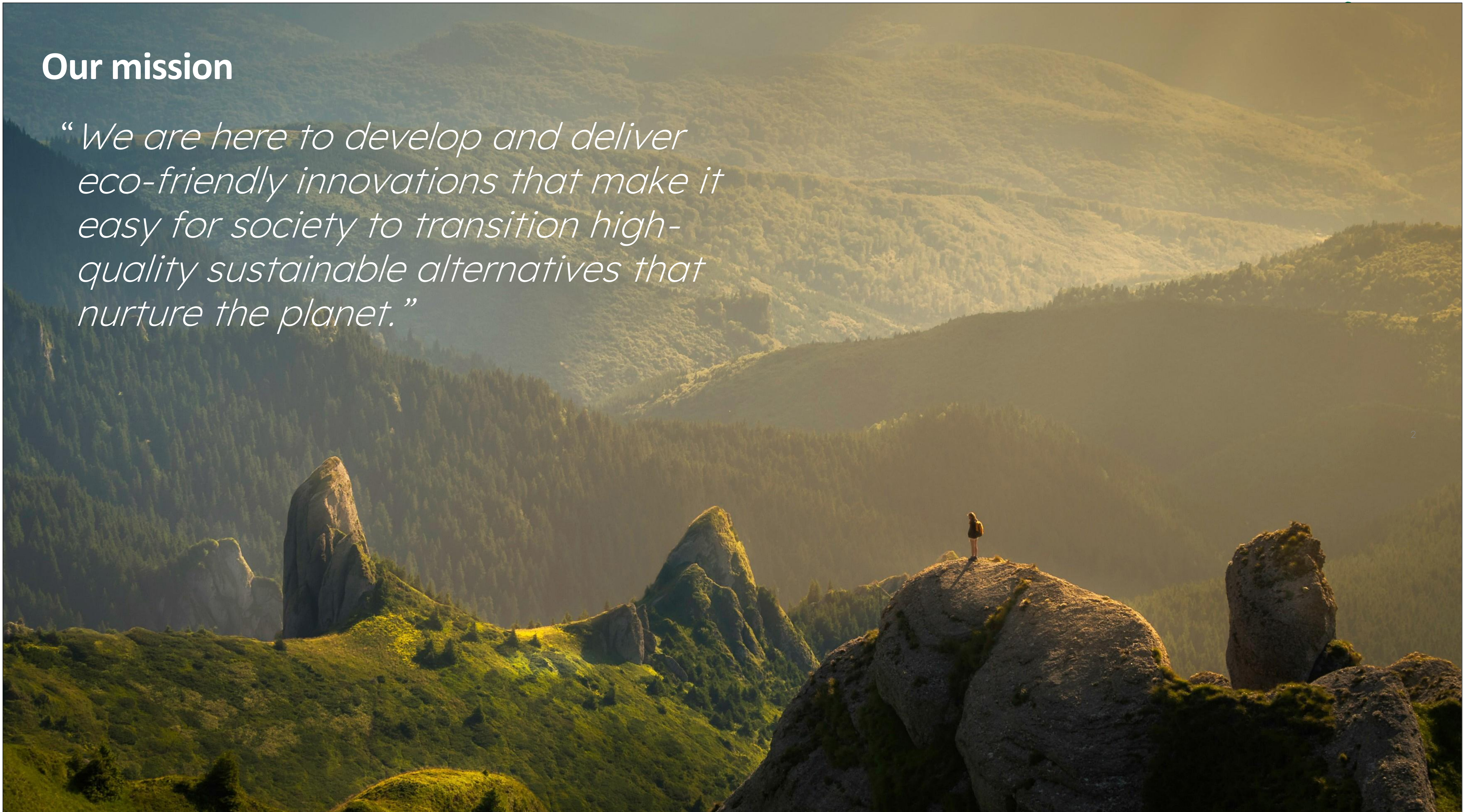


# H1 FY26 Half-Year Results Investor Presentation

February 2026

# Our mission

*“We are here to develop and deliver eco-friendly innovations that make it easy for society to transition high-quality sustainable alternatives that nurture the planet.”*



# Financial Performance highlights

Strong progress in H1 FY26 in key strategic areas compared to H1 FY25

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## Profit before tax

**(\$1.7m)**

38% improvement

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## Normalised EBITDA<sup>(1)</sup>

**(\$0.9m)**

51% improvement

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## Gross Margin

**24.7%**

173 bps improvement

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## Net Revenue

**\$7.7m**

0.4% improvement

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## Operating Cash Flow

**(\$0.6m)**

72% improvement

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## Balance sheet

Closing cash **\$2.6m**

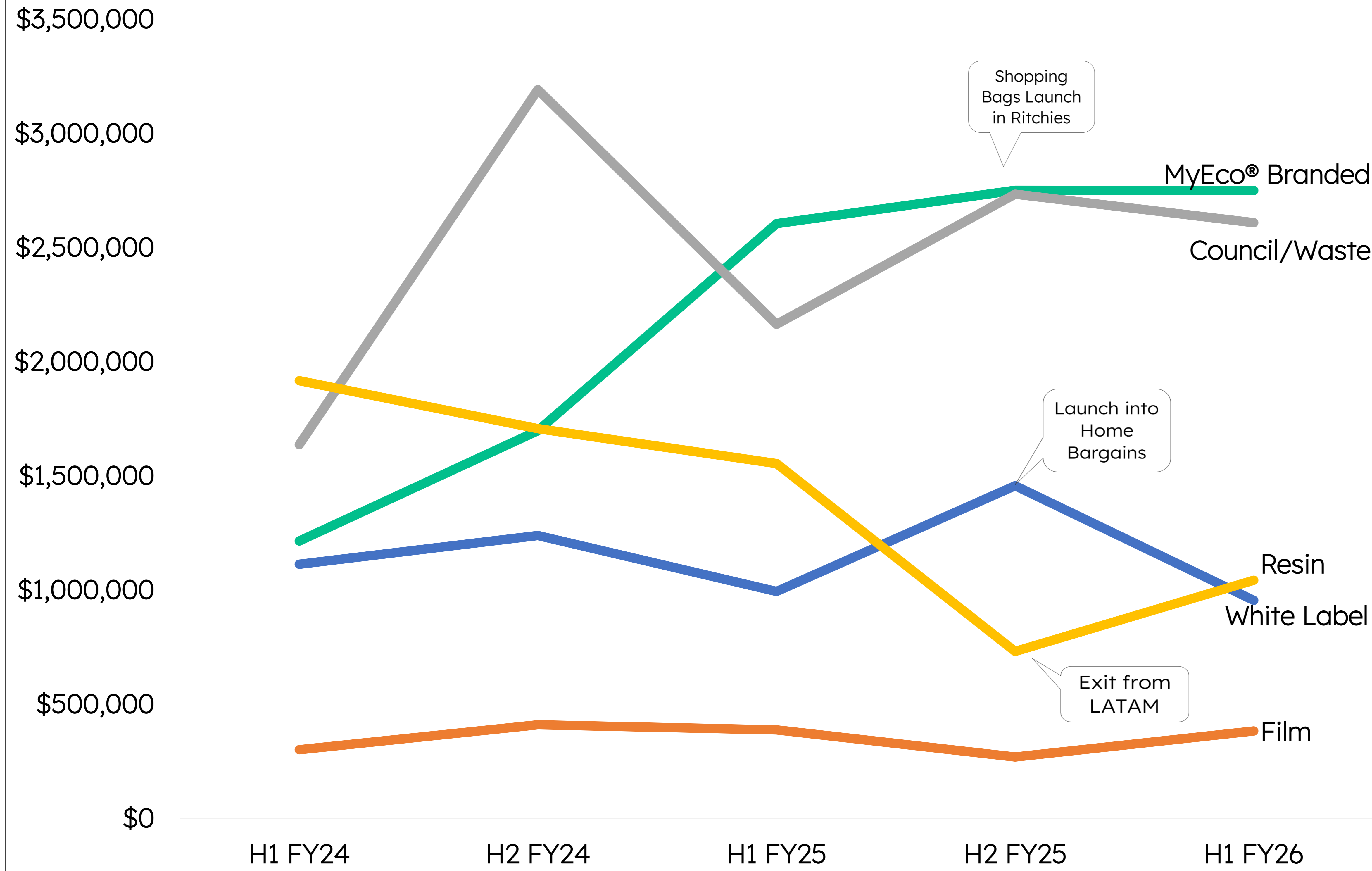
Current ratio **1.7**

(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. H1 FY25 (PCP) Normalised EBITDA excludes the non-recurring restructuring costs of \$0.100 million arising from the estimated make-good cost for the relocation of the product development centre and head office.

# Sales by channel: growth in our target strategic areas

.myeco.group  
4

February 26



MyEco® branded product sales of \$2.8m, up 6% vs PCP remaining the category leader in both Coles and Woolworths, with strong 22% growth in Australia offsetting lower sales in the USA.

Council/Waste sales of \$2.6m, up 21% on PCP due to successful rollout of FOGO in Ballarat Council in Victoria

Resin sales of \$1.0m, down 33% on PCP reflecting strategic exit from the LATAM resin market

White Label sales of \$1.0m, down 4% on PCP following initial launch sales at Home Bargains (UK), reorder of \$0.2m secured for H2 FY26

Film steady sales of \$0.4m

# Our strategic priorities for FY26-FY27

Grow our branded business in existing and new markets and channels

- Expand the MyEco® branded product range within Australian retail, both with the core Compostable range and new products
- Leverage newly developed technology, such as PCR (Post Consumer Recycled) to enter larger fast-growing segments
- Rollout compostable shopping bags for Australia from a new global distributor expected during H2 FY26
- Continue to engage with customers with targeted marketing Social Media campaigns
- Develop e-commerce channels to accommodate consumers' evolving shopping habits
- Expand recognition in international markets, building on recent success in the UK (600 Home Bargains store)
- Capture the major FOGO expansion growth opportunity - especially in NSW



Maximise end-to-end efficiencies of our fully integrated model

- Utilise existing in-house manufacturing and 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 whilst removing reliance on further significant investment in CAPEX as sales grow
- Data-driven growth strategy grounded in market sizing and rigorous prioritization of the largest, highest-value opportunities.
- Establish further global distribution partners, including in Europe, USA and Asia
- Optimise enabling tools, systems and processes to accelerate scalability
- Continue to invest in team capability, training, quality and safety



Secure long-term sustainable Technology leadership

- Continue 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 outcomes and broaden applications for compostable packaging.
- Build the pipeline of our Global Product Development Centre with projects closely aligned to evolving regulatory requirements and existing/prospective customer demands, such as accelerated composting time frames, higher percentage of renewable content
- Maintain our widely recognised Research & Development Certifications, and continuously review our patents strategy



# MyEco Group refreshed Executive Leadership Team: a powerful combination of internal and external talent, with reinforced retail expertise



**Marie de Perthuis**  
Chief Executive Officer

**New appointment**  
Brings 20+ yrs experience in Australian Retail (ex-Coles), Strategy and Leadership



**Tim Jardim**  
Chief Growth Officer

**New appointment**  
Brings 15+ yrs Experience in Business Transformation in retail

**Scope**  
Sales, Marketing, e-commerce, Public Affairs



**Leo Lu**  
Chief Operations Officer

**Internal Promotion**  
Brings over 20 years of manufacturing and operations experience and has been with MyEco Group since its ASX listing in 2015.

**Scope**  
End-to-end operations incl. Manufacturing, Outsourcing, Procurement, Supply Chain Integrated Business Planning



**Rob Morgan**  
Chief Technology Officer

**Established Executive**  
Brings deep technical and industry experience and has been with MyEco Group since its ASX listing in 2015.

**Scope**  
R&D, Grants management, Certifications, IP protection, Industry bodies relationships, regulation oversight



**Yann Hessel**  
Chief Financial Officer & Company Secretary

**New appointment**  
To commence role on 16 March 2026. Brings 25+ years cross-sector finance experience across both ASX-listed and privately held organisations.

**Scope**  
Finance, Company Secretarial, IT, HR, Office Management

# Funding and Current Cash Position

- \$2.6 million cash as at 31 December 2025
- Up to \$1.0 million undrawn financing facility<sup>(1)</sup> secured against receivables
- \$1.6 million Convertible Note issue (May 2025 and December 2025)

## Future funding

- The operational restructure has reduced operating costs to reduce future cash outflow
- Sales growth is expected to further improve cashflow
- The Company will consider further debt funding and a 2nd tranche Convertible Note issue on similar terms to the May 2025 and December 2025 issues

Enquiries regarding the Convertible Note program should be addressed to Director Richard Tegoni, [rtegoni@myeco.group](mailto:rtegoni@myeco.group)

(1) The drawn amount at any given time is a maximum of \$1.0 million and cannot exceed 80% of eligible trade receivables held by Cardia Bioplastics Australia (wholly owned subsidiary of MyEco Group). As at 31 December 2025, the available facility based on eligible trade receivables was \$734,953 with nil drawn.

# Placing the consumer at the heart of our business has set it up for scalable growth by building and securing long-term competitive advantages

A **trusted brand** that resonates with households, amplified by a targeted marketing strategy aiming at meeting the consumers where they are



A **product development pipeline** built on evolving consumer needs and regulatory requirements

A customer-led approach to **product quality** has led to continuous reduction in complaints per unit sold over the last three years, reinforcing trust in the brand

**Unique Council distribution network and national Retail footprint** ensures convenient access to our trusted range for households adopting FOGO



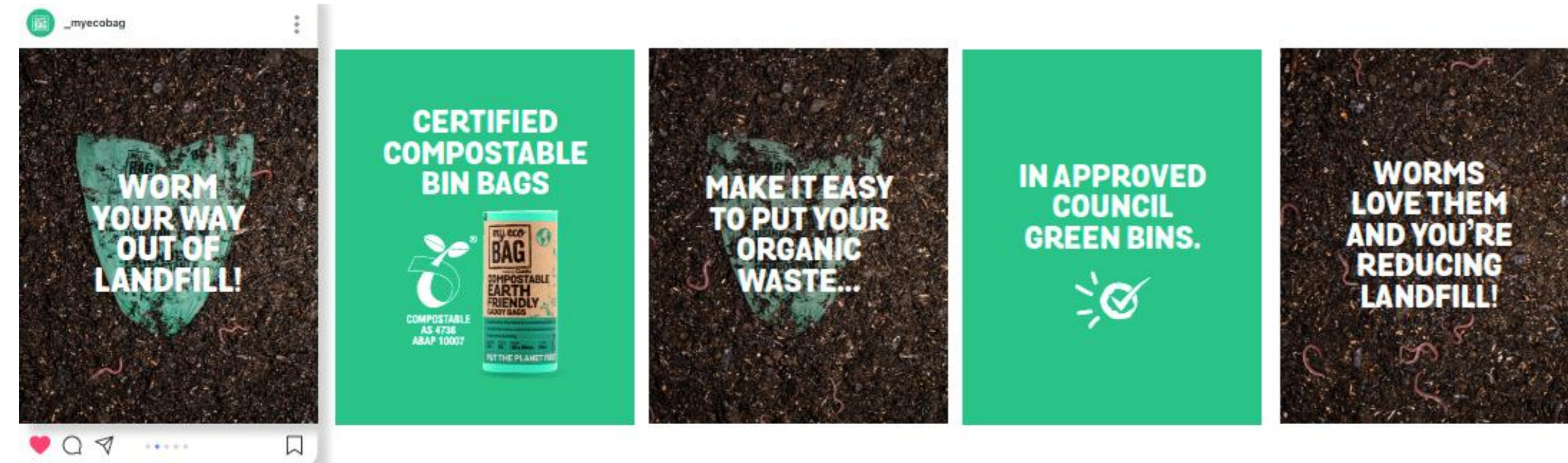
These **customer-centric strategic advantages** provide the opportunity to unlock significant potential to leverage our brand, our consumer base, our distribution model, our industry reputation, and our superior product quality to **access larger and fast-growing markets, segments and channels**

# Impactful marketing is driving brand equity growth and unlocking retail expansion

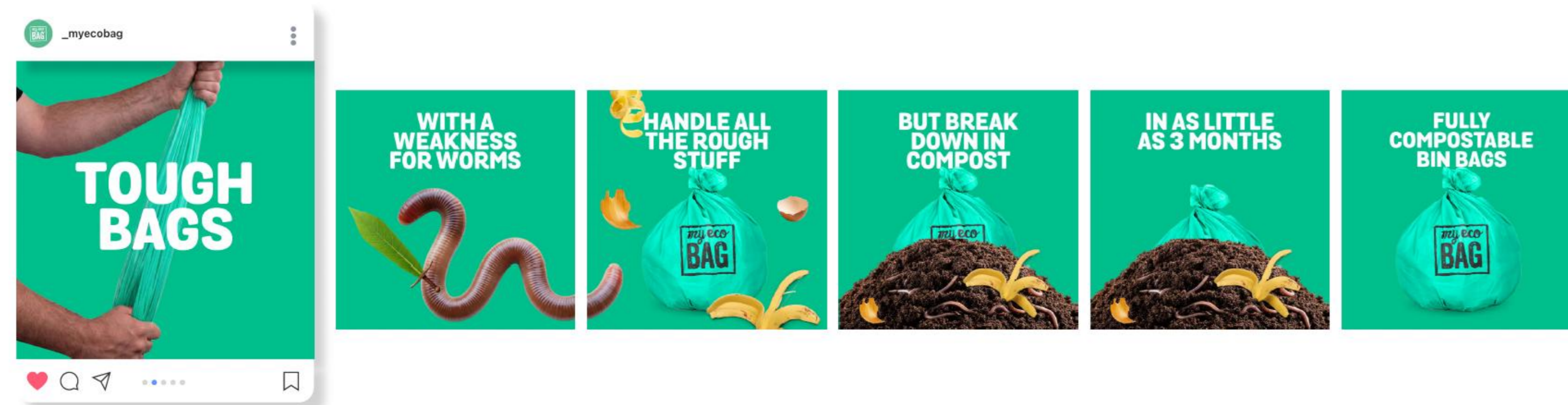


**Campaign objective:** Build top-of-mind awareness of MyEcoBag with grocery shoppers and establish a purchase-ready mindset when they are in-aisle or online at Coles and Woolworths

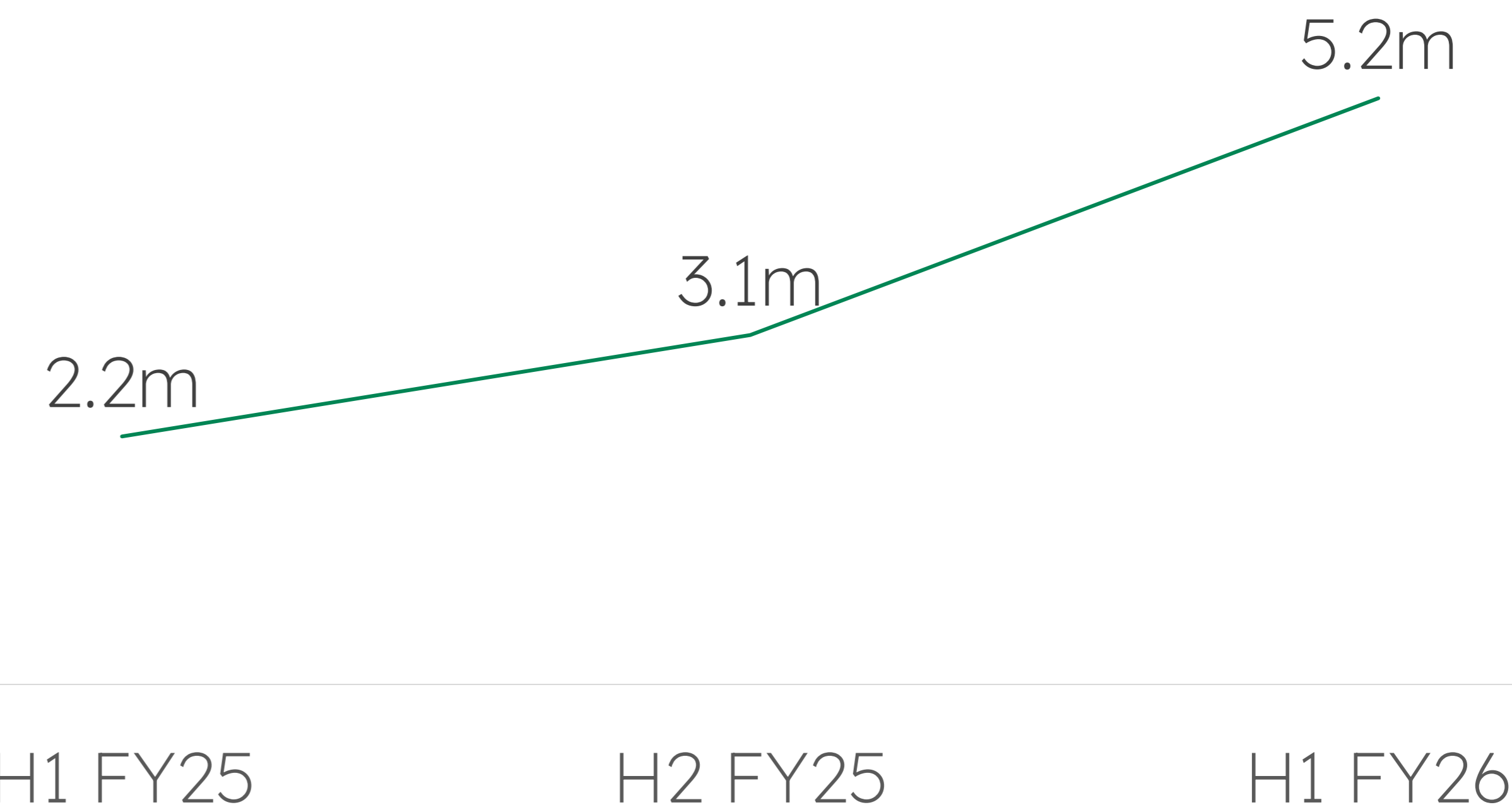
Q2 campaign: *Worm your way out of landfill* (FOGO)



Q3 campaign launched 5/2/26: *Tough Bags with a Weakness for Worms*



**Campaign reach:** (number of unique individuals or accounts exposed to our ad)



Strong campaign reach translates into retail growth in current segments, and builds brand equity which unlocks expansion into new segments

# What our consumers say about us...

**“I love these bags.  
Great for the  
environment, and  
often reusable”**

S. Dobson

**“Strong, useful  
sizes, right price”**

A. Pfeiffer

**“Again I say, they  
should be in all  
supermarkets fruit  
& vegetable  
sections ...”**

B.F. Borjeson

**“Yes. I buy these bags.  
They are good. Thank you  
for making them”**

C. Grant

COMPOST

**“The quality of these  
bags and their function  
is superior ... these bags  
are ahead in terms of  
responding to global  
needs”**

P. Morgan

# Consumer engagement with our brand directly translates into success in Australia Retail, with MyEcoBag® outperforming in a growing segment



1,111 stores

- 63% market share last 12 months<sup>(1)</sup>, 67% in December 2025 alone

- One of the **three finalists** at the Woolworths Trade Partners Awards 2025, in the Small Grocery category



858 stores



- 41% market share last 12 months,<sup>(2)</sup> 44% in December 2025 alone



Independents

587 stores



## Retail outlook:

Further growth is anticipated in the Retail channel (predominantly in Australia) with:

- Growth in the existing compostable range driven by both household adoption, and shelf space gain vs. competition
- Upcoming innovations across other sustainable technologies such as Post Consumer Recycled, opening opportunities in larger segments
- Early exploration of e-commerce channels to accommodate for consumers' evolving shopping habits

<sup>1</sup> Quantum Scan Data between 29/1/25 to 27/1/26  
<sup>2</sup> IRI Scan Data between 29/1/25 to 27/1/26

# With its widely recognised Research & Development Certifications, MyEco Group is well placed to accelerate our growth



## 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**



**NF T51-800  
9P0008**



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



**BRONZE | Top 35%**  
**ecovadis**  
Sustainability Rating  
**NOV 2025**



## CRC research program

- 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. Projects are progressing in alignment with the milestones agreed with the Federal Government.

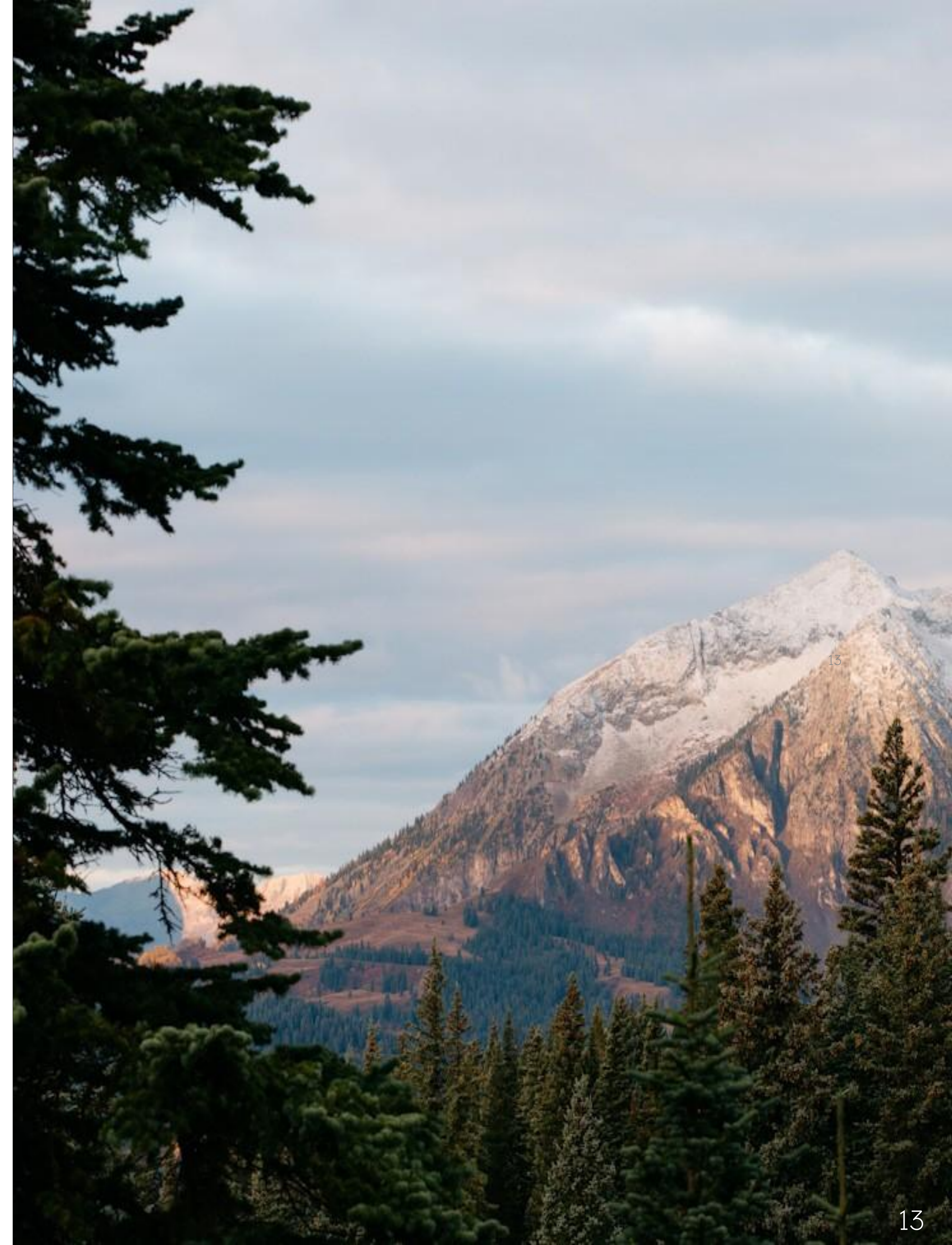


# Outlook

## Growth indicators and opportunities H2 and/or beyond

- Launch of a new sustainable product range with a major national retailer in H2 FY26
- Growth trends of existing MyEco® products within Coles and Woolworths where MyEcoBag® has category leadership
- First re-order of \$0.2m secured from Home Bargains (UK, ~600 stores), with delivery scheduled in H2 FY26
- Sales and marketing efforts being ramped up following the NSW Government FOGO mandate rollout
- Launch of White Label compostable shopping bags in Australia via a major global distributor, with initial purchase orders received
- Expanding to a “big box” retailer in Mexico to mitigate recent U.S. tariff changes
- Realisation of full cost savings from the strategic operational restructure in FY26

Expansion of the leadership talent pool with appointment of new Chief Executive Officer, Chief Growth Officer, Chief Operations Officer to drive growth





# H1 FY26 Financial results

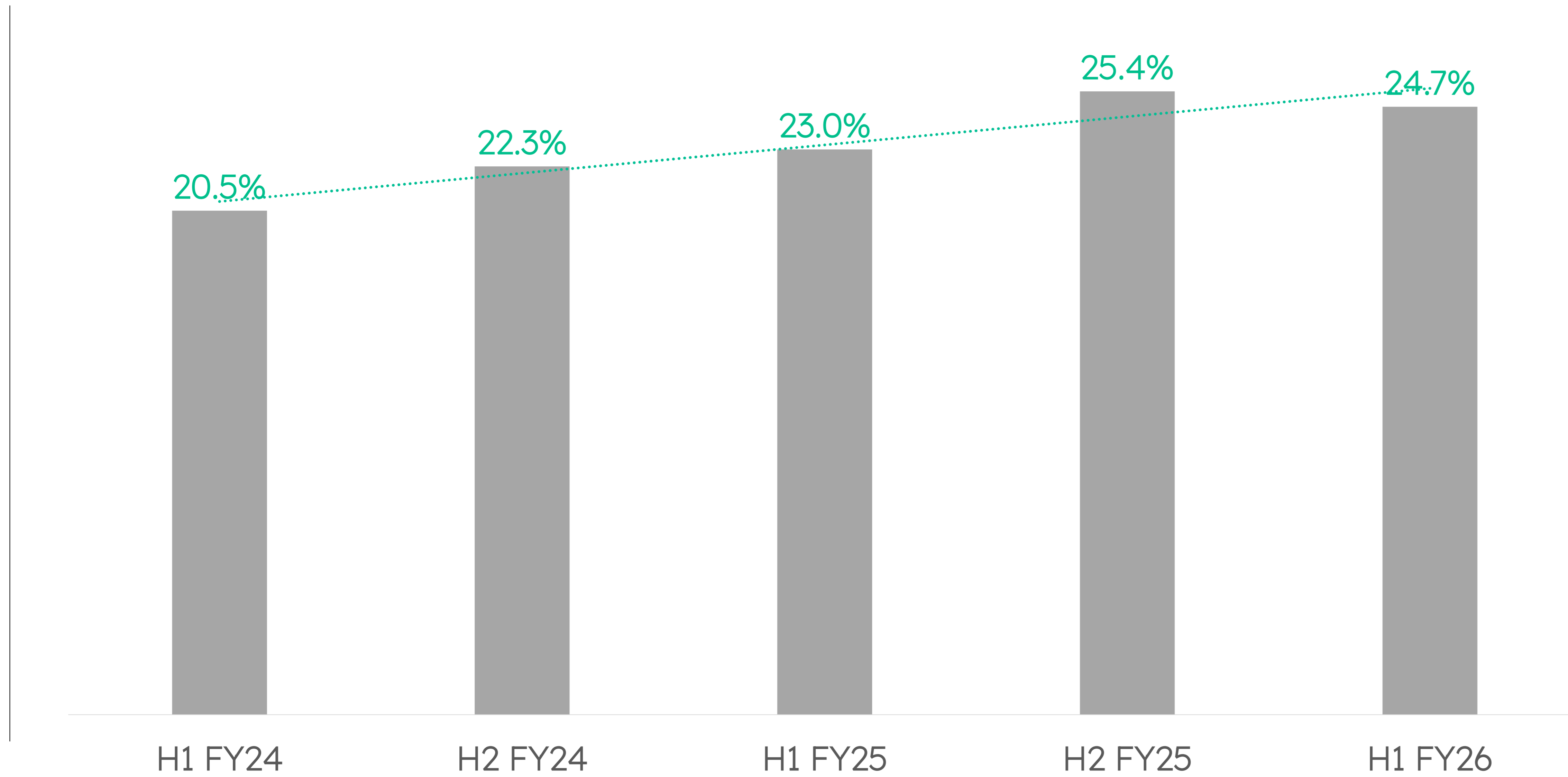
# H1 FY26 Profit and Loss

- H1 FY26 Group sales increased by 0.4% versus PCP
- Gross margin growth continued, up 173 bps on PCP due to customer mix
- Operating expenses decreased by 24% driven primarily by initiatives from the operational restructure
- Other income decreased due to a lower R&D tax incentive subsidy and negative fair value movement of the financial derivative linked to the \$1.6m of convertible notes on issue

\$'000	H1 FY26	H1 FY25	Var (%)
Sales	7,750	7,716	0%
Gross Profit	1,917	1,775	8%
<b>Gross Margin %</b>	<b>24.7%</b>	<b>23.0%</b>	<b>173 bps</b>
Employment related expense	(1,653)	(2,013)	18%
Marketing & distribution expenses	(826)	(1,230)	33%
Administration expense	(276)	(392)	30%
Legal & Compliance expenses	(309)	(392)	21%
<b>Operating Expenses</b>	<b>(3,064)</b>	<b>(4,027)</b>	<b>24%</b>
Other Income	217	350	(38%)
<b>Normalised EBITDA <sup>(1)</sup></b>	<b>(929)</b>	<b>(1,901)</b>	<b>51%</b>
Restructuring expense	-	(100)	100%
Depreciation and Amortisation	(547)	(672)	19%
Finance Income/(Costs)	(176)	2	8,900%
<b>PBT</b>	<b>(1,653)</b>	<b>(2,672)</b>	<b>38%</b>
Tax Expense	(2)	(9)	78%
<b>NPAT</b>	<b>(1,655)</b>	<b>(2,681)</b>	<b>38%</b>

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# Ongoing Gross Margin Improvement vs PCP



- Gross margin improvement versus PCP driven by improved customer channel mix and reduction in fixed manufacturing costs from the operational restructure

# Balance Sheet

- Cash balance at 31 December 2025 was \$2.6m with no bank debt
- Current ratio of 1.7x compared to 2.1x at 30 June 2025
- Trade and other payables increased by 52%, reflecting the timing of supplier payments
- Contract liabilities represent deposits from customers received in advance of delivery of the goods and recognition of sale
- The \$0.5m R&D income tax receivable represents tax offsets available indefinitely for utilisation against future taxable profits.

\$'000	Dec 2025	Jun 2025	Var %
Cash at Bank	2,574	3,618	(29%)
Trade and Other Receivables	2,278	2,554	(11%)
Inventories	3,828	3,625	6%
Prepayments and Other Assets	596	555	7%
Plant and Equipment	3,497	3,715	(6%)
Right-of-Use Asset	234	497	(53%)
R&D Tax Receivable	502	-	100%
<b>Total Assets</b>	<b>13,509</b>	<b>14,584</b>	<b>(7%)</b>
Trade and Other Payables	1,825	1,203	52%
Employee Benefits	325	333	(2%)
Contract Liabilities	478	522	(8%)
Accrued Expenses	1,013	1,086	(7%)
Lease Liability	272	554	(51%)
Borrowings	1,534	1,398	10%
<b>Total Liabilities</b>	<b>5,447</b>	<b>5,096</b>	<b>7%</b>
<b>Net Assets</b>	<b>8,062</b>	<b>9,488</b>	<b>(16%)</b>

# Cash Flow

- Closing cash of \$2.6m with no bank debt as at 31 December 2025
- Strong improvement in H1 FY26 operating cash flows driven by operational restructuring initiatives and working capital improvements
- Closing cash excludes an undrawn \$1.0 million finance facility<sup>(1)</sup> secured against receivables

\$'000	H1 FY26	H1 FY25
Opening Cash	3,618	6,108
Cash Flows used in Operating Activities	(610)	(2,144)
Cash Flows used in Investing Activities	(58)	(54)
Cash Flows used in Financing Activities	(378)	(383) <sup>18</sup>
Net Cash Movement	(1,046)	(2,581)
Foreign Exchange	2	21
Closing Cash	2,574	3,548

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# 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 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.

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.



Making Your Everyday Sustainable.