25 October 2018

# WTC investor conference, FY19 guidance upgraded

WiseTech Global management is presenting to Goldman Sachs' Emerging Tech Day conference today in Sydney.  As part of the presentation, we will provide an overview of our business and upgrade our FY19 guidance for revenue and EBITDA growth.

WiseTech Global Founder and CEO, Richard White, said "Today's update reflects continued strength in our business's organic revenue growth as customers continue to increase their use of our global platform, impacts from our recently announced acquisitions, DataFreight and SmartFreight, and small currency impacts. The strong momentum and significant growth across our global operations, the power of the CargoWise One platform, with its annual customer attrition rate of less than 1%, and our continued relentless investment in innovation and expansion across our global business, give us confidence to expect increased revenue growth of 44% to 50%, to a range of $320m to $333m, and EBITDA growth of 31% to 37%, and range $102m to $107m, subject to currency movements[1]."

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 8,000 of the world's logistics companies across 130 countries, including 34 of the top 50 global third-party logistics providers and 24 of the 25 largest global freight forwarders worldwide[2]. Our flagship product, CargoWise One, forms an integral link in the global supply chain and executes over 54 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.

The WiseTech Global group includes CargoWise One, ABM Data Systems, ACO Informatica, BorderWise, Bysoft, Cargoguide, CargoSphere, CMS Transport Systems, Compu-Clearing, Core Freight, CustomsMatters, EasyLog, Fenix, Forward, Intris, LSP Solutions, Microlistics, Multi Consult, Pierbridge, Prolink, SaaS Transportation, Softcargo, Softship, Taric, Trinium Technologies, Ulukom, zsoft and znet Group.

For more information about WiseTech Global or CargoWise One, please visit wisetechglobal.com

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[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 FY19 guidance is based on rates provided within the Investor Materials released to the ASX on 25 October 2018.

[2] Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2017 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2017 logistics gross revenue/turnover and freight forwarding volumes.

# WiseTech Global FY18

Investor conference – October 2018

## Founder & CEO, Richard White

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**PRESENTATION OF INFORMATION**
*   **Current period statutory** The financial data for FY18 in this presentation is provided on a statutory basis but in a non-statutory presentation format.
*   **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.
*   **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.

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*WiseTech GLOBAL*

Our innovations and global technology enable, improve and empower the world's supply chains. We are a force for good, improving productivity, connectivity and resource usage across 130 countries worldwide.

WiseTech GLOBAL
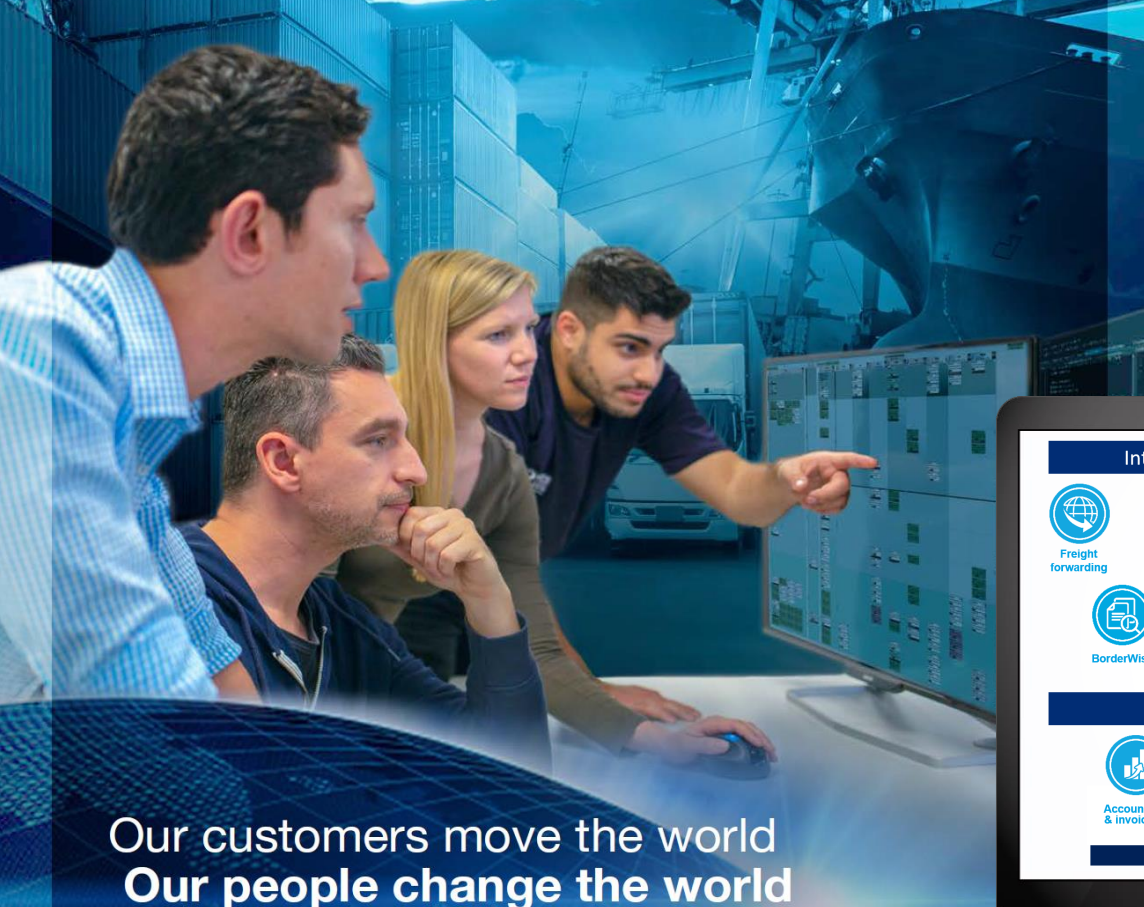
Our customers move the world
**Our people change the world**

**Integrated modules covering key logistics transactions…**

Freight forwarding | Customs clearance | Warehousing | Land transport | Liner & agency | Container station/yard | E-commerce

BorderWise | Geo compliance | Schedules | WiseRates | Booking | Tracking & events | Netting & reconciliation

**Integrated modules for enterprise wide…**

Accounting & invoicing | Customer relationship management | Workflow & automations | Integrated messaging | Document manager | Human capital management

Integrated Identity Management, Security and SSO

**130** countries

**8,000** logistics organisations customers

**54+billion** data transactions annually

**3.5+million** development hours over two decades

# CargoWise One…operating system for global logistics

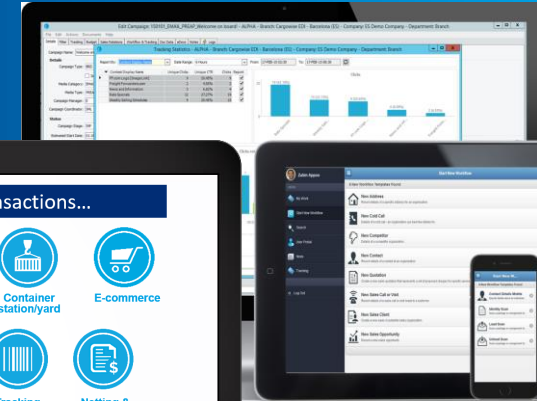*Strong foundation for future technology, seamless rollout, scalable capacity, global solutions*

## Integrated modules covering key logistics transactions…

- Freight forwarding
- Customs clearance
- Warehousing
- Land transport
- Liner & agency
- Container station/yard
- E-commerce
- BorderWise
- Geo compliance
- Schedules
- WiseRates
- Booking
- Tracking & events
- Netting & reconciliation

## Integrated modules for enterprise wide…

- Accounting & invoicing
- Customer relationship management
- Workflow & automations
- Integrated messaging
- Document manager
- Human capital management

Integrated Identity Management, Security and SSO

Relentless platform expansion with over 500 enhancements annually

✓ 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, cloud enabled
✓ available anywhere, anytime

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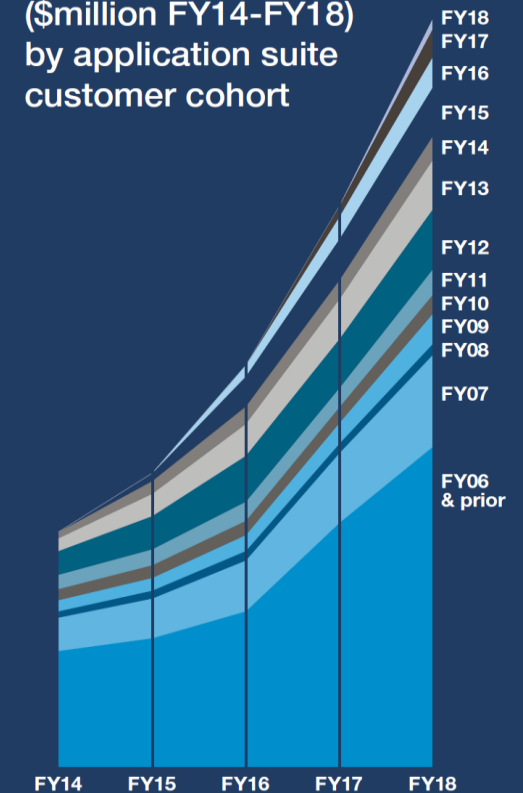
# WiseTech Global FY18 financial highlights

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

## POWERFUL revenue growth

↑ **44% Revenue**
vs FY17

**Revenue $221.6m**

**41% CAGR**
over 5 years
FY14 - FY18

## HIGH recurring HIGH quality revenue

**99% recurring revenue**
CargoWise One

**90% recurring revenue**

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

## LOW customer attrition

**<1% every year for last 6 years**[1]

Annual customer attrition rates across CargoWise One global platform

## HIGH innovation product development investment

**34%**
of revenue[2]

**51%**
of our people

**$222m**[2]
innovation and product spend (FY14 - FY18)

## LOW sales and marketing expense

**10%**
of revenue

**9%**
of our people

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

## PROFITABLE + cash generative

↑**45% EBITDA**

**$78.0m**

**43% CAGR**
over 5 years FY14PF-FY18

**EBITDA margin 35% ↑7pp**
over 5 years FY14PF - FY18

**$40.8m Net profit**[3]

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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**

*"We are accelerating into more products, more geographies and more adjacencies … driving our long-term growth with each innovation and acquisition"*

# Opportunity
*Logistics market size: across 1PL, 2PL, 3PL = ~A$14trillion*

## Global 3PL

- Top 150
- Logistics providers in each vertical and each domestic market

## E-commerce

- 3PLs
- Express couriers
- E-commerce giants
- Postal services

## Government

- Regulation
- Digitisation
- Integration

Domestic regulators
Global regulators
Industry bodies

## Ecosystems

Ecosystems, once built, drive long term value that is near impossible to dislodge

*Some of our products and innovations also apply to non-logistics markets*
*eg: PAVE (all industries) and GLOW (software development)*

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# Industry and competitive environment

*Customers aligning on needs, clearer solution in sight*
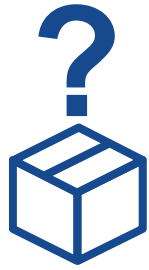
## Needs of all logistics providers

Real-time visibility

Control over margins

Risk-free, cross-border execution

Faster multi-modal movement

More efficient use of resources

Error reduction

## Solution in sight

Integration

Digitisation

Automation

Single source of truth, cleansed +
verified global data sets

Guided decision-making

Exception-driven intervention

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# Increasing investment in relentless innovation

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

**551**
product upgrades and enhancements in FY18

**34%**
of revenue invested in FY18

**51%**
of employees focus on innovation and product development

**>720,000**
unit tests executed every 45 mins

**$222m**
invested
FY14-FY18

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 FY19 commitment: ~$100m 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

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# The cargo chain – building an ecosystem
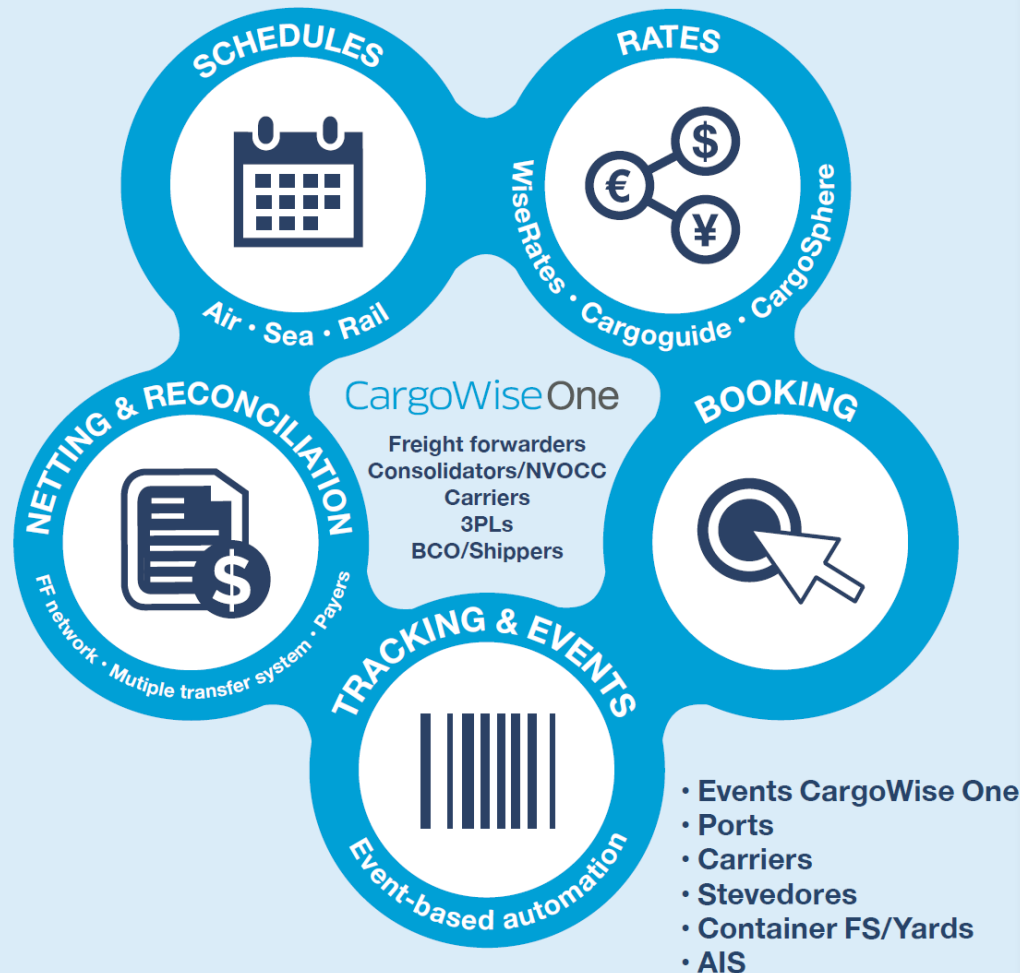


For the logistics industry, we are building out global solutions to schedules, rates, bookings, tracking and event-driven automation, along with netting and reconciliation tools for matching payments to charges.

**Needs of all logistics providers**

- ✓ Real time visibility
- ✓ Control over margins
- ✓ Faster multi-modal movement
- ✓ More efficient use of resources
- ✓ Error reduction

# Trade and border compliance ecosystem – pain points abound



**ACROSS BORDER**
Direct & Electronic Agency Lodgement

- International Conventions
- Embargo
- Denied Parties
- SOLAS/VGM

**AT BORDER**

- Border Clearance
- Customs Entry
- Permits
- Certificate of Origin

**IN COUNTRY**
Freight Forwarder · Customs Agent · Carrier

- Accounting
- Taxation
- Languages
- Localisations
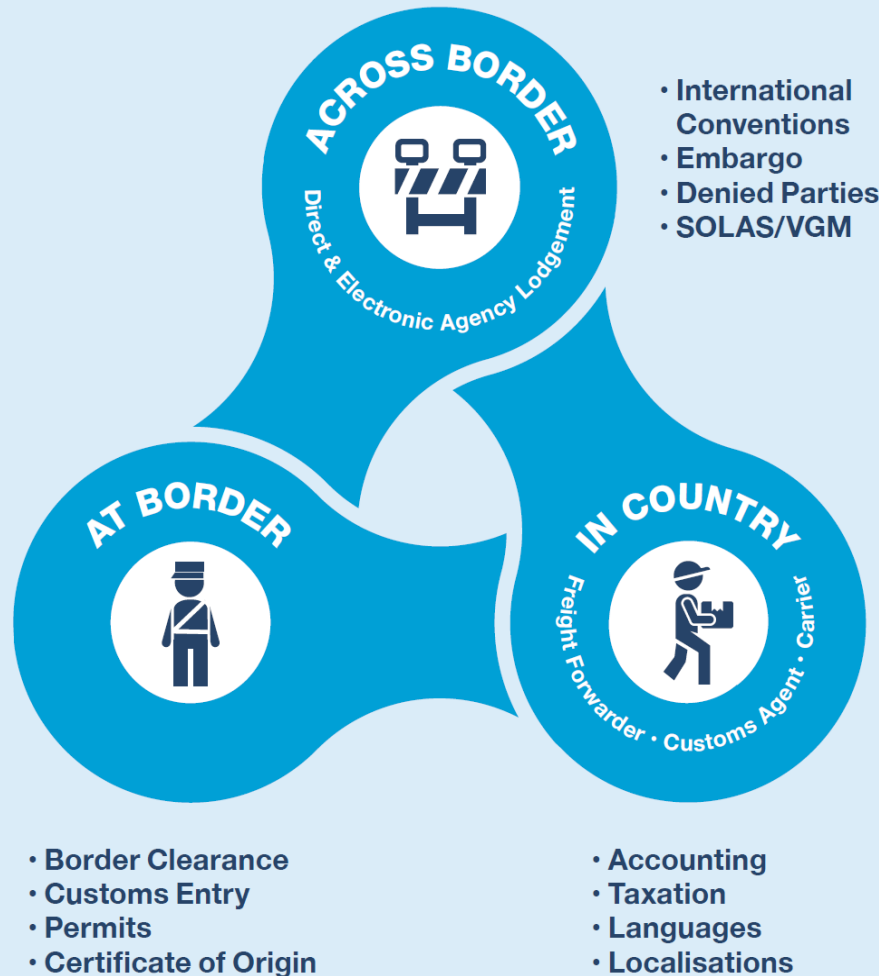
Our speed to market with regulatory change, deep relationships and work with many major governments, and dominance of deep cross-border compliance capability geographically ensures we are well placed to build out the Trade and Border Compliance ecosystem.

**Needs of all logistics providers**

- ✓ Control over margins
- ✓ Risk-free, cross-border execution
- ✓ Faster multi-modal movement
- ✓ More efficient use of resources
- ✓ Error reduction

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# Regulatory and trade changes are <u>tailwinds</u>
## We invest our regulatory experts and development teams in ensuring CW1 fully compliant globally

*Global trade changes and updates in tariffs and regulations are a positive driver for CW1 adoption as we are swift to market with our solution upgrades and compliance changes – importantly, changes to local requirements influence logistics providers to seek updated software solutions.*

**World**
- ASYCUDA World/UNCTAD – over 90 smaller countries ongoing

**Germany**
- Customs ATLAS Release 8.8 and AES release 2.4 – ongoing

**EU**
- Union Customs Code (UCC) implementation through to 2020

**UK**
- CDS platform to replace CHIEF ongoing
- BREXIT new border requirements

**North America**
- Canada SWI (Single Window Initiative) customs - ongoing
- Extension of US Air Cargo Advance Screening Pilot Program

**Malaysia**
- uCustoms – ongoing

**Singapore**
- Customs National Trade Platform - ongoing

**Brazil**
- Trade Single Window

**South Africa**
- NCAP (New Customs Acts Programme)

**Australia**
- AU GST
- NEXDOCS

**New Zealand**
- Joint Border Mgmt System (JBMS)
- Trade Single Window

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# E-commerce volumes and speed demand 'light touch' execution

*Border management + compliance risks are the largest pain-point of international logistics and e-commerce*

**What challenges do you face with your cross-border e-commerce (other than cost)?**

| Challenge | % |
|---|---|
| Navigating customs compliance | 51% |
| Tracking cross-border delivery | 46% |
| Managing delivery expectations | 43% |
| Managing cross-border risk | 35% |
| Seamless customer experience | 35% |
| Cross-border logistics | 30% |
| Cross-border returns | 24% |
| Cross-border partners | 22% |
| Collecting data - intl. customers | 19% |
| Managing cross-border demand | 16% |
| Processing foreign currencies | 3% |

*Source: EFT report – Supply Chain Hot Trends 2018 Q1&Q2*

**Retail e-commerce sales worldwide, 2016-2021**
Trillions and % of total retail sales

| Year | Sales | % of total |
|---|---|---|
| 2016 | $1.8 | 8.6% |
| 2017 | $2.3 | 10.2% |
| 2018 | $2.8 | 11.9% |
| 2019 | $3.5 | 13.7% |
| 2020 | $4.1 | 15.5% |
| 2021 | $4.9 | 17.5% |
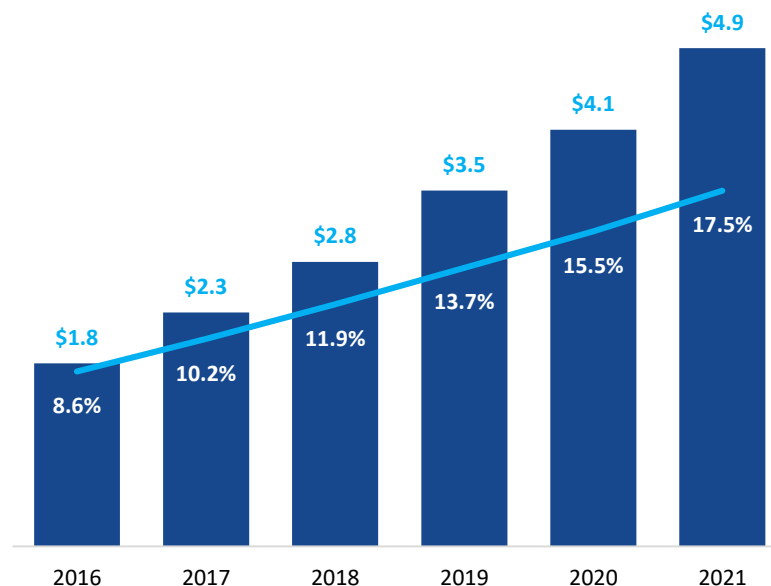
*Source: eMarketer January 2018*

*"By 2020, an estimated 45 percent of online shoppers will purchase goods from other countries, which represents a four-fold increase in the value of cross-border sales since 2014."*

Colliers International 'supply chain disruptors' 2017

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# E-commerce 2nd generation, 'High Volume Low Value'

*Providing scalable, high volume integrated solution for 3PLs facing e-commerce juggernaut*



- E-commerce
- Customs clearance
- Freight Forwarding
- WiseRates
- Warehousing

**CargoWiseOne**

**Visibility + control at every step**

- E-commerce
- Freight Forwarding
- WiseRates

With our deep international logistics capability and global execution platform, we are well-placed to solve the increasingly large international e-commerce problem set.

Higher volumed capability – founded on the global customs strategy

We have our next-generation e-commerce solution in pilot with a major air-freight forwarder

Our long-term solution in development, will be international fulfilment, country agnostic and web-enabled and our phase 2 release will feature at origin, warehousing and last-mile integration.

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# Widening our reach, building unassailable ecosystems

*We converge our innovation pipeline and acquisitions to rapidly build our multi-modal capabilities on a global scale*
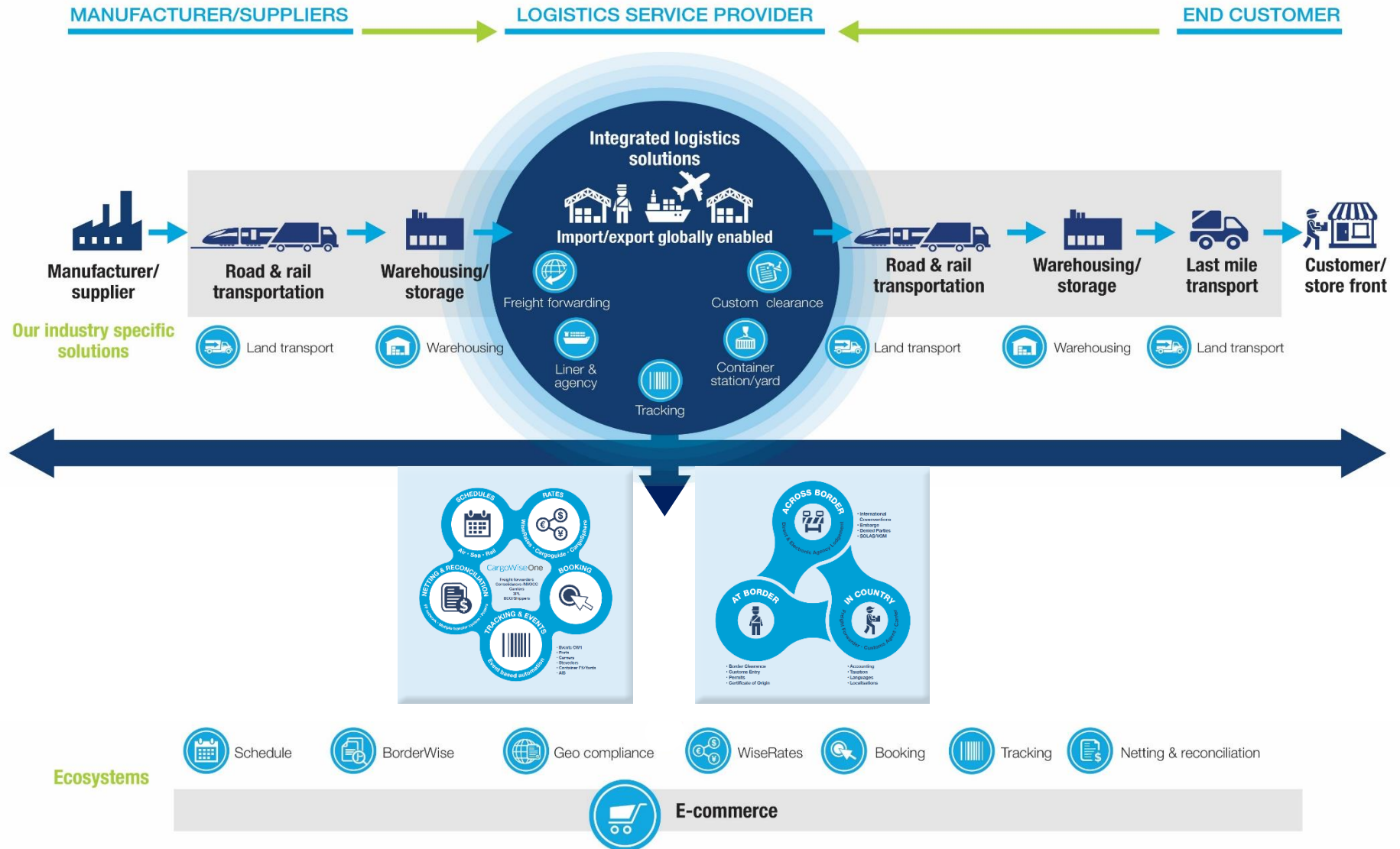
# Acquiring businesses for geographic expansion – securing assets swiftly

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

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

**We are acquiring leading software vendors across G20+20 - targeting 90% of world's manufactured trade flows**

We originate our own acquisition pipeline and execute with our internally built M&A engine.

*Seamless entry into new markets with:*
- Industry experts + local leadership
- Quality customer base
- Local infrastructure and offices

*Risk reduction*
- Known entry cost
- Earn-outs help retain mgmt
- Addresses war for talent

*Accelerates expansion*
- Move rapidly with certainty
- Targeting manufactured trade flows

Rapid expansion since January 2017. Acquired 16 founder-led software vendors focused on customs and/or freight forwarding

Delivering strong positions in:
- Belgium
- Brazil
- Canada
- France
- Germany
- Italy (2)
- Netherlands
- Spain
- Taiwan, China
- Turkey
- UK
- Ireland (2)
- + 16 countries across Latin America (2)

We've added more than 450 talented industry experts

Integration commences immediately. Embedded product build + customer transition over 3-5 years

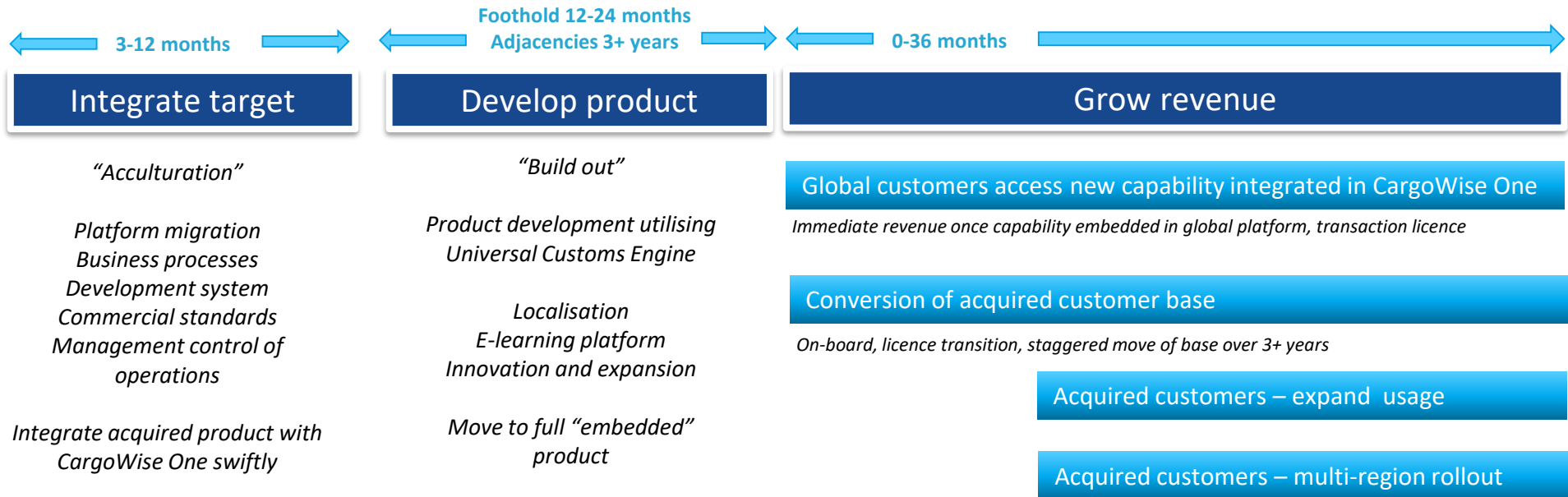**NORTH AMERICA**    **LATIN AMERICA**    **EUROPE**    **EURASIA**    **ASIA**

# Acquisition – integration process + value components

*Stage 1 integration completed swiftly, we focus on long-term product capability and growing revenue*
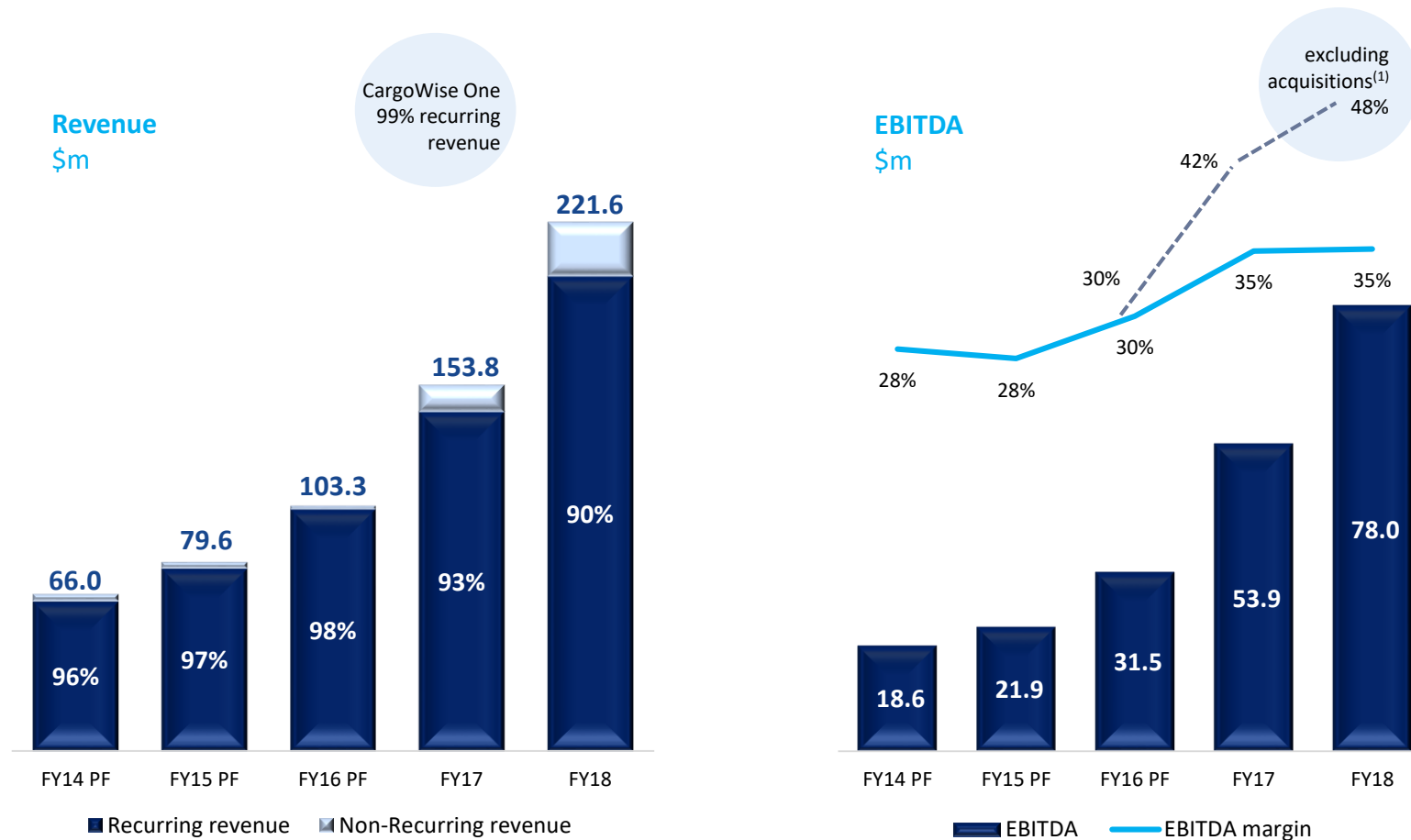
**Foothold 12-24 months**
**Adjacencies 3+ years**

← **3-12 months** →   ← →   ← **0-36 months** →

## Integrate target

*"Acculturation"*

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

*Integrate acquired product with CargoWise One swiftly*

## Develop product

*"Build out"*

Product development utilising
Universal Customs Engine

*Localisation*
*E-learning platform*
*Innovation and expansion*

*Move to full "embedded" product*

## Grow revenue

**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**

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## Acquisition and integration value components

**Skilled staff**
Developers, customer services and industry experts

**+**

**Local infrastructure**
Geographic presence Potential data/service centre

**+**

**New capability**
Expand CargoWise One platform

**+**

**Global customer $**
Additional transaction revenue stream and network effect

**+**

**Acquired customer $**
Initial revenue stream + move to CargoWise One transactions + growth in usage

**+**

**Acquired regional $**
Revenue stream from related offices worldwide

**= $$$**

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# WiseTech strong growth in revenue and EBITDA

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

**Revenue**
$m

CargoWise One
99% recurring
revenue

| FY14 PF | FY15 PF | FY16 PF | FY17 | FY18 |
|---------|---------|---------|------|------|
| 66.0 | 79.6 | 103.3 | 153.8 | 221.6 |
| 96% | 97% | 98% | 93% | 90% |

■ Recurring revenue    ▨ Non-Recurring revenue

**EBITDA**
$m

excluding
acquisitions[1]
48%

42%

| FY14 PF | FY15 PF | FY16 PF | FY17 | FY18 |
|---------|---------|---------|------|------|
| 18.6 | 21.9 | 31.5 | 53.9 | 78.0 |
| 28% | 28% | 30% | 35% | 35% |

30%

30%

■ EBITDA    — EBITDA margin

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

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# 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

We look for adjacencies that we can **scale from domestic multi-region to global product capability**

We look for adjacencies to scale globally that 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

- FY18 acquisitions focus on expanding TAM in ocean, air, land transport, warehousing and data provision
- Since FY17 we've added ~350 talented industry experts and developers
- Integrate or embed is bespoke to the adjacency

## TRANSPORT MANAGEMENT SOLUTIONS

Leading parcel shipping TMS provider to large and medium enterprises in the US with offices in the UK and Finland.

Specialist US Less Than Truckload TMS provider with LTL road rate capabilities to expand road booking and rates.

TMS to add to CW1 next generation Land Transport solution.

Specialist inter-modal trucking TMS and container tracking provider in US and Canada.

A leading multi-carrier parcel and LTL shipping solution in ANZ, UK, South Africa and Asia

## GLOBAL RATES MANAGEMENT

Global ocean rates mgmt – live, global data set on carrier rates. Neutral platform links carriers and 3PLs. Rates Mesh standalone and data integrated to CW1 customers.

Global air rates mgmt – provides global data set on carrier rates. Neutral platform linking carriers and 3PLs.

## SPECIALIST WAREHOUSE

Specialist WMS across Asia Pacific, North America and Middle East for enterprise, express, 3PL and cold storage. Gartner rated.

## GLOBAL SHIPPING

Leading global provider of software solutions to international liner shipping industry – with operations across Germany, US, Philippines and Singapore.

## COMPLIANCE DATA

Australian reference data providers absorbed into stage 1 of our global BorderWise data set development.
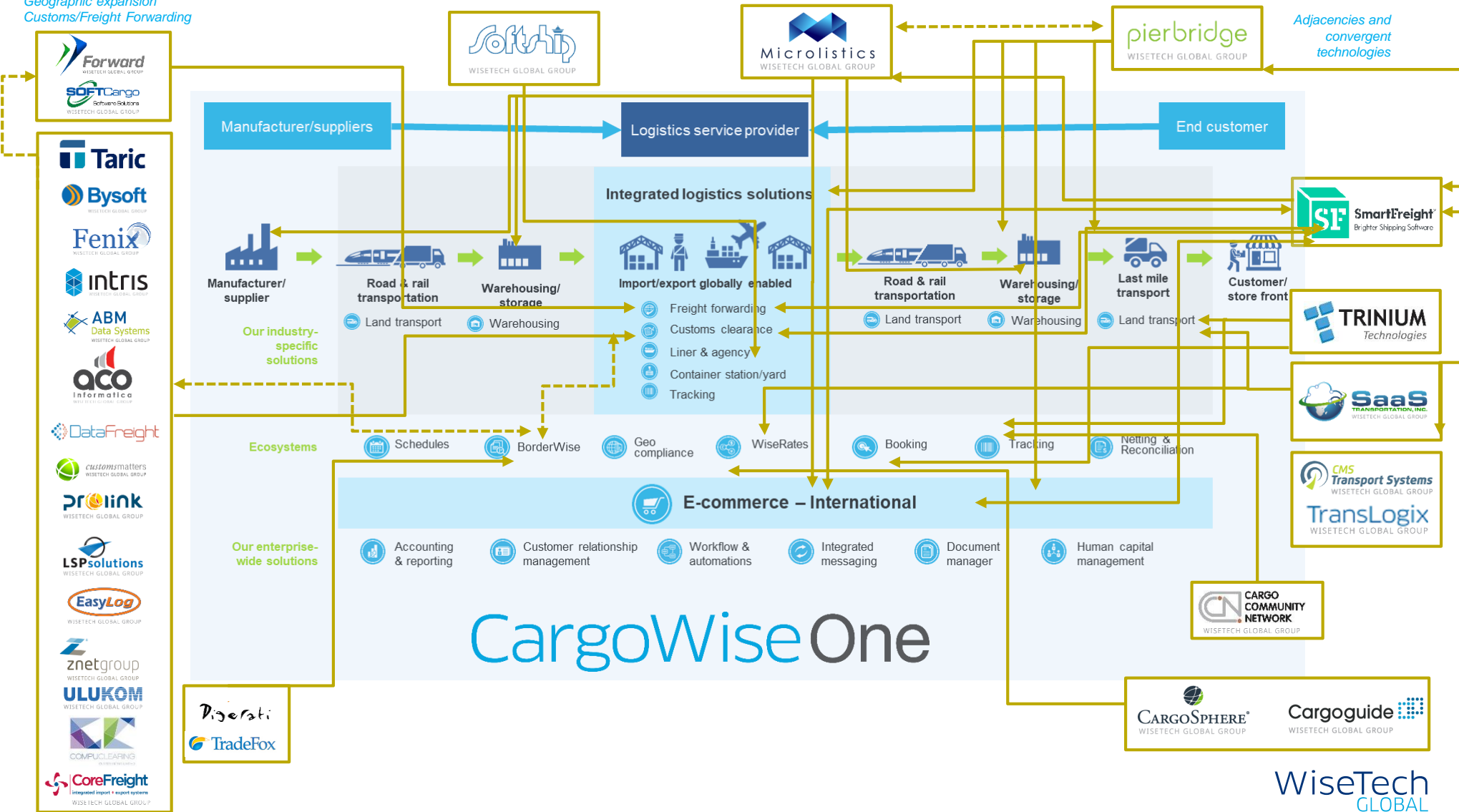
# CargoWise One will be the operating system for global logistics

*Expanding depth, reach and network effect – every innovation & acquisition adds to flywheel of growth*
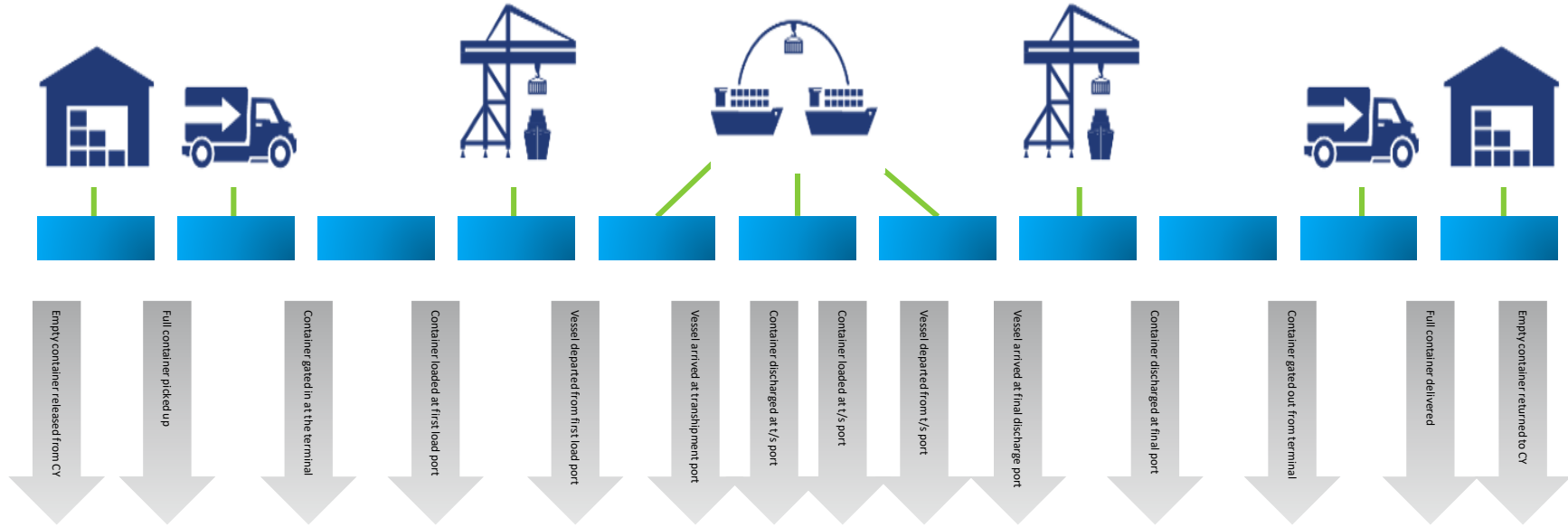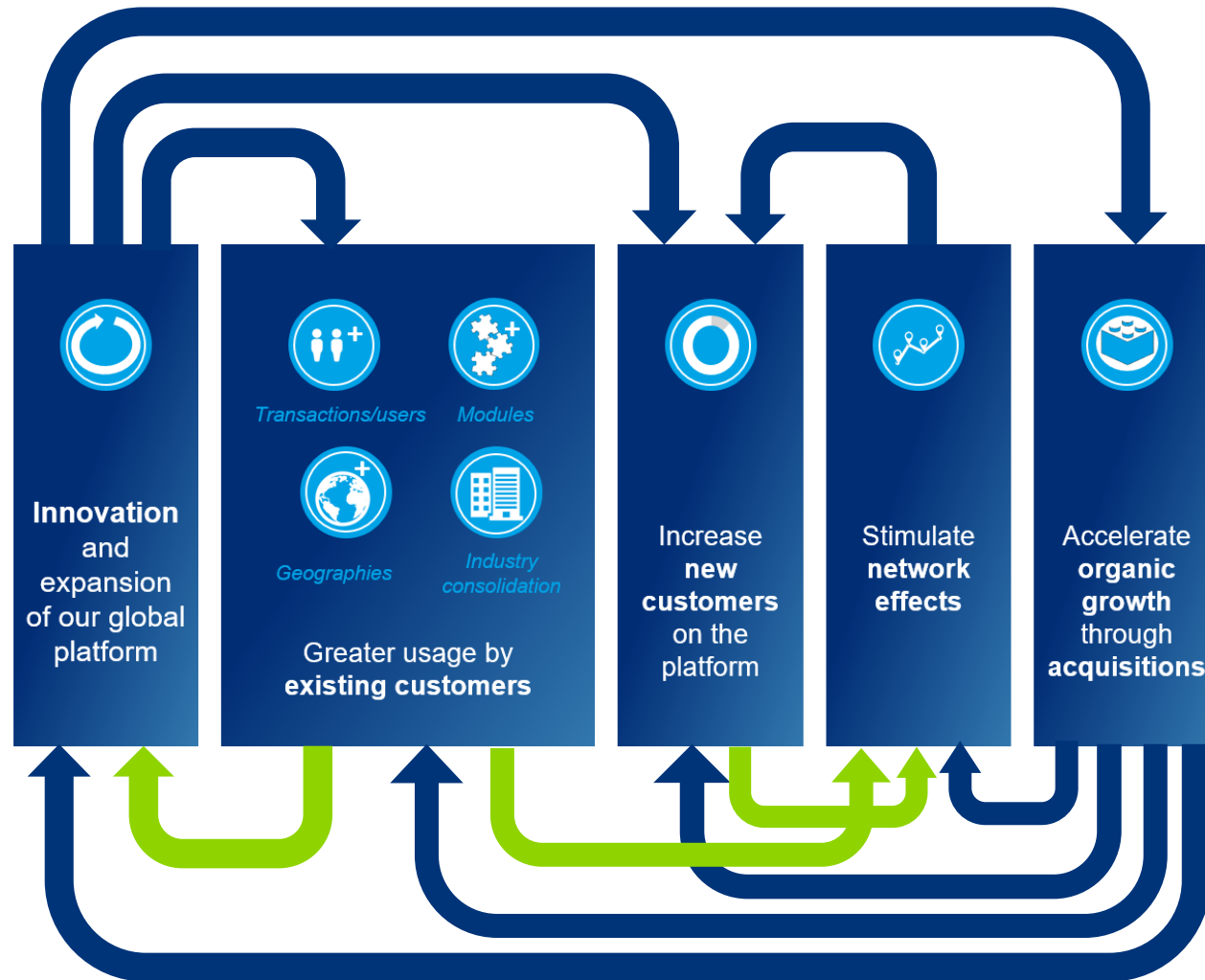
# Innovation pipeline – Global Tracking

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



Empty container released from CY

Full container picked up

Container gated in at the terminal

Container loaded at first load port

Vessel departed from first load port

Vessel arrived at transhipment port

Vessel discharged at t/s port

Container loaded at t/s port

Vessel departed from t/s port

Vessel arrived at final discharge port

Container discharged at final port

Container gated out from terminal

Full container delivered

Empty container returned to CY

### Integrated modules covering key logistics transactions…

Freight forwarding · Customs clearance · Warehousing · Land transport · Liner & agency · Container station/yard · E-commerce

BorderWise · Geo compliance · Schedules · WiseRates · Booking · Tracking · Netting & Reconciliation

### Integrated modules for enterprise wide…

Accounting & invoicing · Customer relationship management · Workflow & automations · Integrated messaging · Document manager · Human capital management

Integrated Identity Management, Security and SSO

WiseTech GLOBAL

# Focus into 2019 – each action expands and accelerates our growth

*Innovation & expansion through acquisitions drive new users, greater usage & network effect*



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**

Action drives customer

Customer drives action

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# 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, 130 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 24 of the 25 largest global freight forwarders |

**Our technology and business model turns industry problems into tailwinds**

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# High growth outlook for FY19

*Execution on strategy to deliver strong growth in FY19*

**Revenue**
**$m**

320-333

221.6

153.8

102.8

70.0

56.7

43.0

| FY13 | FY14 | FY15 | FY16 | FY17 | FY18 | FY19 |
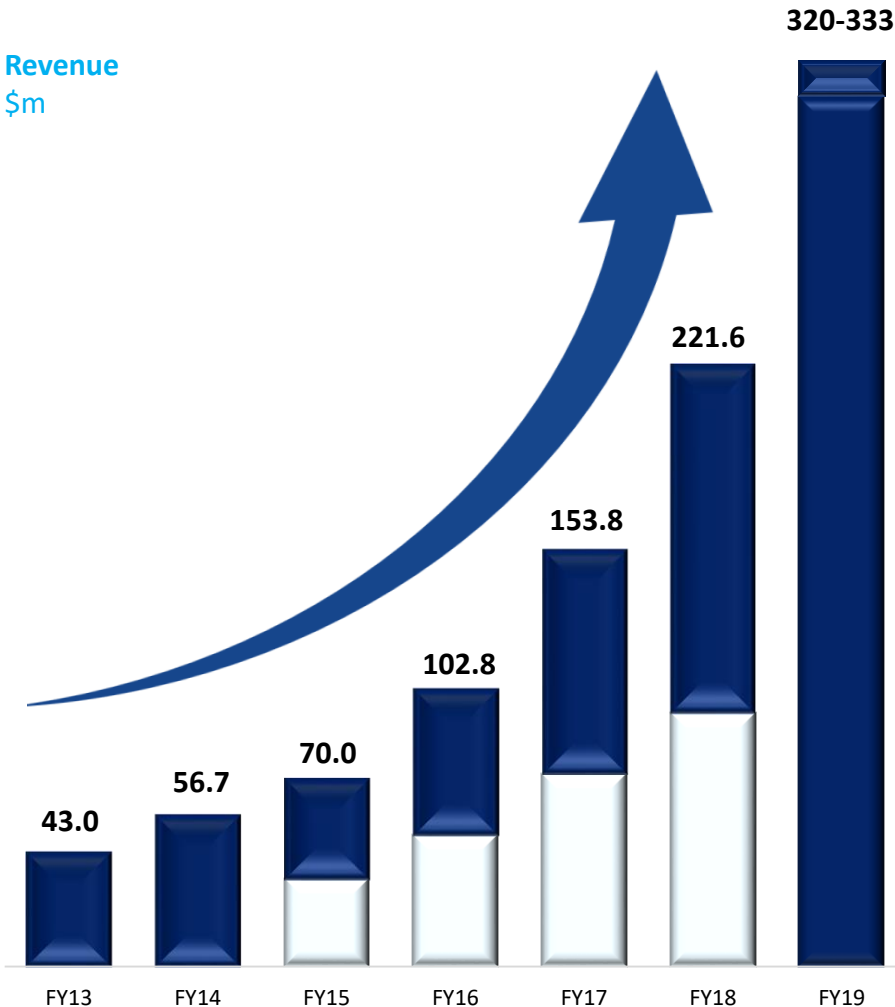
**FY19 Revenue**

**$320m - $333m**

**44%  to  50%**
**FY19 growth vs FY18**

**FY19 EBITDA**

**$102m - $107m**

**31%  to  37%**
**FY19 growth vs FY18**

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## www.wisetechglobal.com/investors

## Videos

## Presentations

## Other materials



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# Appendix

# Updated FY19 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
- New product and feature launches
- Contractual increases in revenue from existing customers, reflecting the end of temporary pricing arrangements
- Standard price increases
- Full year effect of prior year acquisitions
- Acquisitions post 30 June 2018: Pierbridge, Ulukom, SaaS Trans, Fenix, Taric, Trinium, Multi Consult, DataFreight and SmartFreight
- 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, excluding acquired G&A, as a % of revenue to be more efficient over time, 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 and associated costs

|  | FY18 | FY19 guidance |
|---|---|---|
| Revenue | $221.6m | **$320m – $333m** |
| EBITDA | $78.0m | **$102m – $107m** |

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# Global revenues received in a mix of key currencies

*Revenues protected with effective natural hedge and external arrangements*

- 71% of FY18 revenue in non-AUD, as expected, slightly lower rate than FY17 (75%)

- Natural hedges in some regions with both revenue and expenses denominated in local currencies – including recent acquisitions

- 51% of FY18 revenue is in non-local currencies

| FX rates v AUD | FY18 Actual | FY19 Guidance October to 30 June |
|---|---|---|
| GBP | 0.58 | 0.55 |
| RMB | 5.07 | 4.91 |
| EUR | 0.65 | 0.62 |
| NZD | 1.08 | 1.09 |
| ZAR | 9.97 | 10.7 |
| USD | 0.78 | 0.72 |
| TRY | N/A | 4.61 |

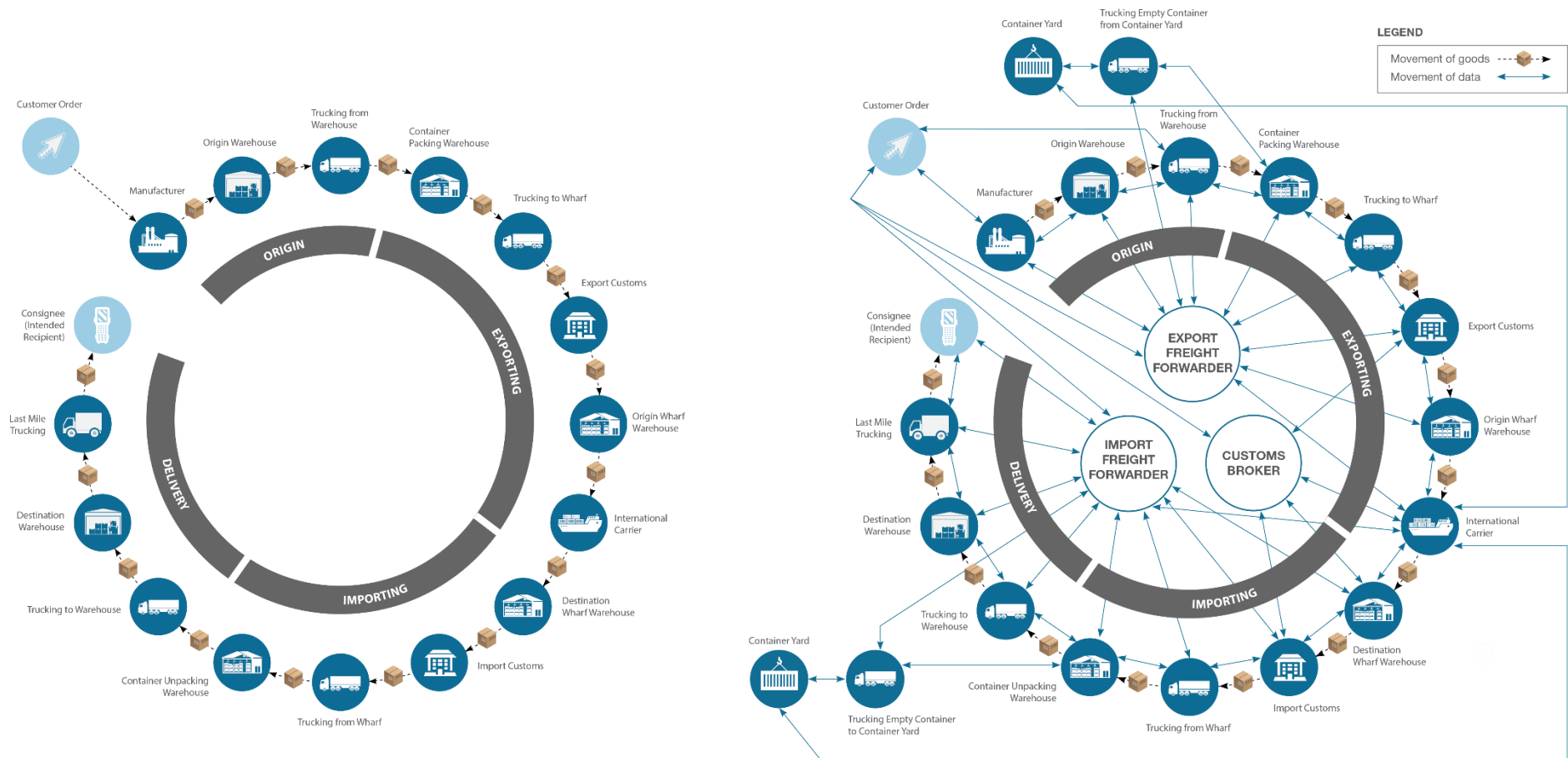| Sensitivities | Increase/ decrease | FY19 Revenue $m | FY19 EBITDA $m |
|---|---|---|---|
| **FX rates vs AUD** | | | |
| USD | +/- 5% | -/+ 5.5 | -/+ 3.4 |
| EUR | +/- 5% | -/+ 2.7 | -/+ 0.7 |
| ZAR | +/- 10% | -/+ 0.7 | Nil |
| TRY | +/- 10% | -/+ 0.1 | Nil |

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# Logistics industry – moving goods and data

*Movement of goods <u>requires timely movement of accurate information</u> 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 are <u>essential.</u>**

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