Results FY17

23 August 2017

Financial data for FY17 is provided on a statutory basis.
A reconciliation of statutory results to pro forma results for FY13 to FY16 is included in the Appendix.

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- **Prior period pro forma (PF)** Except where explicitly stated, the financial data prior to FY17 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.
- **Current period statutory T**he financial data for FY17 in this presentation is provided on a statutory basis but in a non-statutory presentation format.
- **Currency** All amounts in this presentation are in Australian dollars unless otherwise stated.
- **FY** refers to the full year to 30 June, 1H refers to the six months to 31 December, 2H refers to the six months 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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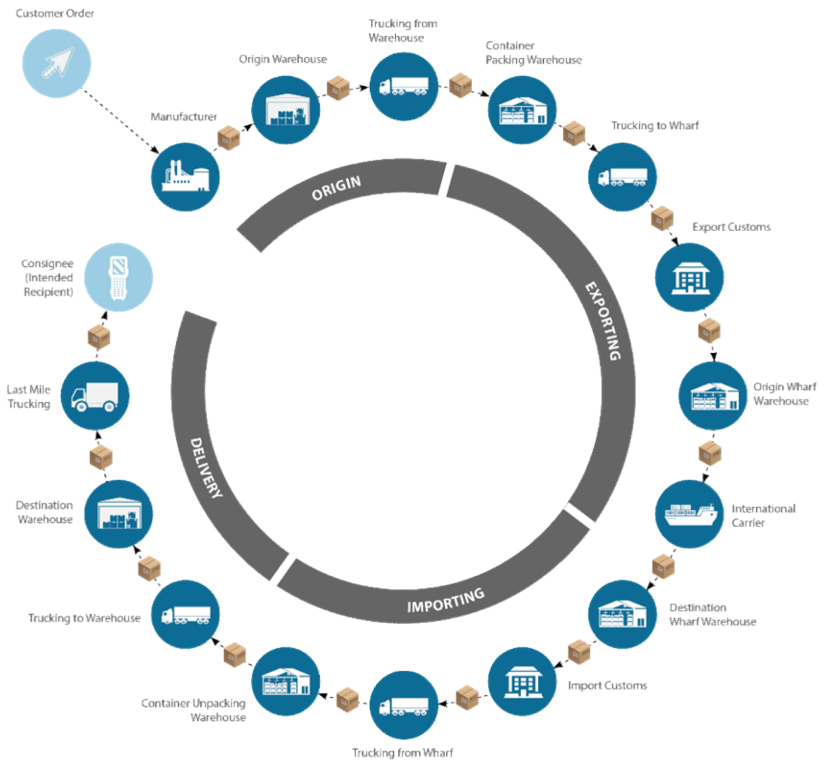
Logistics industry – moving goods and data

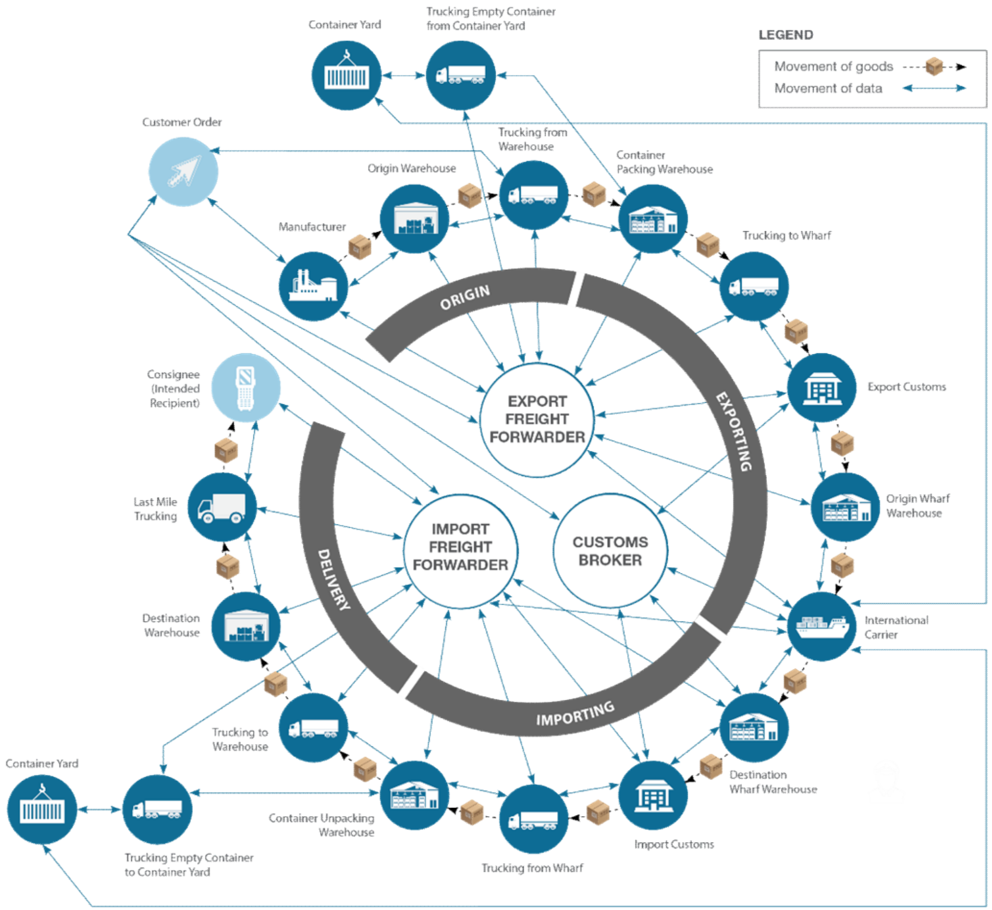
Movement of goods requires timely movement of accurate information across the supply chain

A myriad of logistics suppliers are needed across the supply chain.

Information moves ahead of, alongside and behind the physical goods as they move through the supply chain.

Data speed, accuracy, timeliness and quality is essential





WiseTech GLOBAL

A leading provider of software to the logistics industry globally

125+
countries(1)

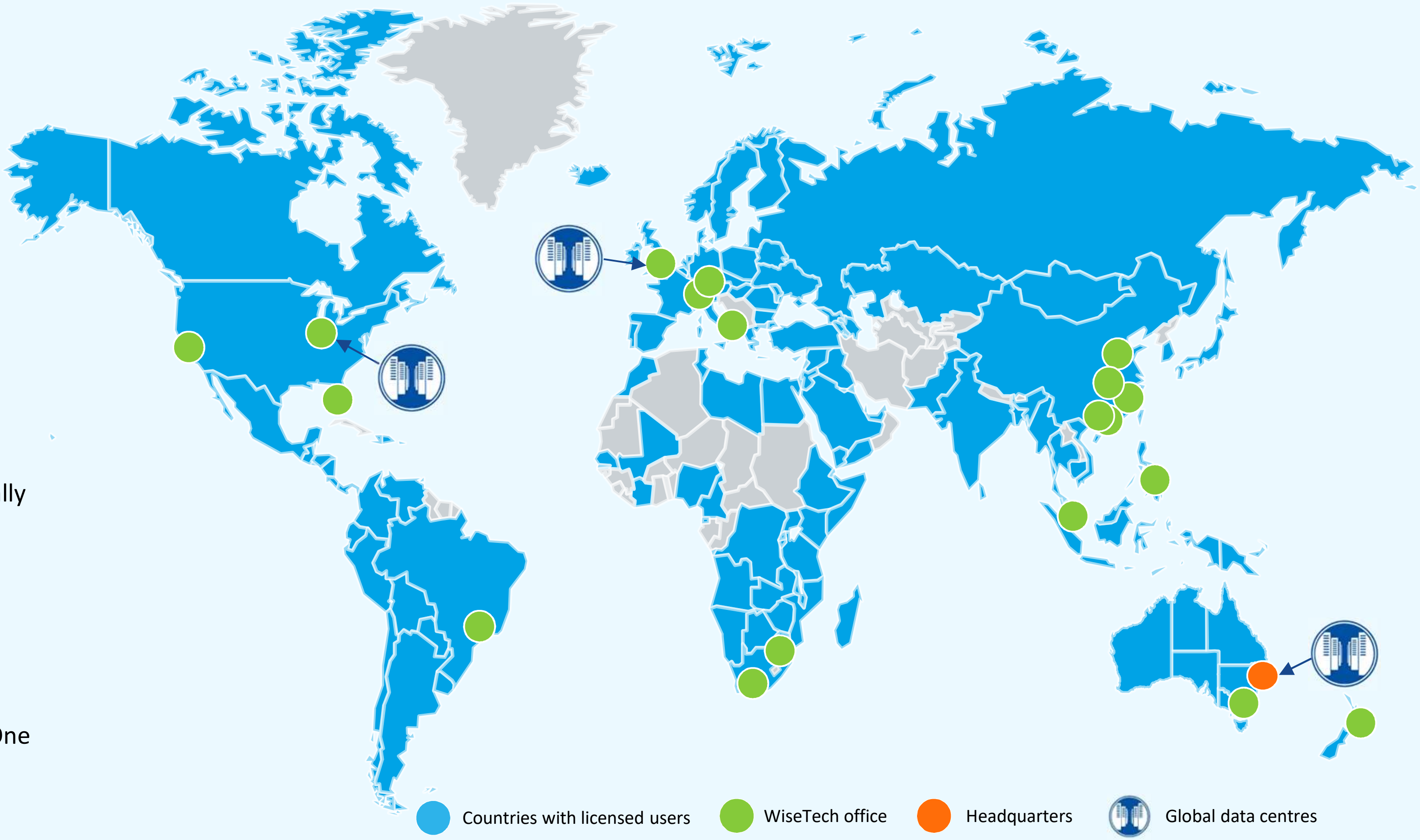
7,000+
customers(2)

3+ million
development hours over 15 years

44+ billion
data transactions annually

>730
employees

1
integrated CargoWise One global system



(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 businesses; legacy customers may be counted with reference to installed sites.

WiseTech GLOBAL

Agenda

Richard White
Founder and CEO

Welcome	CEO overview & performance highlights	Financials FY17	Strategy & outlook	Q&A

WiseTech GLOBAL

WiseTech Global financial highlights

Delivered strong, high quality growth while expanding technology lead and global footprint

ACCELERATED revenue growth

↑ 49% Revenue
vs FY16PF

$153.8m

31% CAGR
over 5 years
FY13PF - FY17

HIGH recurring, HIGH quality revenue

99% recurring revenue
ex acquisitions(1)

92% 'On-Demand'
usage-based licensing
ex acquisitions(1)
up 9pp since FY16PF

LOW customer attrition

<1% every year for last 5 years(2)

Annual customer attrition rates across CargoWise One global platform

HIGH innovation product development investment

33%
of revenue(3)

52%
of our people

$167m(3)
innovation and product spend (FY13 - FY17)

LOW sales and marketing expense

10%
of revenue

10%
of our people

Sales automation, swift on-boarding, open-access licence, 'On-Demand' usage

PROFITABLE + cash generative

↑ 71% EBITDA
$53.9m

EBITDA margin
35% ↑ 5pp

$31.9m
Net profit(4)

(1) Acquisitions are those executed in FY17: Softship AG (Softship), znet group GmbH (znet) and ACO Informatica S.r.l. (ACO).
(2) 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, i.e. having not used the product for at least four months. Based on attrition rate <1% for each year of the last five financial years FY13 - FY17.
(3) Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation.
(4) Net profit = net profit attributable to equity holders.

WiseTech GLOBAL

Delivered on strategy – we focus on what's important

Executed strategy to drive powerful revenue growth, well positioned for further global expansion

Innovation and expansion of our global platform

- ✓ Over 680 product upgrades and enhancements
- ✓ $50.4m invested (1)
- ✓ 52% of people
- ✓ Investment in expanding scalability and core platform
- ✓ PAVE coming in FY18

Added to considerable pipeline of development initiatives, focus on:

- Universal Engines – localisation for new geographies
- Machine learning, natural language processing, robotic process automation, guided decision-making
- Border security and risk reduction
- Productivity and visibility tools
- Global data sets that drive: compliance, tariffs, rates, risk reduction, visibility, event driven automations

Greater usage by **existing customers**

Transactions/users *Modules* *Geographies* *Industry consolidation*

- ✓ Existing customers' revenue grew $27.2m in FY17 and provided 78% of organic revenue growth in FY17
- ✓ Licence transition from OTL essentially complete: On-Demand 92% (ex acquisitions(2))
- ✓ 32 of top 50 global 3PLs are customers – early penetration
- ✓ 23 of top 25 global freight forwarders are customers
- ✓ Global rollouts progressing for largest freight forwarders
- ✓ Top 10 customers 27% of revenue

Increase **new customers** on the platform

- ✓ Larger customer sign-ons include Morrison, Allport Cargo Services, CLASQUIN
- ✓ Mid-market wins progressing
- ✓ Re-engineered sales process to highly efficient use-case model
- ✓ Commenced customer transition in South Africa

Stimulate **network effects**

- ✓ Over 200 Wise Partners referring, promoting or implementing our platform
- ✓ CW1 sales through acquired businesses *ahead* of customer transition

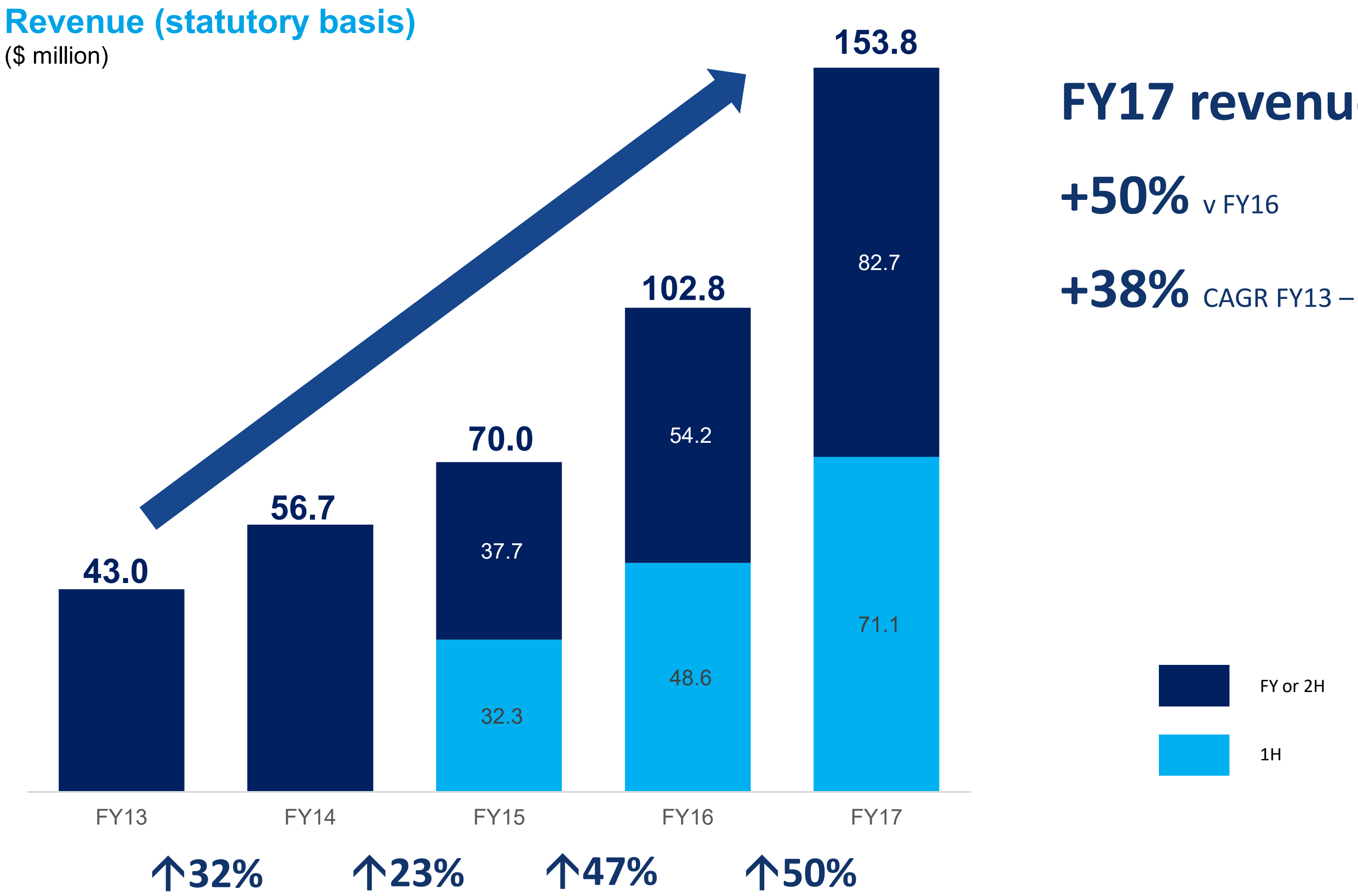
Accelerate organic growth through **acquisitions**(3)

- ✓ Geographic foothold
  - znet (German customs)
  - ACO (Italian customs)
  - Bysoft (Brazilian customs)
  - Prolink (Taiwanese customs)
- ✓ Technology adjacencies
  - Softship (Ocean carrier)
  - Digerati (ANZ -> global tariffs)
  - CMS (ANZ land transport)
- ✓ Integrations on-track
- ✓ Strong pipeline of near, mid and long-term targets across Asia, Europe and South America

(1) Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation.
(2) Acquisitions are those executed FY17: Softship AG (Softship), znet group GmbH (znet) and ACO Informatica S.r.l. (ACO)
(3) Including acquisitions announced in July and August 2017: Bysoft Solucoes em Sistemas Para Comercio Exterior Ltda (Bysoft), Digerati, Prolink, CMS Transport Systems Pty Ltd (CMS).

Strong growth in revenue continues

Accelerated high quality revenue growth while building out our platform and expanding globally



FY17 revenue

+50% v FY16

+38% CAGR FY13 – FY17

WiseTech GLOBAL

Agenda

Andrew Cartledge
CFO

Welcome | **CEO overview & performance highlights** | **Financials FY17** | **Strategy & outlook** | **Q & A**

Financial summary

Strong growth in revenue and earnings reflects strength of business and execution on strategy

$ million	FY16PF	FY17[1]	Change (vs FY16PF)
Total revenue	103.3	153.8	+49%
Gross profit	90.2	131.1	+45%
Gross profit margin	87%	85%	(2)pp
Total operating expenses	(58.7)	(77.2)	+32%
EBITDA	31.5	53.9	+71%
EBITDA margin	30%	35%	+5pp
Net profit attributable to equity holders	14.2	31.9	+125%

Revenue at top of guidance range FY17 of $148m–$155m

FY17 FX headwind only $3.1m Revenue growth 52% to $157m excluding FX impact

EBITDA above FY17 guidance of $50m-$53m

(1) FY17 based on statutory accounts excluding depreciation and amortisation for calculations where appropriate.

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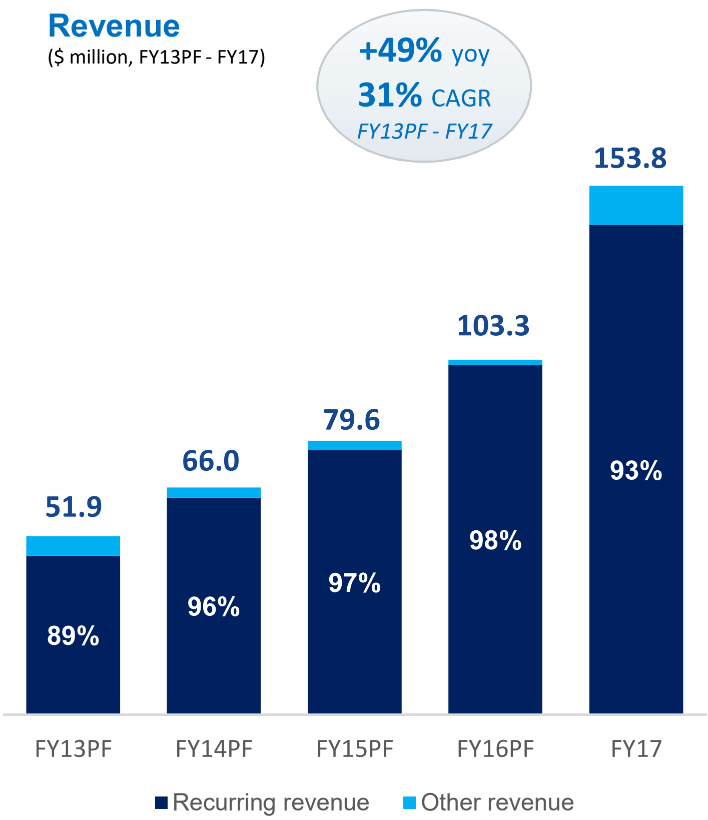
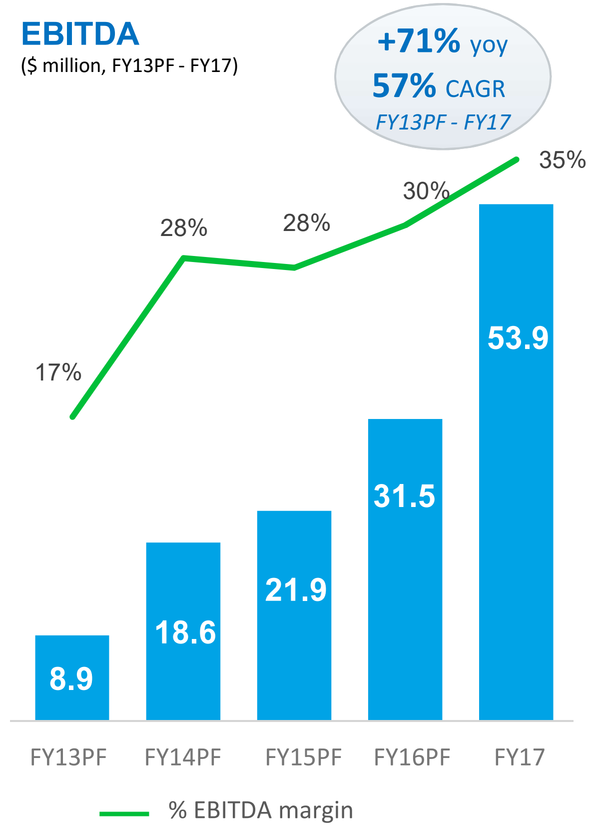
Strong growth

Strong organic revenue growth, expanding EBITDA margins, while building out our platform

- 50% revenue growth v FY16 Statutory
- 49% revenue growth v FY16PF
- Strong organic growth from existing customers, growth from new customers plus the impact of targeted acquisitions (Softship, znet, ACO)
- 99% recurring revenue (excluding FY17 acquisitions) and 93% overall, reflecting the different business models of acquired businesses which have higher levels of OTL and consulting income
- 71% EBITDA growth v FY16PF – strong profit growth more than offset lower margin acquisitions





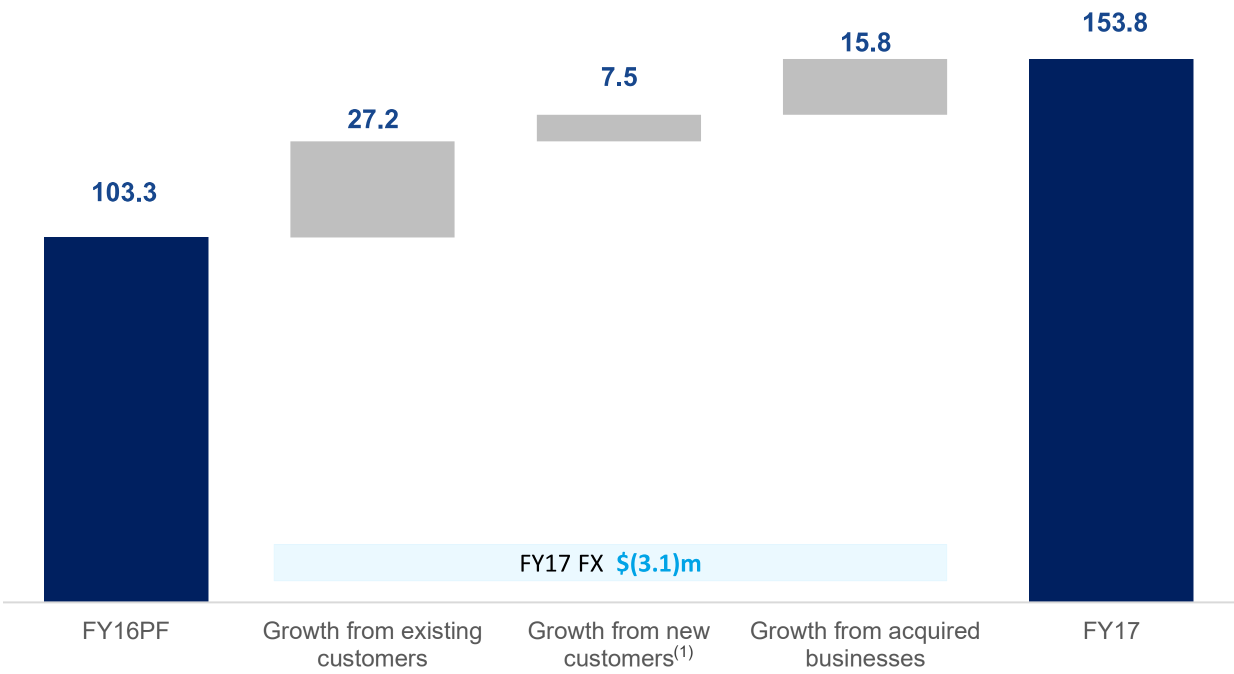
WiseTech GLOBAL

Revenue growth

Revenue growth across existing and new customers

- Existing customer growth $27.2m (FY16: $15.1m) reflecting increased usage across the customer base, commencement of DHL GF global rollout, and large customers transitioning to standard transaction-based licence arrangements
- $7.5m new customer growth (FY16: $7.8m), reflecting strong growth from the FY15 and FY16 cohorts
- New customer wins in FY17 in line with prior years
- Growth from acquired businesses is predominantly the contributions from Softship, znet and ACO, and also includes revenue growth from businesses acquired in previous years where revenue was relatively stable
- $3.1m negative FX in FY17

Revenue
($ million, FY16PF - FY17)



(1) Growth from new customers is defined as revenue growth from CargoWise One application suite customers won in the current year and the full year impact of customers won in the previous two years (who are likely to have contributed only part of a year's revenue in the preceding year, or were still in the initial implementation and rollout phase in the preceding years).

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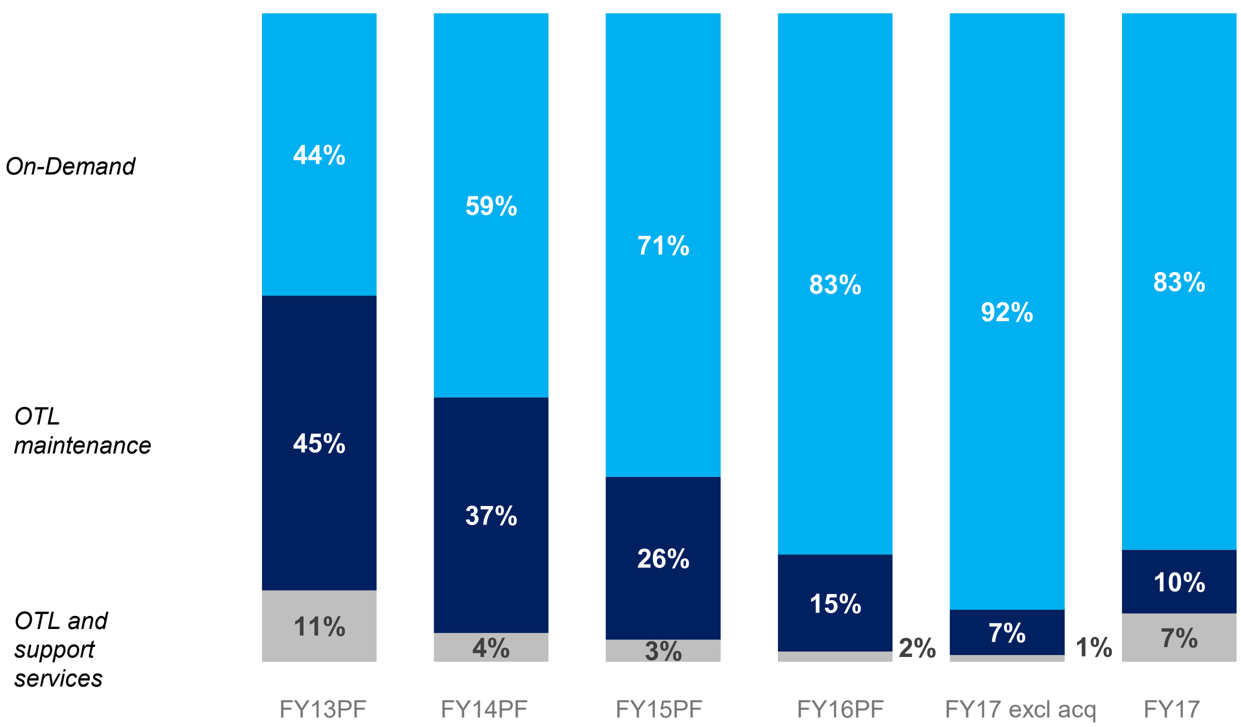
Licensing model

Focus on pay for usage, revenue benefits from transition of customers to On-Demand licensing

- 92% of our FY17 revenues (excluding recent acquisitions) from On-Demand customers
- Strong growth from transaction-based licence model, Seat plus Transaction Licence (STL)
- Revenue from customers on STL exceeded MUL revenue in FY17
- Transition of CW1 One Time Licence (OTL) customers to On-Demand model essentially completed by Dec 16
- Customer licence conversions for acquired businesses involve multi-year (~3 to 5yrs+) transitions to complete
- Each revenue stream accelerates at different rate
- STL, on a like-for-like basis, grows at ~1.5% per month (STL revenue related to DHL GF and transitional pricing arrangements is fixed)

Revenue by licence type

(% of total revenue FY13PF - FY17)



WiseTech GLOBAL

Financial performance summary

Robust delivery on strategy, business thriving, operating leverage as revenue grows

Income statement

$ million	Pro forma FY15PF	Pro forma FY16PF	FY17[1]
On-Demand	56.9	86.2	127.3
OTL maintenance	20.0	15.4	15.1
OTL and support services	2.7	1.7	11.4
Total revenue	**79.6**	**103.3**	**153.8**
Cost of revenues	(12.9)	(13.1)	(22.7)
Gross profit	**66.7**	**90.2**	**131.1**
Operating expenses			
Product design and development	(17.0)	(21.1)	(28.4)
Sales and marketing	(12.1)	(15.3)	(15.4)
General and administration	(15.7)	(22.3)	(33.3)
Total operating expenses	**(44.8)**	**(58.7)**	**(77.2)**
EBITDA	**21.9**	**31.5**	**53.9**
Key operating metrics			
Total revenue growth %	21%	30%	49%
Recurring revenue %	97%	98%	93%
On-Demand revenue %	71%	83%	83%
Gross profit margin	84%	87%	85%
Total R&D as a % of total revenue	38%	38%	33%
Sales and marketing as a % of total revenue	15%	15%	10%
General and administration as a % of total revenue	20%	22%	22%
General and administration (excl M&A) as a % of total revenue	19%	21%	19%
EBITDA margin	28%	30%	35%

(1) FY17 based on statutory accounts excluding depreciation and amortisation for calculations where appropriate.

WiseTech GLOBAL

Operating expenses

Scaling to support innovation and business growth

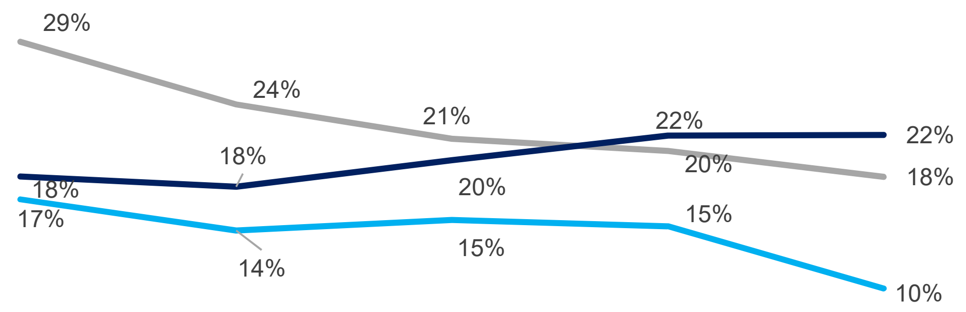
- Large growth in revenue delivers operating leverage as the business scales
- OpEx focused on strategic levers:

— Innovation and product development expanded core platform and stability

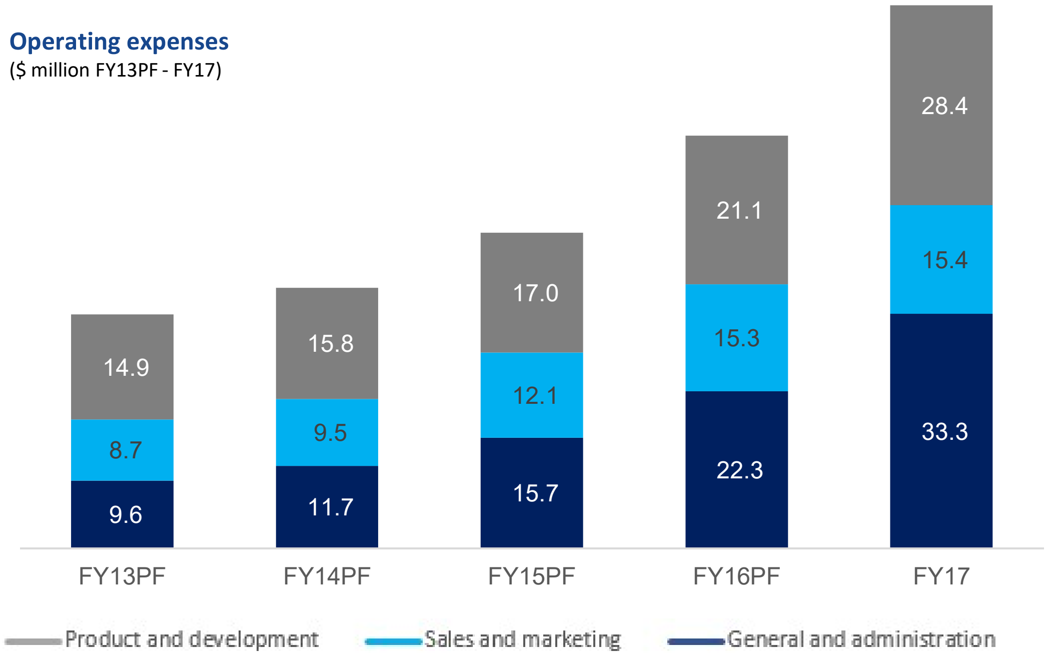
— Sales and marketing expense as a % of revenue decreased: leverage increased with rise in revenue but we expect absolute costs to increase in future periods

— Investment in general and administration rose to support growth of the business globally, additional M&A resources, expanded global tax compliance, internal controls and recruitment functions, plus the impact of G&A costs of acquired businesses

Operating expenses
(% of total revenue FY13PF - FY17)



Operating expenses
($ million FY13PF - FY17)



(1) FY17 based on statutory accounts excluding depreciation and amortisation for calculations where appropriate.

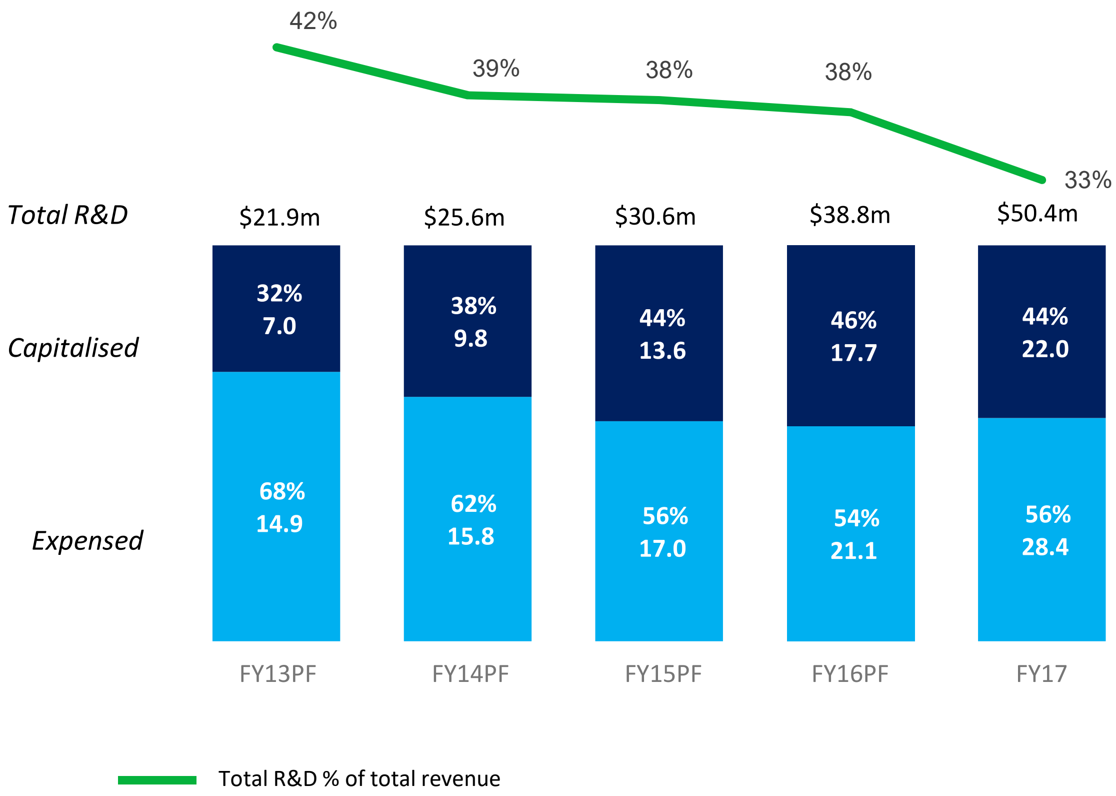
Investment in innovation and product development

Continued high investment in R&D, every $ and every hour builds out our technology

- Over 680 product upgrades and enhancements in FY17 across the CargoWise One platform
- 30% increase in R&D spend from FY16PF reflects additional investment in the product development team
- Significant addition to innovation pipeline of commercialisable development
- Strong revenue growth creates operating leverage and causes R&D spend as % of total revenue to reduce
- We expense maintenance, fixes, and research that cannot be commercialised
- Proportion of R&D spend capitalised is expected to continue <50%

Investment in innovation and product development

($ million, FY13PF - FY17)



(1) FY17 based on statutory accounts excluding depreciation and amortisation for calculations where appropriate

WiseTech GLOBAL

Cash flow profile

Healthy operating cash flow

- Continued high conversion of EBITDA into operating cash flow
  - Non-cash items in EBITDA mainly reflect share-based payments and reserve movements
  - positive working capital movement reflects working capital management and regular accruals
- Continued expenditure on development
  - $21.3m capitalised development cost
  - $0.7m software licences and patents
- The increase in Other net capital expenditure reflects investments in our data centre upgrades and our South African office and data centre

$ million	Pro forma		
	FY15PF	**FY16PF**	**FY17**
EBITDA	**21.9**	**31.5**	**53.9**
Non-cash items in EBITDA	3.5	2.6	5.4
Change in working capital	(1.2)	(0.1)	4.1
Operating cash flow	**24.2**	**34.0**	**63.4**
Capitalised development costs(1)	(13.6)	(17.7)	(22.0)
Other net capital expenditure	(2.9)	(2.4)	(6.9)
Free cash flow	**7.7**	**13.9**	**34.5**
Key operating metrics			
Operating cash flow conversion ratio	*111%*	*108%*	*118%*
Free cash flow conversion ratio	*35%*	*44%*	*64%*

(1) Includes expenditure on patents

WiseTech GLOBAL

Summary statement of financial position

Strong capital position from which to drive strategic growth

- Strong capital position of $102m in cash and equivalents to drive strategic growth initiatives
- Debt facility of $55m remains available
- Increases in intangible assets from product investments and acquired goodwill
- Increase in payables reflects timing of employee incentive payments and payables of acquired businesses
- Change in reserves mainly relates to change in non-controlling interests: Softship shareholding from 50.01% to 76.97%
- Final dividend declared, fully-franked, 1.2 cents per share with up to $3.5m payable in October

$ million	30 June 2016	30 June 2017
Current assets		
Cash and cash equivalents	109.5	101.6
Trade and other receivables	12.1	13.8
Other assets	5.4	7.2
Total current assets	**127.0**	**122.6**
Non-current assets		
Intangible assets	96.9	133.7
Property, plant and equipment	13.4	16.8
Other non-current assets	8.4	3.1
Total non-current assets	**118.7**	**153.6**
Total assets	**245.7**	**276.2**
Current liabilities		
Trade and other payables	8.7	15.2
Borrowings	3.7	2.7
Deferred revenue	13.4	12.6
Other current liabilities	10.6	11.9
Total current liabilities	**36.4**	**42.4**
Non-current liabilities		
Borrowings	2.7	1.2
Deferred tax liabilities	8.0	13.7
Other non-current liabilities	2.4	5.2
Total non-current liabilities	**13.1**	**20.1**
Total liabilities	**49.5**	**62.5**
Net assets	**196.2**	**213.8**
Equity		
Share capital	165.6	166.6
Reserves	5.4	(8.3)
Retained earnings	25.2	53.9
Non-controlling interests	-	1.6
Total equity	**196.2**	**213.8**

WiseTech GLOBAL

Agenda

Richard White
Founder and CEO

Welcome	CEO overview & performance highlights	Financials FY17	Strategy & outlook	Q & A

WiseTech GLOBAL

Powerful high growth engine – CargoWise One integrated global platform

Strong foundation for future technology, seamless rollout, scalable capacity, global solutions

CargoWise One

Global deeply integrated logistics execution platform

Integrated modules covering **key logistics transactions**

- Freight forwarding
- Customs clearance
- Land transport
- 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

Relentless platform expansion with over 600 enhancements annually

+ functionality
+ geographies
+ regulation
+ efficiencies
+ productivity tools

- ✓ scalable to any size of business
- ✓ global reach – over 125 countries
- ✓ deeply integrated with real time visibility
- ✓ reduces risks, costs and data entry
- ✓ detailed compliance
- ✓ 30 languages
- ✓ data entered only once
- ✓ automations and delegations
- ✓ built-in productivity tools
- ✓ swift on-boarding efficient sales process
- ✓ open-access
- ✓ available anywhere, anytime

WiseTech GLOBAL

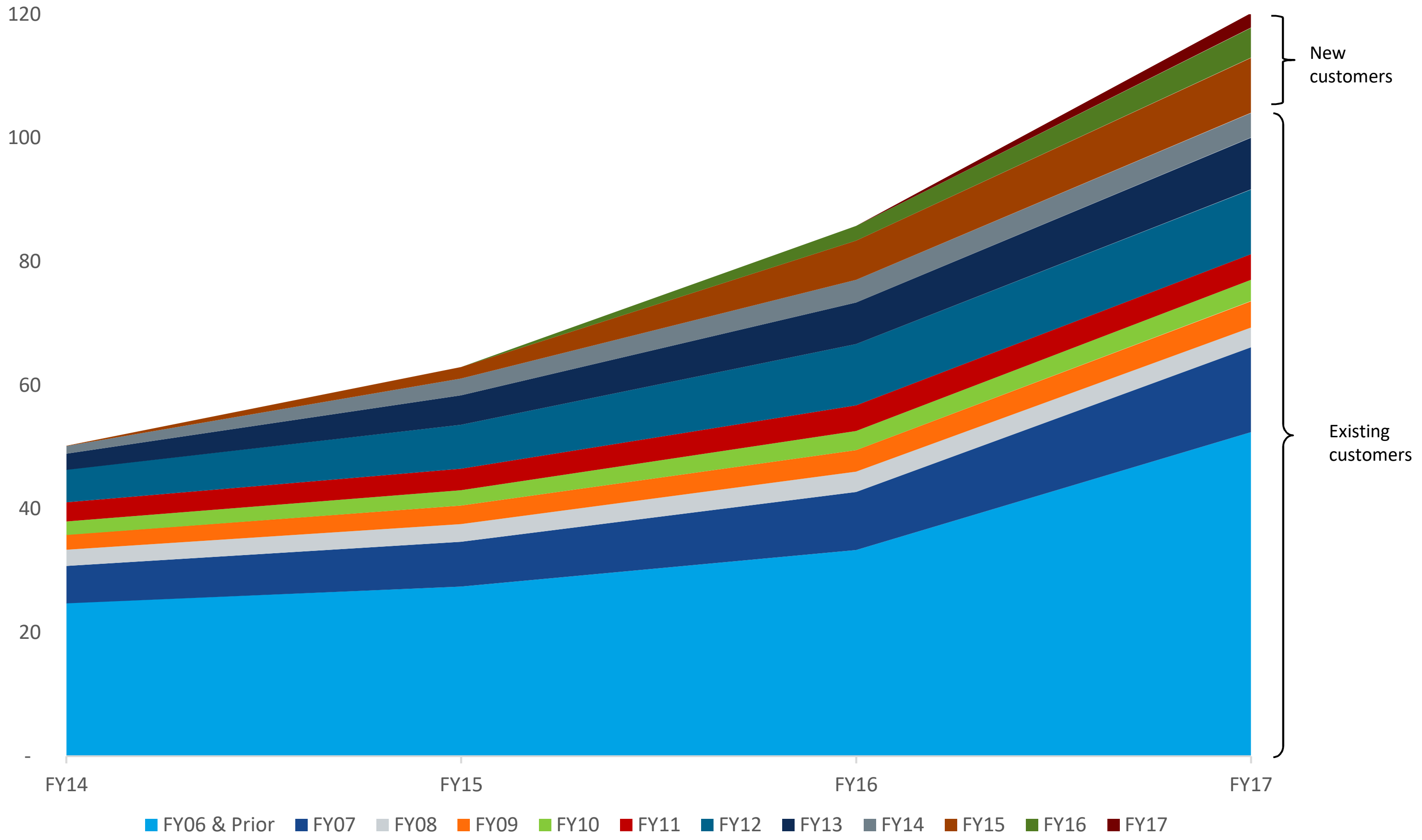
Accelerated high quality revenue uplift from existing customers

Our customers stay and grow their revenue over time… more users, modules, transactions

- Powerful foundation for cash flow and revenue growth
- High quality revenue
- 99% recurring
- Potent organic growth
- Open-access, usage driven business model removes constraints to growth
- Customers ever increasing transactions, users, regions
- Less than 1% attrition every year for last 5 years

CargoWise One application suite revenue by customer cohort(1)

($ million, FY14 - FY17)



(1) CargoWise One application suite revenue for the last 12 months; excludes revenue on legacy platforms from acquired businesses (TransLogix, Zsoft, Core Freight, Compu-Clearing, CCN, Softship, znet, ACO).

WiseTech GLOBAL

Innovation investment

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

over 680
product upgrades in FY17

33%
of revenue invested in FY17

52%
of staff focus on product/innovation

640,000
unit tests executed every 45 mins

$167m
invested FY13PF-FY17

- developing new modules to enable **additional logistics activities** or market segments
- developing new product components to **expand productivity** of existing modules
- developing **hardware components** to complement software modules
- extending **access to new geographies**
- upgrading capabilities to cover compliance with **additional existing** and **new regulatory requirements / technology**
- incorporating **new technology** and delivery mechanisms
- adding **quality improvements** – simplifying, automating and eliminating errors
- building **next-generation productivity** tools to accelerate our customers' productivity, resource efficiency and business growth
- **investing** in disciplined development processes, our data centres and scalable technology for growth in volumes, data storage and usage

Work faster, harder, smarter

PAVE	GLOW	UCE
Productivity Visualisation Acceleration Engine	Build once architecture + 'coding without coders'	Universal Customs Engine

Reduce cost, time, error, risk

WiseRates	Global Tracking	Border Compliance
Global data sets Real time access Immediate booking	Global Air/Sea Schedules, Container & Air Waybill Tracking	Risk reduction, due diligence

Supply chain behavioural change

GEOCODE	IOT & VOLCAM	Machine Learning
Global Address Cleansing, Geocoding & Master Data Deduplication	Computer Vision Scan-Weigh-Measure , Telematics, SOLAS	Robotic Process Automation, Guided decision making

WiseTech GLOBAL

Logistics execution 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 platform used by 23 of the 25 largest global freight forwarders

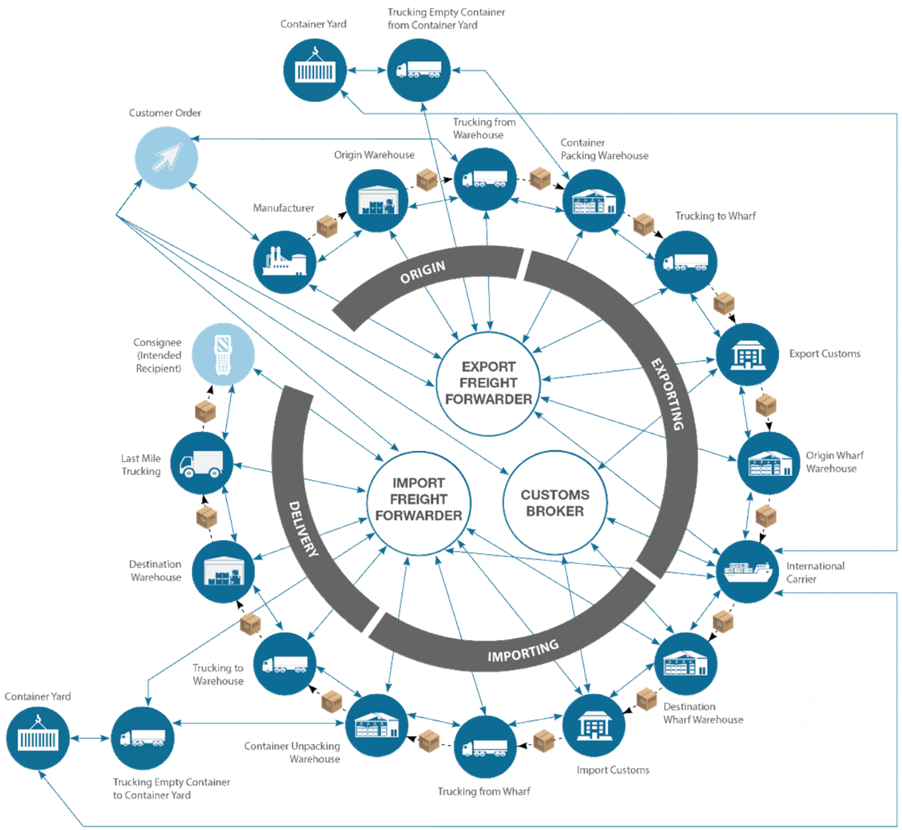
Our technology and business model turns industry problems into tailwinds

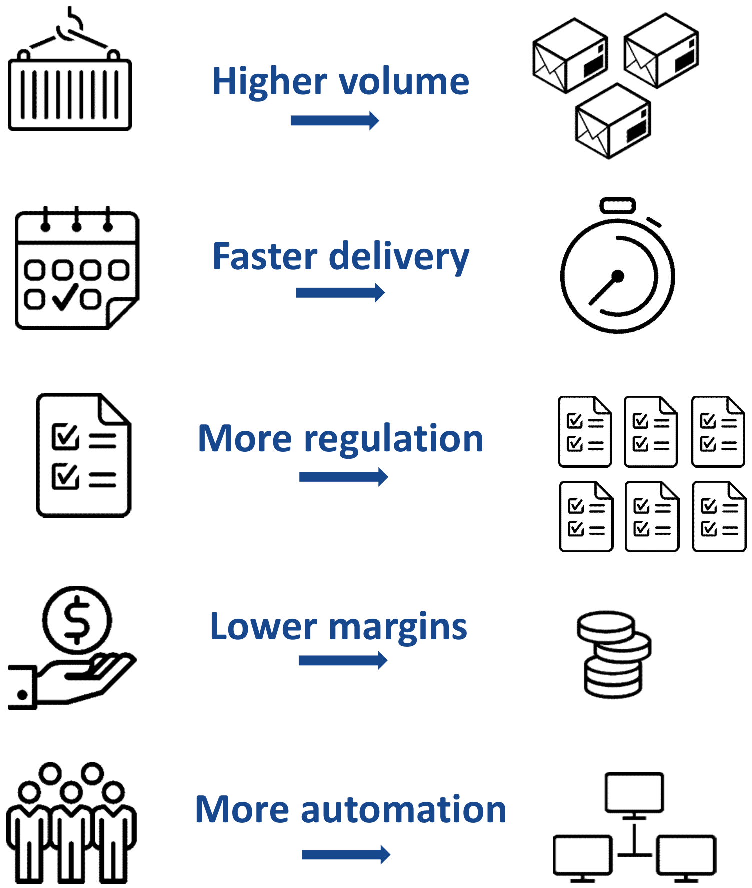
WiseTech GLOBAL

Logistics – rising impact of ecommerce

Exponential increase in volumes and demand for faster, cheaper, more accurate supply chain

“Ecommerce sales expected to double in next 4 years to reach \$5.6 trillion”
“every 7th online purchase is now a cross-border transaction”



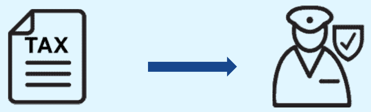


Source: eMarketer 18 July 2017
Source: DHL

The squeeze is on… ‘catch up, not keep up’

Pressures on logistics providers and governments

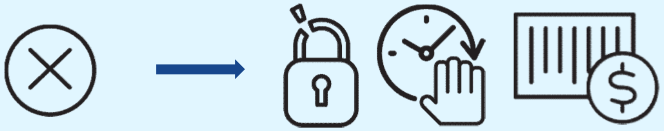
Tariffs & taxes   Border protection & safety



High risk of error x high impact of error x high volumes

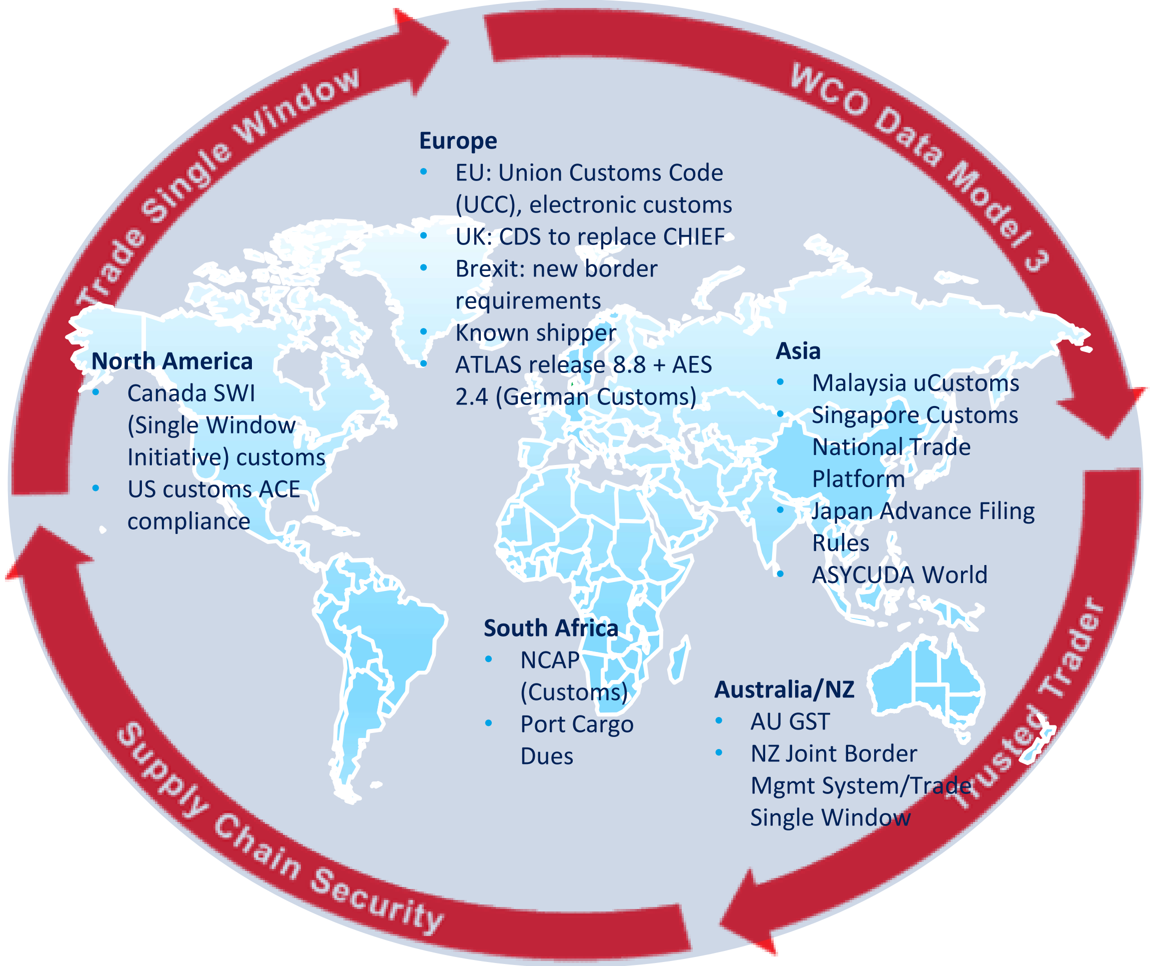
HVLV movements at micro-margins compound problem

Errors = costs, delays, breaches, fines, penalties, bans



For now:

- Electronic lodgement essential
- Governments moving to digitisation
- Integration soon to be critical



WiseTech GLOBAL

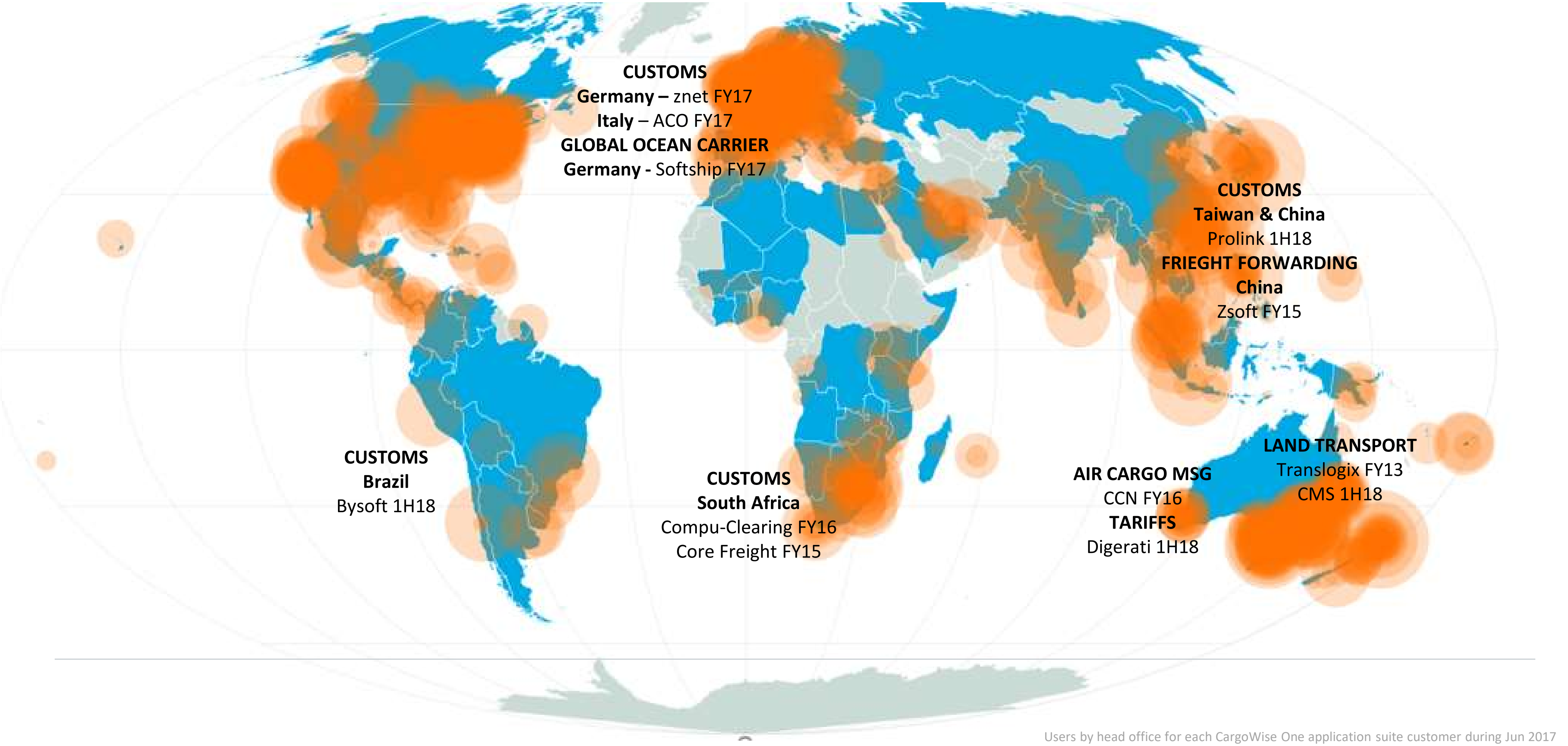
Organic growth accelerated by acquisitions

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

Universal Customs Engine delivers efficient development

Select adjacencies accelerate our global product pipeline



Users by head office for each CargoWise One application suite customer during Jun 2017

Acquisition — integration process + value components

Stage 1 integration completed swiftly, we focus on long-term product capability and growing revenue

3 - 12 months	Foothold 12-24 months Adjacencies 3+ yrs	0 - 36 months
Integrate target	**Develop product**	**Grow revenue**

Integrate target (3 - 12 months)

"Acculturation"

Platform migration
Business processes
Development system
Commercial standards
Management control of operations

Integrate acquired product with CargoWise One swiftly

Develop product (Foothold 12-24 months, Adjacencies 3+ yrs)

"Build out"

Product development utilising Universal Customs Engine

Localisation
E-learning platform
Innovation and expansion

Move to full "embedded" product

Grow revenue (0 - 36 months)

Global customers access new capability integrated in CargoWise One

Immediate revenue once capability embedded in global platform, transaction licence

Conversion of acquired customer base

On-board, licence transition, staggered move of base over 3+ years

Acquired customers - expand usage

Acquired customers - multi-region rollout

Acquisition and integration value components

Skilled staff Developers, customer services, industry experts
+
Local infrastructure Geographic presence Potential data/service centre
+
New capability Expand CargoWise One platform
+
Global customer $ Additional transaction revenue stream + network effect
+
Acquired customer $ Initial revenue stream + move to CargoWise One transactions + growth in usage
+
Acquired regional $ Revenue stream from related offices worldwide
= $$$

WiseTech GLOBAL

Organic growth accelerated by acquisitions

Small, valuable acquisitions further our growth across geographies and adjacencies

	2015		2017						
	Customs China	Customs South Africa	Customs Germany	Customs Italy	Customs Brazil	Ocean carrier Global	Customs tariffs Australasia	Customs Taiwan	Land transport Australasia
Brand	Zsoft	CCL + CFS	znet	ACO	Bysoft	Softship	Digerati	Prolink	CMS
Staff	75	100	~30	~10	~50	~100	1	~65	~20
Customers	~2000	>500	>500	>200	>750	~120	>140	>350	>130
Integrated with WTC	Complete	Complete	Commenced	Commenced	Commenced	Collaboration	Commenced	Commencing 1H18	Commencing 1H18
Develop product	Embedded	Embedded	FY18+	FY18+	FY19+	FY18+	FY18+	FY19+	FY18+
Customer conversion	On hold	Commenced							

We are continuing to progress our pipeline of opportunities in key target regions of Europe, South America and Asia

WiseTech GLOBAL

Powerful growth strategy

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**

Accelerate organic growth through **acquisitions**

WiseTech GLOBAL

High growth outlook for FY18

Execution on strategy to deliver strong growth in FY18

- **Momentum from FY17 leading into FY18**
  - Revenue growth accelerated in existing customers
  - 99% recurring revenue (excluding acquisitions)
  - Annual customer attrition rate <1%
  - Increasing tailwinds from industry dynamics
- **Business well positioned for significant growth**
  - 'Operating system for global logistics' licensed in 125+ countries
  - Relentless innovation, widening our technology lead with every $ invested
  - Strong balance sheet, high quality revenues, generating further positive cash flow
  - Accelerating organic growth through acquisition + building out platform capability
  - Benefit of full year impact of FY17 acquisitions and launch of new products
- **We will focus on our potent growth strategy in FY18, driving innovation and global expansion**

FY18 Revenue

$200m - $210m

30% to 37%

FY18 growth vs FY17

FY18 EBITDA

$71m - $75m

32% to 39%

FY18 growth vs FY17

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Agenda

Welcome

CEO overview
& performance
highlights

Financials
FY17

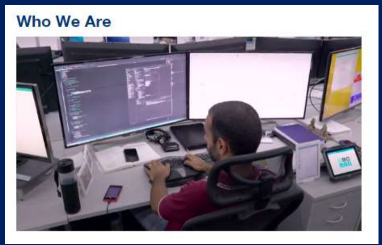
Strategy
& outlook

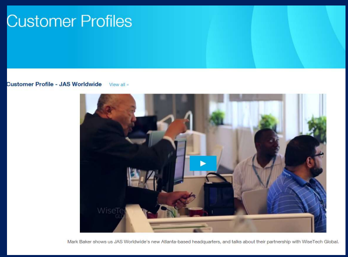
Q & A

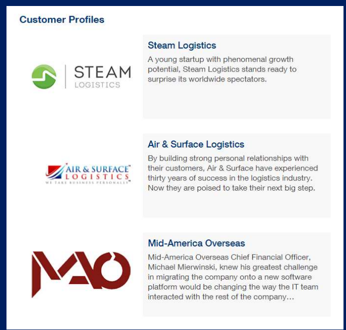
Visit our investor centre for more information on WiseTech Global

www.wisetechglobal.com/investors

Videos







Presentations

Other materials

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FY18 guidance and assumptions

Growth in revenue and EBITDA

What is included in the guidance:

- Retention of existing customers with organic usage growth consistent with historical levels
- New customer growth consistent with historical levels
- Contracted increases in revenue from existing customers, reflecting the end of temporary pricing arrangements
- Standard price increases
- Acquisitions post 30 June 2017: Bysoft, Digerati, Prolink, CMS
- New product launches
- Investment in R&D to increase in $ terms, but will benefit from operating leverage
- Sales & marketing as % of revenue to increase to more historical levels over time, 12%-13%
- General & administration, including M&A, as a % of revenue to be more efficient, below 20%

What is not included in the guidance

- Material change in revenues from the acquired platforms
- Benefits from migration of customers from acquired platforms, where CW1 development is yet to be completed
- Growth in services revenue outside of e-services
- Revenue from new products in development but not planned to be commercialised
- Changes in the mix of invoicing currencies
- Potential acquisitions

$ million	FY17	FY18 guidance
Revenue	153.8	**200 - 210**
EBITDA	53.9	**71 - 75**

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Global revenues received in a mix of key currencies

Revenues protected with effective natural hedge and external arrangements

- 75% of FY17 revenue in non-AUD, as expected, slightly lower rate than FY16
- Natural hedges in some regions with both revenue and expenses denominated in local currencies – including recent acquisitions
- No derivative contracts in place for FY18

FX rates v AUD	FY17 Actual	FY18 Guidance
GBP	0.59	0.60
RMB	5.11	5.23
EUR	0.69	0.68
NZD	1.06	1.06
ZAR	10.42	10.24
USD	0.75	0.78

Sensitivities	Increase / decrease	FY18 revenue $ million	FY18 EBITDA $ million
FX rates vs AUD			
USD	+/- 5%	-/+ 3.0	-/+ 2.3
EUR	+/- 5%	-/+ 1.2	-/+ 0.5
ZAR	+/- 5%	-/+ 0.4	nil

Overview of revenue licensing models, drivers and platform

Customers in transition to "On-Demand", ultimately move to transaction-based licensing

Nature of revenue:	*Recurring revenue* 93%[1]					*Other revenue* 7%[1]	
Revenue categories:	**On-Demand** 83%[1]				**OTL maintenance** 10%[1]	**OTL & support services** 7%[1]	
Licence model:	**Seat plus Transaction Licensing (STL)**		**Module User Licence (MUL)**		**One-Time Licence (OTL)** – **Maintenance**	**One-Time Licence (OTL)** – **Licence**	**Support services**
Revenue drivers:	**Transactions**	**Temporary contracted pricing arrangements**	**Modules used**	**Services**[2]	**Licences**		
Price drivers:	· Price per transaction executed · Price per individual user	· Fixed monthly rate for limited period · Contracted price increases · Excess user fees	· Price per user · Price per module used	Level of usage	Annual maintenance price per licence	One-time price per perpetual licence	Ad hoc revenue such as professional services and training
Volume drivers:	Transactions executed per month and number of individual users · Number and size of customers · Activity level of customers		Number of MUL users per month · Number and size of customers · Activity level of customers		Number of licences	Number of licences	
FX:	· Foreign exchange rates for customers invoiced in foreign currency						
Platform:							
- CargoWise One	✓	✓	✓	✓	✗	✗	✗
- ediEnterprise[3]	✗	✗	✓	✓	✓	✓	✗
- Acquired	✗	✗	Translogix, Compu-Clearing, znet, Bysoft, CMS	CCN	Translogix, Zsoft, CoreFreight, CCN, Softship, znet, ACO, Bysoft, Digerati, CMS, Prolink	Translogix, Zsoft, Softship, znet, ACO, CMS, Prolink	Translogix, Zsoft, Softship, znet, ACO, Bysoft, CMS, Prolink

(1) Represents percentage of FY17 total revenue.
(2) Mainly comprises additional services such as e-Services (connections to commercial information systems) and hosting fees provided to STL and MUL customers. Fees are typically based on the transfer of data or execution of activities contained within each active module.
(3) ediEnterprise is our software product that CargoWise One was developed from.

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Product commercialisation and monetisation processes and timeline

Rich ideation	Innovation cycle	Rapid commercialisation	Grow usage & revenue

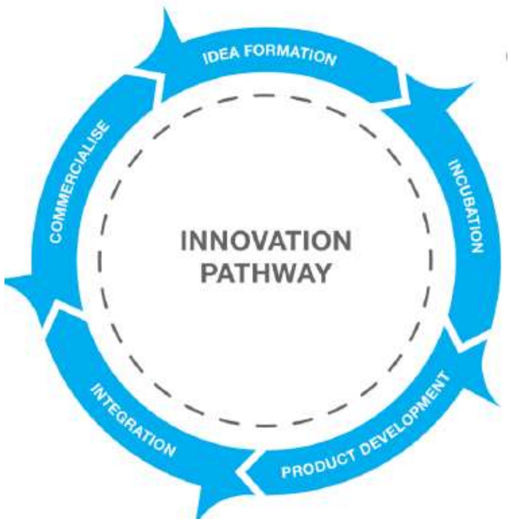
Rich ideation

Industry expert teams solve across sectors and countries:

- **Regulatory compliance** (eg SOLAS, ACE)
- **Inefficiencies and pain points** (ie automating or eliminating manual work)
- **Productivity, quality, control, visibility enhancements** (incl machine learning, AI, grouping big data, global integrated services)

Innovation cycle

Product leads + architects leverage global data, integrated platform and layered visibility to build breakthrough solutions



Rapid commercialisation / Grow usage & revenue

Global platform availability of released product/functional enhancement

Dev't partners & early adopters | Commercialised final release

Early low cost or free deals signed | Early adopter deals expire

Standard price list and terms published

Seed usage ahead of revenue from monetisable transactions across platform
New component released "On Demand", free trials, easy access to testing
Customers start using without locked-in fixed term, fixed feature contracts

Revenue grows exponentially over time

1 - 3 months

3-15 months
Small to mid size functional enhancements

1-5 years
Large new modules and major architectures

Piloting 6 – 12 months

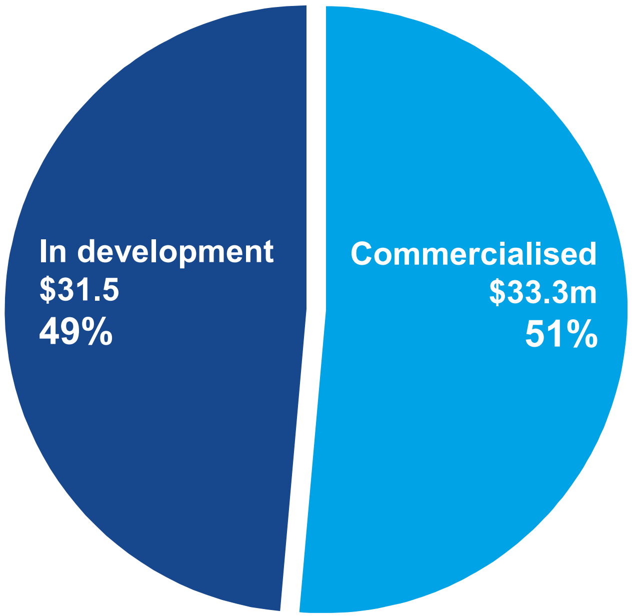
Revenue stream forever →

Capitalised development and amortisation

High innovation to commercialisation ratio – product designed for CW1 platform + customer base

- Capitalised development comprises:
  - In development – labour and overhead costs relating to the development of new modules and products
  - Commercialised – labour and overhead costs relating to enhancements to existing modules generating revenue.
  - Certain specialist external software used within CargoWise One
  - Patents
- Workflow management tool, PAVE, is used to accurately track development hours and activity
- Most commercialised software is amortised over a 10 year period
- FY17 amortisation is $4.9m
- Total Commercialised $51.0m, accumulated amortisation $17.7m
- In development will be amortised once commercialised in the future. We undertake impairment testing annually to support recovery of capitalised amounts

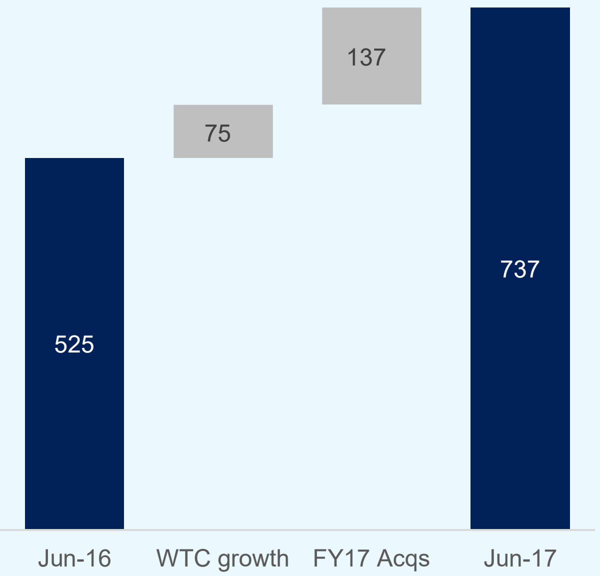
Net book value of capitalised development
(30 June 2017)



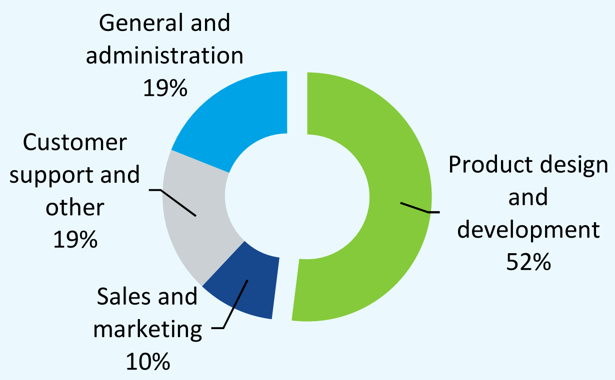
Employees

>730 employees; over half our workforce focused on product development activities

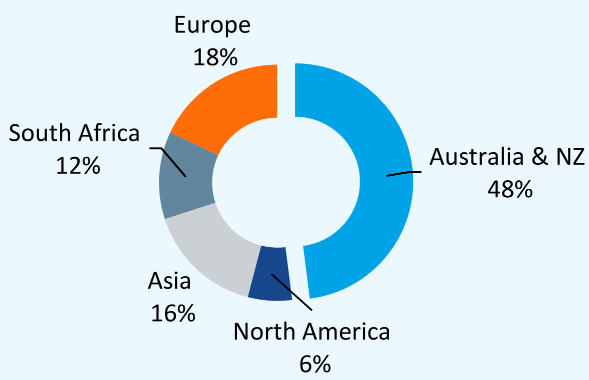
Growth in full time employees
(# of full time employees)



Employees by function
(%, as at 30 June 2017)



Employees by region
(%, as at 30 June 2017)



FY17 acquisitions: Softship AG, znet group GmbH and ACO Informatica S.r.l.

Income statement

$ million	Pro forma		
	FY15 PF	FY16 PF	FY17
On-Demand	56.9	86.2	127.3
OTL maintenance	20.0	15.4	15.1
OTL & support services	2.7	1.7	11.4
Total revenue	**79.6**	**103.3**	**153.8**
Cost of revenues	(12.9)	(13.1)	(22.7)
Gross profit	**66.7**	**90.2**	**131.1**
Operating expenses			
Product design and development	(17.0)	(21.1)	(28.4)
Sales and marketing	(12.1)	(15.3)	(15.4)
General and administration	(15.7)	(22.3)	(33.3)
Total operating expenses	**(44.8)**	**(58.7)**	**(77.2)**
EBITDA	**21.9**	**31.5**	**53.9**
Depreciation	(2.7)	(4.3)	(4.5)
Amortisation	(3.0)	(4.8)	(5.7)
EBITA	**16.2**	**22.4**	**43.7**
Acquired amortisation	(2.1)	(1.9)	(2.2)
EBIT	**14.1**	**20.5**	**41.5**
Net finance (costs)/income	0.5	0.3	2.7
Share of profit of equity accounted investees	0.0	0.0	(0.1)
Profit before income tax	**14.6**	**20.8**	**44.2**
Tax expense	(4.2)	(6.6)	(12.0)
NPAT	**10.4**	**14.2**	**32.2**
Non-controlling interests	-	-	(0.3)
Net profit attributable to equity holders of the Parent	**10.4**	**14.2**	**31.9**

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Key operating metrics

$ million	Pro forma		
	FY15PF	FY16PF	FY17
Revenue Growth	21%	30%	49%
On Demand Revenue %	71%	83%	83%
Recurring Revenue %	97%	98%	93%
Gross profit margin %	84%	87%	85%
Product design and development as % of total revenue	21%	20%	18%
Sales and marketing as % of total revenue	15%	15%	10%
General and administration as % of total revenue	20%	22%	22%
EBITDA as % of total revenue	28%	30%	35%
EBITA as % of total revenue	20%	22%	28%
EBIT as % of total revenue	18%	20%	27%
NPAT as % of total revenue	13%	14%	21%
Capitalised development costs $m	13.6	17.7	22.0
Total R&D $m	30.6	38.8	50.4
Total R&D as % of total revenue	38%	38%	33%
Effective tax rate	29%	32%	27%

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Reconciliation from statutory to pro forma income statement

$ million

	Note[1]	FY13	FY14	FY15	FY16
Statutory revenue		**43.0**	**56.7**	**70.0**	**102.8**
Net impact of acquisitions	1	8.9	9.3	9.6	0.5
Pro forma revenue		**51.9**	**66.0**	**79.6**	**103.3**
Statutory NPAT from continuing operations		**3.7**	**10.1**	**10.1**	**2.2**
Net impact of acquisitions	1	1.3	1.7	1.5	0.5
Acquisition transaction costs	2		-	0.5	0.5
Incremental listed company costs	3	(2.6)	(2.6)	(2.6)	(1.8)
Offer costs	4	-	-	0.3	6.7
Net finance costs	5	0.4	0.3	0.4	0.8
Employee incentive scheme close-out	6	-	-	-	4.4
Commission scheme close-out	7	-	-	-	6.2
Tax impact of pro forma adjustments	8	0.3	0.3	0.2	(5.3)
Pro forma NPAT		**3.1**	**9.8**	**10.4**	**14.2**

(1) Please refer to notes on following slide for an explanation of these adjustments

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Notes to pro forma adjustments

Summary of pro forma adjustments

1. Represents the pro forma impact of acquisitions as presented in the Prospectus and adjustments for FY16 to remove the impact of CCN for May and June 2016.
2. Represents costs associated with acquisitions completed in the respective period.
3. Includes a full year of estimated costs of being a listed public company.
4. Adds back the costs associated with the IPO, including the FX option cost of $0.6m.
5. Removes historical finance costs on bank debt, borrowings having been repaid as part of the IPO.
6. Adds back the costs associated with the close out of legacy employee incentive arrangements as part of the IPO.
7. Adds back the costs associated with the close out of legacy sales commission scheme as part of the IPO.
8. Adjusts the tax impact of the pro forma adjustments.

Reconciliation of statutory operating cash flow to statutory cash flow

- Payments for intangibles include $21.3m capitalised development, $0.6m relating to software licences and $0.1m for payments of patents
- Purchase of property plant and equipment mainly reflects upgrades to data centres
- Acquisition of subsidiaries comprises:
    - Payment for equity securities in FY17 acquisitions: $15.1m Softship, $4.2m znet and $0.4m ACO
    - $3.2m in contingent consideration payments: Zsoft, CFS and CCN
- Treasury shares acquired by trust to meet future share-based payment obligations

$ million	FY16	FY17
EBITDA	**15.8**	**53.9**
Non-cash items in EBITDA	9.2	5.4
Changes in working capital	0.7	4.1
Operating cash flow	**25.7**	**63.4**
Income tax paid	(3.1)	(8.5)
Derivatives purchased	(1.5)	-
Net cash flows from operating activities	**21.1**	**54.9**
Payment for intangible assets	(17.6)	(21.9)
Payment for patents	(0.1)	(0.1)
Purchase of property, plant and equipment	(2.4)	(6.9)
Interest received	0.8	2.3
Other investing income	-	0.3
Acquisition of subsidiaries, net of cash acquired	(19.8)	(22.9)
Payment for equity securities	(0.2)	-
Net cash flows used in investing activities	**(39.3)**	**(49.2)**
Proceeds from the issue of shares	125.0	0.9
Interest paid	(1.4)	(0.3)
Treasury shares acquired	-	(7.5)
Initial Public Offering costs	(7.6)	-
Payment for finance lease liabilities	(3.4)	(3.7)
Repayment of borrowings	(24.0)	(0.2)
Dividends paid by the Group and subsidiaries to NCI	(3.8)	(2.9)
Transaction costs	(0.2)	-
Net cash flows from financing activities	**84.6**	**(13.8)**
Net (decrease)/increase in cash and cash equivalents	**66.4**	**(8.0)**
Cash and cash equivalents at 1 July	43.1	109.5
Effect of exchange differences on cash balances	-	0.1
Cash and cash equivalents at 30 June	**109.5**	**101.6**

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