

Thursday, 21 November 2019



Welcome to the Annual General Meeting of Wiseway Group Limited (ASX: WWG)

Agenda

- 1. Introduction
- 2. Chairman's Address
- 3. Chief Executive Officer's Address
- 4. Formal Business
- 5. Items of Business:
 - i Financial Statements and Reports
 - ii Remuneration Report
 - iii Election of Michael Hughes as a Director
 - iv Termination benefits to Mr Mark Ziirsen

6. Closing of Meeting

Chairman's Address Mr Michael Hughes

FY19 Key Milestones

1. COMPETITIVE POSITIONING	 Approved for Regulated Air Cargo Agent designation: Sydney, Melbourne, Brisbane, Perth Adelaide recently approved for RACA designation and bonded warehouse capability Business development office opened in Shanghai, China Committed to expand operations to Auckland, New Zealand
2. ADVANCING SCALE	 ✓ Purchased 8,900m² property adjacent to existing Chipping Norton operation to cater for future growth ✓ Melbourne operations expanded with additional 2,400m² facility at Tullamarine ✓ Warehousing/facilities in Sydney, Melbourne, Brisbane, Adelaide and Perth, plus Darwin¹
3. POSITIONED FOR GROWTH	 ✓ Platform in place with no further no capital expenditure required ✓ Strong balance sheet well-positioned for future growth ✓ Inbound airfreight going strong ✓ Partnership with AZ Global with deep roots in China

Notes:

1. Darwin branch is managed by an exclusive local agent

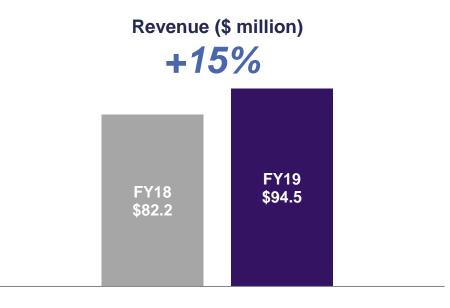
- Continued strengthening of our global logistics platform
- Delivering efficiencies in the highly fragmented national logistics industry
- Expanding our network of offshore partnerships
- > Targeting growth through our strategic partnership with AZ Global

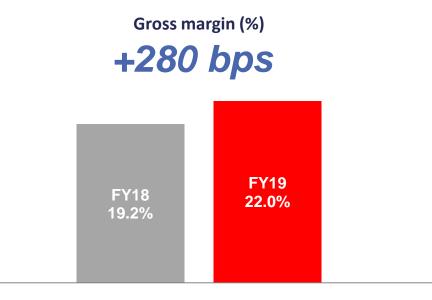


Chief Executive Officer's Address Mr Roger Tong

Strong FY19 Performance

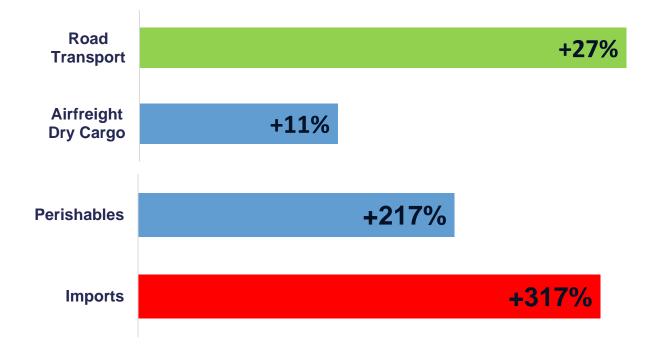
- > Strong revenue growth, up 15% and in line with the Company's revised guidance
- > Gross margin up 280 basis points: momentum in perishables and imports
- EBITDA of \$2.8 million





Strong Revenue Growth Across All Divisions

- Driven by outbound air freight volumes of approximately 71,000 tonnes
- Designated as Regulated Air Cargo Agent enables scanning and examination of outbound air cargo improving margins



Growth in revenue by division

Balance Sheet Strength Supports Future Growth Opportunities

- > IPO raised \$20 million capital
- > 30th June 2019 total assets of \$46.8 million (vs \$17.9 million in pcp)
- > 30th June 2019 total liabilities of \$24.3 million (vs \$16.1 million in pcp)
- > 30th June 2019 total equity of \$22.6 million

Investment Delivers Regional Logistics Capability

AUSTRALIA

- ✓ Achieved RACA accreditation
- ✓ Added bonded warehouse capabilities
- Expansion of Chipping Norton property
- Increase warehouse capacity in Adelaide, Melbourne and Perth
- Installation of security and x-ray machines across all warehouses.
- ✓ Increasing the fleet of trucks

NEW ZEALAND

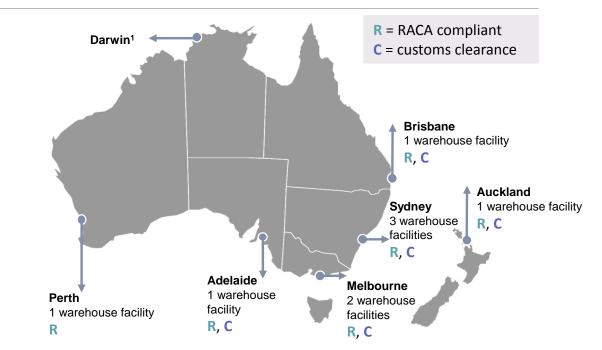
- Achieved RACA and MPI accreditation
- ✓ Designated Customs Controlled Area (CCA)
- ✓ IATA Accredited

CHINA

Shanghai office established

Regional presence of warehouses and facilities:

- 8 warehouses and facilities in all major cities
- 2,500 m² facility in Auckland
- Over 100 fleet including roller trucks, B-double, semi-trailer, container and rigid trucks
- Headcount ~130



Notes: 1. Darwin branch is managed by an exclusive local agent

Income Diversification

Wiseway Group Limited								
Export			Import	Domestic transport	GSA/CSA	Regional		
Dry cargo (air freight) টু 🔋 🕅	Perishables (air freight) र्र्े ्र ั	Sea freight 蟲 む	General cargo & e-commerce	Airtruck	Airnex ⊀	New Zealand	China	
Janice Ma	Scott Higgins	Song Yi	Nick Woolf	James Wu	Joseph Wanees	Traci Cox	Paige Qi	
 Platforms Suppliers Parcel consolidators 	 Seasonal fruit Seafood Meat Fresh milk 	 Milk powder Wine export 	 General cargo imports clearance and delivery E-commerce parcel imports and distribution 	 Interstate and road transport business Servicing wholesalers, Wiseway airfreight and airlines 	 Cargo sales for airlines Managing more than 70 flights per week from Sydney, Melbourne, Brisbane, Perth, Darwin, Cairns and Auckland Servicing third- party freight forwarders 	 IATA accredited Operations and Business team built up 	 Assisting business from China to Australia 	

Missing Crown Limited

WISEWAY

Geographical Operations Leadership Team



Alignment of Employee and Shareholders Interest

- Implementation of formalised policy and procedures company-wide
- Formalised performance review processes
- ➢ Role specific KPIs
- Bonus Incentives linking personal performance and company performance

Current Trading Conditions

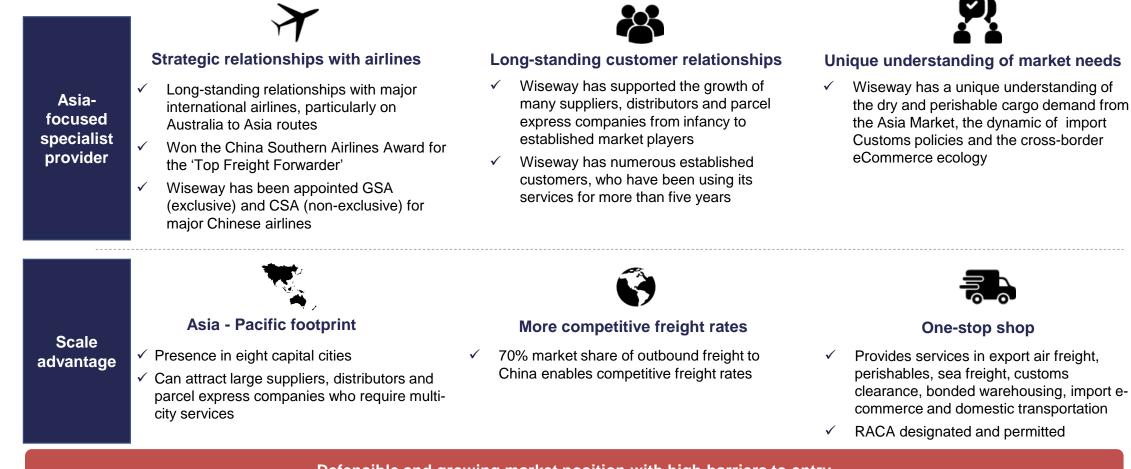
Challenging macroeconomic conditions driven by geo-political events leading to concerns in global growth outlook

		Inbound		
	Dry cargo (air freight) 📮 🔋 🍞	Perishables (air freight) 🕸 🌀 🍎	Sea freight 品心	E-commerce
\succ	Overall softness in volumes of infant milk formula exports from Australia to China	 Sydney fumigation facilities commenced operations in November Expectation for increased overall 	 Sales for the year performing satisfactorily, albeit it off a low base 	 Volumes performing satisfactorily with benefits of our bonded warehouse facilities coming through
\blacktriangleright	Traditionally, the dry cargo export peak season is from November to January	perishable sales for the 2020 financial year		through
	Volume shift from airfreight to lower cost sea freight	 Currently in peak harvest season (November-March) 		

- Maintaining core growth
- Accelerate new growth divisions
- Next two years diversify income stream
- > The main focus now is on profitability and cost control

Strong Competitive Positioning; For The Next Stage Of Growth

Wiseway is strategically positioned as an Asia-focused logistics specialist, creating defensible market with a high barrier to entry



Formal Business

TATA Long

AIR CARGO SEA CARGO

ANCE

Shareholder Voting Cards



Proxy Votes

- To be valid, proxies must have been received by Link Market Services at least 48 hours prior to the meeting
- > Valid proxies will be displayed prior to the resolution being considered by the meeting
- > All undirected proxies to the Chairman will be voted in favour of each resolution
- > All resolutions will be decided by poll

Items of Business

TATA Long

AIR CARGO

CUSTOMS CLF

RANCE

To receive and consider the Financial Report, the Directors' Report and the Auditor's Report for the year ended 30 June 2019. To consider and, if thought fit, to pass the following resolution as a non-binding resolution:

"To adopt the Remuneration Report, as set out in the Director's Report for the Company and its controlled entities for the financial year ended 30 June 2019."

Notes:

I. In accordance with section 250R of the *Corporations Act 2001 (Cth)*, the vote on this resolution will be advisory only and will not bind the Directors or the Company.

II. A voting exclusion statement applies to this resolution (see Explanatory Notes of details).

To consider and if thought fit to pass the following motion as an ordinary resolution:

"That Michael Hughes, who retires in accordance with clause 20.6 of the Company's Constitution, be elected a Director of the Company."

To consider and if thought fit to pass the following motion as an ordinary resolution:

"That, for the purposes of section 200E of the Corporations Act 2001 (Cth) and for all other purposes, the shareholders of the Company approve any and all Termination Benefits which may be given by Wiseway Group Limited to Mr Mark Ziirsen in connection with Mr Ziirsen's cessation of employment with Wiseway Group Limited, as described in more detail in the explanatory statement provided to shareholders."



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