



ASX Announcement: 2017/21

11 August 2017

WiseTech Global to acquire Taiwanese customs and forwarding solutions provider, Prolink

WiseTech Global Limited announced the acquisition of the Prolink business (Prolink), a leading provider of customs and forwarding solutions across Taiwan and China.

Headquartered in Taipei, with operations in Shanghai, Shenzhen and Fuzhou, Prolink provides automated customs, freight forwarding and logistics compliance solutions to over 350 corporations including DHL, UPS, Yamato, Morrison, Hellmann, Hankyu Hanshin, Dolphin, Leader-mutual, Evergreen, Pacific Star, THi and OEC.

WiseTech CEO, Richard White, said “Given Prolink’s leading position in customs and forwarding solutions across Taiwan and their recent expansion into China and Hong Kong we are pleased to welcome the Prolink team to the WiseTech Global family. Acquiring the Prolink cross-border compliance expertise in Taiwan and China gives us additional regional strength to accelerate our growth throughout Asia.”

For this acquisition, the total purchase cost will be an estimated 2.5x – 3.0x Prolink’s 2021 recurring revenue comprising \$3.7m upfront plus a 4-year earnout related to product development, customer transition and growth in recurring revenue. With 2016 revenue ~\$3.0m and EBITDA ~\$0.3m, the transaction is not material to the WiseTech Global group. Prolink is expected to be consolidated into WiseTech group accounts during September 2017.

As with our targeted acquisitions in Germany, Italy and Brazil and the recent Digerati transaction, this acquisition is in line with the company’s stated strategy of accelerating long-term organic growth through small, valuable acquisitions across new geographies and adjacencies. We are continuing to progress our pipeline of opportunities in key target regions of Asia, Europe and Latin America.

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WiseTech Global Limited
ABN 41 065 894 724

Unit 3a, 72 O’Riordan Street
Alexandria NSW 2015

About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 6,000 of the world's logistics companies across more than 125 countries. Our flagship product, CargoWise One, forms an integral link in the global supply chain and executes over 34 billion data transactions annually. Our software enables our customers to execute highly complex transactions in areas such as freight forwarding, customs clearance, warehousing, shipping, land transport and cross border compliance and to manage their operations on one database across multiple users, functions, countries, languages and currencies. Our breakthrough software solutions are renowned for their powerful productivity, extensive functionality, comprehensive integration, deep compliance capabilities, and truly global reach.

For more information on WiseTech Global, please visit:

- Investor centre www.wisetechglobal.com/investors
- Company website www.wisetechglobal.com

About Prolink

Founded in 1996, Prolink is the market leading software provider of customs solutions to the logistics industry across Taiwan. Headquartered in Taipei with operations in Shanghai, Shenzhen and Fuzhou and a team of over 65 people, Prolink solutions cover customs compliance, freight forwarding and specialist warehousing. Prolink provides solutions to DHL, UPS, Yamato, Morrison, Hellmann, Hankyu Hanshin, Dolphin, Leader-mutual, Evergreen, Pacific Star, THi and OEC and many of the largest customs brokerage and logistics providers in Taiwan and China.

For more information on Prolink please visit <http://www.plink.com>

Forward looking statements

Forward-looking statements in this news release are based on information and assumptions known to date and are subject to various risks and uncertainties. Actual results, performance or achievements could be significantly different from those expressed in, or implied by, these forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of WiseTech Global. These factors may cause actual results to differ materially from those expressed in the statements contained in this announcement.

Contact information

Investor Relations

Gail Williamson +61 2 8001 2200 investor.relations@wisetechglobal.com

Media

Peter Brookes +61 2 8234 0100 pbrookes@citadelmagnus.com
Matthew Gregorowski +61 2 8234 0100 mgregorowski@citadelmagnus.com