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ASX Announcement: 2019/09

19 March 2019

WiseTech Global announces $250m fully underwritten institutional placement (to be followed by a Share Purchase Plan) to provide balance sheet flexibility and increase the capacity at which it can accelerate its long-term organic growth

Global logistics solutions group, WiseTech Global Limited, today announces it is undertaking taking a fully underwritten $250 million institutional placement ('Placement'). This will be followed by the opportunity for eligible shareholders to participate in a Share Purchase Plan ('SPP') (together, the 'Offer').

Use of proceeds

WiseTech Global Founder and CEO, Richard White, said, "Growth is our primary driver and, across the global logistics industry, the opportunity now available to WiseTech is vast. The proceeds of the Offer will be used in the continued disciplined execution of our growth strategy. Through the Offer announced today, we add further strength to our balance sheet and increase the capacity at which we can accelerate our long-term organic growth, through relentless innovation and the acquisition of strategically valuable assets in important new geographies and key adjacencies."

Our growth strategy

"With our geographic foothold acquisitions, we are acquiring leading customs or freight forwarding providers. These small, targeted acquisitions provide safer, faster, stronger entry to key markets across the G20+20 countries - ultimately targeting 90% of world's manufactured trade flows. Significant progress has been made and we now cover over 30 countries in depth for customs processing. We have secured key positions in all major English-speaking economies, major European economies and Latin American economies. These give us leading industry expertise and development capability, founder-led management and high-quality customer bases in key markets on which to build. We will continue to execute on smaller, but important, European economies and key remaining markets in Asia. Once complete, we will have secured the leading global position in customs clearance and border compliance."

"As we expand geographically, we have also been widening our reach into and across the supply chain. We are building out rapidly from our stronghold of international logistics and complex cross-border compliance, to leverage our innovation pipeline and put in place the key technologies and assets to start building unassailable ecosystems. Since FY17, we have been deepening our focus on specialist warehousing, global multi-modal rates management, global shipping, domestic transport, landside logistics and global data sets. We have been taking larger steps with adjacencies that can scale globally in line with the addressable markets and we will continue to do so."

"We invest relentlessly in innovation to drive our technology lead, consistently investing over 30% of annual revenues and half our global workforce in product development and innovation - we have added over 3,000 product upgrades and enhancements to our global platform in the last five years alone - bringing meaningful, continual improvement to our customers and the world's supply chains. We continue to invest our resources into in-application machine learning, natural language processing, process automation and guided decision support, driven by vast volumes of transactional, carrier and border agency data sets to enable enhanced productivity, automation, visibility, predictability, compliance, due diligence, risk assessment and risk mitigation."

Placement

The Placement to raise $250 million is fully underwritten by Joint Lead Managers, Goldman Sachs Australia Pty Ltd and Morgan Stanley Australia Securities Limited who will conduct a variable price bookbuild with existing institutional shareholders and eligible new institutional investors to determine the issue price for the Placement ('Placement Price').

The final Placement Price is expected to be announced to the ASX on 20 March 2019 prior to the resumption of trading in WiseTech Global. The bookbuild is expected to involve between 3.9% - 4.1% of existing WiseTech Global shares on issue, based on an indicative price range of $20.30 - $21.50 per new fully paid ordinary share. This represents a discount of 7.2% - 12.4% compared to the latest closing price of $23.18 (18 March 2019) and a discount of 3.0% - 8.4% to the 5-day VWAP to 18 March 2019 of $22.17.

New fully paid ordinary shares to be issued under the Placement will rank equally with existing WiseTech Global Limited fully ordinary paid shares, except they will not be entitled to participate in the SPP. Shareholder approval is not required for the Placement, as WiseTech will utilise a portion of its existing placement capacity under ASX Listing Rule 7.1.

SPP

Following completion of the Placement, WiseTech Global will also offer eligible shareholders in Australia and New Zealand the opportunity to participate in a non-underwritten SPP to raise up to $30 million[1].

The issue price under the SPP will be the lower of the Placement Price or a 2% discount to the 5-day VWAP to the Closing Date of the SPP, which is currently scheduled for Thursday, 11 April 2019. Eligible shareholders may apply for up to $15,000 of new ordinary shares under the SPP.

New shares to be issued under the SPP will rank equally with existing WiseTech Global fully paid ordinary shares. Full details of the SPP will be set out in the SPP Offer Booklet, which will be lodged with ASX and sent to eligible shareholders in due course.

WiseTech Directors, who are eligible to participate, have all committed to participate in the SPP.

Key dates in relation to the Offer

Event	Date
SPP Record Date	7.00pm, Monday, 18 March 2019
Announcement of the Offer	Tuesday, 19 March 2019
Announcement of completion of the Placement	Wednesday 20 March 2019
Issue of new shares under the Placement	Monday, 25 March 2019
Issue of SPP Offer Booklet	Wednesday, 27 March 2019
Closing Date of the SPP	5.00pm, Thursday, 11 April 2019

The dates above are indicative only and subject to change. All times represent Sydney time.

For more information, please read the attached Offer Marketing Materials in relation to the Offer announced today.

[1] WiseTech Global may, in its absolute discretion, in a situation where total SPP demand exceeds $30 million, decide to increase the amount to be raised under the SPP in order to reduce the need for scaleback.

Important notice

Nothing contained in this announcement constitutes investment, legal, tax or other advice. You should make your own assessment and take independent professional advice in relation to the information and any action on the basis of the information.

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About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 12,000 of the world's logistics companies across ~130 countries, including 38 of the top 50 global third-party logistics providers and 25 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. 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, CargoIT, CargoSphere, CMS Transport Systems, CustomsMatters, EasyLog, Fenix, Forward, Intris, LSP Solutions, Microlistics, Multi Consult, Pierbridge, Prolink, SaaS Transportation, SmartFreight, Softcargo, Softship, Systema, 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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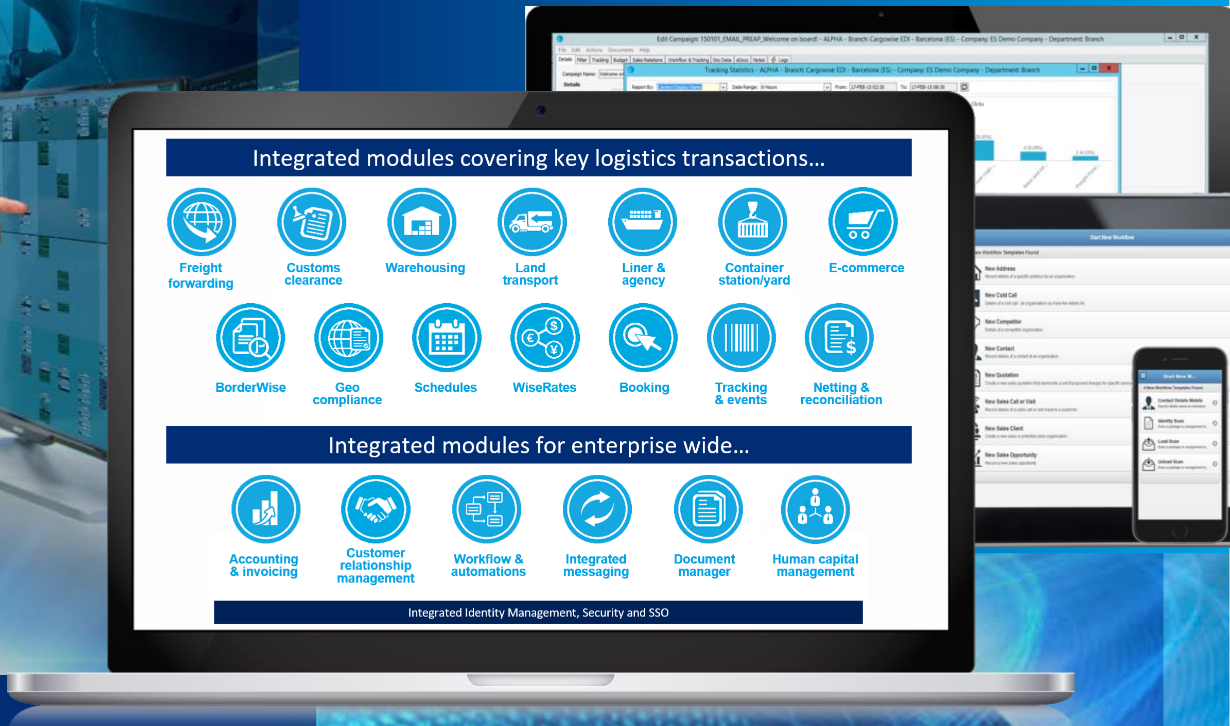
[2] Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2017 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2017 logistics gross revenue/turnover and freight forwarding volumes.

WiseTech GLOBAL

25 YEARS 1994-2019 EMPOWERING LOGISTICS CHANGING THE WORLD

Our customers move the world
Our people change the world



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.

Capital Raising Offer

19 March 2019

Not for release or distribution in the United States

Important notice and disclaimer

CONTENT OF PRESENTATION FOR INFORMATION PURPOSES ONLY

Visit www.wisetechglobal.com/investors

This presentation has been prepared by WiseTech Global Limited (**WiseTech** or the **Company**).

Summary Information

This presentation contains summary information about the Company's activities current as at the date of this presentation in connection with a capital raising comprising a fully underwritten institutional placement (**Placement**) of new fully paid ordinary shares in the Company (**New Shares**) and an offer of new fully paid ordinary shares in the Company (**SPP Shares**) to eligible shareholders under a share purchase plan (**SPP**, and together with the Placement, the **Offer**). The information in this presentation is of a general background nature and does not purport to be complete or contain all the information securityholders would require to evaluate their investment in the Company, nor does it contain all the information which would be required in a prospectus or product disclosure statement prepared in accordance with the *Corporations Act 2001* (Cth). The Company is not responsible for updating, nor undertakes to update, this presentation. This presentation should be read in conjunction with the Company's other periodic and continuous disclosure announcements which are lodged with the Australian Securities Exchange (ASX) available at www.asx.com.au.

Morgan Stanley Australia Securities Limited and Goldman Sachs Australia Pty Ltd have acted as joint lead managers (**JLMs**) in relation to the Placement. The JLMs have not authorised, permitted or caused the issue or lodgement, submission, dispatch or provision of this presentation and there is no statement in this presentation which is based on any statement made by either of them or by any of their affiliates, officers or employees. To the maximum extent permitted by law, the JLMs and their respective affiliates, officers, employees and advisers (the **JLM Group**) and the Company expressly disclaim all liabilities in respect of, and make no representations regarding, and take no responsibility for, any part of this presentation other than references to their names and make no representation or warranty as to the currency, accuracy, reliability or completeness of this presentation.

No member of the JLM Group makes any recommendation as to whether any potential investor should participate in the Offer. Further, no member of the JLM Group accepts any fiduciary obligations to or relationship with any investor or potential investor in connection with the Offer in the Company or otherwise.

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.

Future performance

This presentation contains certain "forward–looking statements". Forward looking statements can generally be identified by the use of forward looking words such as "anticipate", "expect", "likely", "intend", "should", "could", "may", "propose", "will", "believe", "forecast", "estimate", "target", "outlook", "guidance" and other similar expressions within the meaning of securities laws of applicable jurisdictions and include, but are not limited to, the future performance of the Company and the outcome and effects of the Offer and use of proceeds. Forward-looking statements, opinions and estimates provided in this presentation are inherently uncertain and are based on assumptions and estimates which are subject to certain risks, uncertainties and change without notice, as are statements about market and industry trends, which are based on interpretation of market conditions. Actual results and performance may vary materially because events and actual circumstances frequently do not occur as forecast and future results are subject to known and unknown risks such as changes in market conditions and in regulations. Investors should form their own views as to these matters and any assumptions on which any of the forward-looking statements are based and not place reliance on such statements. To the maximum extent permitted by law, the Company and its directors, officers, employees, advisers, agents and intermediaries disclaim any obligation or undertaking to release any updates or revisions to the information to reflect any change in expectations or assumptions.

An investment in the Company's shares is subject to investment and other known and unknown risks, some of which are beyond the control of the Company, including possible loss of income and capital invested. Please see the "Key risks" section of this presentation for further details about some of those risks. The Company does not guarantee any particular rate of return or the performance of the Company, nor does it guarantee the repayment of capital from the Company or any particular tax treatment. Persons should have regard to the risks outlined in this presentation.

Not financial product advice or offer

Information in this presentation, including any forecast financial information, should not be considered as financial advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling New Shares in the Company and has been prepared without taking into account the objectives, financial situation or needs of individuals. Before acting on any information, you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent legal, financial, and/or taxation advice that you deem necessary or appropriate. The Company is not licensed to provide financial product advice. Cooling-off rights do not apply to the acquisition of New Shares in the Company under the Offer.

Effect of rounding

A number of figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation.

WiseTech GLOBAL

Important notice and disclaimer (continued)

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Financial data

In preparing the pro forma financial information, certain adjustments were made to the Company's reviewed balance sheet as at 31 December 2018 that the Company considered appropriate to reflect the application of the proceeds of the Offer and pay for the transaction costs associated with the Offer, as if the Offer and application of proceeds had occurred on 31 December 2018.

Investors should also be aware that certain financial data included in this presentation are "non-GAAP financial measures" under Regulation G of the U.S. Securities Exchange Act of 1934, as amended. These measures include CAGR, EBITDA margin, EBITDA margin (excluding acquisitions, including M&A costs), EBITDA (excluding acquisitions), NPATA, operating cash flow conversion ratio and free cash flow conversion ratio. The disclosure of such non-GAAP financial measures in the manner included in the presentation may not be permissible in a registration statement under the U.S. Securities Act. These non-GAAP financial measures do not have a standardised meaning prescribed by Australian Accounting Standards and therefore may not be comparable to similarly titled measures presented by other entities, and should not be construed as an alternative to other financial measures determined in accordance with Australian Accounting Standards. Although the Company believes these non-GAAP financial measures provide useful information to users in measuring the financial performance and condition of its business, investors are cautioned not to place undue reliance on any non-GAAP financial measures included in this presentation.

In addition, Investors should be aware that certain financial data included in this presentation may be "non-IFRS financial information" under Regulatory Guide 230 Disclosing Non-IFRS Financial Information published by the Australian Securities and Investments Commission (**ASIC**).

Where indicated, financial measures for periods prior to FY17 are provided on a pro forma (**PF**) basis. Information on the specific pro forma adjustments is disclosed in on page 109 of WiseTech Global's 2018 Annual Report.

All dollar values are in Australian dollars (A$), unless expressly stated otherwise.

Not an offer

This presentation is for information purposes only and is not an offer or an invitation to acquire shares in the Company or any other financial products in any place in which, or to any person to whom, it would be unlawful to make such an offer or invitation. This presentation is not a prospectus, product disclosure statement or other disclosure document under Australian law (and will not be lodged with ASIC) or any law.

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The distribution of this presentation in other jurisdictions outside Australia may also be restricted by law and any such restrictions should be observed. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

Capital Raising Offer

Executive Summary

- **Our business continues to demonstrate significant operational strength and management is executing on a very clear growth strategy**
- **Our flagship solution, CargoWise One, is the only global, integrated logistics execution platform of its kind**
  - Used by thousands of logistics organisations across ~130 countries including the world's largest (such as DHL GF, DSV, GEODIS) – customer churn has been less than 1% every year for the last 6.5 years
  - Our relentless innovation has ensured more than 3,000 products and enhancements have been added to the global platform in the last 5 years
- **To expand geographically and complement the technology pipeline with new adjacent technologies, we have also originated and completed 30 strategic acquisitions since 2015**
  - In April 2019, we will complete the acquisition of Containerchain, a leading container solutions provider, which will provide significant strategic benefit in WiseTech's expansion into landside logistics
- **WiseTech has generated over 570% return for shareholders since IPO in 2016**
  - We appreciate the strong support we receive from shareholders for our relentless product development, powerful, high-quality organic revenue growth, and delivery on strategy of accelerating long-term organic growth through targeted, value accretive acquisitions

A$250m fully underwritten institutional placement

- **WiseTech is undertaking a fully underwritten $250m institutional placement ("Placement"), to be followed by the opportunity for eligible shareholders to participate in a Share Purchase Plan ("SPP") (together, the "Offer")**
  - Proceeds from the Offer will be used to support our strategic growth initiatives designed to create long-term shareholder value, to improve liquidity and to provide funding flexibility
  - The SPP, which is not underwritten, will aim to raise an additional ~$30m [(1)]
- **Following the Offer, cash on hand and borrowing capacity will be sufficient to fund WiseTech's operations and strategy, with a pro forma cash position of $304m (based on WiseTech's balance sheet as at 31 December 2018)**
- **We reiterate our previously stated FY19 guidance:**
  - FY19 Revenue of $326m - $339m (growth of 47% - 53%)
  - FY19 EBITDA of $100m - $105m (growth of 28% - 35%)

Sources and uses	
SOURCES	A$m
Placement	250.0
Share Purchase Plan (estimated)	30.0
Total sources	**280.0**
USES	
Capital to be directed to growth strategy	273.9
Estimated transaction costs	6.1
Total uses	**280.0**
Pro forma cash balance	A$m
Cash as at 31 Dec 2018	42.2
Add: placement proceeds	250.0
Add: SPP proceeds (estimated)	30.0
Less: estimated transaction costs	(6.1)
Less: paid acquisitions & earnouts to March 2019	(12.1)
Pro forma cash at 31 Dec 2018 (estimated)	**304.0**

Notes:

1. The WiseTech Board reserves the right to scale back or accept additional applications under the SPP in its absolute discretion

WiseTech GLOBAL

WiseTech
GLOBAL

Proceeds from the Offer will be used to support our strategic growth initiatives designed to create long-term shareholder value, to improve liquidity and to provide funding flexibility

OFFER SIZE

- WiseTech Global Limited ("WiseTech") fully underwritten Placement to professional and sophisticated investors to raise A$250 million
- The potential bookbuild is expected to involve between 3.9% - 4.1% of issued share capital.

SHARE PURCHASE PLAN

Eligible shareholders in Australia and New Zealand will be given the opportunity to participate and acquire up to $15,000 of New Shares.

Shares under the SPP will be issued at Placement Price ("SPP Price") Details will be provided to eligible shareholders in the coming weeks. The SPP aims to raise ~$30m. WiseTech may decide to scale back or accept additional applications under the SPP at its absolute discretion. The SPP is not underwritten.

OFFER PRICE

- The final Placement Price is expected to be announced to the ASX on 20 March 2019 prior to the resumption of trading in WiseTech Global.
- Bookbuild has an indicative price range of $20.30 - $21.50.
- This is a discount range of 7.2%-12.4% compared to the latest closing price of $23.18 on 18 March 2019 and a 3.0% -8.4% discount to the 5-day VWAP to 18 March 2019 of $22.17.

UNDERWRITERS

The Placement is fully underwritten by Goldman Sachs Australia Pty Ltd and Morgan Stanley Securities (Australia) Limited. The underwritten floor price of $20.30 per new share represents an 12.4% discount to last close on 18 March 2019

RANKING

New Shares will rank pari passu with existing WiseTech shares on issue

Offer Timetable

Event	Date
Record date for SPP	7:00pm Sydney time, Mon 18 March 2019
Trading halt and announcement of the Offer; Placement bookbuild conducted	Tue 19 March 2019
Announcement of completion of Placement (including final placement price); Trading halt lifted	Wed 20 March 2019
Settlement of Placement	Fri 22 March 2019
Issue and normal trading of New Shares issued under the Placement	Mon 25 March 2019
SPP opens	Wed 27 March 2019
SPP closes	5:00pm Sydney time, Thurs 11 April 2019
Announcement of results of SPP	Mon 15 April 2019
Allotment of SPP shares	Thurs 18 April 2019

Executive Summary

Our technology is used by the world's logistics providers across ~130 countries

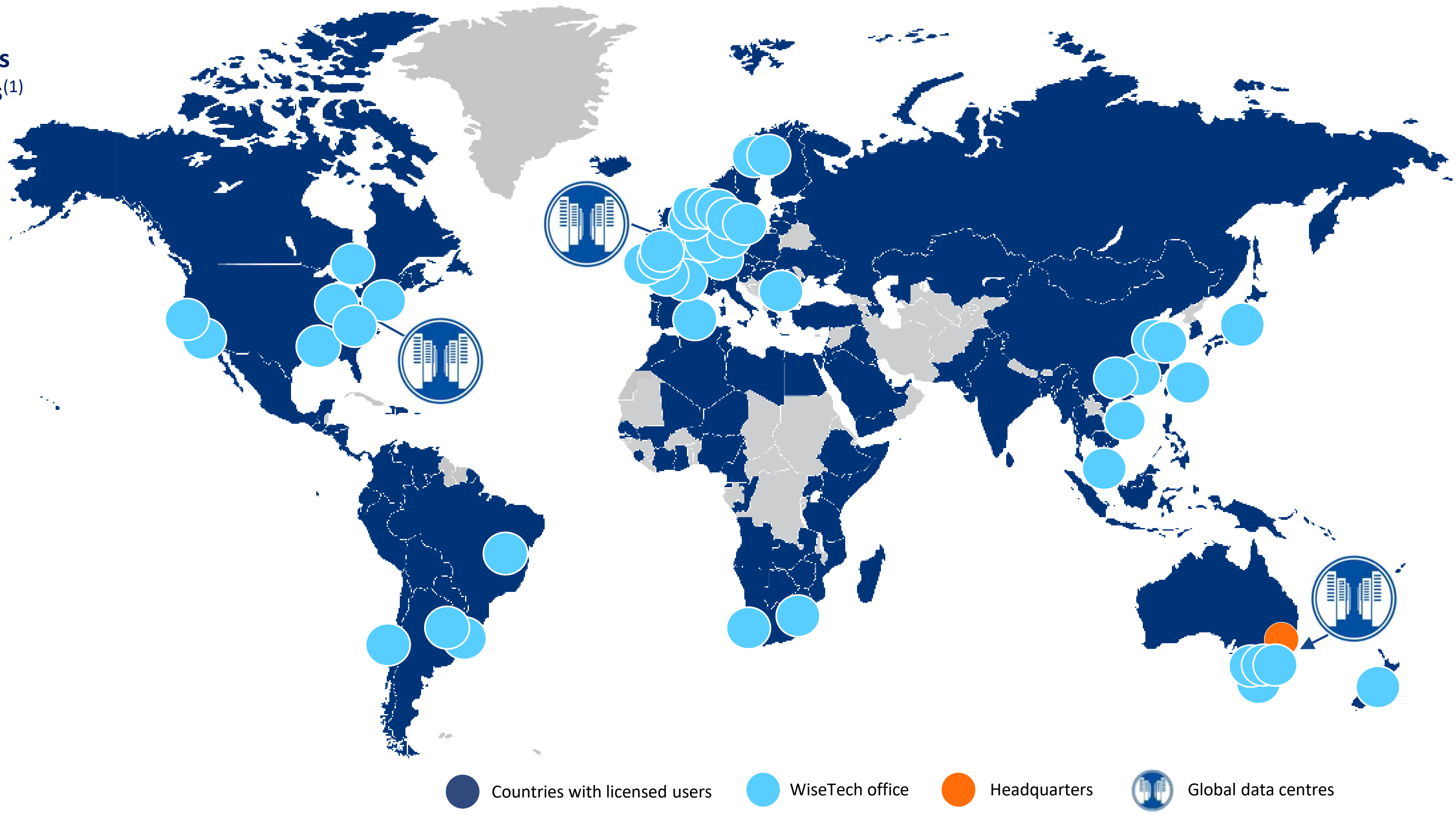
12,000+
logistics organisations globally are customers[(1)]

~130
countries[(2)]

54+ billion
data transactions in CargoWise One annually[(3)]

4+ million
development hours over two decades

1,600+
valued employees[(4)]
across 40 offices



1. Includes customers on the CargoWise One application suite and platforms of acquired businesses whose customers may be counted with reference to installed sites.
2. Countries in which CargoWise One is licensed for use for FY18, disclosed at 30 June annually.
3. Data transactions for FY18, transactions measured at 30 June annually.
4. Includes acquisitions announced or completed to 19 February 2019.

WiseTech GLOBAL

WiseTech Global – quality, recurring revenues, low churn, efficient growth

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

SIGNIFICANT revenue growth ✓

↑ 68% Revenue
vs 1H18

1H19 Revenue $156.7m

48% CAGR
over 4 years
1H15 – 1H19

HIGH recurring HIGH quality revenue ✓

100% recurring revenue
in CargoWise One

89% recurring revenue

99% On-Demand
usage-based licensing CargoWise customers

LOW customer attrition ✓

<1% every year for last 6½ years[(1)]

Annual customer attrition rate across CargoWise One global platform
(Minimal churn, calculation includes all forms eg bankruptcy, consolidations, industry departures)

HIGH innovation product development investment ✓

33%
of revenue[(2)]

47%
of our people

$260m[(2)]
innovation and product spend and

3,000
new products and enhancements added in the last 5 years

LOW marketing and sales expense ✓

11%
of revenue

11%
of our people

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

PROFITABLE high EBITDA margin + cash generative ✓

↑52% EBITDA

$48.5m

47% CAGR
over 4 years 1H15PF – 1H19

EBITDA margin 49%
↑22pp
excluding acquisitions
over 3 years 1H16PF – 1H19

$23.1m
Net profit[(3)]

1H19 Results – see wisetechglobal.com/investors for 1H19 Results and additional investor materials

1. Annual attrition rate is a customer attrition measurement relating to the CargoWise One application suite (excluding any customers on acquired legacy platforms). A customer's users are included in the customer attrition calculation upon leaving i.e. having not used the product for at least four months. Based on attrition rate <1% for each year of the last six financial years FY13 – FY18 and 1H19.
2. Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation.
3. Net profit = net profit after tax attributable to equity holders of the parent.

WiseTech GLOBAL

Logistics execution industry dynamics

Industry pain points drive an exponential shift to CargoWise One

3PL industry dynamics vs low propensity to switch out of proprietary systems	Impact of dynamic for WiseTech Global	Our leading global logistics software and open-access, usage-driven business model remove constraints to growth
Growth in transactions →	positive →	Highly scalable, integrated platform, productivity focused
Demand for faster throughput →	positive →	Highly automated, more productive, enter data once
Increasing regulation →	positive →	Fast to market with new regulatory changes
Increasing complexity →	positive →	Relentless innovation investment, automates or eliminates processes
High fragmentation →	positive →	Operating system for logistics, one to thousands of 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
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-boarding 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 all of the 25 largest global freight forwarders

Our technology and business model turns industry problems into tailwinds

WiseTech GLOBAL

WiseTech make the technology to enable the global logistics industry

The opportunity is vast – WiseTech is well progressed in delivering the Operating System for logistics

The logistics industry: $14 trillion in annual revenues.
Up to a TRILLION spent on technology + billions more wasted on sneakerware/people.
Yet industry drowning in paper and high error rates decimating margins and visibility.
WiseTech Global is solving this.

Global 3PL

Top 150
Logistics providers in each vertical and each domestic market

Global 2PL

Carriers (Ocean, Air, Rail, Road, LTL, FTL, Parcel, Container)

Global 1PL

Shippers and Beneficial Cargo Owners (BCOs)

E-commerce

3PLs
Express couriers
E-commerce giants
Postal services

Government

Regulation
Digitisation
Integration
Domestic regulators
Global regulators
Industry bodies

Needs of all logistics providers

Real-time visibility
Control over margins
Reduced risk, cross-border execution
Faster multi-modal movement
More efficient use of resources
Error reduction

WiseTech GLOBAL

CargoWise One… operating system for global logistics

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

- ✓ 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

Relentless platform expansion with over 500 enhancements annually

WiseTech GLOBAL

38 of the top 50 global third party logistics providers[1] use our solutions across ~130 countries worldwide

1. Armstrong & Associates: Top 50 Global Third Party Logistics Providers List ranked by 2017 logistics gross revenue/turnover.

WiseTech GLOBAL

25 of the top 25 global freight forwarders use our solutions across ~130 countries worldwide

7 of the top 25 global freight forwarders[1] use CargoWise One in global forwarding rollout exclusively – including the world's largest.

"The new TMS system that we are deploying now is called CargoWise, which is an off-the-shelf solution which we optimize for public viewing. Other freight forwarders have it and, because it's practically tested, it works. The system is designed by forwarders for forwarders."

CEO of DHL Global Forwarding, Tim Scharwath[2]

1. Armstrong & Associates: Top 25 Global Freight Forwarders List ranked by 2017 logistics gross revenue/turnover.
2. Lloyds Loading List article 4 Dec 2018.

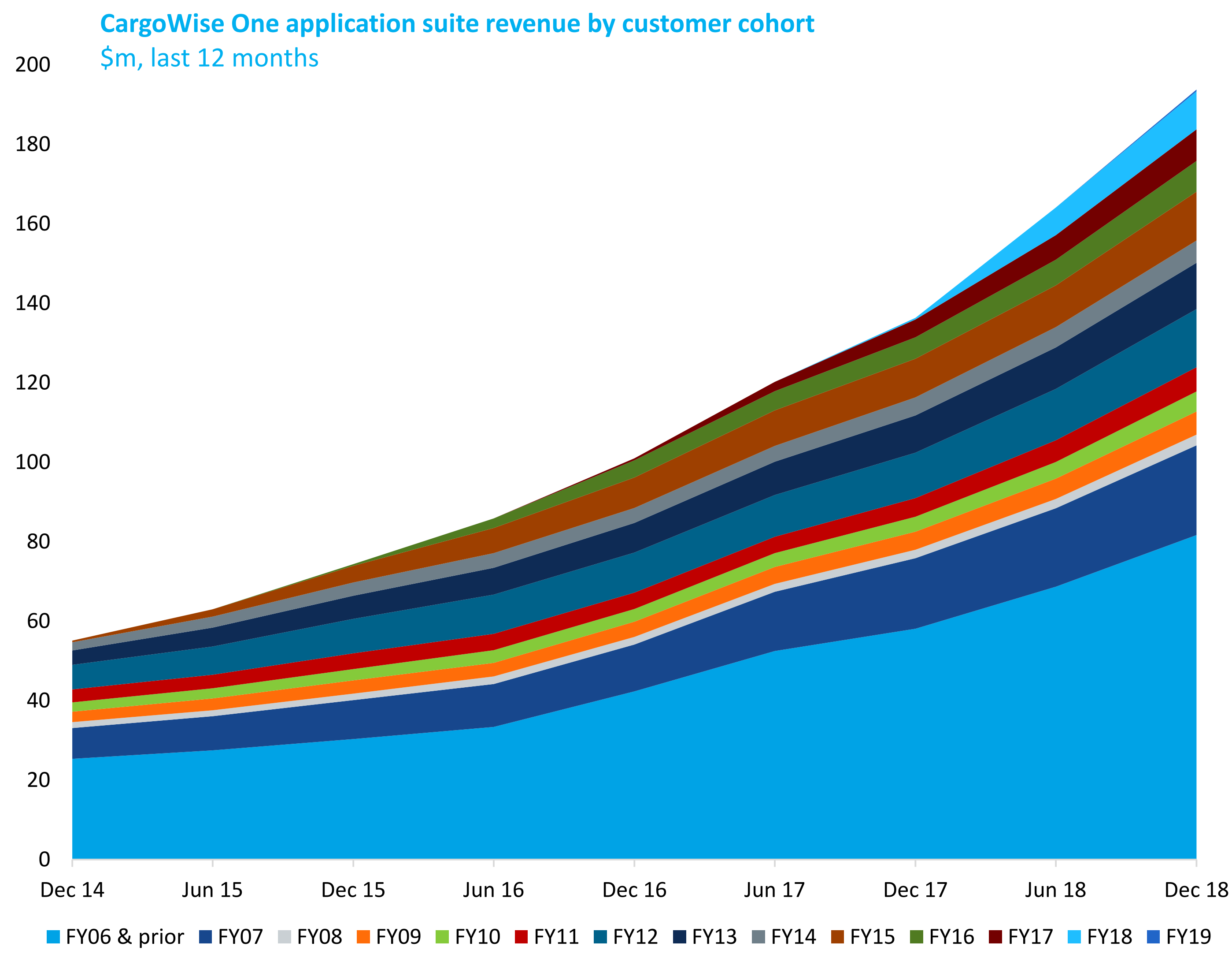
Revenue growth by cohort – all cohorts grew revenue in 1H19

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

CargoWise One continues significant organic growth during extensive business transformation, licence conversions, development partnerships and pilot programs

Every cohort grew revenue in 1H19 vs 2H18 and 1H18

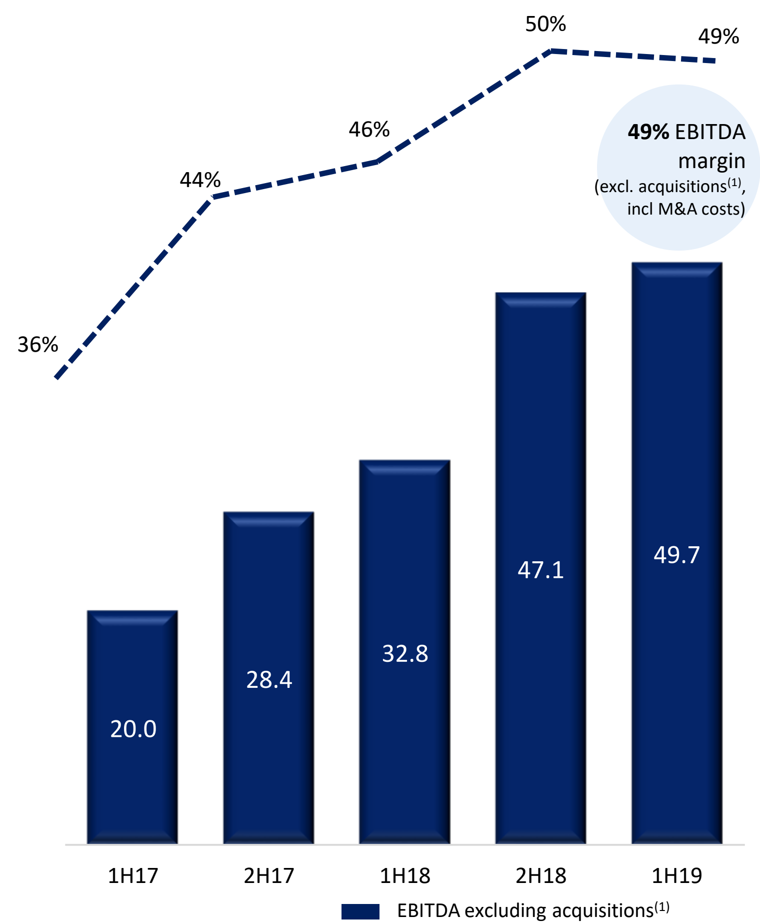
Top 20 and all global freight forwarding rollout customers grew revenue in 1H19



Strong EBITDA efficiency CW1 through powerful commercial model

Our innovative commercial model and approach to development have been iterated and refined over decades

EBITDA efficiency is an entirely constructed outcome – we apply a discipline and systems-thinking approach



Disciplined approach to product and platform, 'mass customisation'

- Deep configuration, no customisation
- No change to source code
- Every feature available to all users
- Deep education & content platform
- 24/7 content but no consulting
- Single global price lists apply to all

Scale requires uniformity, not only more resources

- Architectures to speed delivery
- Build once, apply everywhere
- Global schema and application

Eliminate costly bottlenecks to growth

- On-Demand transaction licence
- Customer own 1st level helpdesk
- Behavioural discounts incl volume/prepayt
- Platform works out of the box – no consulting
- Channel Partners for on-boarding
- Certification of CW1 practitioners (13K+)

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

WiseTech GLOBAL

Financial summary

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

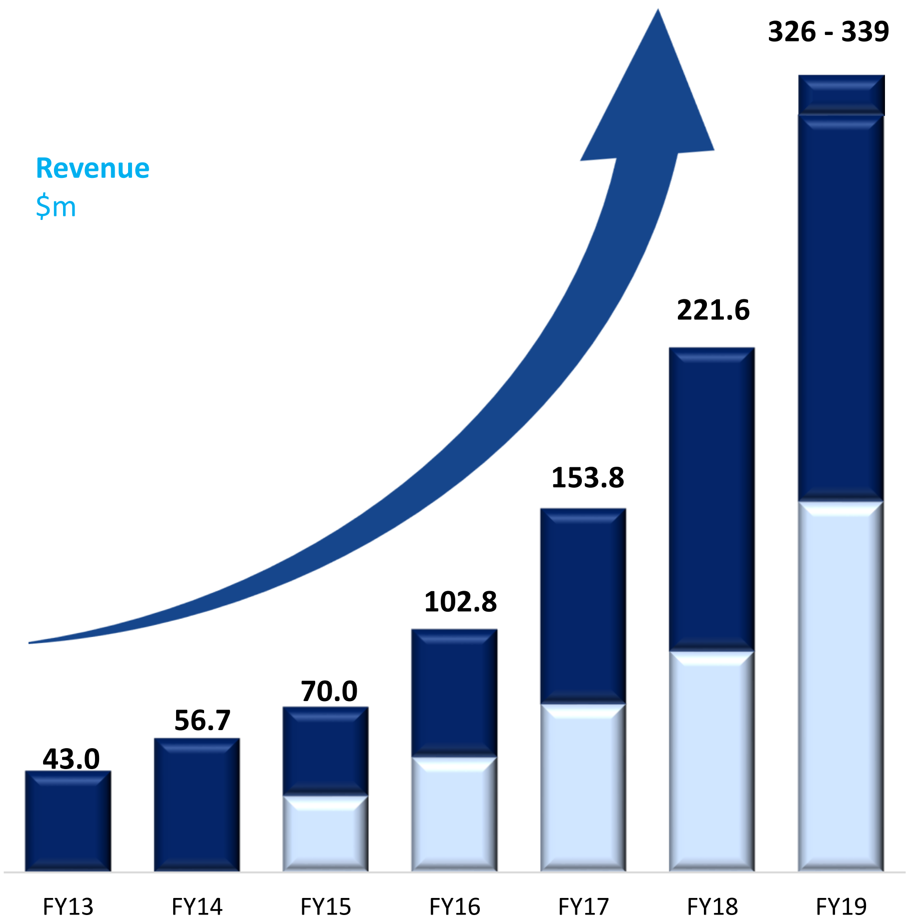
$m	1H18[1]	2H18[1]	1H19[1]	Change (vs 1H18)
Total revenue	93.4	128.2	**156.7**	+68%
Gross profit	79.4	107.9	**129.0**	+62%
Gross profit margin	85%	84%	**82%**	(3)pp
Total operating expenses	(47.6)	(61.7)	**(80.4)**	+69%
EBITDA	31.8	46.2	**48.5**	+52%
EBITDA margin	34%	36%	**31%**	(3)pp
Net profit attributable to equity holders of the parent	15.6	25.2	**23.1**	+48%
NPATA[2]	16.8	28.0	**27.5**	+64%
Earnings per share (cents)	5.3	8.6	**7.6**	+43%

1. Based on statutory accounts excluding depreciation and amortisation for calculations where appropriate.
2. Net profit attributable to equity holders of the parent before acquired amortisation and contingent consideration interest unwind, net of tax.

WiseTech GLOBAL

High growth outlook for FY19

Execution on strategy to deliver strong growth in FY19



FY19 revenue[1]

$326m - $339m

47% - 53%

FY19 growth vs FY18

FY19 EBITDA[1]

$100m - $105m

28% - 35%

FY19 growth vs FY18

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 in the Appendix.

WiseTech GLOBAL

Powerful growth strategy

Multiple levers to sustain growth, increase market penetration, build the operating system

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**

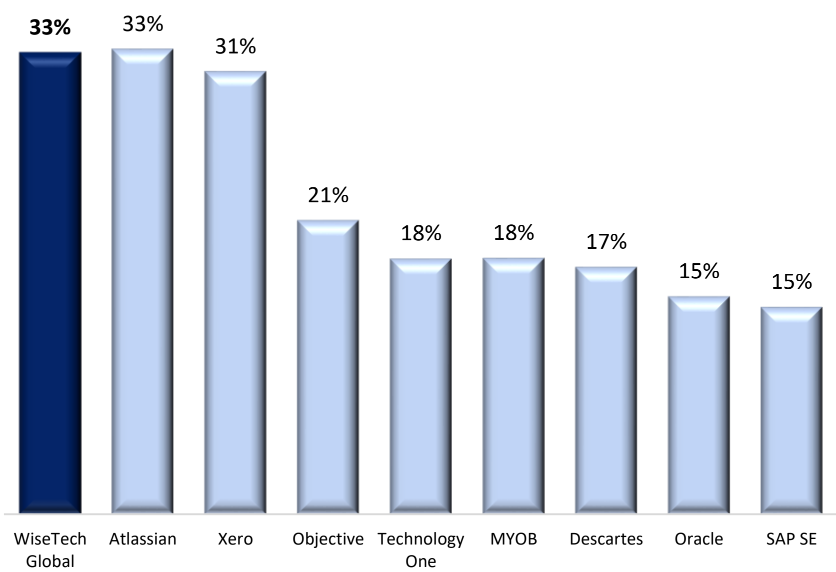
"We are accelerating into more products, more geographies and more adjacencies… driving our long-term growth with each innovation and acquisition."

Focus on innovation investment, efficient sales and marketing

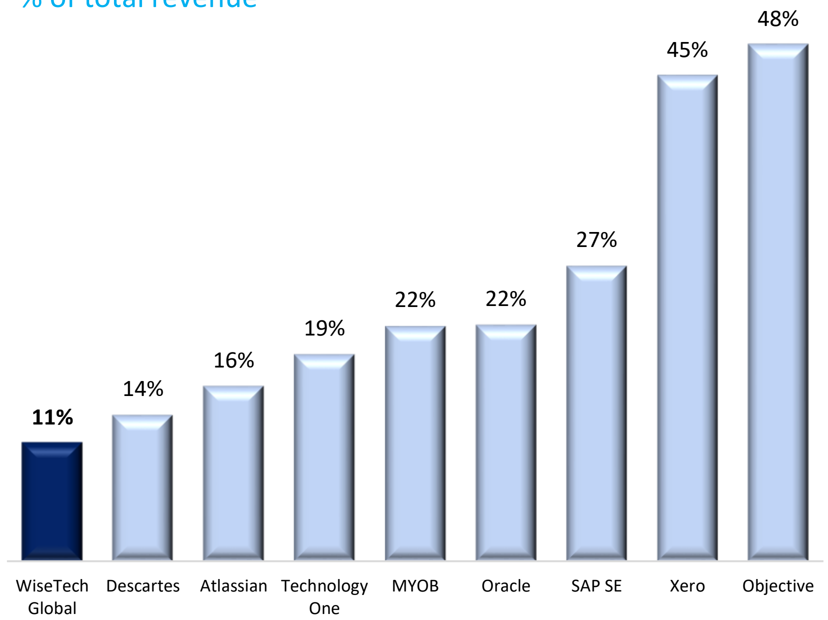
We build assets, not churn

Relentless focus on innovation aligned with an efficient commercial model deliver minimal attrition by CargoWise One customers
– less than 1% every year for last 6.5yrs

R&D
% of total revenue



Sales and marketing expense
% of total revenue



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Sources: Relevant public disclosures of 1H19 results of Xero, FY18 results of Objective, Technology One and SAP, 1H18 results of MYOB, 3Q18 results of Descartes, 2Q19 results of Atlassian and Oracle.

Increasing investment in relentless innovation

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

240+
product upgrades and enhancements in 1H19

33%
of revenue invested in 1H19

47%
of employees focus on innovation and product development

>750,000
unit tests executed every 45 mins

$260m
invested
In the last 5 years

Major development focus on:

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

Over 3,500 product upgrades and enhancements added to the global platform over the last 6 years

Our FY19 commitment: ~$100m in innovation and development

Work faster, harder, smarter

PRODUCTIVITY
- Productivity Acceleration Visualisation Engine

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

Universal Customs Engine
- Accelerating complex customs localisations

Reduce cost, time, error, risk

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

Global Tracking
- Global air/ocean schedules, container and airway bill tracking

BorderWise
- Risk reduction
- Due diligence
- Cost efficiency

Supply chain behavioural change

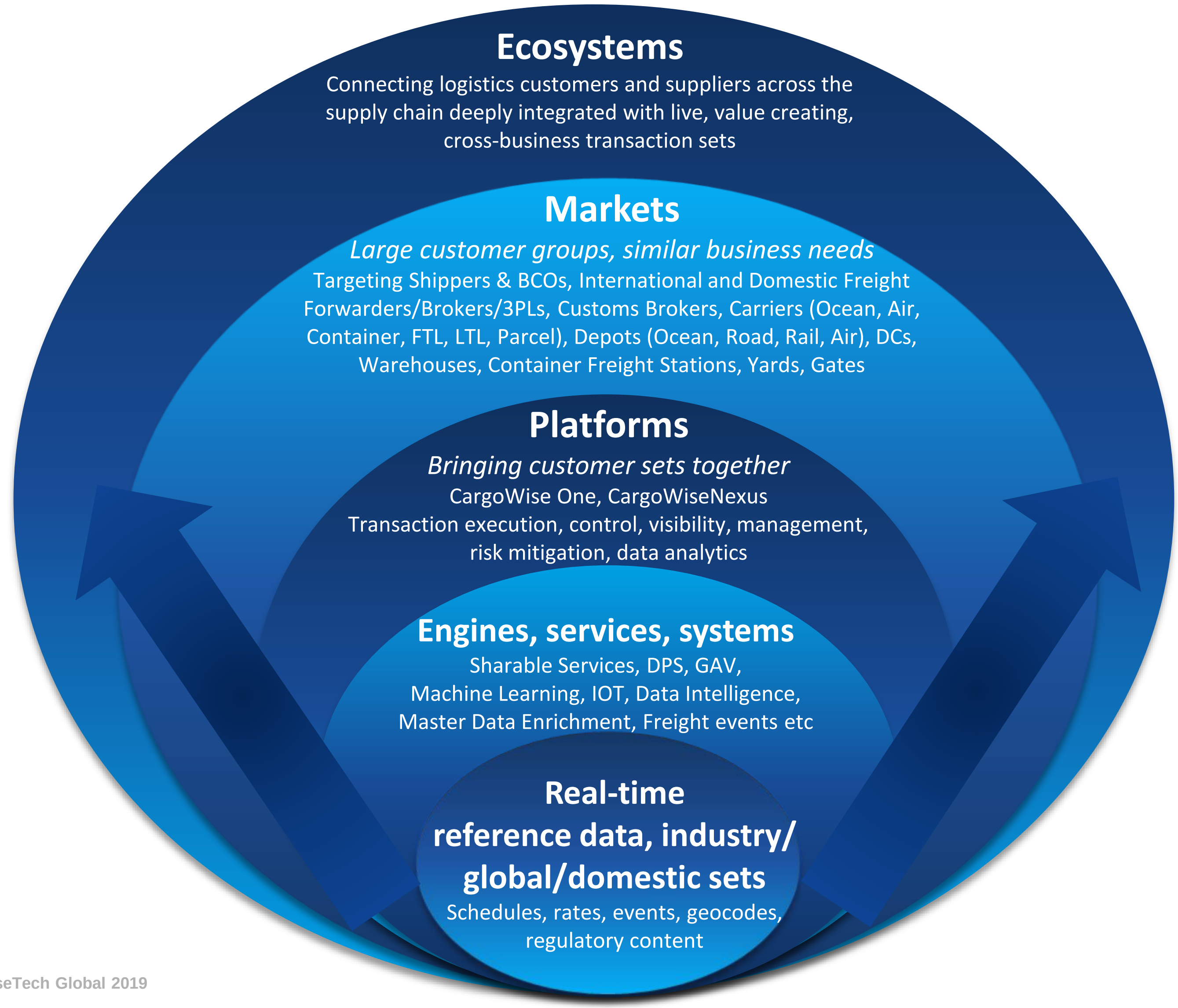
Spatial Tech
- Global address cleansing
- Geocoding
- Master data de-duplication

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

Machine Learning
- Process automation
- Guided decision making
- Natural language processing

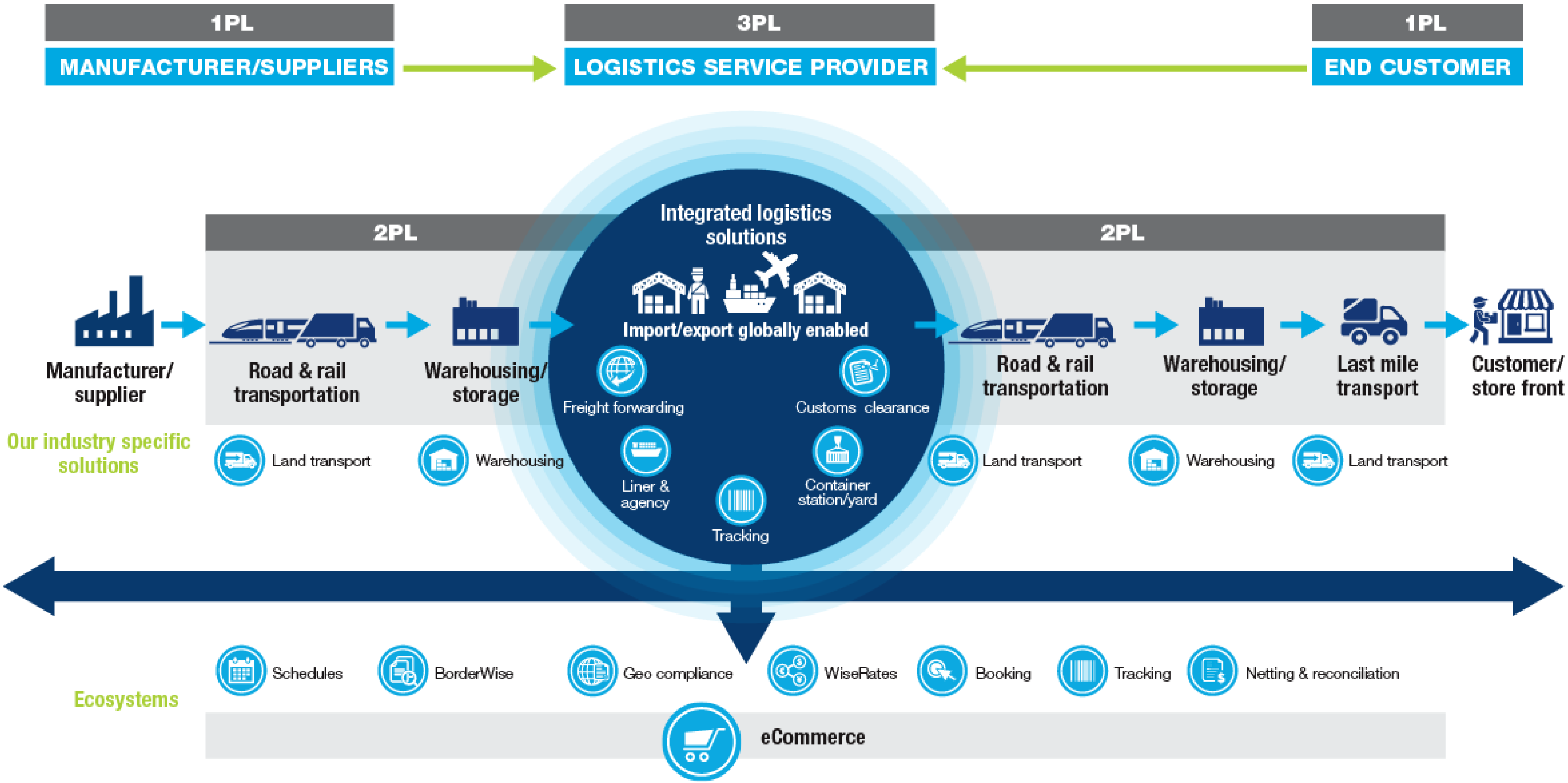
WiseTech GLOBAL

Opportunity – global data, platforms and technology build ecosystem



Widening our reach, building unassailable ecosystems

We converge our innovation pipeline and acquisitions to rapidly build our multi-modal capabilities on a global scale



WiseTech GLOBAL

Acquiring businesses for geographic expansion – securing assets swiftly

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

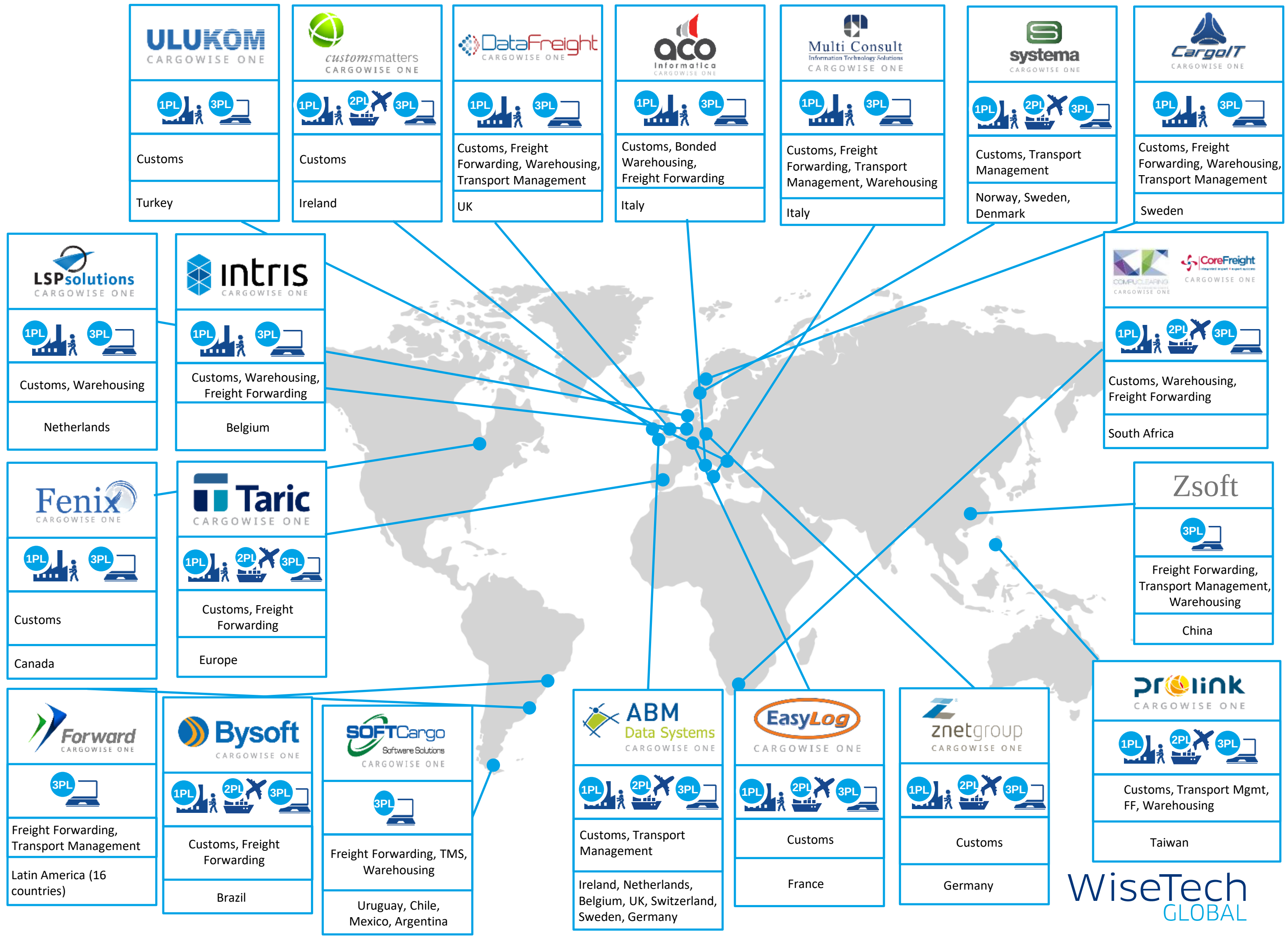
We buy into leading market positions that would take years to build, integrate swiftly and drive value across the platform.

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

We originate our own acquisition pipeline focusing on founder-led assets of significant strategic value. We execute with our internally built M&A engine.

~$135m upfront (+earnouts) and 675 industry experts – centuries of hard-to-access capability and significant development capability in local feet on the ground.

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



WiseTech GLOBAL

Adjacencies feed into our innovation pipeline to build ecosystems

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

LANDSIDE/CONTAINER

CONTAINERCHAIN CARGOWISE

Leading container optimisation and solutions provider to container shipping + landside communities, Asia-Pac, Europe and US

TRANSPORT MANAGEMENT SOLUTIONS

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

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

CMS Transport Systems CARGOWISE — TMS to add to CargoWise One next generation Land Transport solution.

TRINIUM Technologies CARGOWISE — Specialist inter-modal trucking TMS and container tracking provider in US and Canada.

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

GLOBAL RATES MANAGEMENT

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

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

SPECIALIST WMS

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

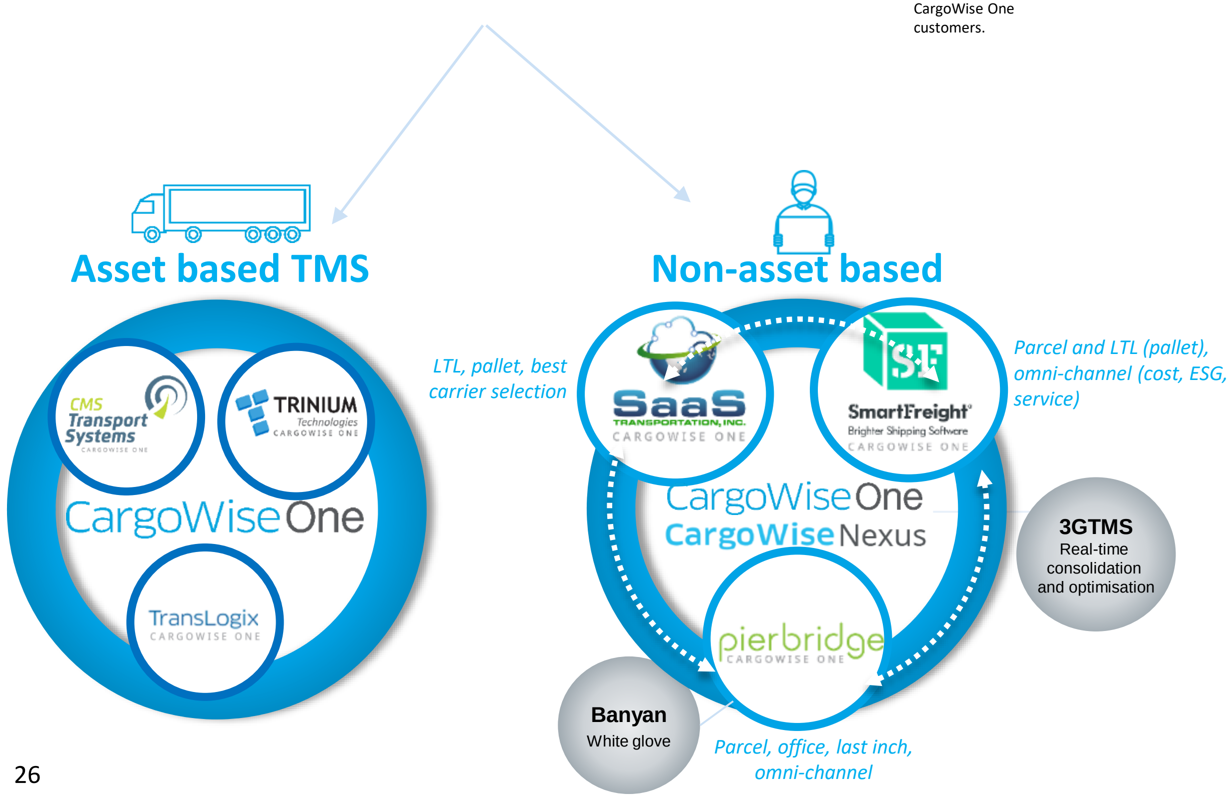
GLOBAL SHIPPING

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

COMPLIANCE DATA

Taric — **BorderWise** CARGOWISE — **TradeFox**

Australian reference data providers absorbed into stage 1 of our global BorderWise data set development.



We accelerate 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:

- provide a core element for ecosystem development
- expand development of CW1 modules or
- feed into global data set for machine learning and automation

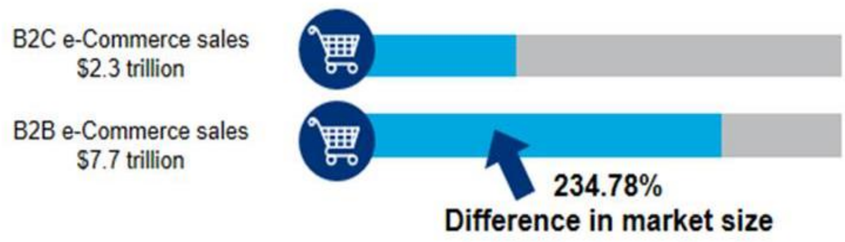
~$287m upfront (+earnouts) and 450 industry experts with hard-to-access significant development capability in specialist logistics technologies.

WiseTech GLOBAL

E-commerce cross-border challenges create exponential growth opportunity

CargoWise One international fulfilment and cross-border capabilities will supercharge adoption

B2B business is now dwarfing B2C



Europe increasingly seen as key e-commerce market

EU countries are
8 of top 10
30 of top 40
economies in the UN B2C E-commerce Index

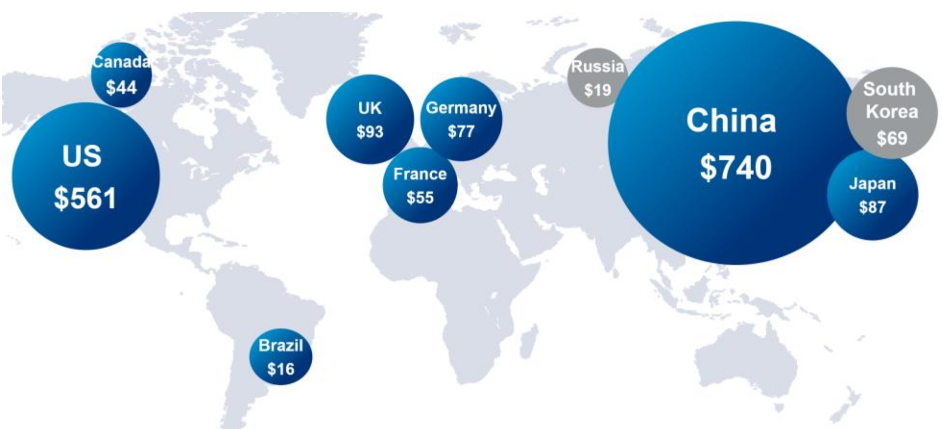
500m
consumers
EU Single Market

24.5m
SMME
46.5k
large enterprises

Source: B2C E-commerce Index UNCTAD 2018, FedEx 2019

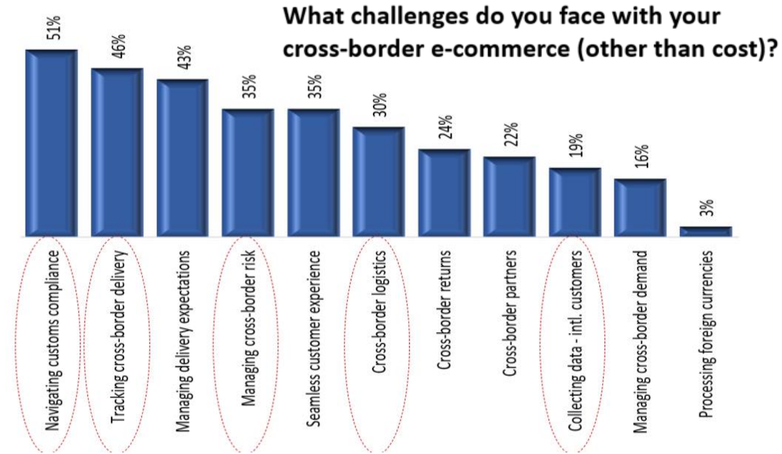
We secured feet on the ground in 8 of top 10 market

The 10 largest e-commerce markets (by billions USD)



Source: Statista 2018

International e-commerce is critical to growth



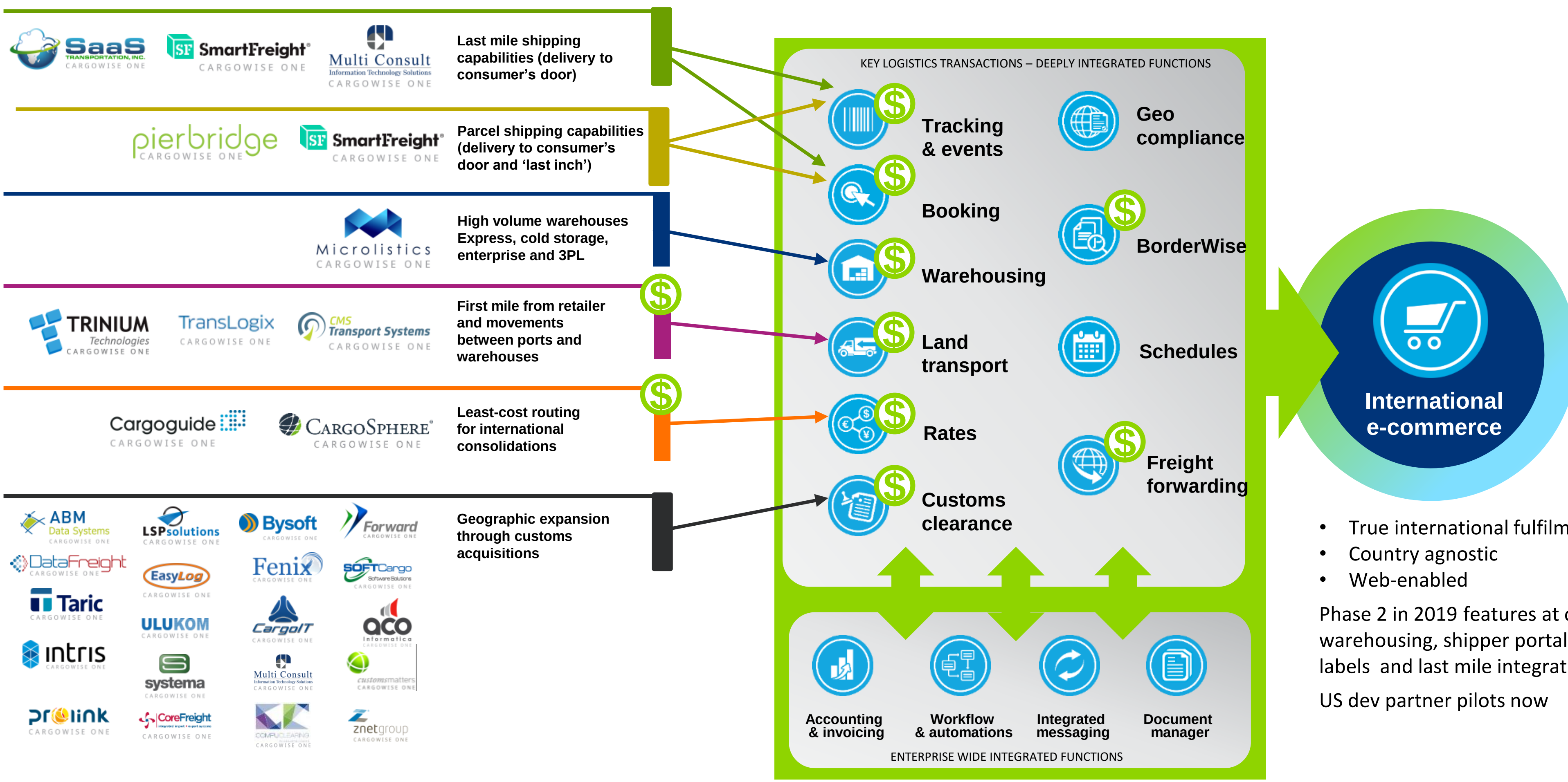
Source: EFT Report – Supply Chain Hot Trends 2018

WiseTech GLOBAL

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

Scalable, high volume integrated international e-commerce solution for all players

"Cross-border e-commerce feeds $630bn market and is growing even faster than domestic." (1)



- True international fulfilment
- Country agnostic
- Web-enabled

Phase 2 in 2019 features at origin, warehousing, shipper portal, labels and last mile integration

US dev partner pilots now

1. DHL: The 21st century spice trade, 2016

WiseTech GLOBAL

Customers: CargoWise Nexus – powerful web portal, connector

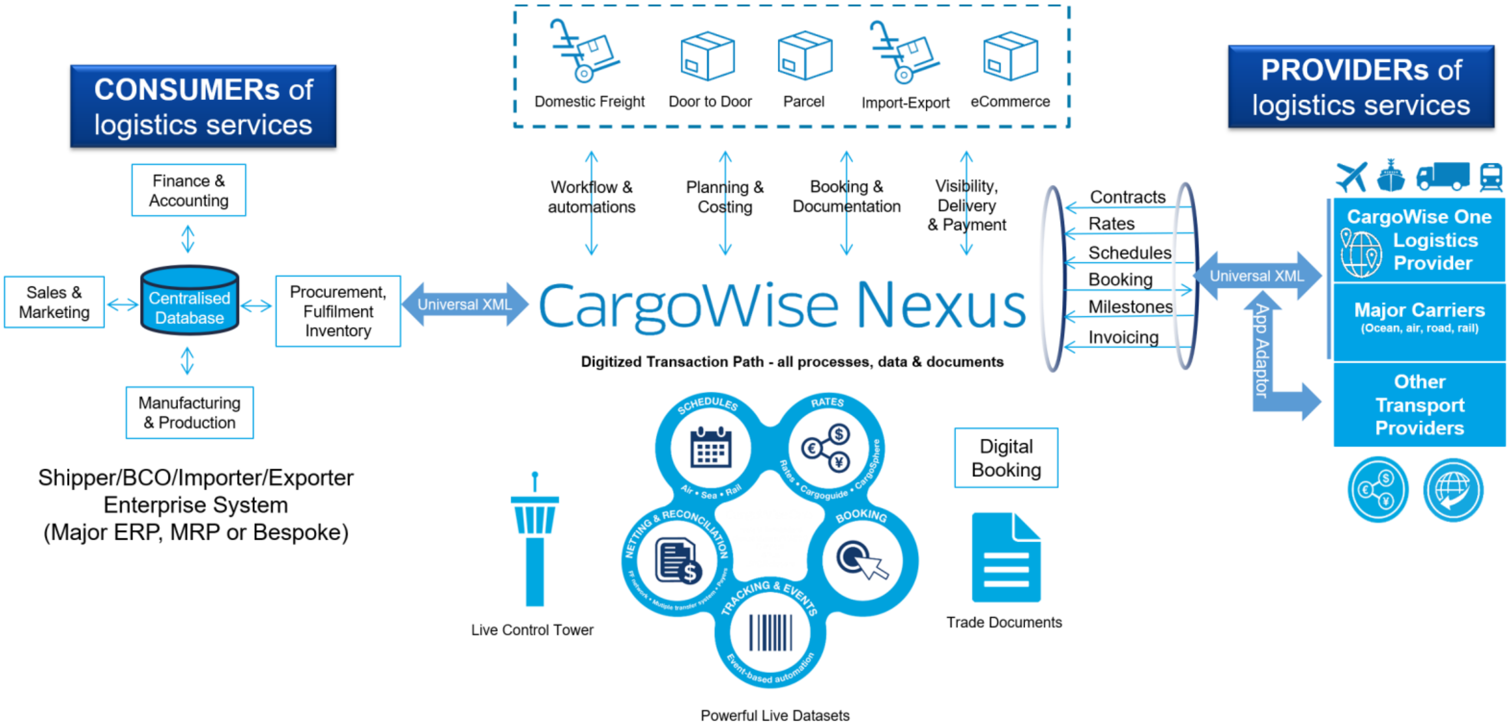
Connector between logistics providers, importers, exporters and freight users

CargoWiseNexus

Launches 2020

Leverages CargoWise One global data sets, tracking engine + services

- Allows customers to plan, schedule, cost estimate, book logistics services (Air, Sea, Rail, Road) track, manage, risk assess, reconcile, approve payment for any freight movement
- Connects 3PL and 2PLs with their customers (users of freight, BCOs, importers and exporters)
- Links real-time to CargoWise One logistics services providers
- Progressive/responsive web app, no local install required
- Simple web services based connector to in-house MRP, ERP, Enterprise systems, etc incl SAP, Oracle, Microsoft Dynamics
- Beta release to ship via existing 3PL FF, customs and freight provider to BCOs

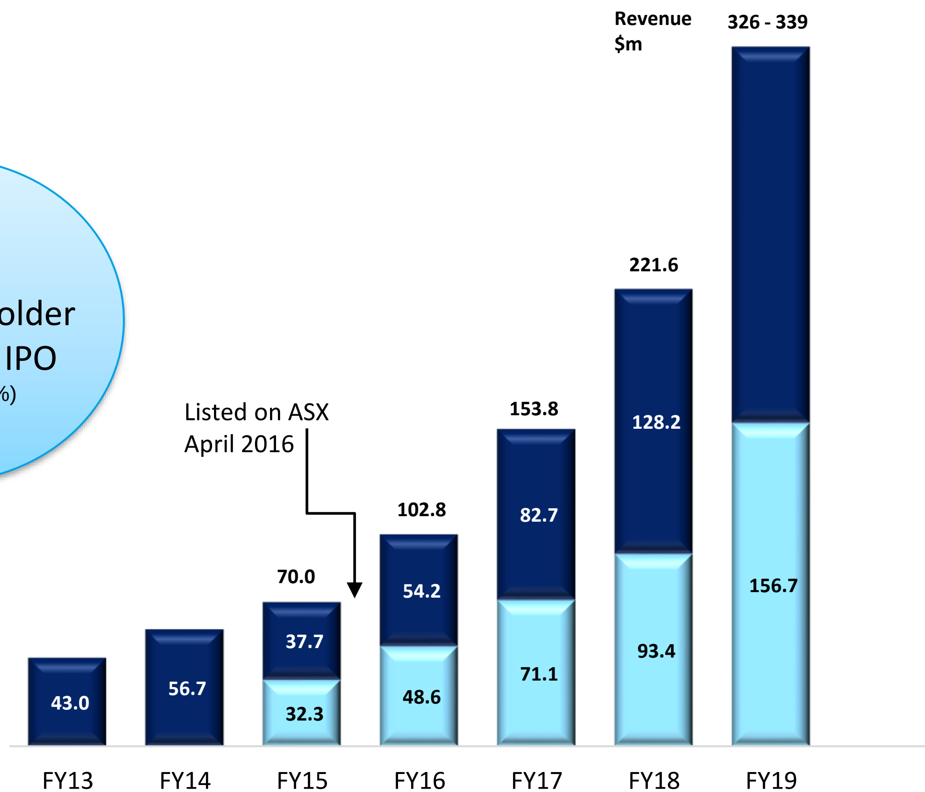


WiseTech GLOBAL

WiseTech Global – proven delivery, compelling strategy, building moat

- Relentless innovation and investment in technology
- Disciplined transformation of commercial model
- Cloud-based, SaaS, global schemas, engines and global data sets
- Pursuit of 100% recurring revenue, minimal churn, ever improving efficiency
- Experienced team, compelling growth strategy, proven delivery, building moat

570%
WTC shareholder return since IPO
(S&P ASX 200: 25%)



FY19 revenue[1]

$326m - $339m

47% - 53%
FY19 growth vs FY18

FY19 EBITDA[1]

$100m - $105m

28% - 35%
FY19 growth vs FY18

WiseTech – a rare find: true technology, significant AND efficient long-term growth

Enabling, empowering and connecting a $14 trillion logistics industry

✓ True technology company

Cloud-delivery
Single-source code global integrated platform (configuration, no customisations)

Used by world's largest logistics organisations

✓ Real SaaS: 'on-demand'

On-demand licensing Seat +Transaction (not subscription)

100% Recurring Revenue (on CargoWise One)

49% EBITDA margin[1]

✓ Efficient and effective

~$1 in sales & mkting cost creates ~$2-$3 in revenues each year, that stays year after year minimal churn (<1% pa)

Single global price list (no negotiation)

✓ Relentless innovation

Invest 30+% of revenues into R&D

3,000 new products added to platform last 5 years

20 development centres and 3 data centres (no outsourcing)

✓ High growth strategy

Relentless product development, geographic expansion + over 30 acquisitions to drive long term organic growth

Significant technology and origination pipeline for many years

✓ Quality revenue growth

99% On-demand usage based licence and 100% recurring revenues for CargoWise

Significant organic growth accelerated by acquisitions

✓ Founder-led, skin in game

Overnight success, 25 years in making

Co-founders in place creates significant shareholder alignment

Founder CEOs of acquired businesses remain with group

✓ Build + protect shareholder value

Shareholder returns exceed 570% since listing in April 2016

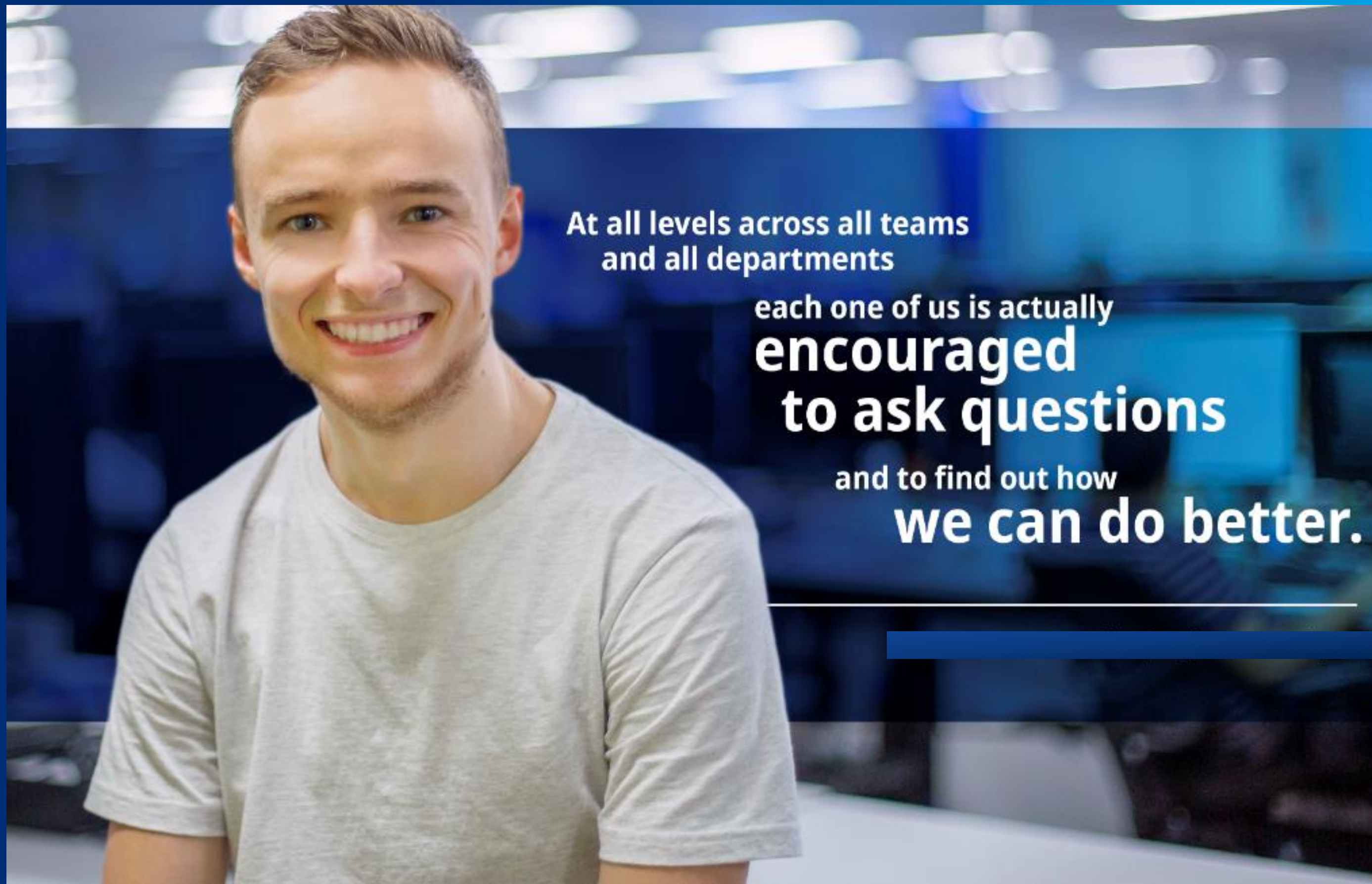
Revenue growth rates of c. 50%

Dividend paying

[1] Excludes acquisitions, includes M&A costs. Acquisitions are those businesses acquired since 2012 and not embedded into CargoWise One.

WiseTech GLOBAL

Risks


At all levels across all teams
and all departments
each one of us is actually
encouraged
to ask questions
and to find out how
we can do better.

Risks

There are a number of factors, specific to WiseTech and of a general nature, which may affect the future operating and financial performance of the WiseTech Group and the industry in which it operates.

This section discusses some of the key risks associated with an investment in shares in WiseTech. These risks may affect the future operating and financial performance of the WiseTech Group and the value of WiseTech shares.

The risks set out below are not listed in order of importance and do not necessarily constitute an exhaustive list of all risks involved with an investment in WiseTech.

Before investing in WiseTech, you should consider whether this investment is suitable for you. Potential investors should consider publicly available information on WiseTech (such as that available on the websites of WiseTech and ASX), carefully consider their personal circumstances and consult their professional advisers before making an investment decision. Additional risks and uncertainties that WiseTech is unaware of, or that it currently considers to be immaterial, may also become important factors that adversely affect WiseTech's operating and financial performance.

You should note that the occurrence or consequences of many of the risks described in this section are partially or completely outside the control of WiseTech, its directors and senior management. Further, you should also note that this section focuses on the potentially key risks and does not purport to list every risk that WiseTech may have now or in the future. It is also important to note that there can be no guarantee that WiseTech will achieve its stated objectives or that any forward looking statements or forecasts contained in this presentation will be realised or otherwise evaluated. All potential investors should satisfy themselves that they have a sufficient understanding of these matters, including the risks described in this section, and have regard to their own investment objectives, financial circumstances and taxation position.

Cooling off rights do not apply to the acquisition of shares.

Investment in equity capital markets

There are general risks associated with investments in equity capital. The trading price of shares in WiseTech may fluctuate with movements in equity capital markets in Australia and internationally. This may result in the market price for the New Shares being less or more than the Offer Price. Generally applicable factors which may affect the market price of shares include:

- general movements in Australian and international stock markets;
- investor sentiment;
- Australian and international economic conditions and outlook;
- changes in interest rates and the rate of inflation;
- changes in government regulation and policies;
- announcement of new technologies;
- geo-political instability, including international hostilities and acts of terrorism;
- demand for and supply of WiseTech shares;
- announcements and results of competitors;
- analysts reports; and
- the financial and operating performance of WiseTech.

No assurances can be given that the New Shares will trade at or above the price at which they are issued. None of WiseTech, its Board or any other person guarantees the market performance of the New Shares or of WiseTech . It is also possible that new risks might emerge as a result of Australian or global markets experiencing extreme stress or existing risks may manifest themselves in ways that are not currently foreseeable. The equity markets have in the past and may in the future be subject to significant volatility.

Liquidity risk

There can be no guarantee of an active market in the shares in WiseTech or that the price of the shares in WiseTech will increase. There may be relatively few potential buyers or sellers of WiseTech shares on the ASX at any time. This may increase the volatility of the market price of WiseTech shares. It may also affect the prevailing market price at which shareholders are able to sell their shares in WiseTech.

Equity raising and underwriting risk

WiseTech has entered into an underwriting agreement under which the Underwriters have agreed to fully underwrite the Placement, subject to the terms and conditions of the underwriting agreement between the parties. If certain conditions are not satisfied or certain events occur, the Underwriter may terminate the underwriting agreement. Termination of the underwriting agreement would have an adverse impact on the proceeds raised under the Placement.

Risks

GENERAL INVESTMENT RISK

Economic risk
General economic conditions may negatively affect WiseTech's performance and the performance of WiseTech shares. Any protracted slow down in economic conditions or factors such as movements in inflation or interest rates and industrial disruption may have a negative impact on WiseTech's costs and revenue.

Interest rate risk
Changes in interest rates will affect borrowings which bear interest at floating rates to the extent WiseTech has not hedged against this interest rate risk. An increase in interest rates will affect WiseTech's cost of servicing these borrowings, which may adversely impact its business, financial condition and financial performance.

Risk of dividends not being paid
The payment of dividends by WiseTech is announced at the time of release WiseTech's half year and full year results as determined by the Board from time to time at its discretion, dependent on the profitability and cash flow of WiseTech's business. While WiseTech has a stated dividend policy, circumstances may arise where WiseTech decides or may be required to reduce or cease paying dividends for a period of time.

Changes in accounting policy
Accounting policy standards may change. This may affect the reported earnings of WiseTech and its financial position from time to time. There are multiple pending changes to accounting standards that may impact WiseTech, including those governing revenue recognition, leases and financial instruments. WiseTech has previously and will continue to assess and disclose, when known, the impact of these change in its periodic financial reporting.

Taxation
Future changes in taxation laws in material jurisdictions in which we operate, including changes in interpretation or application of the law by the courts or taxation authorities, may affect the taxation treatment of an investment in WiseTech shares or the holding and disposal of those shares. Further, changes in tax law, or changes in the way tax law is expected to be interpreted, in the various jurisdictions in which WiseTech operates, may impact the future tax liabilities of WiseTech.

GENERAL RISKS ASSOCIATED WITH WISETECH'S BUSINESS

Reliance on our flagship product CargoWise One and failure to adequately maintain and develop it
Our business model depends on our ability to continue to ensure that our customers are satisfied with CargoWise One. There is a risk that we fail to maintain CargoWise One adequately, or that updates introduce errors and performance issues, which may cause customer satisfaction in CargoWise One to fall. Customer satisfaction may also fall as a result of real or perceived reductions in functionality, product quality, reliability, cost effectiveness, and customer support for CargoWise One, or a failure to accommodate and reflect changes and developments in technology and in the commercial, compliance and regulatory environment. Any of these factors may result in reduced sales and usage, loss of customers, reputational damage, an impaired ability to attract new customers and potentially claims for compensation.

Our future revenue and growth also depend on our ability to develop enhancements and new features and modules for CargoWise One so that it continues to meet customer needs, attract new customers and generate additional revenue from increased usage. There is a risk that the development and introduction of new features and modules does not result in a successful outcome for us due to various reasons, such as insufficient investment, unforeseen costs, poor performance and reliability, low customer acceptance, existing competition or economic and market conditions.

Ability to attract and retain key personnel
Our success is dependent on retaining key personnel, in particular, our founder and CEO, Richard White and members of the senior management and product teams. In addition, we need to attract and retain highly skilled software development engineers. Competition for such personnel is intense. There is a risk that we may not be able to attract and retain key personnel or be able to find effective replacements in a timely manner. The loss of such personnel, or any delay in their replacement, could materially adversely impact our ability to operate our business and achieve our growth strategies and prospects, including through the development and commercialisation of new features, products or modules.

The loss of key personnel could also have an adverse impact on our operations, the potential loss of key customer relations, and potential loss of business process knowledge.

Execution of new acquisitions and integration of acquired businesses
In recent years, we have completed a number strategic acquisitions and part of our growth strategy is to undertake targeted acquisitions in the future. It is our intention to integrate strategic acquisitions, which includes transitioning customers of the acquired businesses to our CargoWise One platform. We may also choose to utilise aspects of the acquired business or their products to enhance our existing product. There is a risk that customers of acquired businesses do not transition across to CargoWise One. There is also a risk that the transitioning of customers requires significantly more financial and management resources, or time to complete, than originally planned. In addition, there is a risk that the acquisitions may fail to: meet our strategic and financial objectives, generate the synergies and benefits that we expected, or provide an adequate return on the purchase price and

Risks

resources invested in them. There is a risk that future expansion by acquisition may be affected by factors beyond our control (including without limitations, commercial or regulatory changes), which may result in there being limited or unsuitable opportunities at the relevant time.

Our acquisition strategy has resulted, and is likely to continue to result, in us expanding our presence in new international jurisdictions which may increase our exposure to the risks associated with doing business in such regions. These regions may have greater risk of political, legal and economic instability or different legal and regulatory systems and frameworks compared to the regions in which we currently operate.

WiseTech operation in a competitive industry

We compete against other commercial logistics service software providers as well as our potential customers' in-house IT departments that develop in-house logistics software. Some of our existing and potential competitors have significantly more resources than we do. We face the risk that:

- existing competitors could increase their competitive position through aggressive marketing campaigns, product innovation, price discounting or acquisitions;
- our software products may not be well received by our customers and we may be unable to implement necessary changes to these products to our customers' satisfaction or we may fail to meet our customers' expectations;
- we may fail to anticipate and respond to technology changes as quickly as our competitors;
- our competitors may increase their product offering to compete with us on a larger scale. For example, software vendors that focus on enterprise-wide applications may expand their product offering to include industry-specific applications;
- logistic service providers operate in-house developed systems in preference to commercial logistics software; and
- new competitors could emerge and develop products (including cloud-based software) which compete with our products.

Potential new customers may elect to maintain their own in-house systems rather than elect to change to our software solution due to the perceived risk of change which may adversely impact our growth opportunities.

Failure to retain existing customers and attract new customers

Our business success depends on our ability to retain and grow usage by our existing customers and our ability to attract further business from new customers.

There is a risk that our customers reduce the use of our software, for example, in terms of the number of users, number of modules and volume of transactions, or that they cease to use our software altogether. We generally do not require customers to enter long, fixed-term contracts requiring minimum levels of usage or minimum time commitments, and our customer contracts can typically be terminated by either party on short notice. Therefore, there is a risk that if customers terminate their contracts with us, or reduce their usage of our software, our revenue, including revenue that we characterise as recurring revenue, could decrease. There is also a risk that existing customers fail to expand their use of our software or that new customers fail to select our software for their businesses.

Decline in trade volumes and economic conditions

A decline in regional and global trade volumes and recessionary economic conditions, including in the logistics services market, may adversely affect our financial performance. Our customers are logistics service providers whose business operations depend on regional and global logistics activities which are closely linked to regional and global trade volumes. A decline in regional and global trade volumes and recessionary economic conditions, including in the logistics services market, may adversely affect our financial performance.

Impact of foreign currency on financial results

A significant portion of our revenue (FY18: 71%) is invoiced in currencies other than Australian dollars. As a result, our Australian dollar financial results are influenced by movements in the foreign exchange rates of currencies including the US dollar, South African rand, Euro and pound sterling.

Disruption or failure of technology systems

Together with our customers, we are dependent on the performance, reliability and availability of our technology platforms, data centres and global communications systems (including servers, the internet, hosting services and the cloud environment in which we provide our products). There is a risk that these systems may be adversely affected by disruption, failure, service outages or data corruption that could occur as a result of computer viruses, "bugs" or "worms", malware, internal or external misuse by websites, cyber attacks or other disruptions including natural disasters, power outages or other similar events.

These events may be caused by circumstances outside of our control, and may lead to prolonged disruption to our IT platform, or operational or business delays and damage to our reputation. This could potentially lead to a loss of customers, legal claims by customers, and an inability to attract new customers.

Security breach and data privacy

Our products involve the storage and transmission of our customers' confidential and proprietary information, including intellectual property, confidential business information, information regarding their employees or suppliers, and other confidential information. Our business could be materially impacted by security breaches of our customers' data and information, by unauthorised access, theft, destruction, loss of information or misappropriation or release of confidential customer data.

WiseTech
GLOBAL

Together we will change the world of logistics, one innovation at a time.

www.wisetechglobal.com
www.cargowise.com

Appendix

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: Ulukom, SaaS Transportation, Fenix, Pierbridge, Multi Consult, Trinium, Taric, DataFreight, SmartFreight, CargoIT, Systema and Containerchain
- Investment in R&D to increase in $ terms, but will benefit from operating leverage
- Sales and marketing as % of revenue to increase over time to more historical levels, 10% – 12%
- General and 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	**$326m - $339m**
EBITDA	$78.0m	**$100m - $105m**

WiseTech GLOBAL

Global revenues received in a mix of key currencies

Revenues protected with effective natural hedge

- 76% of 1H19 revenue in non-AUD due to increased overseas acquisitions and mix of transactions and users in CargoWise One
- Natural hedges in some regions with both revenue and expenses denominated in local currencies – including recent acquisitions
- 46% of 1H19 revenue is in non-local currencies, 5pp lower than FY18 (51%)
- No derivative contracts in place for FY19

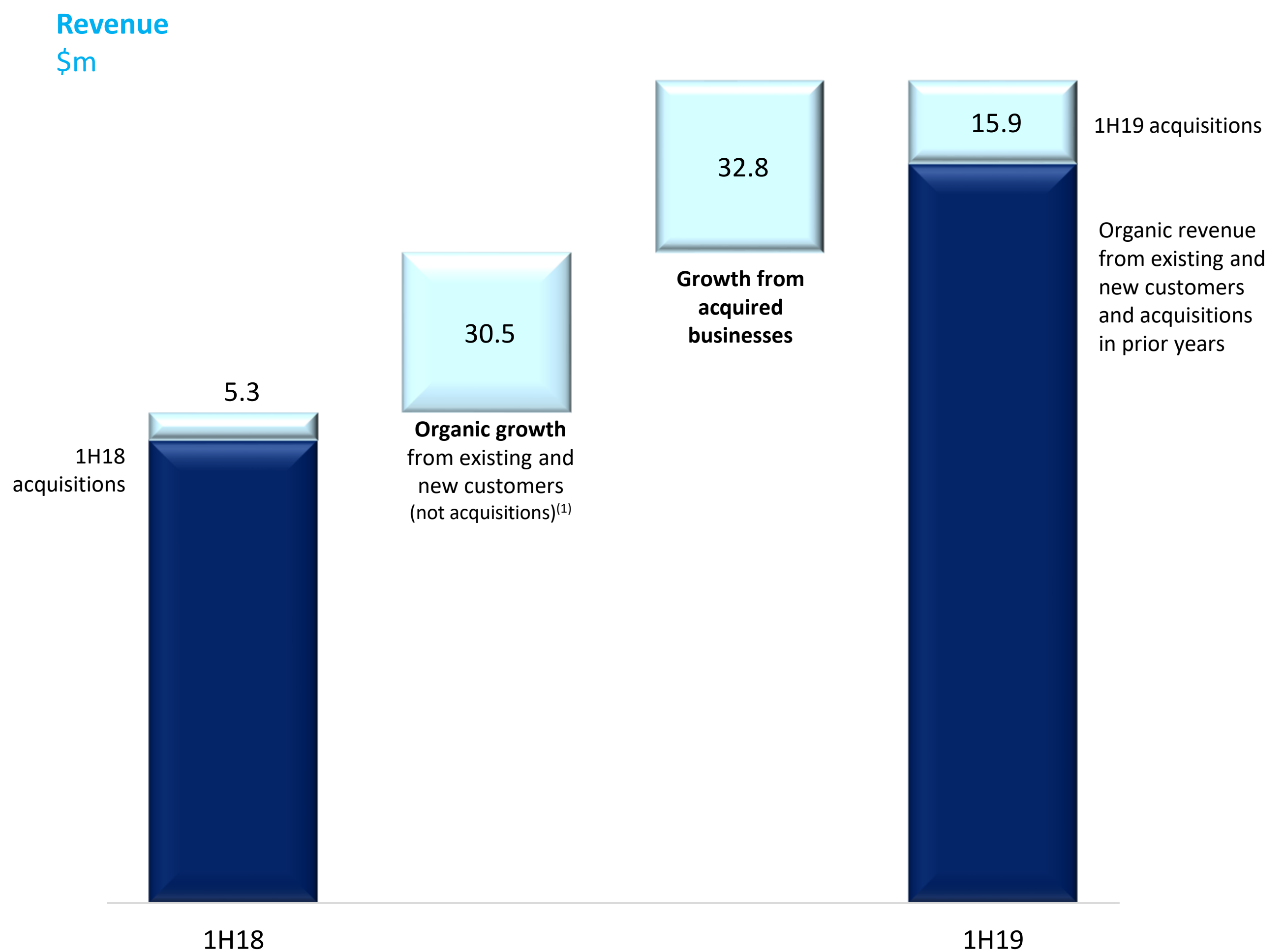
FX rates v AUD	FY19 guidance October to 30 June	2H19 guidance
GBP	0.55	0.57
RMB	4.91	4.99
EUR	0.62	0.63
NZD	1.09	1.05
ZAR	10.7	10.2
USD	0.72	0.72
TRY	4.61	3.84

Sensitivities	Increase/ decrease	2H19 revenue $m	2H19 EBITDA $m
FX rates vs AUD			
USD	+/- 5%	-/+ 3.5	-/+ 2.1
EUR	+/- 5%	-/+ 1.8	-/+ 0.5
ZAR	+/- 10%	-/+ 0.4	Nil
TRY	+/- 10%	-/+ 0.1	Nil

Significant revenue growth

Strong organic growth with increasing impact of large volume of strategic acquisitions

- *Organic revenues from our existing and new customers* delivered nearly half of our total revenue growth period on period. This 89% increase in growth on 1H18, reflects increased usage across our existing customer base, revenue from customers that have transitioned from temporary pricing arrangements and foreign exchange impact
- *Growth from acquired businesses* reflects significant volume of FY18 – 1H19 acquisitions and the full period impact of FY18 acquisitions
- *Revenue from acquired businesses* contains higher levels of OTL and non-recurring revenue. These businesses will take time to transition over coming years toward WiseTech Global efficiencies and growth rates



Total FX impact in 1H19: $4.8m

1. Organic growth is growth from existing and new customers. Growth from new customers is revenue growth from CargoWise One application suite customers won in the current financial year and the previous two financial years.

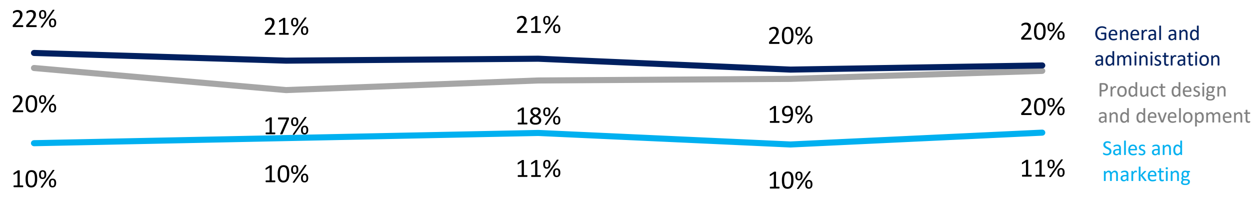
Operating expenses

Scaling to support relentless innovation, geographic expansion and business growth

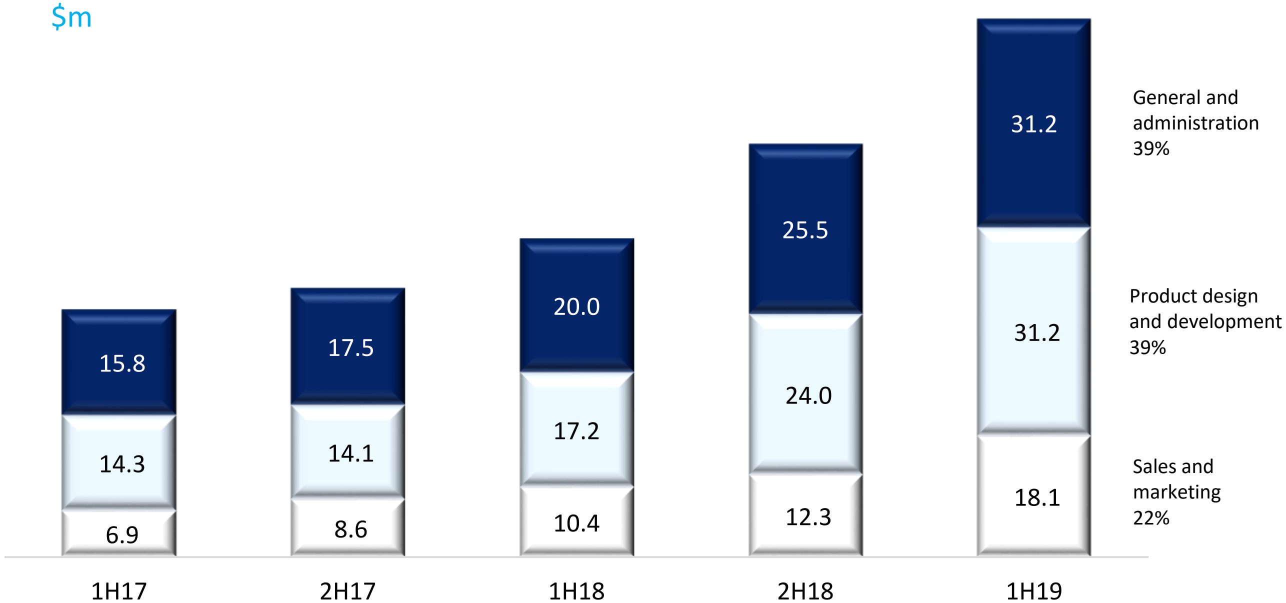
Operating expenses focused on strategic levers:

- Innovation, product development and maintenance of our global platform and expansion and retention of our skilled development workforce
- Increase product design and development expense with new acquisitions which typically have higher levels of maintenance and support charges
- Increase sales and marketing expense to amplify brand, support new product launches and marketing in new geographies and adjacencies
- General and administration expense reflects increased investment to support our global growth, inclusion of management teams of 26 strategic assets, additional headcount in corporate functions. G&A ratio stable yoy

Operating expenses
% of total revenue



Operating expenses
$m



WiseTech GLOBAL

1H19 Cash flow profile

Healthy operating and free cash flow

- Strong operating performance delivered continuing increase in operating cash flow
- Free cash flow rose to $30.7m with operating cash flow conversion ratio above 100%
- Continued high conversion of EBITDA into operating cash flow
  - Non-cash items in EBITDA mainly reflect share-based payments
  - Negative working capital movement reflects increase in accounts receivable due to revenue growth, partially offset by customer deposits
- Continued expenditure on development and innovation
  - $18.3m capitalised development investment
- Other net capital expenditure mainly reflects data centre additions and cost related with new office facilities

$m	1H18[2]	2H18[2]	1H19
EBITDA	**31.8**	**46.2**	**48.5**
Non-cash items in EBITDA	2.8	5.3	3.2
Change in working capital	(4.2)	(0.6)	(0.4)
Operating cash flow	**30.4**	**50.9**	**51.4**
Capitalised development investment[1]	(15.9)	(16.9)	(18.3)
Other net capital expenditure	(2.6)	(2.4)	(2.4)
Free cash flow	**11.9**	**31.6**	**30.7**
Key operating metrics			
Operating cash flow conversion ratio	96%	110%	**106%**
Free cash flow conversion ratio	37%	68%	**63%**

1. Includes expenditure on patents and purchased external software licences.
2. Previous comparatives have been adjusted to remove non-cash items.

WiseTech GLOBAL

Summary statement of financial position

Solid 1H19 capital position to drive further strategic growth

- Cash generation and funding alternatives in place to drive strategic growth initiatives – including share issuance to vendors as part payment for acquisitions and debt facility of $190m available with further $200m accordion capacity (up from previous total $100m)
- Cash and cash equivalents change also reflects payments for 11 strategic acquisitions
- Increase in trade and other receivables reflects impact of acquisitions, timing of invoices for large customers and organic revenue growth
- Increase in intangible assets reflects significant acquisition goodwill and continuing product investments
- Increase in other current and non-current liabilities reflects contingent earnouts for all strategic acquisitions and prepaid customer deposits
- Increase in share capital reflects shares issued to partly fund upfront acquisition payments
- Interim dividend declared, fully-franked, 1.5 cents per share with up to $4.6m payable in April 2019

$m	30 June 2018	31 December 2018
Current assets		
Cash and cash equivalents	121.8	42.2
Trade receivables	28.0	40.8
Other current assets	11.0	12.1
Total current assets	**160.8**	**95.1**
Non-current assets		
Intangible assets	360.3	650.8
Property, plant and equipment	14.3	14.9
Other non-current assets	1.8	1.9
Total non-current assets	**376.4**	**667.6**
Total assets	**537.2**	**762.7**
Current liabilities		
Trade and other payables	23.1	25.8
Borrowings	1.1	0.4
Deferred revenue	10.1	14.9
Other current liabilities	45.3	96.8
Total current liabilities	**79.6**	**137.9**
Non-current liabilities		
Borrowings	1.4	30.1
Deferred tax liabilities	23.9	30.3
Other non-current liabilities	80.2	176.6
Total non-current liabilities	**105.5**	**237.0**
Total liabilities	**185.1**	**374.9**
Net assets	**352.2**	**387.8**
Equity		
Share capital	288.8	308.0
Reserves	(22.2)	(16.4)
Retained earnings	85.1	96.2
Non-controlling interests	0.4	-
Total equity	**352.2**	**387.8**

WiseTech GLOBAL

Acquisitions – integration process + value components

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

3 – 12 months

Integrate target

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

Interface CargoWise One acquired product swiftly

Foothold 12 – 24 months
Adjacencies 3+ years

Develop product

Product development utilising
Universal Customs Engine
Localisation
Content systems
E-learning platform
CargoWise One languages
Innovation and expansion
Move to full "embedded" product

0 – 36 months

Grow revenue

Global customers access new capability integrated in CargoWise One

Immediate revenue once capability is embedded in global platform, transaction-based licence

Conversion of acquired customer base

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

Acquired customers – multi-region rollout

Acquired customers – expand usage

Acquired customers – expand usage

Full global rollout capability (aligned with global FF rollouts)

Increases with each embedded solution completed

Web-based services e.g.:
- *Denied Party Screening*
- *International E-commerce*
- *Address Validation*
- *Accounting*
- *Electronic Invoicing*
- *Master Data Control Portal*
- *Spatial Technology*
- *Transit/Bonded Warehouse*

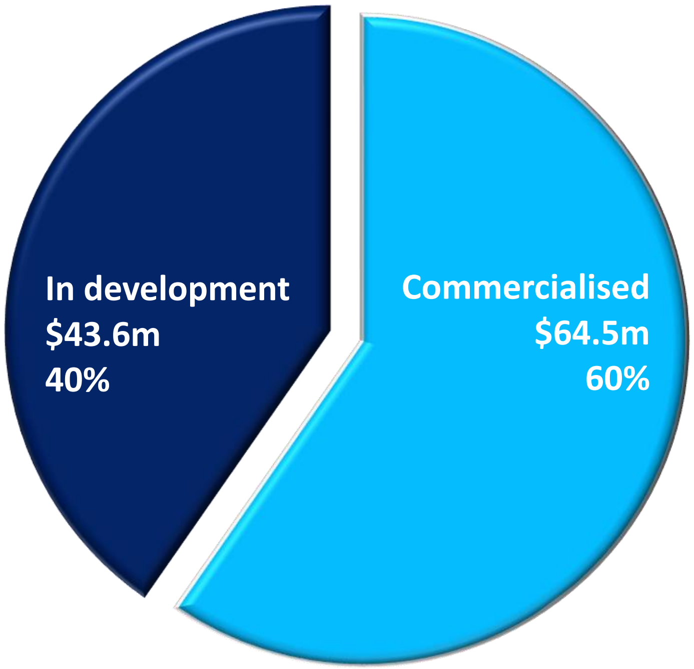
Build out regional components of global capability and make swiftly available e.g.: BorderWise

Capitalised development and amortisation

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

- Capitalised development comprises:
  - In development – labour and overhead costs relating to the development of new modules and products
  - Commercialised – labour and overhead costs relating to enhancements to existing modules generating revenue
  - Certain specialist external software used within CargoWise One
  - Patents
- Workflow management tool, PAVE, is used to accurately track development hours and activity
- Most commercialised software is amortised over a 10 year period
- 1H19 amortisation is $5.0m
- Total commercialised $94.2m life to date, accumulated amortisation $29.7m
- 'In development' will be amortised once commercialised in the future. We undertake impairment testing annually to support recovery of capitalised amounts

Net book value of capitalised development
31 December 2018



WiseTech GLOBAL

Regulatory and trade changes are <u>tailwinds</u>

We invest our regulatory experts and development teams in ensuring CargoWise One fully compliant globally

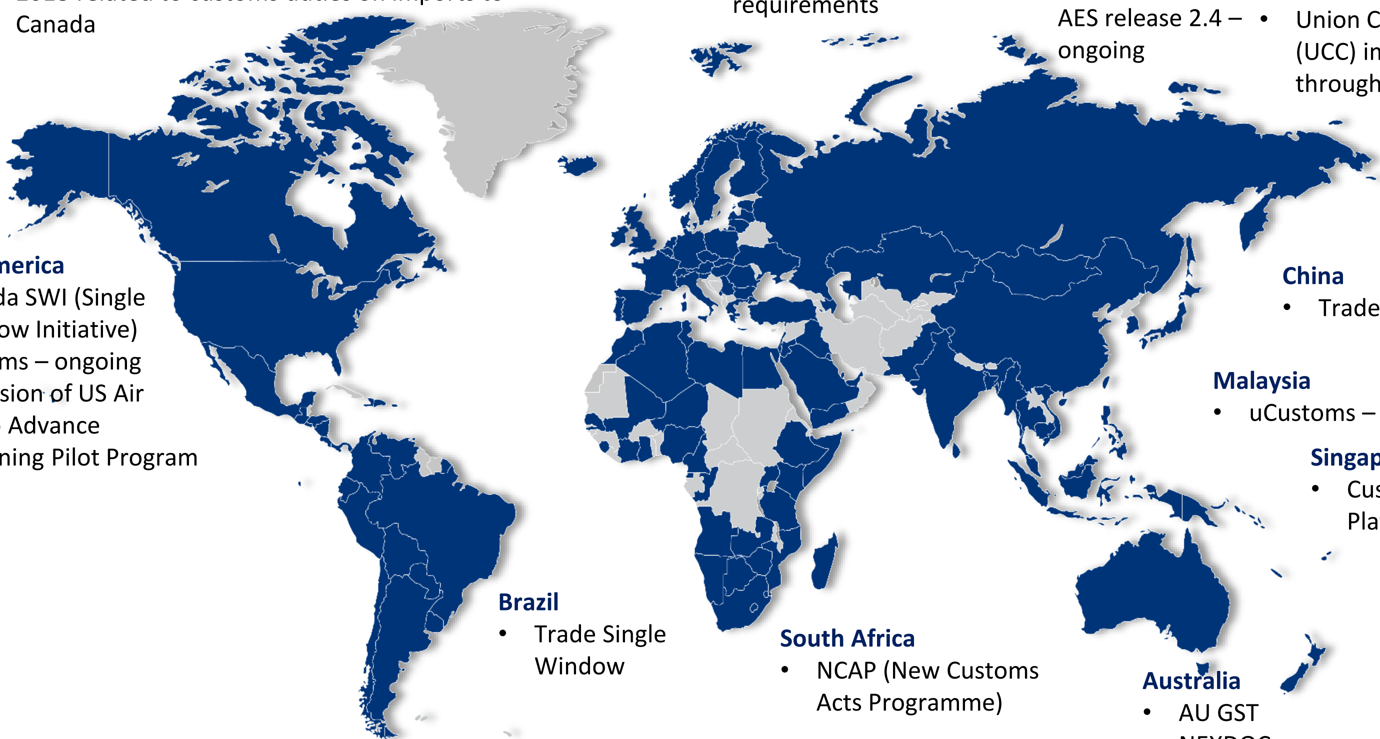
Global trade changes and updates in tariffs and regulations are a positive driver for CargoWise One adoption as we are swift to market with our solution upgrades and compliance changes – importantly, changes to local requirements influence logistics providers to seek updated software solutions.

World
- ASYCUDA World/UNCTAD – over 90 smaller countries ongoing
- Revised Trans-Pacific Partnership agreement in Dec 2018 related to customs duties on imports to Canada

UK
- CDS platform to replace CHIEF on-going
- Brexit new border requirements

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

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



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

China
- Trade Single Window

Malaysia
- uCustoms – ongoing

Singapore
- Customs National Trade Platform – ongoing

Brazil
- Trade Single Window

South Africa
- NCAP (New Customs Acts Programme)

Australia
- AU GST
- NEXDOC

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

International Offer Restrictions

This document does not constitute an offer of new ordinary shares ("New Shares") of the Company in any jurisdiction in which it would be unlawful. In particular, this document may not be distributed to any person, and the New Shares may not be offered or sold, in any country outside Australia except to the extent permitted below.

Canada (British Columbia and Ontario provinces)
This document constitutes an offering of New Shares only in the Provinces of British Columbia and Ontario (the "Provinces") and to those persons to whom they may be lawfully distributed in the Provinces, and only by persons permitted to sell such New Shares. This document is not, and under no circumstances is to be construed as, an advertisement or a public offering of securities in the Provinces. This document may only be distributed in the Provinces to persons that are "accredited investors" within the meaning of NI 45-106 – *Prospectus Exemptions*, of the Canadian Securities Administrators.

No securities commission or similar authority in the Provinces has reviewed or in any way passed upon this document, the merits of the New Shares or the offering of New Shares and any representation to the contrary is an offence.

No prospectus has been, or will be, filed in the Provinces with respect to the offering of New Shares or the resale of such securities. Any person in the Provinces lawfully participating in the offer will not receive the information, legal rights or protections that would be afforded had a prospectus been filed and receipted by the securities regulator in the applicable Province. Furthermore, any resale of the New Shares in the Provinces must be made in accordance with applicable Canadian securities laws which may require resales to be made in accordance with exemptions from dealer registration and prospectus requirements. These resale restrictions may in some circumstances apply to resales of the New Shares outside Canada and, as a result, Canadian purchasers should seek legal advice prior to any resale of the New Shares.

The Company as well as its directors and officers may be located outside Canada and, as a result, it may not be possible for purchasers to effect service of process within Canada upon the Company or its directors or officers. All or a substantial portion of the assets of the Company and such persons may be located outside Canada and, as a result, it may not be possible to satisfy a judgment against the Company or such persons in Canada or to enforce a judgment obtained in Canadian courts against the Company or such persons outside Canada.

Any financial information contained in this document has been prepared in accordance with Australian Accounting Standards and also comply with International Financial Reporting Standards and interpretations issued by the International Accounting Standards Board. Unless stated otherwise, all dollar amounts contained in this document are in Australian dollars.

Statutory rights of action for damages and rescission

Securities legislation in certain of the Provinces may provide purchasers with, in addition to any other rights they may have at law, rights of rescission or to damages, or both, when an offering memorandum that is delivered to purchasers contains a misrepresentation. These rights and remedies must be exercised within prescribed time limits and are subject to the defenses contained in applicable securities legislation. Prospective purchasers should refer to the applicable provisions of the securities legislation of their respective Province for the particulars of these rights or consult with a legal adviser.

The following is a summary of the statutory rights of rescission or to damages, or both, available to purchasers in Ontario. In Ontario, every purchaser of the New Shares purchased pursuant to this document (other than (a) a "Canadian financial institution" or a "Schedule III bank" (each as defined in NI 45-106), (b) the Business Development Bank of Canada or (c) a subsidiary of any person referred to in (a) or (b) above, if the person owns all the voting securities of the subsidiary, except the voting securities required by law to be owned by the directors of that subsidiary) shall have a statutory right of action for damages and/or rescission against the Company if this document or any amendment thereto contains a misrepresentation. If a purchaser elects to exercise the right of action for rescission, the purchaser will have no right of action for damages against the Company. This right of action for rescission or damages is in addition to and without derogation from any other right the purchaser may have at law. In particular, Section 130.1 of the Securities Act (Ontario) provides that, if this document contains a misrepresentation, a purchaser who purchases the New Shares during the period of distribution shall be deemed to have relied on the misrepresentation if it was a misrepresentation at the time of purchase and has a right of action for damages or, alternatively, may elect to exercise a right of rescission against the Company, provided that (a) the Company will not be liable if it proves that the purchaser purchased the New Shares with knowledge of the misrepresentation; (b) in an action for damages, the Company is not liable for all or any portion of the damages that the Company proves does not represent the depreciation in value of the New Shares as a result of the misrepresentation relied upon; and (c) in no case shall the amount recoverable exceed the price at which the New Shares were offered.

Section 138 of the *Securities Act* (Ontario) provides that no action shall be commenced to enforce these rights more than (a) in the case of any action for rescission, 180 days after the date of the transaction that gave rise to the cause of action or (b) in the case of any action, other than an action for rescission, the earlier of (i) 180 days after the purchaser first had knowledge of the fact giving rise to the cause of action or (ii) three years after the date of the transaction that gave rise to the cause of action. These rights are in addition to and not in derogation from any other right the purchaser may have.

Certain Canadian income tax considerations. Prospective purchasers of the New Shares should consult their own tax adviser with respect to any taxes payable in connection with the acquisition, holding or disposition of the New Shares as any discussion of taxation related matters in this document is not a comprehensive description and there are a number of substantive Canadian tax compliance requirements for investors in the Provinces.

International Offer Restrictions (continued)

European Economic Area - Belgium, Denmark, Germany, Luxembourg and Netherlands
This document has been prepared on the basis that all offers of New Shares will be made pursuant to an exemption under the Directive 2003/71/EC ("Prospectus Directive"), as amended and implemented in Member States of the European Economic Area (each, a "Relevant Member State"), from the requirement to publish a prospectus for offers of securities.

An offer to the public of New Shares has not been made, and may not be made, in a Relevant Member State except pursuant to one of the following exemptions under the Prospectus Directive as implemented in the Relevant Member State:

- to any legal entity that is authorized or regulated to operate in the financial markets or whose main business is to invest in financial instruments unless such entity has requested to be treated as a non-professional client in accordance with the EU Markets in Financial Instruments Directive (Directive 2014/65/EC, "MiFID II") and the MiFID II Delegated Regulation (EU) 2017/565;
- to any legal entity that satisfies two of the following three criteria: (i) balance sheet total of at least €20,000,000; (ii) annual net turnover of at least €40,000,000 and (iii) own funds of at least €2,000,000 (as shown on its last annual unconsolidated or consolidated financial statements) unless such entity has requested to be treated as a non-professional client in accordance with MiFID II and the MiFID II Delegated Regulation (EU) 2017/565;
- to any person or entity who has requested to be treated as a professional client in accordance with MiFID II; or
- to any person or entity who is recognised as an eligible counterparty in accordance with Article 30 of the MiFID II unless such entity has requested to be treated as a non-professional client in accordance with the MiFID II Delegated Regulation (EU) 2017/565.

France
This document is not being distributed in the context of a public offering of financial securities (offre au public de titres financiers) in France within the meaning of Article L.411-1 of the French Monetary and Financial Code (Code monétaire et financier) and Articles 211-1 *et seq*. of the General Regulation of the French Autorité des marchés financiers ("AMF"). The New Shares have not been offered or sold and will not be offered or sold, directly or indirectly, to the public in France.

This document and any other offering material relating to the New Shares have not been, and will not be, submitted to the AMF for approval in France and, accordingly, may not be distributed (directly or indirectly) to the public in France. Such offers, sales and distributions have been and shall only be made in France to qualified investors (investisseurs qualifiés) acting for their own account, as defined in and in accordance with Articles L.411-2-II-2, D.411-1, L.533-16, L.533-20, D.533-11, D.533-13, D.744-1, D.754-1 and D.764-1 of the French Monetary and Financial Code and any implementing regulation.

Pursuant to Article 211-3 of the General Regulation of the AMF, investors in France are informed that the New Shares cannot be distributed (directly or indirectly) to the public by the investors otherwise than in accordance with Articles L.411-1, L.411-2, L.412-1 and L.621-8 to L.621-8-3 of the French Monetary and Financial Code.

Hong Kong
WARNING: This document has not been, and will not be, registered as a prospectus under the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32) of Hong Kong, nor has it been authorised by the Securities and Futures Commission in Hong Kong pursuant to the Securities and Futures Ordinance (Cap. 571) of the Laws of Hong Kong (the "SFO"). No action has been taken in Hong Kong to authorise or register this document or to permit the distribution of this document or any documents issued in connection with it. Accordingly, the New Shares have not been and will not be offered or sold in Hong Kong other than to "professional investors" (as defined in the SFO and any rules made under that ordinance).

No advertisement, invitation or document relating to the New Shares has been or will be issued, or has been or will be in the possession of any person for the purpose of issue, in Hong Kong or elsewhere that is directed at, or the contents of which are likely to be accessed or read by, the public of Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to New Shares that are or are intended to be disposed of only to persons outside Hong Kong or only to professional investors. No person allotted New Shares may sell, or offer to sell, such securities in circumstances that amount to an offer to the public in Hong Kong within six months following the date of issue of such securities.

The contents of this document have not been reviewed by any Hong Kong regulatory authority. You are advised to exercise caution in relation to the offer. If you are in doubt about any contents of this document, you should obtain independent professional advice.

Ireland
The information in this document does not constitute a prospectus under any Irish laws or regulations and this document has not been filed with or approved by any Irish regulatory authority as the information has not been prepared in the context of a public offering of securities in Ireland within the meaning of the Irish Prospectus (Directive 2003/71/EC) Regulations 2005, as amended (the "Prospectus Regulations"). The New Shares have not been offered or sold, and will not be offered, sold or delivered directly or indirectly in Ireland by way of a public offering, except to "qualified investors" as defined in Regulation 2(l) of the Prospectus Regulations.

International Offer Restrictions (continued)

Italy

The offering of the New Shares in the Republic of Italy has not been authorized by the Italian Securities and Exchange Commission (Commissione Nazionale per le Società e la Borsa, "CONSOB") pursuant to the Italian securities legislation and, accordingly, no offering material relating to the New Shares may be distributed in Italy and the New Shares may not be offered or sold in Italy in a public offer within the meaning of Article 1.1(t) of Legislative Decree No. 58 of 24 February 1998, as amended ("Decree No. 58"), other than:

- to qualified investors ("Qualified Investors"), as defined in Article 100 of Decree No. 58 by reference to Article 34-ter of CONSOB Regulation no. 11971 of 14 May 1999, as amended ("Regulation No. 1197l"); and
- in other circumstances that are exempt from the rules on public offer pursuant to Article 100 of Decree No. 58 and Article 34-ter of Regulation No. 11971.

Any offer, sale or delivery of the New Shares or distribution of any offer document relating to the New Shares in Italy (excluding placements where a Qualified Investor solicits an offer from the issuer) under the paragraphs above must be:

- made by investment firms, banks or financial intermediaries permitted to conduct such activities in Italy in accordance with Legislative Decree No. 385 of 1 September 1993 (as amended), Decree No. 58, CONSOB Regulation No. 16190 of 29 October 2007 (as amended) and any other applicable laws;
- in compliance with Article 129 of the Italian Banking Act and the implementing guidelines of the Bank of Italy, as amended, pursuant to which the Bank of Italy may request information on the offering or issue of securities in Italy; and
- in compliance with all relevant Italian securities, tax and exchange controls and any other applicable laws.

Investors should also note that, in any subsequent distribution of New Shares in Italy, Article 100-bis of Decree No. 58 may require compliance with the law relating to public offers of securities. Furthermore, when New Shares are placed solely with Qualified Investors and are then systematically resold on the secondary market at any time in the 12 months following such placing, purchasers of New Shares who are acting outside of the course of their business or profession may in certain circumstances be entitled to declare such purchase void and, in addition, to claim damages from any authorised person at whose premises the New Shares were purchased, unless an exemption under Decree No. 58 applies.

New Zealand

This document has not been registered, filed with or approved by any New Zealand regulatory authority under the Financial Markets Conduct Act 2013 (the "FMC Act"). The New Shares are not being offered or sold in New Zealand (or allotted with a view to being offered for sale in New Zealand) other than to a person who:

- is an investment business within the meaning of clause 37 of Schedule 1 of the FMC Act;
- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
- is large within the meaning of clause 39 of Schedule 1 of the FMC Act;
- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
- is an eligible investor within the meaning of clause 41 of Schedule 1 of the FMC Act.

Norway

This document has not been approved by, or registered with, any Norwegian securities regulator under the Norwegian Securities Trading Act of 29 June 2007. Accordingly, this document shall not be deemed to constitute an offer to the public in Norway within the meaning of the Norwegian Securities Trading Act of 2007.

The New Shares may not be offered or sold, directly or indirectly, in Norway except to "professional clients" (as defined in Norwegian Securities Regulation of 29 June 2007 no. 876 and including non-professional clients having met the criteria for being deemed to be professional and for which an investment firm has waived the protection as non-professional in accordance with the procedures in this regulation).

Singapore

This document and any other materials relating to the New Shares have not been, and will not be, lodged or registered as a prospectus in Singapore with the Monetary Authority of Singapore. Accordingly, this document and any other document or materials in connection with the offer or sale, or invitation for subscription or purchase, of New Shares, may not be issued, circulated or distributed, nor may the New Shares be offered or sold, or be made the subject of an invitation for subscription or purchase, whether directly or indirectly, to persons in Singapore except pursuant to and in accordance with exemptions in Subdivision (4) Division 1, Part XIII of the Securities and Futures Act, Chapter 289 of Singapore (the "SFA"), or as otherwise pursuant to, and in accordance with the conditions of any other applicable provisions of the SFA.

This document has been given to you on the basis that you are (i) an existing holder of the Company's shares, (ii) an "institutional investor" (as defined in the SFA) or (iii) an "accredited investor" (as defined in the SFA). In the event that you are not an investor falling within any of the categories set out above, please return this document immediately. You may not forward or circulate this document to any other person in Singapore.

Any offer is not made to you with a view to the New Shares being subsequently offered for sale to any other party. There are on-sale restrictions in Singapore that may be applicable to investors who acquire New Shares. As such, investors are advised to acquaint themselves with the SFA provisions relating to resale restrictions in Singapore and comply accordingly.

International Offer Restrictions (continued)

Sweden

This document has not been, and will not be, registered with or approved by Finansinspektionen (the Swedish Financial Supervisory Authority). Accordingly, this document may not be made available, nor may the New Shares be offered for sale in Sweden, other than under circumstances that are deemed not to require a prospectus under the Swedish Financial Instruments Trading Act (1991:980) (*Sw. lag (1991:980) om handel med finansiella instrument*). Any offering of New Shares in Sweden is limited to persons who are "qualified investors" (as defined in the Financial Instruments Trading Act). Only such investors may receive this document and they may not distribute it or the information contained in it to any other person.

Switzerland

The New Shares may not be publicly offered in Switzerland and will not be listed on the SIX Swiss Exchange or any other stock exchange or regulated trading facility in Switzerland. Neither this document nor any other offering material relating to the New Shares (i) constitutes a prospectus or a similar notice as such terms are understood under art. 652a, art. 752 or art. 1156 of the Swiss Code of Obligations or a listing prospectus within the meaning of art. 27 *et seqq*. of the SIX Listing Rules or (ii) has been or will be filed with or approved by any Swiss regulatory authority. In particular, this document will not be filed with, and the offer of New Shares will not be supervised by, the Swiss Financial Market Supervisory Authority (FINMA).

Neither this document nor any other offering material relating to the New Shares may be publicly distributed or otherwise made publicly available in Switzerland. The New Shares will only be offered to regulated financial intermediaries such as banks, securities dealers, insurance institutions and fund management companies as well as institutional investors with professional treasury operations. This document is personal to the recipient and not for general circulation in Switzerland.

United Arab Emirates

Neither this document nor the New Shares have been approved, disapproved or passed on in any way by the Emirates Securities and Commodities Authority ("ESCA") or any other governmental authority in the United Arab Emirates. The Company has not received authorisation or licensing from the ESCA or any other governmental authority in the United Arab Emirates to market or sell the New Shares within the United Arab Emirates. This document does not constitute, and may not be used for the purpose of, an offer of securities in the United Arab Emirates. No services relating to the New Shares, including the receipt of applications may be rendered within the United Arab Emirates.

United Kingdom

Neither this document nor any other document relating to the offer has been delivered for approval to the Financial Conduct Authority in the United Kingdom and no prospectus (within the meaning of section 85 of the Financial Services and Markets Act 2000, as amended ("FSMA")) has been published or is intended to be published in respect of the New Shares.

This document is issued on a confidential basis to "qualified investors" (within the meaning of section 86(7) of the FSMA) in the United Kingdom, and the New Shares may not be offered or sold in the United Kingdom by means of this document, any accompanying letter or any other document, except in circumstances which do not require the publication of a prospectus pursuant to section 86(1) of the FSMA. This document should not be distributed, published or reproduced, in whole or in part, nor may its contents be disclosed by recipients to any other person in the United Kingdom.

Any invitation or inducement to engage in investment activity (within the meaning of section 21 of the FSMA) received in connection with the issue or sale of the New Shares has only been communicated or caused to be communicated and will only be communicated or caused to be communicated in the United Kingdom in circumstances in which section 21(1) of the FSMA does not apply to the Company.

In the United Kingdom, this document is being distributed only to, and is directed at, persons (i) who have professional experience in matters relating to investments falling within Article 19(5) (investment professionals) of the Financial Services and Markets Act 2000 (Financial Promotions) Order 2005 ("FPO"), (ii) who fall within the categories of persons referred to in Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc.) of the FPO or (iii) to whom it may otherwise be lawfully communicated (together "relevant persons"). The investments to which this document relates are available only to, and any offer or agreement to purchase will be engaged in only with, relevant persons. Any person who is not a relevant person should not act or rely on this document or any of its contents.

United States

This Presentation may not be distributed or released in the United States or to any person acting for the account or benefit of any person in the United States. This Presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States or in any other jurisdiction in which such an offer would be illegal. The securities referred to in this Presentation have not been, nor will be, registered under the U.S. Securities Act of 1933, as amended (the U.S. Securities Act), or the securities laws of any state or other jurisdiction of the United States. The securities referred to in this Presentation may not be offered or sold, directly or indirectly, in the United States or to any person acting for the account or benefit of any person in the United States, unless the securities have been registered under the U.S. Securities Act (which WiseTech has no obligation or intention to do or procure) or are offered and sold in a transaction exempt from, or not subject to, the registration requirements of the U.S. Securities Act and any other applicable securities laws.

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www.wisetechglobal.com/investors