

Freightways Annual Shareholders Meeting

2026

NZX | ASX: FRW

Freightways

Chairman's Address

David Gibson



Agenda

1. Procedural matters
2. Chairman's address
3. CEO's strategy & trading update
4. Questions
5. Resolutions



Q&A Participation & Voting



Broadcast



Vote



Q & A



Documents

Online Questions:

If you have a question to submit during the live meeting, please select the Q&A tab on the right half of your screen at anytime. Type your question into the field and press submit. Your question will be immediately submitted to the moderator.

Help:

The Q&A tab can also be used for immediate help. If you need assistance, please submit your query in the same manner as typing a question and a Computershare representative will respond directly to you.



Broadcast



Vote



Q & A



Documents

Voting:

Once the voting has been opened, the resolutions and voting options will allow voting. To vote, simply click on the Vote tab, and select your voting direction from the options shown on the screen.

Your vote has been cast when the tick appears.

To change your vote, select Change Your Vote.

FY26 Performance

- Our businesses have remained resilient in a complex economic environment. Activity levels lifted in Q2 and Q3 across most lines of business, but then quickly fell as higher fuel prices impacted consumer demand. We promptly adjusted our fuel recovery mechanisms
- The focus on improving margins remains intact, and it is pleasing to see progress across a range of our businesses. We are also focused on improving those that are lagging
- Economy services continued to enjoy higher demand than higher priced premium services
- The Australian EP businesses continued their impressive contribution with Allied performing particularly well and VTFE contributing 5 months of earnings
- Balance sheet in the mid-range of policy post the VTFE acquisition



Financial Highlights



Revenue

13.5%

to \$1,463.6m



* EBITA growth

14.6%

to \$181.6m



NPAT growth

17.3%

to \$94m



* EBITA margin

12.4%

from 12.3% FY25



Cash Generated from
Operations

14.9%

to \$279.4m



Basic earnings
per share

17.2%

to 52.4cps



Net Debt/
EBITDA

2.4X



Dividend (FY)

12.5%

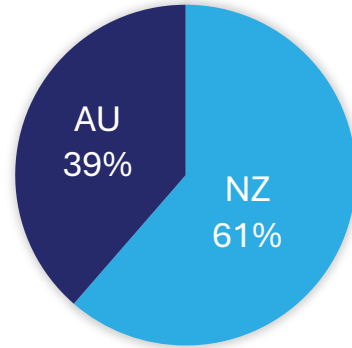
to 45c (40c in FY25)

Note:

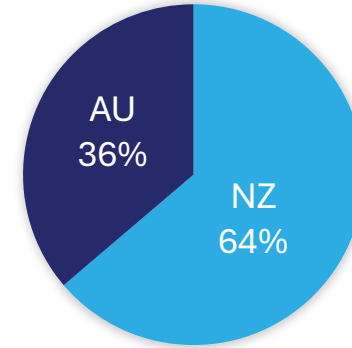
- *Non-GAAP (Generally Accepted Accounting Principles)
- cps – cents per share

Australia Growing as a Contributor to Group Results

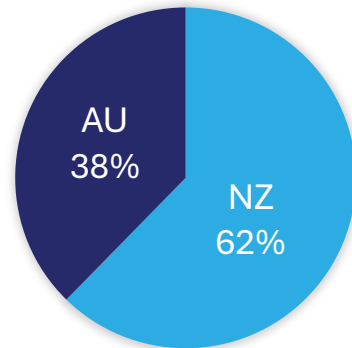
Revenue **FY26**



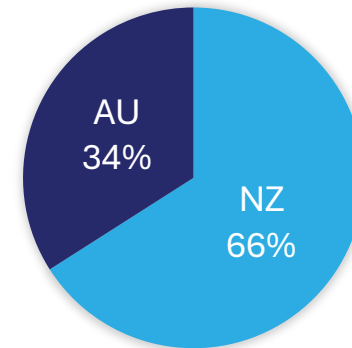
Revenue **FY25**



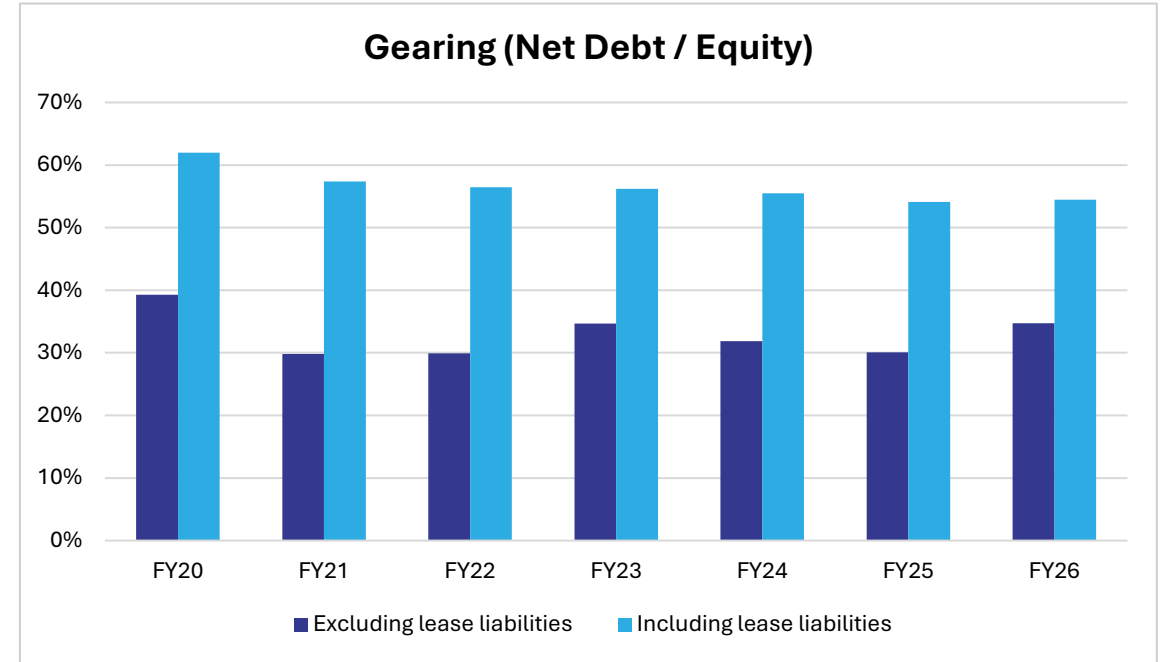
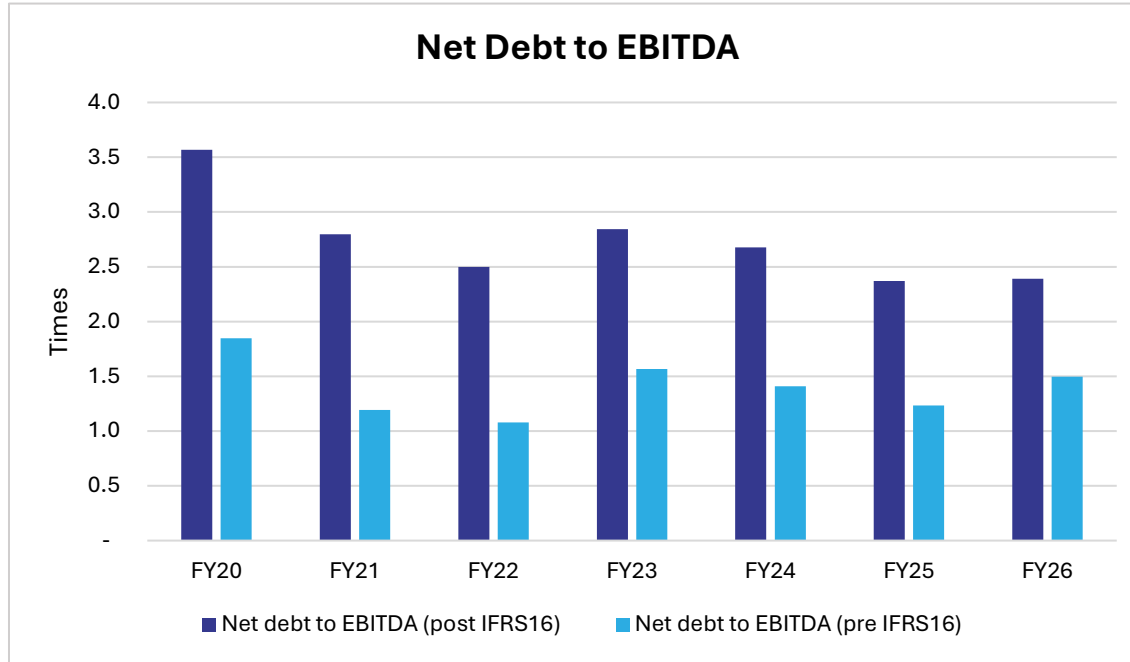
EBITA **FY26**



EBITA **FY25**



Leverage Reflects Acquisition Of VTFE From Feb 26



Note:

For consistent comparison, EBITDA for FY20, FY21 and FY22 in the graph above exclude net non-recurring expenses of approximately \$9m, \$23m and \$4m, respectively. The non-recurring expenses include items such as change in fair value of contingent considerations (earn-out accruals), impairment of intangible assets and inventory write-down.

Dividend FY26



FY26 Dividend

12.5%

FY26 Final Dividend

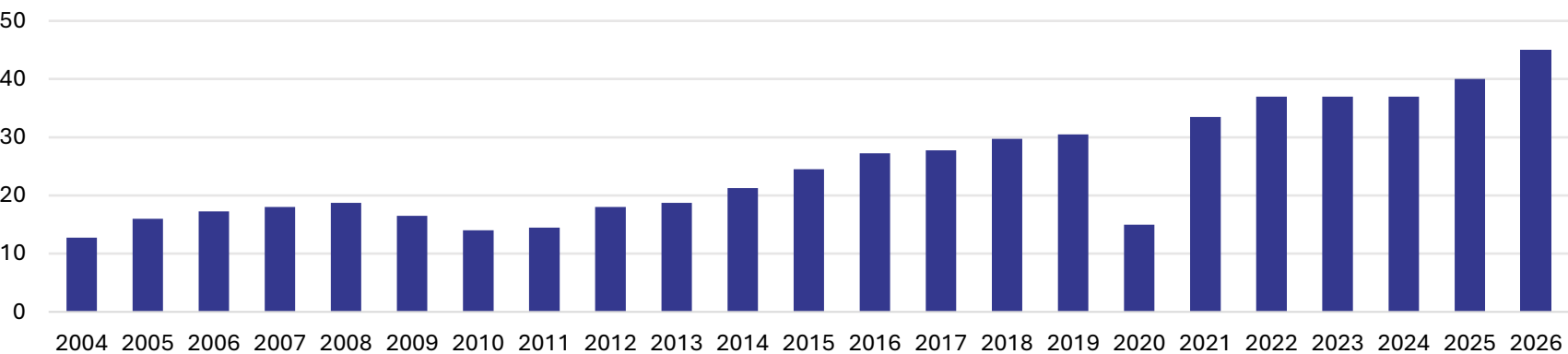
24 cps
(FY 45cps)

FY25 Final Dividend

21 cps
(FY 40cps)

post IFRS16

Dividends: (cps)



Notes:

- cps = Cents Per Share - Final dividend of 24cps, fully imputed in NZ, 49% franked in Australia

Conclusion

- Freightways has continued to deliver through the cycle despite an extended challenging economic period
- We have continued to invest in the business to position it for future growth;
 - With network investment in Christchurch and Palmerston North
 - The acquisition of VTFE
- Our strategy to provide the highest levels of service in our respective niches to enable our business to win share and recover costs is key to our success
- Thank you to our teams across NZ and Australia

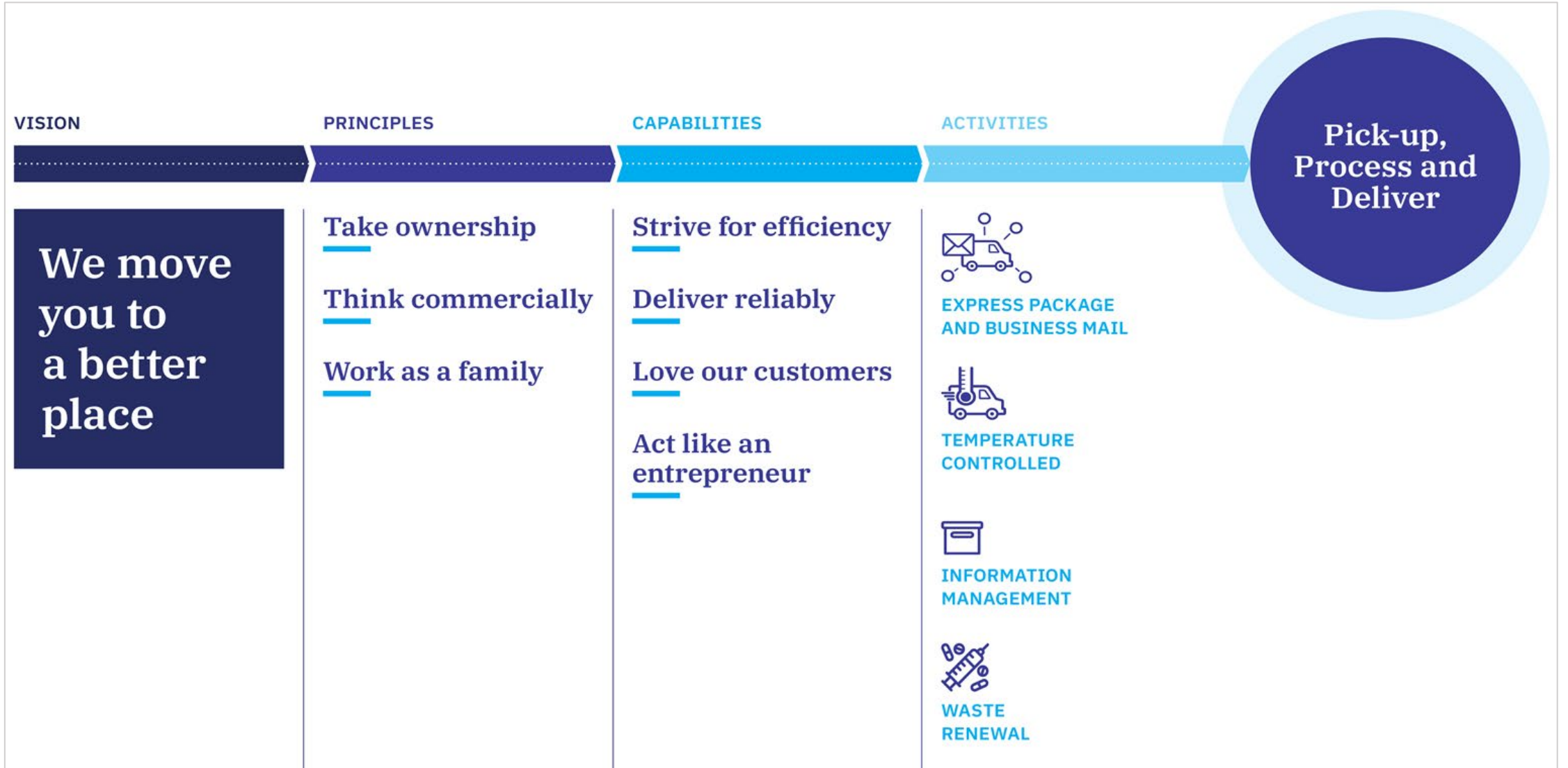


Strategy & Trading Update

Mark Troghear



Our Blueprint



Three Horizons of Growth

Key Strategic Initiatives**Express Package**

- Drive profitable market share gains in both B2B and B2C
- Expansion of two key regional hubs (CHC and PMR) and assess AKL options
- Scale Oversize revenue in NZ and AU

Temperature Controlled

- Target opportunities that provide density to expand the transport network
- Assess 3PL expansion opportunities

Information Management

- Improve utilisation of the network of records management sites in particular in AU
- Target high value digitisation activity
- Explore a number of H3 opportunities

Waste Renewal

- Optimisation of the network to improve margins
- Continue to drive medical waste growth
- Source circular loop solutions for hard to recycle waste

Our Transition Plan Focus Areas

Implementing and delivering our Transition Plan objectives, including our commitment to transition light commercial vehicles to low emission vehicles.

Trading Update

Q1 FY27



Q1 FY27

- Fuel prices fluctuated but generally remained elevated through Q1
- High fuel prices have the dual impact of;
 - elevating revenue and costs (through fuel adjustment factors that recover fuel costs)
 - dampening consumer demand – particularly for discretionary retail and hospitality spending
- Additionally the AU economy has taken a turn with higher interest rates and lower economic growth
- Despite these macro headwinds the business has recorded a resilient Q1 trading result



Consolidated Performance - Unaudited

- Revenue growth driven by higher fuel recovery in EP&BM and the addition of VTFE
- Continued to win market share and in most cases have been able to recover cost increases through pricing
- Strong performance from the IM division with consistent performance across all lines of business
- Premium services remain subject to lower demand, particularly overnight airfreight and temperature controlled delivery
- This led to margin contraction for NZC and BCD, which, together with the impact of higher fuel on revenue, drove margins down over the quarter

	Notes	Q1 FY27 \$m	Q1 FY26 \$m	Change %
Operating Revenue		408.3	347.1	17.6
EBITDA (non-GAAP)	1	74.8	67.2	11.3
EBITA (non-GAAP)	2	50.0	44.3	12.9
NPAT	3	26.2	23.4	12.0

Notes:

- Results in this table are unaudited and after adjustments for NZ IFRS16 (Leases).
- Refer to appendices for reconciliation to results before NZ IFRS16.

- Operating profit before interest, tax, depreciation and amortisation
- Operating profit before interest, tax and amortisation
- Net profit after tax

Express Package & Business Mail - Unaudited

- Strong revenue growth of 20% with key contributors being;
 - VTFE 9%
 - Fuel 5%
- Post Haste and DX Mail brands performed strongly – reflecting leading positions in their respective niches and higher demand for their services
- Effective pricing to recover cost of operating
- Premium services remain impacted in NZ, and margin neutral fuel levies lead to EP margin contraction
- Despite the environment 10% growth in EBITA is a positive result

	Notes	Q1 FY27 \$m	Q1 FY26 \$m	Change %
Operating Revenue		346.0	288.0	20.1
EBITDA (non-GAAP)	1	47.1	43.0	9.5
EBITA (non-GAAP)	2	42.1	38.3	9.9
EBITA Margin		12.2%	13.3%	

Notes:

- Results in this table are unaudited and before adjustments for NZ IFRS16 (Leases).
- Refer to appendices for reconciliation to results after NZ IFRS16.

1. Operating profit before interest, tax, depreciation and amortisation
2. Operating profit before interest, tax and amortisation

Q1 FY27 NZ Express Package Network Volume

New Zealand

- Item growth of 2.9% for Q1
 - +2.6% from net market share gains (wins – losses)
 - Same customer volumes were marginally positive at +0.3%
- Key Sector Trends (item change YoY)
 - eCommerce sector: +24%
 - Retail sector: (-1%)
 - Manufacturing sector: +1.2%
 - Health sector: -3%
- eCommerce wins have continued to bolster our market share gains



Q1 FY27 Network
Items v pcp

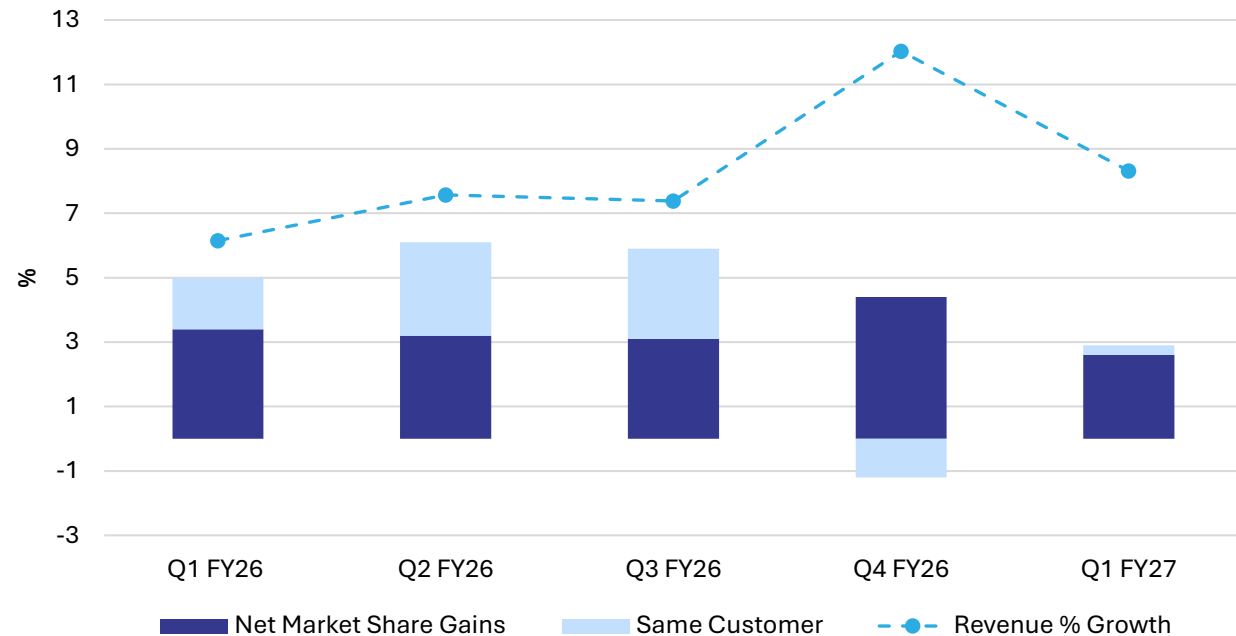
2.9%



Q1 FY27
Revenue growth

8.3%

Express Package Item Growth YoY



Q1 FY27 Allied Express Package Volume

Australia

- Revenue for Q1 up 8% due to pricing, fuel recovery and a larger item profile
- This revenue growth was achieved off flat Q1 volumes (a 6% organic decline offset by a 6% gain from new business)
- This new business momentum continued in Q1 with a further A\$11.2m of annualised new customers secured during the quarter
- A number of eCommerce customers down traded 8% due to less online sales
- A large customer has just re contracted their work through Allied with additional volumes expected as a result

Note: ¹ Represents revenue growth in AUD



Q1 FY27 Network
Items v pcp

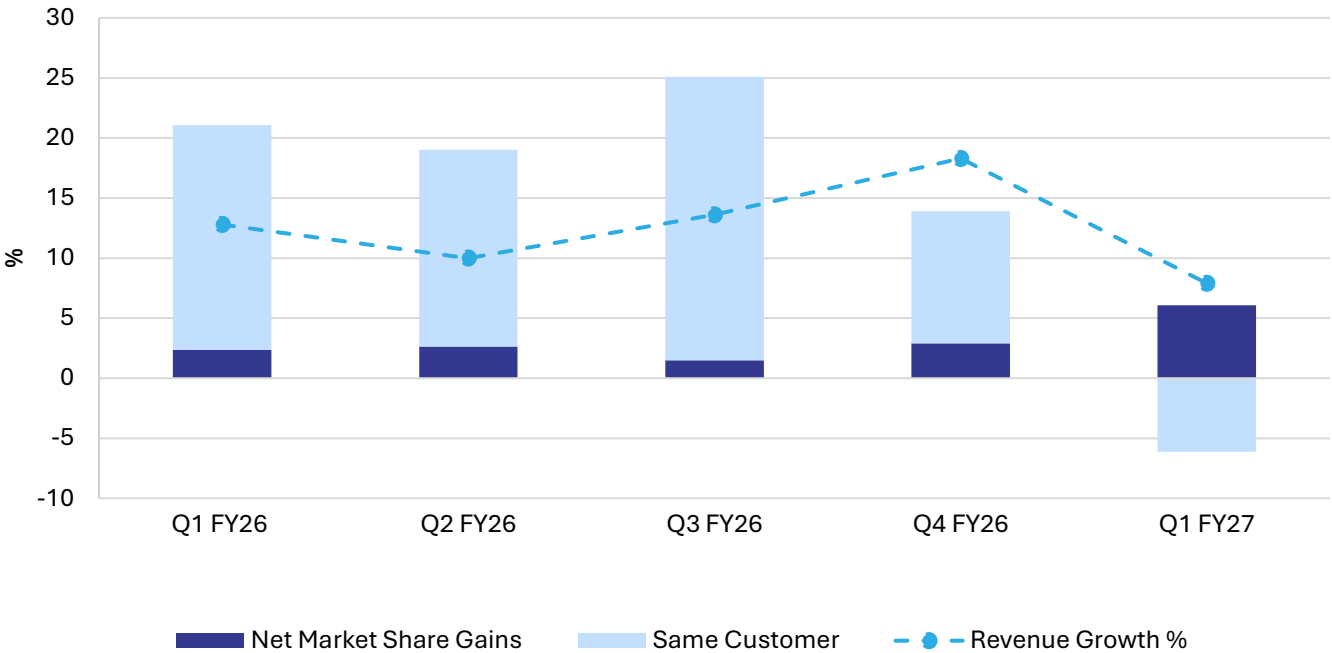
Flat



Q1 FY27
Revenue growth¹

8%

Allied Express Item and Revenue Growth YoY



Information Management - Unaudited

- Revenue growth of 6% driven by:
 - Strong IT Equipment and Product Destruction revenues at Shred-X (up 40% and 28% respectively on pcp)
 - Well executed pricing strategy to improve margins
- Consistent performance across most lines of business
- Impact of Shred-X reset apparent in Q1 profitability
- Margin improvement of 150bps across IM

	Notes	Q1 FY27 \$m	Q1 FY26 \$m	Change %
Operating Revenue		63.9	60.5	5.6
EBITDA (non-GAAP)	1	11.7	10.3	13.6
EBITA (non-GAAP)	2	9.4	8.0	17.5
EBITA Margin	3	14.7%	13.2%	

Notes:

- Results in this table are unaudited and before adjustments for NZ IFRS16 (Leases).
- Refer to appendices for reconciliation to results after NZ IFRS16.

1. Operating profit before interest, tax, depreciation and amortisation
2. Operating profit before interest, tax and amortisation

Outlook

- Our businesses have proven to be resilient over the past 3 years of soft NZ economic activity. In NZ same-customer activity was recovering and positive before the war in the Middle East, some customer segments have struggled since fuel prices have risen
- In both markets, we expect that same-customer volumes will remain subdued but we expect them to improve progressively if there is a sustained fall in fuel prices in the future. This could be more pronounced in NZ than Australia
- The pace of Australian recovery may be dependent on broader economic conditions
- Additional capacity in Christchurch and Palmerston North and the investment in Evolve (our new billing and rating systems) will support long term growth in the NZ Express Package division
- We will continue to grow our EP presence in both B2B and B2C in Australia
- Margin improvement remains a focus, across all businesses and particularly with the IM division in AU
- We will continue to have a proactive focus on targeted M&A that is complementary to growing our Australian express network

Volumes expected to increase when fuel prices fall



Disciplined M&A approach, with complementary opportunities being explored within the parameters of our Capital Management Policy

Questions



- If you wish to ask a question, please simply raise your hand.
- For those joining online, select the “Q&A” tab on the right half of your screen at any
- Type your question into the field and press “Send”.
- Your question will be immediately submitted.



Resolutions



1. That **Peter Kean** be re-elected as a director of Freightways.
2. That the **Directors** are authorised to fix the **Auditors' remuneration**.

Resolution 1



**That Peter Kean be re-elected as a
Director of Freightways**

Resolution 2.



**That the Directors are authorised to
fix the Auditors' remuneration**

Questions?

Ngā mihi nui (thank you)

Disclaimer

Read this presentation with the financial statements: The financial results in this presentation should be read in conjunction with the financial statements for the full year ended 30 June 2026, which can be found in the Freightways full year results announcement available on the NZX and ASX platforms.

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Appendices

Group Financial Summary – For the Financial Year Ended 30 June 2026

	Notes	FY26 \$m	FY25 \$m	Change %
Operating Revenue		1,463.6	1,289.6	13.5
EBITA (non-GAAP)	1	181.6	158.4	14.6
EBITA margin		12.4%	12.3%	
NPAT	2	94.0	80.1	17.3
NPAT margin		6.4%	6.2%	
Basic Earnings Per Share (cents)		52.4	44.7	17.2

Notes:

- Results in this table after adjustments for NZ IFRS16 (Leases)

1. Operating profit before interest, tax and amortisation

2. Net profit after tax

Express Package & Business Mail – For the Financial Year Ended 30 June 2026

	FY26 \$m	FY25 \$m	Change %
Operating Revenue	1,235.2	1,061.0	16.4
EBITA (non-GAAP)	168.1	143.3	17.3
EBITA margin	13.6%	13.5%	
NPAT	102.1	86.7	17.8

Notes:

- Results in this table are after NZ IFRS16 (Leases).

Information Management – For the Financial Year Ended 30 June 2026

	FY26 \$m	FY25 \$m	Change %
Operating Revenue	234.0	233.6	0.2
EBITA (non-GAAP)	31.6	31.3	1.0
EBITA margin	13.5%	13.4%	
NPAT	16.9	17.3	(2.3)

Notes:

- Results in this table are after NZ IFRS16 (Leases).

Reconciliation of Post-NZ IFRS16 to Pre-NZ IFRS16 (Unaudited)

Freightways Group

Freightways Group	Q1 FY27 \$m	Q1 FY27 \$m	Q1 FY27 \$m	Q1 FY26 \$m	Q1 FY26 \$m	Q1 FY26 \$m
	POST NZ IFRS16	NZ IFRS16 ADJUSTMENT	PRE NZ IFRS16 (NON-GAAP)	POST NZ IFRS16	NZ IFRS16 ADJUSTMENT	PRE NZ IFRS16 (NON-GAAP)
Operating Revenue	408.3	-	408.3	347.1	-	347.1
EBITDA (non-GAAP)	74.8	(21.2)	53.6	67.2	(19.1)	48.1
EBITA (non-GAAP)	50.0	(4.0)	46.0	44.3	(3.5)	40.8
NPATA (non-GAAP)	30.3	0.2	30.5	26.4	0.6	27.0
NPAT (GAAP)	26.2	0.2	26.4	23.4	0.6	24.0

Notes:

- EBITDA, EBITA and NPATA are non-GAAP measures

Reconciliation of Pre-NZ IFRS16 to Post-NZ IFRS16 (Unaudited)

Express Package & Business Mail

Express Package & Business Mail	Q1 FY27 \$m	Q1 FY26 \$m	Change %
Operating Revenue	346.0	288.0	20.1
EBITDA (before NZ IFRS16)	47.1	43.0	9.5
Add: NZ IFRS16 adjustment	14.8	13.3	11.3
EBITDA (after NZ IFRS16)	61.9	56.3	9.9
EBITA (before NZ IFRS16)	42.1	38.3	9.9
Add: NZ IFRS16 adjustment	2.7	2.4	12.5
EBITA (after NZ IFRS16)	44.8	40.7	10.1

Notes:

- EBITDA and EBITA are non-GAAP measures

Reconciliation of Pre-NZ IFRS16 to Post-NZ IFRS16 (Unaudited)

Information Management

Information Management	Q1 FY27 \$m	Q1 FY26 \$m	Change %
Operating Revenue	63.9	60.5	5.6
EBITDA (before NZ IFRS16)	11.7	10.3	13.6
Add: NZ IFRS16 adjustment	6.3	5.8	8.6
EBITDA (after NZ IFRS16)	18.0	16.1	11.8
EBITA (before NZ IFRS16)	9.4	8.0	17.5
Add: NZ IFRS16 adjustment	1.3	1.1	18.2
EBITA (after NZ IFRS16)	10.7	9.1	17.6

Notes:

- EBITDA and EBITA are non-GAAP measures