



Making Your Everyday Sustainable

**2025 AGM Presentation**  
13 November 2025

# MEETING PRESENTERS



**James (Jim) Walsh**  
Chairman



**Richard Tegoni**  
Chief Executive Officer &  
Executive Director

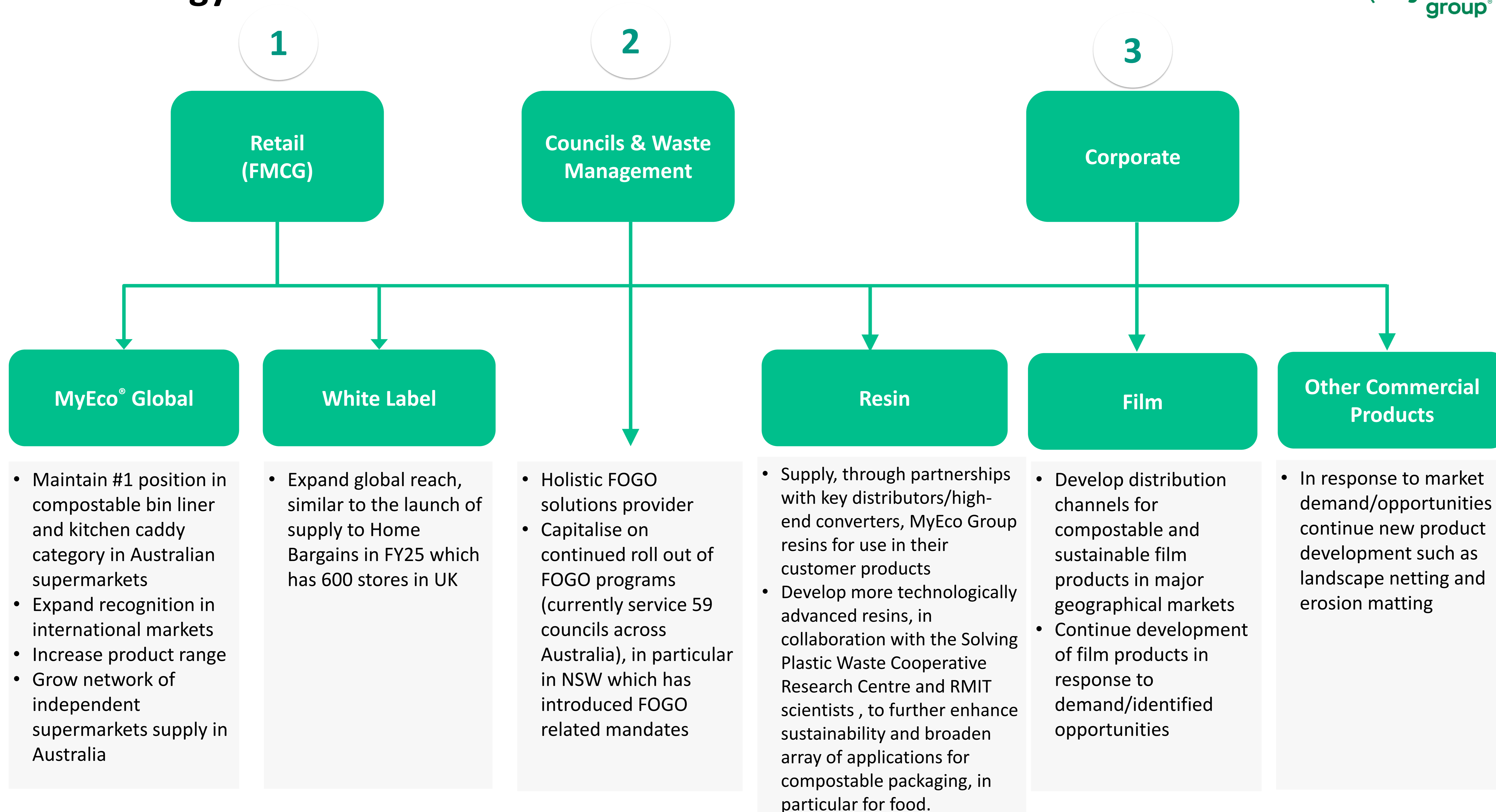


**Colin Lai**  
Chief Financial Officer &  
Company Secretary



## 2. CEO Presentation

# Sales Strategy & Channels



# Update on Strategic Repositioning for Growth

During FY25, the Company communicated its refined strategy which focusses on growing our MyEco<sup>®</sup> 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.

## Strategic Focus

- The Company's strategy is to make **MyEco<sup>®</sup> 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 through active development of **new products to expand 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**, positioning 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** to accelerate sales growth
- **Leverage the MyEco<sup>®</sup> 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<sup>®</sup> branded products.
- **Utilise high-end converters** in south-east Asia to increase flexibility to meet demand in different geographies

## Positive Impact of Operational Restructure Initiatives

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 continuation of current 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	<b>~ \$1.0m</b>	<b>~\$1.5m</b>
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	Production is expected to commence with south-east Asian manufacturers from January 2026		

# 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
- Strategic partnerships with high-end converters in south-east Asia enhances access and ability to serve world markets
- Utilising partnerships with converters enables growth in production capacity without further significant investment in CAPEX
- Partnering with converters on product development using MyEco Group's Cardia resins and in house product development capabilities broadens opportunities to drive growth in new sustainable packaging categories
- Established global distribution partners in the USA and Europe

# Research & Development Capabilities and Certifications

## Solving Plastic Waste Cooperative Research Centre

- MyEco Group continues to work with the Australian Government funded Solving Plastic Waste Cooperative Research Centre, as well as RMIT scientists, to develop more technologically advanced resins to enhance sustainability and broaden the array of applications for compostable packaging, in particular for food . This collaboration is also generating additional 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





# Product Development Capabilities

Our Global Product Development Centre drives sustainable product innovation and has developed 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**

MyEco's ongoing development program includes:

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

## NPD PIPELINE INCLUDES

Pallet Wrap



Magazine Wrap



Landscape Netting



Produce Bags



Shopping Bags



## Leader in the 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%<sup>(1)</sup>, undermining Victoria's Circular Economy goals and increasing landfill waste.
- The Company has continued to actively engage with the Victorian Minister for Environment and has held productive discussions with the Minister's office
- Whilst no decision has been announced, the Company continues to advocate, in conjunction with the Australian Bioplastics Association (ABA) and the Australian Organics Recycling Association (AORA), for a policy outcome that aligns with other Australian jurisdictions that enthusiastically support certified compostable liners.



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

## 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 at lower capital costs
- 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
- In Australian **retail**, continue pursuing **expansion of product range** at Coles and Woolworths, and growing independent supermarket sales including by **expanding network of distributors**. Expansion of SKUs are expected. Focus abroad is to **grow sales in “big box” store markets in Mexico and Canada** to help mitigate uncertainty in trading conditions resulting from recent U.S. Government tariff policy changes.
- **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 (in corporate channel)**, through the establishment of partnerships with key converters who have the opportunity to utilise MyEco Group’s resins for their own customers and for the manufacture of various 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



### 3. CFO Presentation

# FY25 Sales Growth

(Continuing Operations)

# SAY GOODBYE TO REGULAR PLASTIC BAGS

Made with 30% GMO free corn  
and other non-harmful ingredients



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

## Retail Channel

- MyEco® branded product sales of \$5.4m in FY25, up 81% vs FY24 remaining the category leader in both Coles and Woolworths, with Australia sales up 64% and USA sales up 258% vs FY24
- White Label sales of \$2.5m in FY25, up 2% vs FY24 driven by a new UK retail customer

## Council & Waste Management Channel

- Sales of \$4.9m in FY25, up 1% vs FY24 due to the timing of customer orders and distribution

## Corporate Channel

- Resin sales of \$2.3m, down 37% vs FY24 due to strategic decision to prioritise production for its own MyEco® products and in response to volatile resin market conditions
- Film sales of \$0.7m, down 8% vs FY24

# FY25 Profit and Loss

(Continuing Operations)

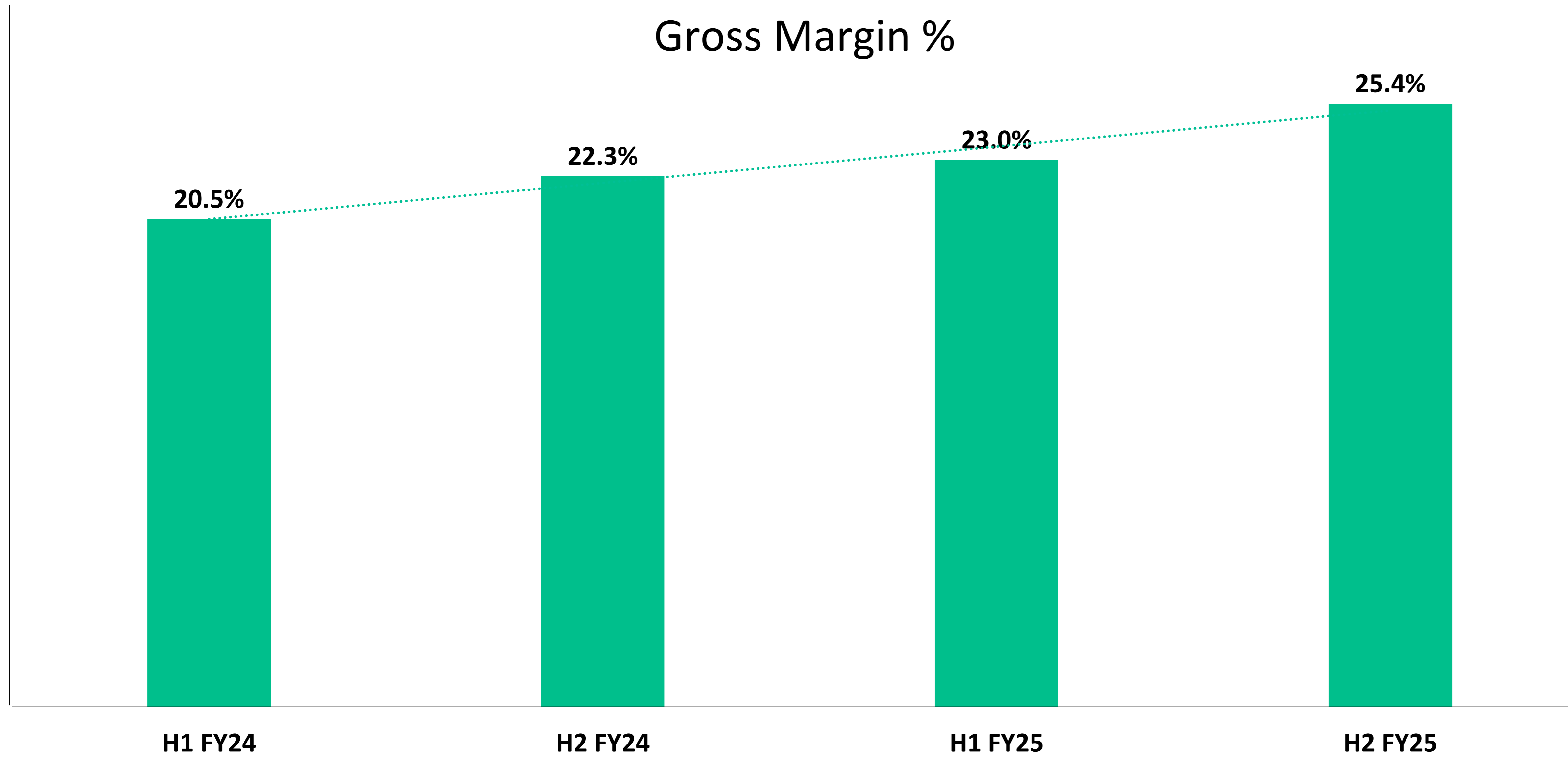
- FY25 Group sales increased by 9% versus FY24
- Gross margin growth continued, up 273 bps on PCP due to increased sales volume and customer mix
- Marketing & distribution expense increased by 24% driven by investment in branding, and research and product development in collaboration with the Solving 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, which is on track to save \$2.5m of fixed costs in FY26.

\$'000	FY25	FY24	Var (%)
<b>Sales</b>	<b>15,696</b>	<b>14,449</b>	<b>9%</b>
Gross Profit	3,799	3,112	22%
<b>Gross Margin %</b>	<b>24.2%</b>	<b>21.5%</b>	<b>273 bps</b>
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%)
<b>Operating Expenses</b>	<b>(7,551)</b>	<b>(6,869)</b>	<b>(10%)</b>
Other Income	968	281	244%
<b>Normalised EBITDA <sup>(1)</sup></b>	<b>(2,784)</b>	<b>(3,476)</b>	<b>20%</b>
Restructuring expense	(744)	-	-
Depreciation and Amortisation	(1,322)	(1,349)	(2%)
Impairment of intangibles	-	(3,568)	100%
Finance Income/(Costs)	(93)	(53)	(75%)
<b>PBT</b>	<b>(4,943)</b>	<b>(8,446)</b>	<b>42%</b>
Tax Expense	(15)	(978)	99%
<b>NPAT</b>	<b>(4,958)</b>	<b>(9,424)</b>	<b>47%</b>

(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

## Balance Sheet

- Cash balance at 30 June 2025 was \$3.6m with no bank debt (\$2.9m at 30 September 2025)
- 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%)
<b>Total Assets</b>	<b>14,584</b>	<b>18,053</b>	<b>(19%)</b>
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	-	-
<b>Total Liabilities</b>	<b>5,096</b>	<b>4,019</b>	<b>27%</b>
<b>Net Assets</b>	<b>9,488</b>	<b>14,034</b>	<b>(32%)</b>



## Cash Flow

- Closing cash of \$2.9m with no bank debt as at 30 September 2025
- Current level of operating cash outflows reflect a revenue base scaling to match the operating cost structure, which will be lower in FY26 due to the operational restructure. FY25 included outflows due to strategic inventory build to support Q1 FY26 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.
- FY25 cash flows from financial activities include \$1.6m from convertible notes
- Closing cash balances exclude 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 (secured in FY25)

\$'000	Q1 FY26 <sup>(1)</sup>	FY25	FY24
<b>Opening Cash</b>	<b>3,618</b>	<b>6,108</b>	<b>8,424</b>
Cash Flows used in Operating Activities	(536)	(3,117)	(1,287)
Cash Flows used in Investing Activities	(42)	(160)	(302)
Cash Flows from/(used in) Financing Activities	(178)	766	(719)
Net Cash Movement	(756)	(2,511)	(2,308)
Foreign Exchange	(2)	21	(8)
<b>Closing Cash</b>	<b>2,860</b>	<b>3,618</b>	<b>6,108</b>

(1) Provided on an unaudited basis

# Corporate Overview

## ASX Code: MCO

Share Price (12 Nov 2025)	1.5 cents
Market capitalisation	\$9.0 million
Shares on issue	601.6 million

## Substantial Shareholders

Belgravia Strategic Equities	11.6%
R&K Edwards Investments LLC	9.5%
Donald Haller Jr	8.1%
SECOS Friends LLC	5.0%
Top 20	59.0%
Total Board & management shareholdings*	16.4%

*\*Includes indirect holdings*

## Board & Executive Members

Jim Walsh	Non-Executive Chairman
Richard Tegoni	Chief Executive Officer & Executive Director
Stephen Walters	Executive Director
Donald Haller Jr	Non-Executive Director
Natalya Jurcheshin	Non-Executive Director
Colin Lai	Chief Financial Officer & Company Secretary



## 4. Q&A

# Forward Looking Statements Disclaimer

This presentation contains “forward-looking statements.” Such forward-looking statements may include, without limitation:

- 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 MyEco Group 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. MyEco Group 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.

All financial amounts are expressed in Australian dollars unless otherwise indicated. The Company trades globally using over four different currencies which may materially impact the consolidation of the group’s accounts and may impact the outcome of future events or results expressed or implied in this presentation.



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