



About WiseTech Global – investor presentation

For latest information refer to www.wisetechglobal.com/investors

August 2017

Important notice and disclaimer

CONTENT OF PRESENTATION FOR INFORMATION PURPOSES ONLY

Visit www.wisetechglobal.com/investors

FORWARD-LOOKING STATEMENTS

This presentation may contain statements that are, or may be deemed to be, forward-looking statements. Such statements can generally be identified by the use of words such as 'may', 'will', 'expect', 'intend', 'plan', 'estimate', 'anticipate', 'believe', 'continue', 'objectives', 'outlook', 'guidance', 'forecast' and similar expressions. Indications of plans, strategies, management objectives, sales and financial performance are also forward-looking statements.

Such statements are not guarantees of future performance, and involve known and unknown risks, uncertainties, assumptions, contingencies and other factors, many of which are outside the control of WiseTech Global. No representation is made or will be made that any forward-looking statements will be achieved or will prove to be correct. 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, which may cause actual results, performance and operations to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcome will not differ materially from these statements. Readers are cautioned not to place undue reliance on forward-looking statements and WiseTech Global assumes no obligation to update such statements.

No representation or warranty, expressed or implied, is made as to the accuracy, reliability, adequacy or completeness of the information contained in this presentation.

PAST PERFORMANCE

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

INFORMATION IS NOT ADVICE

This presentation is not, and is not intended to constitute, financial advice, or an offer or an invitation, solicitation or recommendation to acquire or sell WiseTech Global shares or any other financial products in any jurisdiction and is not a prospectus, product disclosure statement, disclosure document or other offering document under Australian law or any other law. This presentation also does not form the basis of any contract or commitment to sell or apply for securities in WiseTech Global or any of its subsidiaries. It is for information purposes only.

WiseTech Global does not warrant or represent that the information in this presentation is free from errors, omissions or misrepresentations or is suitable for your intended use. The information contained in this presentation has been prepared without taking account of any person's investment objectives, financial situation or particular needs and nothing contained in this presentation constitutes investment, legal, tax or other advice. The information provided in this presentation may not be suitable for your specific needs and should not be relied upon by you in substitution of you obtaining independent advice. Subject to any terms implied by law and which cannot be excluded, WiseTech Global accepts no responsibility for any loss, damage, cost or expense (whether direct or indirect) incurred by you as a result of any error, omission or misrepresentation in this presentation.

PREPARATION OF INFORMATION

All financial information has been prepared and reviewed in accordance with Australian Accounting Standards. Certain financial data included in this presentation is 'non-IFRS financial information'. The Company believes that this non-IFRS financial information provides useful insight in measuring the financial performance and condition of WiseTech Global. Readers are cautioned not to place undue reliance on any non-IFRS financial information including ratios included in this presentation.

PRESENTATION OF INFORMATION

- **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 the FY17 Results investor presentation dated 23 August 2017.
- **Current period statutory** The 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.

THIRD PARTY INFORMATION AND MARKET DATA

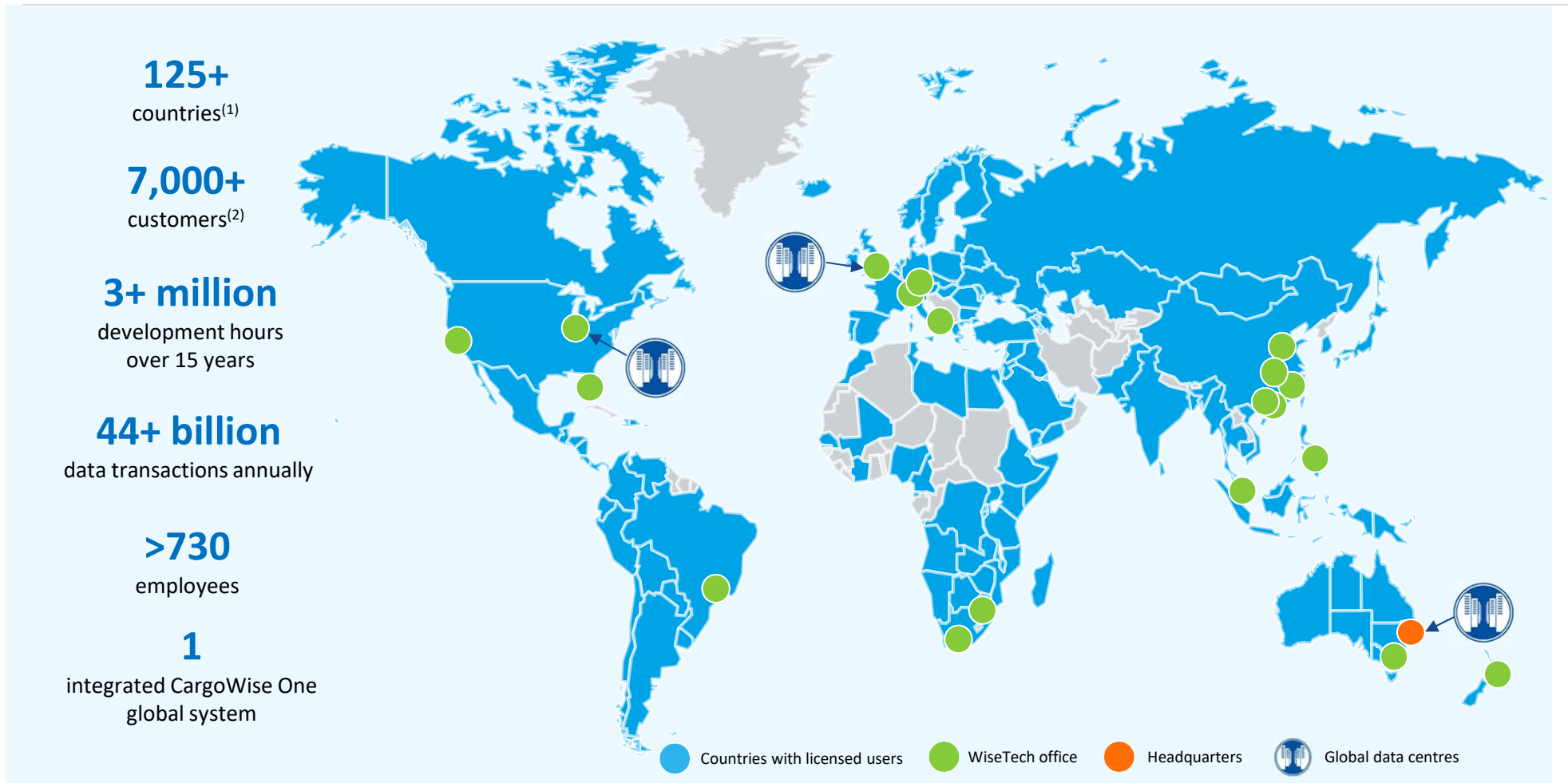
The views expressed in this presentation contain information that has been derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information. This presentation should not be relied upon as a recommendation or forecast by WiseTech Global. Market share information is based on management estimates except where explicitly identified.

NO LIABILITY OR RESPONSIBILITY

The information in this presentation is provided in summary form and is therefore not necessarily complete.

To the maximum extent permitted by law, WiseTech Global and each of its affiliates, directors, employees, officers, partners, agents and advisers and any other person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation, any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, this presentation. WiseTech Global accepts no responsibility or obligation to inform you of any matter arising or coming to their notice, after the date of this presentation, which may affect any matter referred to in this presentation. This presentation should be read in conjunction with WiseTech Global's other periodic and continuous disclosure announcements lodged with ASX.

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

Industry overview logistics & software



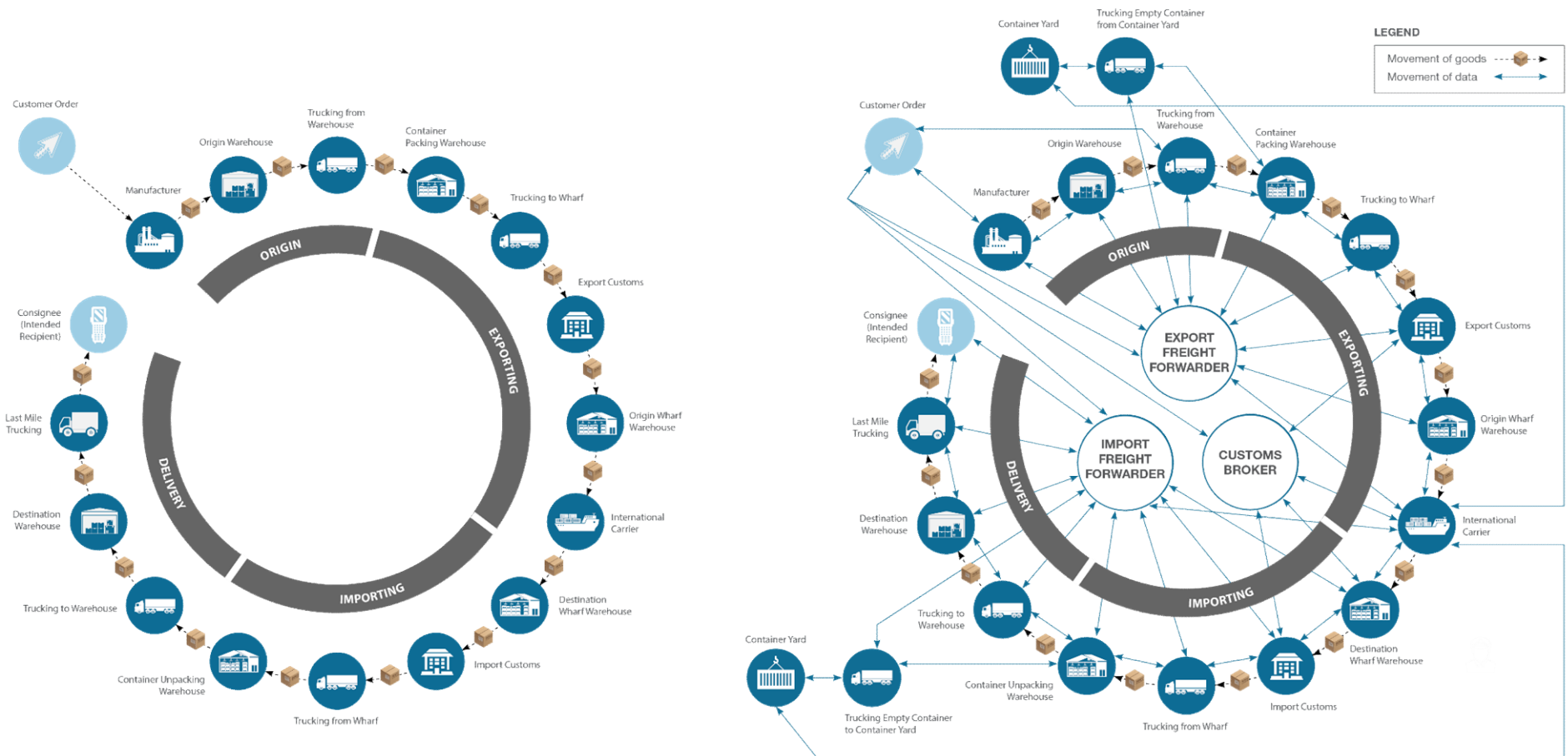
Logistics industry – moving goods and data

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.



Logistics industry – large, growing and complex

Logistics service providers range from **small local providers** of a single service to **multi-nationals providing integrated services** across the globe...

The industry is highly **fragmented** with diverse participants

- ~ **35,000** logistics service providers in the U.S., Canada, Australia and New Zealand alone... ⁽¹⁾
- **12** largest participants in the industry globally comprise **less than 5%** of total market revenue ⁽²⁾
- Shipments touch many providers of varying size and capabilities

Logistics service providers are generally categorised as:



1PL

“In-house” logistics capabilities of organisations whose **core competencies are not in logistics** (e.g. retailers or manufacturers)



2PL

Outsourced providers of a **single transport service**, such as air, sea, rail or road carriers



3PL

Integrated providers of **multiple logistics services**, including transport AND services e.g., freight forwarding, warehousing, customs clearance

Our customers are predominantly 3PL... who are more likely to use the full range of capabilities that our software provides

(1) Frost & Sullivan, 'Independent Market Report on the Logistics Software Market' (24 February 2015), commissioned by WiseTech

(2) Frost & Sullivan, 'Independent Market Report on the Logistics Software Market' (24 February 2015), commissioned by WiseTech. Revenue based on twelve months ended 31 December 2013

Technology is critical to solve 'pain points' for logistics providers

Speed and complexity of global trade flows and supply chains places pressure on logistics providers, and results in technology being **"mission critical"**



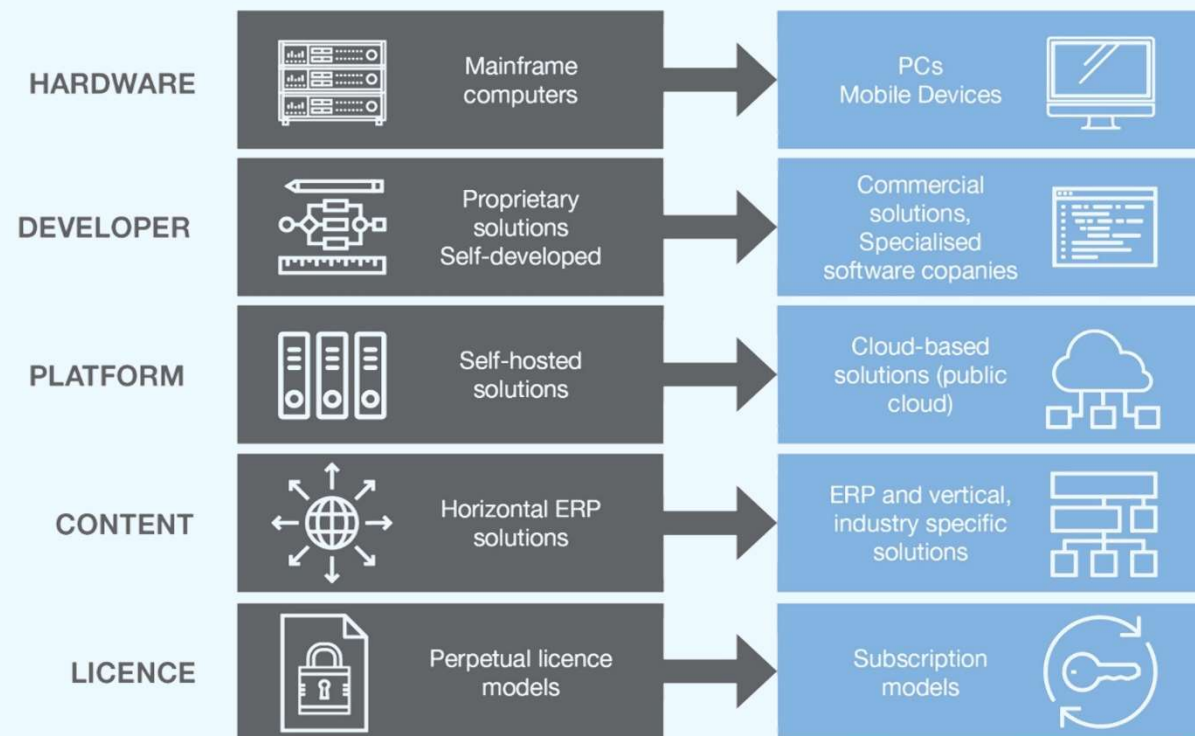
Software industry – evolution

The global software industry has undergone significant change...

Evolution of business computing hardware to PCs/ mobile devices + networking has **expanded possible uses for software** and created opportunities for **commercial solutions, which benefit from economies of scale**

Improvements in connectivity enabled “cloud” based solutions – software can now be hosted by a provider and accessed as needed (“SaaS”)

Cloud-based SaaS model can offer benefit of **lower upfront cost** in licence fees and IT infrastructure, + easier updating and **greater scalability**



Our technology



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



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

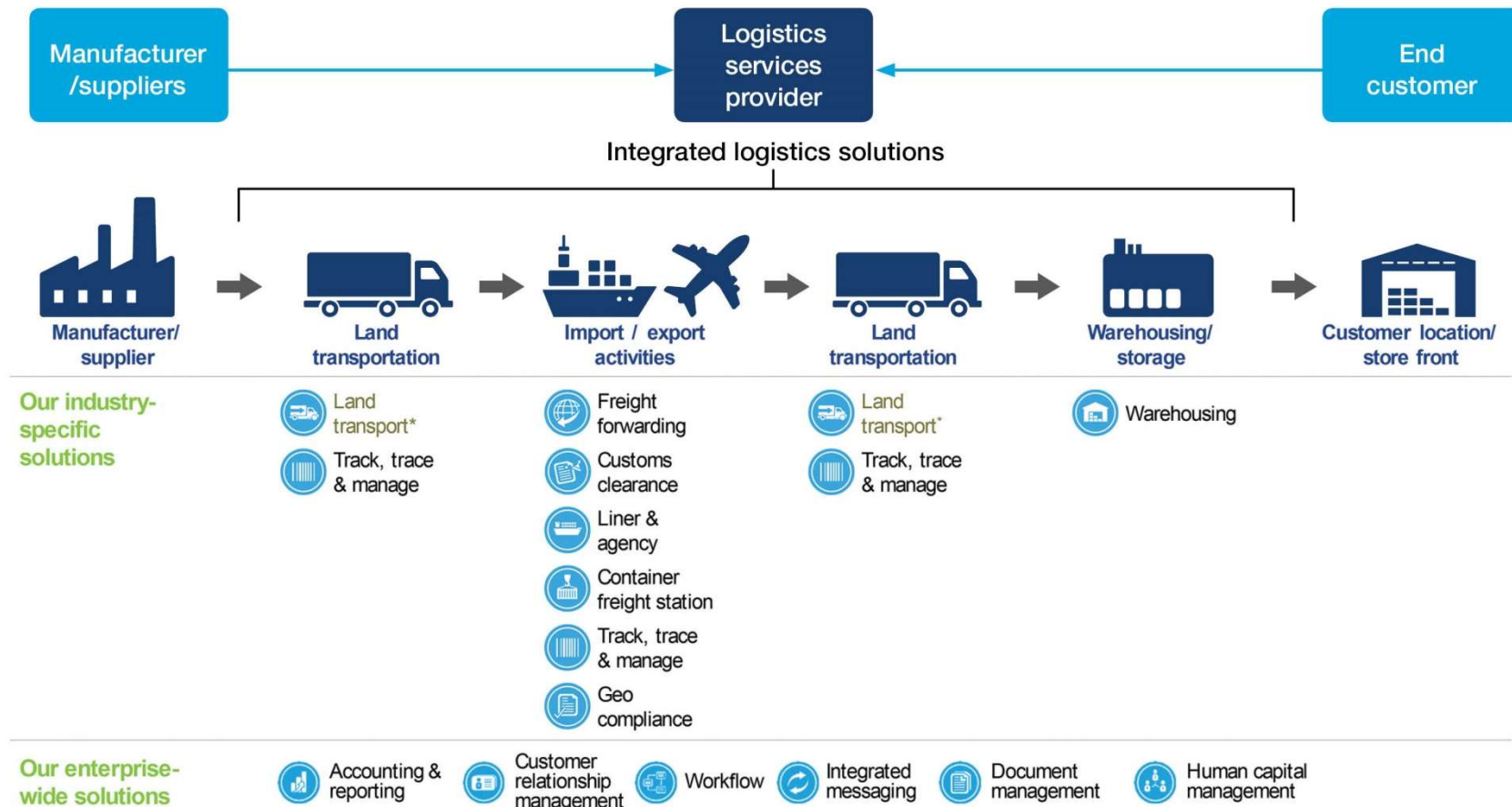


Human capital management



Industry leading software provider which is difficult to replicate

Our platform comprises a series of logistics verticals across horizontal back office verticals



Industry leading software provider which is difficult to replicate (cont'd)

A deeply integrated global software platform which delivers significant benefits to our customers

Deeply integrated...



Integration **within + across modules**



Integration across **geographies**



Integration with **other customers**



Integration with **third party systems**



Integration with **government systems**

Benefits of integration

- ✓ **Data** is entered once only
- ✓ Lower **error rates**
- ✓ Real-time **visibility** globally
- ✓ Improved **productivity**
- ✓ **Risk** mitigation
- ✓ Ease of **scalability**
- ✓ Reduction in **costs**

Industry leading software provider which is difficult to replicate (cont'd)

Key competitive strengths of CargoWise One

...features extend beyond integration

configuration not customisation



scalable to any size of business – from single user to thousands



global reach – over 125 countries and expanding



30 languages



detailed compliance



built-in productivity tools



continuous upgrade – over 600 product enhancements annually

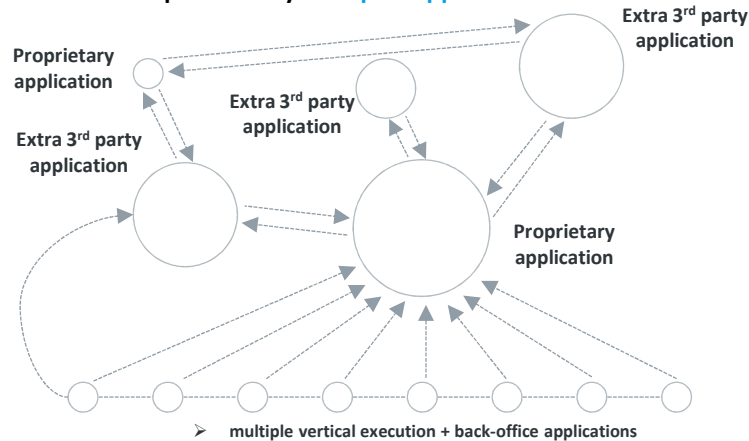


available anywhere, anytime

Industry leading software provider which is difficult to replicate (cont'd)

Our customers can attain real productivity gains and cost savings by using our software

Customer with **multiple software applications** provided by **multiple suppliers** ⁽¹⁾



Complex network of applications replaced with **CargoWise One** ⁽²⁾



Many users processing transactions using multiple third-party vendor software applications



Can be reduced to **fewer users** processing **higher volume** of transactions using **CargoWise One**



(1) 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 profiles for all customers or to be indicative of any future trend
(2) For services that CargoWise One does not cover, the customer used third party applications

Customers – core value proposition

Why is CargoWise One attractive to customers?

- ✓ **Reduction in costs** – due to: replacement of multiple proprietary systems and/or third-party applications with a single, deeply integrated platform; reduction in IT infrastructure and maintenance costs; and potential elimination of labour intensive processes
- ✓ **Productivity gains** – productivity gains can be realised through a reduction in third-party vendor software applications and a reduction in resources required
- ✓ **Risk mitigation** – increased visibility and alerts, real-time data availability globally and elimination of errors associated with re-entering data reduces the risk of shipment delay, penalties and seizure
- ✓ **Scalability and expansion into new geographies and services** – customers can easily add new geographies, users and modules
- ✓ **Sustainability and maintainability** – focus on configurability ensures faster rollout of enhancements and functionality
- ✓ **Intelligent development** – self-automation, self-generated ad hoc fields and self-developed reporting

An industry leading software provider

We are well positioned in the market to grow our global leadership position



Alternative #1: Self-developed software solutions

- **Complex** systems of multiple commercial and self-developed applications
- Typically **self-hosted**
- May have **been in place for some time**
- May require **significant IT department** to manage
- **Additional cost** and development risk for upgrades



Alternative #2: Single-country software solutions

- **Single-country** expertise only
- Typically no enterprise capabilities – generally requires **additional commercial applications**
- Capability **outside country** or across borders may be **limited**



Alternative #3: Multi-country software solutions

- **Not truly global** – typically focused on particular regions (e.g. North America, Europe)
- May or may not include enterprise capabilities – **additional commercial applications** may be required
- Usually consist of multiple, different technology platforms, architectures and databases – **not single platform**



Alternative #4: Customised ERP

- Typically focused on functions in customised ERP software
- May have **limited logistics specific functionality**



Global software solution –
“**software platform for the logistics industry**”

- ✓ **Integrated global solution**
- ✓ **Deeply integrated** modules
- ✓ **Single, scalable, global platform** developed with a single source code
- ✓ Suits small, medium and large logistics companies - **scales from single user to thousands**
- ✓ Short sales cycle, **quicker on-boarding**

Our business model



Business model – leveraging our core strengths

Our technology enables us to adopt a different approach in how we go to market

Relentless product development and innovation

- Single source code global platform – ensures scalability, efficiency, control and reliability
 - 52% of employees and 33% of revenue invested⁽¹⁾
 - Develop our product and IP

Open access, “empower and enable” sales and marketing

- Sales and marketing spend only 10-15% of revenue⁽²⁾
- “Access all areas” to full platform “day one” – add modules, users and geographies without additional sales contracts or site visits
- Focus on configuration, not customisation

CargoWiseOne

Deeply-integrated, single-platform software solution for the logistics industry globally

Support services through automation and external consultants

- WiseSupport online customer service is highly automated
- External consultant WisePartners assist customers to buy and implement CargoWise One

On-demand licensing, usage-driven revenue model

- No limitation placed on transactions, users or geographies
- Charge for usage, billed monthly
- Revenue can grow organically without constraint

(1) Number of employees measured by headcount as at 30 June 2017; 33% of revenue⁽²⁾ based on FY17 financial results. Total development spending represents total product design and development cost (including those amounts which are subject to capitalisation) and excluding depreciation and amortisation

(2) Based on FY17 financial results

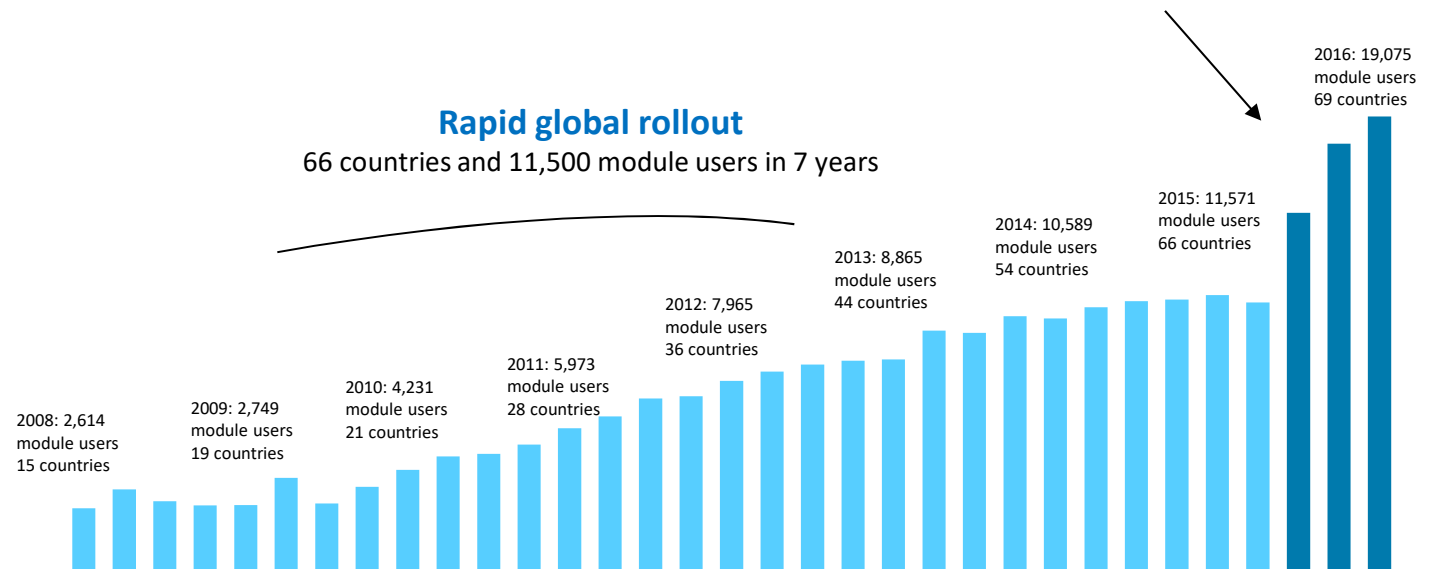
Global rollouts in CargoWise One build users and regions over time

Industry consolidation can create step-change in revenue

- Our 7,000 existing customers = significant runway for increased usage in transactions, geographic expansion and entering new verticals across the supply chain
- Growth opportunities growth with:
 - 32 of top 50 global 3PLs
 - 23 of top 25 global freight forwarders
- Global rollouts progressing for largest freight forwarders
- Top 10 customers represent 27% of FY17 revenue

Swift consolidations

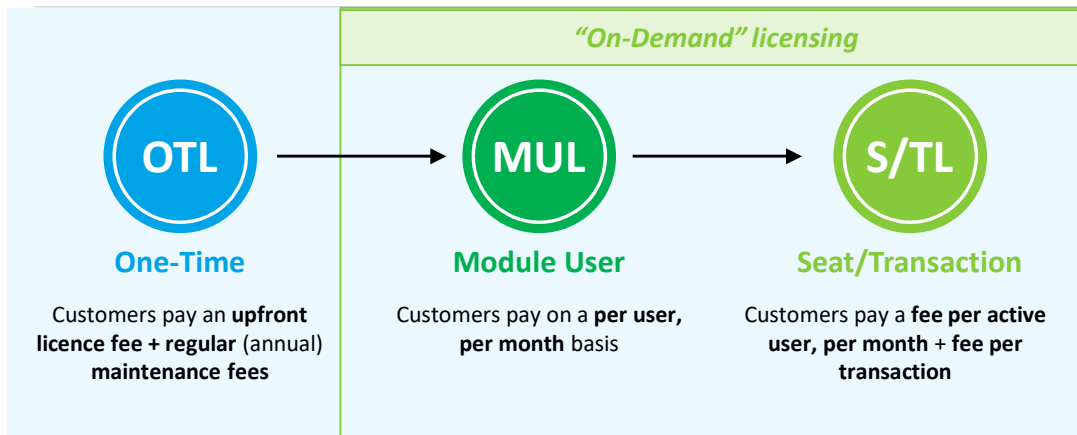
Existing global customers can on-board 7,500+ module users in mere months



This represents a specific example of the quarterly growth in module users and geographies for one specific large scale multi-national customer using CargoWise One

Business model – on-demand usage driven revenue model

History of licensing innovation; early adoption of SaaS / transaction-based pricing

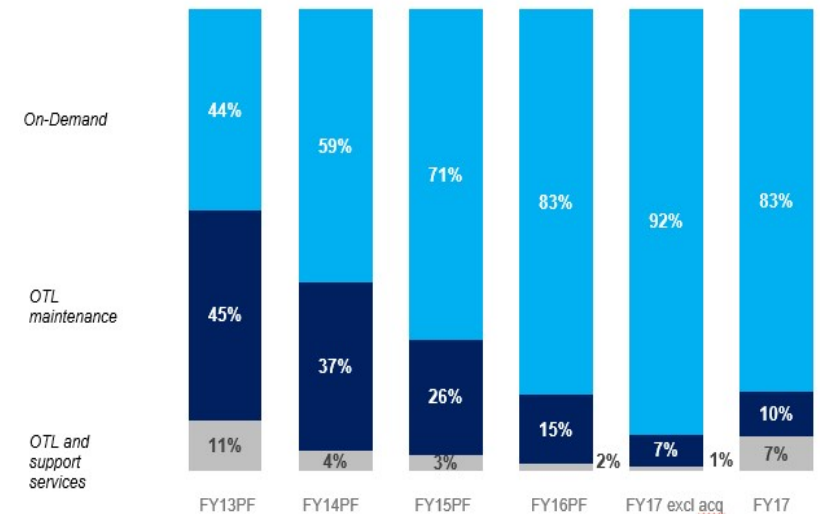


In 2008, we converted our licensing model to SaaS and introduced On-Demand licensing: based on a “per user, per month” principle with no implementation fee and no lock-in required

Key benefits of On-Demand model:

- ✓ Enables customers to expand usage on an as-needed basis
- ✓ Allows us to grow revenues over time as customers become more familiar with the product and add more users, modules and transactions
- ✓ Benefit from productivity improvements of customers
- ✓ Software becomes more integral to customers’ operations

Revenue by licence type
(% of total revenue FY13PF - FY17)



Transition of CW1 one time licence (OTL) customers to On-Demand model essentially completed by Dec 2016

Business model – support through automation + external consultants

Support services highly automated

- **WiseSupport** – incident reporting and management system which automatically captures diagnostic data ensuring fast and accurate resolution
- **WiseCloud** is available 24x7 with global disaster recovery capability
- **WiseLearning** – an online training and education portal with more than 2,000 videos, workbooks and activities
- **WiseMaintenance** – all product upgrades are delivered seamlessly, without interruption to service, via the Cloud

External consultants “WisePartners” network

- Third parties with extensive knowledge who sell and implement CargoWise One and provide technical support to our customers who typically pay them directly on a fee-for-service basis
 - **WiseService** Partners
 - **WiseBusiness** Partners
 - **WiseTechnical** Partners



Growth strategy



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**



Accelerate
organic
growth
through
acquisitions

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

Productivity
Visualisation
Acceleration Engine

GLOW

Build once
architecture + 'coding
without coders'

UCE

Universal
Customs
Engine

Reduce cost, time, error, risk

WiseRates

Global data sets
Real time access
Immediate booking

Global Tracking

Global Air/Sea
Schedules, Container
& Air Waybill Tracking

Border Compliance

Risk reduction,
due diligence

Supply chain behavioural change

GEOCODE

Global Address
Cleansing,
Geocoding &
Master Data
Deduplication

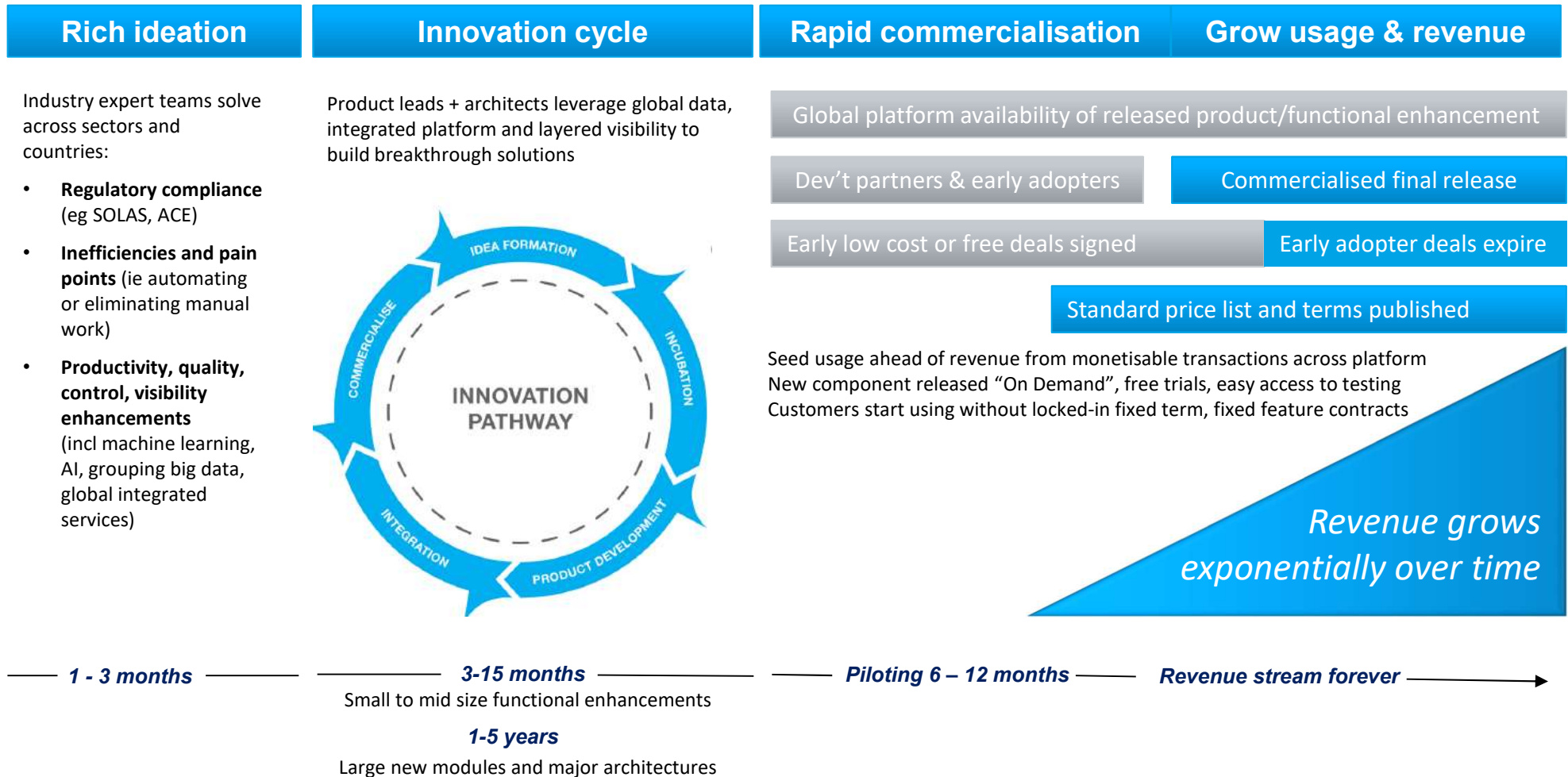
IOT & VOLCAM

Computer Vision
Scan-Weigh-
Measure,
Telematics, SOLAS

Machine Learning

Robotic Process
Automation, Guided
decision making

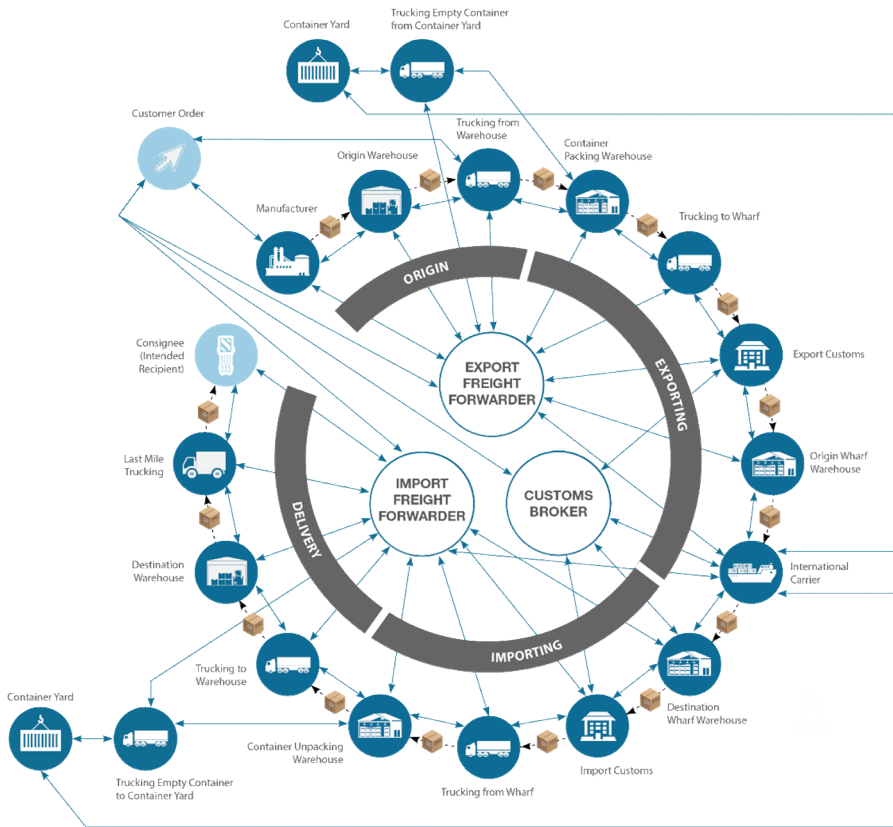
Product commercialisation and monetisation processes and timeline



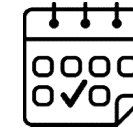
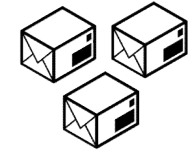
Logistics – rising impact of ecommerce

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”*



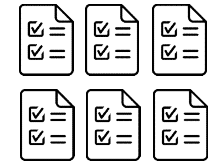
Higher volume



Faster delivery



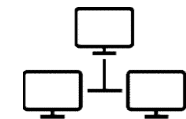
More regulation



Lower margins



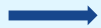
More automation



The squeeze is on... 'catch up, not keep up'

Pressures on logistics providers and governments

Tariffs & taxes



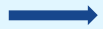
Border protection & safety



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

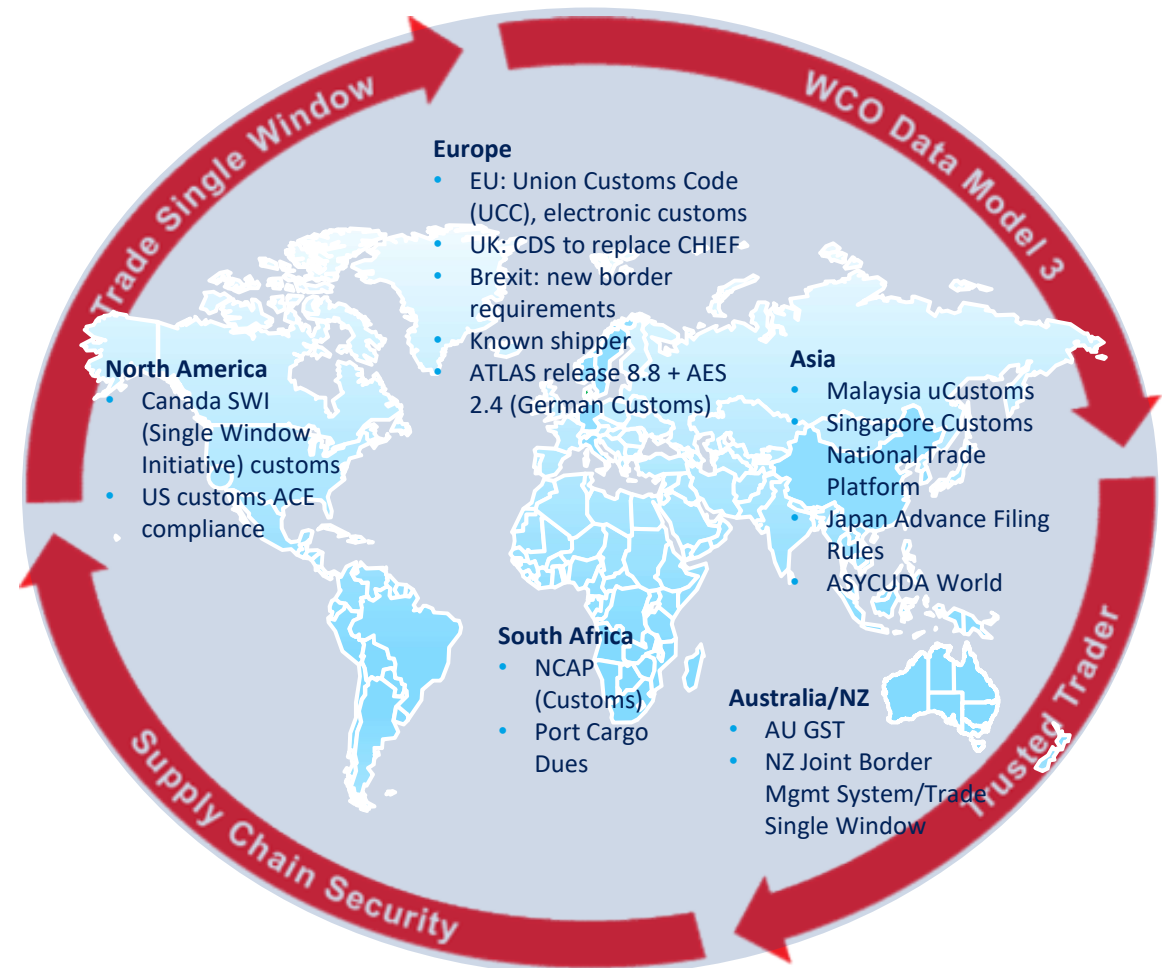
HVLV movements at micro-margins compound problem

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



For now:

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



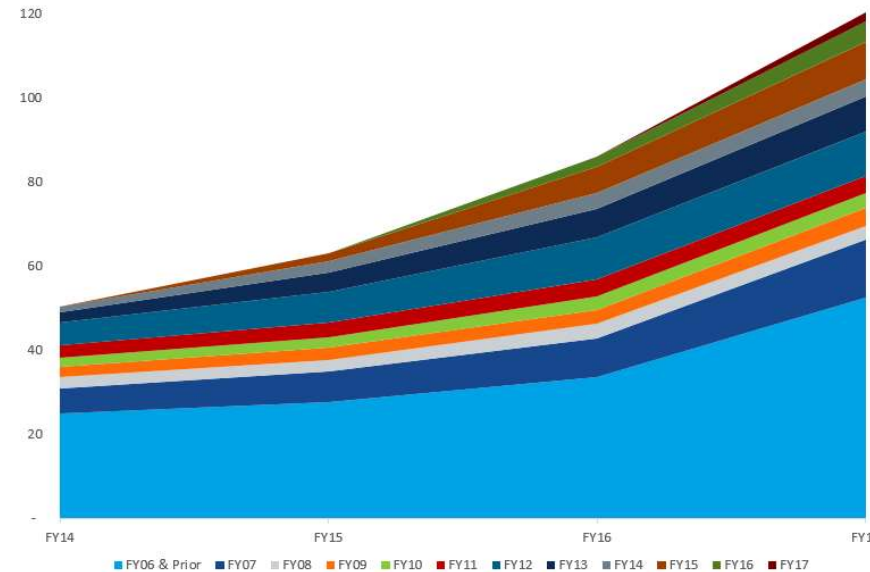
Greater usage by existing customers

Customers use more transactions, modules, geographies...

Growth in usage by existing customers reflects:

1. Steady growth in module use and revenue
2. Add new geographies
3. New adjacencies for global rollout
4. CargoWise One platform is an efficient consolidation tool for large 3PLs
5. Larger contracts and global rollouts grow from existing relationships in select areas

CargoWise One application suite revenue by customer cohort⁽¹⁾
(\$ million, FY14 - FY17)



We have **over 7,000** logistics service provider customers, including **23 of the top 25 global freight forwarders**⁽²⁾

- DHL GF
- Kuehne + Nagel
- DB Schenker
- Nippon Express
- Expeditors
- Panalpina
- UPS
- DSV
- Hellman Worldwide Logistics
- CEVA Logistics
- Bolloré Logistics
- GEODIS
- Agility
- Yusen Logistics
- Kerry Logistics
- XPO Logistics
- Kintetsu World Express
- Logwin
- Toll Group
- C.H. Robinson
- Damco
- Hitachi Transport System
- NNR Global Logistics

Network effects – compelling across our global platform

Potent productivity/cost benefits of CW1 drive network effects, enriched with active programmes

- Continuing powerful growth across all high GDP trade routes – North America and Asia Pacific and significant growth in Africa and the Middle East
- High growth network effects reflect:
 - Cost reduction and productivity benefits of the CW1 platform driving users to bring in their 3PL network
 - Brand equity ↑ post-IPO
 - Global customer rollouts
- Foothold geographic expansion adds further global presence and network opportunity



WiseBusiness Partner

WiseTechnical Partner

WiseService Partner

WiseEducation Partner

Networks (FF)

WARP

CCLP

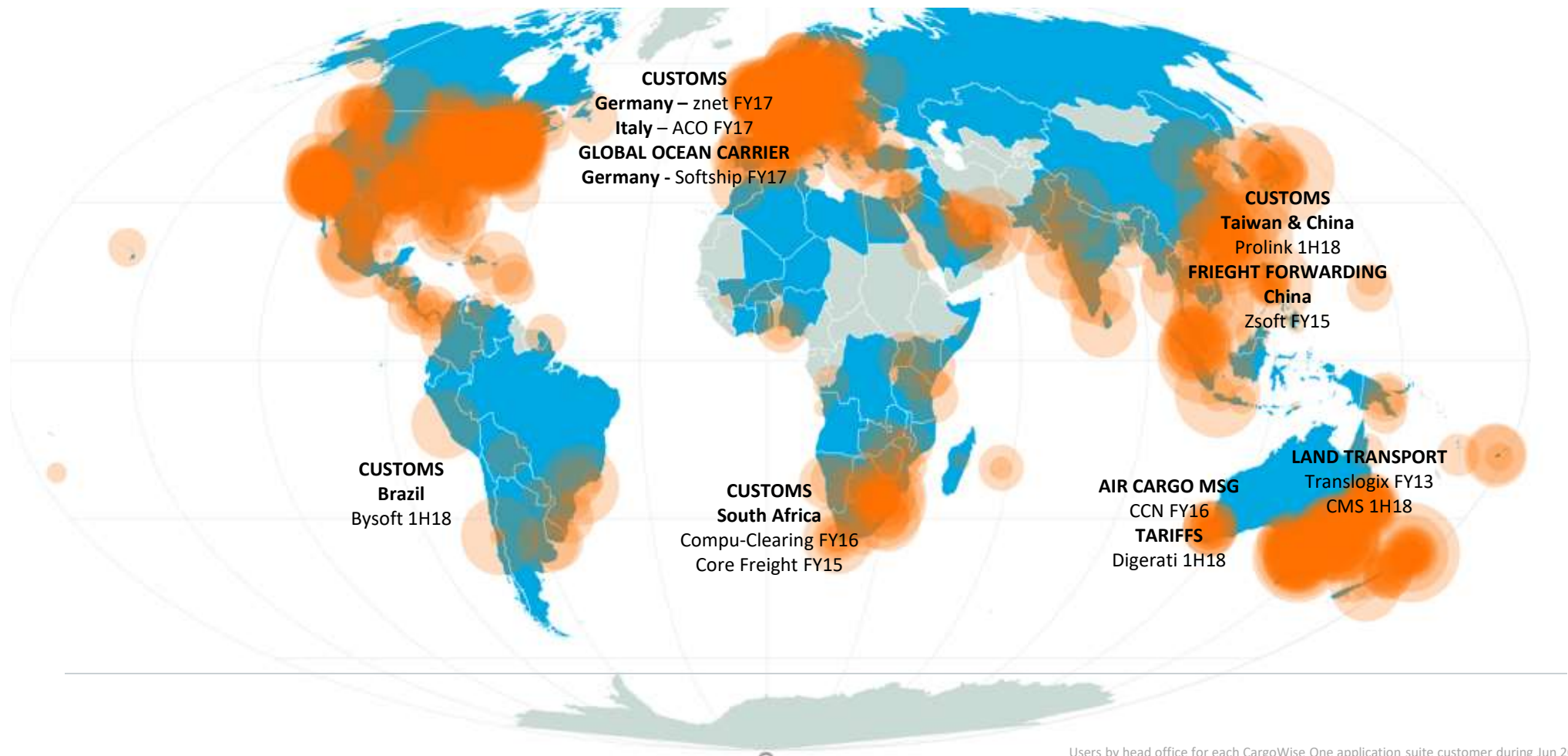
Organic growth accelerated by acquisitions

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

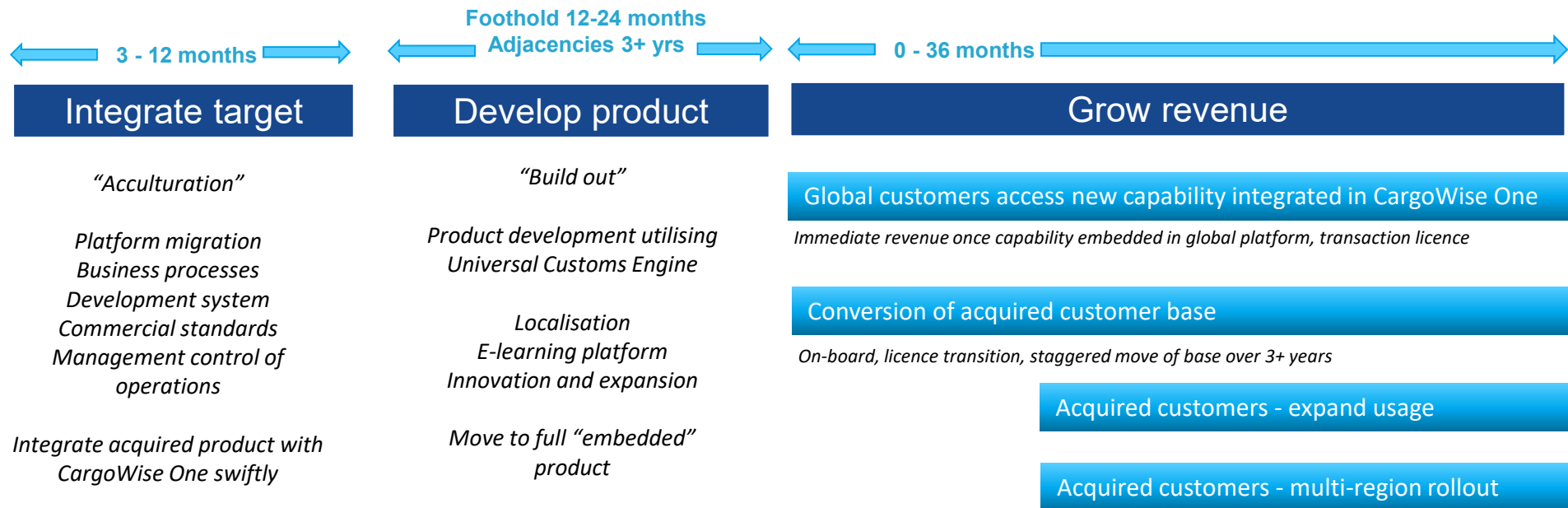
Universal Customs Engine delivers efficient development

Select adjacencies accelerate our global product pipeline



Acquisition — integration process + value components

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



Acquisition and integration value components



WiseTech Global - our key strengths



Industry leading software

deeply integrated global platform
difficult to replicate
critical in solving 'pain points' for global logistics providers
'mission critical' software



Large and expanding addressable market

fragmented market
opportunity to capture additional share



Attractive business model

relentless product development
usage driven revenue
low sales and marketing spend



Attractive financial profile

strong organic revenue growth
high recurring revenue
low attrition
expanding margins
positive free cash flow
dividend paying



Multiple levers for business growth

innovation
growth from existing and new customers
stimulating network effects
acquisitions accelerating organic growth



Experienced management

founders still active in the business
underlying culture of innovation and productivity

History of WiseTech Global

How we got to where we are today

From an idea in a basement to a leading freight and customs software supplier for Australia...
good.

Thought bigger.
Started from scratch to develop a global solution...
better.

Expanded to SaaS, cloud-based, integrated global logistics platform...
even better.

Current generation: an integrated software solution for the global supply chain...
now.

1994-2003

- Commenced writing code for Australian freight forwarding / customs package
- Concepts and capabilities proven followed by domestic deployment
- Acquired a number of small businesses to expand product capability and customer base

2004-2007

- Entire product re-written to focus on global and scalable capabilities – launched ediEnterprise
- Raised capital to fund global expansion
- Rolled-out product in North America, South East Asia and the UK
- Early penetration of global freight forwarders
- One-time licence (+ maintenance) pricing model
- Renamed company to “CargoWise” (2006)

2008-2013

- Transition to an on-demand licensing model (2008)
- Rebrand company to “WiseTech Global”
- Deployment of a cloud-based solution (2012)
- Globalisation of customer base

2014+

- Next generation of ediEnterprise launched – branded “CargoWise One”
- Development of next generation productivity tools
- Introduction of transaction pricing
- Listed on ASX (2016)
- Strategic acquisitions in key geographies – China, South Africa, Germany, Italy

Overview of CargoWise One: industry specific modules

Integrated industry-specific modules which facilitate logistics industry transactions



Freight forwarding

- Organise and coordinate shipments, consolidations, container management, retail, airfreight wholesale and integrated forwarding operations
- International and domestic operations; multiple transport modes



Land transport

- Manages freight movements and processes over land (road / rail)
- Manages consignments, pallets, containers, liquids, livestock, dry bulk and direct point to point carriage, provides visibility, depot and driver management, and supports sign on glass for proof-of-delivery across hand held devices and mobile applications



Liner & agency

- Assists ocean carriers to manage bookings, containers and bills of lading
- Integrates sailing schedules and space allocations, bookings, container control and detention, invoicing, accounting, and automated data exchange into a set of integrated workflows



Track, trace & order management

- Web portal that provides an integrated view of freight as it moves through departments and modules (shipments, declarations, orders, security filings, inventory, receipts, and accounting information can be visualised / tracked)
- Facilitates interaction with consignees and the upload of documentation to effect the movement and clearance of freight



Customs clearance

- Multi-country based customs clearance system to assist customers to comply with import / export clearance
- Manages classification of goods, helps calculate duty, tax and entry fees required by customs authorities



Warehousing

- Warehouse management system and inventory control system
- Integrates common warehouse functions including receiving, put-away, order picking, packing and scan packing



Container freight station

- Manages loose, pallet and container cargo to enhance accurate and optimal packing and unpacking of freight
- Provides shipment visibility for delayed or advanced shipments to assist in the seamless transition between transportation modes



Geo compliance

- Assists with compliance in relation to global and country based regulatory requirements and practices
- Local tariff classifications, language, forms and documents, supply chain security, dangerous goods management, environmental and greenhouse obligations, taxes and other general accounting and reporting procedures

Overview of CargoWise One: enterprise wide modules

Enterprise wide back office modules, integrated with other CargoWise One modules



Accounting & reporting

- Multi-company and multi-currency accounting software system
- Management of accounts receivables and payables and control of credit terms



Integrated messaging

- Secure data messaging linking all other parties in the global supply chain
- Allows customers to create their own electronic connections with other parties



Customer relationship management

- Manages customer profiles, campaigns, opportunities, sales and marketing activity



Document management

- Centralised cloud-based document management system
- For all the associated shipments, orders, products and operations across the CargoWise One system



Workflow

- Ability to customise the flow of work and monitor and control the planning and execution of activities
- Automated communication between parties



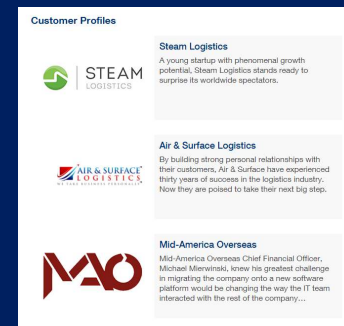
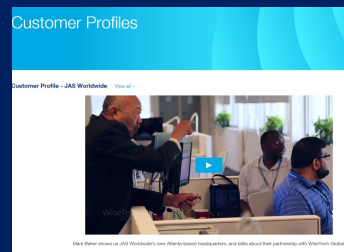
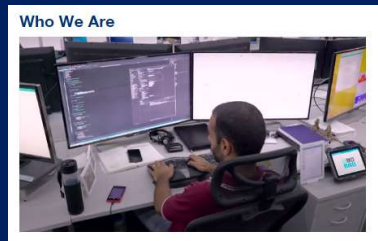
Human capital management

- Centralised staff and resource database to record, maintain and access employee data
- Management of CargoWise One user security access and activities

Visit our investor centre for more information on WiseTech Global

www.wisotechglobal.com/investors

Videos



Presentations



Title
WiseTech Global Limited - who we are
Why do logistics service providers choose CargoWise One?
WiseTech Global 1H17 results - February 2017
WiseTech Global FY16 results - August 2016
About WiseTech Global - February 2017
WiseTech Global AGM 2016 - November 2016

Other materials



Thank you

WiseTech
GLOBAL

Changing the world of logistics one innovation at a time