



20 January 2022

**Wiseway Group Limited**  
**(ASX:WWG)**  
ABN 26 624 909 682

**Registered office:**  
39-43 Warren Avenue  
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Wiseway Group Limited (ASX:WWG)

## **2021 Annual General Meeting Presentation**

Wiseway Group Limited attaches its 2021 Annual General Meeting Presentation, being provided to Shareholders at today's meeting.

This announcement was authorised for release by the Board of Directors of Wiseway Group Limited.

### **ENDS**

For further information, please contact:

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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 warehouses and facilities and a large modern fleet of trucks and delivery vehicles.

Established in 2005 to serve the growing Australia-Asia Pacific trade industry, Wiseway has grown to become one of the top three outbound air freight logistics providers in Australia. 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](http://www.wiseway.com.au)

**Wiseway Group Limited**

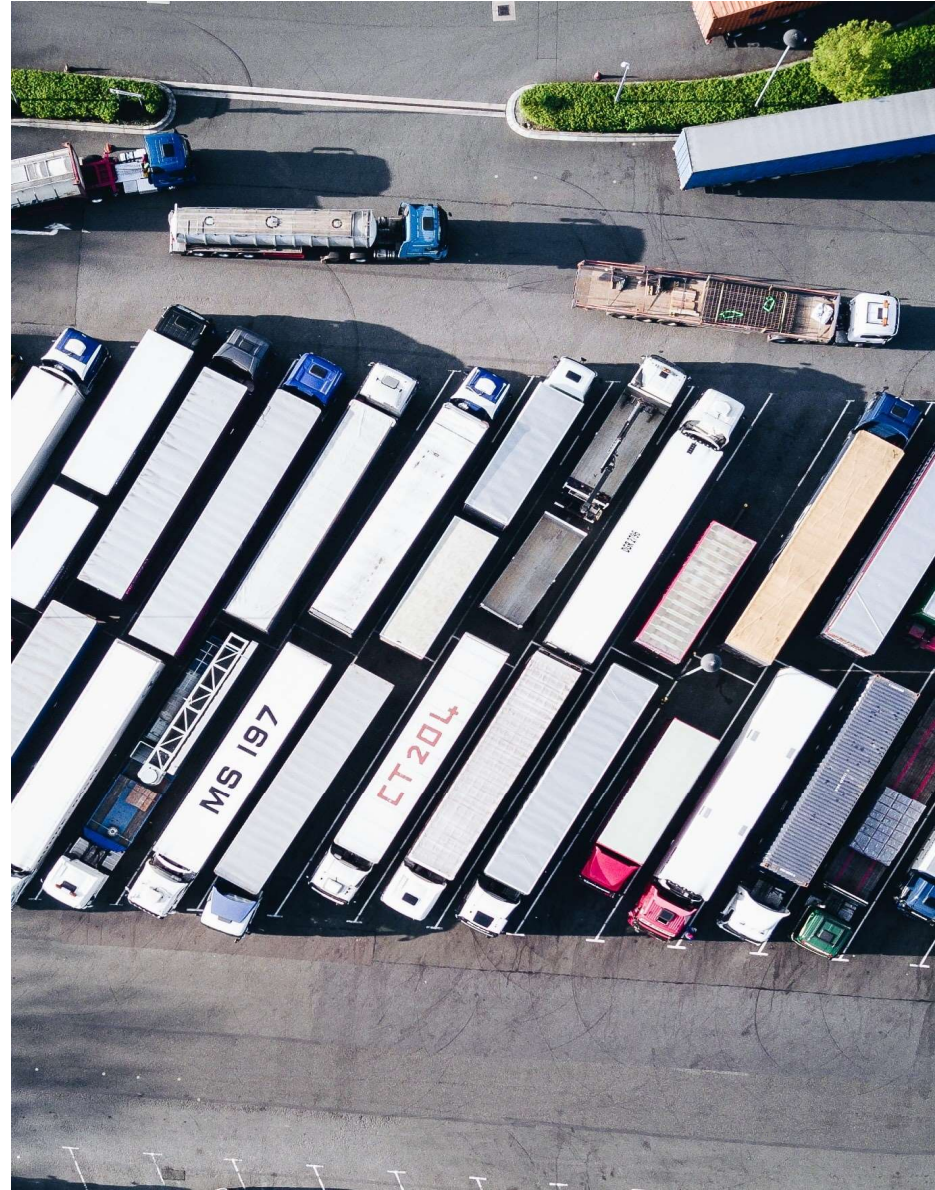
**2021 Annual General Meeting**

**20 January 2022, 11:00AM (AEDT)**





## Chairman's Address: Michael Hughes



## FY21 Key milestones and growth initiatives

Positive net operating cash flow, continuing the strategy of diversification and developing scale in key growth areas which delivered:



**\$126.0m**

Group Revenue

*Up 23.5% from pcp*



**\$1.8m**

Net Profit After Tax

First full-year profit since listing in 2018



**\$8.1m**

EBITDA

*Up 86% from pcp*

*+1.5 ppts to EBITDA margin*



**\$7.0m**

Operating Cash Flow

*Up 83% from pcp*



## A true globally diversified business



### Wiseway's global footprint:

- ✓ Diversified business shipping to 100+ destinations
- ✓ Expanded US presence through Los Angeles branch
- ✓ Wiseway Singapore serving Southeast Asian market
- ✓ Two branches in China (Shanghai and Guangzhou) with expanded team capabilities
- ✓ Diversified revenue across business segments, customers and economic sectors, and across geographies

1. Darwin branch is managed by an exclusive local agent

## An experienced Board and Management team to drive future growth



**Michael Hughes**  
Chairman &  
Independent, Non- Executive  
Director  
Australia



**Roger Tong**  
CEO  
Australia



**Florence Tong**  
Managing Director &  
Executive Director  
Australia



**Ken Tong**  
Non-Executive Director  
Australia



**Robert McNutt**  
Independent, Non-Executive  
Director  
United States



**Brandon Teo**  
Independent, Non-Executive  
Director  
Australia

## The way forward

- ▶ Very disciplined in executing on our global growth strategy with its three pillars: Diversify, Integrate and Expand.
- ▶ Adoption of new software platforms to capture process efficiencies within online booking, cargo scanning, and real-time tracking capabilities.
- ▶ Lean operating platform and strategic partnerships are proving effective in winning new customers who are looking for an integrated logistics provider.
- ▶ Over the next five years, the majority of growth in the global freight industry will come from the US and the Asia Pacific.
- ▶ We are broadening our non-traditional business segments including perishables – seafood, meat and milk exports all prime examples – imports and distribution of e-commerce, to best cater for emerging consumer trends and preferences.
- ▶ Our attention remains on cost-optimisation, upskilling of the talent within or ranks and the building of additional resilience and diversification across our revenue streams and product offerings.



**Managing Director's Address:**  
Florence Tong










## Strong financial performance and business momentum

**WISEWAY**

### Key financial highlights

-  **\$1.8m**  
Net Profit After Tax
-  **\$8.1m**  
EBITDA  
*Up 86% from pcp*  
*+1.5 ppts to EBITDA margin*
-  **\$126.0m**  
Group Revenue  
*Up 23.5% from pcp*
-  **\$7.0m**  
Operating Cash Flow  
*Up 83% from pcp*
-  **\$42.0m**  
Revenue from non-traditional  
business segments  
*Up 84% from pcp*

### Business highlights



First full-year profit since listing in 2018, driven by significant revenue growth and benefits of scale and operating leverage



Revenue more than doubled in key divisions of perishables, sea freight, road transportation, and imports and distribution, with continued diversification of the Group's income streams across segments, regions and customers



Expanded market share in the e-commerce platform industry across different sectors, and diversified customer base by providing safe and superior integrated logistics solutions



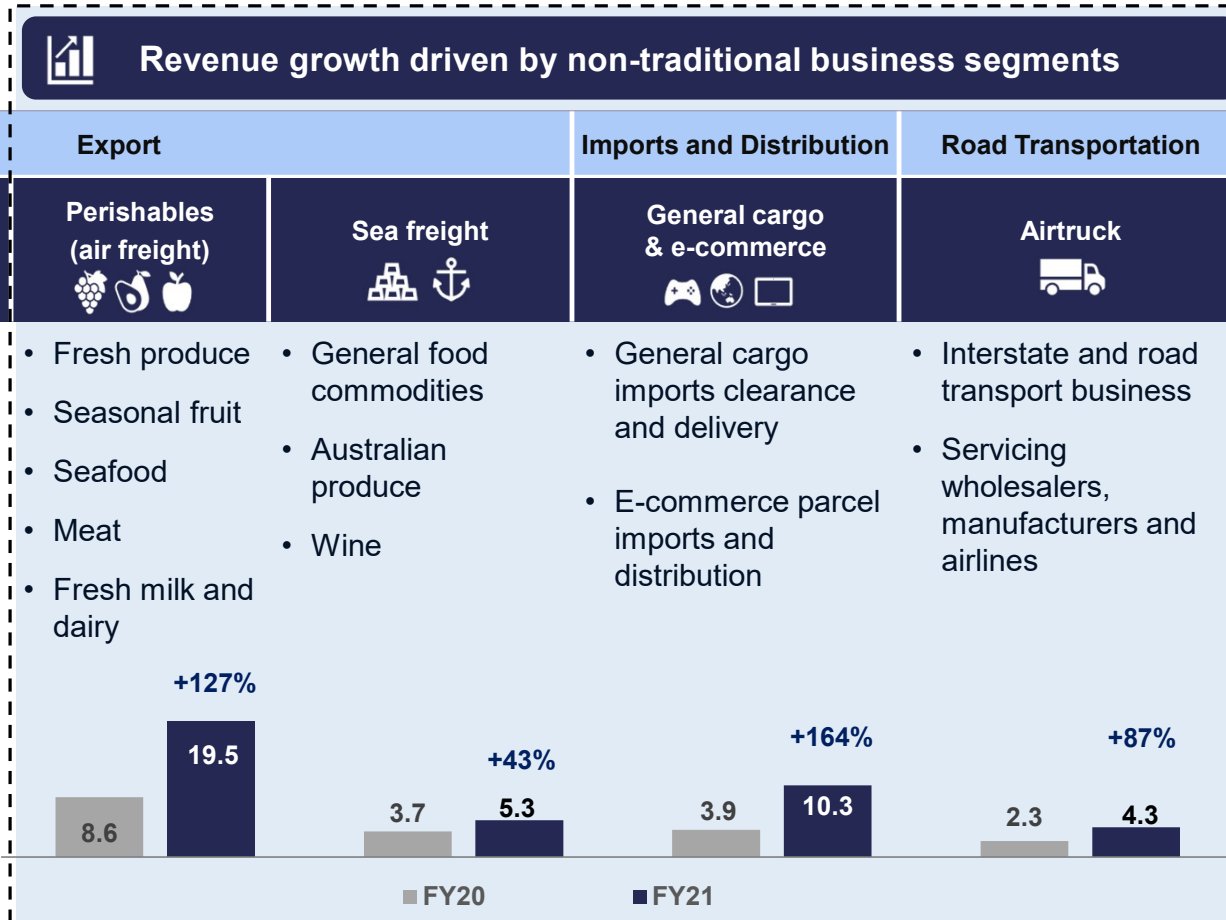
Focused on expanding the team capabilities in the key growing segments of perishables and imports and distribution, providing the required foundation for growth



Developed and deployed proprietary technology and software solutions ("**WiseOps**" and "**ePLink**") that delivered cost savings and improved profitability

## Integrated freight and logistics operator with diversified income streams

**WISEWAY**



## Step-change in global scale and reach - TAF Acquisition

### **TAF** *e-Logistics (Asia) Pte Ltd*



IATA-licensed Airfreight company

**30**

Years serving Southeast Asian and ASEAN logistics market



Customs-bonded warehouse strategically located within Singapore Airport's Airfreight Centre with access to expanded supplementary capacity



Provides customs brokerage and clearance, cross-border trucking, and international freight forwarding (air and sea)



Experienced team in sales, operations, finance, and warehouse management

#### Financial metrics<sup>1</sup>

**\$1.7m**

Annual revenue for FY20

**\$1.1m**

Net assets  
As of 30 June 2020

**Positive**

Operating margin

#### Transaction overview

**\$1.1m**

Cash consideration<sup>2</sup>

+

**400,000**

Fully paid ordinary shares in Wiseway

<sup>1</sup>) Based on the Company's unaudited statements for the respective periods

<sup>2</sup>) Based on an Exchange rate of SGD:AUD 1.00:1.00 as of 5 August 2021

# Step-change in global scale and reach - expansion in the US and APAC markets



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## Strong strategic position and globally scalable business model



### Long-standing customer relationships

- ✓ A diverse portfolio of customers supported by Wiseway from start-up stage to business maturity including distributors and parcel express companies
- ✓ Deep customer loyalty with high client retention rate



### Global team capabilities

- ✓ Experienced leadership team, with continued involvement from the Company's founders and commitment to original vision of global growth
- ✓ A unique understanding of the cross-border e-commerce market and import/export regulation
- ✓ Our teams worked relentlessly to manage through these difficult circumstances, keeping supply chains functioning effectively



### Strategic industry partnerships

- ✓ Long-standing GSA and CSA relationships with eight major international airlines across the Asia Pacific and globally
- ✓ Well-established business relationships with local road transportation partners across the Company's global locations



## Outlook

- ▶ Strong commitment to providing ongoing support to customers and ensuring the safety and well-being of employees
- ▶ Positive momentum in the business with organic growth and a robust plan to expand global team capabilities into new regions and shipping hubs, especially across the US and Asia Pacific
- ▶ Diversified business model, growing customer base, strategic industry partnerships, and expanding global footprint will provide significant synergy opportunities and well positions Wiseway to benefit from the growing demand for integrated logistics solutions
- ▶ Appropriate resource planning capabilities and risk management practices to sustain the growth momentum in the business and address any supply chain disruptions that might arise



**Thank you**