

ASX Announcement

OMG GROUP Limited (ASX: OMG)

1 July 2025

## June trading update: Record monthly sales and positive operating cashflow

### Key highlights

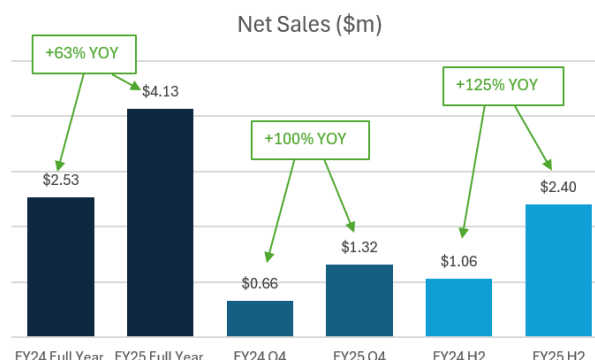
- Record monthly invoiced sales in June of \$602k, underpinned by strong momentum in high-margin ecommerce channels with consistent sales growth across the product mix
- Annual net sales of \$4.13m, up 63% on FY24 – a significant achievement which highlights the consolidation of OMG Group’s expanded revenue profile and exceeds the Company’s stated FY25 net sales target
- Further highlighting the uplift in group revenues, June quarter net sales of \$1.32m marked a 100% increase on the prior year period while H2 2025 net sales increased by 125% on PCP to \$2.40m
- Further acceleration in Blue Dinosaur Australian ecommerce sales in June, with record monthly online sales of \$322k, up 202% PCP – another key milestone, and major contribution to building \$1.51m business over the past 12 months
- Net positive operating cashflows of \$242k for the month of June underpinned a material improvement in Q4 FY25 operating cash flows, driven by strong sales of high-margin SKUs alongside improved inventory management and cost constraint
- Company well positioned to consolidate uptrend in monthly net sales in the June quarter, with discussions advancing for additional product ranging agreements and international distribution partnerships

OMG Group Ltd (ASX: OMG) (“OMG Group” or “the Company”) is pleased to provide this June trading update, highlighting continued momentum across group KPIs in net sales, ecommerce expansion and net operating cash flows, positioning the business with a strong platform for further growth in FY26.

### Net sales

Monthly invoiced sales in June 2025 amounted to \$602k – marking the highest monthly sales total since new management took over the business in 2023. Accounting for June sales data, the Company reported June quarter net sales of \$1.32m, a gain of 100% from the prior year period and up another 22% from the March quarter, reflecting a consolidation of the expanded sales footprint post-transaction.

Further underlining the momentum in group revenues, annual net sales for the 2025 financial year amounted to \$4.13m, up 63% on FY24 and surpassing OMG Group’s stated objective to generate FY25 net sales of at least \$4m. In addition, H2 net sales for the six months ended 30 June 2025 more than doubled from the prior comparative period to \$2.40m, a gain of 125%.

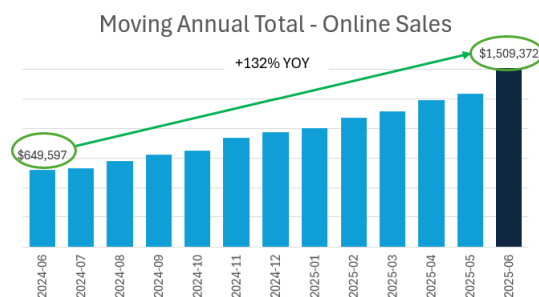


## Ecommerce

Ecommerce momentum continues to be underpinned by strong growth for Blue Dinosaur products, with June 2025 ecommerce sales of \$322k, up 202% PCP – easily eclipsing the monthly record for ecommerce sales and augmented by a successful EOFY (End of Financial Year) marketing campaign through targeted online advertising channels.

The group's expanding ecommerce footprint flowed through to another uplift in online sales on a Moving Annual Total (MAT) basis – the primary KPI for ecommerce performance – which rose to \$1.51m for the 12 months to June 30, up from \$1.2m to 30 April 2025 (refer ASX Announcement 2 May 2025) and marking a 132% increase on the 12 months ended 30 June 2024.

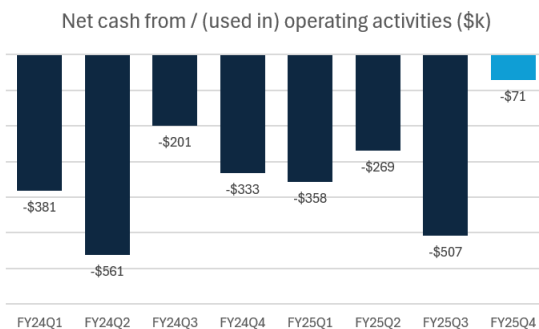
OMG Group's ecommerce momentum provides it with a high-margin direct-to-consumer channel to complement its existing distribution partnerships with major retailers, in line with its strategy to build a diversified net sales footprint across online and physical store networks.



## Positive net operating cash flows in June

OMG Group's strong momentum at financial year-end was underlined by a material improvement in net operating cashflows, highlighting by positive operating cashflow of \$242k for the month of June. The positive cashflow result was underpinned by improved inventory management, with a strategic inventory build in the March quarter providing the Company with the necessary supply of products to meet increased demand as ecommerce sales accelerated, in addition to diligent cost constraint.

With strong operating cashflows in June, the Company is on track to record its best quarterly result for net operating cashflows in Q4FY25 since new management took over the business in June 2023. With an expanded sales profile consistently tracking above \$1m per quarter, the June quarter performance for operating cashflow leaves the Company well positioned to drive a push towards positive EBITDA and cashflow breakeven in FY26.



#### Management commentary:

**OMG Group Chief Executive Officer, Alex Aleksic said:** *"We are pleased to present this June trading update, which highlights how the Company is executing on our key objectives to grow sales, expand margin growth and drive a push towards profitability and cashflow breakeven. OMG Group's momentum is clearly evident in our June results, with record-high sales at the group level, record high ecommerce sales and positive operating cashflows. These trends leave the business well positioned heading into the 2026 financial year with a streamlined business model, product-market fit for key SKUs and a growing sales profile across both ecommerce and physical store networks. We look forward to providing further updates on our trading performance in the coming months, alongside the pursuit of strategic growth initiatives which include additional product ranging agreements with large Australian retailers, international distribution partnerships in key Asia-Pacific markets, and the ongoing appraisal of targeted M&A opportunities."*

#### 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>

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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.