

Wiseway Group (ASX: WWG) FY2024 Presentation

30 August 2024



Contents

FY24 results overview	3
Business overview	8
Outlook and priorities	13



FY24 results overview



Wiseway has delivered top-line growth and margin expansion in FY24

Key financial metrics

\$112.3 million (+5.4%) ↑

Group Revenue

\$8.2 million (+121%) ↑

EBITDA

7.3% (+380 bps) ↑

EBITDA Margin

\$0.6M (+\$3.8 million) ↑

Net Profit Before Tax

12 cents

Net Tangible Assets per Security

\$8.3 million

Cash and Cash Equivalents

Operational highlights



Australia and New Zealand (ANZ) streamlined into a single management structure; expected to yield both revenue and operational synergies



Continued to manage operating costs through right sizing non-core support office functions, outsourcing in selected areas, and furthering process efficiencies



Import eCommerce investments are yielding results, with improvements to customer service, processing times and compliance



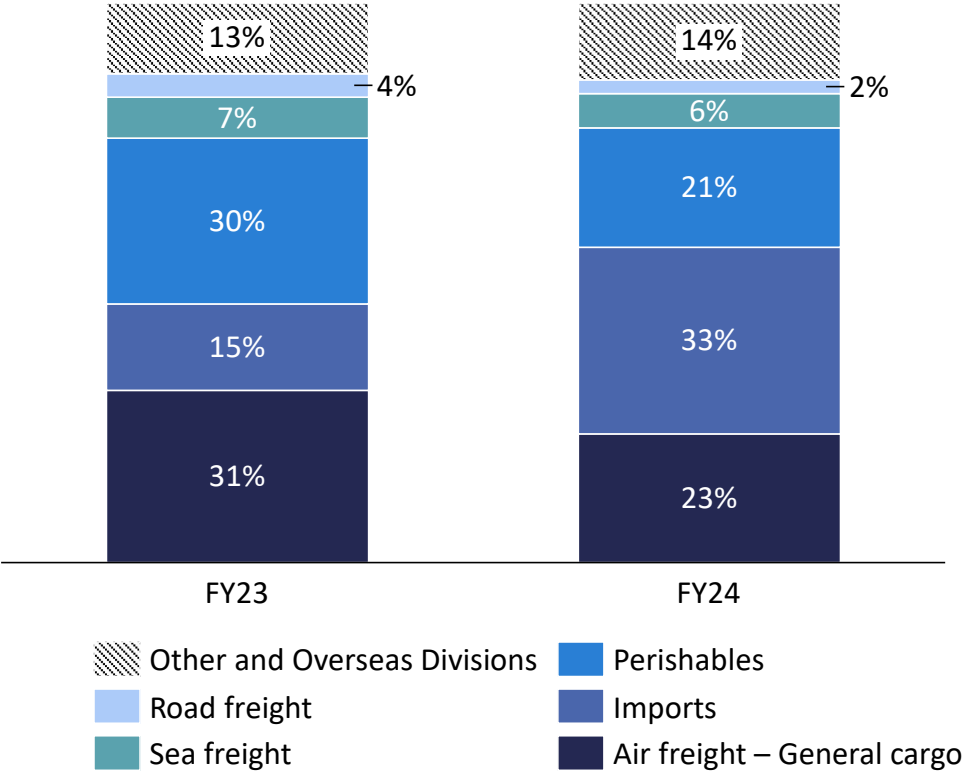
Wiseway's Perishables proposition is continuing to win in the market, with new clients onboarded in softer market conditions



KWT International has been successfully integrated into Wiseway Group; combined US entity appears on track to win additional contracts and clients

Imports division has been driving overall growth for Wiseway

% Revenue split by division



\$ Revenue split by division

\$'000	FY2023	FY2024
Air freight – General cargo	32,801	25,867
Perishables	31,569	23,957
Sea freight	7,810	6,898
Road freight	4,432	2,739
Imports	16,493	37,442
Overseas divisions	12,342	14,188
Others	1,105	1,171
Total	106,552	112,262

Australia and New Zealand continue to perform, and overseas locations have a clear pathway to delivering financial results

Revenue by location

\$'000	FY2023	FY2024
Australia and New Zealand	99,161	106,614
China	3,617	1,691
Singapore	2,085	1,778
USA	1,689	2,179
Total	106,552	112,262

EBITDA by location

\$'000	FY2023	FY2024
Australia and New Zealand	5,466	8,637
China	(1,506)	(124)
Singapore	201	87
USA	(470)	(433)
Total	3,691	8,167

Commentary:

Australia and New Zealand

- Australia and New Zealand has been combined into a single region which is expected to deliver both cost and revenue synergies

China.

- China restructured into primarily an operations and support office
- China based sales are driven through international divisions
- China supports operations of other regions

USA

- USA transformed through acquisition of KWT International
- Focus will be on inbound freight from Australia and China

Singapore

- Singapore continues to be stable and profitable

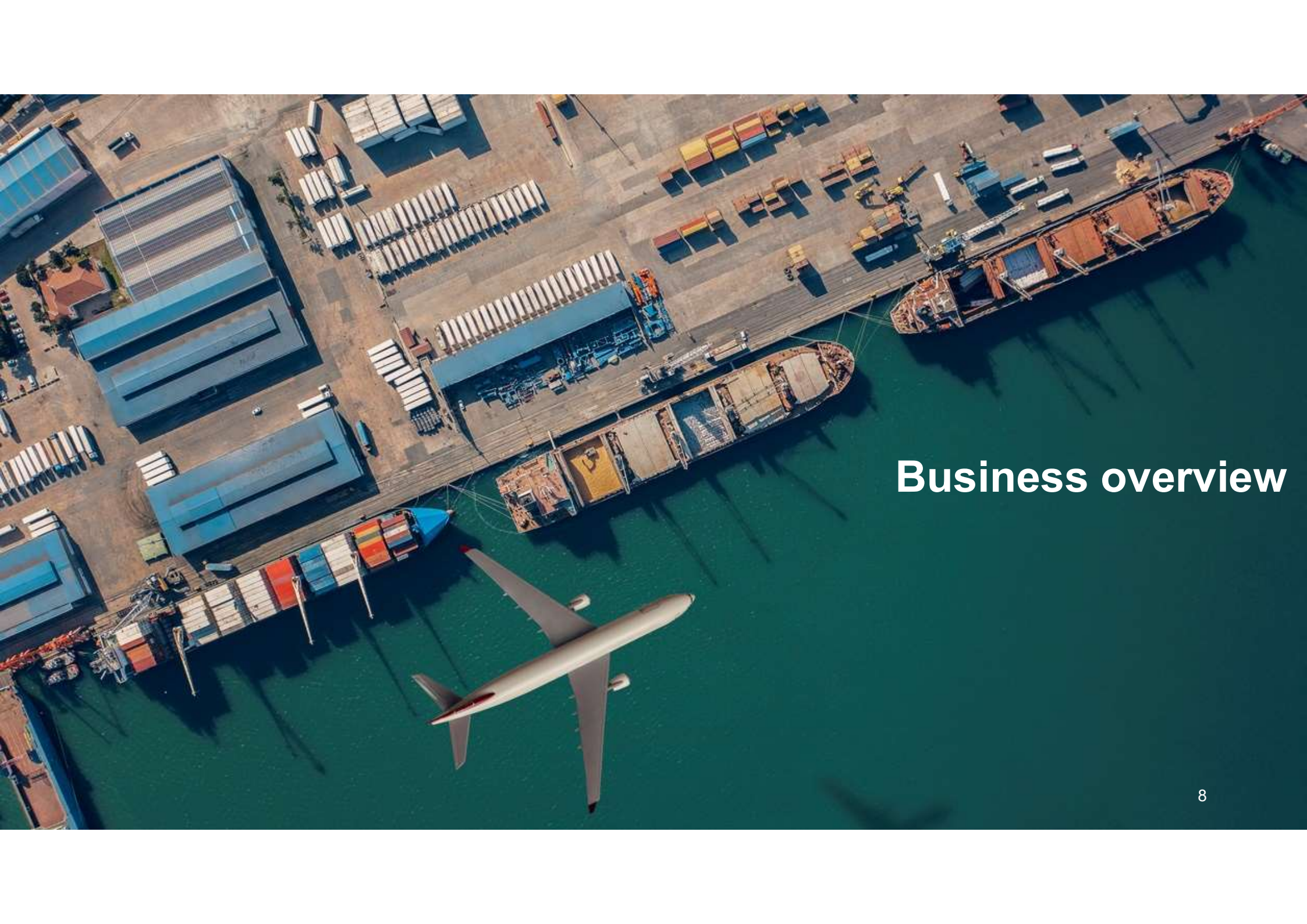
Balance sheet | Financially stable with a healthy balance sheet

Balance sheet	FY2024 \$m	FY2023 \$m	Change %
Cash and cash equivalents	8.3	9.1	-9%
Trade and other receivables	14.5	9.1	59%
Other current assets	2.6	2.2	18%
Total current assets	25.4	20.4	25%
Right of Use Asset	14.4	18.9	-24%
Fixed & non-current assets	24.1	23.0	5%
Total assets	63.9	62.3	3%
Trade and other liabilities	13.1	6.8	93%
Loans and debt financing	10.2	3.2	219%
Lease and others	4.3	3.8	13%
Total current liabilities	27.6	13.8	100%
Loans and borrowings	4.0	12.1	-67%
Lease and other non current liabilities	13.3	17.8	-25%
Total Liabilities	44.9	43.7	3%
Net assets	19.0	18.6	2%

Commentary:

- Healthy balance sheet, with **\$8.3 million** Cash and Cash Equivalents to support strategic opportunities
- Increase in trade receivables and payables reflective of **increased business activity**
- Focus on **improving long term capital structure** of Group through better asset utilization as well as debt reduction.
- **Continuous resource planning**, ensuring ability to meet future obligations
- Subsequent to FY2024 year end, successfully extended commercial loan facility of \$8.3m (classified as current) to now mature end of June 2026 ensuring longer term stability and position for future interest rate reductions

Note: Numbers have been rounded.

An aerial photograph of a busy port. In the foreground, a white passenger airplane is flying over the water. To the left, a large blue-roofed warehouse sits on a dirt lot. The port area is filled with several cargo ships docked at a pier. One ship in the center is being loaded or unloaded with yellow and blue containers. Another ship to the right is also being serviced. The water is a deep green color. The overall scene depicts a major hub of international trade and logistics.

Business overview

Overview of Wiseway



Our core business segments

1	2	3	4	5	6
Air Freight Exports	Sea Freight Exports	Perishables	Imports	Road & Warehousing	Overseas
					
- Serving e-commerce platforms, suppliers, and parcel consolidators. - Shipping infant milk formula, honey, wine, vitamins, and health and skin-care products.	- General food commodities. - Australian produce. - Food stuffs. - Wine.	- Fresh produce. - Seasonal fruit. - Seafood. - Meat. - Fresh milk and dairy.	- General cargo imports clearance and delivery. - E-commerce parcel imports and distribution.	- Interstate and road transport business. - Servicing wholesalers, manufacturers and airlines. 3PL warehousing (>50,000 SQM).	- China (Guangzhou and Shanghai) - United States (Los Angeles and New York) - New Zealand (Auckland) - Singapore



Strategic partnerships in industry built on relationships

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.

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.

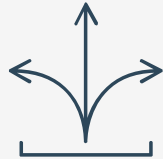
Strategic industry partnerships



- 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.



Wiseway Group acquires KWT International Inc.



Overview of KWT

- KWT is based in Los Angeles and has exports / imports freight forwarding, 3PL warehouse, inbound customs clearance, and last mile delivery service
- The KWT team has 10 staff, operating 2 warehouses located in Los Angeles and New York



Rationale

- Established bases in two of the largest hubs in the United States
- Increase Wiseway's network and ability to serve in a new region
- Talent expansion with experienced management team of KWT



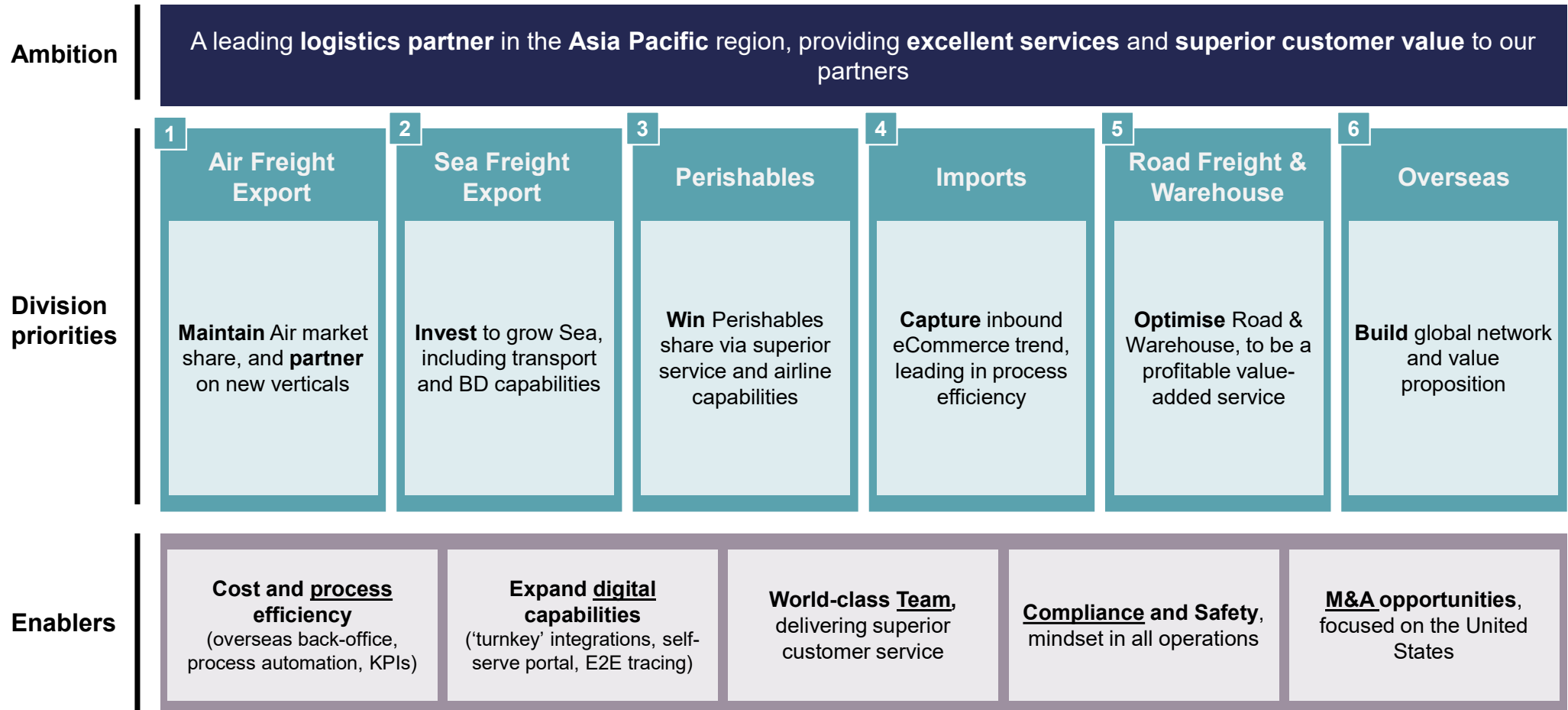
Progress to date

- Successful integration into Wiseway Group
- On-track to win additional contracts and clients
- Leveraging synergies to enhance operational capabilities, such as in Imports eCommerce

Outlook and priorities



Wiseway will continue to execute against strategic priorities announced last year





Outlook

- ▶ Overall, Wiseway expects **continued growth** as it expands further into eCommerce in Australia, New Zealand and United States
- ▶ In Australia and New Zealand, **Imports will continue to lead growth**; Wiseway will further invest in compliance, processes, technology and people in these areas
- ▶ Air Freight, Perishables and Sea Freight divisions to experience **moderated growth** due to subdued growth in the Australia to China export market
- ▶ In the United States, **WiseWay will be looking towards** converting its China and Australia based clients to its USA services, focusing on capturing China based eCommerce clients

Disclaimer

This presentation contains summary information about Wiseway Group Limited (WiseWay) and its subsidiaries and their activities. The information in this presentation does not purport to be complete. It should be read in conjunction with Wiseway's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at <https://www2.asx.com.au/>

The information contained in this presentation is not investment or financial product advice and has been prepared without taking into account the investment objectives, financial situation or particular needs of any particular person. Before making an investment decision, investors should consider the appropriateness of the information having regard to their own investment objectives, financial situation and needs and seek independent professional advice appropriate to their jurisdiction and circumstances.

To the maximum extent permitted by law, no responsibility for any loss arising in any way from anyone acting or refraining from acting as a result of this information is accepted by Wiseway, any of its related bodies corporate or its directors, officers, employees, professional advisers and agents (Related Parties). No representation or warranty, express or implied, is made by any person, including Wiseway and its Related Parties, as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation.

An investment in Wiseway securities is subject to investment and other known and unknown risks, some of which are beyond the control of Wiseway or its directors. Wiseway does not guarantee any particular rate of return or the performance of Wiseway securities.

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. This presentation contains certain forward-looking statements with respect to the financial condition, results of operations and business of Wiseway and associated entities of Wiseway and certain plans and objectives of the management of Wiseway. Forward-looking statements can be identified by the use of forward-looking terminology, including, the terms "believes", "estimates", "anticipates", "expects", "predicts", "intends", "plans", "goals", "targets", "aims", "outlook", "guidance", "forecasts", "may" or "will", and similar expressions. These forward-looking statements include all matters that are not historical facts. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which because of their nature may cause the actual results or performance of Wiseway to be materially different from the results or performance expressed or implied by such forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding Wiseway's present and future business strategies and the political, regulatory and economic environment in which Wiseway will operate in the future, which may not be reasonable, and are not guarantees or predictions of future performance. No representation or warranty is made that any of these statements or forecasts (express or implied) will come to pass or that any forecast result will be achieved. Forward-looking statements speak only as at the date of this presentation and to the maximum extent permitted by law, Wiseway and its Related Parties disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, any assumptions or expectations set out in this presentation).

All figures in this presentation are A\$ unless stated otherwise and all market shares are estimates only. A number of figures, amounts, percentages, estimates, calculations of value and fractions are subject to the effect of rounding. Accordingly, the actual calculations of these figures may differ from figures set out in this presentation.



Contact us



Company/investor enquiries:
investor.relations@wiseway.com.au

Media/investor enquiries:
media@wiseway.com.au