

24 November 2025

ASX Announcement

Wiseway Group Limited
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2025 Annual General Meeting Chair and Chief Executive Officer's Addresses

Wiseway Group Limited (ASX: WWG, “**Wiseway**” or the “**Company**”) advises that the 2025 Annual General Meeting will be held today, Monday, 24 November 2025 at 11:00am (AEDT) at Wiseway Chipping Norton Office, 13-15 Alfred Road, Chipping Norton, NSW 2170.

Attached are the Chair and Chief Executive Officer's addresses to be given at the Annual General Meeting.

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

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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 one of the top three outbound air freight logistics providers in Australia. 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

Chair's Address**Key milestones and growth initiatives**

FY25 was a defining year for Wiseway, highlighted by continued revenue growth and a significant uplift in scale across the business. Group revenue increased to \$186.7 million, up 66 percent on FY24, driven by strong import volumes, expanding eCommerce activity and growing contributions from our U.S. operations. This momentum reflects the effectiveness of the strategic foundations laid in recent years and the strengthening of our cross-border network.

Profitability also improved meaningfully, with EBITDA rising to \$13.4 million from \$8.2 million in the prior year. This improvement was supported by disciplined cost management, enhanced process efficiency and better utilisation of our operational footprint. Despite the shift toward higher-volume eCommerce imports, we maintained healthy margins, underscoring the resilience of our operating model.

The year saw further expansion of our eCommerce and fulfilment capabilities, particularly across Australia, New Zealand and the United States. These activities are now central to our competitive positioning and will remain key drivers of growth going forward. At the same time, we have continued to improve our operating costs through increased scale and operating leverage as well as continued process and operational discipline.

Importantly, the investments made over the past two years—across technology, fulfilment infrastructure and operational discipline—are now delivering tangible results. Wiseway enters FY26 with a more efficient, resilient and growth-focused business, well positioned to capture ongoing demand in its core markets.

WiseWay priorities for the next financial year and priorities for FY26

Looking ahead to FY26, Wiseway's ambition is to continue strengthening our position as a leading cross-border logistics provider across the Asia-Pacific region and the United States. With the strong foundation established in FY25, our focus now shifts toward scaling our core capabilities, broadening our service offering and ensuring we are well placed to capture the ongoing growth in global eCommerce flows. Our aim is to provide a seamless, reliable and cost-effective logistics experience for customers operating across multiple regions.

Our strategic pillars remain consistent, reflecting a strategy that has proven resilient and effective as the business continues to grow. We will maintain our competitive position in general air freight, support the expansion of our sea freight offering, and leverage our airline partnerships to strengthen our perishables business. eCommerce imports will remain a major driver of growth, supported by the continued profitability of our Road Freight and Warehouse divisions, which play a key role in delivering a fully integrated service for customers.

A major focus for FY26 will be the ongoing expansion of our fulfilment and direct injection network. As online retailers increasingly seek reliable end-to-end solutions—from customs clearance and warehousing through to pick-and-pack and distribution—fulfilment has become an essential part of Wiseway's service proposition. The increased capacity in Los Angeles provides a stronger foothold in a market where speed and accuracy are critical, and we expect this to support continued volume growth across both ANZ-origin and China-origin eCommerce flows.

Internationally, we have refreshed our ambition to deepen Wiseway's presence in the United States. FY25 demonstrated the scale of the opportunity in this market, and in FY26 we will continue building out our inbound eCommerce and fulfilment capabilities to serve a growing customer base. At the same time, our Asia-Pacific operations continue to stabilise and improve. Australia and New Zealand are benefitting from tighter operational alignment, Singapore remains a reliable regional hub, and China continues to serve as an efficient support and processing centre that enhances both compliance and service quality.

Across FY26, we will continue investing in technology, customer service and operational governance to ensure we remain scalable and resilient as volumes grow. Our approach to expansion remains disciplined, focused on opportunities that strengthen our network, improve efficiency or enhance our value proposition to customers.

Wiseway enters FY26 with strong momentum, a clearer strategic focus and a strengthened operating platform, and we remain confident in our ability to deliver sustained growth and long-term value for shareholders.

Thank you for your continued support and confidence in the Wiseway Group.

Chief Executive Officer's Address

Good morning everyone. FY25 marks Wiseway seventh year as a listed company, and 20 years since it was founded. We have grown consistently each year which is a testament to our deliberate focus on flexibility, agility, and excellent service for our customers.

FY25 Financial highlights

FY25 was the strongest year on record for Wiseway, reflecting disciplined execution across all divisions and the substantial benefits of our investment in eCommerce, fulfilment and cross-border networks.

Group revenue increased by 66 percent to \$186.7 million, and EBITDA rose to \$13.4 million from \$8.2 million in FY24.

Net Profit Before Tax lifted to \$4.80 million. Importantly, we maintained an EBITDA margin of 7.2 percent despite a shifting our business mix toward higher-volume eCommerce activities, highlighting improvements in operational efficiency and cost management.

The Group's balance sheet remains healthy with a cash position of \$14.5 million and net tangible assets of 15 cents per share.

Wiseway has delivered strong top-line growth in FY25

The Group's revenue mix underwent a significant shift during FY25. Imports increased from \$37.4 million in FY24 to \$84.9 million in FY25, becoming the largest and fastest-growing division of the Company. This growth was driven by expanding cross-border eCommerce flows and strengthened processing capability across ANZ.

Overseas divisions also delivered a material step-change, with revenue rising from \$14.2 million to \$43.6 million as international operations matured.

The most notable shift occurred in the United States, where revenue increased from \$2.2 million to \$33.1 million, representing approximately 18 percent of Group revenue in FY25. This reflects the rapid expansion of fulfilment infrastructure and the scaling of inbound customs clearance operations, positioning the United States as a core strategic geography for Wiseway moving forward.

Profitability has also improved significantly in FY25

Bottom-line EBITDA grew by 65% since FY24 to \$13.4M.

A key driver is the continued growth of the Imports eCommerce division, which is driving substantial growth that flows directly to our bottom line. This reflects our ongoing focus on key market opportunities in this area, and we have increased our market share across Australia and New Zealand.

Our U.S. operations continued to mature and now represent a meaningful pillar of profitability for the Group. The rapid expansion of fulfilment and inbound customs clearance capabilities has enabled the U.S. business to transition from an emerging operation to a core contributor to earnings.

Cost-saving initiatives, including the process discipline and the continued consolidation of offshore processing roles into Wiseway's China office, delivered continued improvements in process efficiency, documentation quality and overall operating leverage.

The expansion of our 3PL and fulfilment services provided access to a stickier customer base. As merchants increasingly seek integrated logistics solutions, Wiseway has been able to capture deeper customer engagement and lift profitability through end-to-end service delivery.

Operational highlights

From an operations perspective, we have seen continued strides that are consistent with our financial results.

The Imports division delivered another year of strong expansion, with volumes doubling year-on-year driven by eCommerce growth and strengthened market position across Australia and New Zealand.

U.S. operations expanded significantly, supported by the expansion of fulfilment capabilities in our Los Angeles offices to provide pick-and-pack and last-mile services for global retailers.

Technology and automation investments improved visibility, processing times and compliance across all divisions, strengthening operational discipline and service reliability.

Our 3PL and fulfilment services continued to scale and are now firmly established as a core growth pillar, deepening customer relationships and supporting revenue growth.

The perishables and sea freight segments continue to grow as we look to onboard new clients despite a dampened export market in Asia.

Investment in Borderless360

During the year, Wiseway formed a mutual investment partnership with Borderless to strengthen our global eCommerce offering. The partnership brings together Wiseway's international logistics network with Borderless's BL360 technology, which provides better shipment visibility, service-level tracking and practical data insights to improve both performance and cost efficiency. Together, we will also develop new direct-injection lanes and fulfilment locations, using Wiseway's warehousing footprint to support a more connected and scalable global eCommerce network. The partnership has also allowed Wiseway to gain access to capabilities in new markets including Canada, UK, Netherlands, Japan, Hong Kong and Texas.

Expansion into additional warehouse in Los Angeles

We also expanded our U.S. footprint by opening an additional warehouse in Los Angeles in FY25 to support the growth of our fulfilment business. This new site gives us more space to handle rising eCommerce volumes and allows us to offer faster pick-and-pack and delivery services for customers shipping into the United States. It strengthens our ability to serve both existing and new clients and positions Wiseway for continued growth in this key market.

Performance Outlook for FY26

As we look toward FY26, we expect continued momentum across our import eCommerce operations, driven by both underlying market growth and Wiseway's increasing share of cross-border and domestic eCommerce volumes. The structural shift toward direct-to-consumer international shipping continues to accelerate, and our strengthened processing capability across ANZ positions us well to benefit from this trend. We are already seeing early signs that our expanded customer mix and stronger marketplace partnerships will support further volume gains, particularly as service reliability and turnaround times remain central differentiators in this segment.

A key source of upside in FY26 will come from the scaling of our 3PL and fulfilment division. As more eCommerce sellers seek partners that can provide warehousing, pick-and-pack, customs clearance and distribution under one integrated model, Wiseway is well placed to capture a larger portion of the value chain. The opening of additional U.S. fulfilment capacity and the development of co-located injection points with Borderless360 will deepen this capability. Over time, we expect this division to contribute a more meaningful share of Group earnings due to its recurring revenue profile.

In the United States, revenue may moderate in the near term as the business normalises following the pre-tariff stockpiling seen earlier in 2025. However, the underlying trajectory remains positive. The region's core services—fulfilment and inbound clearance—continue to scale, and the customer pipeline remains strong. We are focused on strengthening operational consistency, expanding facility utilisation, and deepening relationships with cross-border merchants who operate across China, Australia and North America. Collectively, these initiatives will support a more stable and predictable growth profile in future years.

From a capital management perspective, the Company remains committed to delivering balanced shareholder returns. As profitability continues to strengthen, we intend to maintain a sustainable dividend distribution while ensuring sufficient reinvestment into the business to support long-term growth. Key reinvestment areas will include technology enhancements, operational automation, compliance, and selective expansion of our global fulfilment footprint.

Overall, Wiseway enters FY26 with a strong foundation, a more diversified revenue base, and clearer strategic momentum across its core markets. Based on unaudited results to October and current run-rate performance, the Group expects first-half revenue for FY26 to increase between 12% and 20% compared to the prior corresponding period. This anticipated growth reflects continued scaling of cross-border eCommerce volumes, expanding fulfilment capacity, and improved utilisation across international operations. With continued discipline, investment and focus, we believe the Company is well positioned to capture the opportunities ahead and deliver another year of meaningful progress.

Thank you for your continued support and confidence in the Wiseway Group.