ASX ANNOUNCEMENT

1 July 2026

Biome reports record annual sales revenue of $23.9m for FY26

- Record full-year sales revenue of $23.9m, up 30% on FY25
- $5.5m of new sales revenue added in FY26
- H2 FY26 of $11.5m, up 20% on H2 FY25
- June sell-through estimated to pass 100,000 monthly units for the first time
- Same-store sales across all channels up 39% in FY26
- *Activated Probiotics Biome Daily* now the leading probiotic product in Australian community pharmacy[1]
- International sales revenue of $1.8m, up 26%, with established positions across four markets built on a capital-light basis, set up for scale in FY27
- On track for the Vision 27 target of at least $75m cumulative sales

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Microbiome health company *Biome Australia Limited* (ASX: *BIO*) ('*Biome*' or 'the company') provides the following trading update for the full year FY26. These figures are preliminary and unaudited, ahead of *Biome's* audited FY26 accounts.

Biome's full-year sales revenue was $23.9m, up 30% on FY25 and a further record year. The result was delivered in a difficult environment for the broader consumer health sector and was led by the existing business, with same-store sell-through again well ahead of the category.

New Revenue Added

Biome added $5.5m of new sales revenue in FY26, more than the company's total revenue in FY22 ($4.1m), and the business continues to add substantial new revenue as it scales. H2 FY26 of $11.5m was up 20% on H2 FY25 and is the

[1] IQVIA Scan Sales, Australian Pharmacy, 52 weeks to 24 January 2026.

second-largest half on record, behind only H1 FY26. Over the six years to FY26, *Biome* has compounded sales revenue at about 60% per annum from FY21, and at about 74% from FY20.

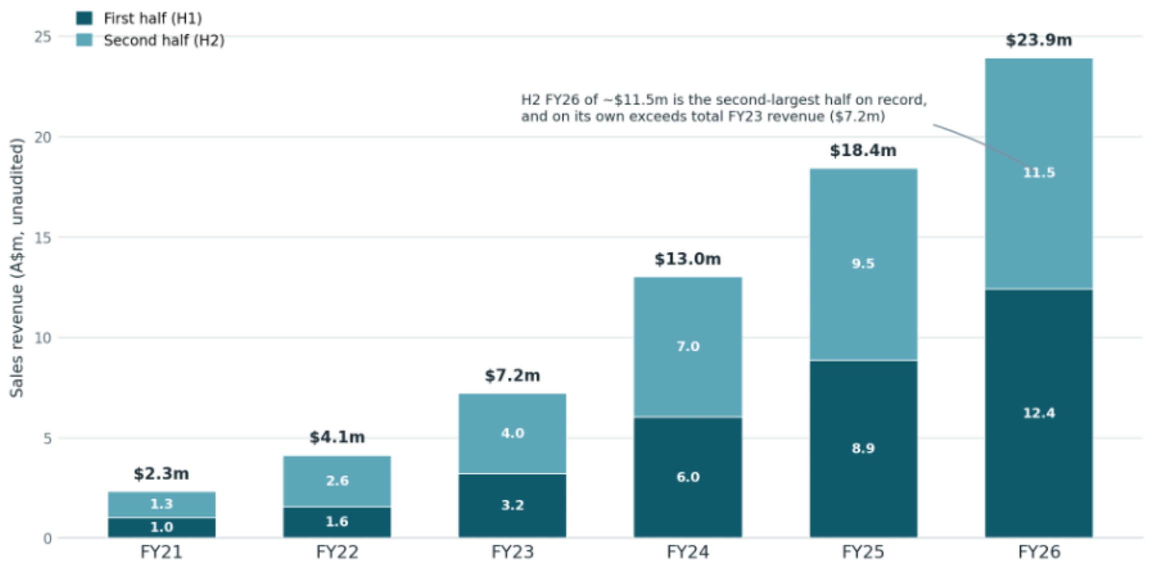

Figure 1. Biome Australia reported sales revenue by half, FY21–FY26 (A$m, unaudited).

Demand and market position

Underlying demand outpaced reported revenue in FY26. Same-store sales in Australia, across all channels, rose 39%, more than six times category growth of around 6%[2] and ahead of the 30% rise in sales revenue. At the close of FY26, pharmacy wholesalers had run stock levels and purchase orders right down, which supports a strong start to FY27.

Demand at the consumer end was just as strong, with June estimated to be the first month in which sell-through passed 100,000 units. *Activated Probiotics* is a top-three probiotic brand in Australian community pharmacy and the highest-growth brand in the category, with *Biome Daily* now the leading probiotic product by units sold.[3]

Onshore manufacturing

In June 2026, *Biome* signed a binding agreement with Specialty Probiotics Australia (SPA) to manufacture its *Activated Probiotics* range in Australia, the

[2] Australian pharmacy probiotics category sales data, 12 months to May 2026.
[3] IQVIA Scan Sales, Australian Pharmacy, 52 weeks to 24 January 2026.

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first phase of its Vision 27 plan to take greater control of its supply chain. The agreement requires no upfront capital, and the first commercial batch is targeted for September 2026. Securing this within FY26 sets *Biome* up operationally and financially for FY27. It brings production onshore, adds an Australian-made advantage in export markets, and is expected to free up working capital through lower inventory, faster stock turn and the removal of extended international sea freight, releasing cash that can be reinvested in growth. Further detail, including the expected margin and working capital benefits, was set out in *Biome's* announcement of 3 June 2026.

International

International expansion in this sector has usually been expensive and high-risk. *Biome* took a different approach. Its overseas markets run on satellite sales and education teams reporting into Australia, without standalone local operations teams in each country, which keeps capital and operating expense low. This lean model can accelerate growth.

FY26 was a foundation year by design, focused on building durable distribution and brand trust in priority markets. International sales revenue reached $1.8m, up 26%, with established positions now in Canada, Ireland, the United Kingdom and New Zealand.

In Canada, *Biome* added Fullscript, North America's largest practitioner distributor, alongside launch partner Ecotrend Ecologics and territory managers in three provinces. In Ireland it launched with Uniphar's pharmacy network, in the United Kingdom it supplies health food and pharmacy channels directly, and in New Zealand it launched with the ProPharma group.

With distribution in place and onshore manufacturing enabling the smaller batch runs these markets need, *Biome* expects materially stronger international growth in FY27.

Vision 27

Vision 27 targets cumulative sales revenue of at least $75m across FY25 to FY27. *Biome* has delivered $42.3m in the first two years, against a plan deliberately weighted toward FY27, when the international business scales from the foundations now built and onshore manufacturing takes effect. Reaching the target calls for a step-up in the revenue *Biome* adds in FY27. The company expects that step-up to be driven by the international inflection, the supply-chain and cash benefits of onshore manufacturing, continued momentum in the core Australian business and its pipeline of new product launches, and further growth initiatives still to be detailed. *Biome* remains on track against the Vision 27 plan and looks forward to sharing a broader update on its international markets, followed by its FY27 strategy and audited full-year accounts.

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

"I'm really proud of the team this year. FY26 was a record year, with sales up 30% to $23.9m and demand from consumers stronger than ever, reaching ~100,000 units sold through in June. We've spent two years building for this, and FY27 is set to be our biggest year yet for scale. We look forward to sharing a broader update on our international markets, and following this, our FY27 strategy and audited full-year accounts."

–ENDS–

This announcement has been authorised for release by the Board of Biome Australia Limited.

About Biome Australia Limited

Biome Australia develops, licenses, commercialises and markets innovative, evidence-based live biotherapeutics (probiotics) and complementary medicines supported by clinical research. Biome aims to improve health outcomes and quality of life, making its products accessible through professional health channels.

Incorporated in Australia in 2018, Biome distributes locally and internationally. In partnership with leading microbiome research organisations, Biome produces unique live biotherapeutic products with innovative delivery technologies that improve stability and efficacy for its flagship *Activated Probiotics®* range.

Supported by randomised double-blind placebo-controlled clinical trials, *Activated Probiotics®* and *Activated Therapeutics®* 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-recommended distribution, Biome educates health professionals on the systemic health effects of the gut microbiota, providing evidence-based natural medicines for prevalent chronic health concerns.

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Forward Looking Statements

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