

# Wiseway Group (ASX: WWG) 1H25 Presentation

26 February 2025

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## 1H25 Results | Key takeaways

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- 1** Group Revenue for 1H25 has increased by 60% to \$83.9 million
- 2** Group EBITDA for 1H25 has increased by 39% to \$6.0 million and Net Profit Before Tax has increased by 182% to \$1.6 million
- 3** Wiseway has delivered four successive half-year periods of profitability and strong financial performance
- 4** Wiseway has been successful in capturing significant Asia to Australia and USA inbound freight, with a 192% increase in Imports and 9x increase in USA revenue
- 5** Further tailwinds in the business as eCommerce volumes grow and Lobster and Wine shipments increase their share into China



# H25 results overview



# 1H25 | Financial and operational highlights

## Financial highlights

**\$83.9 million (+60%)**

Group Revenue

**\$6.0 million (+39%)**

EBITDA

**\$1.6 million (+182%)**

Net Profit Before Tax

**13 cents**

Net Tangible Assets per Share

**\$11.8 million (+42%)**

Cash and Cash Equivalents

**0.4 cents (+100%)**

Interim Dividend per Share Proposed

## Operational highlights



Wiseway has continued to prioritise its Imports division, allowing further capture of the growing eCommerce market



Cost discipline has been front of mind for the business, which has allowed the business to deliver profitable results despite a competitive market with tight margins



Our Perishables Strategy has achieved additional client wins, despite a softer Asian market for perishables and exports



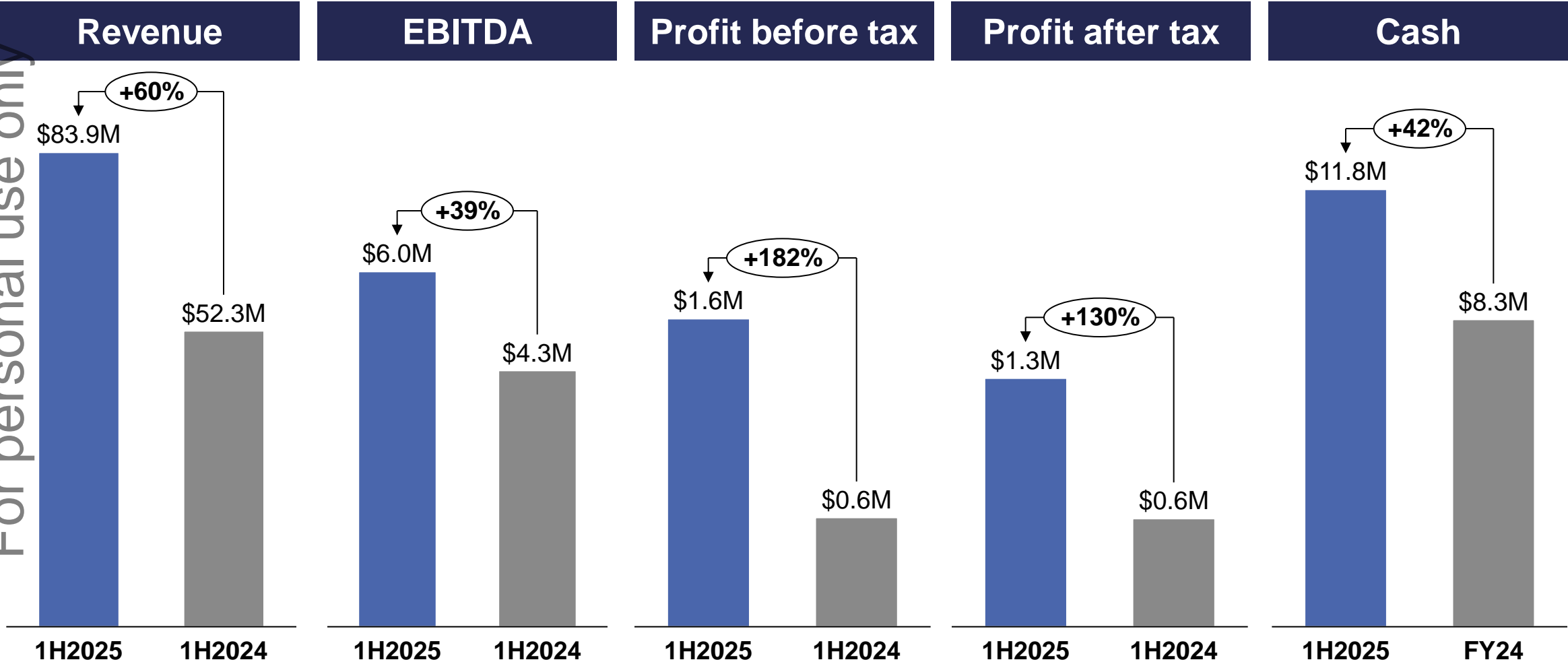
Wiseway's Sales team (started in FY24) has generated positive returns on investment, and a large number of new account wins within a short period



KWT has been successfully integrated into Wiseway Group and has delivered significant growth and positive profitability

# 1H25 | Wiseway has delivered significant results across all metrics

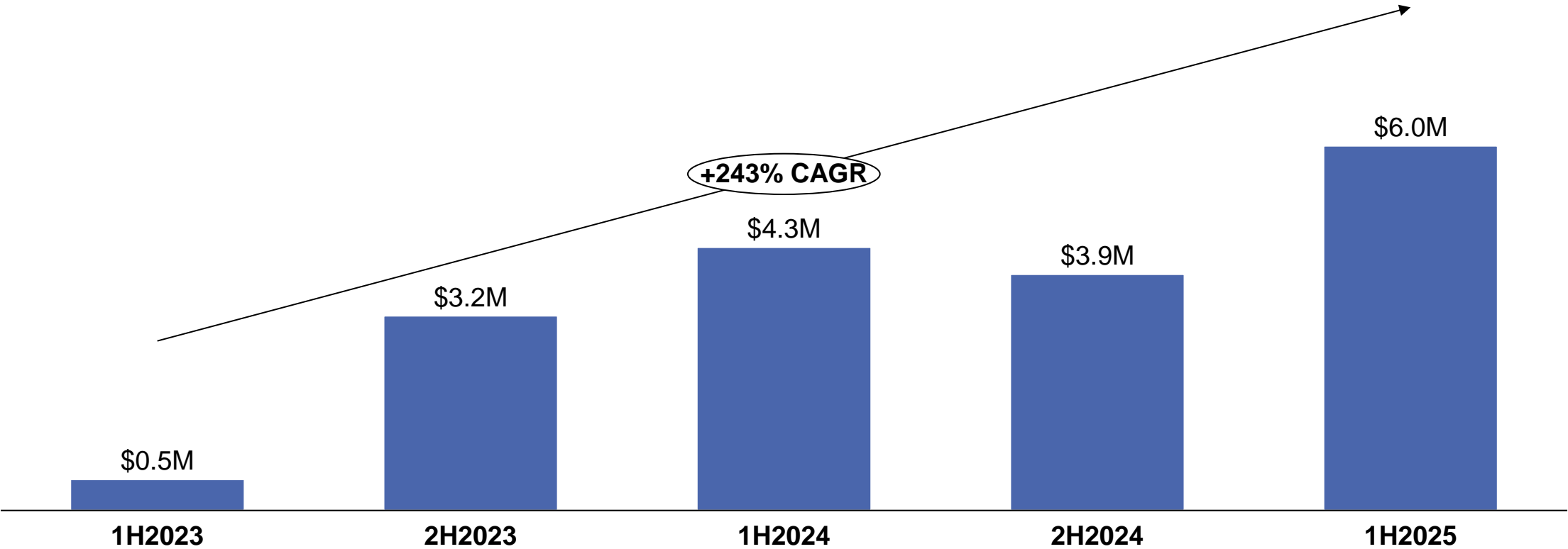
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# 1H25 | Wiseway's strategy has delivered sustained financial performance

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Wiseway Group EBITDA and growth (1H2023 – 1H2025)

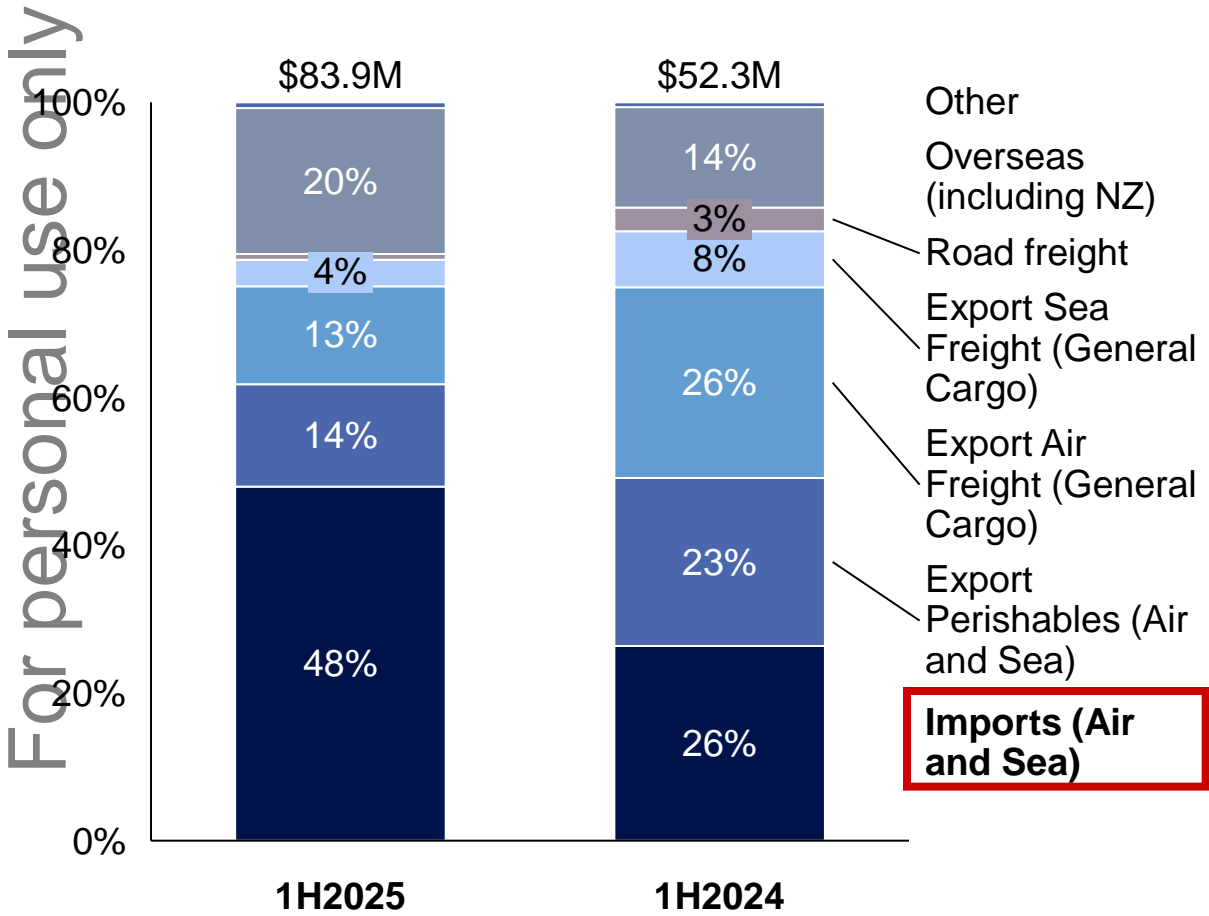


CAGR = Compounded Annual Growth Rate (across two annual periods)

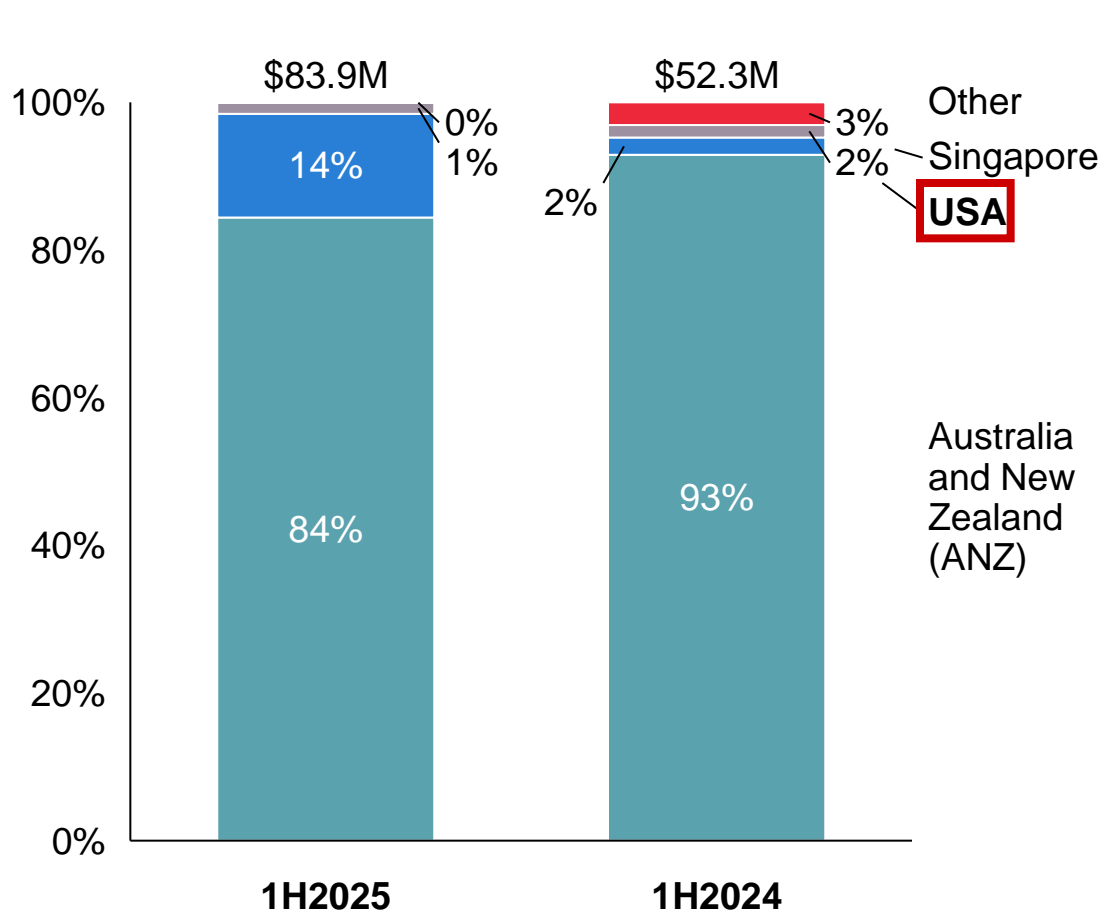
# 1H25 | Wiseway's Inbound Imports and USA strategy is driving growth

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% Revenue split by division



\$ Revenue split by geography



# 1H25 | Key divisions are performing in line with company strategy and expectations

## Import (Air and Sea)

- Significant investment drove a 192% revenue uplift vs 1H24, powered by inbound eCommerce and large account wins
- Asia-focused positioning and competitive edge positions Wiseway to capitalise on inbound import trends

## Export Perishables (Air and Sea)

- A delayed season for key commodities may shift some revenue to 2H25 rather than being booked in 1H25
- Wiseway continues strengthen market presence in perishables by winning new accounts

## Export Air Freight (General Cargo)

- Air freight faces downward pressure on rates amid a softer China market (over the last 6 months)
- Nevertheless, diversification into Southeast Asia is yielding new accounts and incremental volume growth

## Export Sea Freight (General Cargo)

- Similar to Air Freight, some downwards pressure on freight rates and a softer China market
- Some stability in the Sea Freight General Cargo market which has continued to diversify into new markets
- Export Sea is a priority sales area for Wiseway with several accounts in the pipeline

## Road Freight

- Wiseway's Road Freight strategy is to focus on servicing its internal divisions, rather than competing directly for external business (where Wiseway will only service where it can offer competitive pricing to optimise internal loads)

## Overseas

- USA has seen a 9x increase in revenue which can be attributed to successful integration of KWT along with the Company capitalising on inbound China to United States import freight
- Singapore continues to be stable and profitable while China has been converted into a support office

# 1H25 | Financially stable with a healthy balance sheet

Balance sheet	31 Dec 2024 (\$M)	30 June 2024 (\$M)	Change (%)
Cash and cash equivalents	11.8	8.3	42%
Trade and other receivables	28.4	14.5	96%
Other current assets	2.7	2.6	4%
<b>Total current assets</b>	<b>42.9</b>	<b>25.4</b>	<b>69%</b>
Fixed & non-current assets	42.7	38.4	11%
<b>Total assets</b>	<b>85.6</b>	<b>63.8</b>	<b>34%</b>
Trade and other liabilities	25.2	13.1	92%
Other current liabilities	1.9	10.2	-81%
Current debt	6.0	4.2	43%
<b>Total current liabilities</b>	<b>33.1</b>	<b>27.5</b>	<b>20%</b>
Loans and borrowings	31.8	17.2	85%
Other non-current liabilities	0.1	0.1	0%
<b>Total Liabilities</b>	<b>65.0</b>	<b>44.8</b>	<b>45%</b>
<b>Net assets</b>	<b>20.6</b>	<b>19.0</b>	<b>8%</b>

## Commentary:

- **Healthy balance sheet**, with a 42% increase in Cash and cash equivalents to **\$11.8 million** to support strategic opportunities
- 96% increase in trade receivables and payables reflective of **increased business activity and new accounts**
- Future focus is on **improving long term capital structure** of Group through continued asset utilisation and debt reduction
- NAB Facility increased from \$8m to \$11m, secured by 9-11 Alfred Road Property which has a bank valuation of **\$18.6 million**. Property carried at amortised cost on the balance sheet and does not reflect market value uplift.



# Business overview

# Business Overview | Wiseway's presence and footprint

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# Business Overview | Wiseway's has six core business segments

Air Freight Exports	Sea Freight Exports	Perishables	Imports	Road & Warehousing	Overseas
					
<ul style="list-style-type: none"><li>• Serving e-commerce platforms, suppliers, and parcel consolidators</li><li>• Shipping infant milk formula, honey, wine, vitamins, and health and skin-care products</li></ul>	<ul style="list-style-type: none"><li>• General food commodities</li><li>• Australian produce</li><li>• Food stuffs</li><li>• Wine</li></ul>	<ul style="list-style-type: none"><li>• Fresh produce</li><li>• Seasonal fruit</li><li>• Seafood</li><li>• Meat</li><li>• Fresh milk and dairy</li></ul>	<ul style="list-style-type: none"><li>• General cargo imports clearance and delivery</li><li>• E-commerce parcel imports and distribution</li></ul>	<ul style="list-style-type: none"><li>• Interstate and road transport business</li><li>• Servicing wholesalers, manufacturers and airlines</li><li>• 3PL warehousing (&gt;50,000 SQM)</li></ul>	<ul style="list-style-type: none"><li>• United States (Los Angeles)</li><li>• Singapore</li></ul>

# Business Overview | Wiseway has strong ties in the industry

01

## Long-standing customer relationships

- A diverse portfolio of customers supported by Wiseway from start-up stage to business maturity, including distributors and parcel express companies
- Deep customer loyalty with high client retention rate

02

## Global team capabilities

- Experienced leadership team, with continued involvement from the Company's founders and commitment to original vision of global growth
- A unique understanding of the cross-border e-commerce market and import/export regulation

03

## Strategic industry partnerships

- Long-standing GSA and CSA relationships with major international airlines across the Asia Pacific region and globally
- Well-established business relationships with local road transportation partners across Wiseway's global locations



# Outlook and priorities



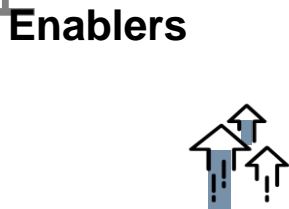
# Outlook and priorities | Wiseway ambition and focus for FY25



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



1	2	3	4	5	6
Air freight export	Sea freight export	Perishables	Imports	Road freight & warehouse	Overseas
Maintain Air market share, and <b>partner</b> on new verticals	Invest to grow Sea, including transport and <b>business development</b> capabilities	Win Perishables share via superior service and airline capabilities	Capture inbound eCommerce trend, leading in process efficiency	Optimise Road & Warehouse, to be a profitable value-added service	Drive <b>global growth</b> , including streamlining ANZ and growing USA



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 <b>Safety</b> mindset in all operations	M&A opportunities (opportunistic acquisitions / opportunities)
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# Performance Outlook for FY25



FY25 results expected to have **double-digits growth** compared to previous years



Growth from **Imports and the United States will continue** especially as **Wiseway leverages its market positioning in Asia** to capitalise on inbound freight



Potential **tailwinds** into 2H25 as **lobster exports into China** continue to increase



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

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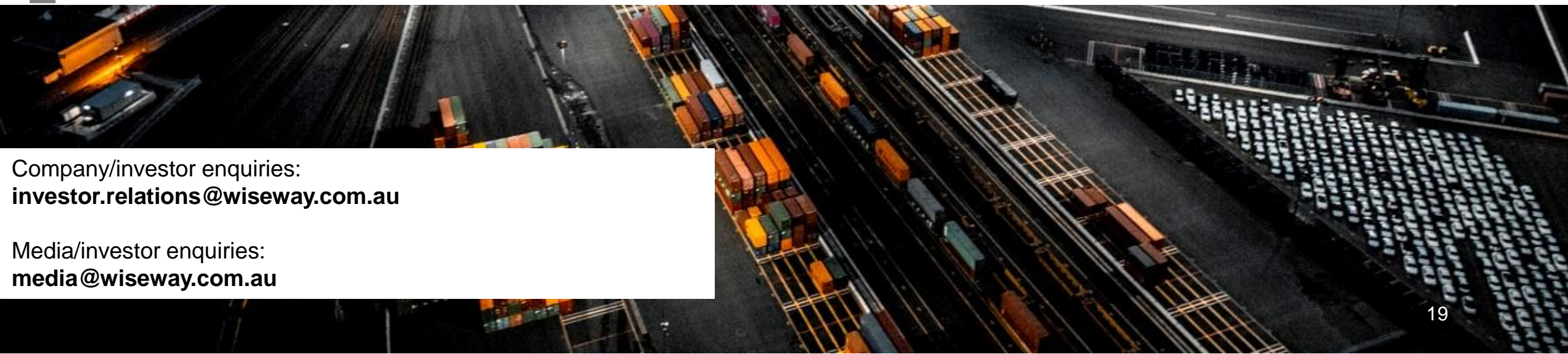
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