Wiseway Group (ASX: WWG)

FY26 Results Presentation

27 August 2026

Contents

FY26 | Key takeaways

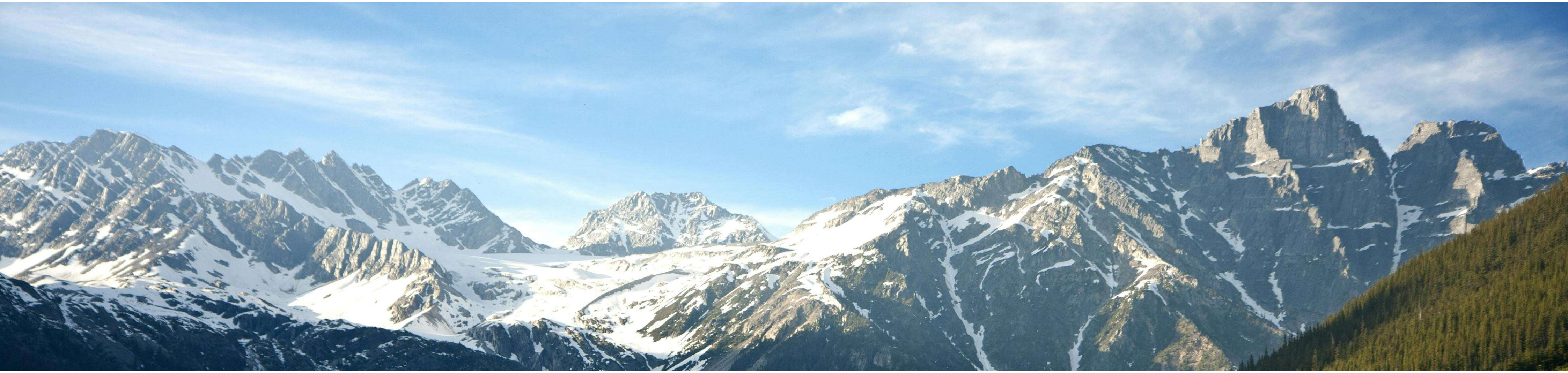
1. Group Revenue for FY26 has increased by 10.1% to $205.6 million

2. Group EBITDA for FY26 has increased by 9.2% to $14.7 million and Net Profit Before Tax has increased by 21.9% to $5.9 million

3. Re-organisation into two go-to-market pillars, Wiseway Global Forwarding (WGF) and Wiseway eCommerce Solutions (WES) is largely complete

4. Wiseway eCommerce Solutions is the key driver of growth, with 22.2% growth in WES, while WGF grew 1.7% in a subdued Australia-China export market

5. Wiseway expects continued growth in both WES and WGF in FY27; Wiseway is investing in digital and technology solutions across both pillars



FY26 results overview

FY26 Results | Financial and operational highlights

FY26 key financial metrics

$205.6 million (+10.1%)
Group Revenue

$14.7 million (+9.2%)
EBITDA

$5.9 million (+21.9%)
Net Profit Before Tax

1.2 cents (+20%)
Dividends per Share, fully franked

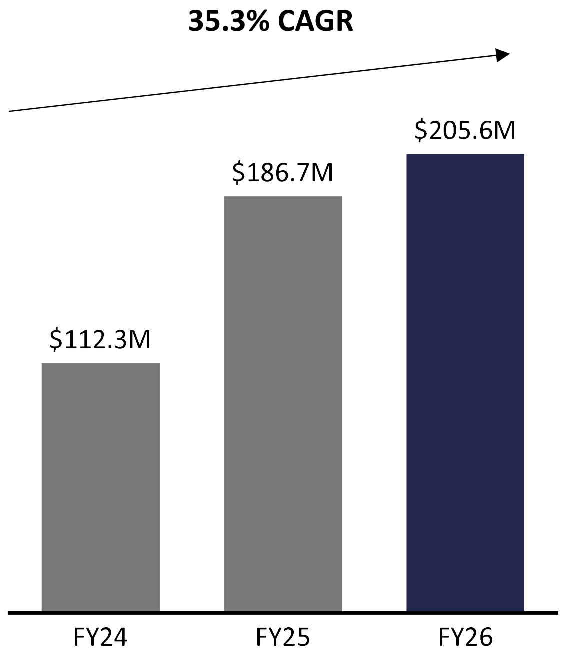
$19.1 million (+32%)
Cash and Cash Equivalents

FY26 Operational Highlights

- Wiseway eCommerce Solutions (WES) achieved $89.2m in revenue and +22.2% growth with WES now the larger of the two go-to-market pillars
- Operating expenses held broadly flat in dollar terms while revenue grew $18.9 million, protecting EBITDA margin as the revenue mix shifted
- Regained 100% ownership of the USA business, which improved its profitability in both halves of FY26
- Working capital management delivered an improvement of approximately 12 days in receivable days, funding a 31% reduction in net debt organically
- Continued investment in technology, tracking and end-to-end supply chain visibility to support key account growth

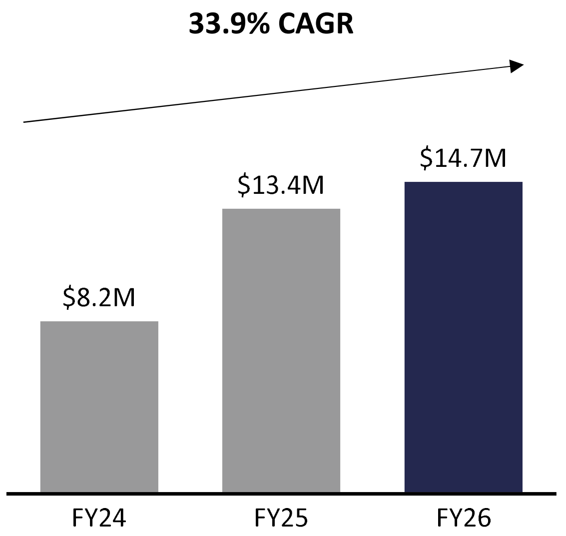
FY26 Results | Sustained financial performance since FY24

Revenue (FY24 – FY26)

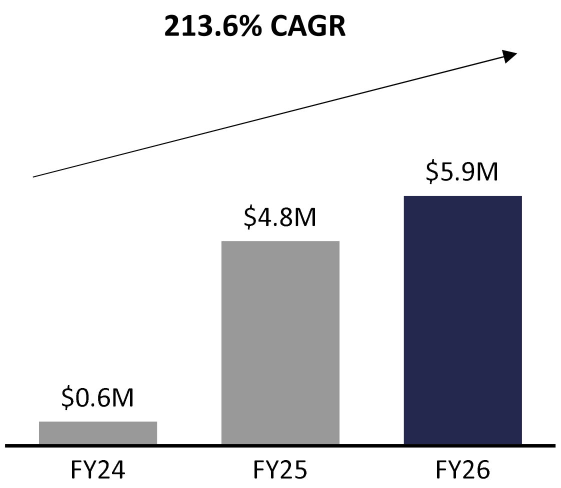


Includes $4.8 million non-recurring revenue

EBITDA (FY24 – FY26)



Profit Before Tax (FY24 – FY26)



FY26 Results | Revenue growth delivered with cost discipline

Revenue grew $18.9 million while operating expenses grew $0.5 million, or 1.2%. Gross margin moderated to 27.0% from 28.8% as the revenue mix shifted toward higher-volume eCommerce and import freight. Cost discipline more than offset that shift

Profit or loss	FY2026 $m	FY2025 $m	Change (%)
Revenue	205.6	186.7	10.1%
Direct transport and logistics expenses	(150.2)	(133.0)	12.9%
Employee benefit expenses	(31.5)	(31.0)	1.5%
Administration, occupancy and other expenses	(8.9)	(9.0)	(0.6)%
Depreciation expense	(7.0)	(6.5)	6.9%
Share-based payments expense	(0.3)	(0.2)	34.3%
Operating profit	**7.7**	**6.9**	**11.3%**
Finance costs	(1.8)	(2.1)	(13.0)%
Profit before tax	**5.9**	**4.8**	**21.9%**
Income tax (expense)/benefit	(1.1)	0.2	n/a
Profit for the year	**4.8**	**5.0**	**(5.0)%**
Earnings per share (cents per share)			
Basic	2.76	2.63	4.9%
Diluted	**2.72**	**2.60**	**4.6%**

Commentary:

- Revenue grew 10.1% to $205.6 million, and 13.0% excluding the $4.8 million of non-recurring revenue in FY2025
- Gross margin moderated to 26.9% from 28.8% as revenue mix shifted toward higher-volume eCommerce and import freight
- Operating expenses grew 1.2% while the Group added $18.9 million of revenue, preserving the EBITDA margin at 7.1%
- EBITDA of $14.7 million is operating profit of $7.7 million plus depreciation of $7.0 million
- Profit before tax grew 21.9%; reported profit after tax reflects a normal tax charge against a prior year net tax benefit

Note: Numbers have been rounded and may not sum. Change (%) is calculated on unrounded figures.

FY26 Results | Strong Underlying Financial Performance

FY25 included approximately $4.8 million of above-trend revenue from non-recurring revenue relating to KWT (effects of stockpiling and increased transloading ahead of announced US tariff changes), and a $2.0 million non-cash deferred tax asset recognition. Neither recurred in FY26.

$m	FY2026	FY2025 reported	Reported growth	FY2025 underlying	Underlying growth
Revenue	205.6	186.7	+10.1%	181.9	+13.0%
EBITDA	14.7	13.4	+9.2%	13.1	+12.1%
EBITDA margin	7.1%	7.2%	(0.1pp)	7.2%	(0.1pp)
Net Profit Before Tax	5.9	4.8	+21.9%	4.8	+21.9%
Net Profit After Tax	4.8	5.0	(5.0%)	3.0	+59.9%
Basic earnings per share (cents)	2.76	2.63	+4.9%	n/a	n/a

Normalised Net Profit After Tax

$’000	FY2026	FY2025
Profit before tax	5,857	4,804
Current tax expense	(1,427)	(1,804)
Deferred tax benefit	367	—
One-off deferred tax recognition	—	2,047
Reported Net Profit After Tax	4,797	5,047
Less: one-off recognition	—	(2,047)
Normalised Net Profit After Tax	4,797	3,000

Half-year performance

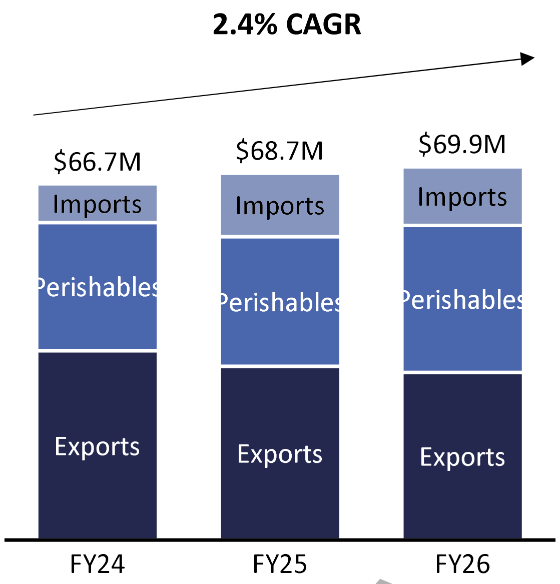
$’000	1H26	2H26
Revenue	100,279	105,286
Growth on pcp (reported)	+19.5%	+2.5%
Growth on pcp (underlying)	+19.5%	+7.5%
EBITDA	7,219	7,452

Growth was weighted to the first half. Second half revenue grew 7.5% excluding the prior period non-recurring revenue, which are now fully cycled entering FY27.

FY26 Results | Within Australia, eCommerce has driven considerable growth

Wiseway Global Forwarding (WGF)

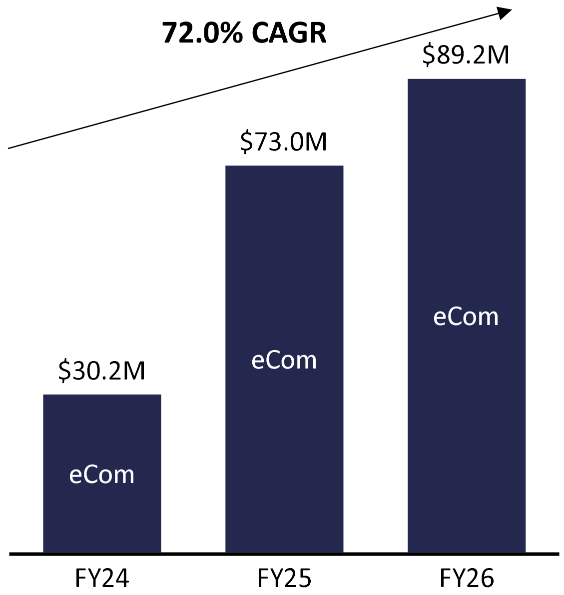
Wiseway Australia Revenue for WGF (FY24 – FY26)



Strong underlying volume growth, but decreasing freight rates impacting revenue

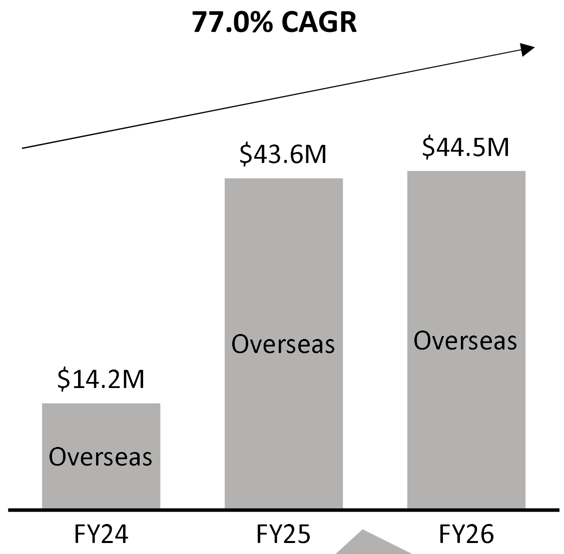
Wiseway eCommerce Solutions (WES)

Wiseway Australia Revenue for WES (FY24 – FY26)



Overseas divisions

Wiseway Overseas Revenue (FY24 – FY26)

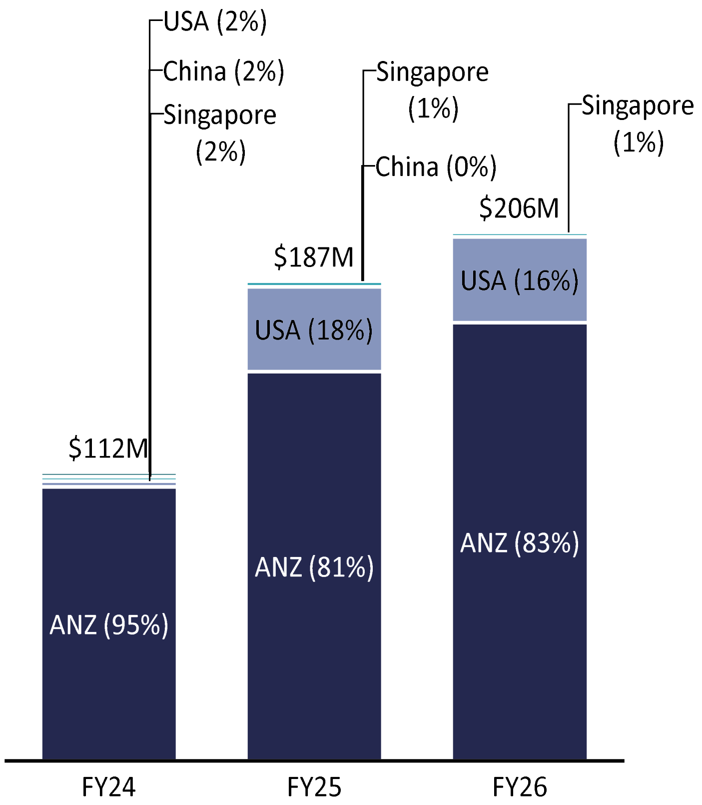


Includes $4.8 million of non-recurring revenue recognized in FY25; FY25-26 had underlying growth of 14.8%

Note: Overseas divisions include New Zealand, Singapore, China, and the United States

FY26 Results | Australia and New Zealand drove Group revenue growth

Revenue by location (FY24 – FY26)



Commentary

Australia and New Zealand

- Revenue grew 12.6% from FY25 to FY26, contributing the large majority of Group revenue growth

China

- Repositioned as a lean operational support hub, no longer generating external revenue

USA

- Reported revenue broadly flat last year; excluding the prior year non-recurring revenue, underlying revenue growth was 18.3%
- Profitability improved in both halves and the Group regained 100% ownership during the year

Singapore

- Revenue declined 19.2% from FY25 to FY26, with its contribution to earnings broadly neutral

FY26 Results | Materially stronger balance sheet and reduced net debt

Balance sheet	FY2026 $m	FY2025 $m	Change (%)
Cash and cash equivalents	19.1	14.5	32%
Trade and other receivables	26.9	29.5	-9%
Other current assets	4.3	2.4	79%
Total current assets	**50.3**	**46.4**	**9%**
Right of Use assets	13.8	17.8	-23%
Fixed & non-current assets	22.1	25.0	-11%
Total assets	**86.2**	**89.1**	**-3%**
Trade and other liabilities	22.4	26.1	-14%
Loans and debt financing	1.7	1.8	-1%
Lease and others	9.4	7.6	24%
Total current liabilities	**33.6**	**35.5**	**-5%**
Loans and debt financing	14.1	14.1	0%
Lease and other non-current liabilities	12.2	15.8	-23%
Total Liabilities	**59.8**	**65.3**	**-8%**
Net assets	**26.4**	**23.8**	**11%**

Commentary:

- **Cash and cash equivalents increased 32% to $19.1 million**, supporting continued reinvestment and shareholder returns
- Net trade receivables reduced 12.5% despite revenue growth of 10.1%, an improvement in receivable days of approximately 12 days
- Net debt reduced 31% to $14.5 million; excluding lease liabilities the Group is in a net cash position
- **Net assets increased 11% to $26.4 million,** with net tangible assets per share up 6.2% to 16.35 cents

Note: Numbers have been rounded and may not sum. Change (%) is calculated on unrounded figures.

FY26 Results | Strong cash generation funding growth and returns

Cash flow	FY2026 $m	FY2025 $m	Change (%)
Cash receipts from customers	216.8	178.2	21.6%
Cash paid to suppliers and employees	(203.5)	(166.3)	22.4%
Cash generated from operating activities	**13.3**	**11.9**	**11.5%**
Interest received	0.3	0.1	
Interest paid	(1.8)	(2.1)	
Income taxes paid	(2.1)	(0.3)	
Net cash from operating activities	**9.7**	**9.7**	**0.3%**
Net cash used in investing activities	**(0.6)**	**(1.1)**	**(43.7)%**
Dividends paid	(2.1)	(0.7)	
Proceeds from loans and borrowings	2.1	3.9	(46.3)%
Repayment of loans and borrowings	(2.1)	(2.2)	(7.1)%
Payment of lease liabilities	(2.3)	(3.5)	(33.5)%
Other financing activities	0.2	0.1	
Net cash used in financing activities	**(4.1)**	**(2.4)**	**72.7%**
Net increase in cash and cash equivalents	4.9	6.1	
Cash and cash equivalents at beginning of year	14.5	8.3	
Effects of movements in exchange rates	(0.2)	0.1	
Cash and cash equivalents at end of year	**19.1**	**14.5**	**32.3%**

Note: Numbers have been rounded and may not sum. Change (%) is calculated on unrounded figures.

Commentary:

- Cash generated from operating activities grew 11.5% to $13.3 million, ahead of EBITDA growth of 9.2%
- Net operating cash flow held broadly flat at $9.7 million after absorbing $1.8 million more income tax paid as carried forward tax losses were fully utilised
- Cash conversion improved to 91% of EBITDA, from 89% in FY2025
- Capital expenditure of $2.4 million and dividends of $2.1 million were funded from operating cash flow
- Closing cash of $19.1 million, up 32.3%, supports continued reinvestment and shareholder returns

Business Overview

Business Overview | Wiseway has two major pillars

1. Wiseway Global Forwarding (WGF)

KEY SERVICES

- **Air Freight**
- **Sea Freight**
- **Perishables and cold chain**
- **Customs Clearance**
- **Road Transportation**

BUSINESS MODEL

- Significant buying power with all airlines and shipping lines
- Customs clearance capabilities across all ports
- End-to-end tracking on every shipment

44%
of revenue in Australia

100
FTE (approx.)

2. Wiseway eCommerce Solutions (WES)

KEY SERVICES

- **Import eCommerce Clearance**
- **Direct Injection Solutions**
- **Last Mile Carrier Management**
- **Returns Management**
- **eCommerce Fulfilment and 3PL**

BUSINESS MODEL

- Fulfilment services across Wiseway's global warehouses
- Significant last mile contracts in every market served
- End-to-end tracking and visibility for the end consumer

56%
of revenue in Australia

300–350
FTE (approx.)

Overseas division includes fulfillment, last mile carrier management, road brokerage, and import clearance

WGF| Wiseway has a full spectrum of logistics services

Air Freight

One of the top IATA agents in Australia

Perishables and cold chain

Chiller, freezer and reefer handling

Import services and customs clearance

Clearance across all major ports

Sea Freight

FCL, LCL and consolidation

Road transportation and brokerage

Interstate line-haul and local

General warehousing

70,000+ SQM across 11 sites

DEEP INDUSTRY CAPABILITY

Airfreight specialist

Export air freight, Australia to China

70,000+ SQM of warehousing

Across 11 warehouses in three regions

11 offices in 5 countries

Shipping to 100+ destinations worldwide

Customs bonded warehouses

All major Australian and New Zealand cities

WES | Wiseway eCommerce covers across all requirements in the market

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

Fulfilment 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, LAX, EU, UK

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

Overseas | Wiseway services expand across US, Asia Pacific and ANZ

Overview of our services by country

Services	Australia & New Zealand	USA	Singapore
FREIGHT FORWARDING			
Air Freight Export	✓	↑	✓
Sea Freight Export	✓	●	✓
Import Air & Sea	↑	↑	✓
Perishables	✓	●	●
Road Transport & Brokerage	✓	↑	●
ECOMMERCE SOLUTIONS			
Direct Injection	↑	↑	●
Import eCommerce Clearance	✓	↑	●
Last Mile Carrier Management	✓	✓	●
Fulfillment & 3PL	↑	↑	●
Returns Management	↑	↑	●

✓ Established ↑ Scaling / active growth ● White space

United States

Our new Compton, CA warehouse anchors the fastest-growing part of the group; fulfillment, last-mile carrier management, road brokerage and import clearance.

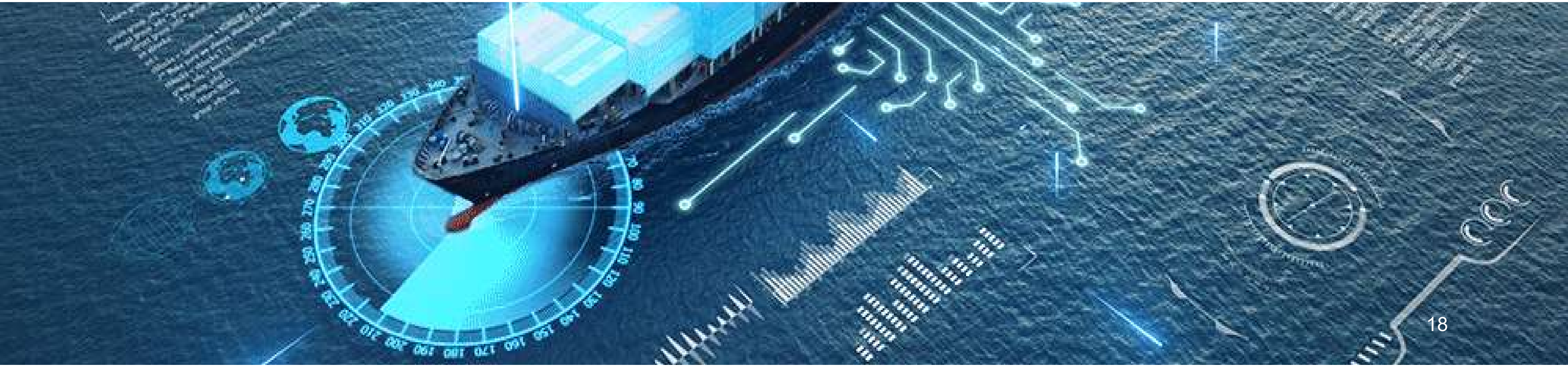
Asia Pacific

Singapore serves Southeast Asia and the wider APAC region. Shanghai and Guangzhou operate as support offices; New Zealand is managed alongside Australia.

Extended network

Warehouse partners across the UK, EU and Canada extend the footprint, integrated with Borderless360 for global Direct Injection fulfillment.

Outlook and priorities



Outlook and Priorities | Wiseway ambition and focus for FY27 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	**Import eCommerce Clearance**
Sea Freight Export	**Direct Injection Solutions**
Perishables	**Last Mile Carrier Management**
Air and Sea Import	**Returns Management**
Road	**Fulfilment and 3PL**

Trends and priorities

- 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

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

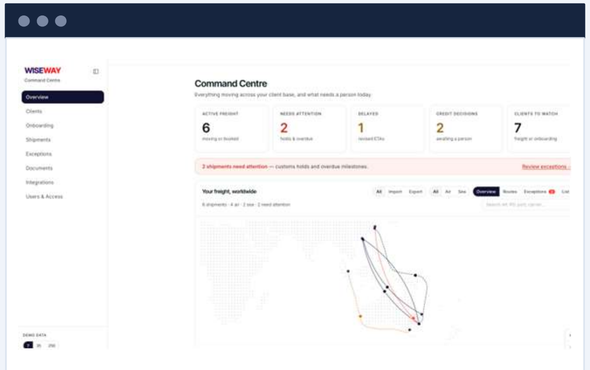
Enablers

- **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)

Outlook and Growth Priorities | Digital and technology investments

Purpose-built platforms across forwarding and eCommerce

WISEWAY GLOBAL FORWARDING

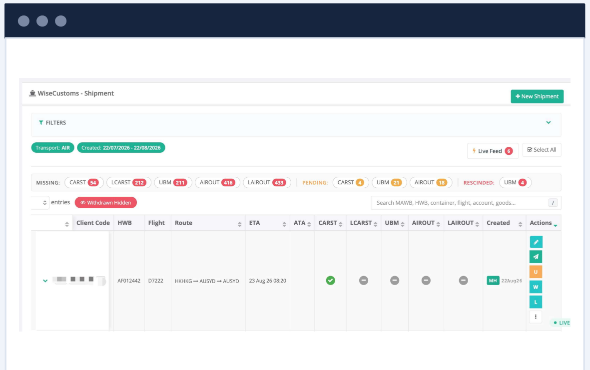


WisePortal

Integrated command centre for managing client shipments and purchase orders across the forwarding network, with a client-facing portal and AI capabilities being introduced.

● Launching in 1H FY27

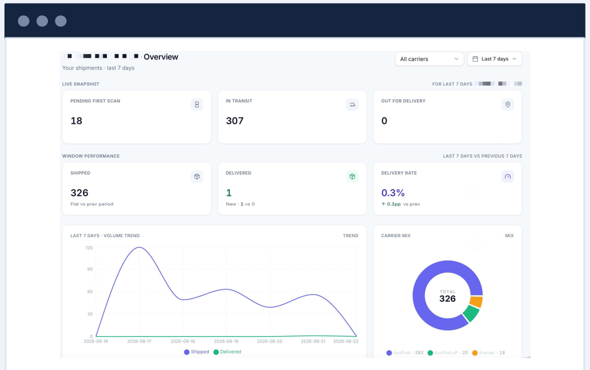
WISEWAY ECOMMERCE SOLUTIONS



WiseCustoms

AI-driven clearance technology for eCommerce parcels, supporting our import clearance service across Australia, New Zealand and the US.

● Launched Q4 FY26 · scaling 1H FY27



WiseTrack

Customer-facing portal for eCommerce Solutions clients, giving visibility across fulfilment, last-mile delivery and returns.

● Launching 1H FY27

Performance Outlook for FY27

Continued growth in import eCommerce driven by both market growth and Wiseway winning market share

Potential upside from 3PL and fulfilment, aiming to capture a larger share of the eCommerce market

USA positioned for growth on a clean comparative base, with prior year non-recurring revenue now fully cycled

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

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