Wiseway Group (ASX: WWG)

Institutional Site Visit Presentation

3 June 2026

Executive Summary

Wiseway (ASX:WWG)	• Wiseway Group Limited (ASX:WWG) was founded in 2005 to serve the growing Australia-Asia Pacific trade industry, and listed on the ASX in 2018 • One of Australia's leading full service, integrated logistics providers in the Asia Pacific region, providing superior customer value to its partners and strategically growing into target markets (Asia to / from USA, Australia, New Zealand) • 350+ employees, 100+ trucks & trailers, 4 depots with cool room capabilities (Sydney, Melbourne, NZ, Perth), 14 warehouses (incl. customs bonded, quarantine approved depots) and shipping to 100+ destinations
Business Segments and Services	• Wiseway has re-organised into two major 'go-to-market' pillars with clear opportunities – **Wiseway Global Forwarding (WGF)** and **Wiseway eCommerce Solutions (WES):** ➢ **WGF:** end-to-end service offering across Asia and US, providing **Air Freight Export, Sea Freight Export, Air and Sea Imports, Perishables and Cold Chain and Road Transport (interstate & local)** ➢ **WES:** covers all client requirements in the market, providing **International Direct Injection Solutions, Import eCommerce Clearance, Last Mile Carrier Management, Fulfillment and 3PL** and **Returns Management**
Customers	• Serves a diverse domestic and international clientele across various industries including retail, manufacturing, and eCommerce, operating in 11 cities across 5 countries (Australia, NZ, China, Singapore and USA)
Financial Snapshot	• Group Revenue for 1H26 has increased by 20% to $100.3 million, Group EBITDA for 1H26 has increased by 21% to $7.2 million and Net Profit Before Tax has increased by 78% to $2.8 million • Continued distribution of dividends to shareholders as positive results are realised, whilst ensuring ongoing reinvestment into the business
Future Growth Drivers and FY26 Outlook	• **WGF:** Growth in import forwarding as a strategic priority, capture growing trend of perishables and agriculture exports to Asia, active development of technologies for supply chain visibility and tracking • **WES:** Continued capture of the significant eCommerce megatrend globally, development of capabilities along the eCommerce value chain and opportunities for expansion beyond China • Strategic partnerships and M&A opportunities

Board and Management Team & Corporate Snapshot

Board and Management Team

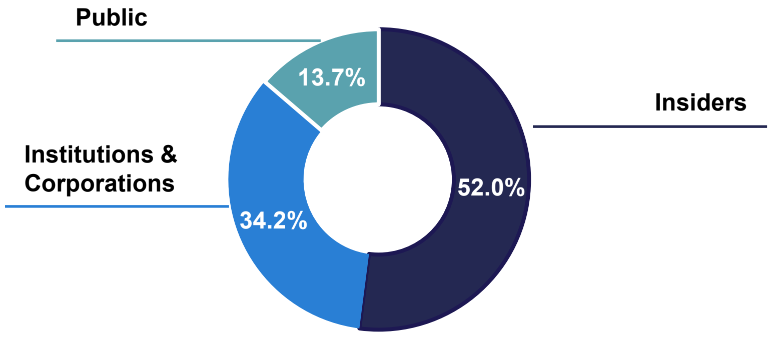
Director	Expertise
Astrid Raetze Independent Non-Executive Chair	• 22 years of experience across the law, banking, and fintech sectors, with experience as a partner at professional services consultancy KPMG, partner and Global Head of FinTech at multinational law firm Baker McKenzie, and as a director at a number of unlisted entities
Florence Tong Managing Director	• Co-Founder and Managing Director of the Company • 17 years' experience in the logistics industry, where she led the growth of Wiseway through building strategic partnership with airlines • Florence's experience includes previous roles with Australian banks and working with Fortune 500 companies on expanding their footprint into China and Asia
Brandon Teo Independent Non-Executive Director	• Founder of TAF E-Logistics (now Wiseway Logistics (Singapore) Pte Ltd), a Singapore-based freight and logistics company that was recently been acquired by Wiseway • 41 years working with well-regarded international companies in the freight industry including Qantas, Northern Airfreight, and Air Express International, where he helped establish their footprint in Southeast Asia
Roger Tong Executive Director	• Co-founder and former CEO of the Company with over 21 years of logistics industry experience in both Australia and China • Cofounded Wiseway in 2005 with a view to build on the strengthening trade relationship between China and Australasia

Key Management	Expertise
Ken Tong Chief Executive Officer	• Appointed the Company's Chief Executive Officer in July 2025 • Chief Operating Officer since 27 February 2023 and Managing Director of Wiseway Logistics Australia and New Zealand since 1 July 2024. • Since then, the Company has experienced continued growth and profitability across its key divisions
Jim Tong Chief Commercial Officer	• Appointed the Company's Chief Commercial Officer in May 2025 • Management Consultant at a leading consulting company providing strategic consultation and advisory services to large Australian companies as well as delivering business development services to Wiseway, he has previously worked at Quantium, Herbert Smith Freehills, Baker McKenzie and KPMG
Simon Yuen Chief Financial Officer	• Appointed the Company's Chief Financial Officer in October 2022 • 17 years professional experience across Australia, New Zealand, South Pacific and Asia • Brings with him strong experience on operations, strategy and M&A, finance, data & analytics and risk and governance. Was CFO and Company Secretary for financial services outfit Automic Group

Corporate Snapshot

Ticker	ASX:WWG
Shares on Issue	172.2m
Share price (1 June 26)	$0.29
Market capitalization	$49.9m
Cash & cash equivalents (31-Dec-25)	$14.4m
Debt (31-Dec-25)	$16.7m
Enterprise Value	$52.2m
Dividend Yield (Gross)	5.9% (1H FY26 annualised)
Buy-back	Active on-market share buy-back within 10/12 limit

Ownership[1]



1. Wiseway Group Limited, February 2026

Wiseway has re-organised into two major pillars with clear opportunities

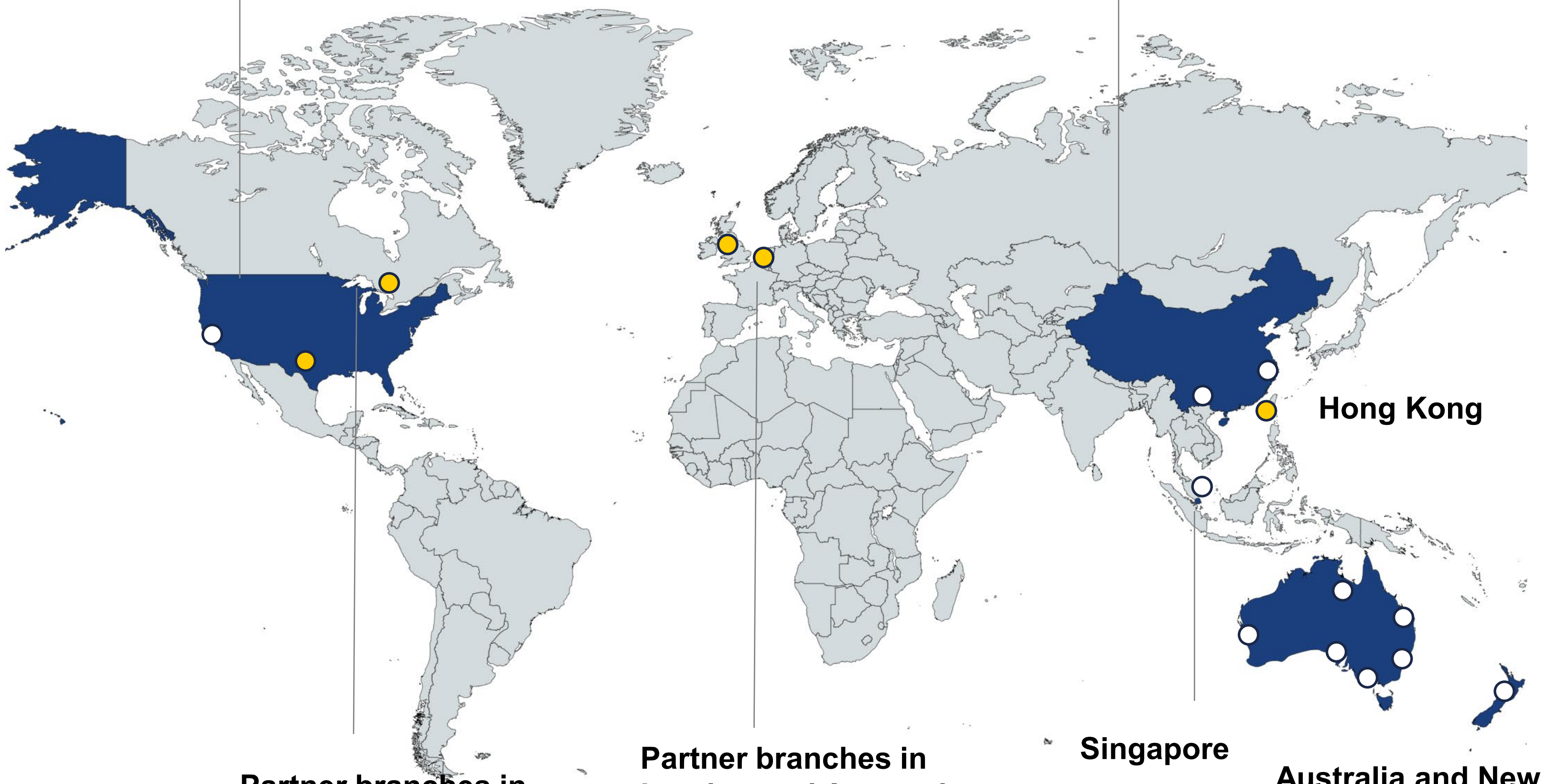
	Wiseway Global Forwarding (WGF)	Wiseway eCommerce Solutions (WES)
Key Services	Air Freight Export; Sea Freight Export; Perishables; Air and Sea Import; Road transportation	Import eCommerce Clearance; Direct Injection Solutions; Last Mile Carrier Management; Returns Management; Fulfillment and 3PL
Business Model	• Asset-light business model • Use of bulk purchasing carrier rates to win international freight between origin and destination	• High volume and throughput business model • More technology-intensive than forwarding
Size	• **Approx. 46% of revenue in Australia[1]**	• **Approx. 54% of revenue in Australia[1]**

1. Overseas division revenue is spilt between WGF and WES; currently not allocated for reporting purposes in 1H26

Wiseway has a global network

United States
1 branches (LA)
2 partner branches (Dallas, New York)

China
2 branches (Guangzhou, Shanghai)



Hong Kong

Partner branches in Toronto

Partner branches in London and Amsterdam

Singapore

Australia and New Zealand
10 warehouses across Sydney, Melbourne, Adelaide, Brisbane, Perth, Auckland

WISEWAY'S GLOBAL FOOTPRINT

- Branches in all **major cities in Australia and New Zealand**
- Wiseway US – **expanded presence through LA**
- Wiseway Singapore **servicing Southeast Asian market**
- **Two branches in China** (Shanghai and Guangzhou)
- Partner warehouses in Toronto, Dallas, New York, Hong Kong, London, Amsterdam
- Diversified **business shipping to 100+ destinations**

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1. Global Logistics Industry Insights

Global Logistics Industry Insights

1. Cross-border eCommerce is now structural

Logistics is no longer just B2B freight forwarding. Platforms like Temu, SHEIN, AliExpress, TikTok Shop and other China-origin merchants are driving huge parcel volumes across borders. Cross-border e-commerce logistics is projected to keep growing strongly.

2. Customs clearance and compliance are becoming strategic, not administrative

As cross-border parcels grow, customs, GST/VAT, data quality, low-value imports, and platform compliance become more complex.

3. 3PL fulfilment is becoming a growth engine

E-commerce brands now want logistics partners that can do storage, pick-pack, carrier allocation, returns, inventory visibility and direct-to-consumer delivery.

4. Supply chain volatility is elevating logistics providers from transactional vendors to strategic advisers

As customers face freight rate swings, capacity constraints, customs complexity, geopolitical disruption and changing consumer expectations, they increasingly need partners who can provide advice, flexibility and execution across the full supply chain.

2. Wiseway Global Forwarding (WGF)

WGF | End-to-end service offerings across Asia pacific and the US

Air Freight Export

Wiseway manages end-to-end international air freight solutions for time-sensitive cargo

Sea Freight Export

FCL and LCL export services to support Australian products going global via Sea Freight

Air and Sea Imports

Air and sea freight inbound, customs clearance, and delivery from port to final delivery destination

Perishables and Cold Chain

Temperature-controlled logistics and cold chain management for time-sensitive and perishable cargo.

Road Transport (interstate & local)

Linehaul and local transport solutions supported by our reliable fleet network and proprietary technology

Customer Case Study

Salmon Producer | Australian salmon producer — fresh air-freight exports from Tasmania to China

Context

- Fresh salmon needs a fast, unbroken cold chain from Tasmania to cities across China
- Many moving parts — sea leg, handling, carton labelling, certification, clearance and airline space
- China import rules require precise carton labelling and documentation, with no room for delay

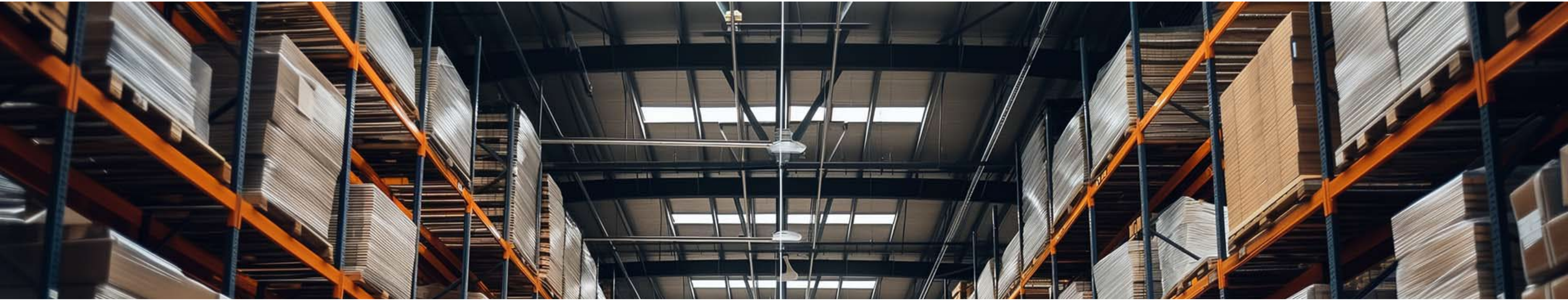
The Wiseway solution

- Receive the Tasmania–Melbourne ferry leg into our Melbourne facility, then build and load the aircraft unit (ULD)
- Label cartons to China requirements, raise the health certificate and certificate of origin, and complete export clearance
- Secure competitive rates via China Airline relationships as well as space into major China destinations – Shanghai, Guangzhou, Sichuan, etc.

Outcomes

24 hrs	100%	5+
Delivery to landing in China airport	cold-chain integrity	China gateway cities served

Services delivered: Air Freight Export • Cold Chain • Health & Origin Certification • Export Clearance • China Delivery



3. Wiseway eCommerce Solutions (WES)

WES | Wiseway eCommerce covers across all client requirements in the market

International Direct Injection Solutions

- Wiseway handles the full international eCommerce value chain for retailer
- Pick-up the eCommerce parcel at origin, consolidate parcel, air freight, clear at destination, inject into local last mile
- Allows retailers to access local last mile rates without the 'middle-man'

Import eCommerce clearance

- Wiseway in-house eParcel customs clearance system integrated with our clients
- Wiseway has bonded warehouse in SYD, MEL, ADL, BNE, PER, AKL, LAX, and partners in UK and Canada

Last Mile Carrier Management

- Wiseway negotiates favourable last mile carrier rates and sells them as part of a combined WES solution
- Wiseway technology facilities routing to the least cost carrier and carrier comparisons for retailers
- Key partner carriers include Australia Post, Aramex, TGE, USPS, UPS, DHL

Fulfillment and 3PL

- Retailers and brands store their product in Wiseway fulfillment centres
- When they sell online, Wiseway will pick and pack their eCommerce product and dispatch it with a last mile carrier
- Wiseway has fulfillment hubs in SYD, MEL, AKL and LAX

Returns management

- Wiseway works with first mile carriers to return product back to its fulfillment hubs
- Fulfillment hubs may quality check (QC) the product and re-fulfill, destroy or bundle the product to on-forward to client's own facility
- Clients may refund customers once checked in at a fulfillment hub

Customer Case Study

Marketplace | Marketplace shipping into Australia — high-volume eCommerce clearance, sortation and last-mile

The challenge

- Significant daily volumes of low-value eCommerce parcels, each needing fast customs clearance
- Parcels bound for every corner of Australia, requiring sortation across multiple last-mile carriers
- Cost, speed and compliance all critical at marketplace scale, on every consignment

The Wiseway solution

- Proprietary platform with direct API to the marketplace; automated data entry pushes declarations to customs for clearance, smart triage automatically flags issues
- Pick-up air containers from airport terminals to customs bonded warehouses
- Container unpack, parcel scanning and sorting into different last mile carriers
- Delivery to different last mile carriers

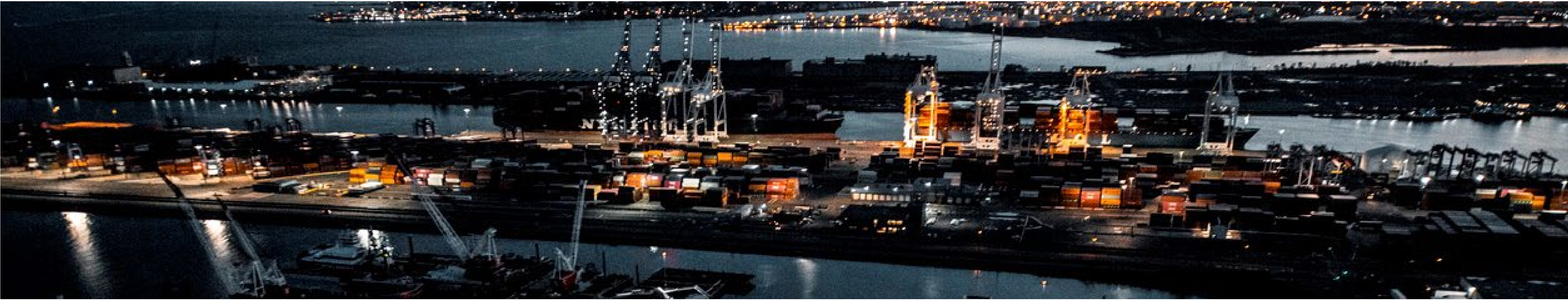
Outcomes

25%+
increase in parcel volume per month versus PCP

24 hrs
clearance to last-mile handoff

5+
last-mile carriers integrated

Services delivered: Proprietary Clearance Technology • Import eCommerce Clearance • Sortation • Last Mile Management



4. Overseas

Overseas

Overview of our services by country

	Services	Australia	New Zealand	USA	Singapore	Others
Wiseway Global Forwarding	Air Freight Export	✓	✓	○	✓	China and partners support growth of other divisions
	Sea Freight Export	✓	✓	○	✓	
	Import Air & Sea	↑	↑	○	✓	
	Perishables	✓	✓	○	○	
	Road Transport & Brokerage	✓	✓	✓	○	
Wiseway eCommerce Solutions	Direct Injection	↑	↑	↑	○	
	Import eCommerce Clearance	✓	✓	✓	○	
	Last Mile Carrier Management	✓	✓	✓	○	
	Fulfillment & 3PL	↑	↑	↑	○	
	Returns Management	↑	↑	↑	○	

Legend: ✓ Established ↑ Scaling / active growth

Commentary

USA

- Overseas growth has been primarily driven by USA
- New Los Angeles (Compton, CA) warehouse
- Growth driven by fulfillment, last mile carrier management, road brokerage, and import clearance

Other overseas divisions

- **Singapore —** serving Southeast Asia and the broader APAC region
- **New Zealand —** managed as a growth with Australia
- **China —** Shanghai and Guangzhou are primarily support offices
- **UK, EU & Canada —**warehouse partners extending the network
- Integrated with Borderless360 for global Direct Injection fulfilment

Customer Case Study

Australian online fashion brand | Global returns management — integrated across five international hubs

The challenge

- Rapid global growth means returns landing in many countries, with no simple way to consolidate them
- Customers expect a fast, branded returns experience in every market
- Returned stock must be quality-checked before it can safely go back into sellable inventory

The Wiseway solution

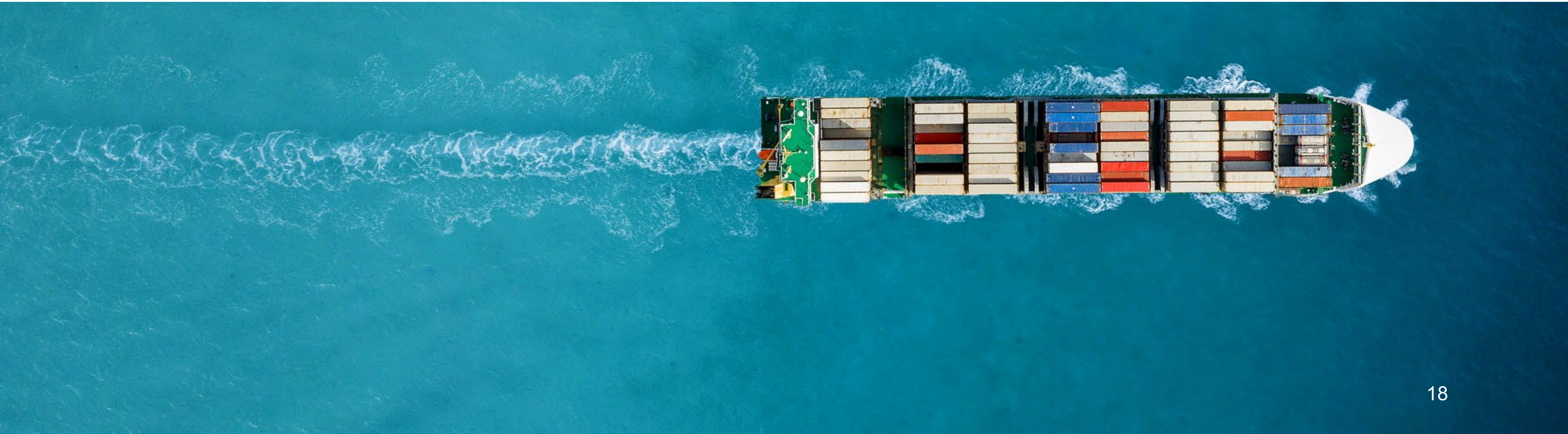
- Integrated directly into the brand’s returns software and Shopify, so each return is initiated and tracked end-to-end
- First-mile collection into local return hubs in New Zealand, Los Angeles, Toronto, London and Amsterdam
- Consolidated back to a refulfilment hub in Australia or LA for quality control
- Once QC’d, items are checked into inventory and made available to sell again

Outcomes

5	95%	7-10 days
international return hubs	returns back to sellable stock	return to re-inventory

Services delivered: Returns Management • Software & Shopify Integration • First-Mile Collection • QC & Refulfilment • Inventory Check-in

5. Outlook and Growth Priorities



Performance Outlook for FY26

FY26 outlook reflects sustained growth momentum driven by scale expansion and stronger contribution from core operating divisions

Imports and the U.S. business are expected to be primary growth engines as **Wiseway deepens its presence in eCommerce**, inbound logistics and key global trade corridors

Ongoing **operational efficiencies** and **technology investments** are expected to support margin resilience and an evolving freight market

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

Outlook and Growth Priorities | Wiseway ambition and focus for FY26 and beyond

Ambition

A leading **logistics partner** providing **excellent services** and **superior customer value** to our partners

Key divisions

Wiseway Global Forwarding (WGF)			**Wiseway eCommerce Solutions (WES)**		
Air Freight Export	**Sea Freight Export**		**Import eCommerce Clearance**	**Direct Injection Solutions**	
Perishables	**Air and Sea Import**	**Road**	**Last Mile Carrier Management**	**Returns Management**	**Fulfilment and 3PL**

Trends and priorities

WGF:
- Growth in import forwarding as a strategic arena
- Capture growing trend of perishables and agriculture exports to Asia
- Active development of technologies for supply chain visibility and tracking

WES:
- Continued capture of the significant eCommerce megatrend globally
- Development of capabilities along the eCommerce value chain
- Opportunities for expansion beyond China

Enablers

- **Cost and process efficiency** (back-office, process automation, KPIs)
- **Expand digital capabilities** (‘turnkey’ integrations, self-serve portal, E2E tracing)
- **World-class Team** delivering superior customer service
- **Compliance and Safety** mindset in all operations
- **M&A opportunities** (opportunistic acquisitions / opportunities)

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