

21 March 2022



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Wiseway Group Limited (ASX:WWG)

1H22 Results Presentation

Please see attached the 1H22 Results presentation.

Authorised for release by the Company Secretary 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 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



1H22 Results Presentation

21 March 2022

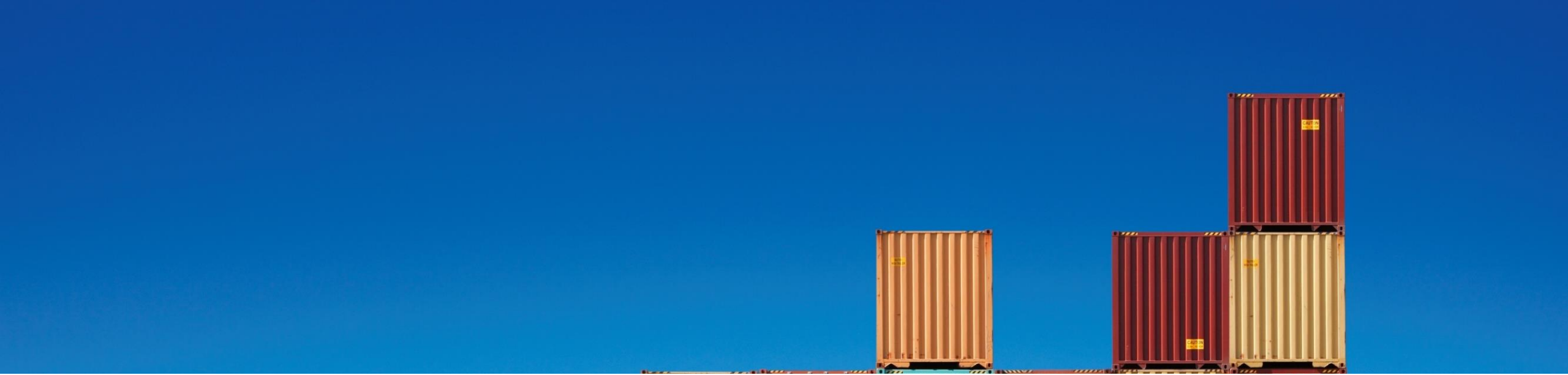
Florence Tong - Managing Director

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¹ Based on the Company’s 1H22 Interim Financial Report (Appendix 4D) lodged to the ASX on 28 February 2022.





1H22 results overview



A strong 1H22 result – global expansion delivering organic revenue growth

Key financial highlights

\$77.9m

Group Revenue

Up 11.8% from pcp

\$31.0m

Revenue from non-traditional business segments

Up 55.8% from pcp

\$2.5m

Revenue from new global subsidiaries

- Wiseway USA and Wiseway Singapore

\$5.8m

EBITDA

7.5% EBITDA margin

\$1.8m

Net Profit After Tax (NPAT)

Business highlights



Strong revenue growth, prudent cost management practices, and steady profitability margins



Integration and diversification benefits, with non-traditional segments now accounting for 45% of the Group's revenue



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



Continued expanding team capabilities in imports and distribution, and continuously growing regions in the US and Asia Pacific, with sharpened focus on safety and well-being



Realised evident savings and efficiencies from the deployment of Wiseway's proprietary technology and software solutions ("**WiseOps**" and "**ePLink**")

An established global network delivering scale and revenue synergies

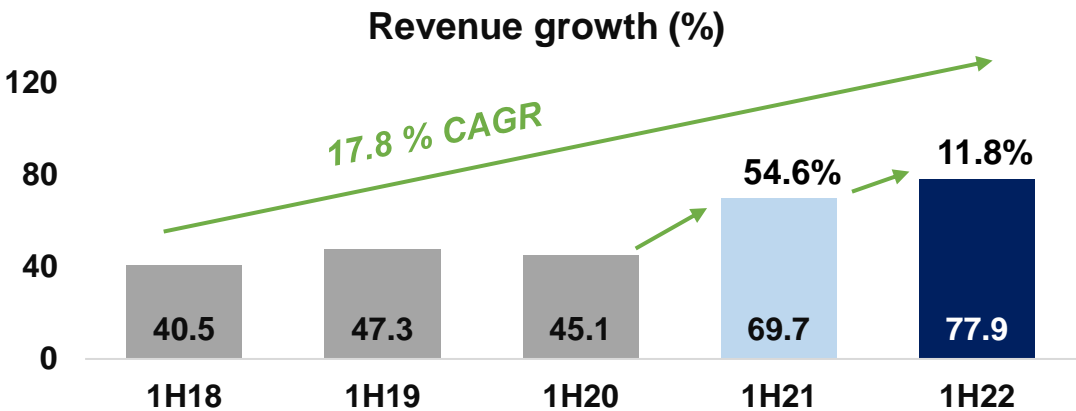


Wiseway's global footprint:

- ✓ 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.
- ✓ 10 IATA-licensed Regulated Air Cargo Agent (RACA) locations across Asia Pacific

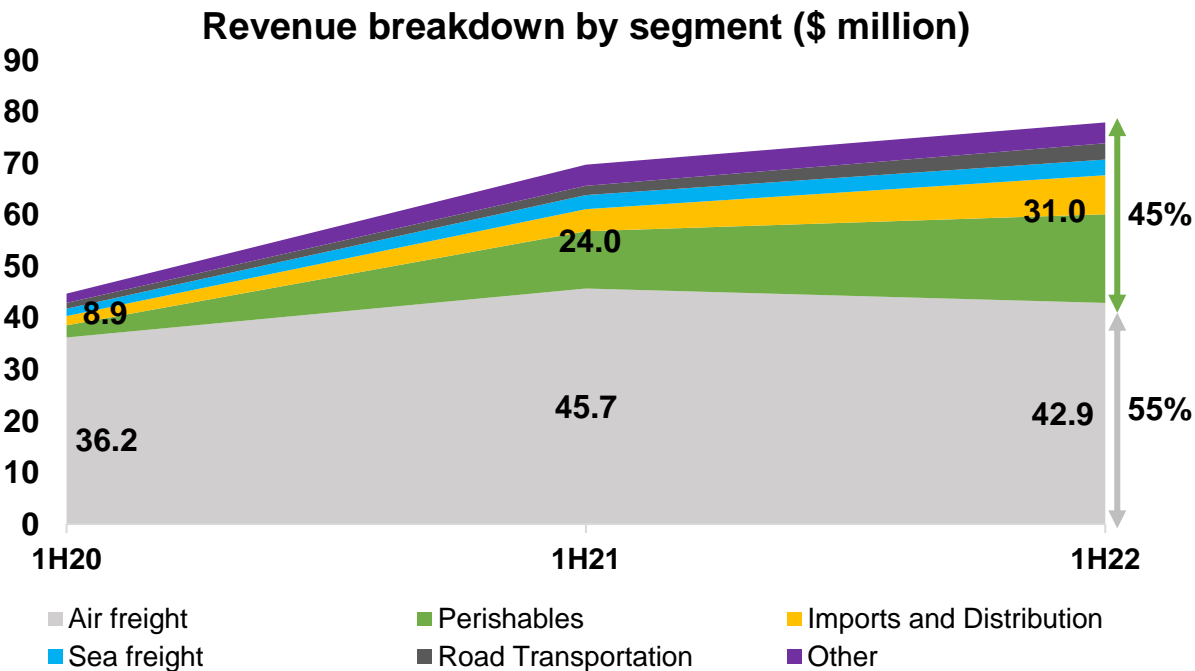
¹Darwin branch is managed by an exclusive local agent.

Strong momentum in organic revenue growth



Strong organic revenue growth

- 11.8% increase in Group revenue driven predominantly by significant growth in non-traditional business segments which now contribute 45% of the Group’s revenue for 1H22
- 70% combined freight volume growth in perishables and imports, driven by the expansion of team and operations in those high-growth divisions



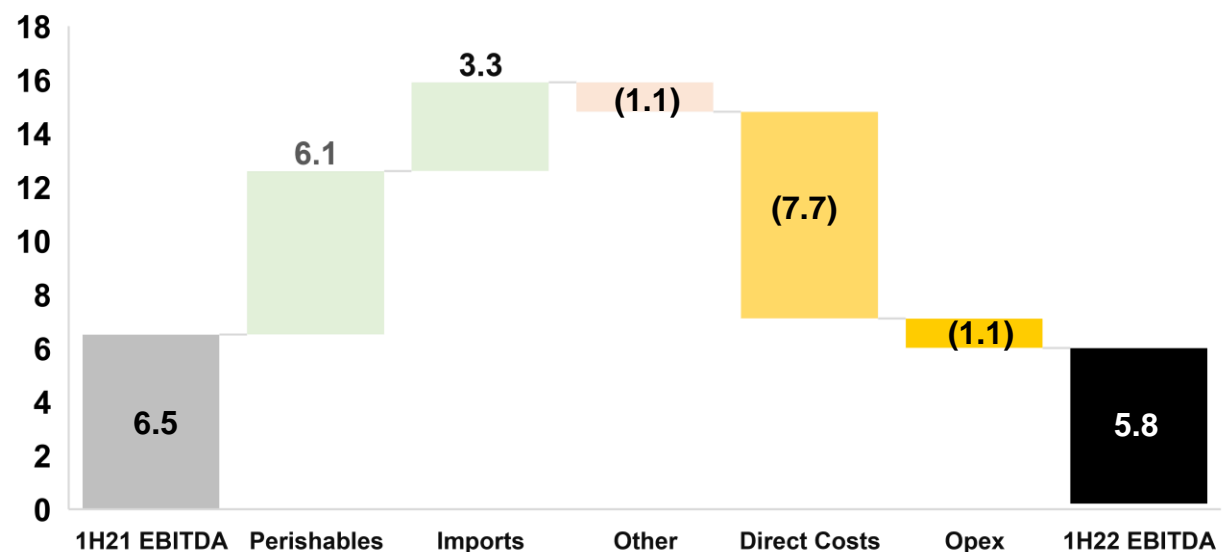
Non-traditional segments driving growth

- Perishables up 55%, with increasing demand for high-quality Australian fresh produce, seafood, and dairy products
- Imports and distribution up 76.7%, supported by Wiseway’s growing footprint in the e-commerce centre, reinforced with capacity building initiatives within the Group’s customs bonded warehouse
- Interstate road transportation up 77.8%, supporting the ground transportation operations of key regional airlines
- Sea freight up 11.1%, driven by growing preference over air freight by specific clients, supported by Wiseway’s investment in specialist container transportation vehicles
- Robust revenue of \$2.5 million from newly launched global branches in the US and Singapore

Sustained positive profitability with steady margins

(\$m unless stated otherwise)	1H22	1H21	Change %
Revenue	77.9	69.7	11.8%
Direct expenses	(59.2)	(51.5)	15.0%
Gross profit	18.6	18.1	2.8%
Gross margin	23.9%	26.0%	-2.1 ppts
Operating expenses	(12.8)	(11.7)	+9.7%
EBITDA	5.8	6.5	-9.8%
EBITDA margin	7.5%	9.3%	-1.8 ppts
NPAT	1.8	3.4	-49.1%
Earnings Per Share (EPS), cents	1.22	2.45	50.2%
Net Tangible Assets, cents	7.40	7.42	-0.3%

EBITDA Bridge (\$ million)



- Gross profit was \$18.6 million up 2.8% from 1H21.
- Tightening gross margin by 2.1 ppts, reflecting more competitive pricing to secure strategic customers in Wiseway's new markets
- Operating expenses were up 9.7% to \$12.8 million, as a result of additional hiring to expand the teams in the imports divisions and the on-ground team in the US.
- Decline of 1.8 ppts in EBITDA margins, driven by lower gross margins and partially offset by prudent cost management practices.
- NPAT levels additionally impacted by higher tax provisions for the period, compared with tax asset utilisation in pcg.

Strategic management of working capital and debt levels

Balance Sheet	31 Dec 2021	30 Jun 2021	Change %
Cash and cash equivalents	2.3	9.9	-77.2%
Trade and other receivables	13.7	6.7	102.9%
Other current assets	4.4	4.3	0.5%
Total current assets	20.3	21.0	-3.3%
Fixed & non-current assets	44.9	42.6	5.5%
Total assets	65.2	63.6	2.6%
Trade and other liabilities	14.3	12.6	13.5%
Short term debt	4.3	6.1	-29.5%
Total current liabilities	18.7	18.7	-
Loans and debt financing	4.0	5.2	-23%%
Leases and other non-current liabilities	15.1	14.2	6.5%
Total Liabilities	37.8	38.1	-0.9%
Net Assets	27.5	25.5	7.3%

Financial Debt¹	8.3	11.3	-26.5%
Debt/Equity¹ (%)	30.2%	44%	-14 ppts

¹ Excludes finance lease liabilities under AASB 16.

Strategic investment in working capital

- Maintained strong liquidity with a steady current ratio of 1.1
- Evident increase in trade and other receivables reflects significantly higher sales activity in December as well as one-off initial security deposits to establish new strategic relationships with leading APAC airlines
- Deferred Tax Asset balance of \$1.3 million as at 31 December 2021, expected to be fully utilised in FY22
- Maintained strong partnerships and favourable credit terms with traditional suppliers and service providers

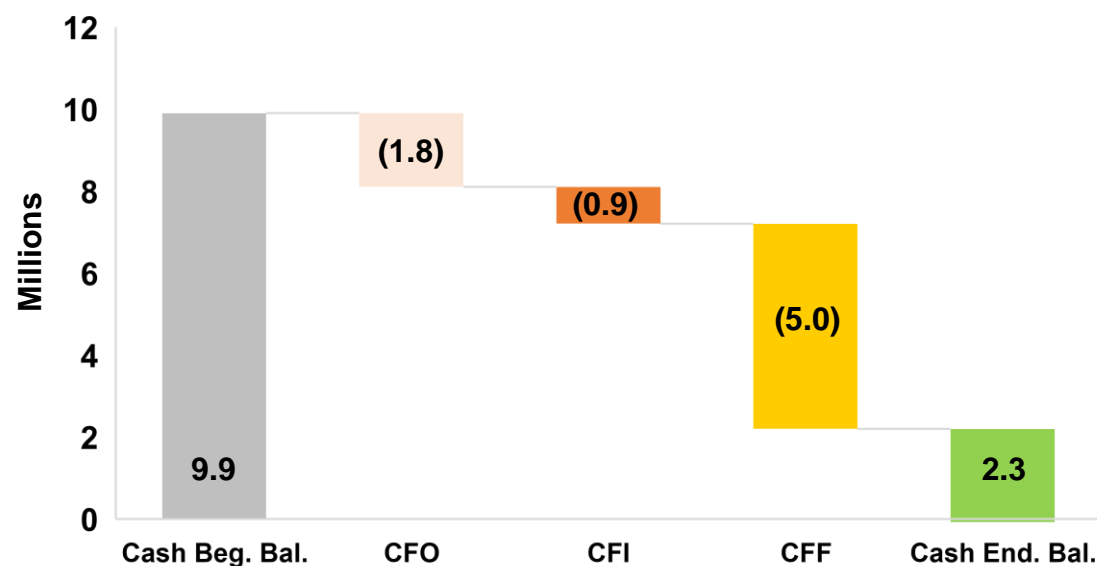
Optimal Capital Structure

- Strong balance sheet to support future business growth and potential strategic opportunities
- Notable improvement in financial leverage with D/E ratio decreasing from 44% to 30%
- Prudent financial debt levels, with 26.5% reduction from end of 2H21, reflecting the timely payment of debt commitments
- Continuous resource planning, ensuring ability to meet future obligations

A robust/healthy cash flow position

(\$m unless stated otherwise)	1H22	1H21	Change %
Net cash from operating activities	(1.8)	7.5	-123.4%
Net cash from investing activities	(0.9)	(1.5)	-37.7%
Net cash used for financing activities	(5.0)	(2.4)	-106.5%
Net increase/(decrease) in cash	(7.7)	3.6	-211.7%
Cash at the beginning of the period	9.9	8.6	15.4%
Cash at the end of the period	2.3	12.4	-81.8%

1H22 cash flow movements



Operating cash flow

- Operating cash flow was negative during 1H22, reflecting significantly higher sales activity in December as well as one-off initial security deposits to establish new strategic relationships with leading APAC airlines
- Solid cash position with ~\$2.3 million in cash and cash equivalents, as at 31 December 2021

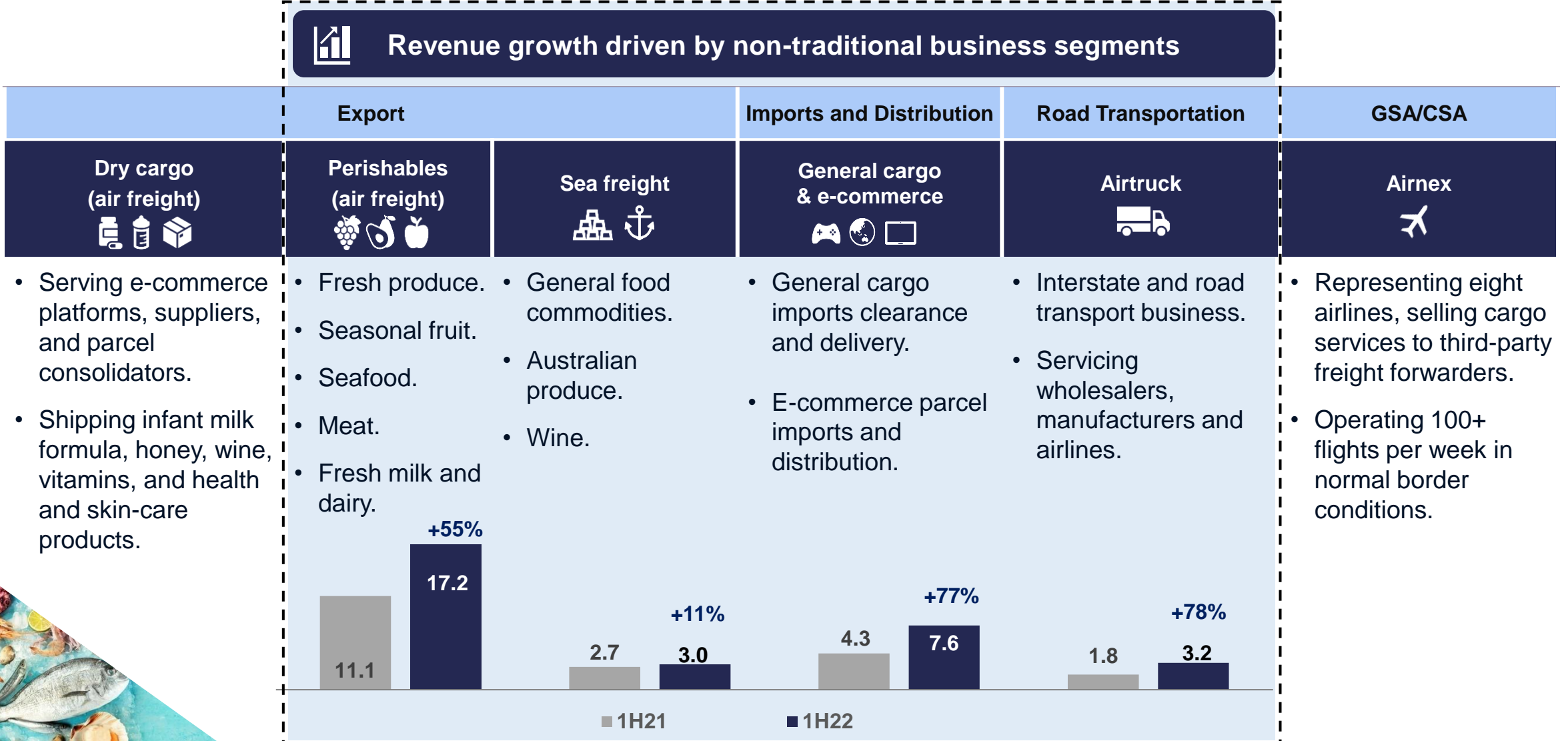
Investing activities

- Net \$0.9 million in investing activities included warehouse and transportation upgrades and an investment in a term deposit to facilitate issuance of bank guarantees to a new strategic airline partner

Financing activities

- Cash resources (\$9.9 million balance carried from 2H21) were also used to meet debt obligations, with \$2.4 million net reduction in loans and borrowings and a payment of \$2.6 million to financing and lease liabilities
- Maintained access to \$5.0 million drawing facility - as at 31 December 2021, \$2.6 million have been drawn, with \$2.4 million available for future funding requirements

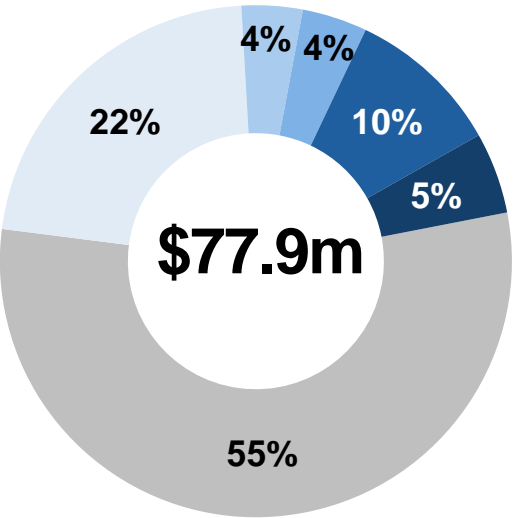
An integrated freight and logistics operator with diversified income streams



A diversified business across segments, customers and geographies

45%

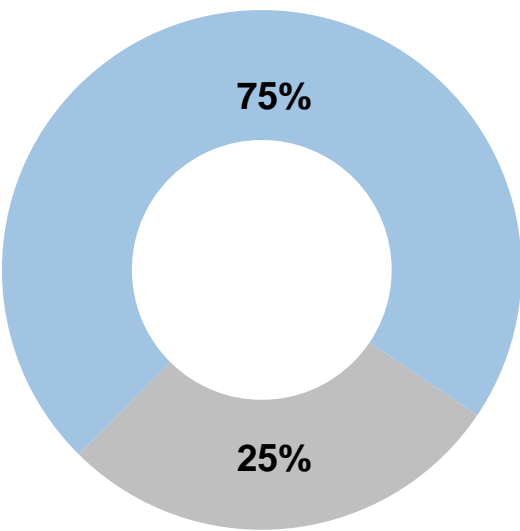
Revenue contribution from non-traditional business segments, up from 35% in 1H21



- Dry Air Freight
- Sea Freight
- Import and Distribution
- Perishables
- Road Transportaion
- Other

25%

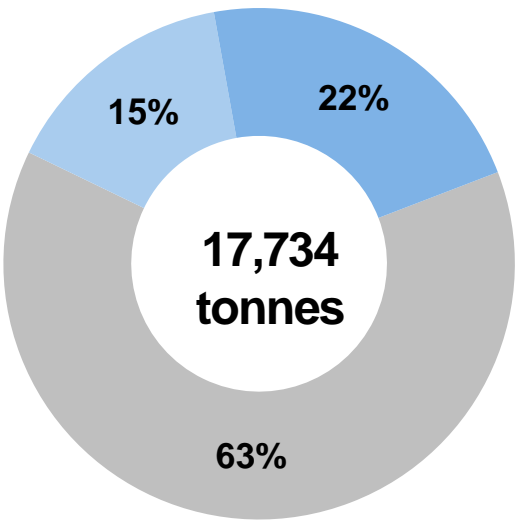
Revenue share from the Company's top five customers, reflecting minimal concentration risk



Diversified
customer base across economic sectors and essential industries, including global airlines, distributors, parcel express companies, importers and exporters.

~37%

Share of perishables and imports freight volume with fast growing Asian and global markets outside of China



- China
- Southeast Asia
- Other Asia-Pacific and Global



Disciplined progress on strategic business initiatives

1H22 achievements

Strategic milestones

- Completed the acquisition of TAF e-Logistics in August 2021 and successfully integrated the business and operations into the Group
- Acquired a new IATA license for Wiseway's Shanghai subsidiary

Team growth

- Build-out of Wiseway US's local team infrastructure with 3 additional members recruited in air freight and operations
- Added 7 members to the imports and distribution team in Australia, selected from specialized professional backgrounds

Business initiatives

- Continued improving the efficiency of “**WiseOps**” and “**ePlink**”, receiving very positive feedback from customers and partners, and delivering immediate cost savings
- Set up a specialised HR function, including an HR manager, and other two staff members to cater to the administrative needs of Wiseway's growing team
- Appointed a full-time COVID Safety Officer, leading the health monitoring function, and tracking progress on vaccinations and boosters



Acquisition of TAF E-Logistics (TAF)



Strategic acquisition of TAF

TAF *e-Logistics (Asia) Pte Ltd*



IATA-licensed air freight 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 metrics¹

\$1.7m

Annual revenue
for FY20

\$1.1m

Net assets
As at 30 June 2020

Positive

Operating margin

Transaction overview

\$1.1m

Cash consideration²

+

400,000

Fully paid ordinary shares
in Wiseway

¹ Based on the Company's unaudited statements for the respective periods.

² Based on an Exchange rate of SGD:AUD 1.00:1.00 as of 5 August 2021.

Acquisition of TAF – strategic presence in the heart of Southeast Asia's logistics hub



Singapore – A strategic cargo hub in Southeast Asia

#1 Australia's inbound and outbound air freight trade destination¹

18% of Australia's total airfreight traffic activity¹

3m tonnes annual airport capacity, expected to **double** by 2030

US \$62b²
Southeast Asia's e-commerce industry size, expected to **double** in by 2026

US \$55b³
Freight forwarding industry size in the region by 2025

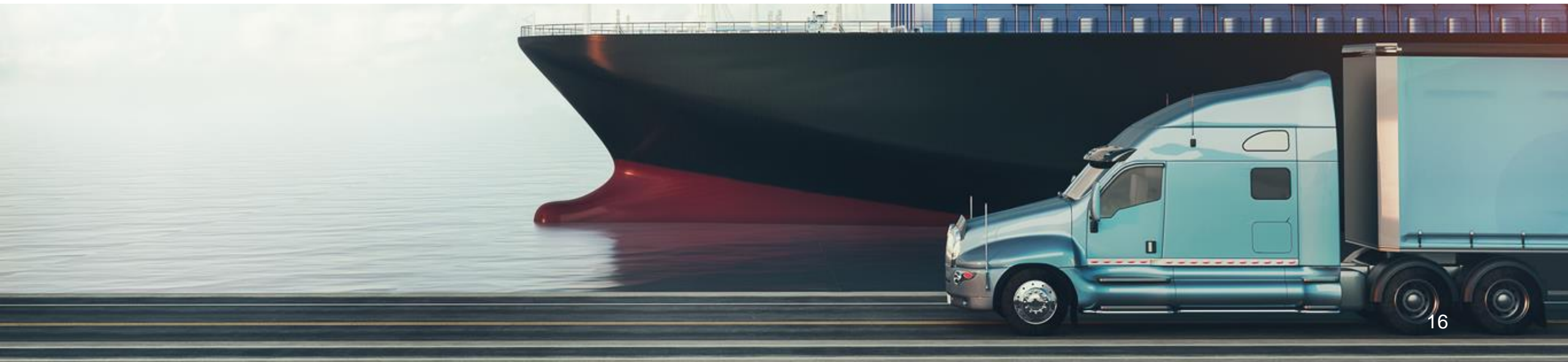
¹ Bureau of the Infrastructure, Transport, and Research Economics, 2020 Report.

² Statista Research, 2020.

³ Insight Partners: Third Party Logistics Market to 2025 Report.



Business overview



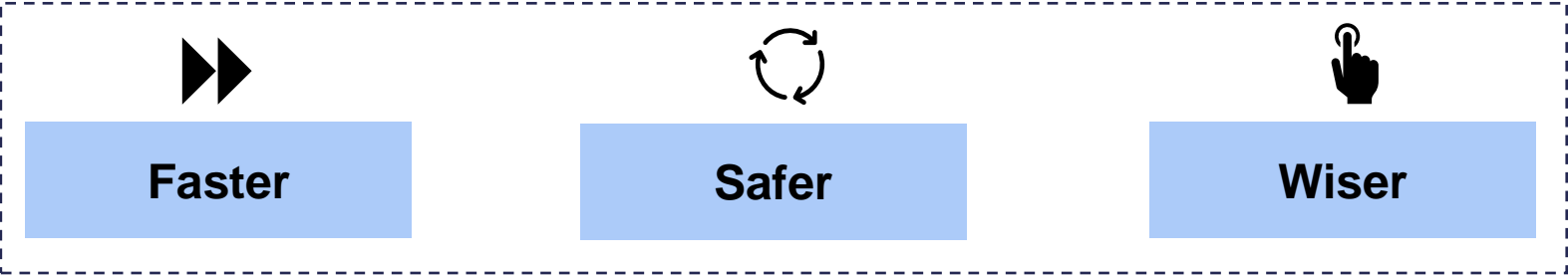
Robust growth journey with significant milestones





Vision and values

WISEWAY



Innovation

Deploy the latest industry innovations and internal proprietary technologies that optimise operations and enhance customer offerings and experience.

Safety

Provide a safe working environment that safeguards the physical and mental wellbeing of employees.



Integrity

Offer the highest levels of transparency in delivering logistics services stemming from a deep understanding of customer needs.

Reliability

Ensure sustainable and resilient operations providing customers with peace of mind.



Agile and globally scalable business model

Global network and footprint

- ✓ Established presence across six continents with in-country presence in New Zealand, China, Singapore and the US.
- ✓ Serving large suppliers, distributors and parcel express companies requiring cross-border and multi-city services.
- ✓ Opportunities for revenue and cost synergies across a global network of partners and shipping destinations.

Leading market position

- ✓ Established market position with high barriers to entry.
- ✓ #1 Australia-Asia air freight forwarder.
- ✓ Top three air freight forwarders Australia-worldwide.
- ✓ Industry-wide licenses, accreditations, and security clearances to operate at various ports of entry (IATA, RACA, AQIS, and customs).

Lean operating model

- ✓ Agile and flexible operating model based on a strategic portfolio of owned and leased assets.
- ✓ Optimised utilisation of warehousing facilities, transportation fleet and other strategic resources, with a reliable access to outsourcing arrangements.

Integrated service offering

- ✓ Diversified income streams providing downside protection when individual segments or sectors are impacted.
- ✓ Continuously winning new customers seeking a one-stop shop for their integrated logistics requirements.

Strategic partnerships in an industry built on relationships and connecting people



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.

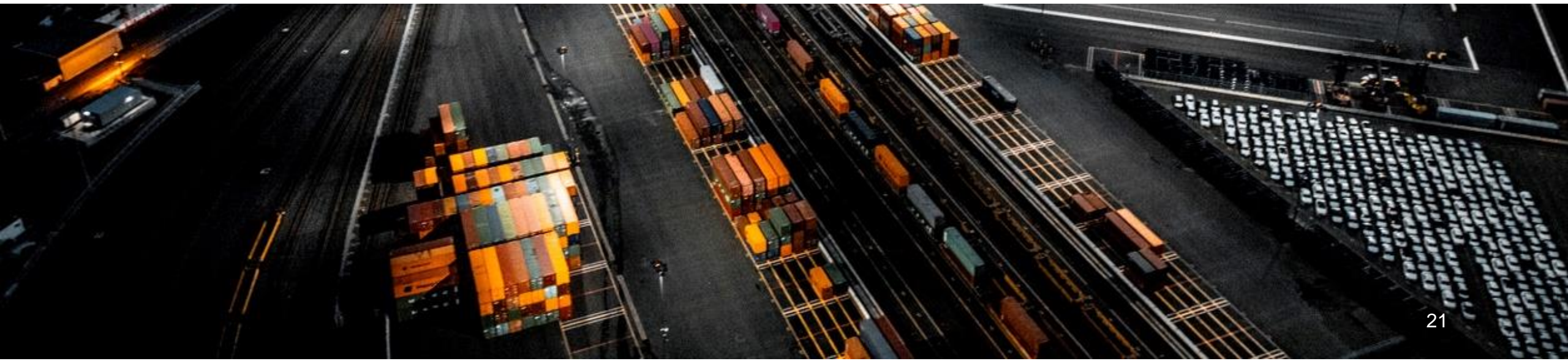


Strategic industry partnerships

- ✓ 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.



Strategy and outlook



A focused global growth strategy with disciplined execution



Diversify

- Continue to expand product offerings beyond the traditional dry cargo air freight business, with a focus on perishables and imports and distribution as key growth areas.
- Use diversified product offerings to acquire and retain new customers seeking integrated logistics solutions.



Integrate

- Provide logistics solutions through a lean, integrated and tech-enabled platform.
- Bring together strategically located warehousing facilities, a modern transportation fleet, global team capabilities and established industry partnerships.
- Investment in internal proprietary technologies and digital processes that optimise operations and enhance customers' experiences.



Expand

- Build on expansion momentum in Los Angeles and Singapore as a stepping stone into new markets in the US and Asia Pacific.
- Develop opportunities for revenue synergies and partnerships across the Group's growing global network
- Extend Wiseway's capabilities, resources and expertise to the Company's global operations.





Expanding global addressable market led by the US and Asia Pacific regions

US\$145b

Market size of US freight forwarding market¹

11%

Annual growth in global air freight traffic activity over 2020-2025 period²

57%

Asia Pacific's share of global e-commerce logistics growth over 2020-2025³



WISEWAY
US branch

Wiseway's established US presence

- ✓ Launched in-country operations in June 2021 in Los Angeles, Australia's second largest air freight destination.
- ✓ On-ground team of three staff.
- ✓ Future plans to strategically expand into other cargo hubs, including Chicago and New York.



¹ IBISWorld Freight Forwarding Brokerages & Agencies in the US – 2021.

² Transport Intelligence Regional Freight Forwarding Recovery Tracker 2021.

³ McKinsey's "Asia: The Highway of value for global logistics", 2021 Article.

Uniquely positioned to benefit from emerging industry trends



Expanding international trade industry with new free trade agreements, and logistics companies becoming increasingly globalised.



Scale investment in global logistics infrastructure (e.g. the Belt and Road Initiative) to meet growing demand and facilitate the industry's operations.



Growing impact of strategic partners like e-commerce platforms and e-tailing ecosystems with a large tech-savvy customer base.



Increasing industry digitalisation with Internet of Things, cloud-based solutions, and warehouse automation giving tech-enabled logistics operators a competitive advantage.



Widening supply-demand gap in last-mile delivery, presenting expanded growth opportunities for road transportation and affiliated support services.



Customers' growing preference for better connectivity, enhanced transparency, and a more holistic digital experience.



Evolving customer journey with people increasingly looking for multi-channel services and end-to-end integrated logistics solutions.



Continuous supply chain disruptions and fuel price surges, giving an edge to flexible business models built on "*elastic logistics*" and quick response to crisis events

Clear focus on future priorities in the business

2H22 Priorities

Strategic

- Set up a new Wiseway branch in Chicago including an office, customs-bonded warehousing space, quarantine facility and on-ground operations team
- Identify the next locations for future growth within Asia Pacific and North America

Team growth

- Complete the recruitment for the key roles within the key HR and Finance functions to support the Group's larger scale and projected growth
- Recruit 2 additional key members to the Singapore team

Business Initiatives

- Continue pursuing internal innovations that ensure the agility of Wiseway's business model and provide a more transparent and reliable service to customers
- Maintain a safe workplace environment and support the team's physical and mental well-being



Summary and outlook

Summary

- ▶ Strong revenue growth, driven by non-traditional segments, demonstrates value of strategic investment in diversification, integrated operations, and global expansion opportunities
- ▶ Strategic utilisation of cash resources to grow working capital, in line with business needs, and maintain a healthy balance sheet
- ▶ Seamless and high quality services to customers, supported with recruitment and upskilling of the Group's talent, and cemented strategic industry partnerships
- ▶ Lean business providing flexibility to weather global supply chain disruptions and uncertainties

Outlook

- ▶ Organic growth momentum and a robust plan to expand presence in regions with the highest growth potential, namely US and Asia Pacific
- ▶ Confidence in ability to navigate supply chain disruptions from geopolitical tensions (Ukraine-Russia conflict, China-Australia relations etc.), or new COVID-19 variants, through a global network of established branches, teams, and support partners
- ▶ Enhanced industry relationships and stellar reputation maintain customer trust in Wiseway as an agile, reliable and integrated solutions provider for their logistics needs
- ▶ Strong commitment to providing ongoing support to customers and ensuring the safety and wellbeing of employees



Questions





Appendix



Profit and Loss Statement

Profit and loss (\$m unless stated otherwise)	1H22	1H21	Change %
Revenue	77.9	69.7	11.8%
Direct expenses	(59.2)	(51.5)	15%
Gross profit	18.6	18.1	2.8%
<i>Gross profit margin</i>	23.9%	26.0%	-2.1 pts
Other Income	-	0.1	-95%
Operating expenses:			
Employment costs	(10.7)	(9.4)	14.1%
Occupancy costs	(0.7)	(0.5)	52.4%
Administration and other expenses	(1.4)	(1.8)	-23.7%
Total operating expenses	(12.8)	(11.7)	9.7%
EBITDA	5.8	6.5	-9.8%
<i>EBITDA margin</i>	7.5%	9.3%	-1.8 pts
Depreciation	(2.7)	(2.6)	3.6%
EBIT	3.1	3.9	-19%
Finance costs	(0.6)	(0.7)	-14.7%
Income tax expense	(0.7)	0.3	-224.7%
NPAT	1.8	3.4	-49.1%

ppts = percentage points

- Slim reduction of 2.1 ppts in gross margin, a result of more competitive pricing to secure new customers and establish strong foothold in new global markets
- Employment costs increased by 14.1% due to expanding the teams in the perishables and imports and distribution divisions, and the on-ground team in China
- Occupancy costs were also higher with more offices launched and operated during the period
- The above cost increases were partially offset with lower administration expenses.
- Total finance costs were down 14.7% as a result of the lower average balance of the Company's outstanding debt.

Balance sheet

Financial position (\$m unless stated otherwise)	31 Dec 2021	30 Jun 2021	Change %
Current assets:			
Cash and cash equivalents	2.3	9.9	-77.2%
Trade and other receivables	13.7	6.7	102.9%
Inventories	0.1	0.1	-
Other assets	4.3	4.2	0.5%
Total current assets	20.3	21.0	-3.3%
Non-current assets:			
Financial assets	4.8	0.5	964%
Property, plant and equipment	38.8	40.8	-5.1%
Deferred tax assets	1.3	1.3	5.6%
Total non-current assets	44.9	42.6	5.5%
Total assets	65.2	63.6	2.6%
Liabilities:			
Trade and other payables	9.5	7.4	27.6%
Loans and borrowings	6.2	9.2	-33%
Employee benefits	1.4	1.3	8.9%
Provisions	0.1	0.1	-
Current tax liabilities	1.5	0.7	130.3%
Total current liabilities	18.7	18.7	-
Non-current liabilities:			
Loans and borrowings	18.8	19.2	-1.9%
Employee benefits	0.2	0.2	11.4%
Total non-current liabilities	19.1	19.4	-1.8%
Total Liabilities	37.8	38.1	-0.9%
Total Equity	27.5	25.5	7.8%
Total Liabilities and Equity	65.2	63.6	2.6%

Statement of cash flow

(\$m unless stated otherwise)	1H22	1H21	Change %
Cash Receipts from Customers	78.7	69.2	13.7%
Cash paid to suppliers and employees	(79.9)	(61.0)	31%
Net Interest Paid	<u>(0.6)</u>	<u>(0.7)</u>	<u>-14.7%</u>
Net cash from operating activities	(1.8)	7.5	-123.4%
Acquisition of property, plant and equipment	(0.2)	(1.5)	-88.6%
Payment for purchase of business, net of cash acquired	(0.1)	-	-100%
Payment for term deposits	<u>(0.7)</u>	<u>-</u>	<u>-100%</u>
Net cash from investing activities	(0.9)	(1.5)	-37.7%
Proceeds from loans and borrowings	2.6	5.0	-47.6%
Repayment of loans and borrowings	(5.0)	(5.0)	-
Payment of finance lease liabilities	(1.3)	(1.6)	-17.0%
Payment of lease liabilities	(1.3)	(0.8)	59.9%
Net cash used for financing activities	(5.0)	(2.4)	106.5%
Net increase/(decrease) in cash	(7.7)	3.6	-311.7%
Cash at the beginning of the period	9.9	8.6	15.4%
Effects of movement in exchange rates	-	0.2	-100%
Cash at the end of the period	2.3	12.4	-81.8%

Note: In the table, cash refers to cash and cash equivalents.

Disclaimer

This presentation contains summary information about Wiseway Group Limited (WiseWay) and its subsidiaries and their activities. The information in this presentation does not purport to be complete. It should be read in conjunction with WiseWay's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at www.asx.com.au.

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