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ASX Announcement

Wiseway Group Limited
ABN 26 624 909 682

Registered office:
39-43 Warren Avenue
BANKSTOWN NSW 2200
T: +61 2 9790 7888

FY25: Results announcement

Wiseway Group Limited (ASX: WWG, “**Wiseway**”, “**the Company**” or “**the Group**”), one of Australia’s leading integrated freight and logistics operators, announced its financial results for FY25.

The Company has seen its best result since its initial public offering in 2018. Wiseway achieved an EBITDA of \$13.4 million in FY25, up 65% from FY24 EBITDA of \$8.2 million. Revenue has also increased by 66% from \$112.3 million in FY24 to \$186.7 million in FY25.

The revenue and profitability growth have been driven by successful delivery of key strategic initiatives announced last year in 2024. This includes intentional investments in eCommerce imports across Australia, New Zealand and the USA, the implementation of operational and process disciplines, and streamlining of overseas divisions.

Key takeaways:

- Revenue for FY25 of \$186.7 million, up 66% from FY24 Revenue of \$112.3 million
- Successful execution of USA strategy, growing from \$2.2 million in FY24 to \$33.1 million in FY25
- Inbound eCommerce tailwind underpinning significant growth with Imports growing by 127% from FY24 to FY25
- EBITDA for FY25 of \$13.4 million, up 65% from FY24 EBITDA of \$8.2 million
- Sustained EBITDA improvement across a multi-year horizon, with a 91% annualised EBITDA growth over the last 3 years
- Strong cash conversion from Revenue and EBITDA growth, with Cash and Cash Equivalents increasing to \$14.5 million

Financial highlights:

- Group revenue of \$186.7 million
- EBITDA margin of 7.2%
- Net Profit after Tax of \$5.05 million, a \$4.45 increase from \$0.6 million in FY24
- Net Tangible Assets per Security of 15 cents
- Cash and Cash Equivalents of \$14.5 million providing liquidity to the Group
- Full year dividend per share of 1.0 cents vs 0.2 cents for FY24, up 400%

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 selected areas to increase operational efficiency
- Continued revenue and profit growth of overseas branches – 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

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Group financial performance

Overall financial performance

\$'000		
Key metrics	FY25	FY24
Revenue	186,657	112,262
Reported EBITDA	13,437	8,167
Net Profit after Tax	5,047	601
EBITDA margin	7.2%	7.3%

Revenue breakdown by division and location:

\$'000	FY25	FY24
Division breakdown		
Exports (Incl. Air, Sea, Perishables, Road)*	56,857	59,461
Imports	84,878	37,442
Overseas divisions	43,565	14,188
Other	1,357	1,171
Total	186,657	112,262
<i>*prior year represented and combined as Exports</i>		
Location breakdown		
Australia and New Zealand	151,362	106,614
China	79	1,691
Singapore	2,164	1,778
USA	33,052	2,179
Total	186,657	106,552

Overview of Results

Wiseway Group Limited (ASX: WWG) is pleased to report its results for the financial year ended 30 June 2025 (FY25). The year marked a step-change in both scale and profitability, underpinned by strong eCommerce growth, disciplined cost management, and a sharper operational focus across key markets.

Revenue grew by 66% to \$186.7 million, up from \$112.3 million in FY24. **EBITDA rose to \$13.4 million**, representing a 65% increase from \$8.2 million in the prior year. Net Profit after Tax lifted to \$5.0 million compared to \$0.6 million in FY24, reflecting both margin improvement and top-line expansion. The EBITDA margin was maintained at 7.2%, demonstrating Wiseway's ability to grow scale without compromising efficiency.

Imports growth and continued revenue increases

The standout performer in FY25 was the Imports division, which more than doubled to **\$84.9 million**, up from \$37.4 million in FY24. This uplift highlights the success of Wiseway's strategy to prioritise eCommerce-driven import flows and strengthen its market position in Australia and New Zealand.

While export-related volumes in airfreight and perishables softened due to subdued China demand, this was more than offset by import growth and a stronger contribution from overseas divisions, particularly the United States.

Expansion in the United States

USA operations delivered strong growth in FY25, with revenue increasing significantly to **\$33.0 million** from \$2.2 million in FY24. This was driven by a clear strategic focus on delivering aligned inbound eCommerce solutions for airfreight, sea freight and fulfillment clients. USA has now become a major contributor to Group performance and an important growth pillar for Wiseway, providing a platform to capture eCommerce trade flows between China, Australia, and North America.

Operational efficiency and cost reduction

Ongoing initiatives to right-size support office functions and implement outsourcing in selective regions helped streamline operations. These measures, coupled with growing import volumes, allowed Wiseway to scale efficiently and protect margins. Investments in technology and process discipline further supported improvements in service delivery and compliance.

Outlook and Future Growth

Looking ahead, Wiseway remains focused on capturing growing eCommerce volumes across its core markets. This will focus on capturing eCommerce trade flows between China, Australia, New Zealand and USA. Wiseway has a strong market position in the China eCommerce platforms market. As a next step, Wiseway is focused on extending its reach to Australian, New Zealand and USA brands, broadening the customer mix and positioning Wiseway for longer-term diversified growth.

Alongside eCommerce, Wiseway is expanding its 3PL and fulfilment capabilities as a dedicated growth pillar. This division continues to gain momentum as customers increasingly seek end-to-end solutions that integrate warehousing, fulfilment, and distribution. Wiseway has broadened its facilities footprint and strengthened its service offering, providing scalable, higher-margin solutions designed to deepen customer relationships and support sustainable growth.

Export divisions, including Air Freight, Perishables and Sea Freight, are expected to face moderated growth given softer demand between Australia and China. Wiseway's strategy in these segments is to shift the client mix toward higher-margin accounts while leveraging the expanded sales function to drive profitability.

In the United States, momentum is expected to build as Wiseway targets inbound eCommerce from China and Australia. While the long-term growth opportunity remains significant, near-term revenues may be tempered by the pre-tariff stockpiling that occurred in April and May 2025, which brought forward some demand into the FY25 period.

Singapore continues to contribute stable and profitable results, while China has been repositioned as a lean operational support hub, designed to drive efficiency and support front-line growth initiatives.

CEO commentary

Mr Ken Tong, Wiseway Group CEO, said:

"FY25 has been a transformational year for Wiseway. It has been our best financial result ever for the Group. I believe this is because of the strong platform and strategy established in FY24. We have accelerated our expansion in eCommerce imports while sharpening our focus on operational excellence."

Our US business has delivered outstanding results, becoming a key pillar of Group growth. We are now well positioned to leverage cross-border synergies, particularly by converting China, Australia and New Zealand based clients into the US fulfilment and inbound clearance network.

“In Australia and New Zealand, imports and eCommerce logistics continue to drive momentum. The strategic restructuring in China has enabled us to improve efficiency, reduce costs, and reinvest in front-line operations where it matters most for our clients.”

“Looking ahead, our strategy remains clear – to capture growing eCommerce trade flows between Asia, Australia, New Zealand and the United States. We will continue investing in people, technology, and compliance to enhance service delivery and strengthen profitability.”

Authorised for release by the Board of Directors of Wiseway Group Limited.

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For further information, please contact:

Investor enquiries

Ken Tong
Chief Executive Officer
E: ken@wiseway.com.au

Media enquiries

Ken Tong
Chief Executive Officer
E: ken@wiseway.com.au

About Wiseway Group Limited (the Company)

WiseWay (ASX: WWG) is a leading provider of integrated logistics solutions, with a global network of strategically located warehouses and facilities and a large modern fleet of trucks, aircraft and delivery vehicles.

Established in 2005 to serve the growing Australia-Asia Pacific trade industry, Wiseway has grown to become a leading integrated freight provider. With multiple strategically located operation hubs in Australia, the US, and the Asia Pacific, the Company provides its large base of domestic and international customers with specialist cross-border logistics services including air freight, sea freight, import, domestic transportation, warehousing, and customs clearance.

For more information, please visit www.wiseway.com.au