

ASX RELEASE

14 July 2025

## Q4 FY25 Sales Update

- Total group sales of sustainable products were \$15.7m in FY25, up 8.6% on FY24
- Global MyEco® product sales were \$5.3m in FY25 up 81.8% on FY24 and remain the category leader in both Coles and Woolworths, with Australia sales up 64.2% and USA sales up 257.5% on FY24
- White Label and other sales were \$2.7m in FY25 up 15.0% on FY24 primarily related to a new UK retail customer
- Softer sales in resin driven by the Company's decision to primarily allocate production to its own MyEco® products which are delivering strong growth and in response to volatile resin market conditions
- Operational restructure expected to deliver approximately \$2.5m in fixed cost savings in FY26
- Sales strategy remains focused on delivering positive EBITDA in the medium term

The Board of MyEco Group Ltd (ASX: MCO, "MyEco Group" or "the Company"), a leading developer and manufacturer of sustainable packaging and materials, presents a sales update for the June 2025 quarter. All figures are in A\$ and are provided on an unaudited basis.

### Summary

Sale of sustainable products in FY25 were \$15.7m, representing an 8.6% increase on FY24.

In Q4 FY25, sales of sustainable products were \$4.1m, up 4.1% on the prior corresponding period (PCP) and 6.5% quarter-on-quarter (QOQ), driven by strong performance in MyEco® global sales and white label sales, offset by lower sales in the smaller categories of resin and film.

Q4 FY25 Results include:

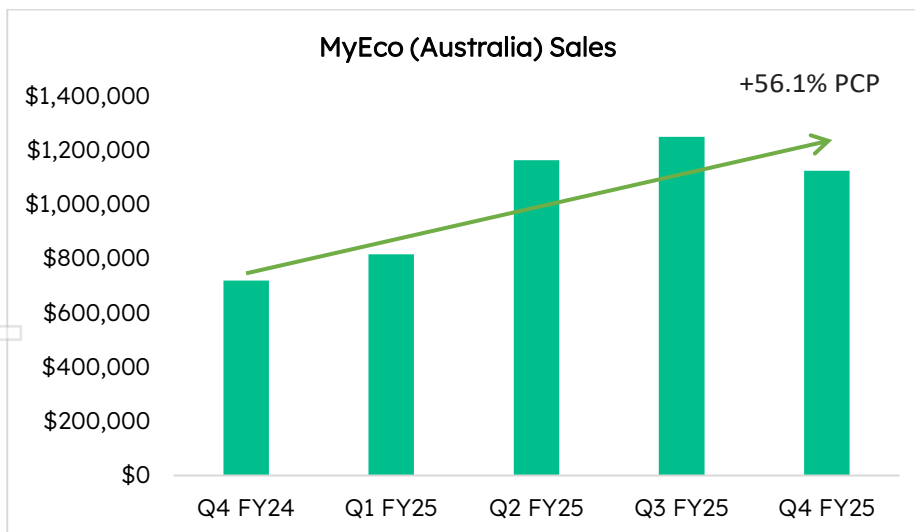
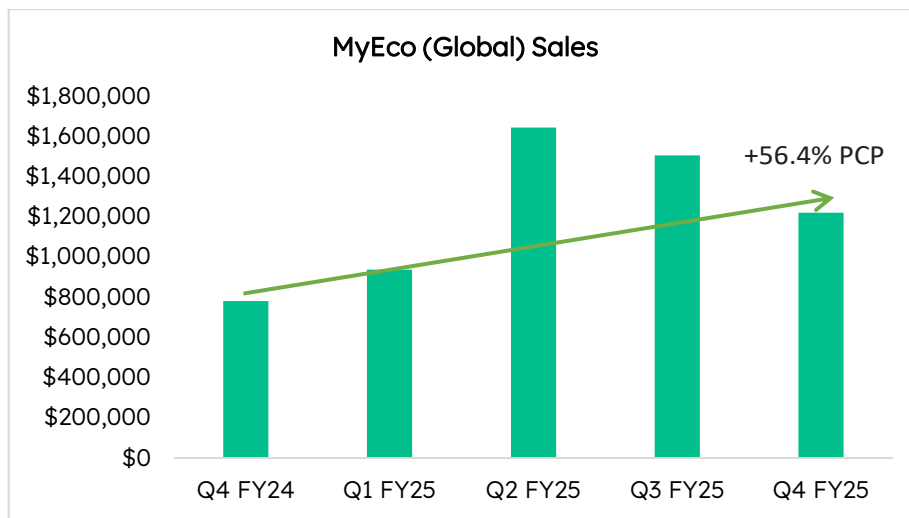
- MyEco® global sales of \$1.2m in Q4 FY25, up 56.4% on PCP driven by strong retail performance in Australia, with continued growth in Woolworths and Coles, and additional momentum from compostable carry-bag sales in Ritchies. Sales orders in the USA (\$0.10m in Q4 FY25 versus \$0.25m in Q3 FY25) were partially impacted by the uncertainty in trading conditions caused by the recent changes in USA Government tariff policies.
- Council and waste management sales were \$1.4m in Q4 FY25, up 2.3% on PCP and 11.7% QOQ.
- White Label and other sales were \$1.1m in Q4 FY25, up 63.7% on PCP and 132.3% QOQ
- Resin sales were \$0.3m in Q4 FY25, down 68.8% on PCP and 37.1% QOQ
- Film sales were \$0.1m in Q4 FY25, down 58.2% on PCP and 49.4% QOQ

## Global MyEco® Products

FY25 sales increased 81.8% on FY24 (\$5.3m vs \$2.9m) reflecting the Company's continued momentum as the category leader in compostable bin liners and kitchen caddies across both Coles and Woolworths. The Company holds a 39% market share in 858 Coles stores<sup>1</sup> and a 59% market share in 1,111 Woolworths stores<sup>2</sup>. Growth was further supported by the launch of compostable carry-bags into Ritchies stores in Q1 FY25, which has strengthened the Company's market presence and brand visibility.

Replacing paper and plastic retail check-out bags with reusable compostable bags remains an area of focus as MyEco Group looks to leverage its success to increase the numbers of stores and retailers using this sustainable solution to the world's plastic problem.

Central to the Company's growth strategy is the continued development and promotion of MyEco® products, supported by ongoing innovation in biopolymer technology that underpins the long-term value of the business.



## Council and Waste Management, Australia

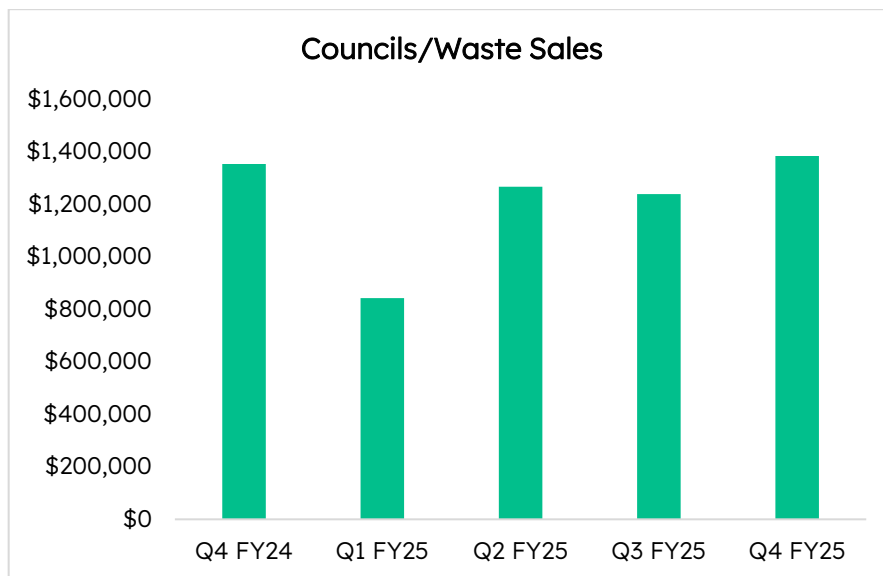
FY25 sales decreased 2.1% on FY24 (\$4.7m vs \$4.8m), primarily due to the timing of customer orders and distribution. Notably, \$0.9m in sales from the Ballarat Council tender win, which services over 55,000 residential households, was initially expected to be recognised in FY25 but will instead be recognised in FY26 to align with the Council's revised distribution schedule. Consistent with seasonal

<sup>1</sup> IRI Scan Data 3/7/24 to 1/7/25

<sup>2</sup> Quatum Scan Data 3/7/24 to 1/7/25

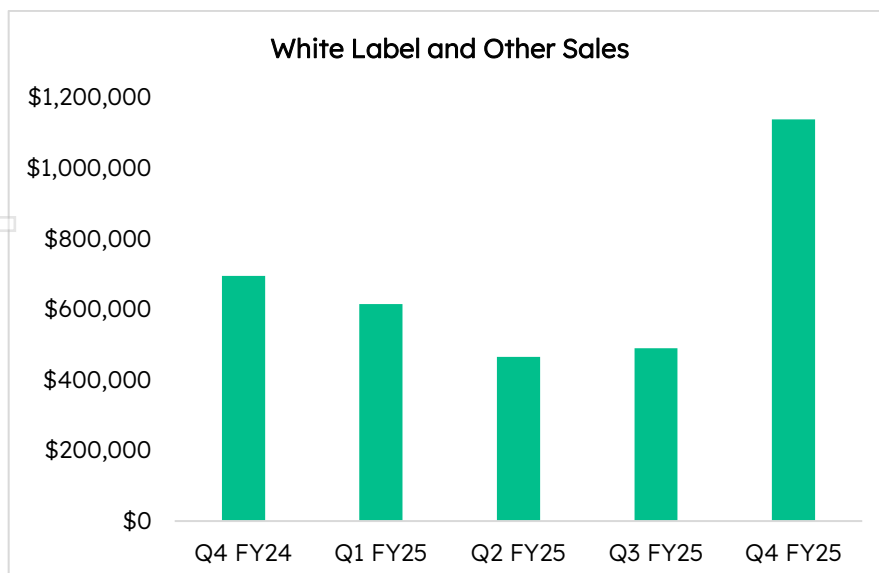
trends, council sales were stronger in the second half of the financial year, with H2 FY25 sales up 24.3% on H1 FY25.

Over the past 12 months, the Company has expanded supply from 52 to 59 councils, driven by the continued rollout of FOGO (Food Organics Garden Organics) programs aimed at diverting food waste from landfill to organic composting. Council sales are expected to grow in FY26, driven by ongoing FOGO program rollouts and increasing household adoption. Growth is further supported by 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.



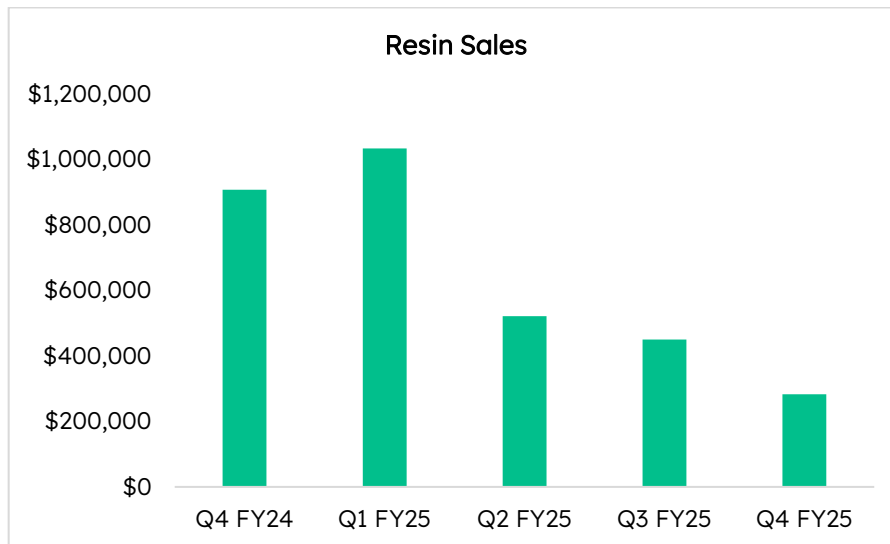
### White Label and Other

FY25 sales increased 15.0% on FY24 (\$2.7m vs \$2.4m), driven by the 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.



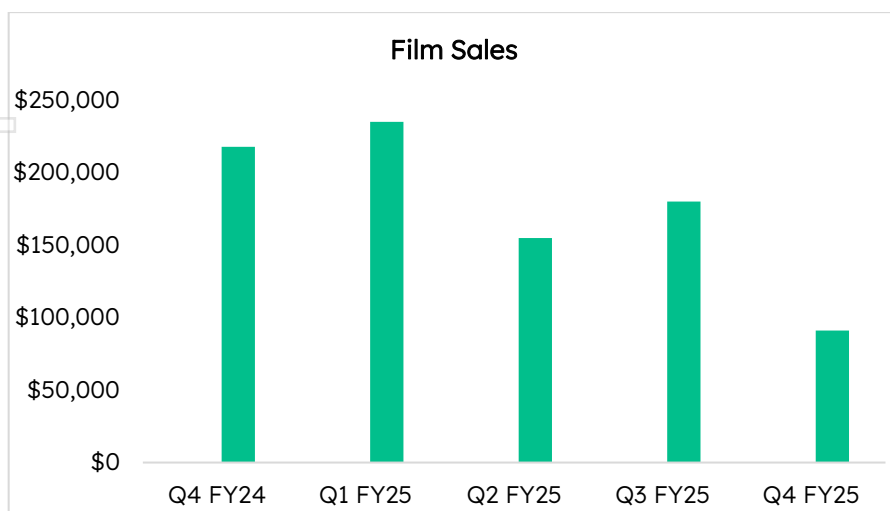
## Resin

FY25 sales of resin decreased 36.9% on FY24 (\$2.3m vs \$3.6m), with MyEco Group's strategy focusing on utilising resin capacity primarily 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 is dedicated to maintaining its presence through mutually beneficial partnerships with key distributors and the sale of resins to key converters. MyEco Group is continuing to develop more technologically advanced resins, in collaboration with the Solving Plastic Waste Cooperative Research Centre and leading Australian universities, to further enhance sustainability and broaden the array of applications for compostable packaging.



## Film

Film sales represented a relatively small component of the business in FY25 and the full year sales decreased 7.6% on FY24 (\$0.66m vs \$0.71m). 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 have begun gaining traction, with initial in-house trials already completed by several prospective customers.



## Sales Outlook

MyEco Group maintains a strong domestic focus, with approximately 90% of FY25 sales generated from non-USA markets, predominantly within Australia. We are actively monitoring and assessing the potential impact on our USA sales strategy of recent volatility in global supply chains, driven by changes in USA Government tariff policies, which has contributed to heightened uncertainty in international trading conditions. Nonetheless, continued growth of global MyEco® branded sales to major retailers and distributors remains a key focus, driven by organic growth and new customer acquisition.

Based on current FOGO orders and contracts, sales to Councils are expected to grow in FY26, underpinned by the ongoing rollout of FOGO programs and increasing household adoption of food scrap diversion to organic composting. This is further reinforced by the New South Wales Government's landmark decision to mandate FOGO services for all households by July 2030, as referenced in MyEco Group's ASX Announcement dated 26 February 2025. In addition, supermarkets, institutions, and hospitality businesses in NSW will be required to implement a source-separated food organics waste collection service from 1 July 2026.

The Company 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 profitability. The restructuring program is now in its final stages and is expected to deliver approximately \$2.5 million in fixed cost savings in FY26.

This announcement was authorised for release by the Board of MyEco Group Ltd.

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### **About MyEco Group Ltd (ASX: MCO)**

MyEco Group Ltd (ASX: MCO) is a leading developer and manufacturer of sustainable packaging and materials. MyEco Group supplies its packaging products, proprietary biodegradable and compostable resins, and films to a blue-chip global customer base. MyEco Group is integrated from resin production, into bags and film and can develop bespoke compostable solutions for a range of applications.

MyEco Group holds a strong patent portfolio and a brand that is growing both domestically and internationally.

The Company's headquarters and Global Product Development Centre are based in Melbourne, Australia. MyEco Group has a Product Development Centre and a manufacturing plant for resins and finished products in China.

MyEco Group has sales offices in Australia, Malaysia, China, Mexico and the USA, with a network of reputable distributors across the Americas, Europe and Asia.

### **Disclaimer and Explanatory Notes Forward Looking Statements**

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.