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MAINFREIGHT LIMITED

12 November 2025

Financial result for the six months ended 30 September 2025 (Unaudited)

Commentary

Mainfreight is pleased to confirm our half-year financial results to 30 September 2025.

Group Result Summary

HY26 v HY25

Revenue	NZ\$2.61 billion	up 2.1%
Profit before tax (PBT)	NZ\$131.72 million	down 18.3%
Net profit	NZ\$93.38 million	down 18.5%

- After minimal foreign exchange impacts, Group Revenue is down 1.4%, PBT is down 19.4% and Net profit is down 19.7%.
- Operating cash flows increased from NZ\$191.7 million to NZ\$209.6 million.
- An interim dividend of 85 cents per share has been set by the Directors.
- The prior half-year result included NZ\$98.8 million revenue and NZ\$12.4 million PBT from project activity now discontinued.

Group Operating Cash Flows

Operating cash flows were NZ\$209.6 million, up from NZ\$191.7 million in the prior comparative period. These improvements are a consequence of improved debt collections.

Net funds (debt) increased to (NZ\$68.7 million) from NZ\$14 million as at Year End 2025.

Debt facilities total NZ\$511 million, of which NZ\$339 million remains undrawn.

Net capital expenditure totalled NZ\$102.7 million for the half year period to September 2025. Expenditure on property was NZ\$67 million. Capital expenditure is expected to be \$215.4 million in the year to 31 March 2026.

Property Update

Property activity that was completed in the past six months:

New Zealand

- Whanganui Transport cross-dock completed – leased
- Hastings (Hawkes Bay) Transport cross-dock completed – owned
- Daily Freight Auckland Transport cross-dock upgrade completed and opening December 2025 – owned
- New Plymouth Transport cross-dock extension and office update – owned

Australia

- Townsville Transport cross-dock – leased

Europe

- Romanian Warehouse extension – owned

Property construction continues on the following sites:

New Zealand

- Christchurch Warehousing expected completion May 2026 – leased

Australia

- Brisbane Transport cross-dock expected completion April 2026 – owned
- Melbourne Airfreight Perishables expected completion January 2026 – leased

Lease and property negotiations underway:

New Zealand

- Auckland Warehouse
- Blenheim Transport cross-dock

Australia

- Perth Transport cross-dock

Dividend

The Directors have approved an interim dividend of 85 cents per share, fully imputed at the 28% company tax rate. With the record date on 12 December 2025, payment will be made 19 December 2025.

Product Performance (NZ\$)

HY26 v HY25

Transport	Revenue:	\$1.19 billion	up 7.0%
	PBT:	\$58.4 million	down 20.6%
	Volumes	(Tonnage) up 3.6%	
Warehousing	Revenue:	\$438.3 million	up 6.7%
	PBT:	\$20.7 million	down 1.8%
	Total square metres	1.116 million	
	Orders processed	down 9%	
Air & Ocean	Revenue:	\$980.1 million	down 5.0%
	PBT:	\$52.6 million	down 20.9%
	Sea freight (TEU)	up 7%, Airfreight (kgs) up 5%	

Ocean Freight Projects

During the past 18 months there has been a significant amount of one-off project activity – the majority being in Australia Air & Ocean. Revenue and PBT impacts are as follows.

	<u>FY 2025</u>	<u>HY 2026</u>
Revenue	NZ\$131.2 million	NZ\$22.7 million
PBT	NZ\$16.2 million	NZ\$1.6 million

The cyclical nature of this project business, and the lack of contribution to the balance of our network activities, prompted a review to not pursue any further large project activity.

Divisional Performance (figures in local currencies)

New Zealand

Revenue	NZ\$575.6 million	up 3.9%
PBT	NZ\$44.1 million	down 7.4%

Trading performance across our New Zealand divisions has improved as the half year has progressed. Property cost increases for our **Transport** and **Warehousing** divisions contributed to the disappointing profit reduction.

Air & Ocean revenue and gross margin management were satisfactory in a difficult trading environment, finishing in line with the prior year's performance.

Trading through October, and now November, has seen further improvement which we expect to continue into the new year.

Australia

Revenue	AU\$736.8 million	down 2.9%
PBT	AU\$58.6 million	down 3.8%

Excluding the **Air & Ocean** project contributions from the prior period, our Australian business continues to perform satisfactorily. Higher than expected labour cost overheads impacted net margins. **Transport** continues to improve sales revenue as a consequence of market share gains. Gross margins remain in line with the year prior. **Warehousing** improved both revenue and profitability during the period.

Air & Ocean, net of project influence, continues to improve market share and profitability.

Trading through October, and into November, continues these current trends. Year-end expectations remain for further improvements.

Europe

Revenue	€307.2 million	up 5.4%
PBT	€9.3 million	down 31.9%

Trading performance is marginally behind the year prior as a consequence of higher casual labour costs due to new customer implementations across our **Warehousing** and **Transport** divisions. Property disposal in the year prior magnifies the disappointing PBT performance versus the prior year.

Air & Ocean activity continues to improve with increasing market share gains.

Trading post half year-end has seen small improvements. Poorer than expected **Warehousing** utilisation enables additional sales opportunities without the need for any additional new facilities in the near term.

Asia

Revenue	US\$60.5 million	down 7.5%
PBT	US\$5.6 million	down 5%

Freight revenue reductions come as a result of significantly lower Ocean freight rates, particularly on the Trans-Pacific trade lanes as a result of USA tariff implementations. As signalled at our Annual Shareholders Meeting market update, we have closed three warehousing branches due to poor profitability performance.

Trading post the half year has seen similar results. We do not expect to see Ocean freight rate improvements for the remainder of the financial year.

The Americas

Revenue	US\$313.2 million	down 9.7%
PBT	US(\$2.3 million)	down 128%

A disappointing performance in our USA business, driven by PBT losses in our **Transport** and **CaroTrans** divisions. **Transport** sales revenues are in line with the prior year – however gross margin performance was poor as a consequence of higher

Transport costs. **Warehousing** trading, whilst profitable, was below expectations as utilisation in two of our eight warehouses declined to unacceptable levels. Canadian Warehousing sales performance has improved, requiring a threefold increase in square metre footprint in Toronto.

Air & Ocean performance continued to be satisfactory, despite the tariff impositions. Gross margins improved, albeit sales revenues declined on the back of low international Ocean freight rates.

Trading post the half year has seen similar performance across all divisions. We continue to reiterate the need for patient hard work to find acceptable growth and profitability in this market.

Outlook

We expect our Australian and New Zealand businesses to continue to see improvement as we trade into the second half of the financial year. Sales activities in both regions are increasing market share, and we are seeing improving freight volume increases from our customers.

Asia will continue to trade at current levels. Improvements will be dependent on the Ocean freight rate and freight tonnage.

Our European operations have reduced labour costs as new customers are now settled into our warehouses. This should improve efficiencies and increasing profitability.

In the Americas we have had a number of sales gains across all divisions, which will improve our performance. As we have already mentioned, we do expect acceptable returns to take time.

Our network development will continue as our customers encourage us to open more warehouses – with Christchurch and the planned Auckland sites as examples of this considered expansion.

Market share gains in Transport require additional cross-docks, and an expanding geographical presence for our Air & Ocean divisions.

We continue to be well positioned to find improvement after a difficult period of trading.

Mainfreight will release its financial results for the full 2026 financial year on 28 May 2026.

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