H1 FY26 RESULTS & COMPANY PRESENTATION

Biome Australia

Australia's #1 fastest-growing probiotic brand — clinically-backed, profitable, and scaling.

Blair Vega Norfolk · Founder & Managing Director

ASX: BIO

Certified B Corporation

Our mission

To prevent disease, improve health outcomes and quality of life, and make our products accessible to all

INVESTMENT HIGHLIGHTS

Profitable, clinically-differentiated, and scaling

Biome develops, owns and clinically validates proprietary probiotic strains, sold through pharmacy and practitioner channels under the Activated Probiotics® and Activated Therapeutics® brands.

Australia's #1 fastest-growing probiotic brand

Leader by revenue in community pharmacy, with 100% of the range in growth.

A record, profitable first half

H1 FY26 was the eighth consecutive EBITDA-positive quarter, building on FY25's first full-year net profit.

Clinically differentiated

30+ randomised controlled trials, plus a proprietary strain — BMB18 — now in a 240-participant human trial.

Scaling at home and abroad

~7,500 points of sale and five international markets live, tracking to the Vision 2027 plan.

OUR JOURNEY

From start-up to Australia's fastest-growing probiotic brand

Revenue has compounded at **~86% a year** from FY20 to FY25 — and FY26 has opened with a record half.

FY20

$830k

First full year of sales

→

FY25

$18.4m

Revenue, +41.6% — first net profit

→

FY26

Record H1

$12.4m revenue, +40% PCP

Clinically-backed range

Built on 30+ randomised controlled trials.

Scaled distribution

From a standing start to ~7,500 points of sale across pharmacy.

Profitable and compounding

Eight consecutive EBITDA-positive quarters.

International reach

Live in five markets, with international sales up 69% in FY25.

H1 FY26 FINANCIAL SCORECARD

Record results across every key metric

REVENUE	ADJUSTED EBITDA	NET PROFIT
$12.40m	**$1.47m**	**$1.18m**
+40% vs PCP	8th consecutive quarter	+172% vs PCP

GROSS MARGIN	OPERATING CASH FLOW	EPS
61%	**$2.09m**	**0.53c**
1H25: 61.0%	$3.21m turnaround	+165% vs PCP

OPERATING LEVERAGE

Earnings growing far faster than revenue

+40%

Revenue growth (PCP)

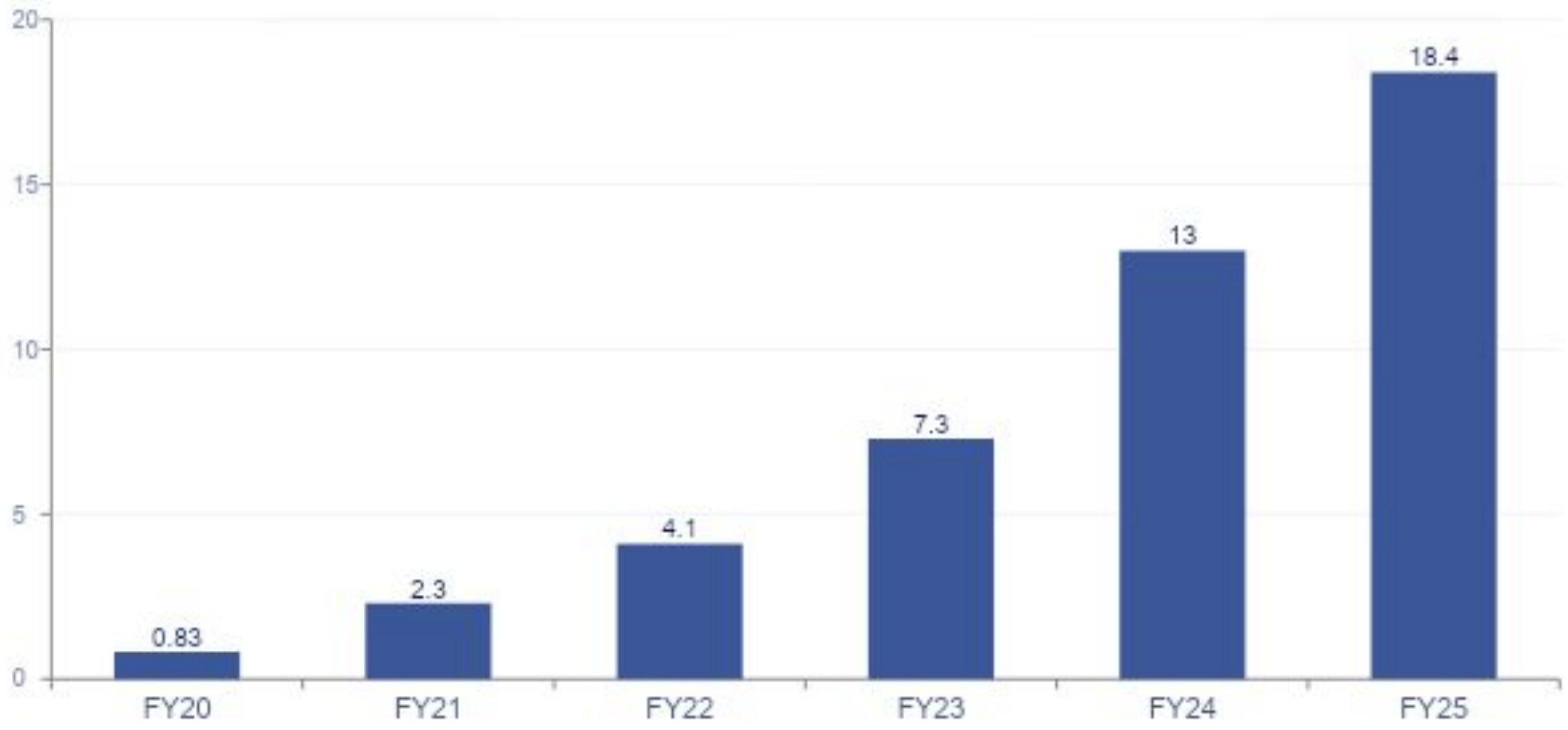
+172%

Net profit growth (PCP)

Profit is compounding more than four times faster than revenue — with gross margin held at 61.1% and an eighth consecutive EBITDA-positive quarter.

REVENUE TRAJECTORY

Compounding revenue, now profitable



H1 FY26

$12.4m

Revenue · +40% PCP

$1.47m

Adj EBITDA (excl SBP)

FY25 — first full-year net profit. Eight straight EBITDA-positive quarters.

FY20–FY25 actual full-year revenue. H1 FY26 actual was $12.4m, up 40% on the prior corresponding half.

MANUFACTURING & MARGIN

Onshoring manufacturing — margin and working-capital upside

A binding supply & purchase agreement brings key manufacturing onshore — structurally lifting gross margin and releasing working capital.

Gross-margin uplift

Increasing significantly from the strong 61% today commencing from FY27

Working-capital release

A shorter, local supply chain will up free significant capital tied up in inventory, goods-in-transit and shortens the cash-conversion cycle.

Supply security & Australian-made

Onshore production reduces lead times and import dependency — aligned with Biome's B Corp credentials.

The milestone

Binding agreement was executed on July 2 2026; first onshore production from September 2026.

Draft — subject to execution of the agreement; figures to be confirmed. Do not circulate until signed and, if price-sensitive, announced to the ASX.

MARKET OPPORTUNITY

A large market — significant growth headroom

Global probiotics market ~US$75bn+ growing 7–9% p.a.

Australian probiotics market ~A$600m

Biome today ~$25m*

← significant headroom

We hold a low-single-digit share of our home market today —
with 8,000-store distribution and five international markets still to convert.

*Annualised on H1 FY26 revenue. Market sizes are management estimates.

MARKET POSITION

Fastest-growing brand in pharmacy's biggest category

#1	**Community pharmacy (ex CW)**	Largest probiotic brand in community pharmacy by revenue — and the fastest growing.
#2	**Terry White Chemmart**	Second-largest brand by revenue in largest category.
48%+	**Priceline Pharmacy**	Moving-annual-total (MAT) sales growth and 5th brand for profit in category.
#1	**Wholesale (Symbion / API)**	100% of the range in growth.

HOW WE WIN

Practitioner Only - High Value - Solution driven

Practitioner endorsement drives full-margin growth

1. **Practitioner education** →
2. **Clinical recommendation** →
3. **Pharmacy purchase** →
4. **Scan data validates** →
5. **Category leadership**

A pull model. Demand is created by clinical recommendation and validated by scan data — full-margin growth, without promotional discounting.

Two clinically-backed brand families

Activated Probiotics®

Condition-specific, practitioner-recommended probiotics across the range.

Activated Therapeutics®

Selective, clinically-validated formulations for targeted applications.

MARKET EXPANSION

Adjunct medication opportunities

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

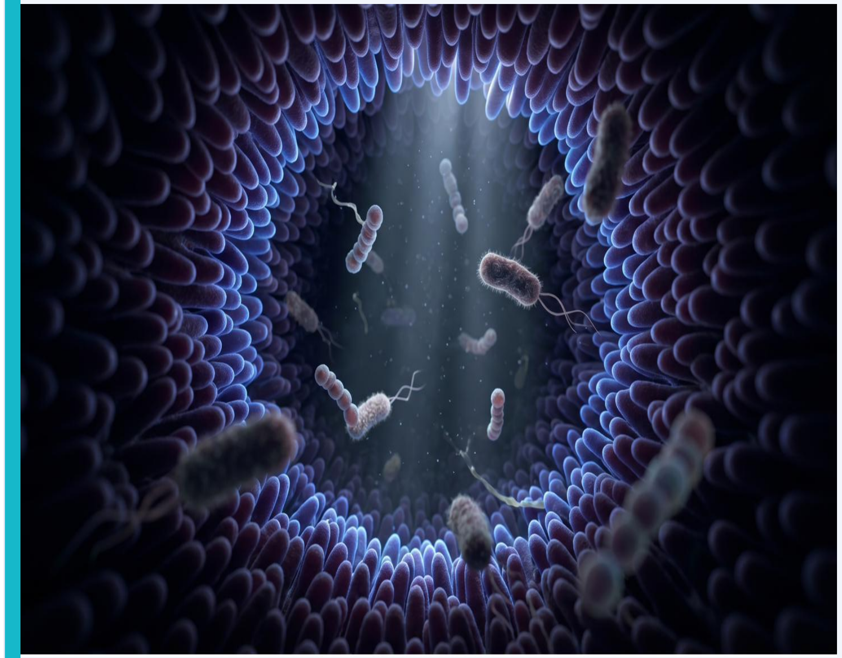
ATC MEDICATION CATEGORY	VOLUME (FY21)		ACTIVATED PROBIOTICS PRODUCT & ADJUNCT USE	
General Anti-infectives	10M	scripts / yr	**Biome Advanced™ Probiotic**	To help restore the balance of beneficial gut bacteria after antibiotic use
Nervous System	48M	scripts / yr	**Biome Lift™ Probiotic**	To support healthy mood balance and enhance sleep quality
Respiratory System	12M	scripts / yr	**Biome Breathe™ Probiotic**	To help stimulate a healthy immune response in children
Dermatological	3M	scripts / yr	**Biome Eczema™ Probiotic**	To help reduce the symptoms of mild eczema
Musculo-skeletal System	7M	scripts / yr	**Biome Osteo™ Probiotic**	To help promote healthy bones in adults
Cardiovascular System	29M	scripts / yr	**Biome Cholesterol™ Probiotic**	To help support healthy cholesterol levels in healthy adults

Source: PBS / Medicare prescription statistics, FY21.

Activated Probiotics are recommended by practitioners as complementary to medical treatment, not as alternatives — positioning Biome alongside medical interventions rather than competing with mass-market supplements.

The clinical moat competitors can’t replicate

- 30+ randomised controlled trials on Biome’s finished products.
- Peer-reviewed publication, including in The Lancet.
- Evidence across mood & sleep, immune & respiratory, skin, bone, cholesterol and children’s health.
- Practitioner-Only
- Hard to replicate — trials take years and capital, and earn the practitioner trust that drives the pull model.



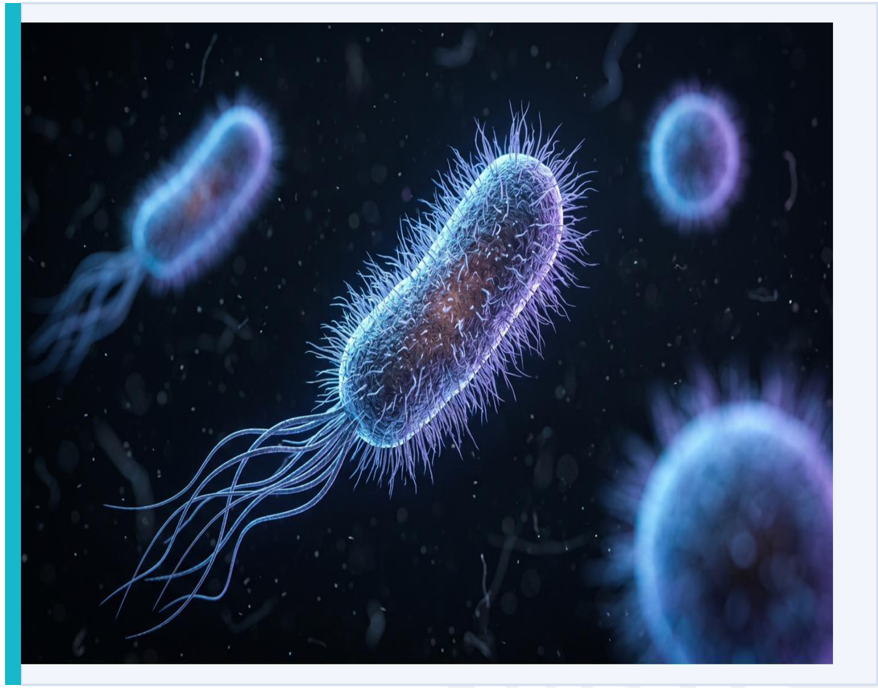
LEAD ASSET — BMB18

A proprietary strain in human clinical trial

BMB18 — *Lactiplantibacillus plantarum*

· **100% Biome-owned** · **DSM registered**

- In-vitro results: immune modulation, oxidative-stress reduction, gut-barrier integrity.
- 240-participant, double-blind, placebo-controlled RCT with La Trobe University; commenced February 2026 (ANZCTR registered).
- Sits on an existing base of 30+ RCTs across Biome's finished products.



DISTRIBUTION

From 100 to a 7,500-store footprint

~7,500
Points of sale by end FY26

~12,000
Addressable AU locations

8,000
FY27 target (Vision 27)

Progress to the Vision 27 distribution target

Started at 100 stores

8,000 by FY27

Distribution has grown from 100 to over 7,000 points of sale, laddering toward the Vision 27 target of 8,000 by FY27 — with roughly 12,000 addressable.

INTERNATIONAL

Five markets live; international sales up 69% in FY25 with careful investments in FY26 to build the foundation with low run rate

AUSTRALIA

Established

Scaled domestic base across pharmacy and practitioner channels.

CANADA

Growing

Fullscript live alongside Ecotrend; dedicated team building the FY27 launch base.

IRELAND & UK

Launched

Partnerships building across both markets, led by Uniphar pharmacy partnership in Ireland.

NEW ZEALAND

Launched

Live via the EBOS Group / Pharmacy channel.

VISION 2027

The roadmap to FY27

FY25
DELIVERED

- First net profit ($214,656)
- Revenue $18.4m, +41.6%
- International sales +69%
- ~7,000 points of sale

→

FY26
IN PROGRESS

- H1 revenue $12.4m, +40% PCP
- 8th consecutive EBITDA+ quarter
- BMB18 RCT commenced (La Trobe)
- ~7,500 points of sale by year-end

→

FY27
TARGET

- $75m cumulative sales (FY25–FY27)
- 8,000 points of sale
- International markets scaling
- BMB18 clinical trial readout

On track — FY25 delivered the first net profit; H1 FY26 is running +40% PCP into the plan.

Near-term value drivers

Winter immunity campaign

Major above-the-line activation — outdoor, digital and co-branded with key retail partners — timed to peak demand.

International momentum

Canada scaling with Fullscript; Ireland, UK and New Zealand partnerships continuing to build.

BMB18 clinical trial

240-participant RCT underway with La Trobe University, supporting proprietary product development and IP.

Category and range expansion

New therapeutic categories under evaluation across Activated Probiotics and Activated Therapeutics.

Why Biome

- **Category leader**

  #1 fastest-growing probiotic brand in Australia's biggest pharmacy category.

- **Premium-margin model**

  61% gross margin, sustained without promotional discounting.

- **Operating leverage proven**

  First net profit delivered; eight consecutive EBITDA-positive quarters.

- **Proprietary IP pipeline**

  BMB18 in human trial; 30+ RCTs across the range.

- **International optionality**

  Five markets live, sales up 69% — Canada the next growth engine.

- **Fully-funded growth**

  Cash-generative and largely self-funding the plan to Vision 27.

CAPITAL STRUCTURE

Snapshot & balance sheet

ASX code	**BIO**
Share price	**22.5c**
Market capitalisation	**$51.5m**
Shares on issue	**228m**
Performance rights / options	**Nil**
Cash (Q3 FY26)	**$3.39m**
Debt drawn (Q3 FY26)	**$2.12m**
Undrawn facility	**$2.89m**
52-week range	**20c – 63c**

Market data and register as at 1 June 2026; cash and debt as at Q3 FY26.

BALANCE SHEET

Net cash position, **no dilution overhang**

$3.39m cash against $2.12m drawn — with a further $2.89m undrawn and no options or performance rights on issue.

TOP SHAREHOLDERS

Founder, management & staff	**13%**
Board	**4%**
High-net-worth investors	**5% · 3.5%**
Institutional funds	**4% · 3.5% · 2.5%**
Top 50 holders	**57%**

THANK YOU

Profitable. Clinical. Scaling.

Blair Vega Norfolk · Founder & Managing Director
Lauren Dwyer · Chief Financial Officer
corporate@biomeaustralia.com
biomeaustralia.com · activatedprobiotics.com.au

ASX: BIO

Certified B Corporation.

DISCLAIMER

This presentation and the information contained within it (the “information”) has been prepared solely for the use and benefit of the person to whom it is provided (the “recipient”).

It has been provided to the recipient on a strictly confidential basis solely for the purpose of assisting the recipient to determine whether it may be interested in participating in the investment opportunity described in this presentation (“Opportunity”) and if so, to participate in that process, and may only be used for that purpose.

This presentation contains selected information only and does not purport to contain all of the information that may be relevant to the Opportunity.

The information is not a prospectus, disclosure document, product disclosure statement or other offering document under Australian law or under any other law. This presentation has not been filed, registered or approved in any jurisdiction.

The information is provided for general information purposes only, without taking into account any person’s objectives, financial situation or needs.

It should not be relied on by the recipient in considering the merits of any particular transaction, including the Opportunity. The recipient should consider its own financial situation, objectives and needs and conduct its own independent investigation and assessment of the contents of the Information.

Past performance information included in this presentation is provided for illustrative purposes only, should not be relied upon and is not an indication of future performance.

Biome Australia Limited (“Company”) and its related bodies corporate, directors, officers, partners, employees, advisers, consultants and agents make no representation nor give any warranty, express or implied, as to the accuracy, completeness, reliability, timeliness or suitability of the information or that the information may be used in any given way or to achieve any given result.

This presentation contains forward-looking statements, which may be identified by words such as ‘may’, ‘could’, ‘believes’, ‘estimates’, ‘expects’ or ‘intends’ and other similar words that connote risks and uncertainties. Certain statements, beliefs, and opinions contained in this presentation, in particular those regarding the possible or assumed future financial or other performance, industry growth or other trend projections are predictions only, and not guarantees, and subject to inherent risks and uncertainties.

Except to the extent required by law, none of the Company, its Related Persons or any other person gives any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this presentation will actually occur and investors are cautioned not to place undue reliance on such forward-looking statements.

A summary of the key risks associated with the Company, its business and an investment in its shares is set out at the end of this presentation. All forward-looking statements are subject to risk factors, many of which are beyond the control of the Company and its Related Persons and, if they were to occur, could cause the Company’s actual financial results to differ materially from the results expressed or anticipated in the forward-looking statements. The information should be read in conjunction with the risk factors set out at the end of this presentation.

The information is based on an assessment of the economic and operating conditions as at the date of this presentation, and on a number of assumptions regarding future events and actions that, as at the date of this presentation, are expected to take place. Except to the extent required by law, the Company and its Related Parties will not be updating or revising the information.

The recipient must, and agrees with the Company that it will, make its own independent assessment of the accuracy, completeness, reliability, timeliness and suitability of the information and its own determination of whether the information is appropriate to be used for any given purpose. The recipient will rely upon the information at its own risk.

To the maximum extent permitted by law, the Company and its Related Persons exclude and disclaim all liability for any loss, damage, cost or expense suffered by the recipient or any other person arising from or in connection with use or reliance on (in any manner) the information or the recipient’s participation in the Opportunity, whether the loss, damage, cost or expense arise because of negligence, default, misrepresentation or some other cause, and whether or not foreseeable. To the maximum extent permitted by law, the recipient (on its own behalf and on behalf of each of its representatives) unconditionally and irrevocably releases the Company and its Related Persons from all claims and liability. The Company holds this release for itself and on trust for its Related Persons.

The information contained in this presentation represents the Company’s strategy as determined by the board of directors as at the date of this presentation (02 June 2026), and the board reserves its right to change this strategy and conduct the business of the Company as appropriate having regard to changes in market or operating conditions.