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myeco group®

Making Your Everyday Sustainable

FY25 Full Year Results Investor Presentation

August 2025

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Presentation Covers:

1. Strategy Update
2. FY25 highlights & operational update
3. FY25 financial results
4. Outlook

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1. Strategy Update

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Update on Strategic Repositioning for Growth

During FY25, the Company communicated its refined strategy which focusses on growing our MyEco® branded product sales (which have delivered record growth during the year) and repositioning our production and distribution strategies to achieve a leaner cost structure and more effective supply chain. The expected impact of the operational restructure undertaken to realise the production and distribution strategies is addressed in the coming slides.

Strategy Focus

- The Company's strategy is to make MyEco® branded products the focal point of its growth strategy with ongoing innovation in biopolymer technology underpinning the longer-term value of the business

Product Development Strategy

- The Company is committed to driving innovation and active development of new products to extend its product range
- Relocation of pilot production equipment from Melbourne to Nanjing (China) to improve efficiencies and reduce costs for new product trials and commercial scale-up

Production Strategy

- Utilising internal assets and key partnerships, positions MyEco Group to meet increasing demand in a cost-effective manner while maintaining high-quality standards the brand is known for.

Sales & Distribution Strategy

- Focus on expanding our network of global distributors with the potential to drive significant sales growth
- Leverage the MyEco® brand in Australia and expand its product offerings across all sales channels.
- Address resin market volatility through mutually beneficial partnerships with key distributors and selective sale of resins to key converters.
- Use internal resin capacity primarily for manufacture of MyEco® branded products.
- Utilise high-end converters in south-east Asia to increase flexibility to meet demand in different geographies

Sales Strategy & Channels

1 Retail (FMCG)

MyEco® Global

- Maintain #1 position in compostable bin liner and kitchen caddy category in Australian supermarkets
- Expand recognition in international markets

White Label

- Expand global reach, similar to the launch of supply to Home Bargains in FY25 which has 600 stores in UK

2 Councils & Waste Management

- Servicing 59 councils across Australia and in discussions with several prospective councils.
- FOGO expansion represents a major growth opportunity - especially in NSW

3 Resin, Film & Product Development

Resin

- Supply through partnerships with key distributors/high-end converters
- Develop more technologically advanced resins, in collaboration with the Solving Plastic Waste Cooperative Research Centre and leading Australian universities

Film

- Develop distribution channels for compostable and sustainable film products in major geographical markets

Product Development

- In response to market demand/opportunities continue new product development such as landscape netting, erosion matting, and grape/lettuce bags

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Operational Restructure enhances MyEco Group's Capabilities as a Vertically Integrated Manufacturer, Developer and Global Distributor

- Rationalised resin, bag and film manufacturing to reduce production costs, increase redundancy of supply chains, and increase flexibility to meet demand in different geographies
- Enhances access and ability to serve world markets through strategic partnerships with high-end converters in south-east Asia
- Utilising partnerships with convertors enables growth in production capacity without further significant investment in CAPEX
- Partnering with convertors on product development using MyEco Group's Cardia resins and in house product development capabilities to drive growth in new sustainable packaging categories
- Established global distribution partners, including in the USA and Europe

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2. Highlights & Operational Update

FY25 Sales Growth

(Continuing Operations)

FY25 sales of $15.7m, a growth of 9% vs FY24, driven by:

- MyEco® branded product sales of $5.3m in FY25, up 82% vs FY24 remaining the category leader in both Coles and Woolworths, with Australia sales up 64% and USA sales up 258% vs FY24
- Council and waste management sales of $4.7m in FY25, down 2% vs FY24 due to the timing of customer orders and distribution
- White Label and other sales of $2.7m in FY25, up 15% vs FY24 driven by a new UK retail customer
- Resin sales of $2.3m, down 37% vs FY24 due to strategic decision to prioritise production for its own MyEco® products and in response and due to volatile resin market conditions
- Film sales of $0.7m, down 8% vs FY24

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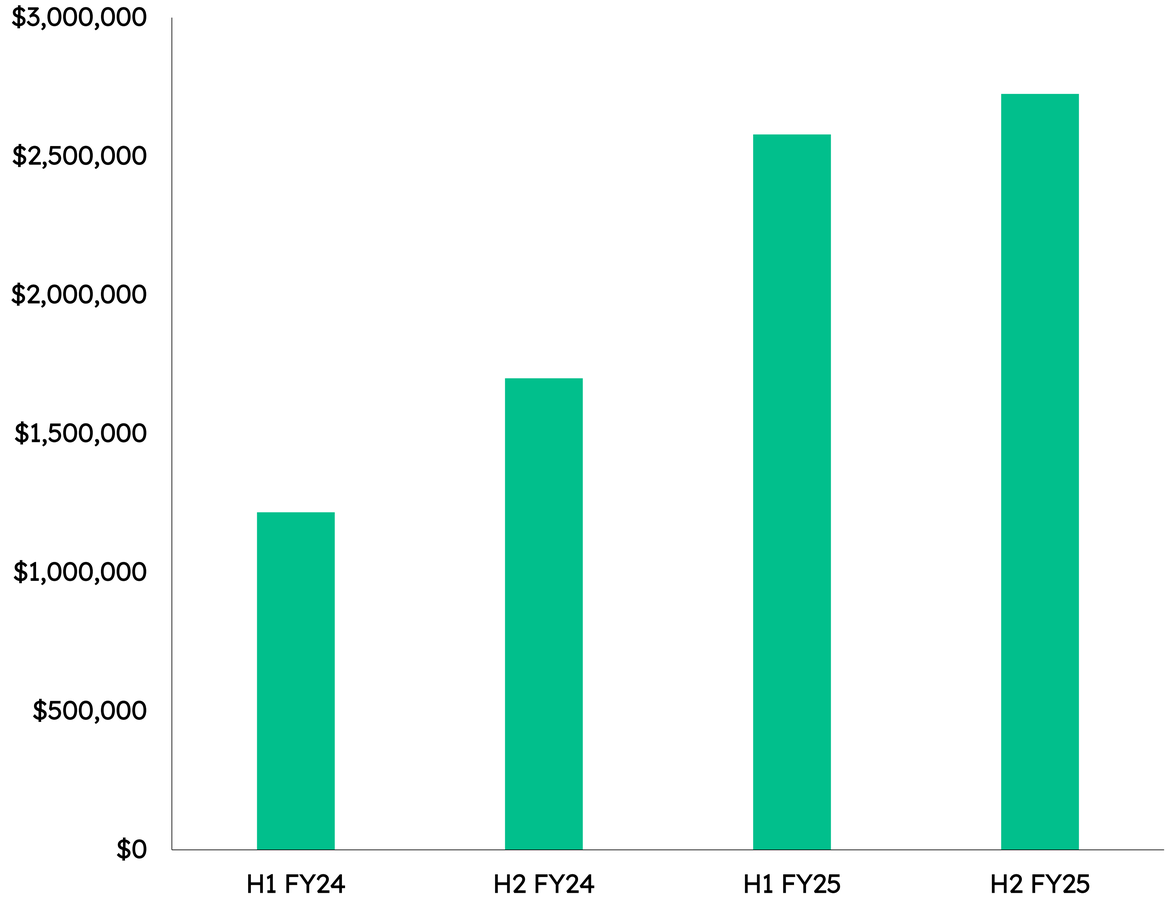
FY25 Sales By Product Segment (cont.)

Global MyEco® Product Sales

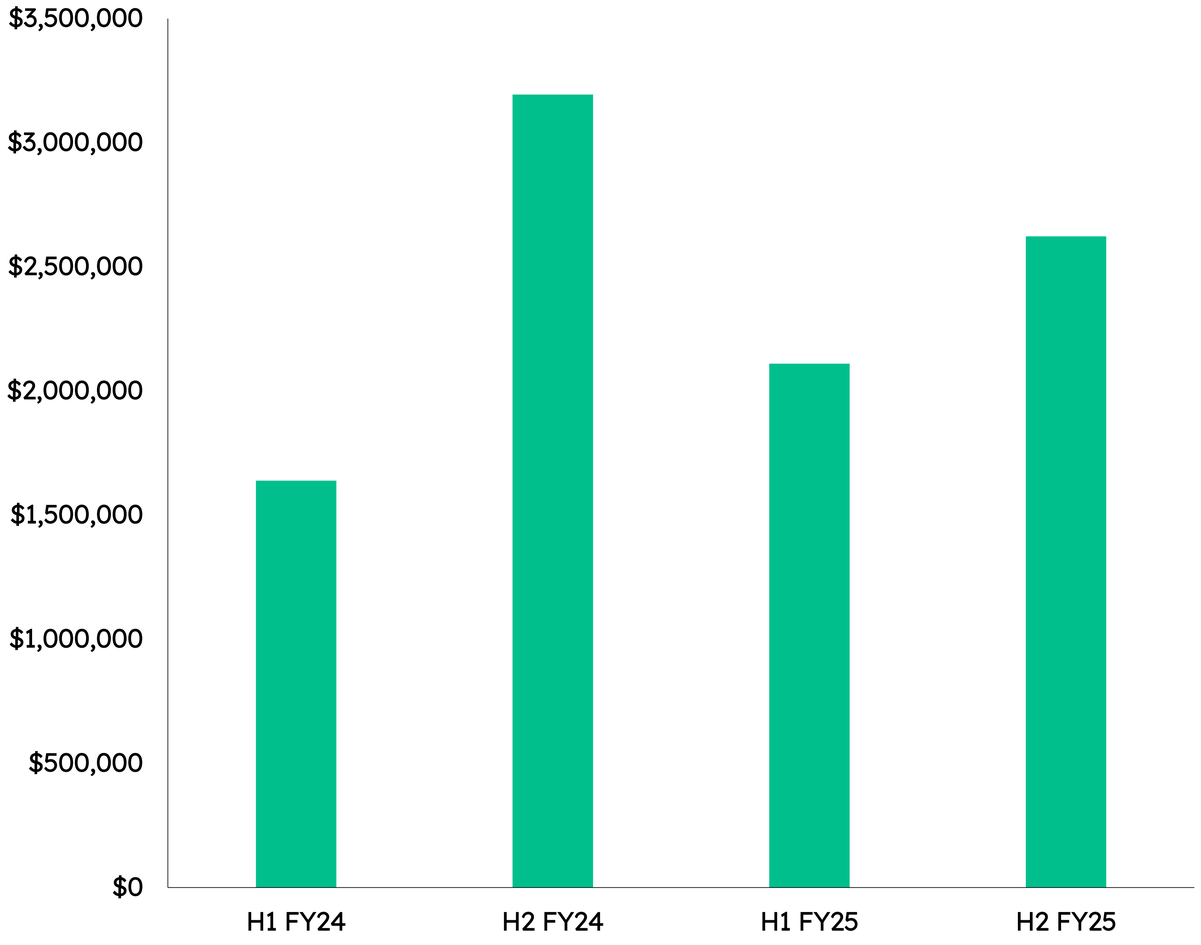


- FY25 MyEco® global sales **grew by 82% on PCP** - a record 12 months of $5.3m
- MyEco® products sold in over 2,400 Australian stores comprising 1,111 Woolworths stores, 858 Coles Stores and in independent stores
- MyEcoBag® maintains its position as the number one brand within Woolworths[1] compostable bin liner and kitchen caddy bag sales, representing 62% of sales in this category
- MyEcoBag® maintains its position as the number one brand within Coles[2] compostable bin liner and kitchen caddy bag sales, representing 39% of sales in this category

[1] *Quantium Scan Data between 7/8/24 to 5/8/25*
[2] *IRI Scan Data between 7/8/24 to 5/8/25*

FY25 Sales By Product Segment (cont.)

Councils/Waste Sales



- FY25 sales decreased by 2% vs FY24, with H2 FY25 sales up 24% on H1 FY25
- FY25 impacted by timing of customer orders and distribution. Notably, $0.9m in sales from the Ballarat Council tender win, which services over 55,000 residential households, was initially expected to be recognised in FY25 but will instead be recognised in FY26 to align with the Council's revised distribution schedule.
- Increased supply to 59 councils (Jun-24: 52 Councils)
- Growth expected in FY26 based on current FOGO orders, contracts in place and pipeline. Growth in pipeline expected to include opportunities arising from the NSW Government's mandate for universal household FOGO services by July 2030 and new requirements for food organics separation by supermarkets, institutions, and hospitality businesses from 1 July 2026.

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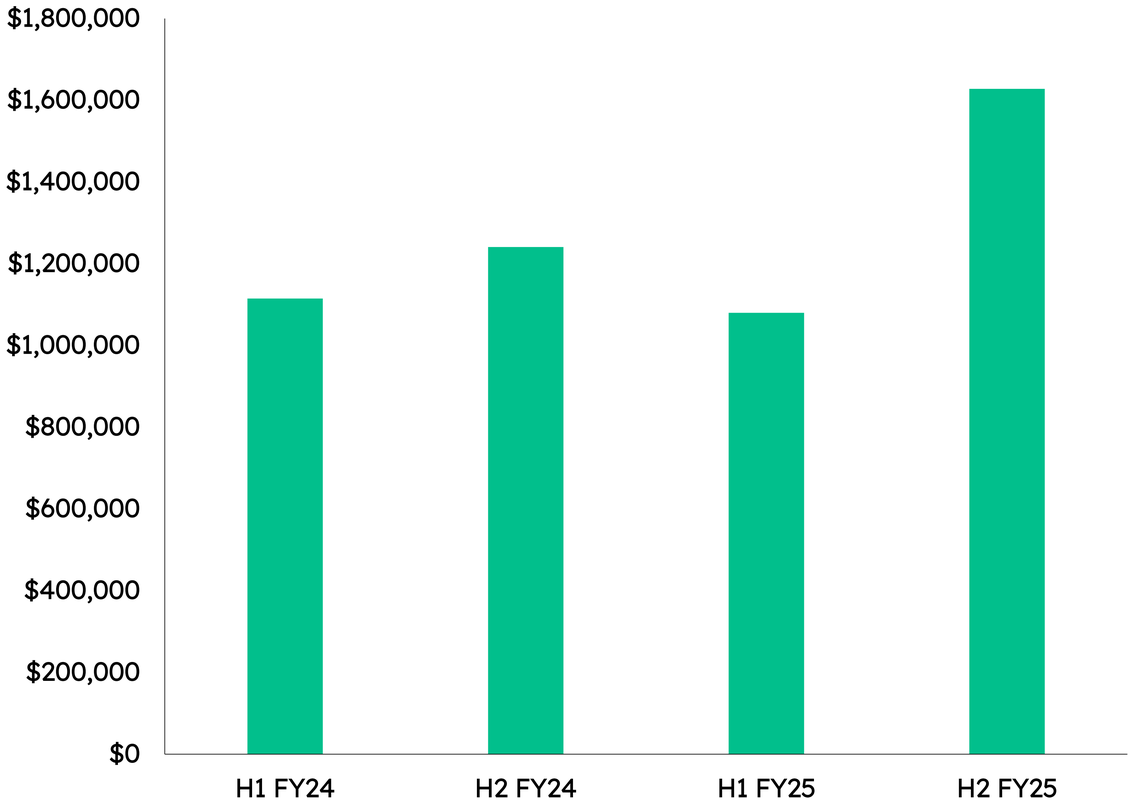
FY25 Sales By Product Segment (cont.)

White Label and Other Sales



- FY25 sales increased by 15% vs FY24
- Launch of supply to Home Bargains, a leading UK variety store chain with over 600 stores. An initial $0.5m in first-order sales for white label compostable pet waste bags was recognised in Q4 FY25.

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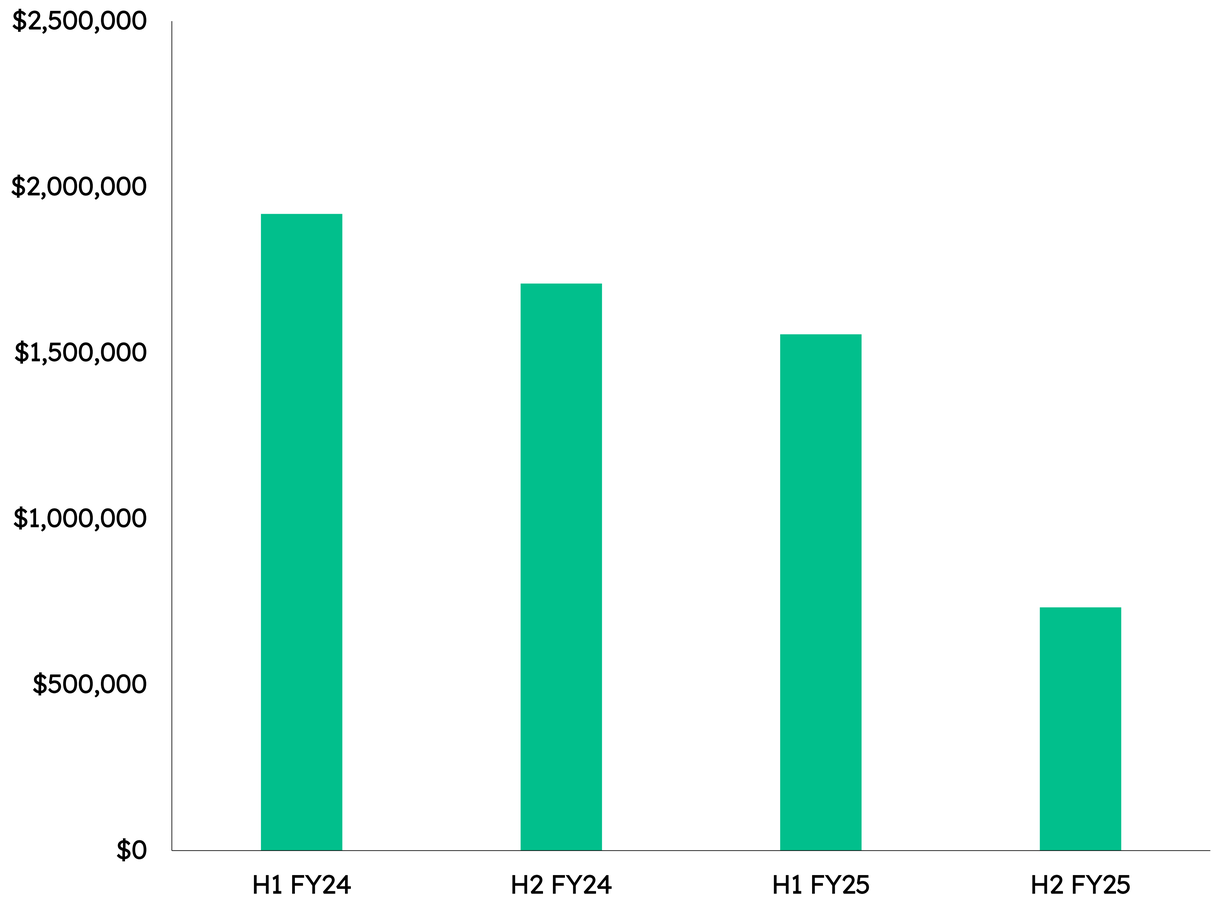
FY25 Sales By Product Segment (cont.)

Resin Sales



- FY25 Sales decreased by 37% vs FY24
- MyEco Group's strategy has shifted from focusing on prioritising resin capacity for manufacture of its own MyEco® products, which are performing at record levels year on year and in response to volatile resin market conditions
- The Company aims to grow resin sales through the establishment of partnerships with key converters who have the opportunity to utilise MyEco Group's resins for their own customers along with the manufacture of MyEco products.

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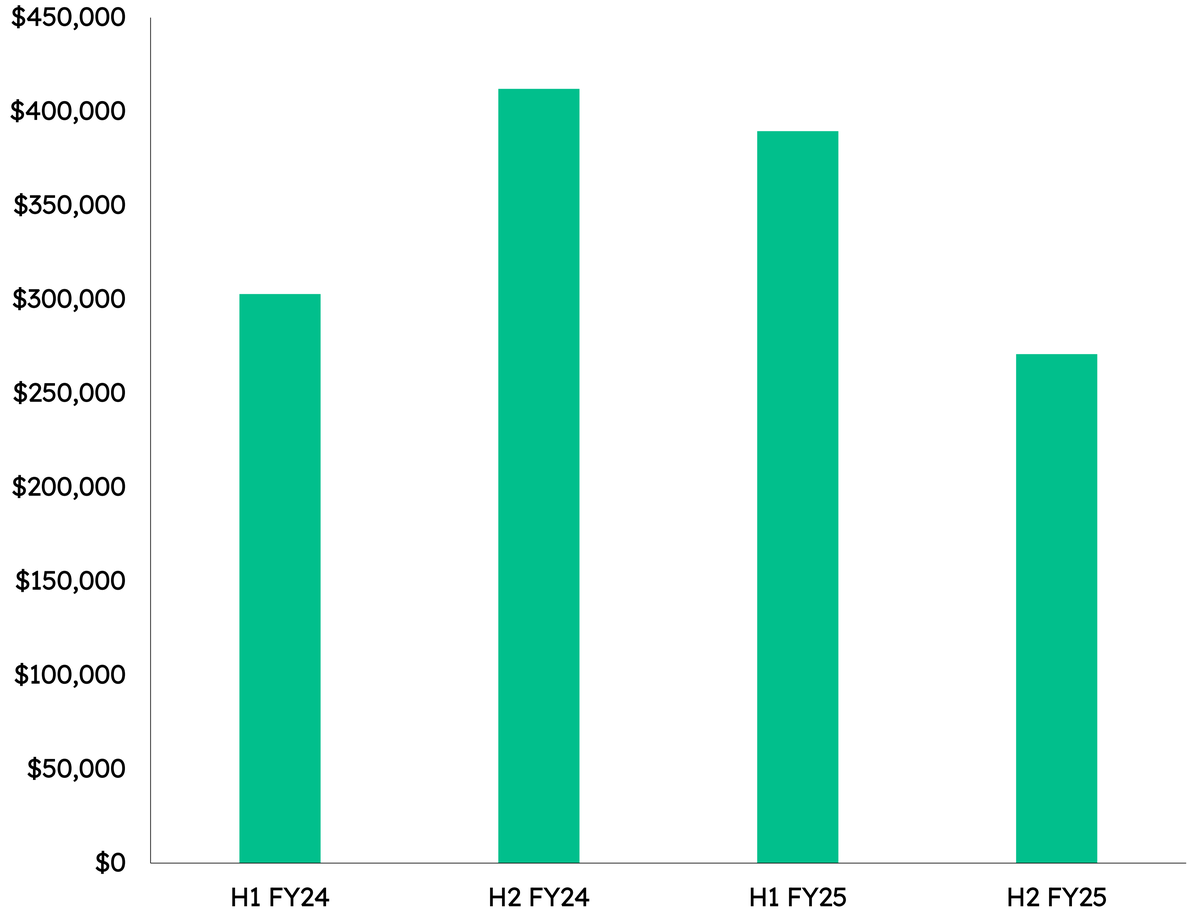
FY25 Sales By Product Segment (cont.)

Film Sales



- FY25 sales decreased by 8% on FY24, representing a relatively small component of the business in FY25
- The Company is actively developing distribution channels to support the expansion of its compostable and sustainable film products in major geographical markets
- Newspaper, magazine wrapping, and pallet wrapping films are gaining traction, with initial in-house trials completed by several prospective customers.

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Research & Development Capabilities and Certifications

Solving Plastic Waste Cooperative Research Centre

- MyEco Group is working with the Australian Government funded Solving Plastic Waste Cooperative Research Centre, as well as RMIT scientists, to develop new compound formulations and film structures to replace plastic packaging and to generate data to enable more informed decisions regarding the acceptance of flexible compostable alternatives to conventional plastic packaging by stakeholders.

MyEco Group's Product Certifications

- AS 5810, EN13432, NF T51-800, Ecovadis, BPI Compostable Textile Exchange Recycled Content and Global Recycled Standard

HOME COMPOSTABLE
AS 5810
ABAP 20018

COMPOSTABLE
AS 4736
ABAP 10007

INDUSTRIALLY
COMPOSTABLE
EN13432
7P0347

BPI COMPOSTABLE
COMMERCIALLY COMPOSTABLE. FACILITIES MAY NOT EXIST IN YOUR AREA.
CERT #891049

HOME COMPOSTABLE DIN Geprüft
NF T51-800
9P0008

Global Recycled Standard
Contains 95% GRS Certified Post-Consumer Recycled Polyethylene.
CGI 700397

BRONZE | Top 35%
ecovadis
Sustainability Rating
DEC 2024

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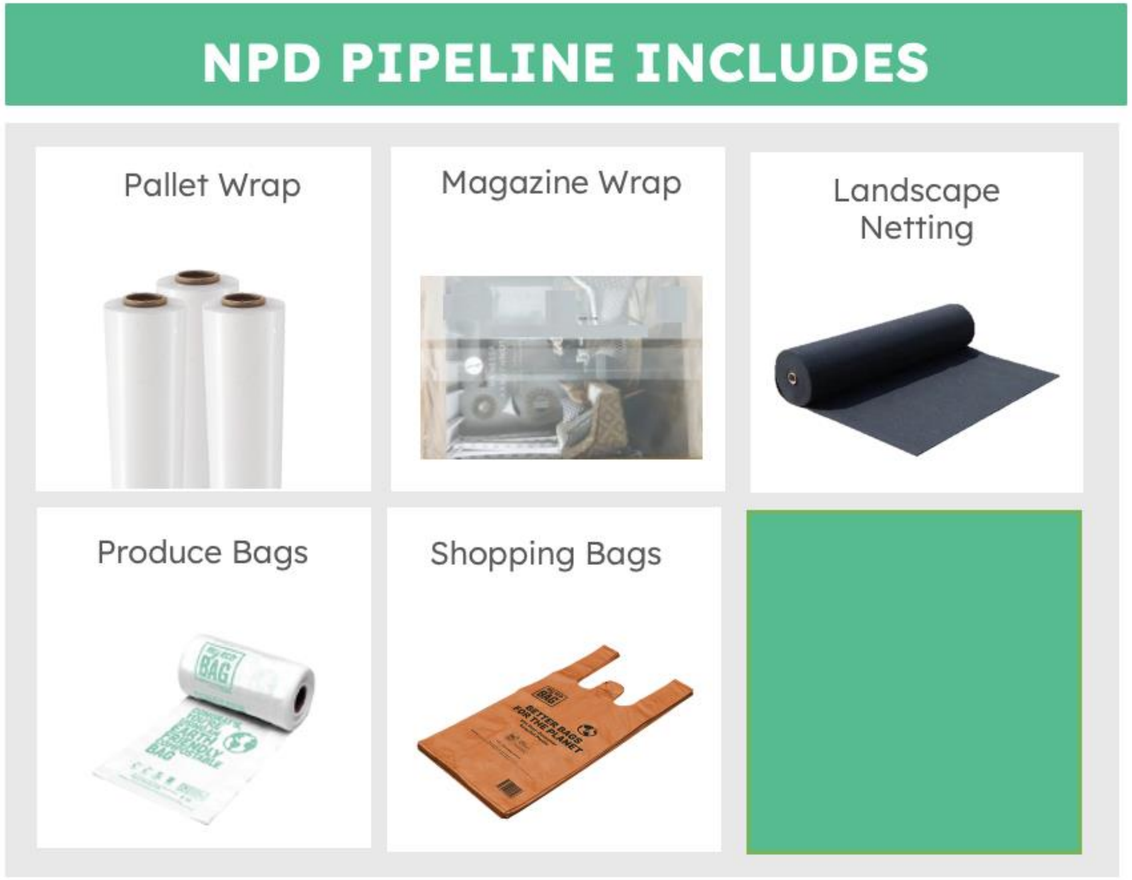
Product Development Capabilities

Our Global Product Development Centre drives sustainable product development and has completed the following products in the past 12 months:

- **Landscape Netting**
- **Magazine wrap**
- Post Consumer Recycle **pallet wrap**
- Reusable Post Consumer Recycle **shopping bags**
- Lower cost grade **resins**

The following are products under development:

- Low gauge and low thickness **produce bags**
- Compostable **pallet wrap**
- Additional product development to improve quality to address evolving regulatory requirements and existing/prospective customer demands:
  - Higher percentages of renewable content
  - Accelerated composting time frames



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Leader In Evolving Australian Regulatory and Market Landscape

MyEco Group is committed to advocating for policies that support certified compostable solutions and align with circular economy goals.

- In June 2024, Recycling Victoria released a draft Household and Recycling Service Standard (Draft Service Standard), which proposed, among other recommendations, to ban certified compostable caddy bin liners from Victoria's new four-stream household waste and recycling system.
- If implemented, this ban would reduce Food Organics and Garden Organics (FOGO) capture rates by up to 30%[1], undermining Victoria's Circular Economy goals and increasing landfill waste.
- MyEco Group submitted a formal response opposing this proposal on 14 August 2024. While the Victorian Government has yet to release a formal decision on the Draft Service Standard, the Company has continued to actively engage with the Victorian Minister for Environment and has held productive discussions with the Minister's office.
- The Company continues to advocate for a policy outcome that aligns with other Australian jurisdictions that enthusiastically support certified compostable solutions.

(1) Analysis of Victorian Government waste data and council websites to identify councils that accept certified compostable bags

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3. FY25 Financial Results

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FY25 Profit and Loss

(Continuing Operations)

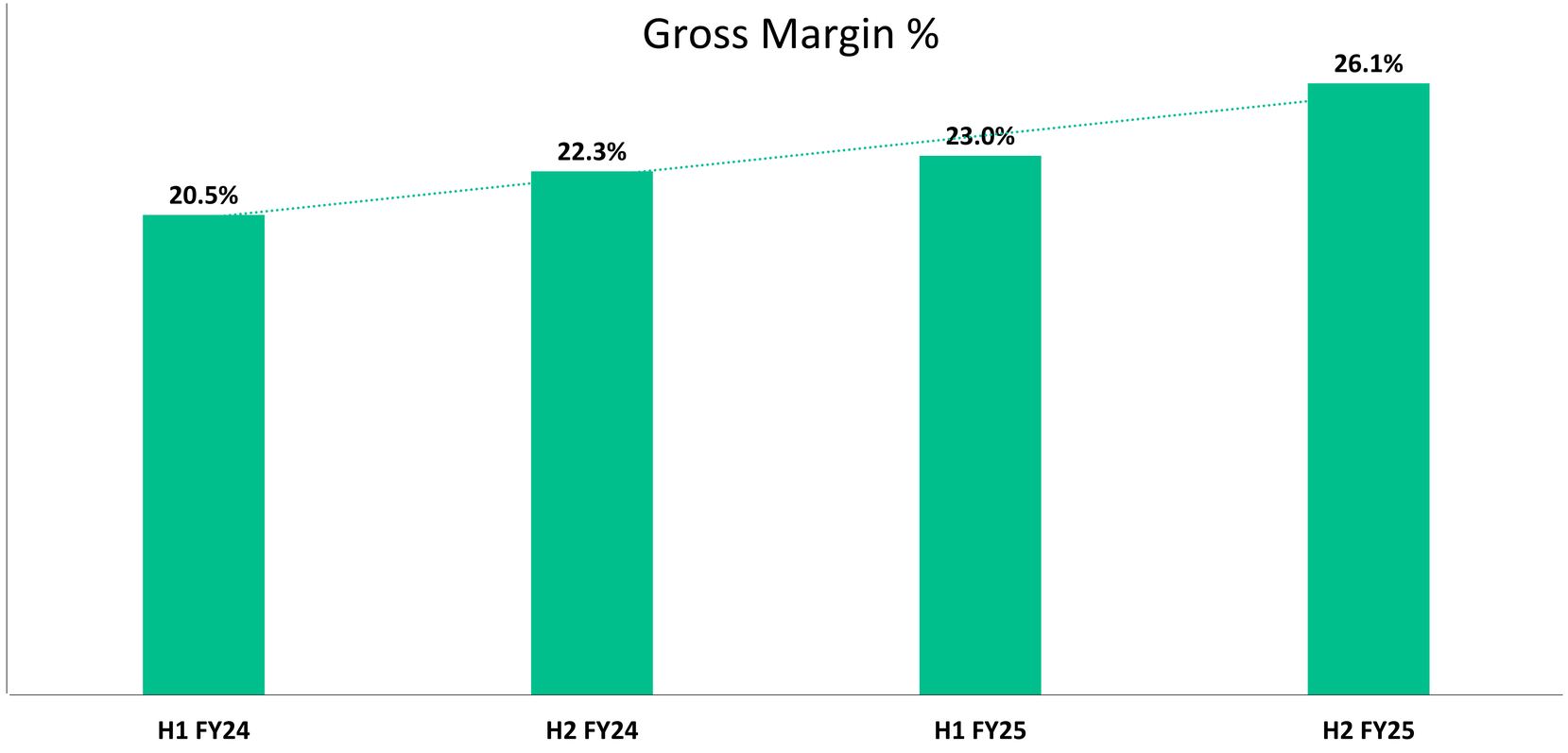
- FY25 Group sales increased by 9% versus FY24
- Gross margin growth continued, up 273 bps on PCP due to increased sales volume and customer mix
- Marketing & distribution expense increased by 24% driven by investment in branding, and research and product development in collaboration with the Solving Plastic Waste Cooperative Research Centre and leading Australian universities
- Other income increased due to increased R&D tax incentive subsidy and positive fair value movement of the financial derivative linked to the $1.6m of convertible notes issued on 9 May 2025
- Restructuring expense of $0.7m relates to one-off costs to implement the operational restructure

$'000	FY25	FY24	Var (%)
Sales	**15,696**	**14,449**	**9%**
Gross Profit	3,799	3,112	22%
Gross Margin %	**24.2%**	**21.5%**	**273 bps**
Employment related expense	(3,748)	(3,492)	(7%)
Marketing & distribution expenses	(2,256)	(1,818)	(24%)
Administration expense	(762)	(922)	17%
Legal & Compliance expenses	(785)	(637)	(23%)
Operating Expenses	**(7,551)**	**(6,869)**	**(10%)**
Other Income	968	281	244%
Normalised EBITDA (1)	**(2,784)**	**(3,476)**	**20%**
Restructuring expense	(744)	-	-
Depreciation and Amortisation	(1,322)	(1,349)	(2%)
Impairment of intangibles	-	(3,568)	100%
Finance Income/(Costs)	(93)	(53)	(75%)
PBT	**(4,943)**	**(8,446)**	**42%**
Tax Expense	(15)	(978)	99%
NPAT	**(4,958)**	**(9,424)**	**47%**

(1) EBITDA stands for earnings before interest, tax, depreciation, and amortisation. EBITDA is a non-IFRS measure and is presented to provide users with additional insight into the Company's business and to facilitate incremental understanding of the Company's underlying financial performance. Non-IFRS information is not audited. Normalised EBITDA for FY25 excludes the non-recurring restructuring costs of $0.744 million arising from the one-off costs associated with the operational restructuring (FY24 excludes $3.568 million impairment of intangible assets)

Ongoing Gross Margin Improvement

(Continuing Operations)



- Gross margin improvement driven by increased sales volumes and improved customer mix

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Balance Sheet

- Cash balance at 30 June 2025 was $3.6m with no bank debt
- Current ratio of 2.1x compared to 3.8x at 30 June 2024
- Inventory increased by $0.4m driven primarily by the intentional build-up of stock to ensure fulfillment of Q1 FY26 sales in light of the operational restructure
- Contract liabilities represent deposits from customers received in advance of delivery of the goods and recognition of sale

$'000	Jun 2025	Jun 2024	Var %
Cash at Bank	3,618	6,108	(41%)
Trade and Other Receivables	2,554	3,246	(21%)
Inventories	3,625	3,169	14%
Prepayments and Other Assets	525	437	20%
Other Assets	50	34	47%
Plant and Equipment	3,715	3,994	(7%)
Right-of-Use Asset	497	1,065	(53%)
Total Assets	**14,584**	**18,053**	**(19%)**
Trade and Other Payables	1,203	1,556	(23%)
Employee Benefits	333	289	15%
Contract Liabilities	522	-	-
Accrued Expenses	1,086	965	13%
Lease Liability	554	1,209	(54%)
Borrowings	1,398	-	-
Total Liabilities	**5,096**	**4,019**	**27%**
Net Assets	**9,488**	**14,034**	**(32%)**

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Cash Flow

- Closing cash of $3.6m with no bank debt as at 30 June 2025
- FY25 operating cash outflows reflected a revenue base still scaling to match the operating cost structure, now addressed through the operational restructure, together with a strategic inventory build to support Q1 F26 sales.
- Following the operational restructure, we remain focused on cost management and driving improved cash efficiency as the business scales. This includes a disciplined approach to working capital management.
- Cash flows from financial activities including the $1.6m of convertible notes issued on 9 May 2025
- Closing cash excludes an undrawn financing facility of up to $1.0 million, secured against 80% of eligible trade receivables held by Cardia Bioplastics Australia, a wholly owned subsidiary of MyEco Group

$'000	FY25	FY24
Opening Cash	**6,108**	**8,424**
Cash Flows used in Operating Activities	(3,117)	(1,287)
Cash Flows used in Investing Activities	(160)	(302)
Cash Flows from/(used in) Financing Activities	766	(719)
Net Cash Movement	(2,511)	(2,308)
Foreign Exchange	21	(8)
Closing Cash	**3,618**	**6,108**

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4. Outlook

Positive Impact of Operational Restructure Initiatives in FY26

The operational restructure is expected to deliver circa **$2.5m** fixed cost savings in FY26 from lower manufacturing, operating, and reduced rent-related amortisation and interest.

Subject to no material change in trading and other operational conditions, and maintaining a 25% gross profit margin, MyEco Group expects the recent cost reductions will enable the Company to reach EBITDA breakeven at circa $25m in sales.

Initiative	Status	FY26 Budget Fixed Cost Savings	
		Cost of goods sold	Operating & Rent-Related Expenses
Rationalisation of Malaysian manufacturing assets to reduce manufacturing and overhead costs	Completed	~ $1.0m	~$1.5m
Relocation of larger pilot production equipment from Melbourne to commercial plant in Nanjing, China to reduce costs for new product trials and realise efficiencies in upscaling to commercial production	Completed		
Relocation of head office and product development centre to lower-cost premises within Melbourne to reduce both rent and overheads	Completed		
Scale production capacity through strategic partnerships with high-end converters in south-east Asia, to reduce production costs, increase redundancy of supply chains, and increase flexibility to meet demand in different geographies	Initial trials with outsourced manufacturers in south-east Asia have been successful, and small-scale orders were placed in Q1 FY26		

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FY26 Outlook

- The operational restructure will reduce costs materially in FY26, with increased flexibility to scale production using production partners better aligned to support sales distribution
- MyEco Group is confident that its refocused sales strategy and operational restructuring initiatives position it well to drive long-term sales growth, enhance margins, and establish a clear pathway to achieve positive EBITDA in medium term
- Organic growth is expected from existing MyEco® products across more than 2,400 major retail stores in Australia
- Continue to pursue sales growth in the USA, while remaining mindful of and responsive to potential volatility arising from U.S. Government tariff policies that may affect both our sales strategy and that of our distribution partner.
- Growth in the council and waste business is expected in FY26, supported by existing FOGO orders, contracts and pipeline, and as more councils roll out FOGO programs and household participation in food scrap diversion. This trend is particularly evident in NSW, where from 1 July 2026, supermarkets, institutions, and hospitality businesses will be required to implement a source-separated food organics waste collection service
- Drive resin sales through the establishment of partnerships with key converters who have the opportunity to utilise MyEco Group's resins for their own customers along with the manufacture of MyEco products.
- Support growth strategy with ongoing innovation in biopolymer technology underpinning the longer-term value of the business committed to driving innovation and active development of new products to extend its product range

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- estimates of future earnings;
- estimates of future production and sales;
- estimates of future cash costs;
- estimates of future cash flows;
- statements regarding future debt repayments; and
- estimates of future capital expenditures.

This document may include forward looking statements. Forward looking statements include, but are not necessarily limited to, statements concerning MyEco Group’s planned operational program and other statements that are not historic facts. When used in this document, the words such as “could”, “plan”, “budget”, “estimate”, “expect”, “intend”, “may”, “potential”, “should” and similar expressions are forward looking statements. Although SECOS believes its expectations reflected in these are reasonable, such statements involve risks and uncertainties, including but not limited to risks and uncertainties relating to impacts that may arise from Covid-19, and no assurance can be given that actual results will be consistent with these forward-looking statements. SECOS confirms that it is not aware of any new information or data that materially affects the information included in this announcement and that all material assumptions and technical parameters underpinning this announcement continue to apply and have not materially changed.

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Making Your Everyday Sustainable