

26 July 2021

## Market Announcement

For immediate release

### Wellington reconfirms guidance

Wellington Drive Technologies (Wellington or Company) notes the recent strong rise in its share price, up around 20%. The Company remains in compliance with its continuous disclosure obligations and reiterates its upgraded FY2021 guidance from 28 June:

- Wellington is forecasting US\$ revenue in the range of US\$45m to US\$50m, up from the previous range of US\$41m to US\$46m, and subject to component supply chain risks.
- Before deducting non-recurring charges (as outlined in the 28 June NZX release), Wellington expects underlying EBITDA earnings to be in the range of NZ\$3.5m to NZ\$4.5m, up from the previous range of NZ\$2.5m to NZ\$3.0m; and,
- Wellington is currently forecasting to finish 2021 with net cash of around NZ\$5m with a further NZ\$1.9m of undrawn bank facility.

As noted in the 28 June release, Wellington is experiencing strong customer demand reflecting both new customer wins over the last 18 months, initial revenue from recent new product launches and a strengthening global economy.

The Company previously forecast Q2 2021 revenue of around US\$12m and can report that actual Q2 revenue was US\$11.7m.

Wellington expects to report its interim result around 25 August 2021. While the Company is still finalising the result, the provisional key metric estimates are:

<b>Interim result: Provisional estimates (NZ\$000)</b>	<b>H1-2021</b>	<b>H1-2020</b>	<b>Delta</b>
Revenue US\$	22,796	13,369	+71%
Revenue	30,561	20,484	+49%
Gross profit	8,854	6,235	+42%
EBITDA	1,830	1,136	+61%
EBIT	705	(550)	+\$1.3m
NPBT	617	(773)	+\$1.4m

® is a registered Trade Mark of Wellington Drive Technologies

WT 9569

Wellington Drive Technologies Ltd

**P:** +64 9 477 4500 **E:** info@wdtl.com

21 Arrenway Drive, Rosedale, Auckland 0632

PO Box 302-533 North Harbour, Auckland 0751, New Zealand

[www.wdtl.com](http://www.wdtl.com)



Adjusted to exclude IPX contingent consideration (\$293; H1-2020 \$638 gain) and salary sacrifice repayment (\$380)			
EBITDA - Adjusted	2,503	498	+403%
EBIT - Adjusted	1,378	(1,188)	+\$2.6m
NPBT - Adjusted	1,290	(1,411)	+\$2.7m

Additionally, Wellington closed the first half with a strong cash position of \$6.1m (net cash of \$5.6m) and \$2.0m of BZN financing facility available.

Wellington's full year FY2021 forecast remains subject to the higher than usual level of risk that prevails in the current global environment, in particular for unexpected cost increases and unanticipated disruptions to supply. The Company is monitoring the worsening COVID situation in Vietnam where its supplier East West is based. Production has been stopped due to positive Covid cases in the production facility and is not expected to recommence for at least two weeks.

Suppliers are reporting an inability to supply some critical electronic components, despite confirmed purchase orders. Wellington's Supply Chain Team has done well so far this year to secure components, especially with the significant unforecast increase in customer demand and will continue to work to avoid supply disruption over the forecast period. We do not want to disappoint customers.

### About Wellington Drive Technologies

Wellington is a leading provider of IoT solutions, cloud-based fleet management platforms, energy-efficient electronic motors and connected refrigeration control solutions. It serves some of the world's leading food and beverage brands and refrigerator manufacturers and offers proximity-based marketing for Smart Cities to the Australian market. Wellington's services and products improve sales, decrease costs, and reduce energy consumption. Headquartered in Auckland with a global reach, Wellington is listed on the New Zealand stock exchange under the ticker symbol NZ:WDT

For further information visit [www.wdtl.com](http://www.wdtl.com)

*EBITDA<sup>1</sup> (i.e., Earnings before interest, taxation, depreciation, amortisation, and impairment) is a non- GAAP earnings figure that equity analysts tend to focus on for comparable company performance analysis. Wellington considers that it is a useful financial indicator because it avoids the distortions caused by differences in amortisation and impairment policies.*

---

### Contact

Gottfried Pausch  
Chief Executive Officer  
Phone +64 21 258-4054

Howard Milliner  
Chief Financial Officer  
+64 27 587-0455