

## MOVE LOGISTICS GROUP RESULTS FOR YEAR ENDED 30 JUNE 2022

### LAYING THE FOUNDATIONS FOR GROWTH

*All financials in NZD, including continuing operations only<sup>1</sup>*

- Revenue of \$349.1m with Underlying EBITDA of \$54.3m, in line with guidance (\$53-56m)
- Solid progress being made on two year programme to reset the company to deliver growth
- Freight improvements starting to land, Contract Logistics reset and poised for growth, strong performance from International
- Traversing challenging operating environment in FY22 including increasing inflationary pressure, supply chain disruption and impact of pandemic on customer trading levels
- Priority focus in FY23 on Freight reset programme, market growth in targeted customer segments and expansion of MOVE's multi-modal offer, particularly in coastal and trans-Tasman shipping
- Well positioned with clear strategy, strengthened balance sheet, experienced leadership team and ambitious growth targets to deliver shareholder value. Early stage growth initiatives underway with returns expected to build from FY23 onwards.
- Announced today the acquisition of the assets of Fluidex Transport Limited, a leading bulk liquids and bulk dry powder transport provider operating throughout New Zealand.

Transport and logistics group, MOVE Logistics Group Limited (NZX/ASX: MOV), has reported earnings in line with guidance for the 12 months ended 30 June 2022 (FY22), as it continues with its two year programme to reset the company to deliver growth.

Executive Director of MOVE, Chris Dunphy, said: "We started a journey under the MOVE brand in July 2021. We are working our assets smarter, investing in what matters and driving better returns for our business. We have redefined our strategy and have set ambitious growth targets that will deliver value for our shareholders. We are putting the foundations in place that will allow us to expand our market presence and optimise our earnings. While there is still work to be done, we are confident we have the people, the strategy and the passion to achieve our goals."

The reset programme is delivering improvements in the Freight business, while Contract Logistics is now in a strong position and poised for growth. International volumes recovered to pre-covid levels, with strong revenue and earnings increases reflecting record ocean freight pricing.

#### **FY22 Strategic Progress**

- Board refresh, diversification of shareholder register including addition of several Australian institutions, dual listed on ASX from 1 July 2022
- New leadership team with extensive industry experience
- Business reset and restructure complete with benefits now being seen
- Strengthened balance sheet with significant reduction in debt

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<sup>1</sup> Continuing operations excludes Specialist due to the planned divestment of this division. FY21 has been restated to exclude discontinued operations.

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- Transition to asset light model underway with Owner Drivers now comprising 39% of Freight drivers (FY21: 32%).
- Good progress being made on Freight reset, with timeline extended by 6 to 12 months due to supply chain disruptions and cost pressures
- Growth initiatives underway including entry into coastal and trans-Tasman shipping and expansion in targeted customer segments where MOVE has existing strength
- Focus continues on ESG and decarbonisation with initiatives underway

## **FY22 Financial Results**

Audited results were in line with guidance provided in May 2022, with normalised EBITDA of \$54.3m. The focus on margin improvement continues to be a priority as the company looks to generate long term, sustainable earnings growth.

The operating environment increased pressure on the business in FY22, with increasing costs and as normal trading levels were impacted for many customers. Trading volumes in Freight and Fuel were below expectations, reflecting the impact of Covid-19 on fuel deliveries in 1H22.

Continuing global supply chain disruptions have led to a delay in MOVE's asset replacement programme, with lead times for the delivery of new trucks significantly extended. This is resulting in increased maintenance costs on existing assets. Operating costs, particularly fuel, parts and labour, have increased with inflation, with some offset following the pricing review and reset undertaken by MOVE in the first half of the year.

However, these conditions have also provided opportunities to grow MOVE's market share as competitors start to wane. MOVE is well resourced to take advantage of changes in the sector to grow both organically and through bolt on acquisitions.

The company has reported on continuing operations which exclude Specialist due to the planned divestment of this division. FY21 results have been restated to exclude discontinued operations.

Revenue of \$349.1m (an increase of \$16.8m on the prior year) benefitted from the ability to pass through rising costs, particularly rising fuel costs.

Normalised EBITDA was in line with the prior year, with normalised EBIT of \$12.2m, a 9% increase year on year.

MOVE reported a normalised net profit after tax (before non-controlling interests) of \$0.4m, up from a loss of \$(0.2)m in the prior year<sup>2</sup>. Reported net loss after tax including discontinued operations was \$(4.2)m (FY21: \$0.9m)<sup>3</sup> and includes costs of \$3.4m relating to restructuring and resetting the business.

A capital raise in November 2021 helped strengthen the financial structure of the company with net debt reduced from \$64.3m to \$20.9m and a gearing ratio of 22.3% as at 30 June 2022.

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<sup>2</sup> Normalised EBITDA, Normalised EBIT and Normalised NPAT exclude non-trading adjustments of \$3.4m pre-tax related to restructuring and resetting the business as part of the strategic plan (FY21: \$1.5m)

<sup>3</sup> Including discontinued operations; attributable to owners of the company

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Results are expected to considerably improve in FY23 as the Freight reset continues, Contract Logistics builds on the work done in the last year and International capitalises on new opportunities.

Some of the growth initiatives under development are now starting to land, with early benefits expected to be seen in FY23. In particular, the company is embarking upon coastal and trans-Tasman shipping, which further expands MOVE's multi-modal offer. MOVE Oceans provides more choice for customers and helps to reduce carbon emissions by moving multiple truckloads onto ships.

The company has also been identifying particular customer sectors where it can build on its existing footprint to provide a high quality integrated solution across customer supply chains, including Viticulture, Dairy, Beverages and Aquaculture. MOVE has today announced the acquisition of the business and assets of Fluidex Transport Limited. This complements MOVE's existing fuel and bulk liquids logistics business and supports MOVE's strategy to further grow and enhance integrated supply chain solutions for targeted customer sectors including dangerous goods and food grade commodities such as oils, wine and dairy.

A digital transformation has commenced which will provide benefit across the company. New leadership is also bringing a fresh perspective and in-depth industry expertise to MOVE.

Chair of MOVE, Lorraine Witten, said: "The last year has been one of re-shaping the business and defining a clearer more focused service. We are now positioned for the next phase with a stronger balance sheet, and a talented team to drive profitable growth. The priorities for FY23 are to continue to improve our Freight division and transitioning to an asset light model, implement digital systems, execute growth in priority customer segments and build our multi-modal offer, particularly in shipping. While there is still work to be done we continue to be confident in the future potential for MOVE."

ENDS

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**About MOVE Logistics Group Limited (MOV)**

MOVE is one of the largest domestic freight and logistics businesses in New Zealand, with a nationwide network of branches, depots and warehouses.

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# MOVE LOGISTICS GROUP LIMITED

## FY22 RESULTS AND STRATEGY

Chris Dunphy, Executive Director

Lee Banks, Chief Financial Officer

24 August 2022



# FY22 PERFORMANCE SNAPSHOT

First 9 months of 2-year programme to strengthen and grow MOVE

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## Earnings in line with guidance

Continuing Operations<sup>1</sup>

|   |   |   |   |
|---|---|---|---|
| <b>INCOME</b><br><b>\$349.1m</b><br>FY21: \$332.3m                        | <b>EBITDA</b><br>Normalised <sup>2</sup><br><b>\$54.3m</b><br>FY21: \$54.5m | <b>EBIT</b><br>Normalised <sup>2</sup><br><b>\$12.2m</b><br>FY21: \$11.2m | <b>NPAT/NLAT<sup>3</sup></b><br><b>\$(4.2)m</b><br>FY21: \$0.9m |
| <b>NPAT</b><br>Normalised <sup>2</sup><br><b>\$0.4m</b><br>FY21: \$(0.2)m | <b>LTIFR</b><br><b>15.81</b><br>FY21: 19.84                                 | <b>GEARING</b><br><b>22.3%</b><br>FY21: 62.9%                             | <b>FREE CASHFLOW</b><br><b>\$43.9m</b><br>FY21: \$45.0m         |

1. Continuing operations excludes Specialist due to the planned divestment of this division
2. Normalised EBITDA, Normalised EBIT and Normalised NPAT exclude non-controlling interest and non-trading adjustments of \$3.4m pre-tax related to restructuring and resetting the business as part of the strategic plan (FY21: \$1.5m)
3. Including discontinued operations, attributable to owners of the company

# UPDATE ON KEY STRATEGIC PRIORITIES

Resetting the business to deliver growth

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## COMPLETED:

- ✓ Comprehensive business review
- ✓ Restructured the business divisions to better reflect asset utilisation and customers
- ✓ Strengthened the leadership team
- ✓ Commenced digital journey
- ✓ Refreshed the Board
- ✓ Diversified the share register
- ✓ Considerably strengthened the financial structure through successful \$40m capital raise

## IN PROGRESS:

- Fix Freight:
  - Concentrate on margin
  - Freight system upgrade
  - Transition to asset light model
- Execute Move Oceans strategy, commencing with trans-Tasman route
- Grow the Contract Logistics offering
- Focus on industry verticals
- Reposition property
- Improve capability and retention
- Sale process for Specialist business

# FY22 OPERATING ENVIRONMENT

## Challenging but surmountable conditions

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### OPERATING ENVIRONMENT

- Restricted operating environment due to COVID lockdowns
- Increase in global and local supply chain disruption
- Increasing inflationary pressure
- Driver shortages becoming more acute
- Interest rates continue to rise

### IMPACT ON MOVE

- Significant decrease in fuel deliveries due to reduced client demand and impact of COVID on normal trading levels
- Supply chain disruptions and cost pressures delaying planned improvements in Freight reset programme
- Delay in asset replacement programme (trucks) resulting in increased maintenance costs on existing assets
- Increased operating costs
- Strong international volumes and record ocean freight pricing

# / FINANCIAL RESULTS

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# FY22 GROUP SUMMARY

| \$Millions<br>Continuing Operations <sup>1</sup>                    | FY22   | FY21   | FY21:22<br>change |
|---|--------|--------|-------------------|
| Total Income  | 349.1  | 332.3  | 16.8              |
| Normalised EBITDA <sup>2</sup>                                      | 54.3   | 54.5   | (0.2)             |
| Normalised EBIT <sup>2</sup>  | 12.2   | 11.2   | 1.0               |
| Normalised NPAT/(NLAT) <sup>2</sup>                                 | 0.4    | (0.2)  | 0.6               |
| Reported NPAT/(NLAT) including discontinued operations <sup>3</sup> | (4.2)  | 0.9    | (5.1)             |
| EPS (cents)   | (3.44) | (1.97) | (1.47)            |
| Free cashflow   | 43.9   | 44.9   | (1.0)             |
| Net Debt  | 20.9   | 64.3   | (43.4)            |

1. Continuing operations excludes Specialist due to the planned divestment of this division

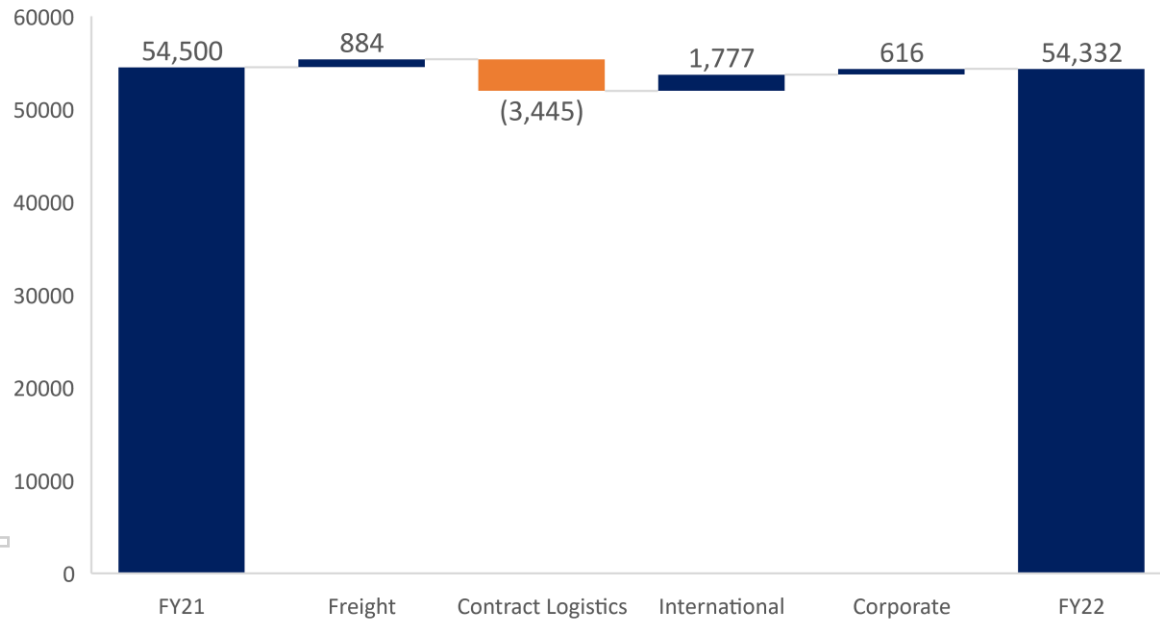
2. Normalised EBITDA, Normalised EBIT and Normalised NPAT excludes NCI and non-trading adjustments of \$3.4m pre-tax related to restructuring and resetting the business as part of the strategic plan (FY21: \$1.5m)

3. Including discontinued operations, attributable to owners of the company

## PROGRESS MADE ON RESET

- Significant impact from COVID during the year
- Ability to pass through rising costs (fuel) benefitting income
- Normalised profit ahead of prior year – impacted by delays in fleet replacement driving up costs
- Reported NPAT impacted by \$3.4m of costs incurred to reset the business
- Free cashflow affected by increases in working capital offset by lower capital expenditure
- Net debt reduction due to successful capital raise and cash on hand

# NORMALISED EBITDA



Normalised EBITDA excludes non-trading adjustments of \$3.4m pre-tax related to restructuring and resetting the business as part of the strategic plan. Further details included in appendix to this presentation.

## FLAT YEAR ON YEAR BUT IMPROVEMENTS STARTING TO SHOW IN FREIGHT AND A STRONG PERFORMANCE FROM INTERNATIONAL

- Revenue increase in Freight and International contributed positively to EBITDA increase
- Contract Logistics fuel deliveries impacted by COVID lockdowns and prior year positive contract settlements
- Decrease in corporate costs reflects benefits from organisational reset
- Leaner structure and better internal communication across the Group

# CASH FLOW

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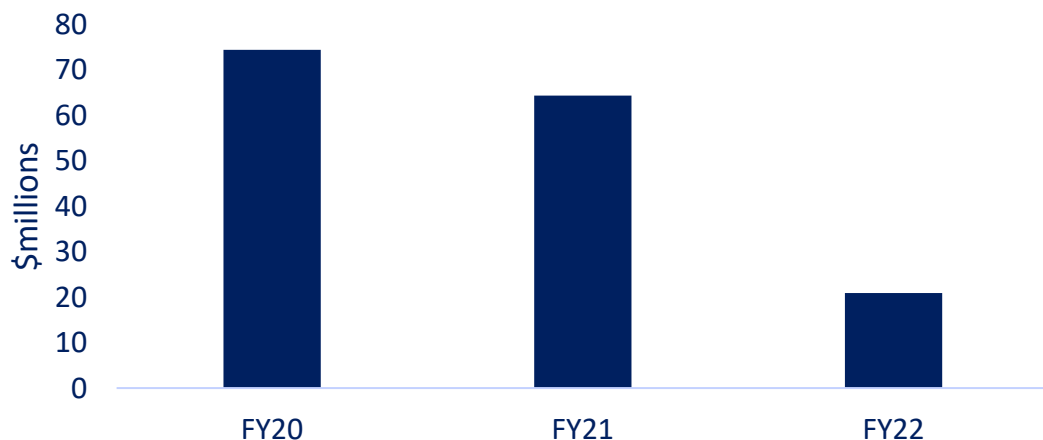
| \$000s   | 2022          | 2021          | change<br>22 v 21 |
|--|---------------|---------------|-------------------|
| Normalised EBITDA excl. non-cash items             | 54,177        | 54,590        | -413              |
| Restructuring costs                                | (1,768)       | (168)         | -1,600            |
| Working capital movement                           | (7,003)       | (4,204)       | -2,799            |
| Net operating cashflows                            | 45,406        | 50,218        | -4,812            |
| Net capital expenditure                            | (1,468)       | (5,239)       | +3,771            |
| <b>Free cash flow</b>                              | <b>43,938</b> | <b>44,979</b> | <b>-1,041</b>     |
| Acquisitions                                       | 0             | 242           | -242              |
| <b>Net cash flow before financing and tax</b>      | <b>43,938</b> | <b>45,221</b> | <b>-1,283</b>     |
| Net interest payments                              | (10,561)      | (10,931)      | +370              |
| Tax payments                                       | (504)         | (2,504)       | +2,000            |
| Advances from associates                           | 200           | 0             | +200              |
| Dividends (shareholders/non controlling interests) | (45)          | (371)         | +326              |
| <b>Cash flow before movements in net debt</b>      | <b>33,028</b> | <b>31,415</b> | <b>+1,613</b>     |
| <b>EBITDA cash conversion</b>                      | <b>86.6%</b>  | <b>92.3%</b>  | <b>-5.6%</b>      |

## CASH CONVERSION IS THE FOCUS

- Free cash flow impacted by restructuring costs (one-off)
- Working capital increase due to delays in customer payments for June (\$2.2m received first week in July) and reduction in creditor days, as planned
- Net capital expenditure down due to Covid-affected lead times on replacement fleet
- Cash conversion of 86.6% is a key focus with a goal to improve to >90% in FY23
- Full year of convertible note interest in FY22

# STRENGTHENED BALANCE SHEET

Significant Reduction in Net Debt  
FY20: FY22



- Reduction in net debt post successful capital raise, improved gearing ratio
- Refinanced bank debt with improved terms and longer tenure
- Solid working capital ratio

| \$000s                | 2022   | 2021   | change 22 v 21 |
|-----------------------|--------|--------|----------------|
| Net Debt              | 20,889 | 64,344 | -43,455        |
| Leverage Ratio        | .65x   | 2.26x  | -1.61x         |
| Gearing               | 22.3%  | 62.9%  | -40.6%         |
| Working Capital Ratio | 1.53   | 1.42   | +0.11          |

# CAPEX

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| \$000s                  | Fleet        | Plant & Equipment | L/H Improv.  | Technology | Total Capex  |
|-------------------------|--------------|-------------------|--------------|------------|--------------|
| MOVE Freight            | 948          | 191               | 284          | 9          | 1,432        |
| MOVE Contract Logistics | 280          | 2,526             | -            | 75         | 2,881        |
| MOVE International      | 1,008        | 20                | -            | 8          | 1,036        |
| Corporate               | -            | 14                | 21           | 232        | 267          |
| <b>TOTAL FY22</b>       | <b>2,236</b> | <b>2,751</b>      | <b>306</b>   | <b>323</b> | <b>5,616</b> |
| <b>TOTAL FY21</b>       | <b>3,883</b> | <b>1,175</b>      | <b>1,016</b> | <b>799</b> | <b>6,873</b> |

## Leased fleet additions

| FY22    | FY21    |
|---------|---------|
| \$4.72m | \$4.34m |

## Sustaining capital expenditure/depreciation and software amortisation

| FY22 | FY21 |
|------|------|
| 58%  | 51%  |

## CATCH UP REQUIRED IN FY23

- Replacement of aging fleet is planned over the next two years
- 65 new prime movers, 12 trailers and 16 forklifts due in FY22 will now arrive in FY23
- Capital commitments as at June 2022 were \$1.86m (primarily leased)
- Replacement TMS project is underway with expected completion in late FY23

# / OPERATIONAL PERFORMANCE

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# SUSTAINABILITY

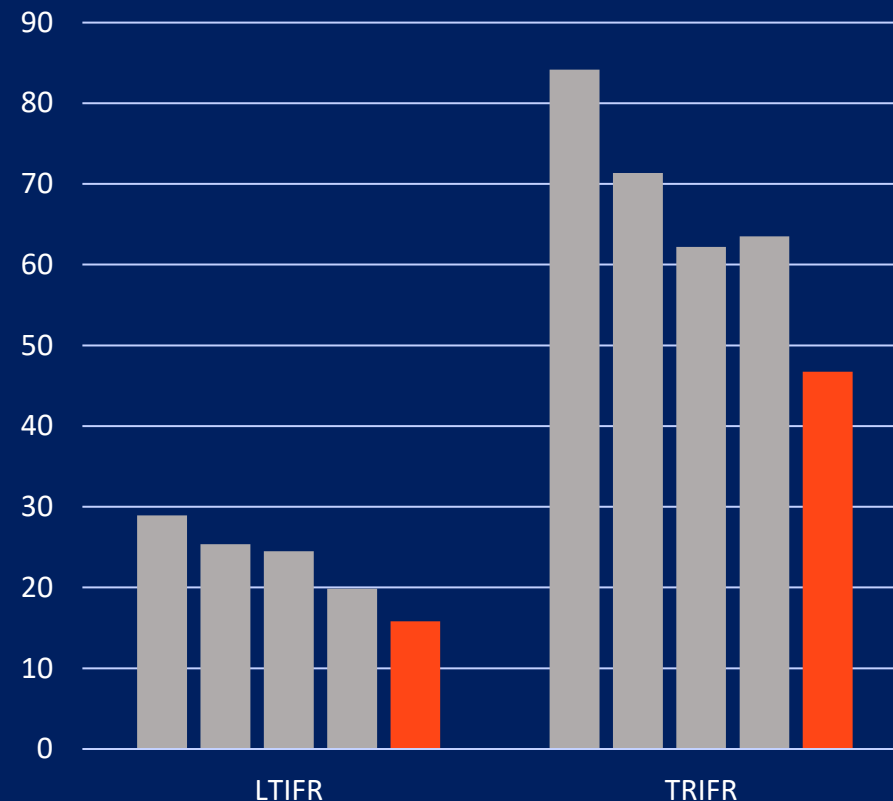
## People, communities, environment

- New monthly and annual safety awards
- Recertified as Toitu Carbon Reduce for 3 years
- Commitment through the business to decarbonisation – YOY reduction in Scope 1 and 2 emissions \*
- Signed agreement to lease new hydrogen-fuel trucks – expected Q2 FY22
- EV metro truck now operating in Auckland
- Progressed multi-modal strategy – reducing number of trucks on the road
- Technology driving improvements in driver behaviour, fuel consumption and route optimisation
- Appointed a Group Sustainability Lead in July 2022



\*Reduction partially due to rebalance of driver workforce. FY22 excludes emissions from owner drivers, which will be included from FY23 onwards

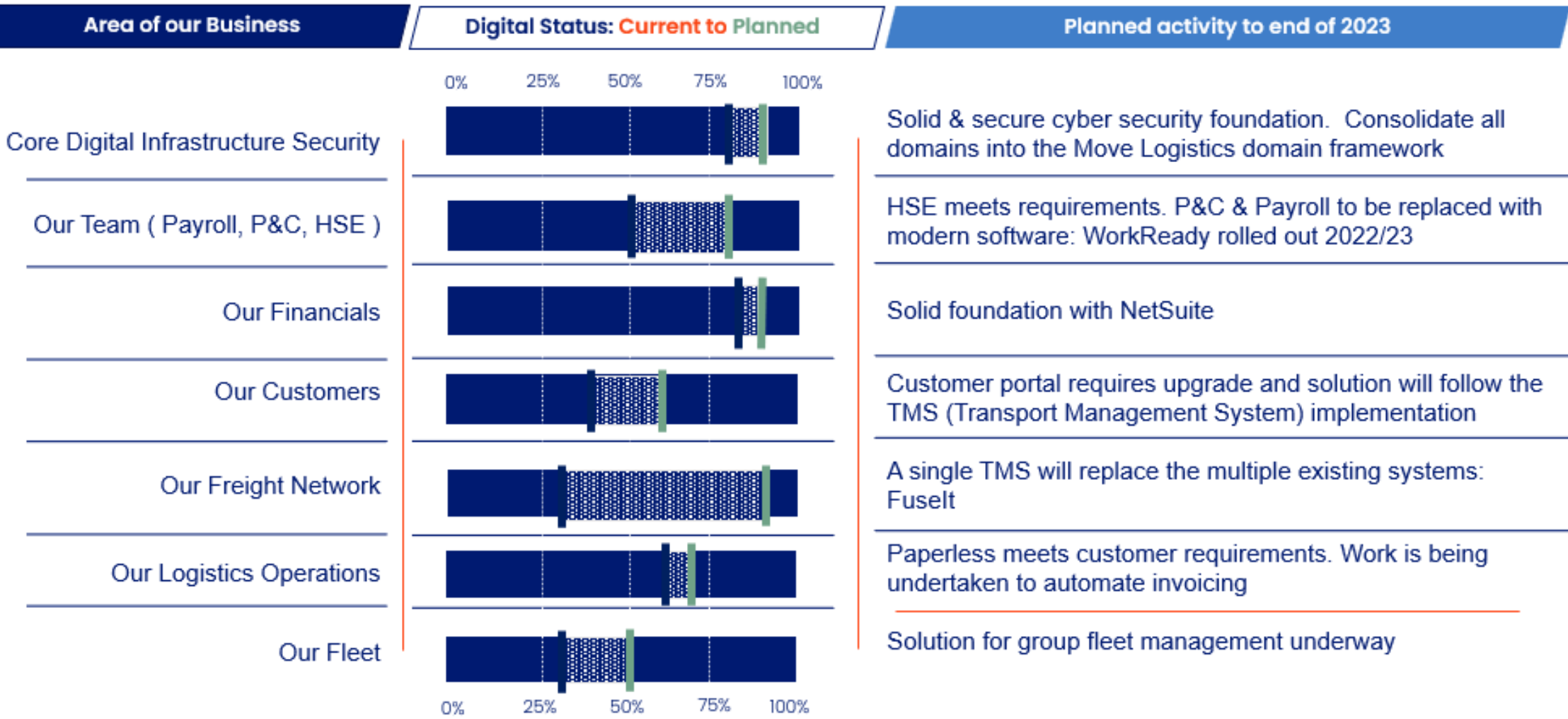
Key safety indicators continue to trend downwards  
FY18: FY22



# MOVING DIGITAL

## Current Assessment & Plan

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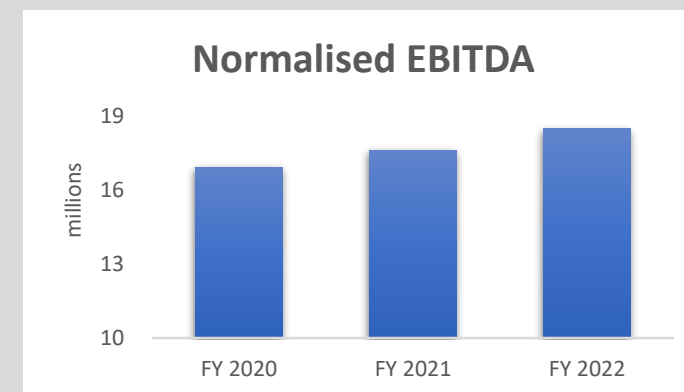


# FREIGHT

## Re-set on track albeit with Covid bumps

- FY22 LTIFR of 26.5 requires continued focus (FY21: 25.9)
- Increase in revenue due to rising customer prices, in particular the impact of fuel price movements
- Increase in EBITDA driven by sales uplift
- EBITDA margin at 10.2% remained flat year on year
- Cost impact due to delays in asset conversion/replacement
- Update on margin improvements
  - In progress: conversion to a low asset model (39% of freight drivers are owner drivers, FY21: 32%)
  - Completed network review to ensure it is consistent and reliable
  - Pricing review continues
  - New TMS implementation expected in late FY23

Revenue: \$180.9m, +7%  
EBITDA: \$18.5m, +5%

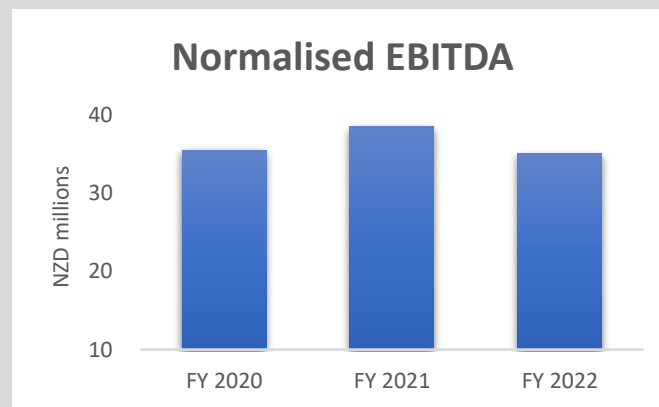
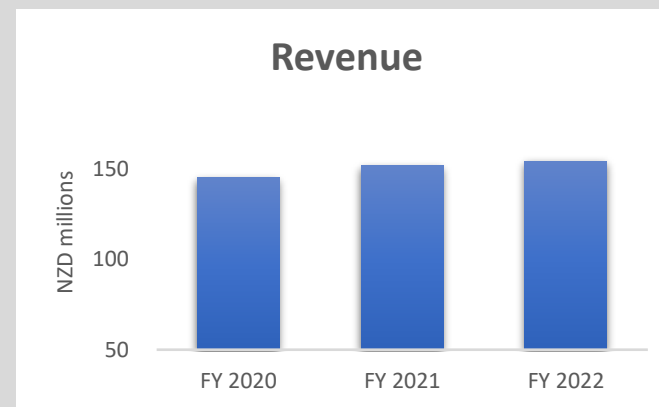


# CONTRACT LOGISTICS

Stable and positioned well for growth

- Improved LTIFR of 10.8 is pleasing (FY21: 13.1)
- Revenue up 2% despite significant decrease in fuel deliveries due to COVID lockdown in 1H22 (down 22.5%)
- EBITDA margin down 2.6% from prior year however remains solid at 22.7%
- YOY margin decrease primarily due to:
  - COVID reduced volumes 1H22 ~ \$0.3m
  - Prior year benefit from contract settlements ~ \$1.1m
  - Negative YOY contribution from a contract now exited ~ \$1.4m
- Improvements to margin have been a key focus with reviews completed on:
  - property rationalisation
  - capacity utilisation
  - contract pricing & renewal

Revenue: \$154.2m, 2%  
EBITDA: \$35.0m, -9%

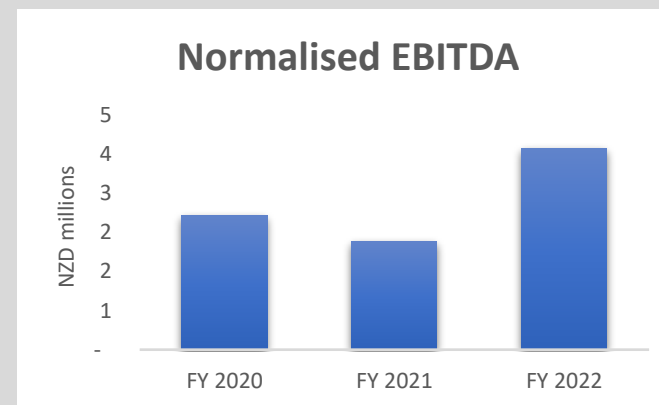
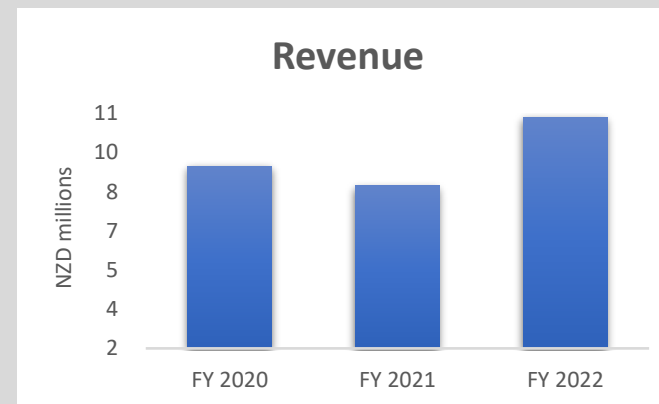


# INTERNATIONAL

## Strong performance with expansion underway

- Division continued to be injury free
- Revenue increased by 31.9% compared to prior year
- Energy sectors clients have re-established programs delayed due to COVID; has contributed to the recovery of revenue back to pre-COVID levels
- Import/export activity has increased and rates charged have been lifted
- Improved EBITDA due to increased revenue with cost base remaining unchanged
- Expansion into shipping is underway with start up costs supported by Waka Kotahi co-funded coastal shipping initiative
- Entered agreement to purchase the Atlas Wind to provide a trans-Tasman shipping service, delivery expected Q4 2022

Revenue: \$10.9m, +32%  
EBITDA: \$3.8m, +86%





# STRATEGY UPDATE

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# LAYING THE FOUNDATIONS

For the 12 months to 30 June 2022

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# STRATEGIC PATHWAYS TO ACHIEVE OUR AMBITIONS

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## BETTER, STRONGER BUSINESS

- Work our assets smarter
- Build our multi-modal offer
- Optimise our earnings



## SMART GROWTH AND EXPANSION

- Expand our customer offer
- Further embed our domestic presence
- Move into Australia



## TAKING CARE OF WHAT MATTERS

- Committed to a low carbon future
- MOVE AS ONE with our people

# WORK OUR ASSETS SMARTER

Investing in what matters and driving better returns  
on our businesses and assets

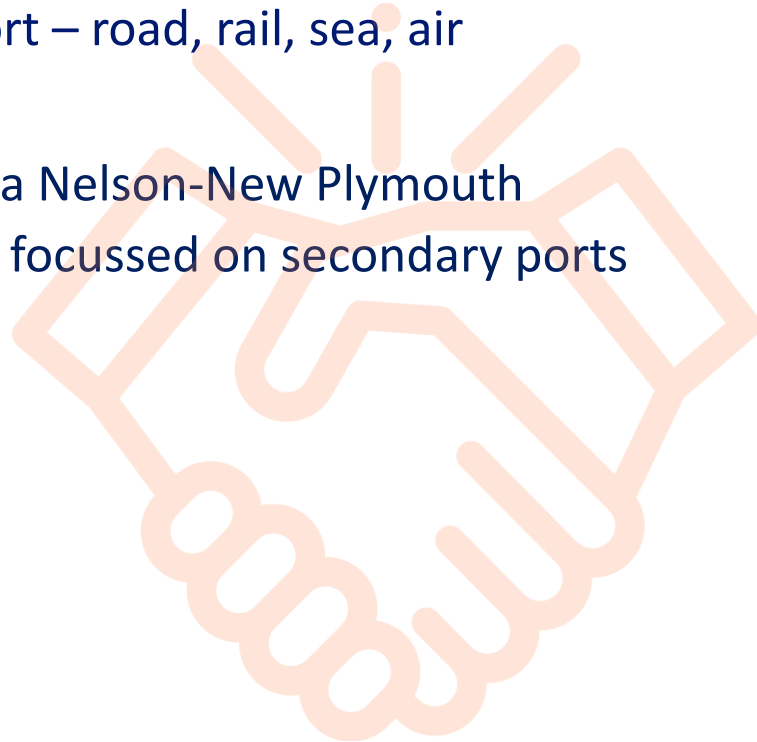
- Reset Freight and grow through M&A
- Grow Contract Logistics organically and through M&A
- Investment in technology to drive operational improvement and deliver business insights
- Transition to leased trucks and owner driver model
- Optimise the property footprint to best serve client demand
- Focus on capex efficiency



# BUILD OUR MULTI-MODAL OFFER

Creating a multi-modal offer that utilises the best freight modes to deliver our customers' goods where and when needed

- Optimised end to end customer solution
- Utilise all modes of transport – road, rail, sea, air
- MOVE Oceans opportunity
  - Inter-island line haul via Nelson-New Plymouth
  - Trans-Tasman shipping focussed on secondary ports
- Network optimisation
- Smart intermodal assets





# OPTIMISE OUR EARNINGS

Deliver strong earnings growth and value for shareholders

- Focus on improving margins and managing costs
- Drive growing revenue and EBIT
- Deliver improving shareholder returns
- Balance growth with dividend payments

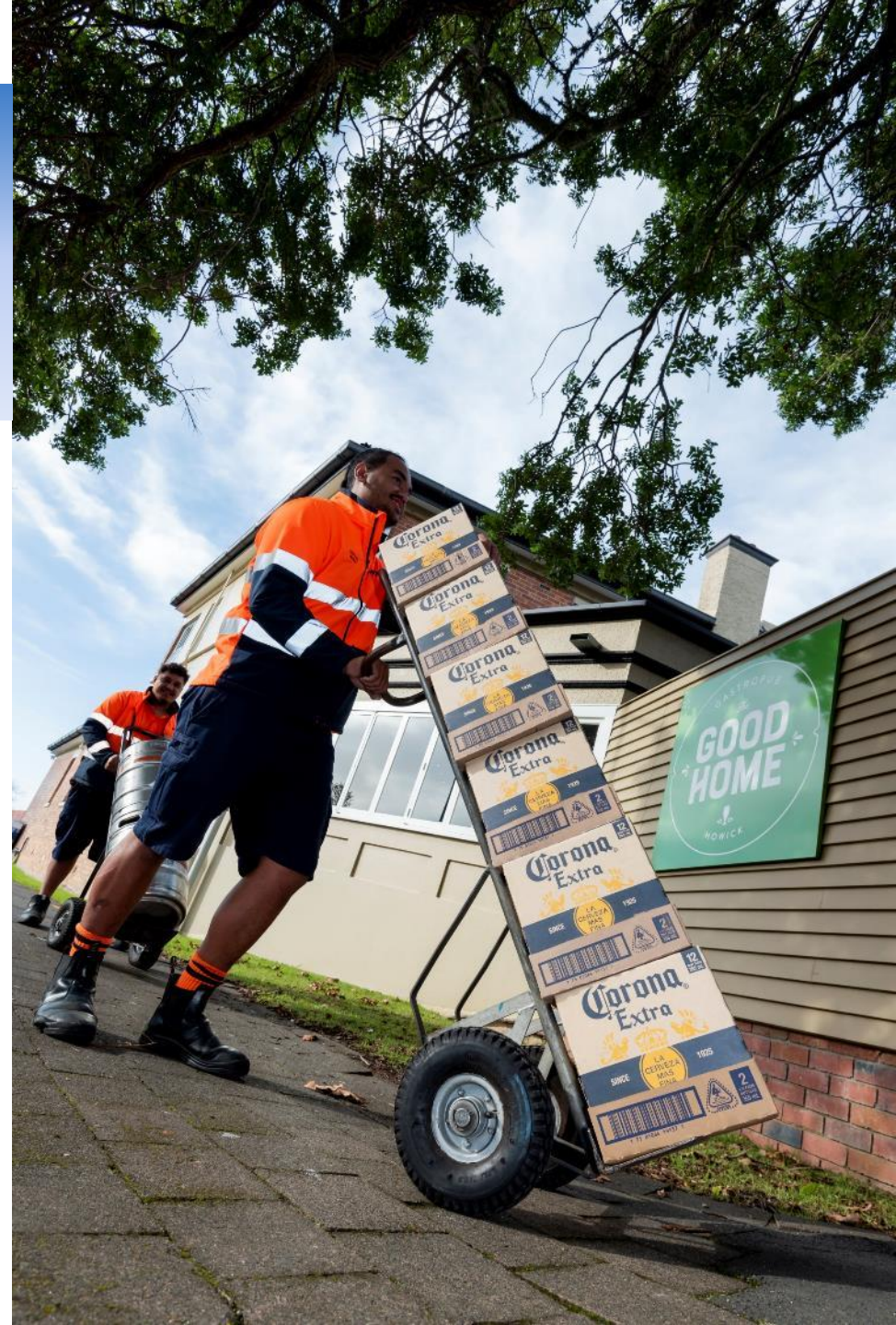


# DELIVER FOR OUR CUSTOMERS

Putting our customers at the heart of all we do and delivering the best customer solution and service

- Attract new customers to our high quality service
- Expand and further cross sell our services between Freight and Contract Logistics
- Build a greater presence in targeted sectors including Viticulture, Aquaculture, Dairy and Beverages

**Innovate, Decarbonise and Grow**



# UPSIZING OUR BUSINESS

Maximise organic and acquisition opportunities to expand our market presence, extend our offer and grow our customer base

- Leverage breadth of service offered across the group and expand the solutions provided to each customer
- Create a beach-head in Australia, likely via Contract Logistics
- Expand trans-Tasman market presence via existing client relationships
- M&A opportunities
  - Leverage off consolidation of the Freight sector in NZ
  - Generational ownership changes in Australia
- ASX Listing completed to raise both awareness and capital



# TAKING CARE OF WHAT MATTERS

Having a positive impact on our people, communities and the environment

- Safety first, middle and last
- Retain and reward exceptional people
- Positive engagement with our local communities
- Committed to a low carbon future
- All team members 'MOVE as One' as we build a new business and attitude



# OUTLOOK

## Improving margins and growing the business

- Great in-roads to margin improvement in Freight
- Continue improving Contract Logistics asset utilisation and gaining new clients
- Inflationary pressures expected to continue and demand regular interaction with clients as to rate levels and sustainability
- Bolt-on acquisitions expected. Fluidex Transport acquisition representative of this strategy
- Shipping expansion is well underway and will be a key feature of FY23 result
- Recycling of capital between assets sales (Specialist) and acquisitions is preferred to borrowing or equity issuance
- We intend to provide FY23 guidance at the Annual Shareholder Meeting in late October.

# FLUIDEX ACQUISITION

Complements existing fuel and bulk liquids business

- Fluidex is a leading bulk liquids and bulk dry powder transport provider, operating throughout New Zealand
- Recurring revenue of \$11m with growth potential
- Significant cross-selling opportunities across MOVE's businesses
- Acquisition of the business and the assets– initial consideration of \$7m, \$8.2m in 24 months – equating to market value of assets being acquired
- Settlement in October 2022



# EXTENDS MOVE'S CUSTOMER OFFER

Supports MOVE's strategy to further grow and enhance integrated supply chain solutions for targeted customer sectors



# / DISCUSSION

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# APPENDICES

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# Non-GAAP Reconciliation

| \$Millions   | FY22          | FY21          |
|--|---------------|---------------|
| <b>Net profit/(loss) before income tax from continuing operations (GAAP measure)</b> | <b>(2.42)</b> | <b>(1.58)</b> |
| Add back:  |               |               |
| Share of loss of associates  | .10           | .15           |
| Net finance costs  | 11.05         | 11.1          |
| Loss in investment in associates   | .06           | .10           |
| Restructuring costs  | 1.63          | -             |
| Share acquisition costs  | .13           | .31           |
| Goodwill and asset impairment  | 1.62          | 1.13          |
| Depreciation & Amortisation  | 42.16         | 43.27         |
| <b>EBITDA excluding non-trading items (non-GAAP measure)</b>                         | <b>54.33</b>  | <b>54.48</b>  |
| <b>Net profit/(loss) after income tax (GAAP measure) attributable to owners</b>      | <b>(4.21)</b> | <b>.87</b>    |
| Less: Discontinued operations after tax  | (.57)         | 2.60          |
| Add back:  |               |               |
| Non-controlling interests  | 1.10          | .43           |
| Other non-trading expenses, net of tax:  |               |               |
| Goodwill and asset impairment  | 1.62          | .82           |
| Restructuring costs  | 1.18          | -             |
| Share acquisition costs  | .13           | .31           |
| <b>Net profit/(loss) after tax excluding non-trading items (non-GAAP measure)</b>    | <b>.39</b>    | <b>(.17)</b>  |

MOVE Logistics Group uses several non-GAAP measures when discussing financial performance and the Board and Management believes this provides a better reflection of the company's underlying performance.

- EBITDA: Earnings before interest, tax, depreciation, amortisation excluding income and impairment from associates
- Normalised EBITDA: EBITDA before non-trading costs
- Normalised EBITDA Margin: Normalised EBITDA as a percentage of total income
- Normalised EBIT: Normalised EBITDA less depreciation and amortisation
- Free cash flow: EBITDA excluding non-cash items plus movements in working capital, less net capital expenditure
- Net debt: interest bearing liabilities less cash and cash equivalents
- Operating cash conversion: cash generated from operations as a %age of EBITDA less non-cash items
- Working Capital Ratio: Current Assets excluding held for sale / Current Liabilities excluding borrowings and held for sale
- LTIFR: Lost time injury frequency rate
- TRIFR: Total recordable injury frequency rate

# DISCONTINUED OPERATIONS

| Discontinued Operations - \$000s   | 2022       | 2021         | change<br>22 v 21 |
|--|------------|--------------|-------------------|
| Revenue  | 14,339     | 24,301       | (9,962)           |
| Net (loss)/profit before tax   | (785)      | 3,611        | (4,396)           |
| Net (loss)/profit after tax  | (565)      | 2,600        | (3,165)           |
| Net Cashflows  | <b>218</b> | <b>5,184</b> | <b>(4,966)</b>    |
| Assets classified as held for sale   | 25,263     | -            |                   |
| Liabilities directly associated with assets<br>classified as held for sale | 6,149      | -            |                   |

## PLANNED DIVESTMENT OF SPECIALIST ACTIVITIES

- Planned divestments align to our strategic reset
- Activities being divested are better aligned to private ownership
- Limited cross-over to Freight and Contract Logistics divisions
- In discussion with multiple interested parties

# Disclaimer

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## Results announcement

(for Equity Security issuer/Equity and Debt Security issuer)

| Results for announcement to the market   |                                     |                         |
|--|-------------------------------------|-------------------------|
| Name of issuer   | MOVE Logistics Group Limited (MOV)  |                         |
| Reporting Period   | 12 months to 30 June 2022           |                         |
| Previous Reporting Period  | 12 months to 30 June 2021           |                         |
| Currency   | NZD                                 |                         |
|  | Amount (000s)                       | Percentage change       |
| Revenue from continuing operations   | \$345,782                           | 5.1%                    |
| Total Revenue  | \$345,782                           | 5.1%                    |
| Net profit/(loss) from continuing operations   | (\$3,643)                           | (110.5%)                |
| Total net profit/(loss)  | (\$4,208)                           | N/A                     |
| Interim/Final Dividend   |                                     |                         |
| Amount per Quoted Equity Security  | \$0.00                              |                         |
| Imputed amount per Quoted Equity Security  | \$0.00                              |                         |
| Record Date  | Not Applicable                      |                         |
| Dividend Payment Date  | Not Applicable                      |                         |
|  | Current period                      | Prior comparable period |
| Net tangible assets per Quoted Equity Security   | \$0.45                              | \$0.17                  |
| A brief explanation of any of the figures above necessary to enable the figures to be understood | Refer audited financial statements. |                         |
| Authority for this announcement  |                                     |                         |
| Name of person authorised to make this announcement  | Lee Banks, CFO                      |                         |
| Contact person for this announcement   | Lee Banks                           |                         |
| Contact phone number   | 06 755 9405                         |                         |
| Contact email address  | lee.banks@movelogistics.com         |                         |
| Date of release through MAP  | 24 August 2022                      |                         |

Audited financial statements accompany this announcement.

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