



ASX Announcement: 2018/17

1 May 2018

WiseTech Global investor conference and FY18 revenue guidance update

WiseTech Global CEO, Richard White, is presenting to the Macquarie Australia Conference today in Sydney. As part of the presentation, we will provide an overview of our business and an updated FY18 guidance of revenue growth of 37% to 43% and range of \$210m to \$220m, subject to currency movements. The presentation is attached.

ENDS

About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 7,000 of the world's logistics companies across 130 countries, including 33 of the top 50 global third party logistics providers and 24 of the 25 largest global freight forwarders worldwide¹. Our flagship product, CargoWise One, forms an integral link in the global supply chain and executes over 44 billion data transactions annually. At WiseTech, we are relentless about innovation, adding more than 3,000 product enhancements to our global platform in the past five years while bringing meaningful continual improvement to the world's supply chains. 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 and CargoWise One, please visit:

- Investor centre www.wisetechnology.com/investors
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¹ Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2016 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2016 logistics gross revenue/turnover and freight forwarding volumes.

WiseTech
GLOBAL



Macquarie Australia Conference May 2018
WTC Founder CEO, Richard White

Important notice and disclaimer

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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 this 1H18 Results investor presentation dated 21 February 2018.
- **Current period statutory** The financial data for 1H18 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 and 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

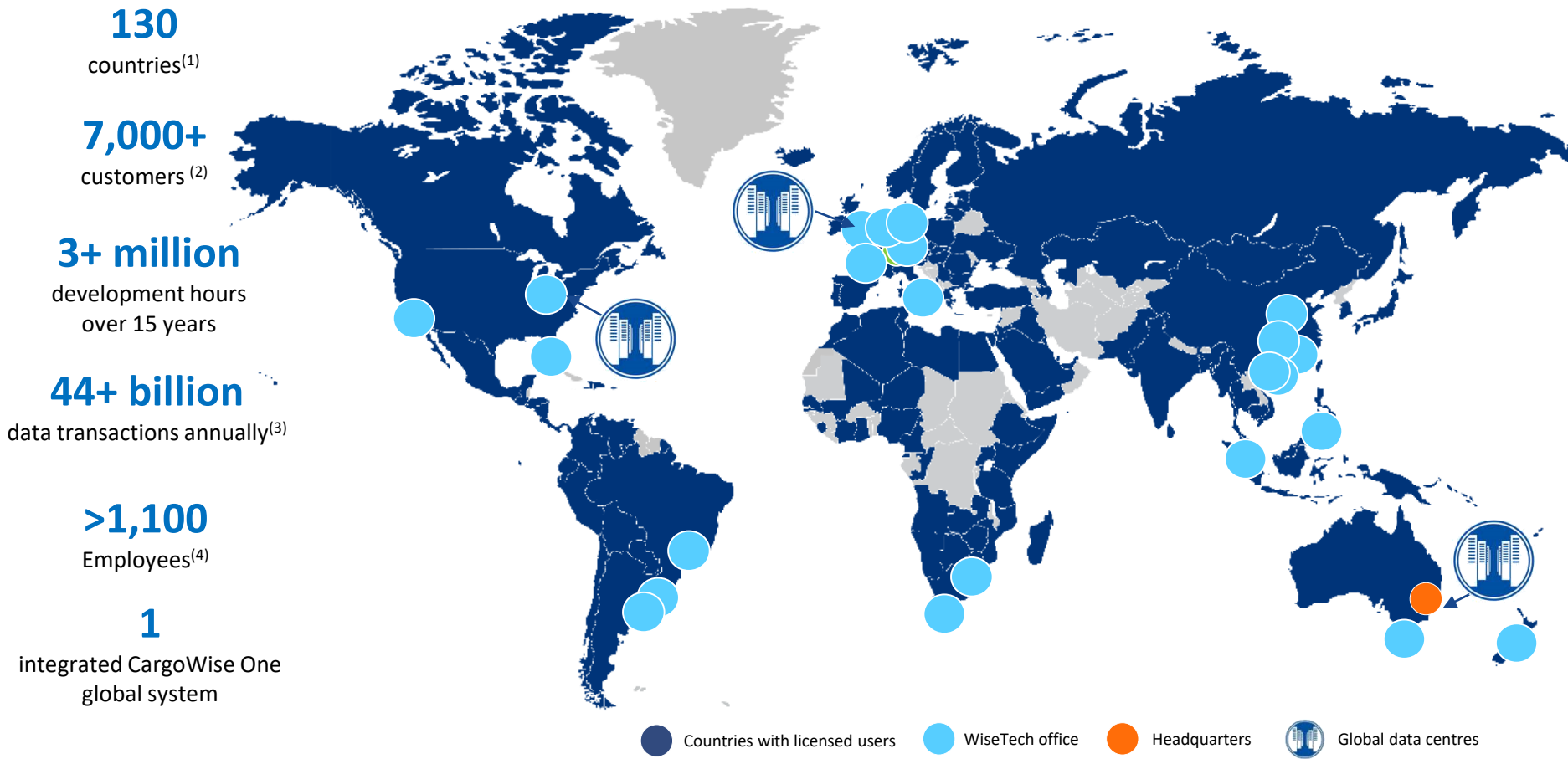
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A leading provider of software to the logistics industry globally



(1) Countries in which WiseTech software is licensed for use.
(2) Includes customers on the CargoWise One application suite and legacy platforms of acquired businesses; legacy customers may be counted with reference to installed sites.
(3) Data transactions for FY17, transactions measured at 30 June annually.
(4) Includes acquisitions announced to 23 April 2018

Powerful high growth engine – CargoWise One integrated global platform

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

CargoWise One

Integrated modules covering key logistics transactions...



Integrated modules for enterprise wide...



Integrated Identity Management, Security and SSO



- ✓ scalable to any size of business
- ✓ global reach – 130 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
- ✓ on-demand/transaction-based licensing
- ✓ global data sets and execution engines
- ✓ swift on-boarding, efficient sales process
- ✓ open-access
- ✓ available anywhere, anytime

Relentless platform expansion with over 600 enhancements annually

- + functionality
- + geographies
- + regulation
- + efficiencies
- + productivity tools

Global 3PLs – 33 of the top 50 global 3PLs

The WiseTech Global group offers solutions domestically, multi-regionally and globally



Freight Forwarders – large, global customer base

We provide solutions to a diverse group of logistics providers globally including 24 of the top 25



WiseTech Global financial highlights 1H18

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

ACCELERATED revenue growth

↑ **31%
revenue**
vs 1H17

\$93.4m

38% CAGR
over 1H16PF-1H18

HIGH recurring, HIGH quality revenue

**100% recurring
revenue**
excl acquisitions⁽¹⁾

**99%+
On-Demand**
usage-based licensing
CargoWise One customers

LOW customer attrition

**<1%
every year
for last 5½
years⁽²⁾**

Annual customer
attrition rate across
CargoWise One global
platform

HIGH innovation product development investment

37%
of revenue⁽³⁾

50%
of our people

\$34.3m⁽³⁾
innovation and product
development spend
in 1H18

LOW sales and marketing expense

11%
of revenue

10%
of our people

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

PROFITABLE + cash generative

↑ **32% EBITDA**
\$31.8m
vs 1H17

EBITDA margin
34%

\$15.6m
Net profit⁽⁴⁾

(1) Acquisitions are those businesses acquired since 2012 and not embedded into CargoWise One.

(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 ie 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 and 1H18.

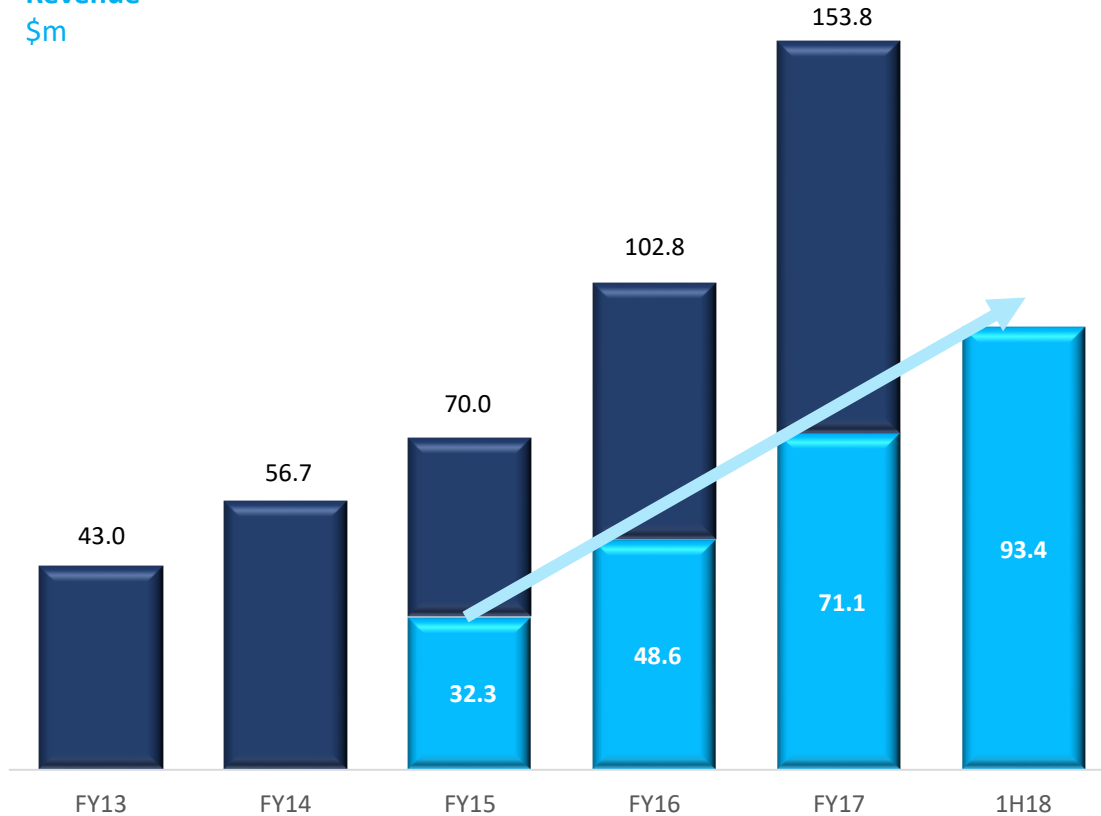
(3) Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation.

(4) Net profit = net profit after tax attributable to equity holders.

Solid revenue growth while business in transition and expanding globally

Revenue from core CargoWise One platform now 100% recurring

Revenue
\$m



1H18 revenue

+ 31% vs 1H17

+ 92% vs 1H16

**Solid foundation
for our FY18
growth forecast**

- Full year revenue (FY13 and FY14), 2nd half revenue (FY15, FY16 and FY17)
- 1st half revenue (FY15, FY16, FY17 and FY18)

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

“We are accelerating into more products, more geographies and more adjacencies ... driving our long-term growth with each innovation and acquisition”

Delivered on strategy

Prioritised pipelines for innovation through development, and global expansion through acquisitions

 <p>Innovation and expansion of our global platform</p>	 <p>Greater usage by existing customers</p>	 <p>Increase new customers on the platform</p>	 <p>Stimulate network effects</p>	 <p>Accelerate organic growth through acquisitions⁽²⁾</p>
<ul style="list-style-type: none"> ✓ 230 product upgrades and enhancements this half ✓ \$34.3m invested ⁽¹⁾ ✓ 50% of people ✓ Investment in expanding core platform ✓ Launched BorderWise, PAVE ✓ Considerable development pipeline of initiatives, with focus on: <ul style="list-style-type: none"> • Universal engines – global sets, customs • Machine learning, natural language processing, robotics, process automation, and guided decision-making • Border security and risk reduction • Productivity and visibility tools • Global data sets focused on compliance, tariffs, rates, risk reduction, visibility, and event driven automations 	<ul style="list-style-type: none"> ✓ Existing customers' revenue grew \$13m in 1H18 (vs 1H17) and provided 81% of organic revenue growth in 1H18 ✓ Licence transition from OTL complete: On-Demand 99%+ (CargoWise One) ✓ 33 of top 50 global 3PLs ⁽³⁾ are customers – early penetration ✓ 24 of top 25 global freight forwarders ⁽³⁾ are customers ✓ Global rollouts progressing well – those complete now moving to productivity gains ✓ Revenue from mid-large customers growing ✓ Top 10 customers are 28% of revenue (1H17: 26%) 	<ul style="list-style-type: none"> ✓ New customer wins similar to 1H17 ✓ Mid-market wins include Swift Freight and DB Group ✓ Re-engineered sales process remains in transition with reorganisation of internal sales function now underway 	<ul style="list-style-type: none"> ✓ ~230 Wise Partners referring, promoting or implementing our platform ✓ Early CW1 sales in acquisition regions <i>ahead</i> of embedded product/customer transition 	<ul style="list-style-type: none"> ✓ Geographic foothold <ul style="list-style-type: none"> • Intris (<i>Belgian customs, FF, WMS</i>) • ABM Data (<i>Irish/EU customs</i>) • CustomsMatters (<i>Irish customs</i>) • Bysoft (<i>Brazilian customs</i>) • Prolink (<i>Taiwanese customs</i>) ✓ Technology adjacencies <ul style="list-style-type: none"> • Microlistics (<i>multi-region WMS</i>) • CargoSphere (<i>global ocean rates mgmt</i>) • Cargoguide (<i>global air rates mgmt</i>) • Digerati + TradeFox (<i>A&NZ -> global tariffs</i>) • CMS (<i>A&NZ land transport</i>) ✓ 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) Including the acquisitions completing in 2H18.

(3) Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2016 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2016 logistics gross revenue/turnover and freight forwarding volumes.

Acquiring businesses for geographic expansion – solving buy or build?

Small targeted acquisitions in key regions provide safer, faster, stronger entry to new markets

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

Why buy, not build?

Seamless entry into new markets with:

- Industry experts
- Local leadership
- Quality customer base
- Local infrastructure and offices

Risk reduction

- Known entry cost
- Earnouts help retain mgmt
- Addresses war for talent

Accelerates expansion

- Move rapidly with certainty
- Targeting manufactured trade flows – high growth



Rapid expansion since January 2017:

11 customs focused acquisitions

Delivering strong positions in:

- Belgium
- Brazil
- France
- Germany
- Ireland (2)
- Italy
- Taiwan, China
- 16 countries across Latin America

Added ~250 talented industry experts and developers

Integrate product immediately – embed new product over time, utilising Universal Customs Engine

Integration scalable

Upfront cost of ~\$57m plus earnouts in future years

Adjacencies feed into our innovation pipeline to build ecosystems

Targeting key plug-ins to our global development or multi-regional adjacencies that can scale

We are **accelerating convergence of technologies** by adding targeted acquisition of key adjacencies to our innovation pipeline to build valuable ecosystems and global product sets.

1H18 acquisitions focus on expanding TAM in ocean, air, land transport, warehousing and data provision

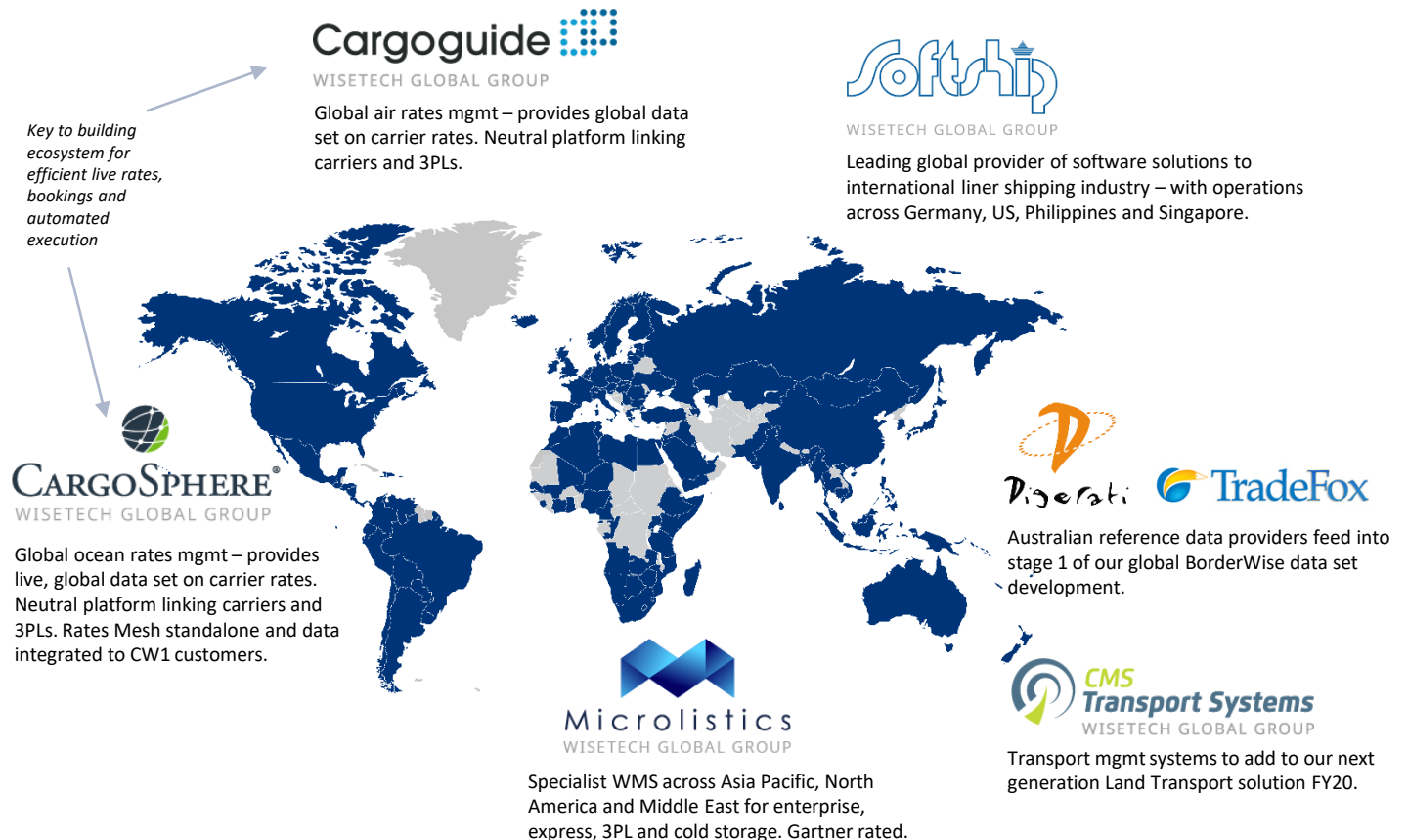
We look for adjacencies that we can scale from domestic multi-region to global product capability, and either:

1. Provide a core element for key ecosystem development; or
2. Expand our next generation development of existing CW1 modules; or
3. Feed into global data set for machine learning and automation

Since 2017 we've added ~200 talented industry experts and developers

Integrate or embed is bespoke to the adjacency

Upfront cost of ~\$72m plus earnouts in future years



Innovation investment

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

230

product upgrades and enhancements in 1H18

37%

of revenue invested in 1H18

50%

of employees focus on innovation and product development

>670,000

unit tests executed every 45 mins

>\$200m

invested FY14-FY18F

Major development focus on:

- Productivity
- Global data sets
- Machine learning
- Natural language processing
- Guided decision making
- Global automations
- HVLV logistics (e-tail)
- Regulatory environment changes

Over 3,000 product upgrades and enhancements added to the global platform over last 5 years

Our FY18 commitment: >\$65m in innovation and development

Work faster, harder, smarter

PAVE

- Productivity Acceleration Visualisation Engine

GLOW

- 'Build once' architecture and 'coding without coders'

Universal Customs Engine

- Accelerating complex customs localisations

Reduce cost, time, error, risk

WiseRates

- Global data sets
- Real-time access
- Immediate booking

Global Tracking

- Global air/ocean schedules, container and air waybill tracking

BorderWise

- Risk reduction
- Due diligence
- Cost efficiency

Supply chain behavioural change

GEOCODE

- Global address cleansing
- Geocoding
- Master data de-duplication

Global data sets

- Multi-modal rates, schedules, bookings
- Compliance data
- 3PL supply chain

Machine learning

- Process automation
- Guided decision making
- Natural language processing

Innovation pipeline example – Global Tracking

Global data set, powerful, unique global tracking engine

Powerful global tracking for vessel and container

+ Custom-built global data set – ‘one source of truth’

+ WTC proprietary advanced analytics and workflow automations

+ Embedded in CargoWise One and will integrate with acquired rates engines

Immediate customer base from CargoWise One global platform

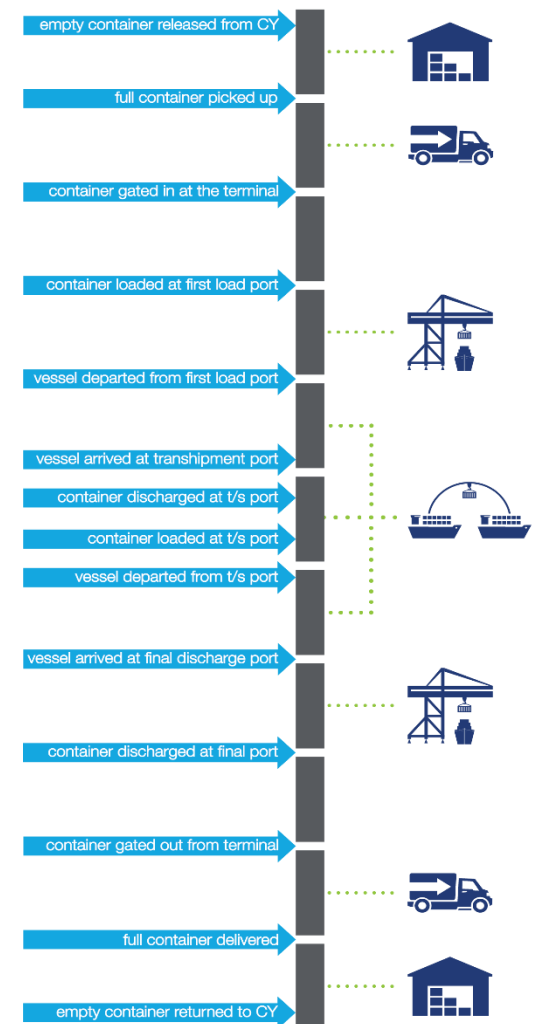
Vessel and container – adopted by DHL GF, Geodis, Rohlig & many others

What's in the box:

- Large global set, cleansed, validated and designed to provide real-time visibility of every ocean container, booking and master bills from over 90% of industry volume.
- Reduces headcount, penalties, delays, missed shipments, detention, risks.
- Available to all parties to the consignment with automated alerts to staff, customers, agents and third parties and automated triggering of downstream transactions.
- Embedded in Freight Forwarding and Customs designed to link to rates, warehousing, land transport and broader CW1 platform.
- Container tracking provides critical timely and accurate updates on ~30 different statuses: e.g. carrier, government, customs and quarantine statuses, cargo pick-ups, loading, consignee receipts, etc.
- Inbuilt access to airline and ocean schedules provides planning tools and selection of most optimal routes with automated updates.
- Flight tracking provides real time information on flight departures and arrivals, alerts on possible delays and cancellations.
- In development, Enhanced AWB tracking targeting cargo movements inland and in the air, status updates for all logistics providers. Complexity arises from volumes and fragmentation.

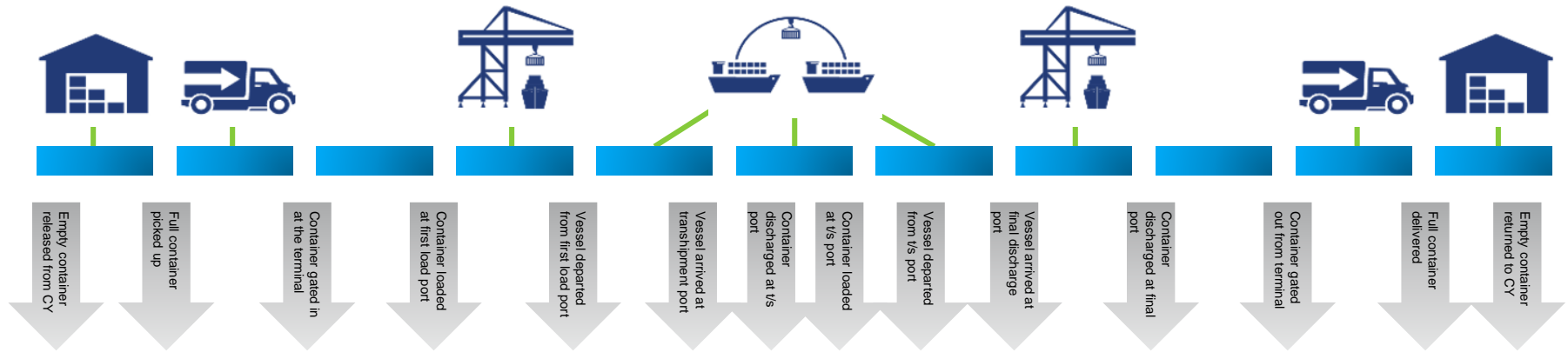
Development:

- Available integrated with CargoWise One.
- SaaS transaction licensing for tracking, schedules in STL seat charge.
- Cloud enabled.
- Launched schedules for ocean and air, container and associated vessel tracking with further phased rollouts.
- Real time flight tracking – released in pilot last month.
- Currently WTC receives over 12m air freight status updates annually for exporters. Enhanced AWB tracking to be launched FY19.



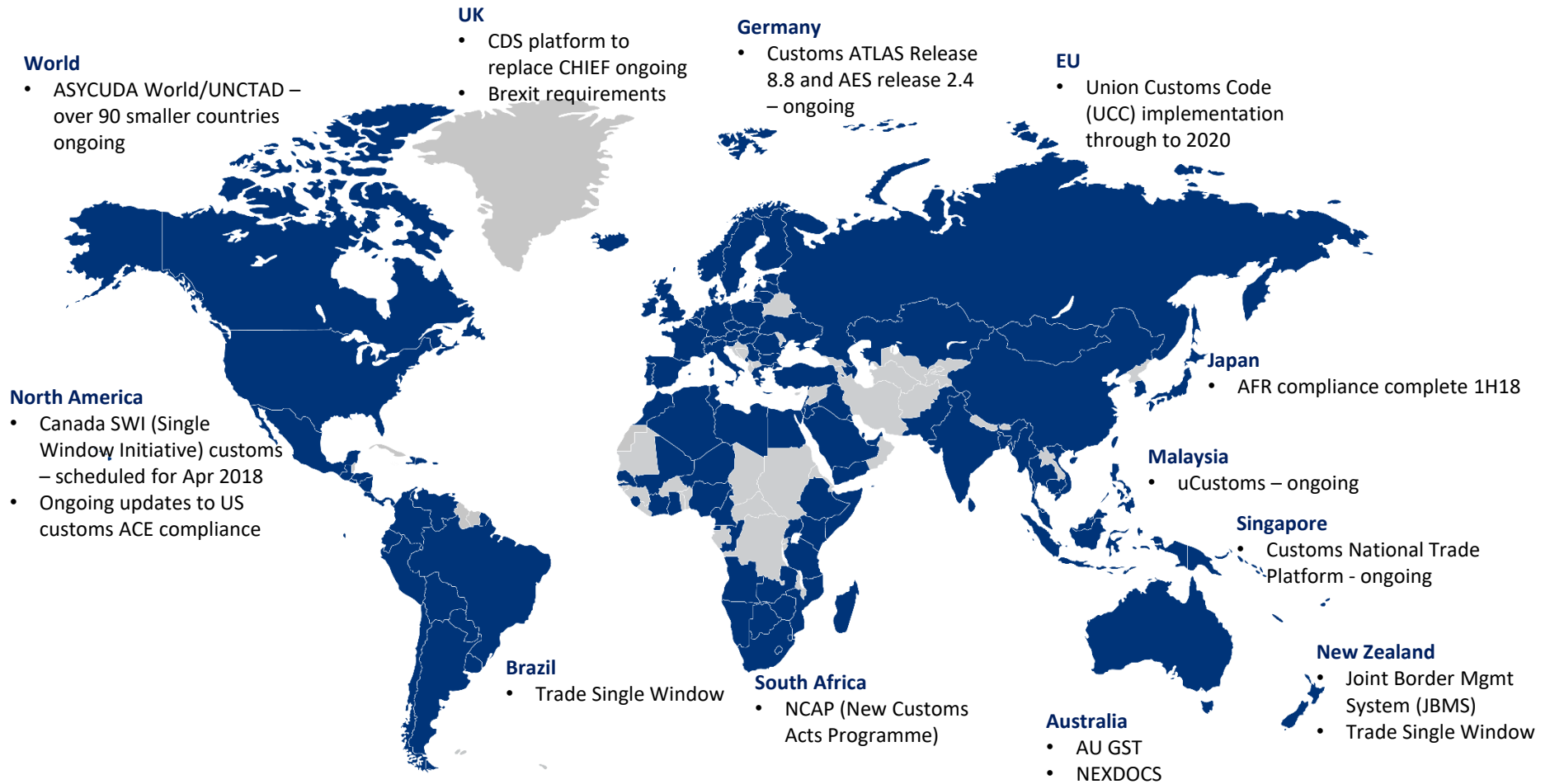
Innovation pipeline example – Global Tracking

Global data set, powerful, global tracking engine, events can trigger automated transactions



Ongoing and upcoming regulatory changes

We invest our regulatory experts and development teams in ensuring CW1 compliant globally



Industry and competitive environment

What's ahead in 2018 and beyond

3PL industry in rapid evolution

- Consolidation continues, for 3PL and 2PL providers scale is key
- Increasing demand for integrated ecosystems to improve productivity and competitiveness
- Growing demand, few new commercial provider entrants of scale
- Borders blurring across the logistics industry
- 3PL e-commerce growth, growing 15%+ in key regions driven by consumer spending and increased cross-border purchasing
- High growth in 3PL logistics, upcycle = stronger inertia around switching platforms

Governments

- Constant ongoing change centred around single window, system upgrades, border control or political change such as Brexit
- Increasing compliance fines to address risks, increasing regulation add-ons
- Digitisation is essential but implementation slow
- Supportive environment for software solution providers

E-commerce growth driver

- E-commerce volumes are simultaneously pressuring and expanding 3PL businesses
- Increasing cross-border transactions to facilitate e-commerce
- E-commerce dismantling offline bricks and mortar, now impacting online retailers and potentially dis-intermediating wholesalers while both using, and competing with, 3PLs
- E-commerce giants becoming 3PL for their own operations and for third parties – strategy is build/buy and hoard
- E-commerce players expanding in significant ways into new markets

3PL revenues from e-commerce activity are growing faster than the overall 3PL market. 3PL e-commerce revenues are expected to generate a compound annual growth rate of 15.7% versus overall 3PL market growth of 6.0% for the period 2016 to 2020.

Armstrong & Associates 2017

High growth outlook for FY18

Execution on strategy provides solid foundation for delivering high growth in FY18

- **FY18 organic revenue growth plus continued expansion across our global business**

- Powerful progress on innovation and acquisition pipelines
- Continuing strong revenue growth during business expansion and transformation
- 100% recurring revenue for CargoWise One platform
- Annual CargoWise One customer attrition rate <1%
- Benefit of full year impact of FY17 acquisitions, part contribution of acquisitions completing in FY18, FX and launch of new products

- **Business well positioned for transformation and growth**

- 'Operating system for global logistics' licensed in 130 countries
- Relentless innovation, widening our technology lead
- Solid balance sheet, high quality CW1 revenues, cash generative
- Organic growth through geographic expansion, innovation pipeline + building out platform capability
- Industry dynamics and e-commerce tailwinds

- **We will continue to execute our potent growth strategy throughout FY18, driving innovation and global expansion and transforming our operations**

1. Our revenue is invoiced in a range of currencies, reflecting the global nature of our customer base, and as a result is impacted by movements in foreign exchange rates. Our FY18 guidance is based on assumptions provided in the Appendix.

FY18 Revenue⁽¹⁾

\$210m - \$220m



37% to 43%

FY18 growth vs FY17

FY18 EBITDA⁽¹⁾

\$71m - \$75m



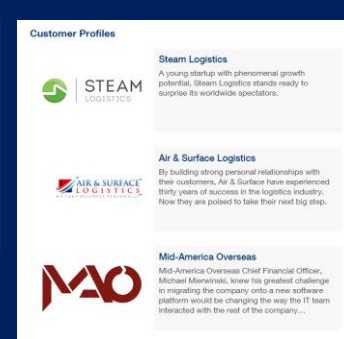
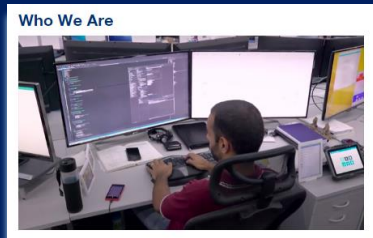
32% to 39%

FY18 growth vs FY17

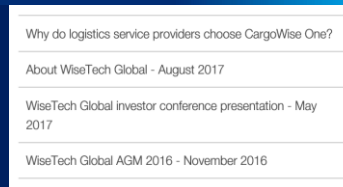
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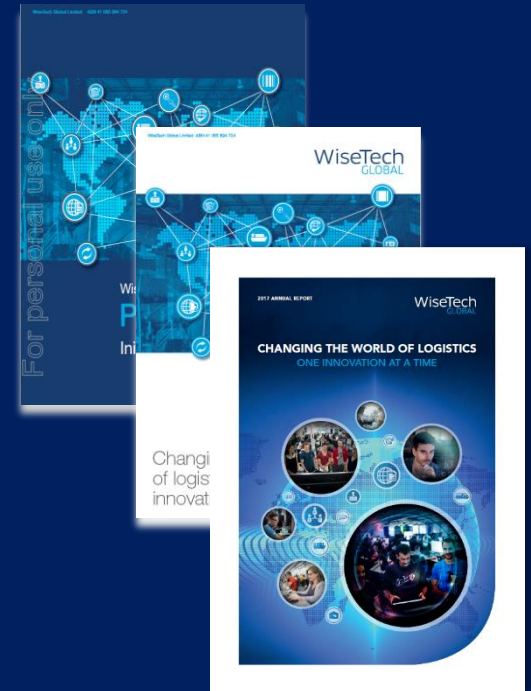
Videos



Presentations



Other materials



Appendix

FY18 guidance and assumptions

Strong growth in revenue and EBITDA

	FY17	FY18 guidance
Revenue	\$153.8m	\$210m - \$220m
EBITDA	\$53.9m	\$71m - \$75m

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, TradeFox, ProLink, CMS, Cargoguide, CargoSphere, Micrologistics, ABM Data Systems, CustomsMatters, Intris, LSP Solutions, Forward, Softcargo and EasyLog
- New product launches
- Investment in R&D to increase in \$ terms, but will benefit from operating leverage
- Sales and marketing as % of revenue to increase to more historical levels over time, 12%-13%
- General and administration, including M&A costs, excluding acquired G&A, as a % of revenue to be more efficient, below 20%

What is not included in the guidance:

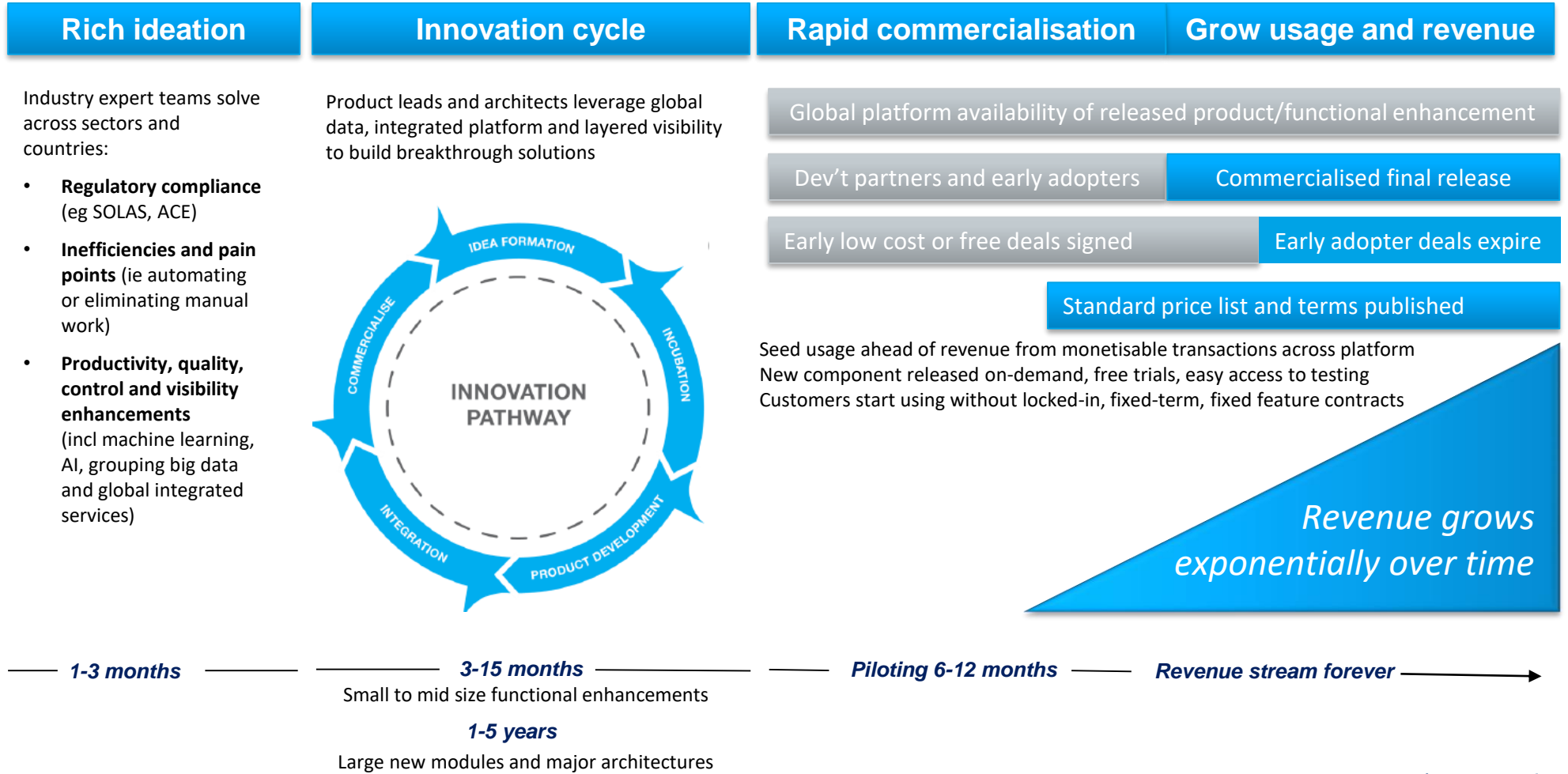
- Material change in revenues from the acquired platforms
- Benefits from migration of customers from acquired platforms, where CargoWise One development is yet to be completed
- Growth in services revenue outside of e-services
- Revenue from new products in development but not planned to be commercialised in FY18
- Changes in the mix of invoicing currencies
- Potential acquisitions

FX rates vs AUD	FY18 guidance
GBP	0.56
RMB	4.94
EUR	0.63
NZD	1.07
ZAR	9.27
USD	0.78

- Natural hedges in some regions, with both revenue and expenses denominated in local currencies – including recent acquisitions. 55% of our 1H18 revenue is in non-local currencies
- No derivative contracts in place for FY18
- FY18 guidance rates are for April, May and June 2018

Product commercialisation and monetisation processes and timeline

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



Overview of revenue, licensing models, drivers and platforms

Nature of revenue:	Recurring revenue 94% ⁽¹⁾	Other revenue 6% ⁽¹⁾
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Revenue categories:	On-Demand 82% ⁽¹⁾	OTL maintenance 12% ⁽¹⁾	OTL and support services 6% ⁽¹⁾
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	Seat plus Transaction Licence (STL)		Module User Licence (MUL)		One-Time Licence (OTL)		Support services
	Transactions	Temporary contracted pricing arrangements	Modules used	Services ⁽²⁾	Maintenance	Licence	
Revenue drivers:					Licences		
Price drivers:	<ul style="list-style-type: none"> Price per transaction executed Price per individual user 	<ul style="list-style-type: none"> Fixed monthly rate for limited period Contracted price increases Excess user fees 	<ul style="list-style-type: none"> 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:	<ul style="list-style-type: none"> Transactions executed per month and number of individual users Number and size of customers Activity level of customers 		<ul style="list-style-type: none"> 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
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Platform:	STL	STL Pricing	MUL	Services	Maintenance	Licence	Support
- CargoWise One	✓	✓	✓	✓	✗	✗	✗
- ediEnterprise	✗	✗	✓	✓	✓	✓	✗
- Legacy	✗	✗	Translogix, Compu-Clearing, znet, Bysoft, CMS	CCN	Translogix, Zsoft, CoreFreight, CCN, Softship, znet, ACO, Bysoft, Digerati, CMS, Prolink, Cargoguide, CargoSphere	Translogix, Zsoft, Softship, znet, ACO, CMS, Prolink	Translogix, Zsoft, Softship, znet, ACO, Bysoft, CMS, Prolink

1. Represents percentage of 1H18 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.

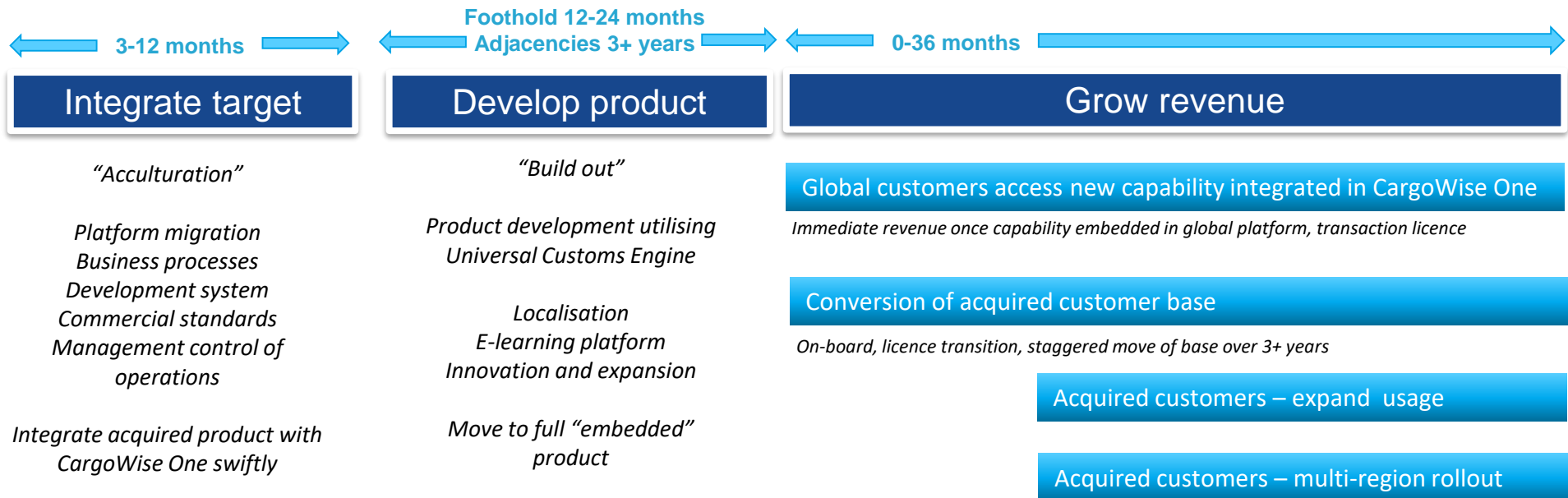
Key operating metrics

Strong growth in revenue continues, impact on EBITDA reflects execution on expansion strategy

	1H16 PF	2H16 PF	1H17	2H17	1H18
Revenue growth vs prior period	16%	10%	32%	16%	13%
On-Demand revenue	79%	88%	82%	83%	82%
Recurring revenue	98%	99%	93%	92%	94%
Gross profit margin	88%	87%	86%	85%	85%
Product design and development - % of total revenue	22%	19%	20%	17%	18%
Sales and marketing - % of total revenue	15%	14%	10%	10%	11%
General and administration - % of total revenue	22%	21%	22%	21%	21%
EBITDA - % of total revenue	29%	32%	34%	36%	34%
EBITA - % of total revenue	19%	24%	27%	30%	25%
EBIT - % of total revenue	17%	23%	25%	29%	24%
NPAT - % of total revenue	10%	17%	20%	21%	17%
Capitalised development costs	\$9.7m	\$8.0m	\$9.7m	\$12.3m	\$17.1m
Total R&D	\$20.3m	\$18.4m	\$24.0m	\$26.4m	\$34.3m
Total R&D - % of total revenue	41%	34%	34%	32%	37%
Effective tax rate	40%	26%	27%	27%	30%

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

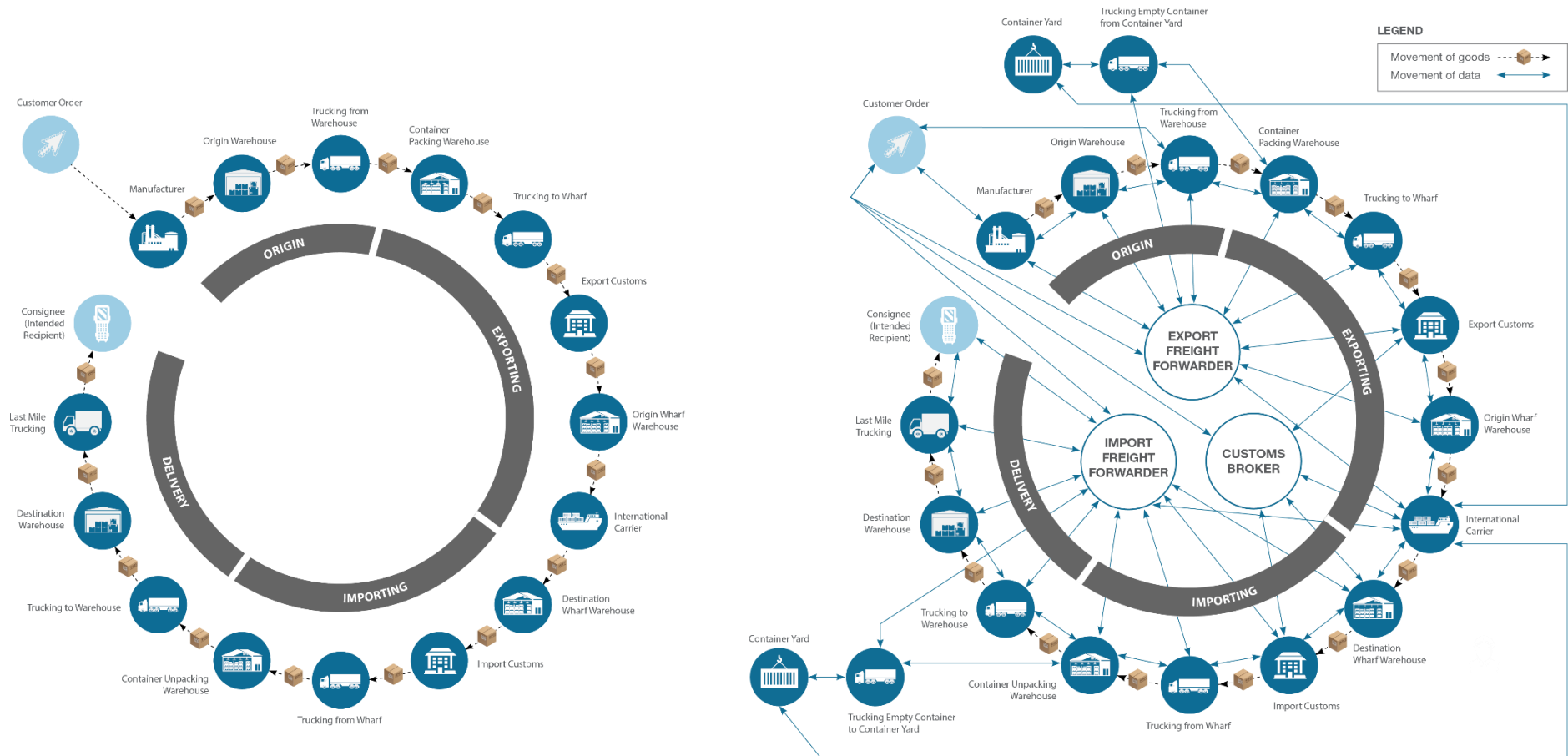


Logistics industry – moving goods and data

A myriad of logistics suppliers is 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.



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