

# Wiseway Group (ASX: WWG) FY2024 Presentation

30 August 2024





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## FY24 results overview



## Wiseway has delivered top-line growth and margin expansion in FY24

### Key financial metrics

**\$112.3 million (+5.4%) ↑**

Group Revenue

**\$8.2 million (+121%) ↑**

EBITDA

**7.3% (+380 bps) ↑**

EBITDA Margin

**\$0.6M (+\$3.8 million) ↑**

Net Profit Before Tax

**12 cents**

Net Tangible Assets per Security

**\$8.3 million**

Cash and Cash Equivalents

### Operational highlights



Australia and New Zealand (ANZ) streamlined into a single management structure; expected to yield both revenue and operational synergies



Continued to manage operating costs through right sizing non-core support office functions, outsourcing in selected areas, and furthering process efficiencies



Import eCommerce investments are yielding results, with improvements to customer service, processing times and compliance



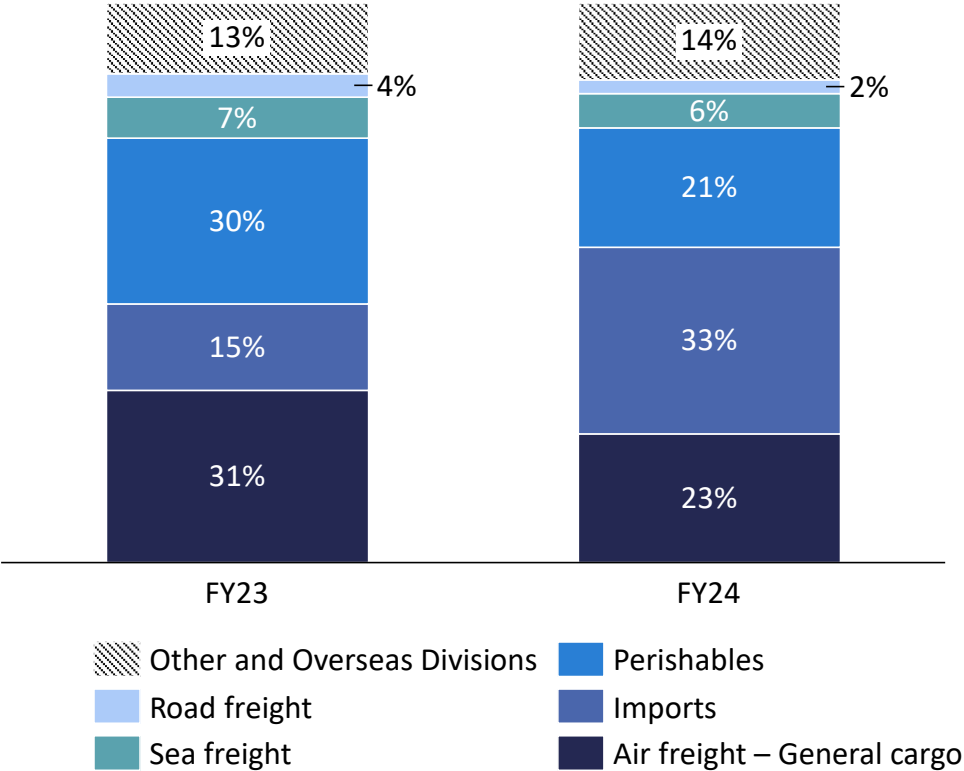
Wiseway's Perishables proposition is continuing to win in the market, with new clients onboarded in softer market conditions



KWT International has been successfully integrated into Wiseway Group; combined US entity appears on track to win additional contracts and clients

# Imports division has been driving overall growth for Wiseway

% Revenue split by division



\$ Revenue split by division

| \$'000                      | FY2023         | FY2024         |
|-----------------------------|----------------|----------------|
| Air freight – General cargo | 32,801         | 25,867         |
| Perishables                 | 31,569         | 23,957         |
| Sea freight                 | 7,810          | 6,898          |
| Road freight                | 4,432          | 2,739          |
| Imports                     | 16,493         | 37,442         |
| Overseas divisions          | 12,342         | 14,188         |
| Others                      | 1,105          | 1,171          |
| <b>Total</b>                | <b>106,552</b> | <b>112,262</b> |

## Australia and New Zealand continue to perform, and overseas locations have a clear pathway to delivering financial results

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### Revenue by location

| \$'000                    | FY2023         | FY2024         |
|---------------------------|----------------|----------------|
| Australia and New Zealand | 99,161         | 106,614        |
| China                     | 3,617          | 1,691          |
| Singapore                 | 2,085          | 1,778          |
| USA                       | 1,689          | 2,179          |
| <b>Total</b>              | <b>106,552</b> | <b>112,262</b> |

### EBITDA by location

| \$'000                    | FY2023       | FY2024       |
|---------------------------|--------------|--------------|
| Australia and New Zealand | 5,466        | 8,637        |
| China                     | (1,506)      | (124)        |
| Singapore                 | 201          | 87           |
| USA                       | (470)        | (433)        |
| <b>Total</b>              | <b>3,691</b> | <b>8,167</b> |

### Commentary:

#### Australia and New Zealand

- Australia and New Zealand has been combined into a single region which is expected to deliver both cost and revenue synergies

#### China.

- China restructured into primarily an operations and support office
- China based sales are driven through international divisions
- China supports operations of other regions

#### USA

- USA transformed through acquisition of KWT International
- Focus will be on inbound freight from Australia and China

#### Singapore

- Singapore continues to be stable and profitable

## Balance sheet | Financially stable with a healthy balance sheet

| Balance sheet                           | FY2024<br>\$m | FY2023<br>\$m | Change %    |
|---|---------------|---------------|-------------|
| Cash and cash equivalents               | 8.3           | 9.1           | -9%         |
| Trade and other receivables             | 14.5          | 9.1           | 59%         |
| Other current assets                    | 2.6           | 2.2           | 18%         |
| <b>Total current assets</b>             | <b>25.4</b>   | <b>20.4</b>   | <b>25%</b>  |
| Right of Use Asset                      | 14.4          | 18.9          | -24%        |
| Fixed & non-current assets              | 24.1          | 23.0          | 5%          |
| <b>Total assets</b>                     | <b>63.9</b>   | <b>62.3</b>   | <b>3%</b>   |
| Trade and other liabilities             | 13.1          | 6.8           | 93%         |
| Loans and debt financing                | 10.2          | 3.2           | 219%        |
| Lease and others                        | 4.3           | 3.8           | 13%         |
| <b>Total current liabilities</b>        | <b>27.6</b>   | <b>13.8</b>   | <b>100%</b> |
| Loans and borrowings                    | 4.0           | 12.1          | -67%        |
| Lease and other non current liabilities | 13.3          | 17.8          | -25%        |
| <b>Total Liabilities</b>                | <b>44.9</b>   | <b>43.7</b>   | <b>3%</b>   |
| <b>Net assets</b>                       | <b>19.0</b>   | <b>18.6</b>   | <b>2%</b>   |

### Commentary:

- Healthy balance sheet, with **\$8.3 million** Cash and Cash Equivalents to support strategic opportunities
- Increase in trade receivables and payables reflective of **increased business activity**
- Focus on **improving long term capital structure** of Group through better asset utilization as well as debt reduction.
- **Continuous resource planning**, ensuring ability to meet future obligations
- Subsequent to FY2024 year end, successfully extended commercial loan facility of \$8.3m (classified as current) to now mature end of June 2026 ensuring longer term stability and position for future interest rate reductions

Note: Numbers have been rounded.



An aerial photograph of a busy port. In the foreground, a white commercial airplane is flying over the dark green water. To the left, a large cargo ship is docked at a pier, with its deck covered in colorful shipping containers. Further back, another large cargo ship is docked, and the pier is filled with stacks of containers and various port equipment. The background shows industrial buildings and more stacks of containers. The text "Business overview" is overlaid in white on the right side of the image.







# Business overview



# Overview of Wiseway



## Our core business segments

| 1   | 2   | 3   | 4  | 5  | 6   |
|---|---|---|--|--|---|
| Air Freight Exports   | Sea Freight Exports   | Perishables   | Imports  | Road & Warehousing   | Overseas  |
|    |    |    |   |   |    |
| <ul style="list-style-type: none"> <li>Serving e-commerce platforms, suppliers, and parcel consolidators.</li> <li>Shipping infant milk formula, honey, wine, vitamins, and health and skin-care products.</li> </ul> | <ul style="list-style-type: none"> <li>General food commodities.</li> <li>Australian produce.</li> <li>Food stuffs.</li> <li>Wine.</li> </ul> | <ul style="list-style-type: none"> <li>Fresh produce.</li> <li>Seasonal fruit.</li> <li>Seafood.</li> <li>Meat.</li> <li>Fresh milk and dairy.</li> </ul> | <ul style="list-style-type: none"> <li>General cargo imports clearance and delivery.</li> <li>E-commerce parcel imports and distribution.</li> </ul> | <ul style="list-style-type: none"> <li>Interstate and road transport business.</li> <li>Servicing wholesalers, manufacturers and airlines.</li> <li>3PL warehousing (&gt;50,000 SQM).</li> </ul> | <ul style="list-style-type: none"> <li>China (Guangzhou and Shanghai)</li> <li>United States (Los Angeles and New York)</li> <li>New Zealand (Auckland)</li> <li>Singapore</li> </ul> |



## Strategic partnerships in industry built on relationships

### 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

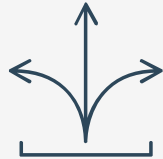


- Long-standing GSA and CSA relationships with major international airlines across the Asia Pacific region and globally.
- Well-established business relationships with local road transportation partners across Wiseway's global locations.





## Wiseway Group acquires KWT International Inc.



### Overview of KWT

- KWT is based in Los Angeles and has exports / imports freight forwarding, 3PL warehouse, inbound customs clearance, and last mile delivery service
- The KWT team has 10 staff, operating 2 warehouses located in Los Angeles and New York



### Rationale

- Established bases in two of the largest hubs in the United States
- Increase Wiseway's network and ability to serve in a new region
- Talent expansion with experienced management team of KWT



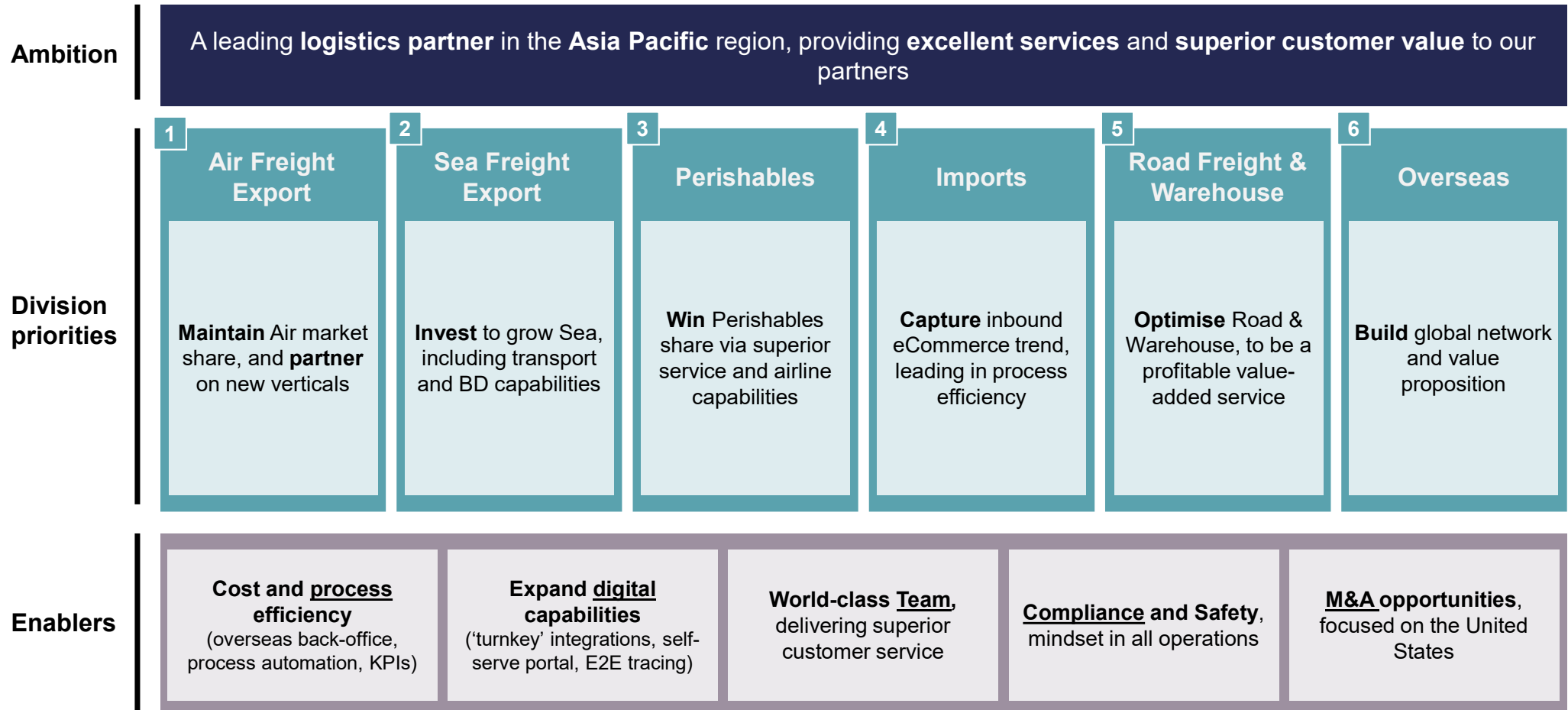
### Progress to date

- Successful integration into Wiseway Group
- On-track to win additional contracts and clients
- Leveraging synergies to enhance operational capabilities, such as in Imports eCommerce

# Outlook and priorities



# Wiseway will continue to execute against strategic priorities announced last year







## Outlook

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- ▶ Overall, Wiseway expects **continued growth** as it expands further into eCommerce in Australia, New Zealand and United States
- ▶ In Australia and New Zealand, **Imports will continue to lead growth**; Wiseway will further invest in compliance, processes, technology and people in these areas
- ▶ Air Freight, Perishables and Sea Freight divisions to experience **moderated growth** due to subdued growth in the Australia to China export market
- ▶ In the United States, **WiseWay will be looking towards** converting its China and Australia based clients to its USA services, focusing on capturing China based eCommerce clients

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