

2026 AGM presentation

24 November 2026

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ASX: MCO



2. CEO presentation

Marie de Perthuis

Our aspiration:



To become Australia’s most trusted eco-friendly brand for sustainable living.

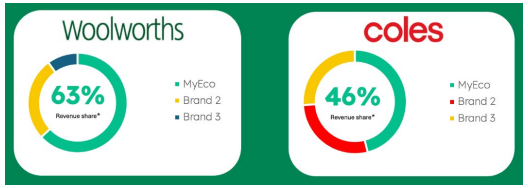
FY26: A Year of Building Foundations



- ✓ **66%** of revenue from strategic sales channels (up from 41% three years ago)
- ✓ **22.7%** growth in Australian Retail MyEco® sales
- ✓ **Record** Australian Retail MyEco® sales to $5.4m in FY26
- ✓ **National launch** of GRS- Certified Post-Consumer Recycled bin liners
- ✓ **1.9pt improvement** in normalised Gross Margin
- ✓ **Operational restructure** completed in June 2026
- ✓ **49% improvement** in Normalised Operating EBITDA loss

Commercial progress across key growth channels delivered in FY26 and continuing into FY27

Retail







FOODLAND

RITCHIES IGA

CORNETTS SUPERMARKETS SUPA IGA IGA

- ✓ Reinforced category leadership at Woolworths and Coles with 63% and 46% market share in compostable bin liners respectively
- ✓ Launched certified PCR bin liner range nationally in Woolworths
- ✓ Expanded Independent Grocery distribution of our core range of bin liners and pet waste bags:
  - Cornetts IGA
  - Ritchies IGA
  - Foodland
- ✓ White Label: expansion into bin liners with a UK-based retailer (previously pet waste bags only)

Councils

PENRITH CITY COUNCIL

moira SHIRE

City of STONNINGTON

Mildura Rural City Council

VEOLIA

CLEANAWAY

Little Rippers™

- ✓ Renewed Penrith City Council supply contract
- ✓ Won City of Stonnington, Moira Shire and Mildura City Council
- ✓ Continued supply to a number of our key council customers and waste organisations





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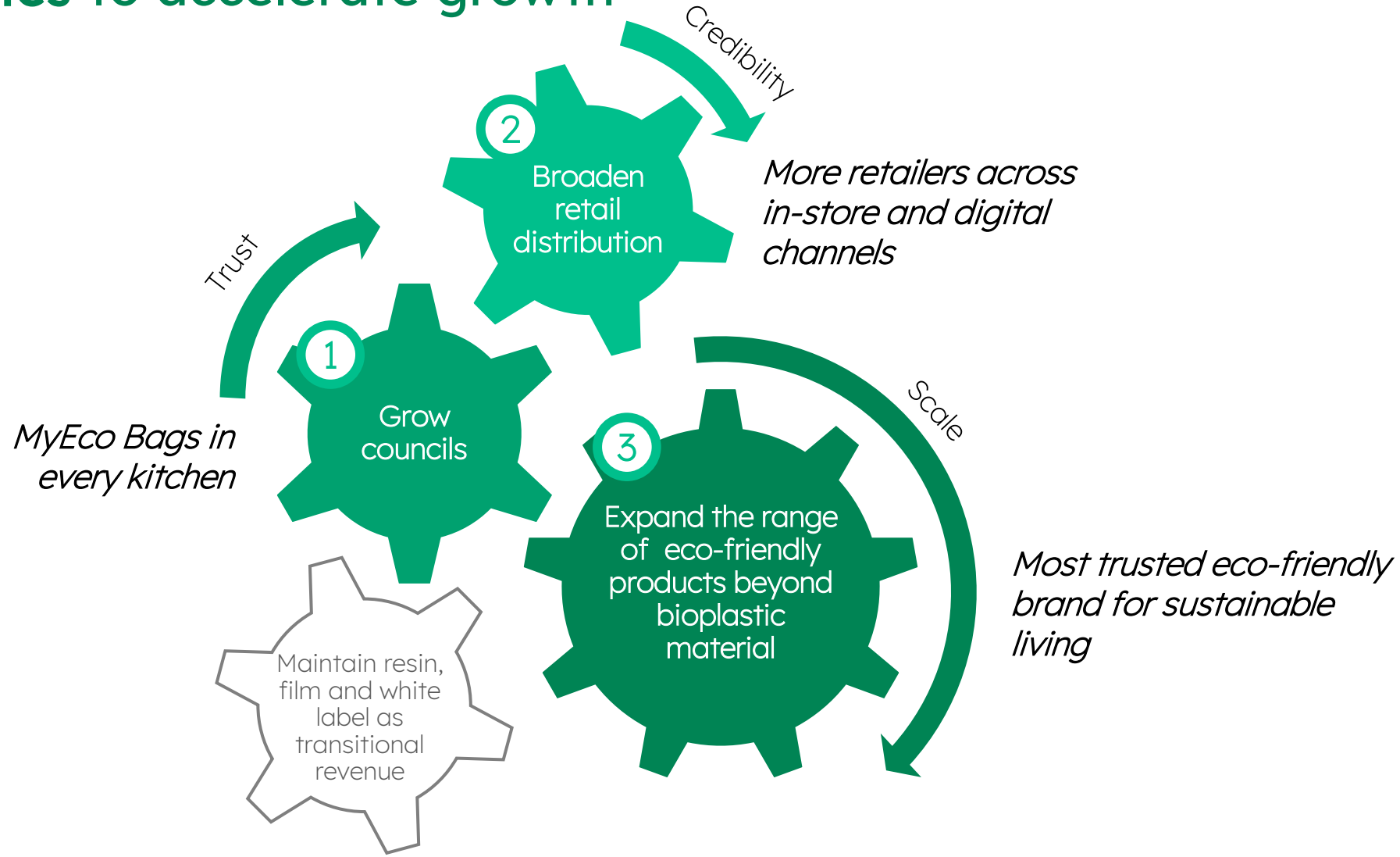
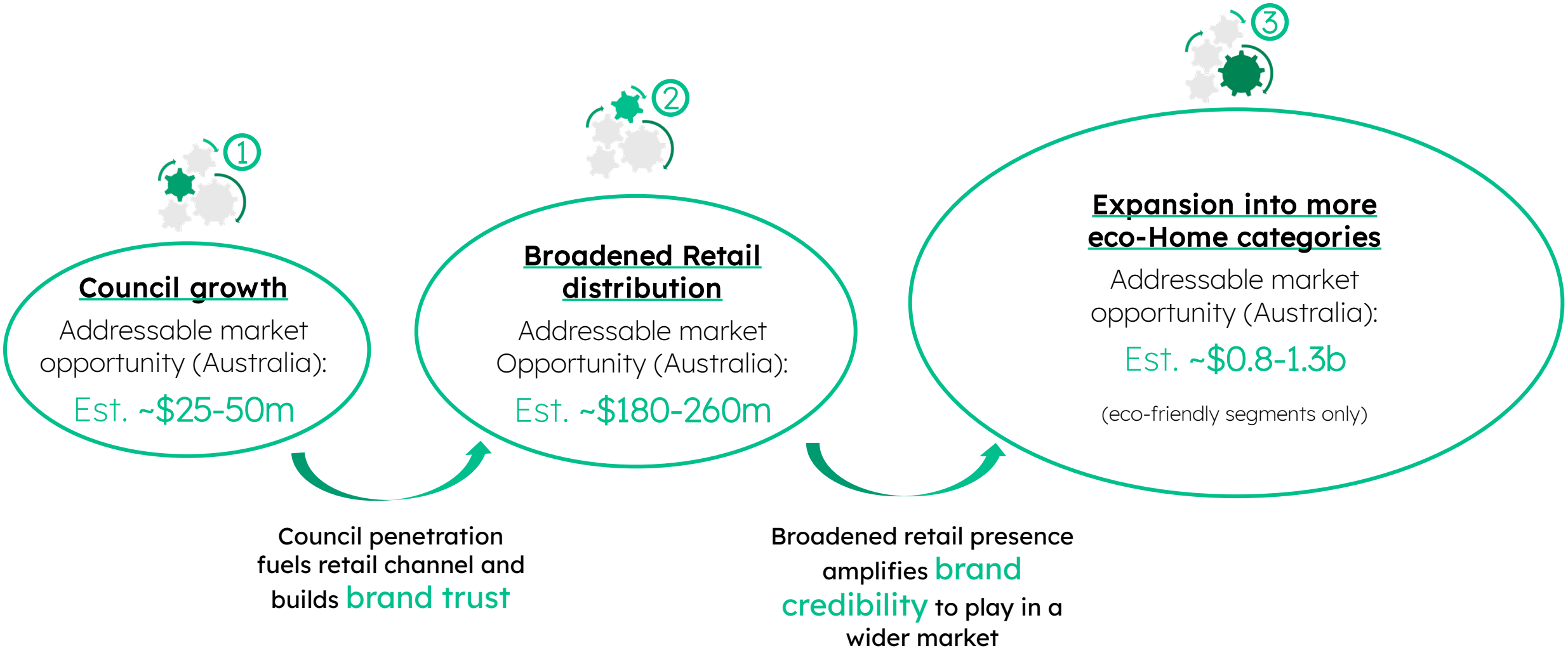
Three engines to accelerate growth



Relentless drive to profit **Disciplined execution** **Pace of decision and action**

MyEco's growth strategy opens a **large addressable eco-market** in Australia



Note: Estimates based on Australian manufacturer-level market values and internal management analysis.
Sources used include: IMARC, Statista, Grand View Research, IndexBox, industry reports and MyEco Group analysis, 2026.

Clear objectives for each Growth Engine

	From Good…	…to Great
1 **Grow Council & Waste Management**	✓ Portfolio of **long-trusted** partners with moderate new council acquisitions	Acquisition of more **large-size councils** with increased **revenue predictability**
2 **Broaden Retail distribution**	✓ Category leadership at **Coles** and **Woolworths,** and some presence in the independents channel	**More retailers**, increased **independents** footprint, **Digital** presence
3 **Expand the product range**	✓ Known for superior quality, certified and trusted **bags**	Trusted brand across **multiple Household categories**

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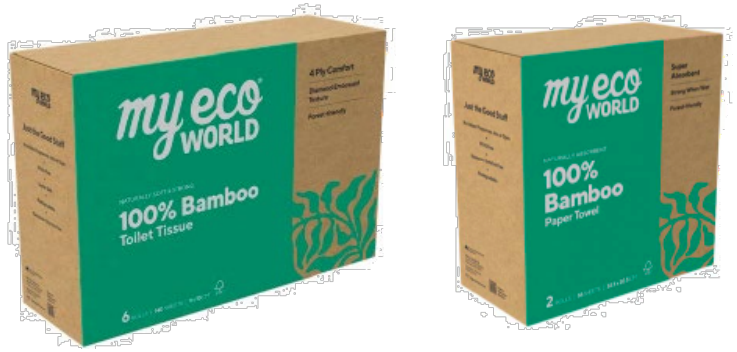
Expanding the MyEco range

Selected product examples:

✓ FSC® certified Paper products



✓ ABA certified compostable paper caddy liners



✓ Improved compostable shopping bags



• Final development stage: pet care, baby care



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Building a Stronger Business



Operational Progress

- ✓ Completed operational restructure
- ✓ Simplified business structure
- ✓ Reduced cost base
- ✓ Improved operating efficiency
- ✓ Improved Normalised Operating EBITDA loss

Team

- ✓ Added new capability across key functions
- ✓ Strengthened leadership and commercial expertise
- ✓ Better positioned for the next phase of growth

Funding

- ✓ Completed two capital raisings
- ✓ Strong support from existing shareholders
- ✓ Welcomed new investors
- ✓ Opportunities to raise additional funding under consideration

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A trusted sustainability partner for retailers, councils and consumers

Highest standards third-party certifications:

Compostable certifications

HOME COMPOSTABLE
AS 5810
ABAP 20018

HOME COMPOSTABLE DIN Geprüft
NF T51-800
9P0008

COMPOSTABLE
AS 4736
ABAP 10007

INDUSTRIALLY COMPOSTABLE
EN13432
7P0347

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

Post-Consumer Recycled Certification

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

Forest Stewardship Council® Certification

FSC
www.fsc.org
FSC® C231997
We hold FSC Chain of Custody certification

Sustainability ratings

BRONZE | Top 35%
ecovadis
Sustainability Rating
NOV 2025

Sedex

Member of highly regarded industry bodies:

APCO
AUSTRALIAN PACKAGING COVENANT ORGANISATION

SOLVING PLASTIC WASTE
COOPERATIVE RESEARCH CENTRE

RMIT UNIVERSITY

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Australasian Bioplastics association

aora
australian organics recycling association

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Outlook

- Launch of MyEco's Amazon Australia shopfront with 12 products on offer
- Participation in upcoming range reviews at retailers for new categories, including Pet accessories and Baby accessories
- Execution of further cost efficiencies in FY27
- Continued participation in the council channel, with further tender opportunities expected, particularly in NSW, where separated FOGO collection is mandated for all households by July 2030
- Further product development in Household categories
- Review of funding options to support future growth




Q&A
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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.

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Making Your Everyday Sustainable