Wiseway Group Limited
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5 November 2026

ASX Announcement

2026 Annual General Meeting
Chair and Chief Executive Officer's Addresses

Wiseway Group Limited (ASX: WWG, "**Wiseway**" or the "**Company**") advises that the 2026 Annual General Meeting will be held today, Thursday, 5 November 2026 at 10:00am (AEDT) at Wiseway Chipping Norton Office, 13-15 Alfred Road, Chipping Norton, NSW 2170.

Wiseway attaches the Chair and Chief Executive Officer's addresses, together with the accompanying presentation, to be delivered at the Annual General Meeting. The CEO's address includes the Company's revenue guidance for the half year ending 31 December 2026.

Authorised for release by the Board of Directors of Wiseway Group Limited.

Ends

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About Wiseway Group Limited (the Company)

Wiseway (ASX: WWG) is a leading provider of integrated logistics solutions, with a global network of strategically located offices, warehouses, operational facilities and transport capabilities.

Established in 2005 to serve the growing Australia-Asia Pacific trade industry, Wiseway has grown to become a leading eCommerce Logistics and Freight Forwarding provider. With multiple strategically located operation hubs in Australia, the US, and the Asia Pacific, the Company provides its large base of domestic and international customers with specialist cross-border logistics services including air freight, sea freight, import, domestic transportation, warehousing, and customs clearance.

For more information, please visit www.wiseway.com.au

Chair's Address

Key milestones and growth initiatives

FY26 was the year Wiseway's operating model proved itself. Group revenue passed $200 million for the first time, rising 10.1 percent to $205.6 million, and 13.0 percent once you exclude the one-off revenue recognised in FY25. Growth was driven by eCommerce imports across Australia and the United States, and import-related revenue passed $100 million for the first time. But what matters most to your Board is not revenue alone. That growth came with disciplined cost management, and together the two have translated into real operating leverage.

Revenue grew by $18.9 million. Operating expenses grew by $0.5 million. Half a million dollars of additional cost to carry nearly nineteen million dollars of additional revenue. That is what this Board has been asking management to deliver for several years, and FY26 is the year it appeared in the accounts. It is why profit before tax grew 21.9 percent to $5.9 million, roughly twice the rate of revenue, while EBITDA rose 9.2 percent to $14.7 million and the EBITDA margin held at 7.1 percent.

During the year we organised our go-to-market around two service pillars: Wiseway Global Forwarding and Wiseway eCommerce Solutions. eCommerce Solutions is now the larger of the two. We also regained full ownership of our United States business, so every dollar that business earns now accrues to you rather than half of it.

You will also see that reported profit after tax was slightly lower than last year, at $4.8 million against $5.0 million. That is a tax effect rather than a trading one, and Ken will take you through it shortly.

The balance sheet is where your Board took the most comfort. Improved collection of receivables, together with earnings growth, funded a 31 percent reduction in net debt, and excluding lease liabilities the Group finished the year in a net cash position. That strength is what allowed the Board to increase the dividend. We declared a full year dividend of 1.20 cents per share fully franked, an increase of 20 percent on FY25, representing a payout of approximately 43 percent of basic earnings per share. The payout ratio matters because it tells you the increase is covered by earnings rather than funded from the balance sheet. The Board's position is that we will continue to pay sustainable, fully franked dividends while retaining the capacity to reinvest in the business.

Your Board has also continued to back investment in technology, because we see it as the mechanism behind the operating leverage I described rather than a cost sitting beside it. During FY26 we launched WiseCustoms, our AI-driven clearance platform for eCommerce parcels, and we are building WisePortal as an integrated command centre for the forwarding network.

None of what I have described happens without people. On behalf of the Board I want to thank Wiseway's teams across Australia, New Zealand, the United States and Asia, and the management team who lead them, for a year of genuine discipline.

Wiseway priorities for FY27

Our ambition is unchanged: to be a leading logistics partner providing excellent services and superior customer value to our partners. With both go-to-market pillars now established, our focus in FY27 is to grow each of them and to deepen the services we provide along our customers' supply chains.

In Wiseway Global Forwarding, export markets are expected to see moderated growth given softer demand between Australia and China. Our strategy is to keep shifting our client mix toward higher-margin accounts and to capture the growing trend of perishables and agricultural exports to Asia.

In Wiseway eCommerce Solutions, we remain focused on capturing eCommerce trade flows between Asia, Australia, New Zealand and the United States, and on building our 3PL and fulfilment capability as customers increasingly seek end-to-end solutions integrating warehousing, fulfilment and distribution.

Wiseway enters FY27 with a materially stronger balance sheet and both go-to-market pillars established. FY26 is also a clean year against which to measure us: because the one-off revenue sat in FY25, our reported growth last year understated the underlying rate. From FY27 the comparison is like for like.

Ken will shortly set out revenue guidance for the first half of FY27 — guidance that reflects our continued confidence in Wiseway's ability to deliver sustained growth and long-term value for shareholders.

Thank you for your continued support and confidence in the Wiseway Group and I will pass onto Ken to commence the Chief Executive Officer's Address.

Chief Executive Officer's Address

Good morning, everyone. FY26 marks Wiseway's eighth year as a listed company, and 21 years since it was founded. It is also our third consecutive year of full year profit, which is a testament to our deliberate focus on flexibility, agility, and excellent service for our customers.

FY26 Financial highlights

FY26 was a year of disciplined growth for Wiseway. We passed $200 million in revenue for the first time and grew profit faster than revenue, while holding our cost base broadly flat.

Let me start where Astrid finished, because it is the most important thing I can tell you about this year. We added $18.9 million of revenue and $0.5 million of operating expense. Employee benefits grew 1.5 percent and administration and occupancy costs were slightly lower than the prior year. Those lines do move with volume, but in FY26 they moved at roughly one-eighth the rate revenue did — the result of outsourcing initiatives, process standardisation and operational streamlining across the network.

Group revenue increased by 10.1 percent to $205.6 million, or 13.0 percent on an underlying basis. EBITDA rose 9.2 percent to $14.7 million, or 12.1 percent on an underlying basis. Net Profit Before Tax rose 21.9 percent to $5.9 million. We maintained an EBITDA margin of 7.1 percent despite the shift in our mix toward higher-volume eCommerce and import freight.

On gross margin it eased to around 27 percent from 28.8 percent, and we expect that trend to continue, because eCommerce and import freight are higher volume at a lower percentage margin. The measure we manage to is how much of our gross profit we convert into EBITDA, and that improved, from 25.0 percent in FY25 to 26.5 percent in FY26. The percentage margin came down and the conversion went up.

Reported net profit after tax was $4.8 million, against $5.0 million in FY25. It reflects a return to a normal tax charge, not a decline in trading. FY25 included a one-off, non-cash deferred tax benefit of $2.0 million, recognised when the Group had demonstrated enough sustained profitability to bring carried forward tax losses back onto the balance sheet. Excluding that benefit, profit after tax grew 59.9 percent.

Wiseway passed $200 million in revenue in FY26

Wiseway eCommerce Solutions grew revenue 22.2 percent to $89.2 million and is now the Group's largest pillar, at 43 percent of Group revenue. The division covers import eCommerce processing, 3PL and fulfilment, returns and last-mile carrier management in Australia.

Wiseway Global Forwarding (WGF) grew revenue 1.7 percent to $69.9 million, covering air, sea and perishables exports, import freight forwarding and road transport. Perishables grew 13.0 percent and road freight grew strongly, offsetting softer general export air freight on a subdued Australia–China lane and lower import freight forwarding volumes. In line with the strategy we set at FY25, the division continued to shift its client mix toward higher-margin accounts.

Overseas divisions grew 2.1 percent to $44.5 million. In the United States, reported revenue was broadly flat at $33.4 million, but excluding the non-recurring revenue recognised in FY25, underlying United States

revenue grew 18.3 percent. By location, Australia and New Zealand grew 12.6 percent and contributed the large majority of Group revenue growth.

Profitability continued to grow in FY26

EBITDA grew 9.2 percent to $14.7 million, up from $8.2 million in FY24.

The key driver was Wiseway eCommerce Solutions, which grew strongly on inbound eCommerce volumes and expanded fulfilment capability, and remained a solid contributor to Group profit.

Cash generated from operations grew 11.5 percent to $13.3 million, ahead of EBITDA growth of 9.2 percent, and our cash conversion improved to 91 percent of EBITDA from 89 percent. Net trade receivables fell 12.5 percent while revenue grew 10.1 percent, an improvement in receivable days of approximately 12 days. That working capital release, together with earnings growth, is what funded the reduction in net debt without going to shareholders for capital.

Services across the United States, Asia Pacific and ANZ

Australia and New Zealand remain our most established market, with services across both freight forwarding and eCommerce, and New Zealand managed alongside Australia. In the United States, our Compton, California facility anchors fulfilment, last-mile carrier management, road brokerage and import clearance, and we are actively scaling air freight, import forwarding, direct injection and eCommerce clearance.

Singapore serves Southeast Asia and the wider Asia Pacific region, while Shanghai and Guangzhou operate as support offices. Beyond our own network, warehouse partners across the UK, Europe and Canada extend our footprint, integrated with Borderless360 to support global direct injection and fulfilment.

Investing in technology across both pillars

We continue to build purpose-built platforms that improve customer visibility, automate core processes and support scalable growth. Within Wiseway Global Forwarding, WisePortal is being developed as an integrated command centre for managing client shipments and purchase orders across the forwarding network, with a client-facing portal and AI capabilities being introduced in the first half of FY27. Within Wiseway eCommerce Solutions, WiseCustoms, our AI-driven eCommerce clearance platform, launched in the fourth quarter of FY26 and is scaling through the first half of FY27, while WiseTrack gives our eCommerce customers visibility across fulfilment, last-mile delivery and returns and is also scaling through the first half of FY27.

Full ownership of our United States business

During FY26 we regained 100 percent ownership of our United States business. The business improved its profitability in both halves of the year, and shareholders now capture all of its earnings. Our Compton, California facility anchors our United States fulfilment, last-mile carrier management, road brokerage and import clearance services, and positions Wiseway to serve inbound eCommerce flows from China and Australia.

Performance Outlook for FY27

As we look toward FY27, we expect continued growth in import eCommerce, driven by both underlying market growth and Wiseway winning market share. Our strong position in the China eCommerce platforms market, combined with our growing reach to Australian, New Zealand and United States brands, gives us a broader and more diversified customer base.

We see 3PL and fulfilment as a source of upside. As more eCommerce sellers seek partners that can provide warehousing, pick-and-pack, customs clearance and distribution under one integrated model, Wiseway is well placed to capture a larger share of the eCommerce market, and for more of our clients to see us as an end-to-end partner rather than a single-service provider.

Our global forwarding business, on the export front is expected to face moderated growth, given softer demand on the Australia–China trade lane and the lower freight rates. We will continue shifting client mix toward higher-margin accounts and growing the import side of the business.

In the United States, FY26 was the year that absorbed the comparison against the one-off revenue recognised in FY25. FY27 will be measured against a clean FY26 base, and we expect momentum to build as we target inbound eCommerce from China and Australia, supported by full ownership of the business.

Guidance for the half year ending 31 December 2026

Based on our performance and results for the first quarter, we expect Group revenue for the half year ending 31 December 2026 to finish in the range of 14 to 20 percent growth on the prior corresponding period.

We expect profit before tax for the half to grow at a significantly higher rate than revenue growth, as our operating expenses and our depreciation charge are both expected to see only modest change over the half.

From a capital management perspective, the Company remains committed to delivering balanced shareholder returns. In FY26 we increased the full year dividend by 20 percent to 1.20 cents per share fully franked, a payout of approximately 43 percent of basic earnings per share, and delivered a Total Shareholder Return for FY26 of approximately 90 percent. We intend to continue paying sustainable dividends while reinvesting in technology, people and compliance to support long-term growth.

Overall, Wiseway enters FY27 with a materially stronger balance sheet, two established go-to-market pillars, a cost base that has demonstrated it can absorb growth, and a business that can be judged on its underlying momentum. With continued discipline, investment and focus, we believe the Company is well positioned to capture the opportunities ahead and deliver another year of meaningful progress.

Forward-looking statements

These addresses and the accompanying presentation contain forward-looking statements, including the revenue guidance for the half year ending 31 December 2026 and statements about the Group's strategy, outlook, priorities and expected performance. Forward-looking statements are based on the Group's current expectations and assumptions and are subject to known and unknown risks, uncertainties and other factors, many of which are outside the Group's control. Actual results, performance or achievements may differ materially from those expressed or implied. Past performance is not an indication of future performance. The guidance for the half year ending 31 December 2026 reflects the Group's current expectations based on performance to date and remains subject to those risks and uncertainties; actual results may differ materially. Other than as required by law, the Group does not undertake to update or revise any forward-looking statement.

Non-IFRS financial information

EBITDA, underlying revenue, underlying EBITDA and normalised net profit after tax are non-IFRS measures. They have not been separately audited or reviewed but are derived from the audited financial statements for the year ended 30 June 2026 and are reconciled in the Company's results announcement lodged with ASX on 27 August 2026. They are presented because the Board and management use them to assess the underlying trading performance of the Group.