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ASX Announcement

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1H25: Results announcement

Wiseway Group Limited (ASX: WWG, “**Wiseway**”, “**the Company**” or “**the Group**”), one of Australia’s leading integrated freight and logistics operators, today announced its financial results for the six months ended 31 December 2024 (**‘1H25’**).

The Company is pleased to report continued growth and profitability, with the Company achieving a 60% increase in Revenue to \$83.9 million in 1H25 compared to 1H24. Similarly, EBITDA has improved by 39% to \$6.0 million and Net Profit Before Tax has improved by 182% to \$1.6 million. This presents four successive half-year periods of positive profitability and financial performance for the Group.

The continued improvement in Wiseway’s financial performance is a testament to the success of Wiseway’s strategic initiatives announced in 2023, including capitalising on Import eCommerce, effective cost management, and a renewed International Strategy around USA and New Zealand.

Financial highlights

- Group Revenue for 1H25 has increased by 60% to \$83.9 million
- Group EBITDA for 1H25 has increased by 39% to \$6.0 million
- Net Profit Before Tax for 1H25 has increased by 182% to \$1.6 million
- Four successive half-year periods of positive profitability
- Interim Dividend Proposed per Share of 0.4 cents, a 100% increase from 1H24
- Net Tangible Assets of 13 cents per share
- Cash and Cash Equivalents of \$11.8 million

Operational highlights

- Wiseway has continued to prioritise its Imports division, which has allowed it to continue to capitalise on the growing Inbound eCommerce market
- Cost discipline has been front of mind for the business, which has allowed the business to deliver profitable results despite a competitive market with tight margins
- Our Perishables Strategy has achieved additional client wins, despite a softer Asian market for perishables and exports
- Wiseway’s Sales team, which was started in FY24, has returned a positive return on investment and has achieved an impressive amount of new account wins in a short period
- KWT has been successfully integrated into Wiseway Group and has delivered significant growth and positive profitability to the Group

Overview of results

Overall finance performance

\$'000			
Key metrics	1H2025	1H2024	% Change
Revenue	83,903	52,325	60%
Reported EBITDA	5,965	4,304	39%
Net Profit Before Tax	1,587	562	182%
Net Profit After Tax	1,291	562	130%

Revenue breakdown

\$'000	1H2025	1H2024	% Change
Division breakdown			
Import (Air and Sea)	40,234	13,792	192%
Export Perishables (Air and Sea)	11,635	11,908	-2%
Export Air Freight (General Cargo)	11,144	13,513	-18%
Export Sea Freight (General Cargo)	3,010	3,985	-24%
Road freight	645	1,670	-61%
Overseas (including NZ)	16,591	7,114	133%
Other	644	343	88%
Total	83,903	52,325	60%
Location breakdown			
Australia and New Zealand (ANZ)	70,823	48,598	46%
USA	11,757	1,231	855%
Singapore	1,255	892	41%
Other	68	1,604	-96%
Total	83,903	52,325	60%

Overview of Results and Divisional Commentary

In the last 6 months, there was a 60% increase in Group Revenue primarily driven by Imports and USA. These have both benefited from inbound China volumes where Wiseway has captured significant market share. Revenue growth has flowed through to bottom-line profitability with a 39% increase in EBITDA and 182% increase in Net Profit Before Tax. The strong bottom-line performance is attributable to continued cost discipline during strong business growth.

Import (Air and Sea): Wiseway has invested significantly in its Imports division which has seen 192% revenue growth compared to 1H24. This has been driven by Inbound eCommerce volumes as well as large account wins in general import Sea and Air freight. Wiseway's Asia focused market positioning and competitive advantage, makes it well-positioned to benefit from the inbound import trend.

Export Perishables (Air and Sea): The Perishables division revenue has remained similar compared to the previous corresponding period. The perishables season and volumes for certain commodities started later in the year compared to previous seasons, which means some volume may be pushed into 2H25 rather

than being booked in 1H25. The company has continued to win new customers and accounts in Perishables, which is attributable to its growing Perishables presence and capabilities.

Export Air Freight (General Cargo): There has been a decrease in general air freight because of continued downward pressure on rates and a softer China market in the last 6 months. Wiseway has continued to diversify into new export air freight markets such as Southeast Asia and is continuing to see new accounts and volume increases in Southeast Asian destinations.

Export Sea Freight (General Cargo): Similar to Air Freight (General) there has been some downwards pressure on freight rates and a softer China market. Wiseway is seeing some stability in the sea freight general cargo market and has continued to diversify into new export markets. The Export Sea division is a priority sales area for Wiseway and it has several accounts currently in the pipeline.

Road Freight: In line with Wiseway's Road Freight strategy, Wiseway's fleet has been realigned to focus on servicing its internal divisions, rather than competing in a competitive road market for external business. Under this strategy, Wiseway will service external business where it can offer competitive pricing and services to optimise internal loads.

Overseas: In line with the strategy stated in Wiseway's full year results and AGM, the United States is a key priority for Wiseway. USA has seen a more than 9x increase in revenue, which has been attributed to successful integration of KWT along with the Company capitalising on inbound China to United States import freight. Singapore continues to be stable and profitable, while China has been converted into a support office for the rest of the world.

Outlook and Future Growth

Wiseway anticipates that Imports and the United States will continue to be a source of rapid growth, as the Company uses its Asia-focused competitive advantage to capitalise on inbound freight from Asia into Australia and the United States. Furthermore, Lobster exports into China have officially started in the last few days of December 2024, which may be a significant tailwind to the Company in 2H25.

Wiseway believes that full-year results will also have significant growth compared to previous years. The Company intends to continue distributing dividends to shareholders as the company realises positive results, with a focus on paying sustainable dividends while ensuring continued reinvestment in the business.

COO Commentary

Mr Ken Tong, Wiseway Chief Operating Officer, commented:

"I am proud of the results that Wiseway achieved in the last 6 months, with a 60% increase in Revenue and a 39% increase in EBITDA. We have delivered four successive profitable half-year results that show the company is profitable and growing stronger. Our team has delivered a particularly commendable result in 1H25 with \$83.9 million in Revenue and \$6.0 million in EBITDA in a 6-month period.

The results reflect Wiseway's strong market position in both inbound and outbound freight to Asia. The growth can also be attributed to a series of correct strategic decisions to focus on inbound eCommerce and international freight between Asia and Australia, New Zealand and the United States, while deprioritising areas such as Road Freight and domestic China sales."

"The Wiseway USA and KWT have now been successfully integrated and are delivering pleasing results. With the capabilities acquired through KWT, Wiseway will continue to build on the USA success by introducing additional China and Australia inbound business to USA."

“During this period Wiseway has also built significant capabilities in IT technology and digital automation to better improve efficiency and compliance outcomes. Furthermore, we have used this growth to build strong capabilities in sales, cost management and people and talent retention. I believe these capabilities will go a long way to the future success of Wiseway.”

“WiseWay is on a strong growth and profitability trajectory, and everyone in the business is aligned and motivated to achieve even greater results in the months and years to come.”

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, aircraft 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