



WiseTech
GLOBAL

2016 Annual General Meeting of Shareholders

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- **Pro forma** Except where explicitly stated, the financial data in this presentation is provided on a pro-forma basis. Information on the specific pro-forma adjustments is included in the Appendix to this document.
- **Currency** All amounts in this presentation are in Australian dollars unless otherwise stated.
- **FY** refers to the full year to 30 June.
- **Rounding** Amounts in this document have been rounded to the nearest \$0.1m. Any differences between this document and the accompanying financial statements are due to rounding.

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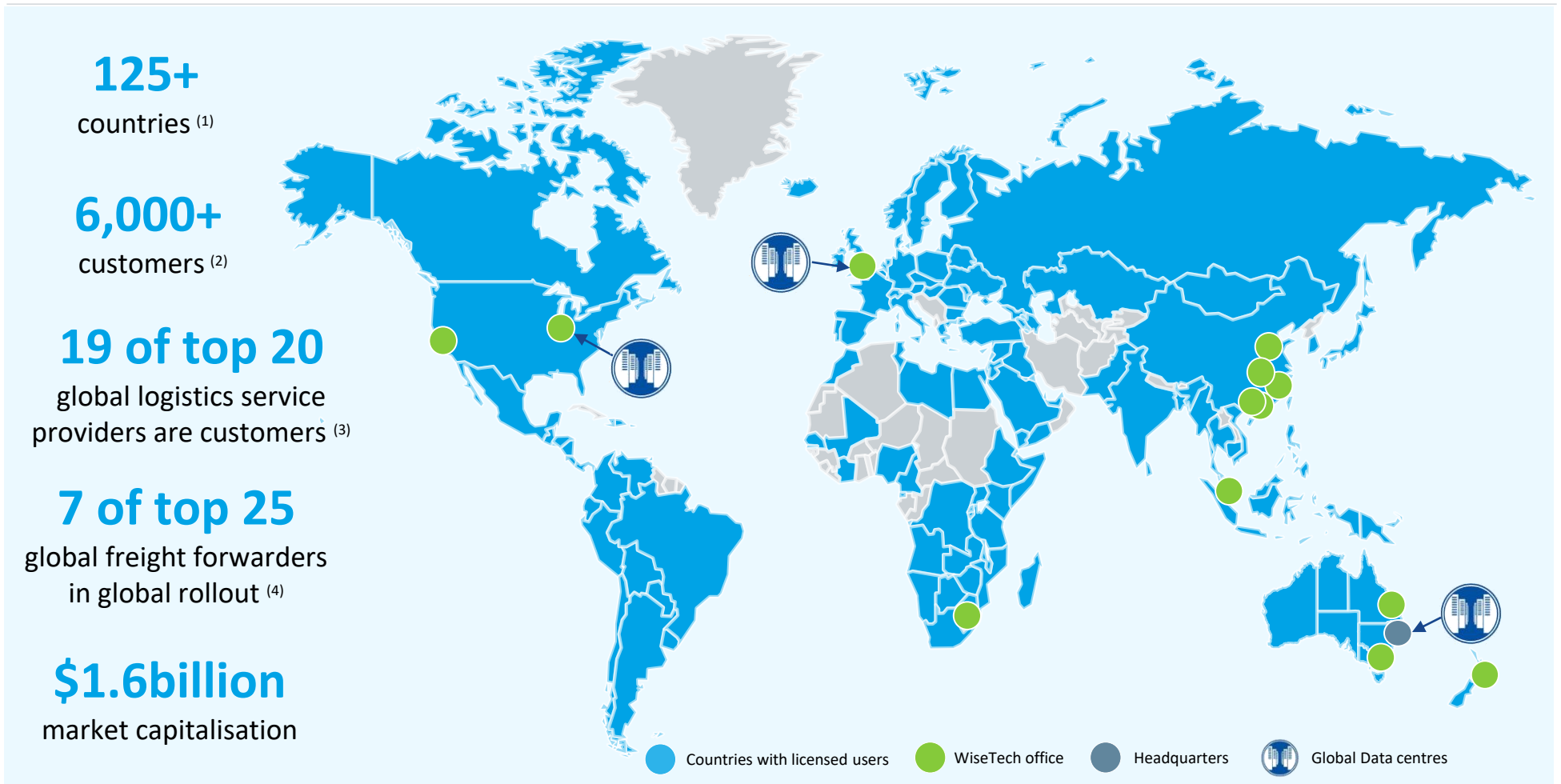
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Charles Gibbon
Chairman

WiseTech is a leading provider of software to the logistics industry globally



(1) Countries in which WiseTech software is licensed for use

(2) Customers refer to purchasers of our software; includes customers on the CargoWise One application suite and legacy platforms of acquired companies; legacy customers may be counted with reference to installed sites

(3) Top Global 3PL (Third Party) Logistics Providers List, ranked by Armstrong & Associates using a combined overall average based on their individual rankings for gross revenue, ocean TEUs and air metric tons, for the 12 months ended 31 Dec 2014. Customers are as at 31 Dec 2015.

(4) Armstrong & Associates, "Top 25 Global Freight Forwarders List – ranked by 2015 Logistics Gross Revenue/Turnover". Customers are as at Sep 2016.

WiseTech Global – FY16 financial highlights



STRONG
organic revenue
growth

↑ **47%** growth in
statutory revenue
FY15 to FY16

\$103m
Revenue



HIGH recurring
HIGH quality
revenue

98%
Recurring
Revenue



LOW
customer
attrition

<1%
Annual Attrition Rates ⁽¹⁾
(by CargoWise One
customers)



HIGH innovation
product development
investment

37%
of revenue ⁽²⁾

51%
of our people



LOW
sales & marketing
expense

15%
of revenue

13%
of our people

open-access,
on-demand licence,
swift on-boarding



PROFITABLE
+
cash generative

↑ **44%** EBITDA

\$31.5m

Profitable

Dividend paying

- (1) Annual Attrition Rate is a customer attrition measurement relating to the CargoWise One application suite (excluding any customers on acquired legacy platforms). A customer's users are included in the customer attrition calculation upon leaving, that is, having not used the product for at least four months. Based on the four financial years to FY16 inclusive
- (2) Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and Innovation.

CargoWise One: an integrated software solution for the logistics industry

Allowing companies to better manage many aspects of the global supply chain



Integrated modules covering key logistics transactions

-  Freight forwarding
-  Customs clearance
-  Land transport ⁽¹⁾
-  Warehousing
-  Liner & agency
-  Container freight station
-  Track, trace & manage
-  Geo compliance



Integrated modules for enterprise wide administration, accounting and management

-  Accounting & reporting
-  Customer relationship management
-  Workflow
-  Integrated messaging
-  Document management
-  Human capital management

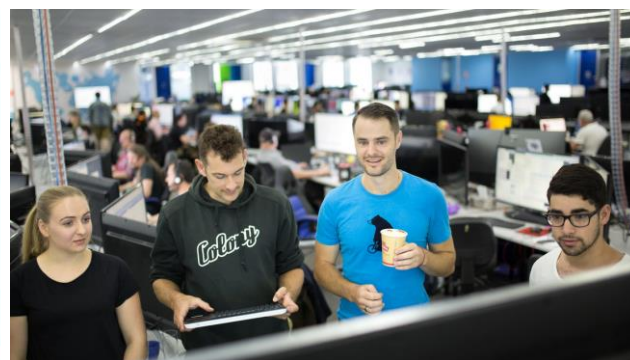
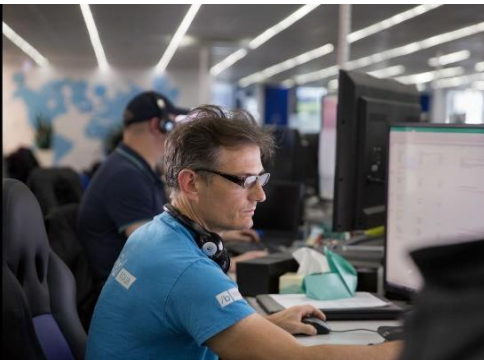
**2.8 million +
development hours**
over 15 years to build a global platform

**34 billion +
data transactions⁽²⁾**
annually in FY16

(1) Available in CargoWise One but not in ediEnterprise

(2) Based on hosted CargoWise One data transaction levels for the 12 months ended 30 June 2016, extrapolated across CargoWise One application suite excluding acquired legacy systems such as Translogix, Corefreight, CompuClearing and Zsoft

Our people are changing the world of logistics one innovation at a time



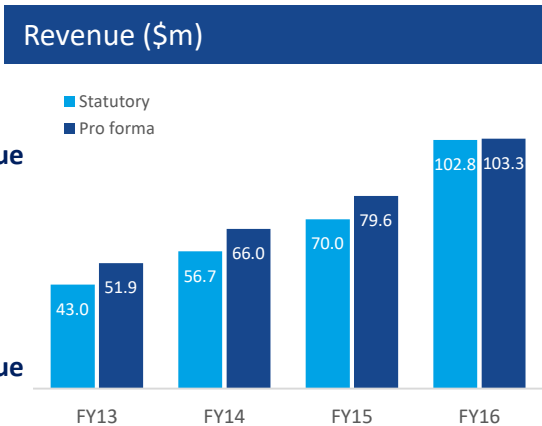


Richard White
Founder CEO

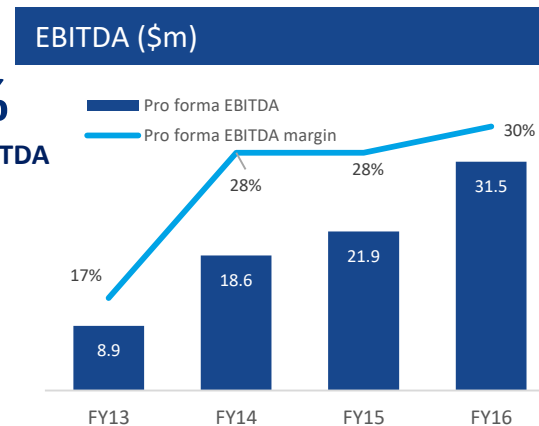
WiseTech Global – FY16 financial highlights

↑ 47%
growth in revenue
(statutory)

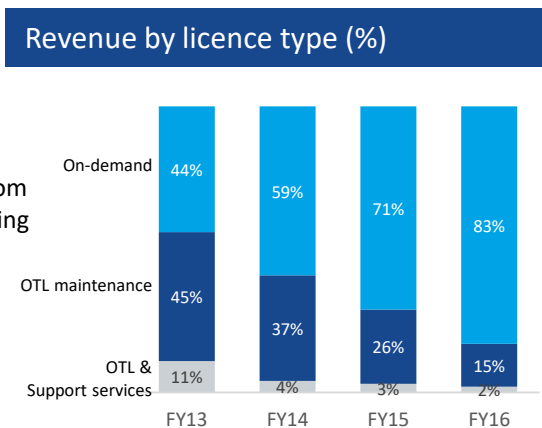
↑ 30%
growth in revenue
(pro forma)



↑ 44%
growth in EBITDA
(pro forma)

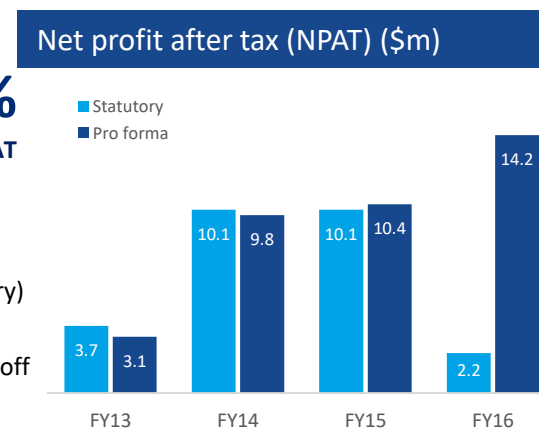


83%
of revenue now from
On-Demand licensing



↑ 37%
growth in NPAT
to **\$14.2m**
(pro forma)

NPAT (statutory)
\$2.2m
reflecting one off
costs in FY16



98%
recurring revenue

42%
growth in pro forma
new customer revenue

<1%
attrition each year
for last 4 years
(CargoWise One customers)

We are investing
\$165 million
innovating and further
developing our global
platform in FY13 to FY17

Multiple levers for business growth

Multiple levers to sustain growth and increase market penetration



Innovation
and
expansion of
our global
platform



Transactions/users



Modules



Geographies



*Industry
consolidation*

Greater usage by **existing
customers**



Increase
**new
customers**
on the
platform



Stimulate
**network
effects**



Grow
through
acquisitions

Innovation investment

Significant pipeline of longer-term innovations across existing verticals and new adjacencies

new modules to enable **additional logistics capabilities** or market segments *e.g. warehousing*

new product components to **expand functionality of existing modules**
e.g. geo-coding

hardware components to complement our software
e.g. telematics devices, VolCam

extending **access to new geographies**
e.g. China, South Africa

upgrading for **new regulatory requirements**
e.g. Automated Customs Environment US

over 670
product upgrades in FY16

37%
of revenue invested in FY16

51%
of staff focus on product/innovation

590,000
unit tests executed hourly

\$165m
investing FY13-FY17F

adding **quality improvements** – automating or eliminating processes
e.g. global standard workflows

incorporating **new technology** or delivery mechanisms
e.g. elastic cloud, ssd only storage

investing in processes, data centres, scalable technology
e.g. new region data centres

building **next-generation productivity** tools
e.g. PAVE, GLOW

Universal Customs Engine

Address Cleansing, Validation + Geocoding

VolCam

Greater usage by customers

Significant growth in existing customers



Transactions/users



Modules

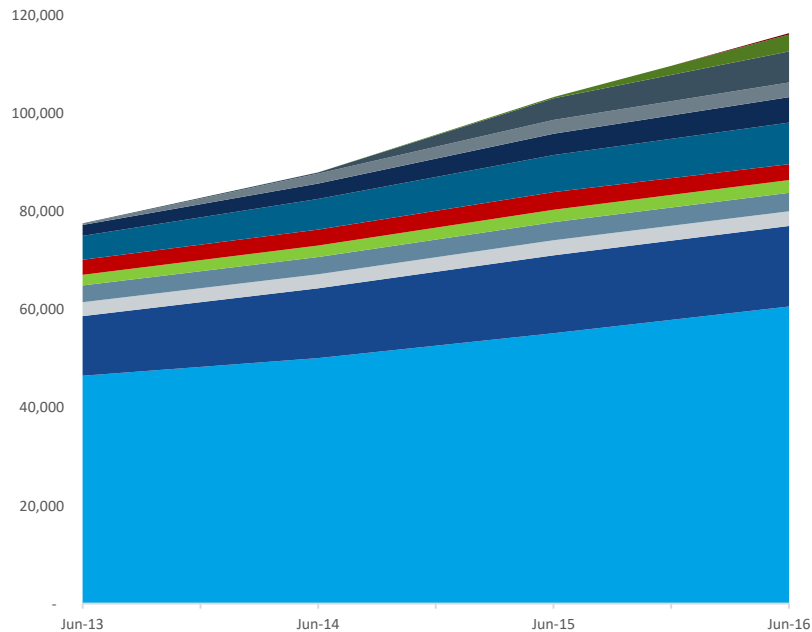


Geographies

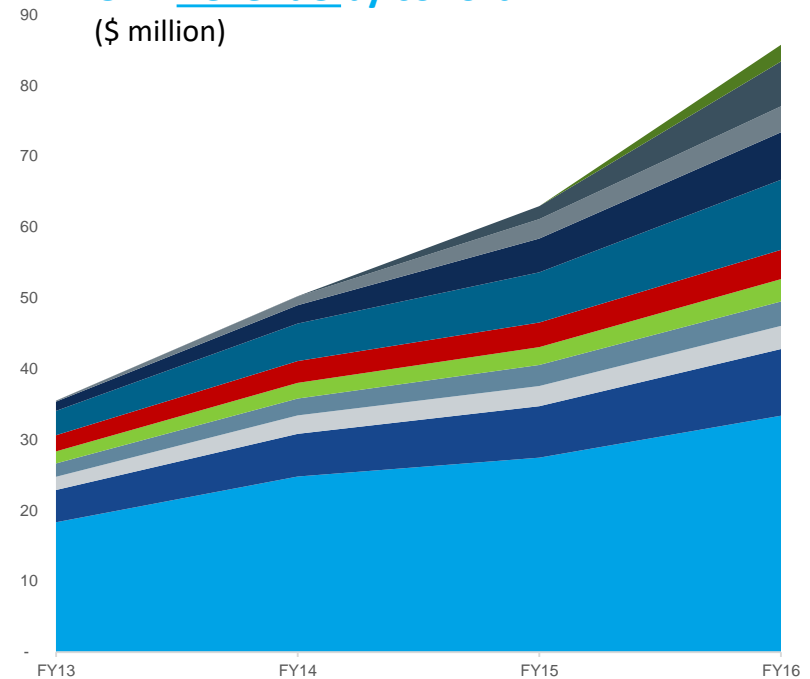


Industry consolidation

CW1 module users by cohort

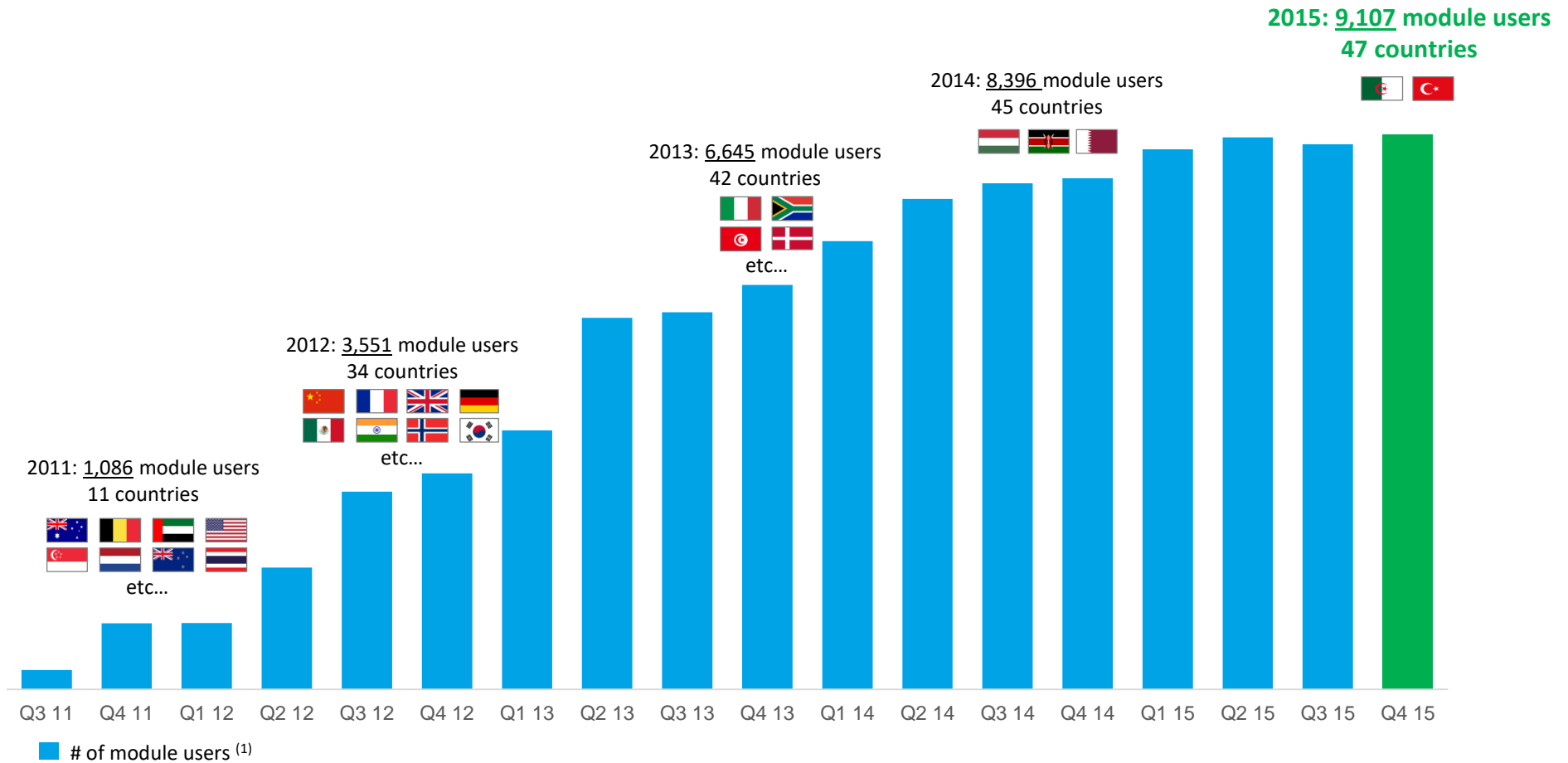


CW1 revenue by cohort
(\$ million)



New customers – can onboard swiftly and roll out without restriction

Allowing customers access to everything can deliver steady growth from a single sale

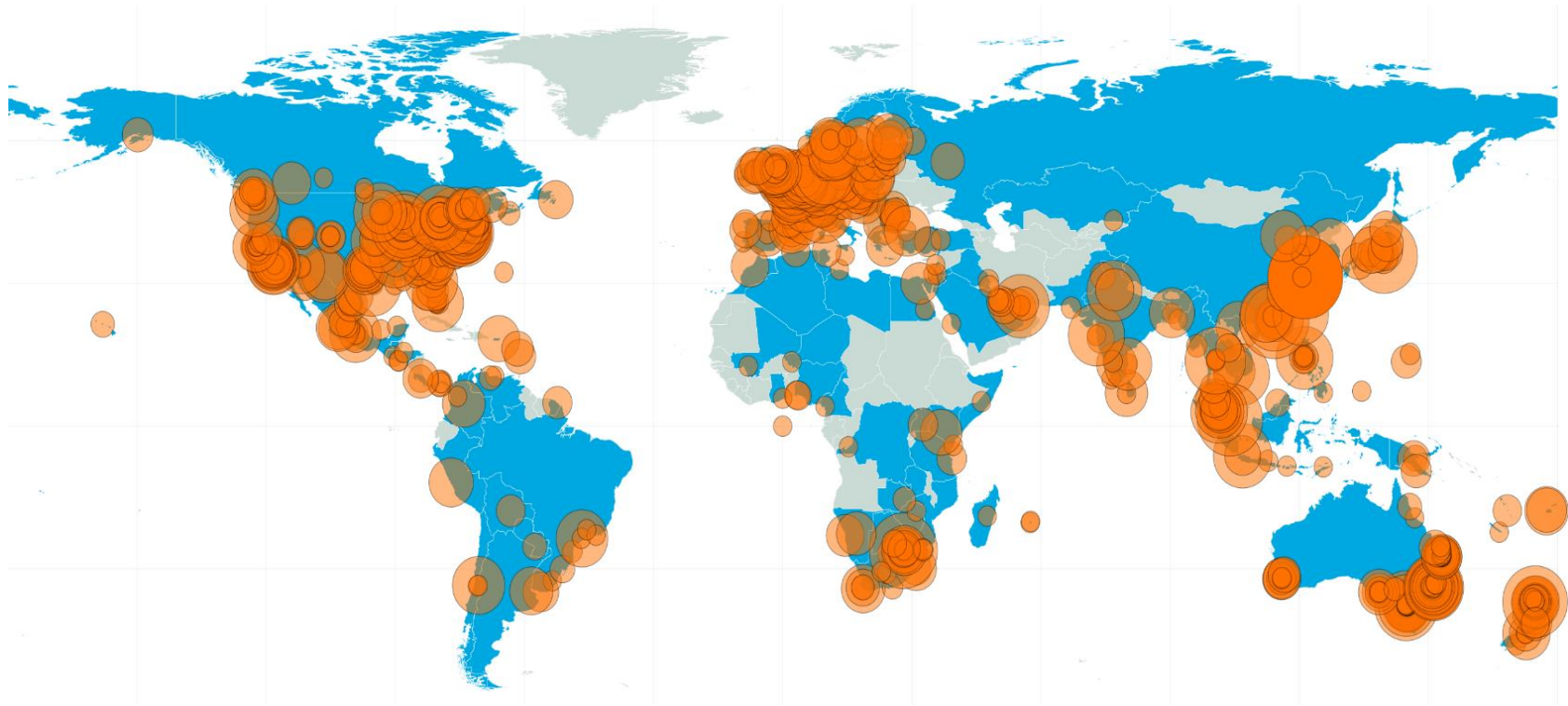


Note: This represents a specific example for one specific large-scale, multi-national customer using CargoWise One over time. It does not purport to represent the growth profiles for all customers or the growth rate of users and geographies of this specific customer in the future
(1) Sourced from WiseTech Global as at December 2015

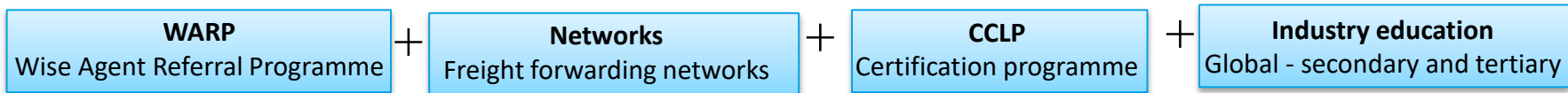
Network effects

Multiple active programmes drive adoption, operating system for global logistics

We build on our strong customer penetration across high GDP trade routes ...



By supporting our sales activity with additional effective network programmes ...



Users by head office for each CargoWise One application suite customer during June 2016.

Organic growth accelerated by acquisitions

Small, valuable acquisitions further our growth across geographies and adjacencies

We buy into market positions that would take years to build, integrate swiftly, drive value across platform



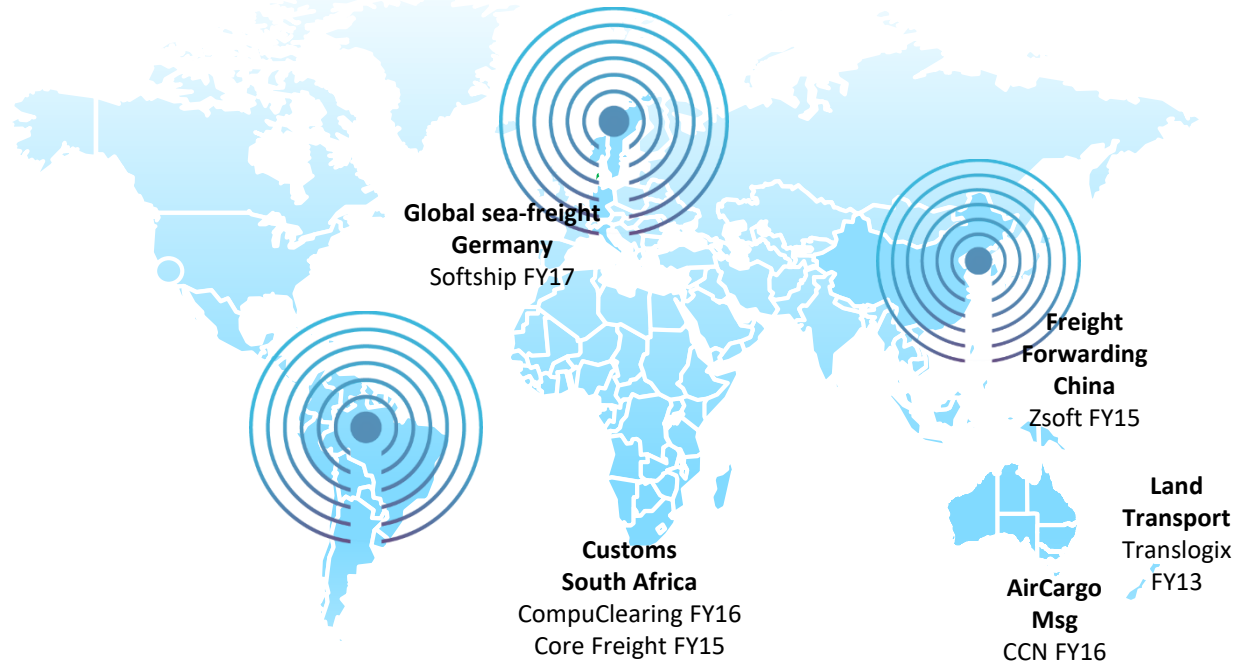
Why we acquire

- Acquire customers in new geographies to migrate to CargoWise One global platform
- Acquire compliance capabilities to avoid high risk, costly market entry
- Acquire skilled employees with local market experience, logistics industry capability and processes
- Acquire to efficiently enter new geographic regions with lower cost and lower risks than organic growth may deliver



What we target

- New geographies
- Strongly entrenched leading providers (preferably top 3)
- In markets with complex compliance requirements (particularly customs)
- Major markets with larger 3PL customers to allow us to drive network effect
- New, complex, adjacent competencies to allow us to acquire specialist market knowledge to support our product development



Outlook - industry dynamics

Industry pain points drive an exponential shift to CargoWise One

3PL industry dynamics vs low propensity to switch out of proprietary systems

Impact of dynamic for WiseTech

Our leading global logistics software and open-access, usage-driven business model remove constraints to growth

Increasing regulation	→	positive	→	Fast to market with new regulatory changes
Increasing complexity	→	positive	→	Relentless innovation investment, automates or eliminates processes
Growth in transactions	→	positive	→	Highly scalable, integrated platform, productivity focused
High fragmentation	→	positive	→	Operating system for logistics, one to thousands users
Pressure on supply chain execution margins	→	positive	→	SaaS, pay for use monthly in arrears, productivity benefits
Capital constraints	→	positive	→	No upfront capital, easily add users and regions, only pay for use
Increasing network tie-ups	→	positive	→	Integrated global platform, 125+ countries, real time visibility
Demand for faster throughput	→	positive	→	Highly automated, more productive, enter data once
Cycles in 3PL verticals – economic up/downturn	→	positive	→	Pay for what you use, linked to value point
Consolidation across 1PL/2PL/3PL, Amazon	→	positive	→	Execution capability across supply chain, plug into myriad systems
3PL consolidation growing	→	positive	→	Seamless, swift, scalable on-board of thousands, global rollouts
High labour cost in high GDP trade routes	→	positive	→	Significant productivity gains through technology
Impact of political change (new govt/Brexit)	→	positive	→	Unsurpassed software development capacity to meet change
Shift to SaaS, cloud	→	positive	→	SaaS since 2008, cloud, all devices, LDaaS and PaaS to come
Shift from in-house to commercial systems	→	positive	→	Commercially proven, integrated global platform used by 19 of top 20 largest global 3PLs

Our technology and business model turns industry problems into tailwinds

Outlook for FY17

- **Strong momentum into FY17**
 - Revenue growth across existing and new customers
 - Tailwinds from industry dynamics
 - Annual attrition rate <1%
 - Large customers rapidly integrating acquisitions using CargoWise One
 - Brand uplift from global rollouts, large customer wins and ASX listing
- **Business well positioned for significant growth**
 - ‘operating system for global logistics’ licensed in 125+ countries
 - Relentless innovation, \$165m (FY13 - FY17F), widening technology lead with every \$ invested
 - Strong balance sheet, quality recurring revenues, generating further cash flow
 - Accelerating organic growth by integrating acquired vendors + building out platform capability
- **Driving global expansion** with further acquisitions in key regions and adjacencies
- **Healthy growth in earnings expected yoy**

	forecast	growth vs pro forma FY16
FY17 Total revenue	\$148m - \$155m	43 - 50%
FY17 EBIDTA	\$50m - \$53m	59 - 68%

AGM closed

Thank you

WiseTech

Changing the world of logistics one innovation at a time GLOBAL