



Wiseway Group Limited (ASX: WWG)

2024 Annual General Meeting

28 November 2024



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Chair Address

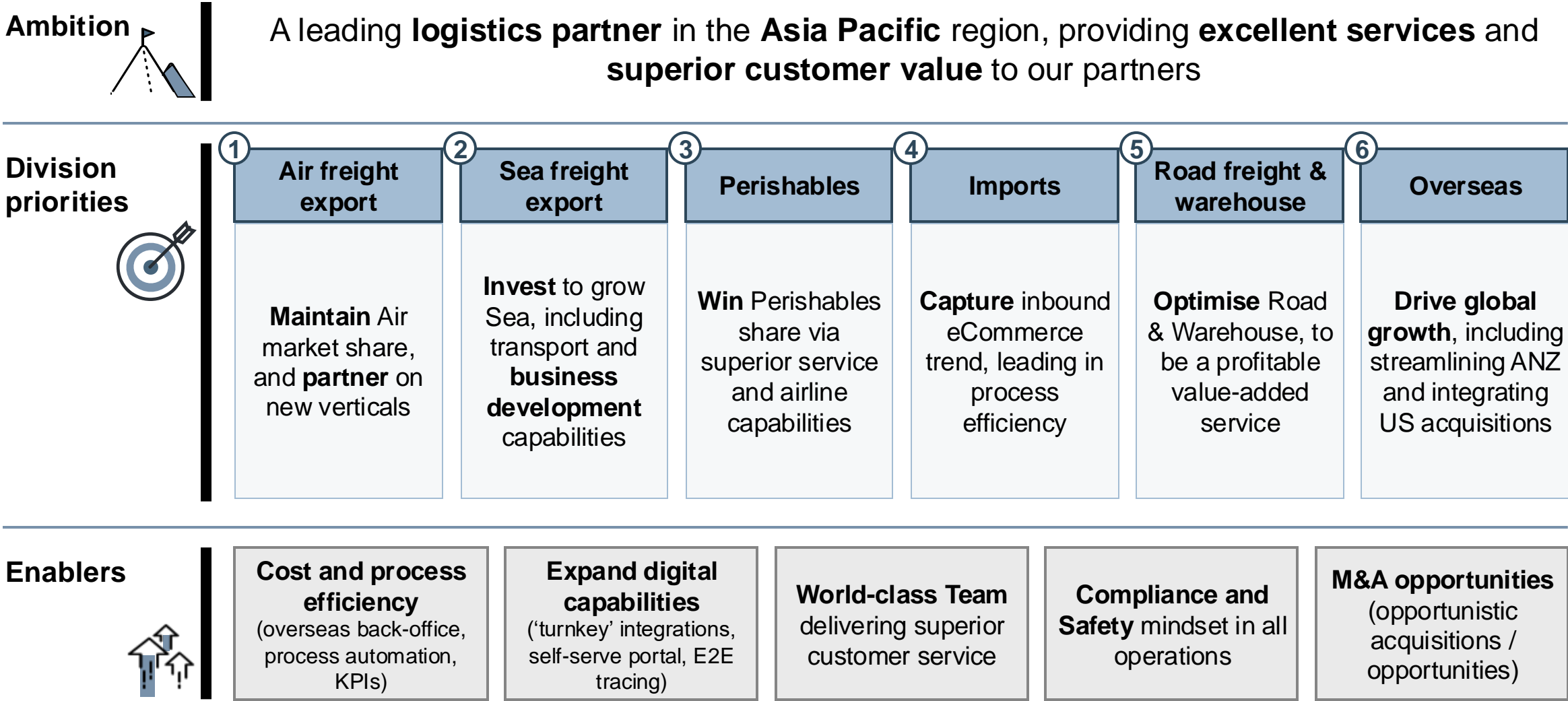
Astrid Raetze



Key milestones and growth initiatives

- 1** Continued revenue growth in FY24 of \$112.3m (+\$5.7m from FY23)
- 2** Strong EBITDA in FY24 of \$8.2m (+121% from FY23 of \$3.7m)
- 3** Imports eCommerce driving significant growth (+127% growth)
- 4** Continued management of operational costs through right-sizing non-core support office functions and furthering process efficiencies
- 5** Acquisition of KWT International has been successful as the US region has improved profitability and reached break-even for the first time in September

Wiseway ambition and priorities for FY25





COO Address

Ken Tong



FY24 Financial highlights

Total Group Revenue

\$112.3 million

EBITDA

\$8.2 million

NPAT Improvement

+\$3.8 million
(FY23 to FY24)

EBITDA Margin

7.3%
(3.5% in FY23)

NTA per Security

12 cents

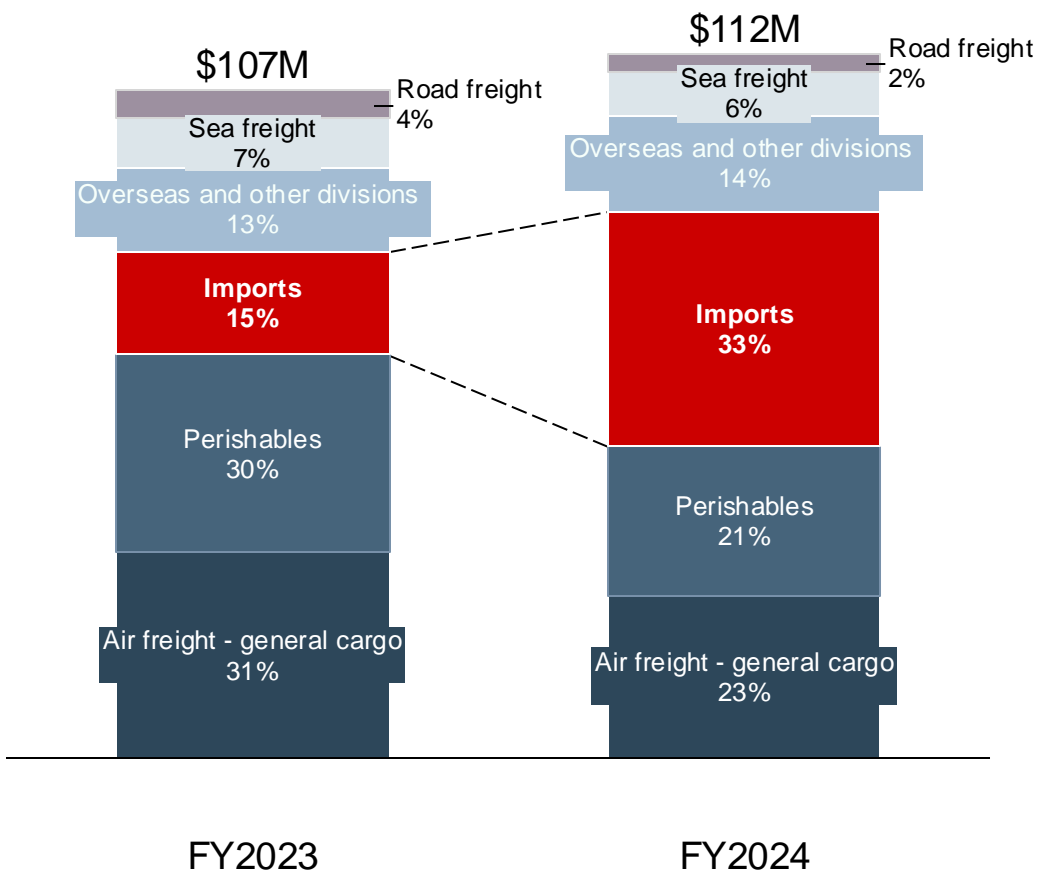
Cash and cash equivalents

\$8.3 million

Wiseway has delivered strong top-line growth in FY24

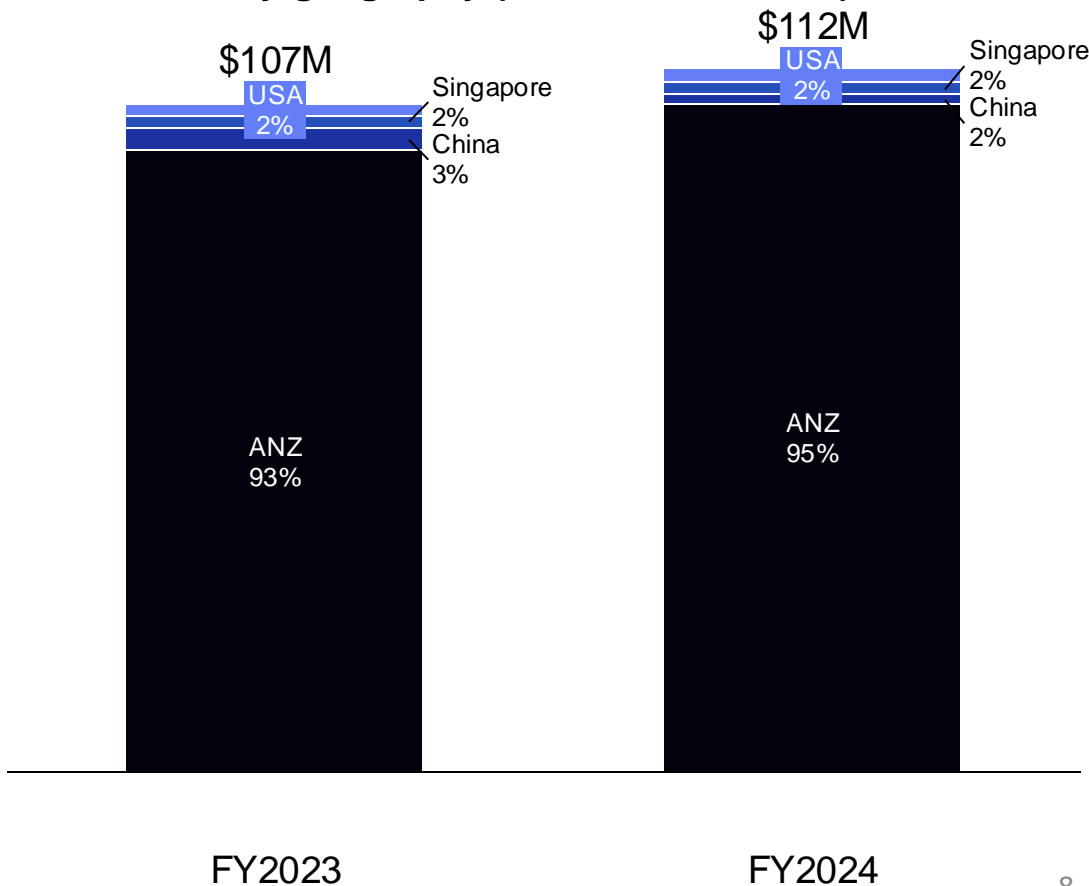
Revenue driven strongly by imports (+127%)

Revenue mix by division (FY2023 vs. FY2024)



Also reflected in growth of ANZ division

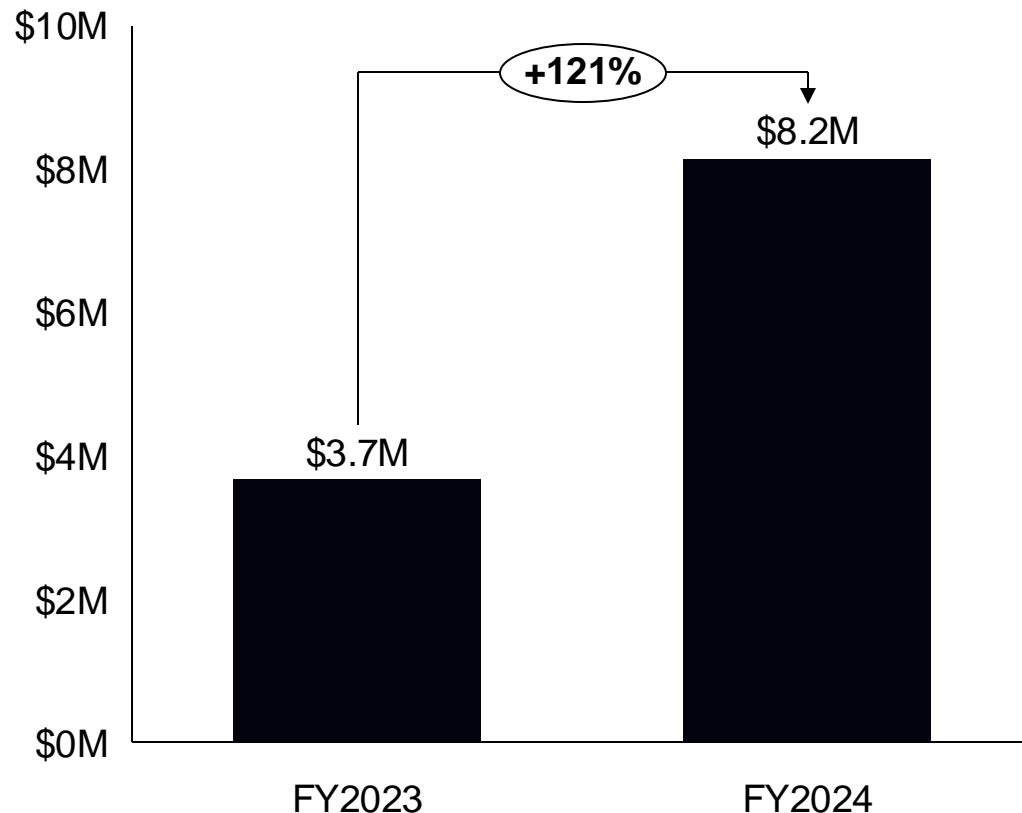
Revenue mix by geography (FY2023 vs. FY2024)



Profitability has also improved significantly since FY23

EBITDA has improved by 121% since FY23

EBITDA (FY2023 vs. FY2024)

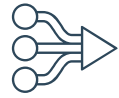


Key drivers of results

- **Imports eCommerce** division driving significant growth flowing to the bottom-line
- **Overseas divisions** continue to mature and continue on path to profitability
- **Cost saving** initiatives deliver results including, right-sizing certain areas, and process efficiency
- Some compression in margins compared to FY23, which has been offset by growth and cost reductions



Operational Highlights



Australia and New Zealand (ANZ) streamlined into a **single management structure**; yielding 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



Improvements to **customer service, processing times, technology and compliance** across all divisions



Wiseway's **Perishables proposition** is continuing to win market share, with new clients onboarded in softer market and lower margin conditions



Wiseway's sales division successfully 'stood up', with plans for expansion



KWT International has been successfully integrated into Wiseway Group; the US region has improved profitability and reached break-even

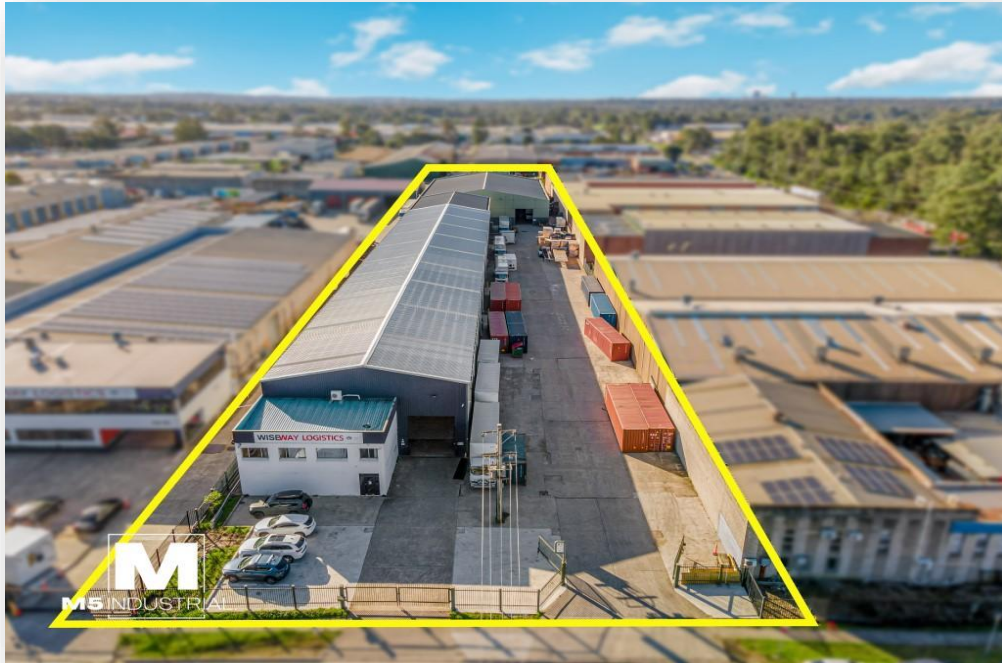
Wiseway USA and KWT has delivered initial results



Wiseway Logistics branch in Los Angeles, USA

- Acquisition has given **Wiseway robust 3PL fulfillment and inbound customs clearance capabilities** in the United States
- KWT Revenue of **USD11 million** in last USA financial year.
- Combined US performance from 1 July 2024, indicative that **revenue run rate will surpass last USA financial year**
- The new combined US business achieved **break-even for the first time in September**, signalling strategy is yielding results and growth potential.

NAB Facility Expansion to \$11.1m, secured by Chipping Norton property



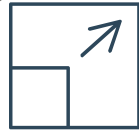
9-11 Alfred Road, Chipping Norton

- NAB Facility increased from **\$8m to \$11.1m** with facility extended to end of October 2028
- Circa **90 bps reduction in interest** rates on NAB facility achieved
- **\$3 million in additional funding** unlocked to support existing and projected growth in Wiseway business
- Expansion of the facility secured by 9-11 Alfred Road, Chipping Norton property, which has been **re-valued at \$18.6 million by NAB**

Performance Outlook for FY25



- Expecting **expansion in profitability** in the first half of FY25



- **First Half (HY2025) revenue expected to be up more than +50%** driven by eCommerce growth and performance in Wiseway USA



- **Margin** compression expected given softer market for export freight and lower margin eCommerce business
- Overall **profitability** is higher



- **eCommerce and Wiseway USA** expected to continue driving growth
- **Airfreight and Perishables** have had a softer first half due to slowing Asia market



- Potential **upside to performance** if trade pressures ease (e.g., Lobster exports to China)

QUESTIONS?





Thank you

