

MARKET RELEASE

15 May 2025

TradeWindow provides revenue guidance for FY26

TradeWindow (NZX: TWL), a global trade software company, today announces revenue guidance for the financial year ending 31 March 2026 (FY26) in the range of \$10 million to \$11 million.

This forecast, made against a backdrop of disruption in international trade markets and to provide more certainty to shareholders, represents projected year-on-year growth of 25% to 37.5% over FY25 trading revenue of \$8 million¹. The company's robust growth outlook follows a strong FY25 performance, where it achieved 30% revenue growth, a result at the upper end of its guidance range.

Drivers of Growth

TradeWindow attributes its continued growth to several key factors:

- **Expansion in Australia:** The acquisition of new customers in Australia has been a significant driver, with the majority of new customer wins coming from this market.
- **Cross-selling to existing customers:** The company has successfully cross-sold additional solutions to its existing customer base, resulting in a notable increase in average revenue per customer (ARPC) for both shippers and freight forwarders.
- **Recurring revenue streams:** Annual Recurring Revenue (ARR) rose 38% to \$8.7 million as of 31 March 2025, indicating a strong foundation for future revenue growth.
- **Operational efficiencies:** TradeWindow achieved monthly EBITDA break-even in March 2025¹, reflecting improved cost efficiency and operational discipline.

Market Outlook and Macroeconomic Factors

Despite uncertainty triggered by the US trade war and broader macroeconomic volatility, TradeWindow remains confident in its growth trajectory. The company expects that ongoing global trade disruptions will accelerate the adoption of digital solutions among shippers and freight forwarders, as these businesses seek to reduce backend costs and navigate increasingly complex compliance requirements.

AJ Smith, Executive Director and CEO said: "We continue to see a substantial opportunity for further expansion through these proven strategies...our retention rate among target customers —with predictable recurring revenue streams — remains strong, reinforcing our commitment to high-margin relationships with proven stickiness and our confidence in our outlook for the FY26 year."

Upcoming Results

TradeWindow will report its full-year results for FY25 on 29 May 2025.

Released for and on behalf of TradeWindow by:

AJ Smith
Executive Director and Chief Executive Officer

¹ Subject to audit.

ENDS

About TradeWindow:

Founded in December 2018, TradeWindow is an NZX-listed software company that provides digital solutions for exporters, importers, freight forwarders, and customs brokers to drive productivity, increase connectivity, and enhance visibility. TradeWindow's software solutions integrate to form a cohesive digital trade platform that enables customers to more efficiently run their back-end operations, share information and securely collaborate with a global supply chain made up of customers, ports, terminals, shipping lines, banks, insurance companies, and government authorities.

www.tradewindow.io

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