

Wiseway Group (ASX: WWG) 1H26 Presentation

25 February 2026



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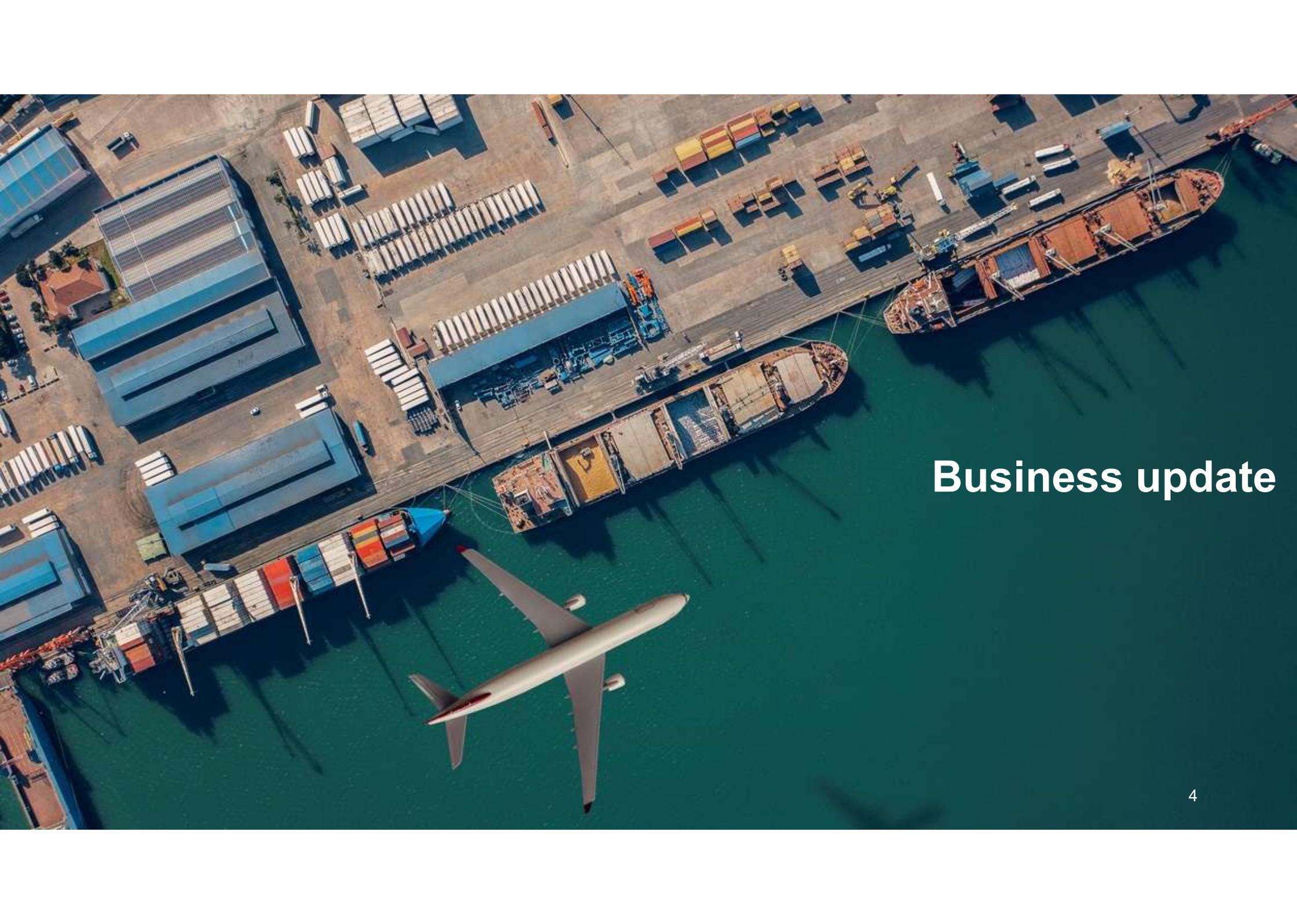
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1H26 Results | Key takeaways

- 1** Group Revenue for 1H26 has increased by 20% to \$100.3 million
- 2** Group EBITDA for 1H26 has increased by 21% to \$7.2 million and Net Profit Before Tax has increased by 78% to \$2.8 million
- 3** Wiseway has delivered six successive half-year periods of strong profitability financial performance
- 4** Wiseway has re-organised into two major 'go-to-market' pillars Wiseway Global Forwarding (WGF) and Wiseway eCommerce Solutions (WES) which are both growing at 15-20%+ (1H26 vs. 1H25)
- 5** Overseas divisions are also growing by 23%+ predominantly driven by an eCommerce customer base



Business update

Wiseway has re-organised into two major pillars with clear opportunities



Wiseway Global Forwarding (WGF)

Key Services



Business Model

- Asset-light business model
- Use of bulk purchasing carrier rates to win international freight between origin and destination

Size

- **Approx. 46% of revenue in Australia¹**



Wiseway eCommerce Solutions (WES)



- High volume and throughput business model
- More technology-intensive than forwarding

- **Approx. 54% of revenue in Australia¹**

¹ Overseas division revenue is split between WGF and WES; currently not allocated for reporting purposes in 1H26

WGF | End-to-end service offerings across Asia Pacific and the US



Air Freight Export

Wiseway manages end-to-end international air freight solutions for time-sensitive cargo



Sea Freight Export

FCL and LCL export services to support Australian products going global via Sea Freight



Air and Sea Imports

Air and sea freight inbound, customs clearance, and delivery from port to final delivery destination



Perishables and Cold Chain

Temperature-controlled logistics and cold chain management for time-sensitive and perishable cargo.



Road Transport (interstate & local)

Linehaul and local transport solutions supported by our reliable fleet network and proprietary technology

WES | Wiseway eCommerce covers across all client requirements in the market



International 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



Fulfillment 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 and LAX



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

Business Overview | Wiseway's presence continues to expand





1H26 results overview



1H26 | Financial and operational highlights

1H26 key financial metrics

\$100.3 million (+20%)

Group Revenue

\$7.2 million (+21%)

EBITDA

\$2.8 million (+78%)

Net Profit Before Tax

17 cents (+29%)

Net Tangible Assets per Share

\$14.4 million

Cash and Cash Equivalents

0.6 cents (+50%)

Fully Franked Interim Dividend per Share Proposed

Operational highlights (compared with 1H25)



Wiseway has continued to prioritise its imports division, driving strong eCommerce growth and scale expansion globally



Strong cost discipline, outsourcing initiatives and operational streamlining enabled the Group to scale revenue significantly while maintaining EBITDA margins



Export Air General Cargo faced softer Asian demand, but this was offset by stronger perishables, imports and diversified overseas revenue growth



US Sales has started to generate new account wins in 1H2026, expanding US imports and trucking capabilities



Greater investment in technology and tracking capabilities to support key accounts with enhanced end-to-end supply chain visibility

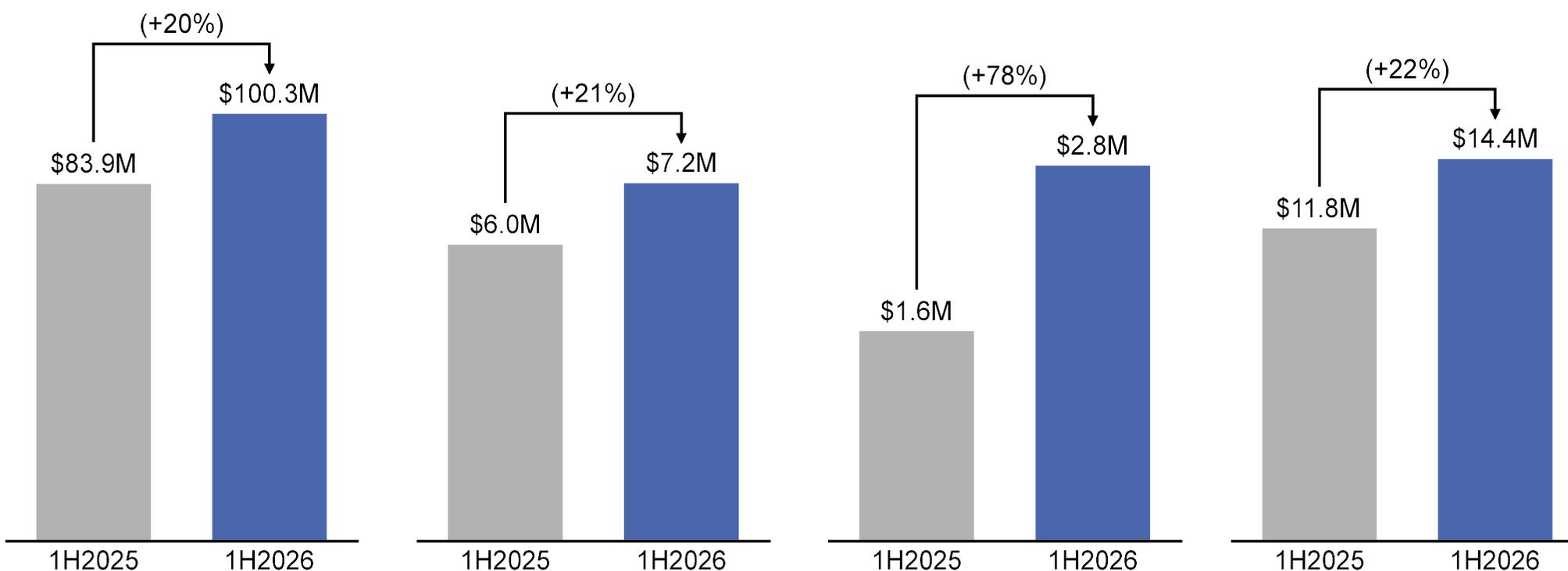
1H26 | Wiseway has delivered significant results across all metrics

Revenue

EBITDA

Profit before tax

Cash



1H26 | Continued strong revenue and profitability growth

Profit or loss	31 Dec 2025 (\$M)	31 Dec 2024 (\$M)	Change (%)
Revenue	100.3	83.9	20%
Direct transport and logistics expenses	(72.8)	(59.7)	22%
Employee benefit expenses	(15.3)	(14.3)	7%
Admin, outgoing & other expense	(4.8)	(3.8)	24%
Depreciation	(3.5)	(3.3)	6%
Share-based payment expense	(0.1)	(0.1)	122%
Operating profit	3.8	2.7	39%
Finance costs	(1)	(1.1)	-17%
Profit before tax	2.8	1.6	78%
Income tax expense	(0.6)	(0.3)	110%
Profit for the period	2.2	1.3	71%
Earnings per share (cents per share)			
Basic	1.23	0.59	109%
Diluted	1.23	0.59	109%

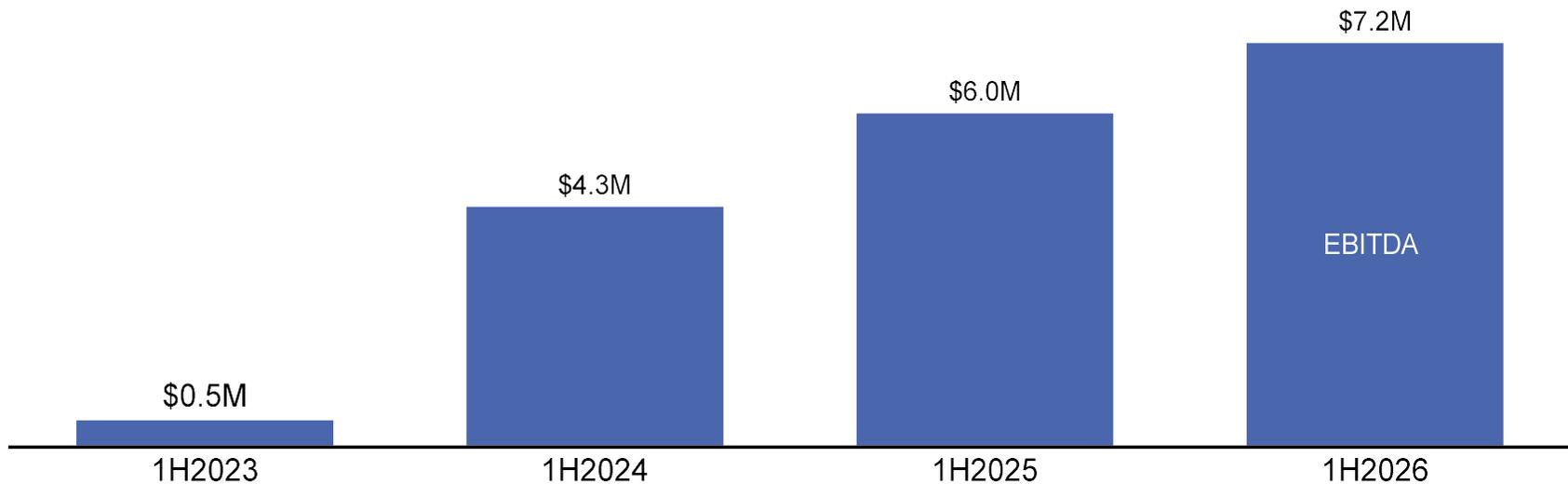
Commentary:

- **Disciplined revenue growth**, where growth has not come at the cost of weaker margins
- **Direct and employee cost**, combined growth of 19% vs revenue growth of 20% indicating cost discipline and streamlining outcomes
- **Admin cost** increase on software spend and rental outgoings to scale eCommerce growth.
- **Financing costs** lower on improved financing terms
- **Sharp Profit and EPS growth** as incremental revenue translates to largely maintained gross margins with lower operating costs growth

Note: Numbers have been rounded. For % Change, this has been calculated on pre rounding for accuracy

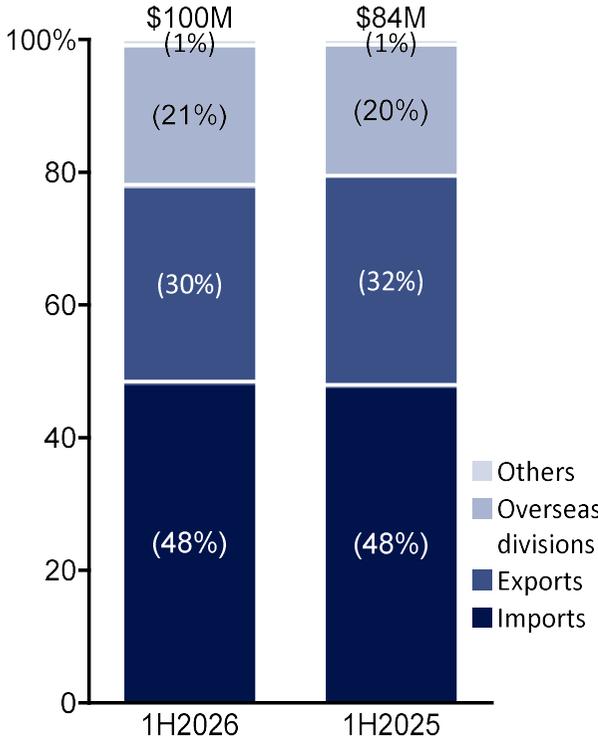
1H26 | Wiseway has delivered significant growth in EBITDA over the past 3 years

Wiseway Group EBITDA and growth (1H2023 – 1H2026)

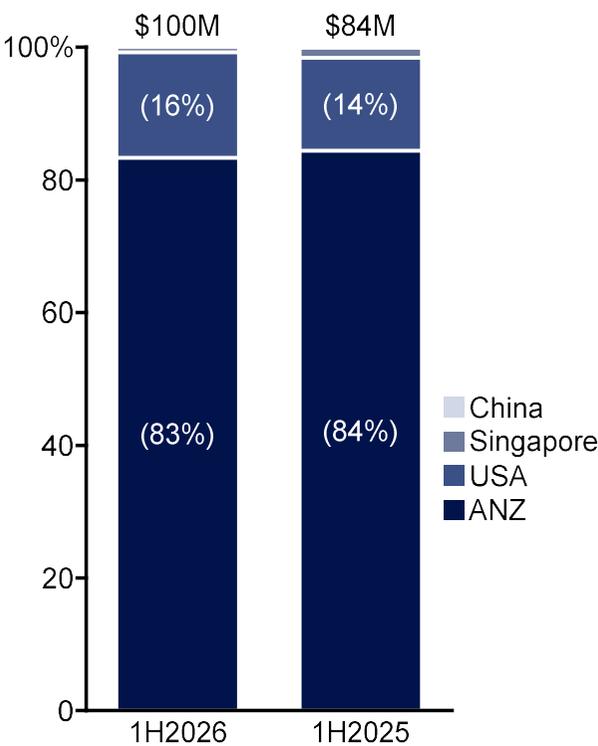


1H26 | Wiseway's Inbound Imports and USA strategy is driving growth

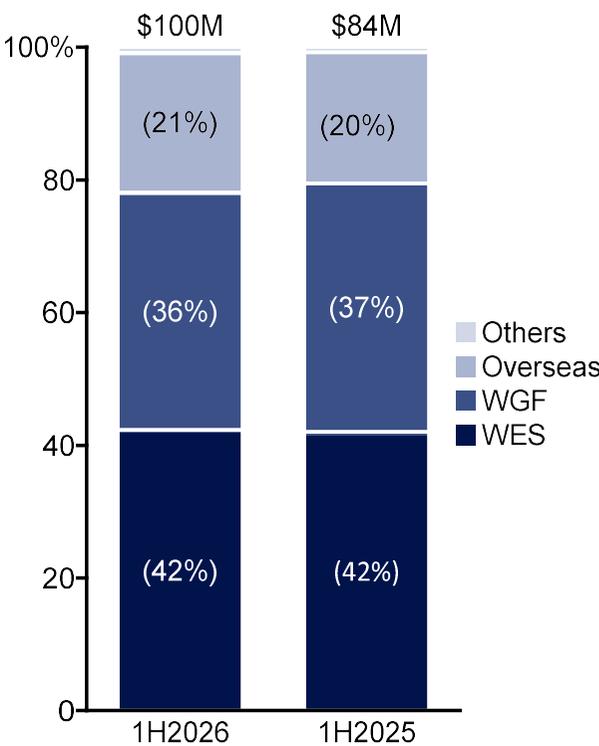
% Revenue split by division



\$ Revenue split by geography



\$ Revenue split by new segments



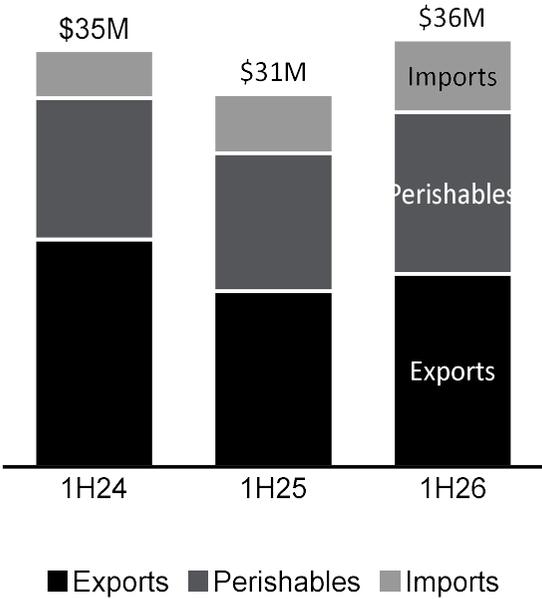
1H26 | Within Australia, eCommerce has driven considerable growth

Wiseway Global Forwarding (WGF)

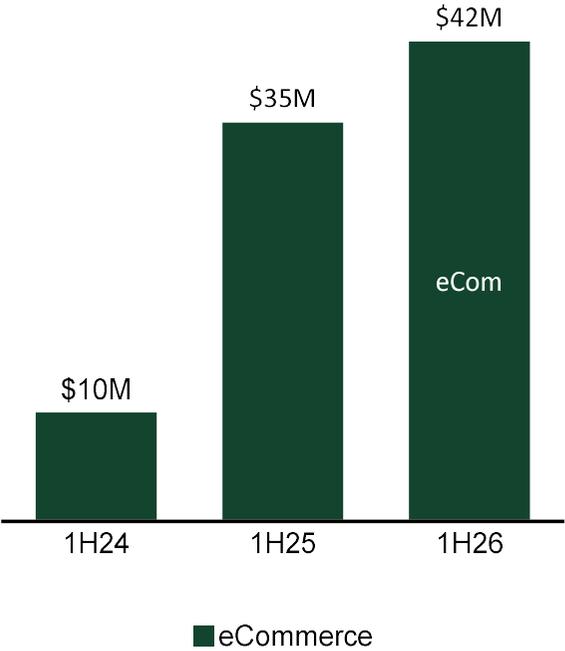
Wiseway eCommerce Solutions (WES)

Overseas divisions

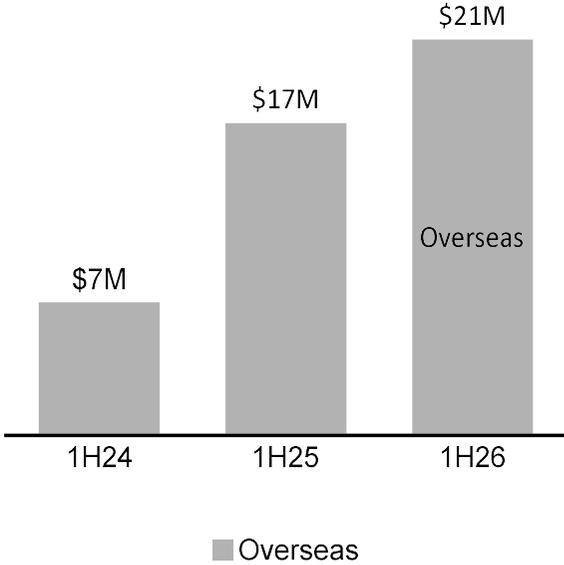
Wiseway Australia Revenue for WGF (1H24 – 1H26)



Wiseway Australia Revenue for WES (1H24 – 1H26)



Wiseway Overseas Revenue (1H24 – 1H26)



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

1H26 | Financially stable with a healthy balance sheet

Balance sheet	31 Dec 2025 (\$M)	30 June 2025 (\$M)	Change (%)
Cash and cash equivalents	14.4	14.5	-1%
Trade and other receivables	29.2	29.5	-1%
Other current assets	4.3	2.3	87%
Total current assets	47.9	46.3	3%
Fixed & non-current assets	41.7	42.8	-3%
Total assets	89.6	89.1	1%
Trade and other payables	23.8	26.1	-9%
Other current liabilities	9.0	7.5	20%
Current debt	1.9	1.8	6%
Total current liabilities	34.7	35.4	-2%
Loans and borrowings	14.8	14.1	5%
Other non-current liabilities	15.3	15.8	-3%
Total Liabilities	64.8	65.3	-1%
Net assets	24.8	23.8	4%

Commentary:

- **Healthy balance sheet**, with **14.4 million** in Cash and cash equivalents to support strategic opportunities
- Future focus is on **improving long term capital structure** of Group through continued asset utilisation and debt reduction
- **Ongoing resource planning will be taken** to ensure Wiseway can meet any future obligations

Note: Numbers have been rounded.

1H26 | Strong cashflow profile even on back of dividend and tax payments

Cashflow	31 Dec 2025 (\$M)	31 Dec 2024 (\$M)	Key Change (%)
Cash flows from operating activities			
Cash receipts from customers	103	73.4	40%
Cash paid to suppliers and employees	(98.2)	(69.6)	41%
Cash generated from operating activities	4.8	3.8	25%
Interest paid	(0.9)	(1.1)	
Interest received	0.1	0.1	
Income taxes paid	(1.5)	-	30540%
Net cash from operating activities	2.5	2.8	(9)%
Net cash used in investing activities	(0.2)	(0.6)	(61)%
Cashflow from financing activities			
Proceeds from loan and borrowings	2	3.7	(48)%
Dividends paid	(1)	-	
Share options exercise	0.2	-	
Acquisition of subsidiary with NCI	-	0.1	
Repayment of loan and borrowings	(1.2)	(1.2)	(3)%
Payment of lease liabilities	(2.3)	(1.5)	
Net cash (used in)/ from financing activities	(2.3)	1.1	(310)%
Net increase in cash and cash equivalents	-	3.3	
Beginning cash and cash equivalents	14.5	8.3	
Effects of movement in exchange rates	(0.1)	0.2	
Cash and cash equivalents at end of period	14.4	11.8	22%

Note: Numbers have been rounded. For % Change, this has been calculated on pre rounding for accuracy

Commentary:

- **Improved cash generation from operating activities**, up 25% on the back of strong revenue and disciplined cost management
- **Tax paid of \$1.5m** on both FY25 profits and advance tax for FY26.
- **Dividend of \$1m** relating to FY25 paid in October
- **Asset purchases** funded via borrowings on improved interest terms.

Outlook and priorities



Outlook and priorities | Wiseway ambition and focus for FY26

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	Sea Freight Export		Import eCommerce Clearance	Direct Injection Solutions	
Perishables	Air and Sea Import	Road	Last Mile Carrier Management	Returns Management	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 (overseas 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)
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Performance Outlook for FY26



FY26 outlook reflects sustained growth momentum driven by scale expansion and stronger contribution from core operating divisions



Imports and the U.S. business are expected to be primary growth engines as **Wiseway deepens its presence in eCommerce**, inbound logistics and key global trade corridors



Ongoing **operational efficiencies** and **technology investments** are expected to support margin resilience and an evolving freight market



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