

ASX Announcement

OMG GROUP Limited (ASX: OMG)

29 August 2025

Full year results summary: Strong operational momentum underpins material financial improvements

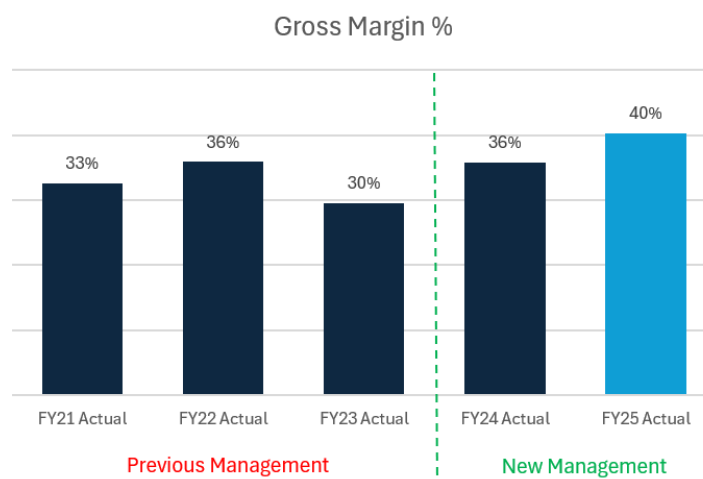
- FY2025 group revenue increased 63.3% to \$4.13m (FY2024: \$2.53m), underpinned by multichannel sales growth, product suite expansion and retail distribution gains
- Gross margin to 40% following logistics efficiencies, packaging improvements, and cost-effective ingredient adjustments – Gross margin is the highest ever since inception
- Normalised loss narrowed by 29% to \$1.58m (FY2024: \$2.23m) driven by disciplined cost management, lower employee and corporate expenses, and a strategic focus on Australian operations
- Robust framework for additional scale in place following ongoing retail expansion – OMG on track to deliver consistent sales growth in FY2026 and beyond

OMG Group Ltd (ASX: OMG) (“OMG Group” or “the Company”) is pleased to present a summary of its full year financial results for the 12-month period ended 30 June 2025 (‘FY2025’).

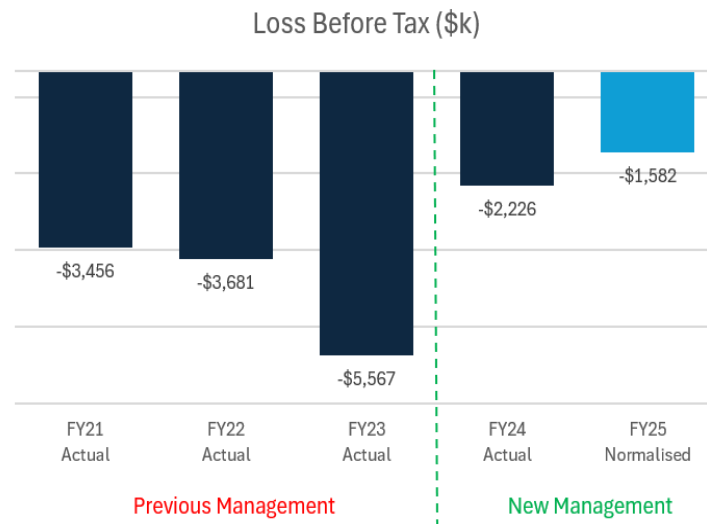
During the period, the Company maintained its stringent focus on cost management, while pursuing revenue accretive opportunities through a multichannel sales strategy to drive profitability and positive operating cash flows. This led to a significant increase in overall group revenue to ~\$4.13m, marking a 63.3% uplift on the prior corresponding period (PCP) (FY2024: \$2.53m).

The increase was underpinned by product suite expansion following the acquisition of Good Oats Pty Ltd (trading as Oat Milk Goodness) (refer ASX announcement: 27 September 2024), marking the Company’s transition to a leading brand manager in the ‘Better for You’ FMCG category. Implementation of a revised ecommerce strategy and increased ranging with major Australian retailers for both the Blue Dinosaur and Oat Milk Goodness product ranges also underpinned consistent sales growth.

The Company achieved a gross margin 40%, the highest since inception, following execution of streamlined inventory and logistics management, implementation of new product packaging and minor but cost-effective ingredient changes to the Blue Dinosaur range.



Increased revenue and a rigorous cost management focus allowed the Company to reduce its loss on a normalised basis (when accounting for one off costs¹) to \$1.58m. This marks a 29% improvement on FY2024 (PCP: \$2.23m). This improvement was underpinned by a material reduction in employee benefit expenses and corporate service expenses previously incurred, as well as revised focus on growth through sales in the Australian market following an exit from US operations.



Throughout FY2026, OMG Group will remain focussed on building additional scale through traditional retail outlets and online sales channels. Momentum in the retail network strategy has been underpinned by several new product ranging agreements with major Australian retailers. Most recently, the Company secured additional ranging with Woolworth Supermarkets, as well as onboarding agreements with 7-Eleven, Quikstop and Canteen One, which collectively are expected to underpin a material revenue increase in H1 FY2026. This will be complemented by a series of marketing campaigns, introduced over the coming months to underpin ecommerce sales channel momentum and further consolidate growth.

Management commentary:

Chief Executive Officer, Alex Aleksic said: “I am very pleased to present this financial summary for FY2025, which marked a significant period for OMG Group and solidifies its position as a leading, high-growth brand manager in the FMCG sector. These financial results highlight the execution of the Company’s multi-channel strategy, which has created a robust framework to unlock value for shareholders through increased scale and a diverse product offering. With the expansion of our sales profile via a strategic acquisition, the Company targeted a material uplift in revenue alongside the implementation of cost reduction initiatives to improve operating cash flows – all of which was achieved during the period. This was accompanied by strong operational progress including new product rollouts and sales channel expansion, leaving the Company exceptionally well placed to scale in FY2026 and beyond.”

-ENDS-

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About OMG Group

OMG Group is a health & wellness food company. The Company was established with a vision to provide engaging brands that provide the very best foods to meet consumer demand for clean, sustainable and healthy products. The core brands in the portfolio are Blue Dinosaur® and Oat Milk Goodness.

Join OMG Group's interactive Investor Hub:

For more Company information and to engage with management by asking questions about OMG Group's latest announcements and updates: <https://omg-group.com.au/auth/signup>

¹ One off costs relate to the acquisition of Oat Milk Goodness, unaccrued audit fees and expenses associated with US market exit