

Wiseway Group (ASX: WWG)

FY25 Results Presentation

28 August 2025

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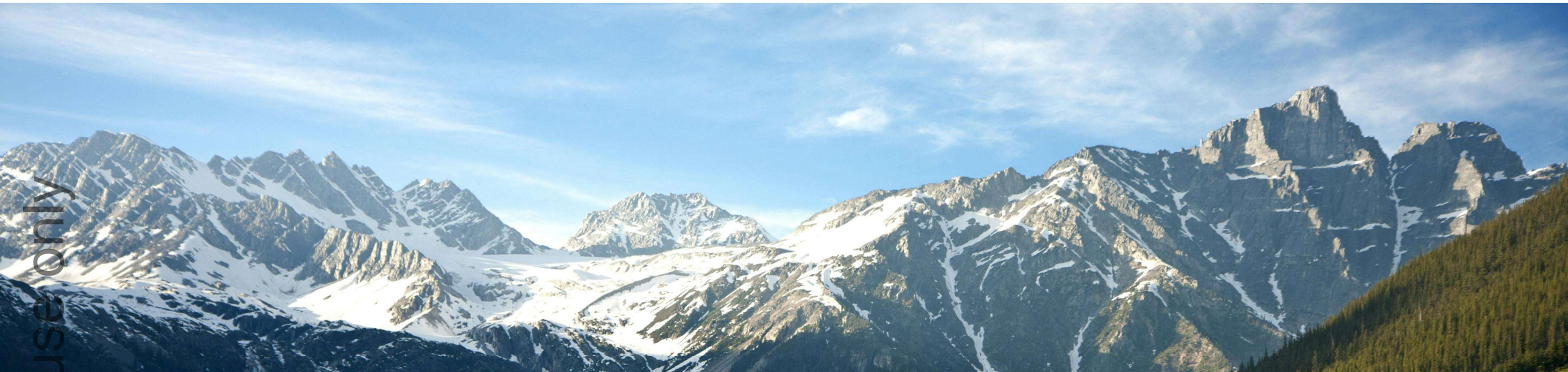


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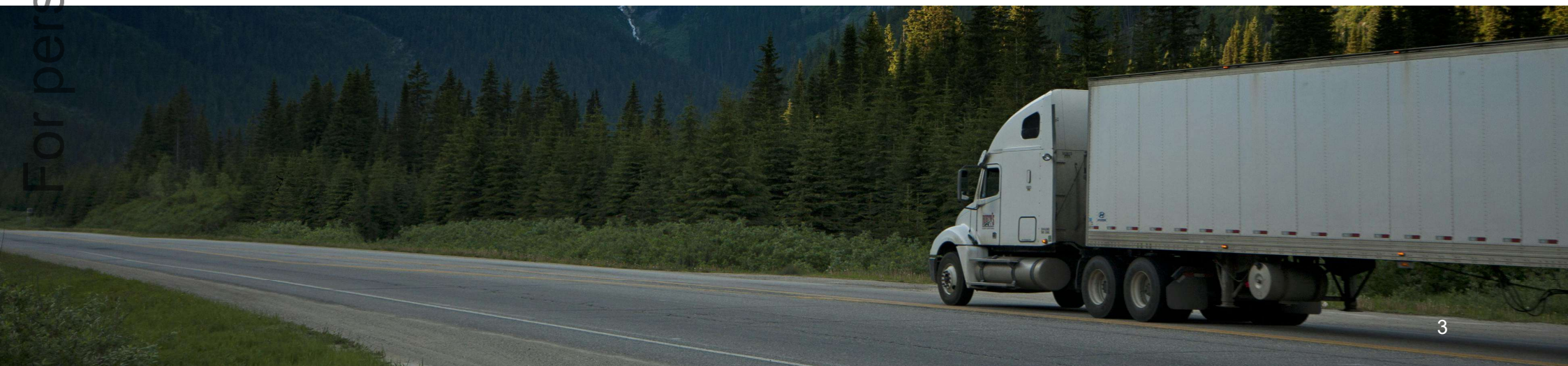
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Y25 results overview



FY25 Results | Financial and operational highlights

FY25 key financial metrics

\$186.7 million (+66%) ↑
Group Revenue

\$13.4 million (+65%) ↑
EBITDA

\$4.8 million (+699%) ↑
Net Profit Before Tax

15 cents
Net Tangible Assets per Share

\$14.5 million (+75%) ↑
Cash and Cash Equivalents

FY25 Operational Highlights



Continued growth and investment behind the Imports division including capturing inbound eCommerce volumes and market share



Strategic initiatives to manage operating costs by right-sizing business support functions, and outsourcing in areas divisions to increase operational efficiency



Continued revenue and profit growth of Wiseway US branch – with expansion of 3PL fulfilment opportunities as well as inbound customs clearance services



Investments in developing Wiseway's sales team in FY25 has yielded positive results by focusing client mix towards more profitable clients

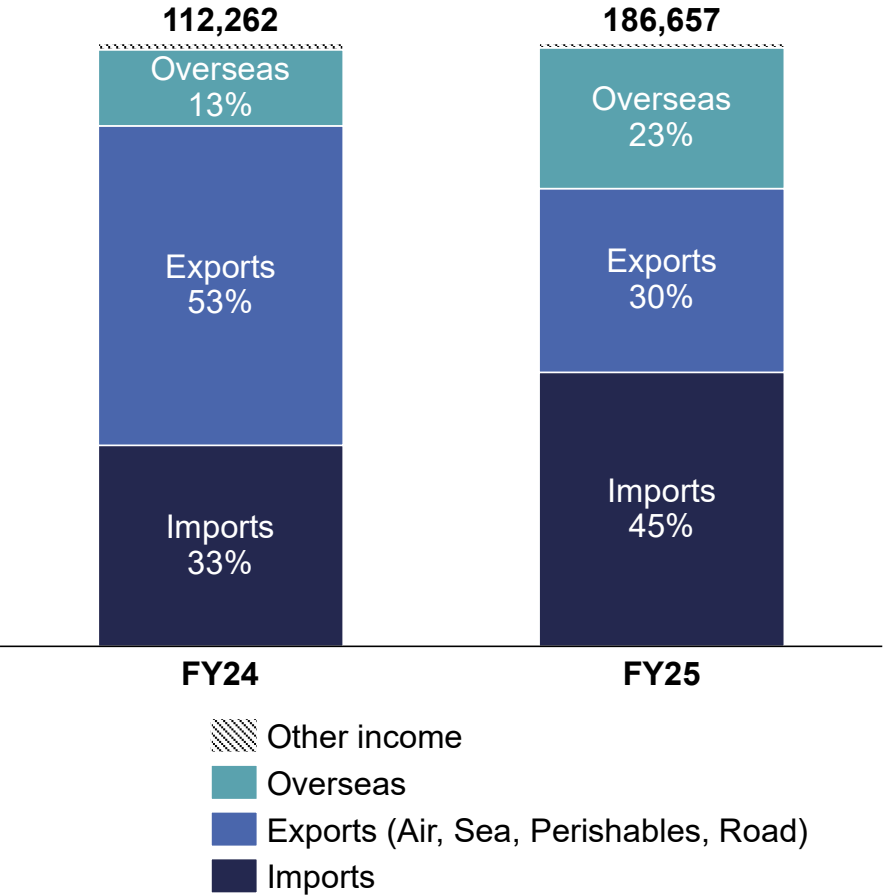


Improvements to customer service, processing times, compliance through implementing technology across all teams

FY25 Results | Imports Division and Overseas Division drove significant growth

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% Revenue split by division (\$'000)



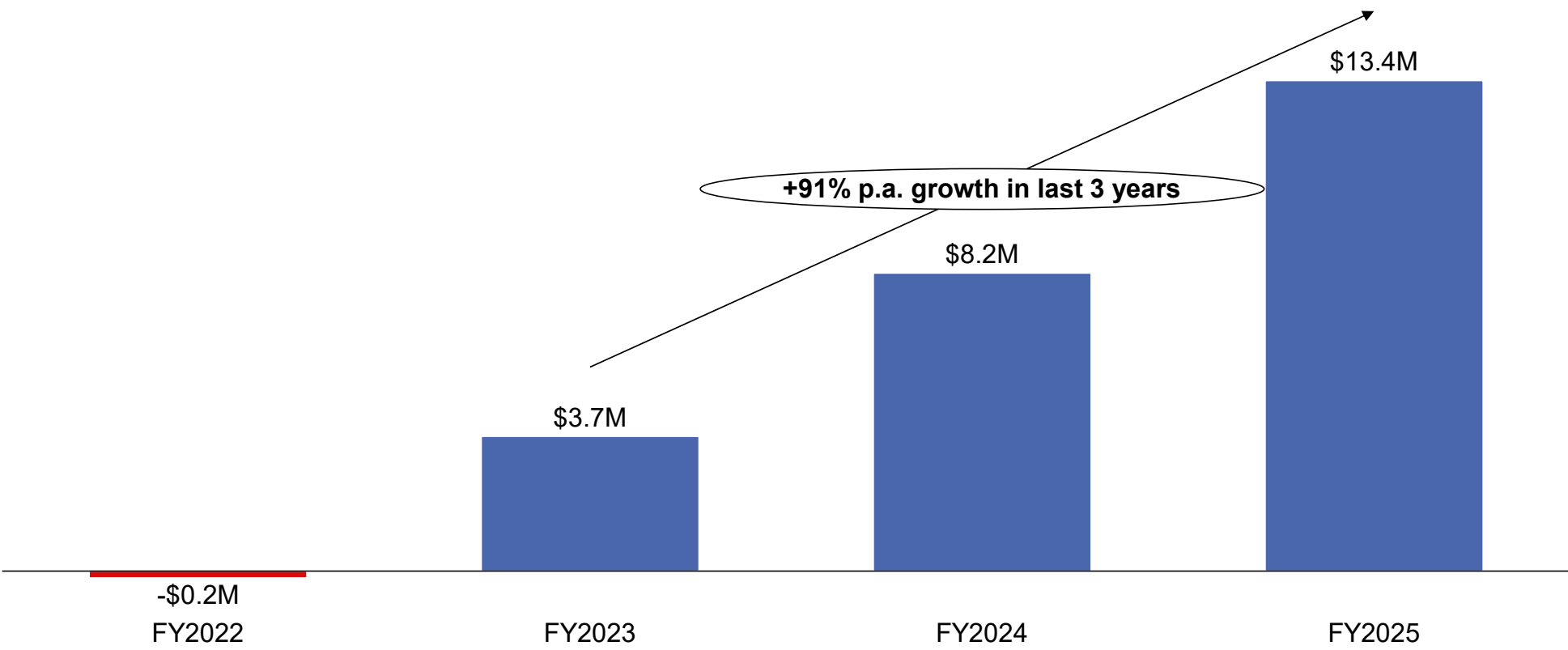
\$ Revenue split by division

\$'000	FY2024	FY2025
Exports (Air, Perishables, Sea, Road)	59,461	56,857
Imports	37,442	84,878
Overseas	14,188	43,565
Other income	1,171	1,357
Total	112,262	186,657

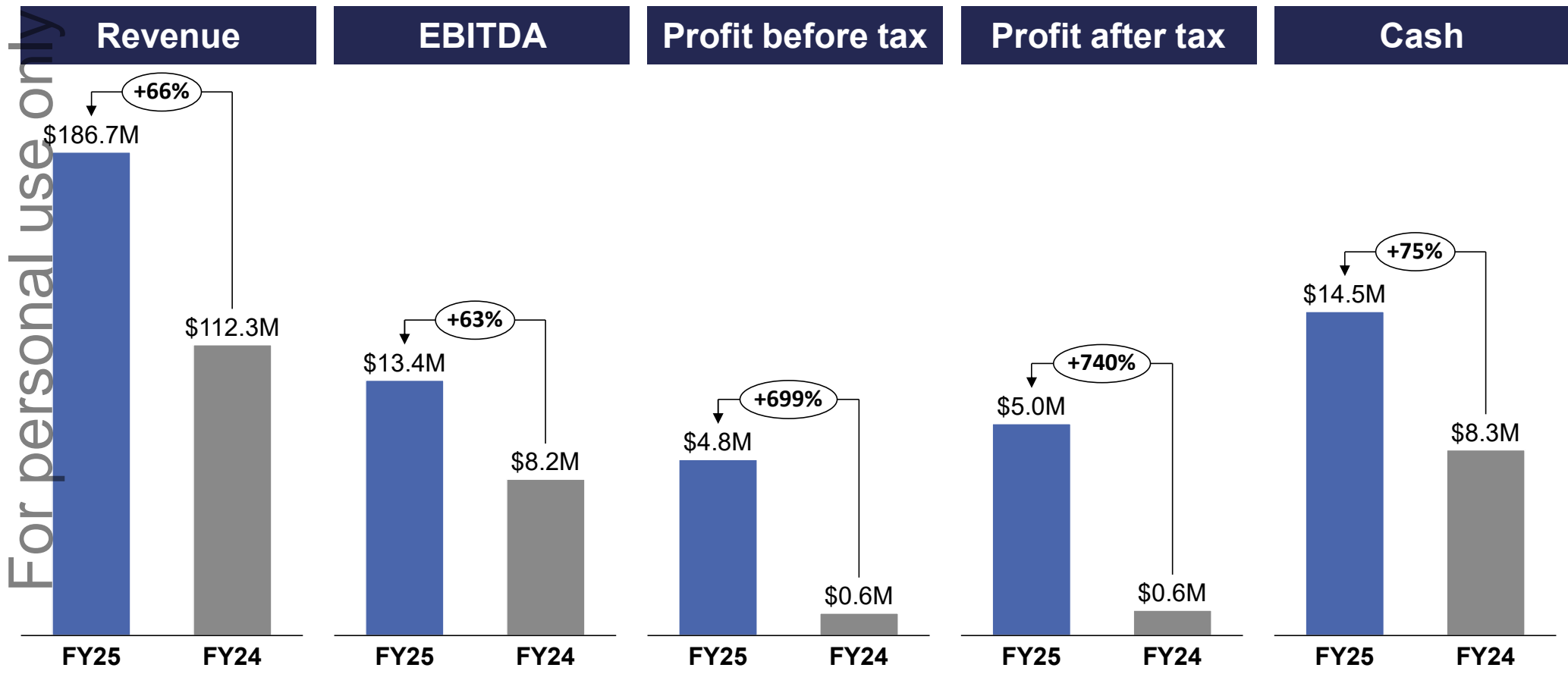
FY25 Results | Wiseway's strategy has delivered sustained financial performance

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Wiseway Group EBITDA overtime (FY2022 – FY2025)



FY25 Results | Significant increase in performance across all key metrics



FY25 Results | Financial and operational highlights

Revenue by location

\$'000	FY2024	FY2025
Australia and New Zealand	106,614	151,362
China	1,691	79
Singapore	1,778	2,164
USA	2,179	33,052
Group	112,262	186,657

Commentary

Australia and New Zealand

- Steady performance by all divisions, with key growth area in Imports and eCommerce

China

- Office has been restructured into an operations and support office (no revenue drivers)

USA

- Key growth from new 3PL fulfilment operations as well as customs clearance services
- Increasing volume as Wiseway handles more inbound freight from China and Australia

Singapore

- Singapore remains stable and profitable and acts as a key hub in the South East Asia region

FY25 Results | Balance sheet remains healthy with overall increase in net assets

Balance sheet	FY2025 \$m	FY2024 \$m	Change (%)
Cash and cash equivalents	14.5	8.3	75%
Trade and other receivables	29.5	14.5	103%
Other current assets	2.3	2.6	-12%
Total current assets	46.3	25.4	82%
Right of Use assets	17.8	14.4	24%
Fixed & non-current assets	25.0	24.0	4%
Total assets	89.1	63.8	40%
Trade and other liabilities	26.1	13.1	99%
Loans and debt financing	1.8	10.2	-82%
Lease and others	7.5	4.2	79%
Total current liabilities	35.4	27.5	29%
Loans and debt financing	14.1	4.0	253%
Lease and other non-current liabilities	15.8	13.3	19%
Total Liabilities	65.3	44.8	46%
Net assets	23.8	19.0	25%

Commentary:

- **Healthy balance sheet**, with a 75% increase in Cash and cash equivalents to **\$14.5 million** to support strategic opportunities
- 103% increase in trade receivables and payables reflect **increased business activity and new accounts**
- Next year focus is to focus on continued debt utilisation and debt reduction to **improve long term capital structure**
- **Ongoing resource planning will be taken** to ensure Wiseway can meet any future obligations



Business Overview



Business Overview | Wiseway provides the full spectrum of logistics services

SERVICES OFFERED BY WISEWAYLOGISTICS



Air Freight



Perishables and cold chain handling



Import services



3PL Fulfilment



Sea Freight



**Road transportation
(Interstate and local)**



**Warehouse storage and
handling, quarantine**



**Customs clearance and
bonded depot**

Business Overview | Wiseway is a leading freight forwarder

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5
Countries

200+
employees

100+
Trucks and trailers

4
depots with cool room
capabilities
(Sydney, Melbourne, NZ, Perth)

14
warehouses
(incl. Customs Bonded, Quarantine
approved depots)

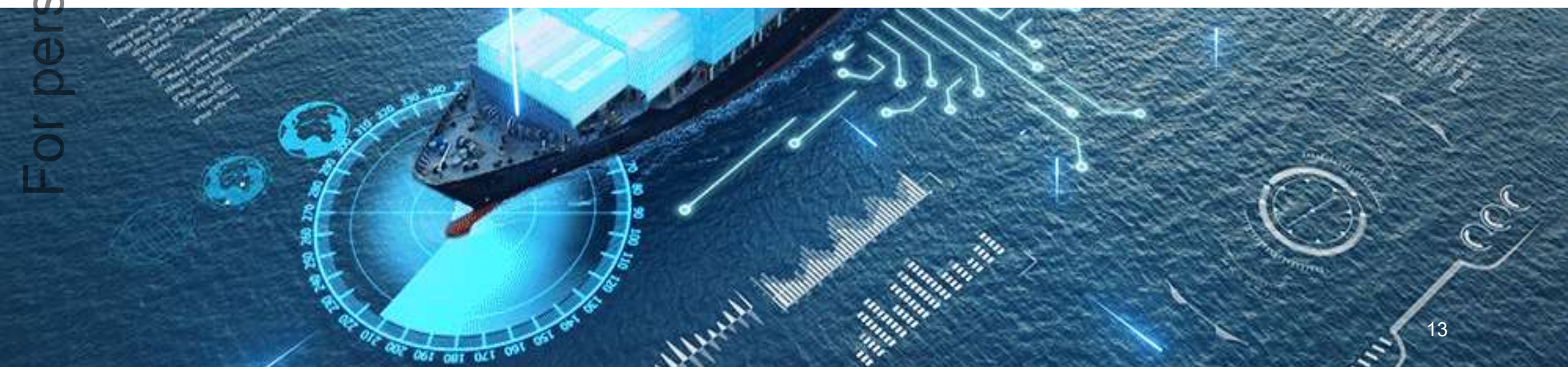
10
cities

Shipping to
100+
destinations





Outlook and priorities



Outlook | Wiseway will continue to execute on core priorities for FY26

Ambition



A leading **logistics partner** in the **Asia Pacific** region, providing **excellent services** and **superior customer value** to our partners

Division priorities



①	②	③	④	⑤	⑥
Air freight export	Sea freight export	Perishables	Imports	Fulfillment, 3PL & Road	Overseas
Maintain Air market share, and partner on new verticals	Invest to grow Sea, including transport and business development capabilities	Win Perishables share via superior service and airline capabilities	Capture inbound eCommerce trend , leading in process efficiency	Expand 3PL, fulfillment & road transportation to be profitable value-added services	Drive global growth , including streamlining ANZ and continuing positive growth in the US

Enablers



Cost and process efficiency (overseas back-office, process automation, KPIs)	Expand digital capabilities (‘turnkey’ integrations, self-serve portal, E2E tracing)	World-class Team delivering superior customer service	Compliance and Safety mindset in all operations	M&A opportunities (opportunistic acquisitions / opportunities)
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Performance Outlook for FY26 (based on key trends)



Continued growth in import eCommerce driven by both market growth and Wiseway winning market share



Potential **upside from new 3PL and fulfillment division**, aiming to capture a larger share of the eCommerce market



Potential **moderation in USA revenue** as business normalises from pre-tariff uncertainties



Continued distribution of **dividends to shareholders** as positive results are realised, whilst ensuring **ongoing reinvestment into the business**

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