FY26 RESULTS & COMPANY PRESENTATION

Biome Australia

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

September 2026

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 year

FY26 delivered record revenue of $23.9m, up 30%, 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 four 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 **~75% a year** from FY20 to FY26, with FY26 a record full year.

FY20	→	FY26
$830k		**$23.9m**
First full year of sales		Revenue, +30% year on year

Clinically-backed range

Built on 30+ randomised controlled trials.

Profitable and compounding

Ten consecutive EBITDA-positive quarters.

Scaled distribution

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

International reach

Live in five markets, with international revenue of $1.8m in FY26.

FY26 FINANCIAL SCORECARD

Record results across every key metric

REVENUE

$23.9m

+30% vs FY25

ADJUSTED EBITDA

$2.0m

+115% vs FY25

NET PROFIT (PRE-TAX)

$1.2m

+453% vs FY25

GROSS MARGIN

62.1%

+1pp vs FY25: 61.1%

OPERATING CASH FLOW

$1.6m

FY25: $2.9m (outflow)

EPS

1.62 cents

FY25: 0.10 cents

OPERATING LEVERAGE

Earnings growing far faster than revenue

+30%

Revenue growth (PCP)

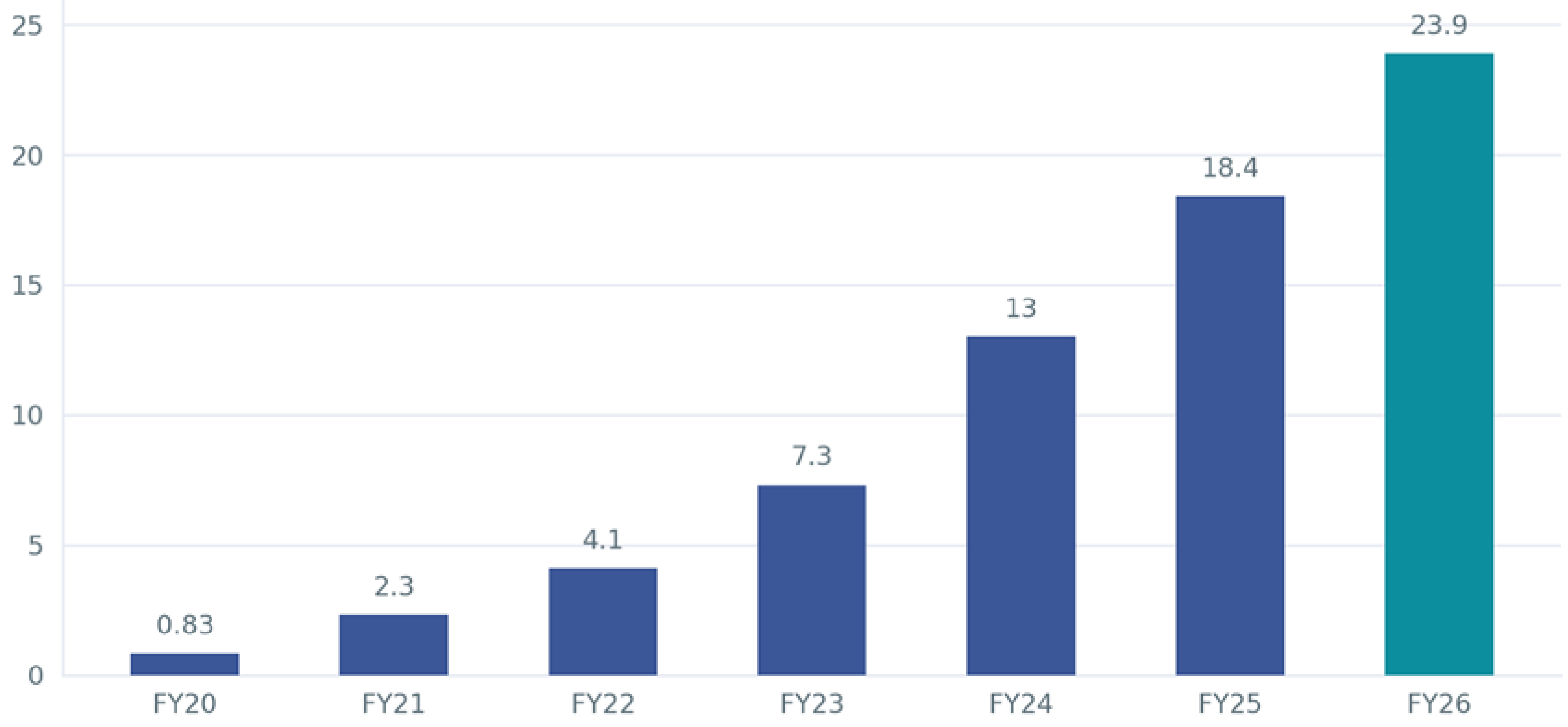
+453%

Net profit (pre-tax) growth (PCP)

Profit is compounding more than four times faster than revenue — with gross margin increased to 62.1% and tenth consecutive EBITDA-positive quarter.

REVENUE TRAJECTORY

Compounding revenue, now profitable



FY20 to FY26 actual full-year revenue.

FY26

$23.9m

Revenue · +30% on FY25

$2.0m

Adj EBITDA (excl SBP)

FY26 — Second full-year net profit. Ten straight EBITDA-positive quarters.

FY27 PRIORITIES

The path to success for FY27 (execution of Vision 27)

The platform is built and profitable. FY27 is about converting it to scale, focusing on key priorities:

Onshore manufacturing & margin

Onshore production starts this month with Specialty Probiotics Australia (SPA) agreement — underpinning the 65%+ margin outlook.

China launch

Exclusive cross-border e-commerce agreement signed with H&S Global; Activated Probiotics launch planned within FY27.

BMB18 clinical trial

The 240-participant trial with La Trobe University, underway since February 2026, is targeted to read out in FY27.

International conversion

Four markets are built and staffed — FY27 is about conversion and depth, in addition to new entry in China.

Vision 27 close-out

The final year of the three-year plan — 8,000 points of sale, $75m cumulative sales (FY25–FY27).

FY27 priorities are management plans, not guidance, and remain subject to execution, scale-up and the risks set out in this presentation.

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 62.1% today commencing from FY27

Working-capital release

A shorter, local supply chain will free up 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 June 2 2026; first onshore production from September 2026.

MARGIN BENCHMARK

Gross margin against the businesses acquirers just bought

Every business below was acquired in the past twelve months, except Life-Space. Margins are as last reported by each.

Biome converts a dollar of revenue into more gross profit than any of them. Jamieson and Thorne both manufacture in-house; Life-Space and Biome outsource.

Jamieson FY2025, computed from quarterly releases. Thorne FY2022, its last full year listed. Life-Space per By-Health Shenzhen Stock Exchange filings at acquisition. Biome 62.1% as reported for FY26; the 65%+ figure is the outlook announced 3 June 2026, subject to commercial scale-up, and is not a reported result.

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 ~$24m*

← significant headroom

We hold a low-single-digit share of our home market today — with 7,500-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 VMS category (FY26)

#1	**Probiotic Products in Pharmacy**	Biome Daily #1, Brand the highest growth in the category, all products in growth
#2	**Terry White Chemmart**	Second-largest brand by revenue in professional vitamins category and #1 for growth in largest pharmacy chain in Australia.
#1	**Priceline Pharmacy Growth**	#1 Sales growth (+36%) and 5th brand for profit in category.
#1	**Wholesale category growth (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.

PRODUCT PLATFORM

Two clinically-backed brand families
The clinical moat competitors can't replicate

Activated Probiotics®

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

Activated Therapeutics®

Selective, clinically-validated formulations for targeted applications.

- Practitioner-Only
- 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.
- Hard to replicate — trials take years and capital and earn the practitioner trust that drives the pull model.

The clinical moat competitors can’t replicate

- 30+ randomised controlled trials on Biome’s finished products.
- Peer-reviewed publication, including in The Lancet.
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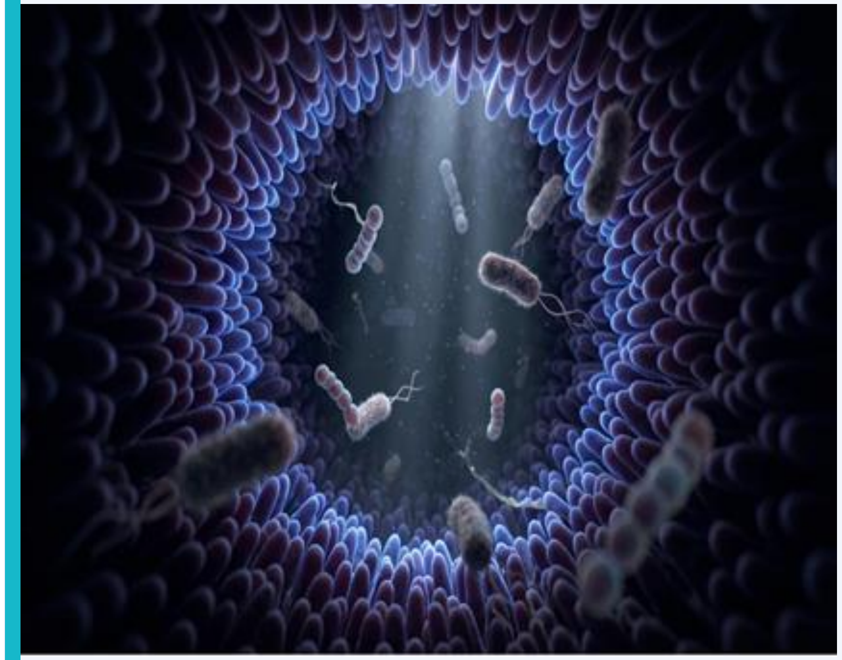
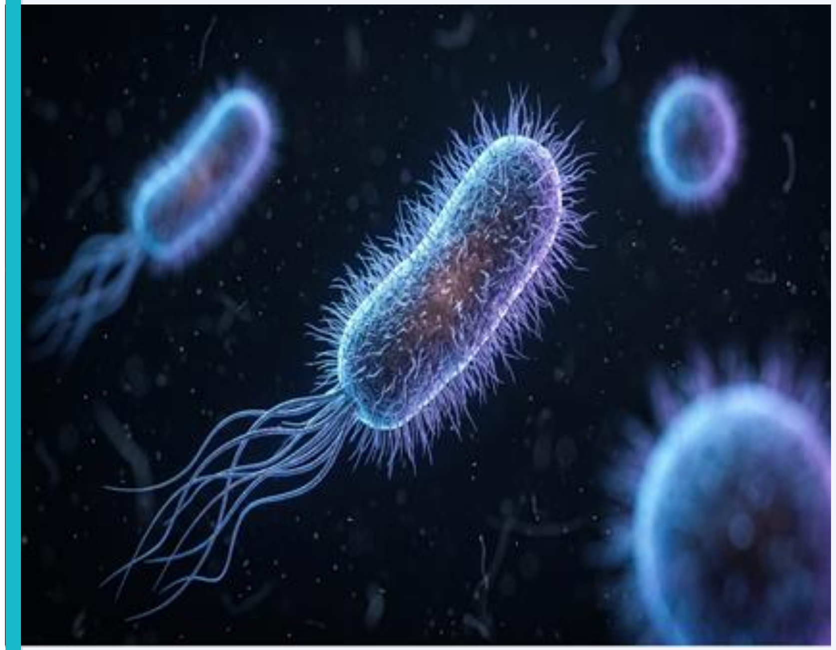


A proprietary strain in human clinical trial

BMB18 — Probiotic

· 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

Four markets past proof point

FY26 international performance. Practitioner-only and clinically backed in every market.

$1.8m
FY26 int'l revenue
+20% on FY25

~68%
Int'l gross margin
6pp above domestic

~2,000
Distribution points
and growing rapidly

12
International FTE
across four markets

≈ B/E
Approaching breakeven
$1.8m revenue vs $1.82 opex

Where the revenue comes from

Canada
Fullscript and Ecotrend
Largest international contributor

United Kingdom
Wholesale, marketing and distribution
Northern Ireland hub serves the EU

Ireland
Uniphar and Green Cross
1,989 practitioner touchpoints

New Zealand
ProPharma and Green Cross
NZ$2.3bn addressable, ~1,100 points

First mover in a category where every other brand sells online and through discounters. Four markets are live, staffed and contributing, with the build phase behind us.

FY26 international figures are unaudited. Breakeven measured as international revenue against international operating expense.

PRICING POWER

International earns a premium, and holds it

One global pricing architecture. Biome Daily anchors a premium, non-discounted position in every market.

AUSTRALIA
A$34.95
Home market RRP

CANADA
C$46.99
Fullscript / retail, ex tax

UNITED KINGDOM
£29.95
Practitioner RRP

IRELAND
€36.95
Uniphar retail

NEW ZEALAND
NZ$39.95
ProPharma RRP

Every offshore market prices above the Australian home RRP in AUD-equivalent terms.

Gross margin, domestic against international

Channel mix, not pricing

International revenue weights toward practitioner-led, recommendation-driven sales, where shelf, banner and promotion overhead are absent.

Growth was volume-led

FY26 group growth came entirely from volume, with blended average selling price held flat year on year. No promotional erosion of brand equity.

Biome Daily recommended retail price per market. Prices include local taxes except Canada, shown ex tax. Domestic and international margin split is estimated. Margin achieved in FY26 and not a forward expectation.

FY27 OUTLOOK

What scales it from here

The platform, people and channels are in place. FY27 is about conversion and depth, not new market entry.

Canada

Quebec market unlock and continued account growth with Fullscript and Ecotrend.

United Kingdom

Banner conversion and launch of the B2B2C practitioner platform in H1 FY27.

Ireland

Pharmacy expansion via Uniphar and their owned banners.

New Zealand

ProPharma, Pacific Health and Nutriscript

Two structural changes behind them

Onshore manufacturing

Australian production commences September 2026 under the Specialty Probiotics Australia agreement. Small batch agility, faster and more efficient supply, premium finish and lower COGS for international scale.

Northern Ireland as an EU gateway

The Northern Ireland hub sits inside the UK and reaches mainland Europe directly, serving the UK alongside it.

FY27 priorities are management plans and are not guidance. Onshore manufacturing commencement is subject to commercial scale-up.

CHINA

The world’s second largest nutraceutical market

US$17bn

China's online nutraceutical market in 2025, growing 14% a year

~US$105bn

of goods imported into China through cross border e-commerce in 2025

~40%

of China's supplement market is held by imported brands

Probiotics sit in the top four supplement categories in China

Behind fish oil, calcium and multivitamins

Cross border sales of probiotics alone were around US$566m in 2025, growing 20% a year.

No Blue Hat registration

Products on the cross border positive list, legally marketed at home, sell direct to Chinese consumers with no reformulation.

No capital expenditure

The partner funds in-market operations and platform activity. Biome supplies finished goods.

The buyer has changed. Chinese platforms are moving from celebrity and influencer endorsement toward healthcare professional engagement (KOL), and consumers are now asking about strain specificity and benefits beyond gut health. That is the problem Activated Probiotics was built to solve.

Online nutraceutical market value, probiotics category ranking and probiotics cross border e-commerce value presented at Probiota Americas, June 2026. Cross border e-commerce import value derived from General Administration of Customs data for 2025, total cross border trade of RMB 2.75 trillion with exports above RMB 2 trillion. Imported share ofthe supplement market is a third party estimate. Regulatory position as at the date of this presentation.

CHINA

Exclusive distribution partnership with H&S Global

Heads of agreement signed for exclusive sales, marketing and distribution of the Activated Probiotics range in China through cross border e-commerce.

KEY TERMS

Channel	Cross border e-commerce
Exclusivity	1-3 years from launch (subject to agreed volumes)
Products	Activated Probiotics range, unchanged
Launch	Planned within FY27
Marketing	Biome maintains control
Brand and IP	Retained in full by Biome

Why now

Australian manufacture

Provenance is what this channel rewards most. The Specialty Probiotics Australia agreement brings production onshore from September 2026.

A market that now asks for evidence

Around 90% of gut health probiotics on Tmall compete on dose above 10 billion CFU, and 72% on nine or more strains. We compete on whether the strain and dose on the pack were the ones trialled.

The right operator

H&S Global was selected after a structured assessment of cross border operators.

No China specific range. Chinese consumers get the same Australian made products Australians already buy, including the number one probiotic product in Australian pharmacy.

Heads of agreement only. Completion is subject to execution of a definitive distribution agreement, agreement of volumes, minimum performance conditions and the launch date, and cross border e-commerce product compliance. No revenue target, volume commitment or earnings contribution is provided. Refer to the ASX announcement of [ ] 2026.

CHINA

What goes into the market

The proposition is access to the products Australians are already buying, with the clinical work behind them.

#1 Flagship daily probiotic

Biome Daily

The number one probiotic product in Australian pharmacy

#1 Children's immune health

Biome Daily Kids

The number one immune health probiotic in Australian pharmacy

Source: IQVIA pharmacy scan sales, July 2026.

The credentials that travel

Trialled at the strain and dose on pack

Randomised, double blind, placebo controlled research on the finished product, not on the ingredient in general.

Guaranteed to end of shelf life

Strain level labelling with a CFU count guaranteed to expiry rather than at time of manufacture.

A proprietary strain

BMB18, registered with DSMZ in Germany, patent filed, human trial underway at La Trobe and Harokopio.

Price integrity

Not sold through grocery or discount pharmacy. The premium position holds in market.

BMB18 clinical trial is in progress and results are not yet available. Australian Register of Therapeutic Goods listings apply to products supplied in Australia.

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
DELIVERED

- Revenue $23.9m, +30%
- Adj. EBITDA $2.0m; 10th consecutive EBITDA+ quarter
- Biome Daily #1 probiotic in AU pharmacy
- ~7,500 points of sale; China HoA signed

→

FY27
TARGET

- Vision 27: $75m cumulative sales (FY25–FY27)
- 8,000 points of sale
- International markets scaling
- BMB18 clinical trial readout

INVESTMENT CASE

Why Biome

- **Category leader**

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

- **Operating leverage proven**

  Second consecutive net profit; ten consecutive EBITDA-positive quarters.

- **International optionality**

  Four international markets live, revenue up 20%. China signed for FY27 launch.

- **Premium-margin model**

  62.1% gross margin, sustained without promotional discounting.

- **Proprietary IP pipeline**

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

- **Fully-funded growth**

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

SECTOR CONTEXT

What acquirers are paying for evidence-led brands

Three transactions in the vitamins, minerals and supplements category announced since April 2026, with Life-Space for context.

Target	Acquirer	Transaction value	EV / revenue	Gross margin	Growth
Thorne	Procter & Gamble	US$3.8bn	7.6x	50.2%	+30%
Grüns	Unilever	~US$1.2bn	~4.0x	n/d	n/d
Jamieson Wellness	Kirin Holdings	C$2.5bn	3.0x	41.2%	+11%
Life-Space Group	By-Health	A$670m	6.8x	~60%	+54%

Life-Space, the closest structural comparable, was an Australian probiotics brand selling through pharmacy and Chinese cross border e-commerce at a gross margin of approximately 60%. By-Health paid A$670m.

Sources: Jamieson Wellness / Kirin Holdings announcement 6 August 2026, FY25 revenue C$822.1m. Procter & Gamble / Thorne announcement 4 August 2026, 2025 revenue reported by CNBC as above US$500m. Unilever / Grüns announced April 2026 and completed 1 June 2026, transaction value not disclosed, press reports approximately US$1.2bn on approximately US$300m of revenue. By-Health / Life-Space Group signed 31 January 2018, completed September 2018, final consideration approximately A$670m per By-Health Shenzhen Stock Exchange filings. Multiples are on last reported revenue at announcement and are shown for sector context only. This page is not a valuation of Biome Australia and no inference should be drawn as to the value of Biome shares.

CAPITAL STRUCTURE

Snapshot & balance sheet

ASX code	**BIO**
Share price	**36.5c**
Market capitalisation	**$83.2m**
Shares on issue	**228m**
Performance rights / options	**Nil**
Cash (FY26 Close)	**$3.6m**
Debt drawn (FY26 Close)	**$1.9m**
Undrawn facility	**$3.1m**
52-week range	**20c – 53c**

BALANCE SHEET

Net cash position, **no dilution overhang**

$3.6m cash against $1.9m drawn — with a further $3.1m undrawn and no options or performance rights on issue.

TOP SHAREHOLDERS

Founder, management & staff	**13%**
Board	**4%**
High-net-worth investors	**3.5% - 5%**
Institutional funds	**2.0% - 4.99%**
Top 50 holders	**57%**

Share price and market capitalisation as at 11 September 2026; register as at 1 June 2026; cash and debt as at 30 June 2026.

THANK YOU

Profitable. Clinical. Scaling.

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