name

BIOME

The Practitioner Flywheel

Our competitive moat: practitioner endorsement drives category leadership



Repeat purchase behaviour compounds growth across all channels

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

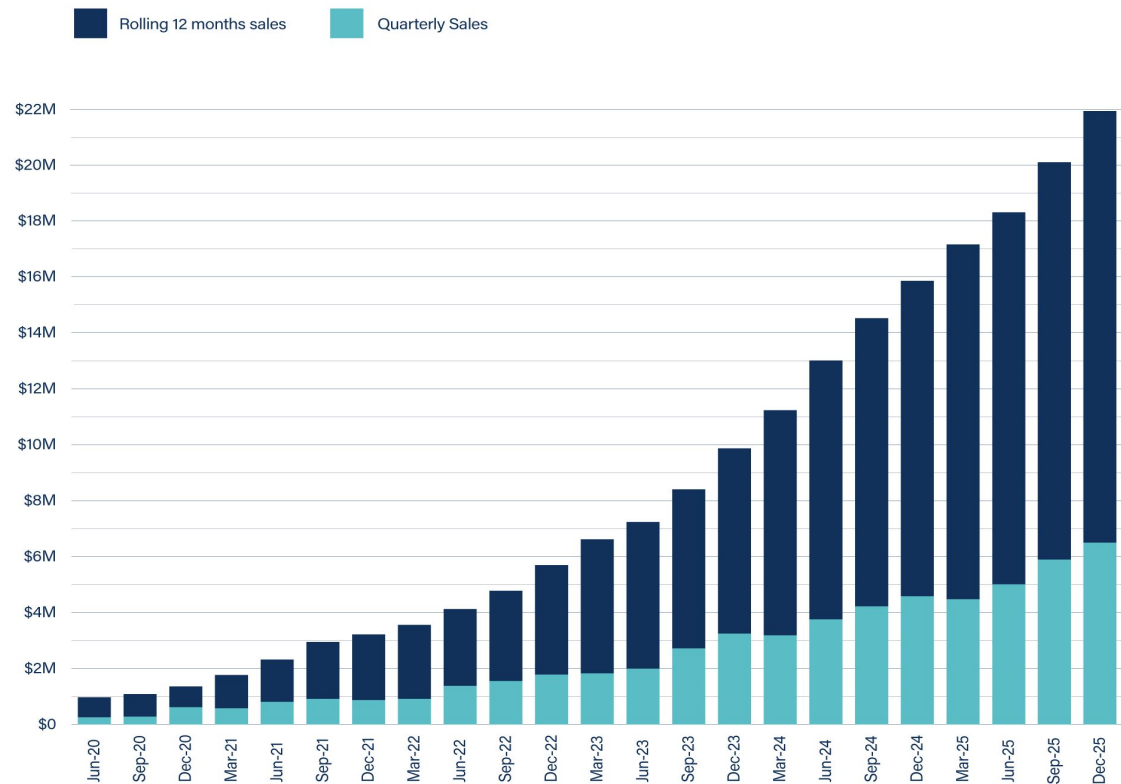
Digital educational content and assets effectively support the national sales team in servicing practitioner markets

Health Clinics are provided to key accounts to gain trust and develop existing accounts

BIOME

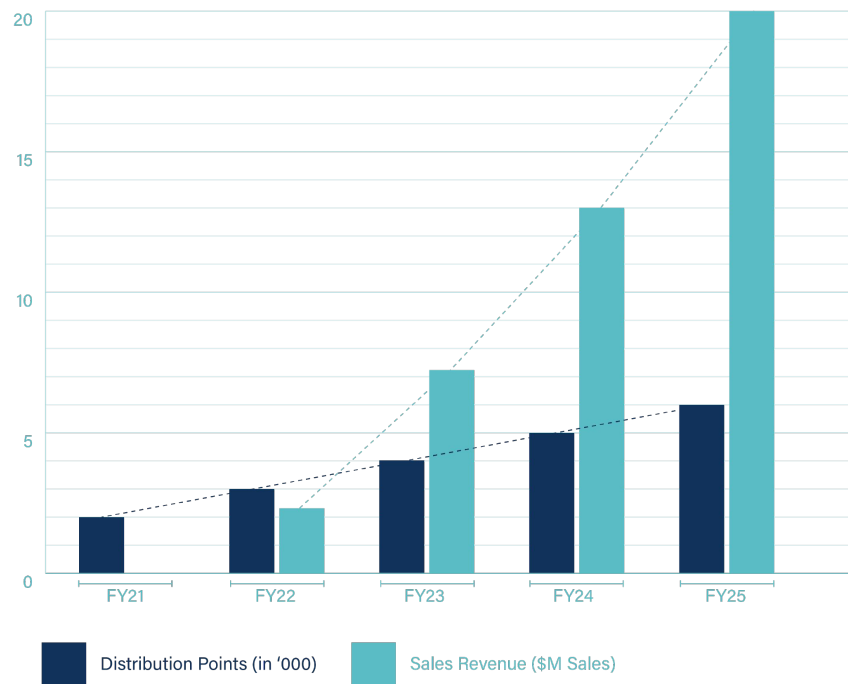


Rolling 12 Months and Quarterly Sales Revenue



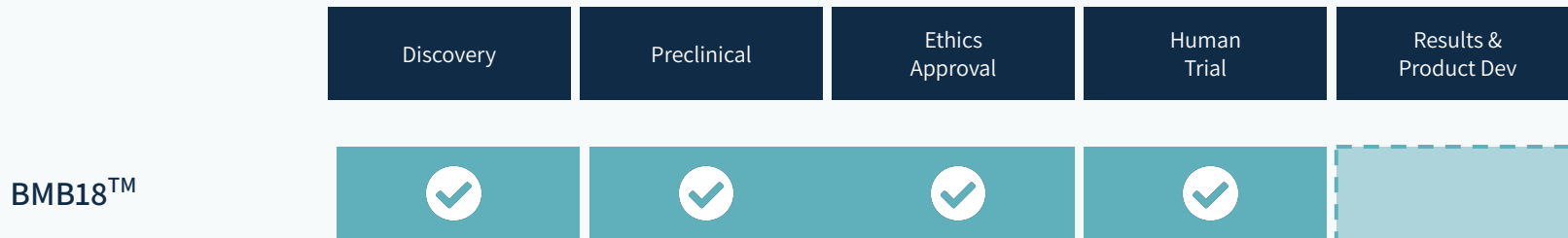
Distribution growth and business development

- Biome has grown its Australian distribution from 100 distribution points in 2019 to 7000+ in FY26 — the total addressable distribution market for Biome in our local market is ~12,000.
- Existing distribution (7000+) is expected to be ~58% developed at the close of H1 FY26. This leaves significant potential for scale in both number of accounts and average account revenue through Vision 27 and beyond.
- FY26 estimated 7500 by end of FY26.



Clinical & IP Pipeline

Proprietary IP strategy building long-term competitive advantage



Lactobacillus plantarum

BMB18™ Human Clinical Trial

Trial Design: Randomised, double-blind, placebo-controlled | Participants: 240 | Partner: La Trobe University
Commenced: February 2026 | Strain Bank: Registered with DSMZ (Germany) | IP Status: Proprietary to Biome Australia

Existing Clinical Evidence Base (30+ RCT studies on Biome's finished products) Including:

- ✓ Biome Lift (mood & sleep)
- ✓ Biome Osteo (bone health)
- ✓ Biome Daily Kids (paediatric)

BMB18™: Proprietary Strain Development

Lactobacillus plantarum BMB18 | 100% owned by Biome Australia | DSMZ registered



In Vitro Study Results

Completed by European research partner



Immune Modulation

Strong ability to modulate immune responses and inflammation



Oxidative Stress Reduction

Demonstrated capacity to reduce oxidative stress markers



Gut Barrier Integrity

Maintained intestinal barrier integrity, reducing leaky gut



Human Clinical Trial

Commenced February 2026

Design:	Randomised, double-blind, placebo-controlled
Participants:	240 across two active dosage levels
Partner:	La Trobe University
Duration:	12 months
Cost:	~\$140,000 (within existing R&D budget)
Registry:	ANZCTR (Australia New Zealand Clinical Trials)

Target Conditions

- ✓ Digestive symptoms (bloating, discomfort)
- ✓ Sleep disturbances
- ✓ Mood disturbances
- ✓ Quality of life outcomes

Development Pipeline



100% Biome-owned IP



Reduces COGS via proprietary strain



Future licensing opportunity



Long-term balance sheet asset

International Expansion

Four markets now contributing to revenue

Established

Australia



7000+ distribution points
TWC, Priceline, Symbion, API
Mecca, Go Vita

Growing

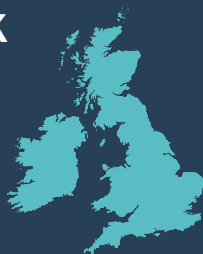
Canada



Fullscript (practitioner platform)
Ecotrend (national wholesale)
Territory managers in ON, BC & Q

Launched

Ireland & UK



Uniphar (wholesale distribution)
Pharmacy access established
Launched July 2025

Launched

New Zealand



Propharma (EBOS Group)
Green Cross Health
Dual-channel model

H2 Outlook & Growth Catalysts



Winter Immunity Campaign

First major above-the-line national advertising campaign. Outdoor, digital, and co-branded activity with key retail partners. Timed to coincide with peak demand period.



International Momentum

Canada accelerating with Fullscript now live alongside Ecotrend. Ireland and New Zealand partnerships continuing to build. UK market under development.



BMB18™ Clinical Trial

240-participant randomised controlled trial underway with La Trobe University. Results will support proprietary product development and strengthen IP portfolio.



Category Expansion

Active product pipeline under evaluation to extend the Activated Probiotics and Activated Therapeutics ranges into new therapeutic categories.

Investment Case

Category Leader

#1 fastest growing probiotic brand in Australia's biggest pharmacy category. 100% of range in growth.

Premium Margin Model

61% gross margin achieved at scale without promotional discounting. Pull-based demand driven by practitioner endorsement sustains full-margin growth with long product lifecycles.

Operating Leverage Proven

Net profit up 172%. Operating cash flow turnaround of \$3.28m. Eighth consecutive EBITDA positive quarter.

Proprietary IP Pipeline

BMB18™ strain in human clinical trial. DSMZ registered. Long-term balance sheet asset under development.

International Optionality

Four markets live. Practitioner-only model replicating across Canada, Ireland, and New Zealand.

Fully Funded Growth

No capital required. Borrowings halved. Cash generative. Annualised run rate of ~\$25.8m (\$6.45m Q2 exit run rate).

Shaping the Industry

Biome plays an active role in advancing standards, regulation, and education across the complementary medicine industry



Complementary Medicines Australia (CMA)

Board Director

CMA is the peak industry body representing the complementary medicines sector in Australia, advocating for regulatory frameworks, market access, and evidence-based standards across the industry.



International Probiotics Association (IPA)

Board Director

The IPA is the global voice of the probiotics industry, representing companies across research, manufacturing, and distribution. Membership includes leading probiotic producers worldwide.

What This Reflects

- ✓ Direct input into regulatory and policy decisions that shape the Australian and global probiotics landscape
- ✓ Industry recognition of Biome's scientific credibility and evidence-based approach to product development
- ✓ Relationships with the world's leading probiotic researchers, manufacturers, and distribution partners
- ✓ Visibility and influence that support commercial partnerships and international market access

BIOME | AUSTRALIA GROUP

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Certified



Corporation

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