ASX Announcement: 2019/23

30 April 2019

WiseTech Global Investor Conference

WiseTech Global is presenting to the Macquarie Australia Conference today in Sydney to provide an overview of our business and strategies. The presentation materials are attached.

//ENDS

About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include 12,000 of the world's logistics companies across 130 countries, including 38 of the top 50 global third party logistics providers and all 25 of the 25 largest global freight forwarders worldwide[1]. Our flagship product, CargoWise One, forms an integral link in the global supply chain and executes over 54 billion data transactions annually. At WiseTech, we are relentless about innovation, adding more than 3,000 product enhancements to our global platform in the past five years while bringing meaningful continual improvement to the world's supply chains. Our breakthrough software solutions are renowned for their powerful productivity, extensive functionality, comprehensive integration, deep compliance capabilities, and truly global reach.

The WiseTech Global group includes CargoWise One, ABM Data Systems, ACO Informatica, BorderWise, Bysoft, Cargoguide, CargoIT, CargoSphere, CMS Transport Systems, Containerchain, CustomsMatters, DataFreight, 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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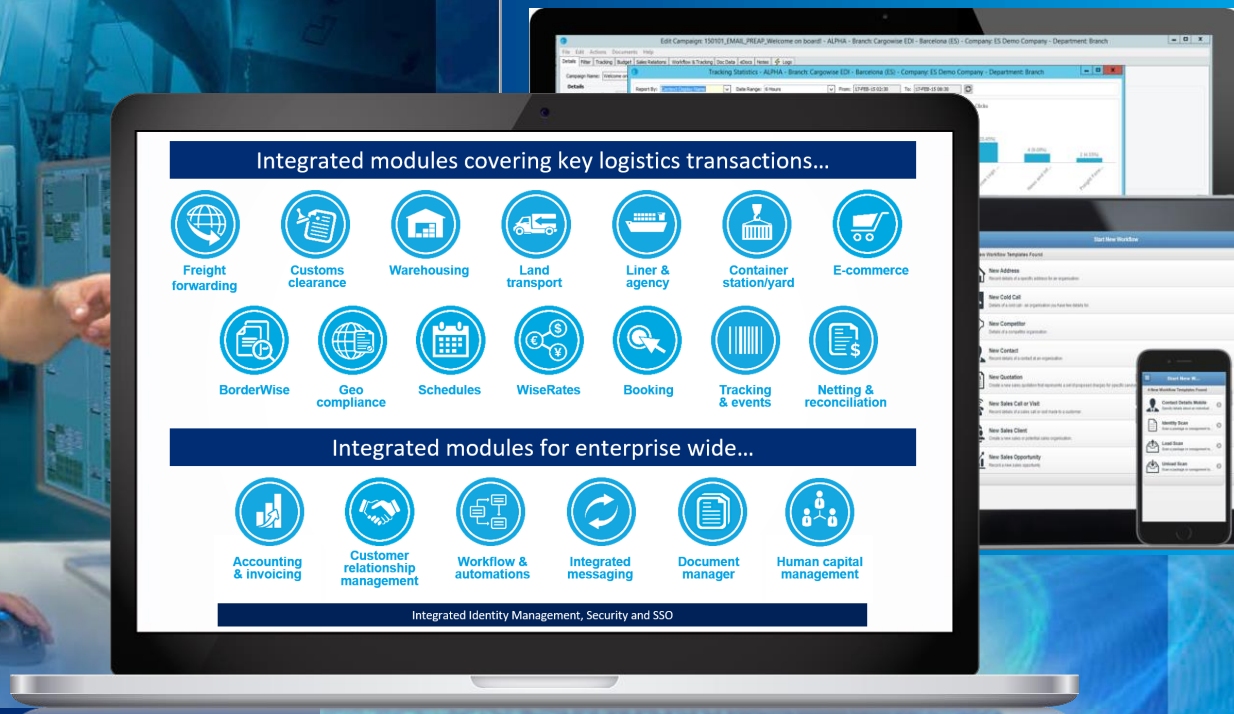
[1] Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2017 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2017 logistics gross revenue/turnover and freight forwarding volumes.

WiseTech GLOBAL

25 YEARS 1994-2019 EMPOWERING LOGISTICS CHANGING THE WORLD



Macquarie Australian Investor Conference

Richard White

Founder and CEO, WiseTech Global - April 2019

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.

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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	Global 2PL	Global 1PL	E-commerce	Government
Top 150 Logistics providers in each vertical and each domestic market	Carriers (Ocean, Air, Rail, Road, LTL, FTL, Parcel, Container)	Shippers and Beneficial Cargo Owners (BCOs)	3PLs Express couriers E-commerce giants Postal services	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

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WiseTech GLOBAL

CargoWise One… operating system for global logistics

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

Relentless platform expansion with over 500 enhancements annually

- ✓ scalable to any size of business
- ✓ global reach – ~130 countries
- ✓ deeply integrated with real time visibility
- ✓ reduces risks, costs and data entry
- ✓ detailed compliance
- ✓ 30 languages
- ✓ data entered only once
- ✓ automations and delegations
- ✓ built-in productivity tools
- ✓ On-Demand/transaction-based licensing
- ✓ global data sets and execution engines
- ✓ swift on-boarding, efficient sales process
- ✓ open-access, cloud enabled
- ✓ available anywhere, anytime

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

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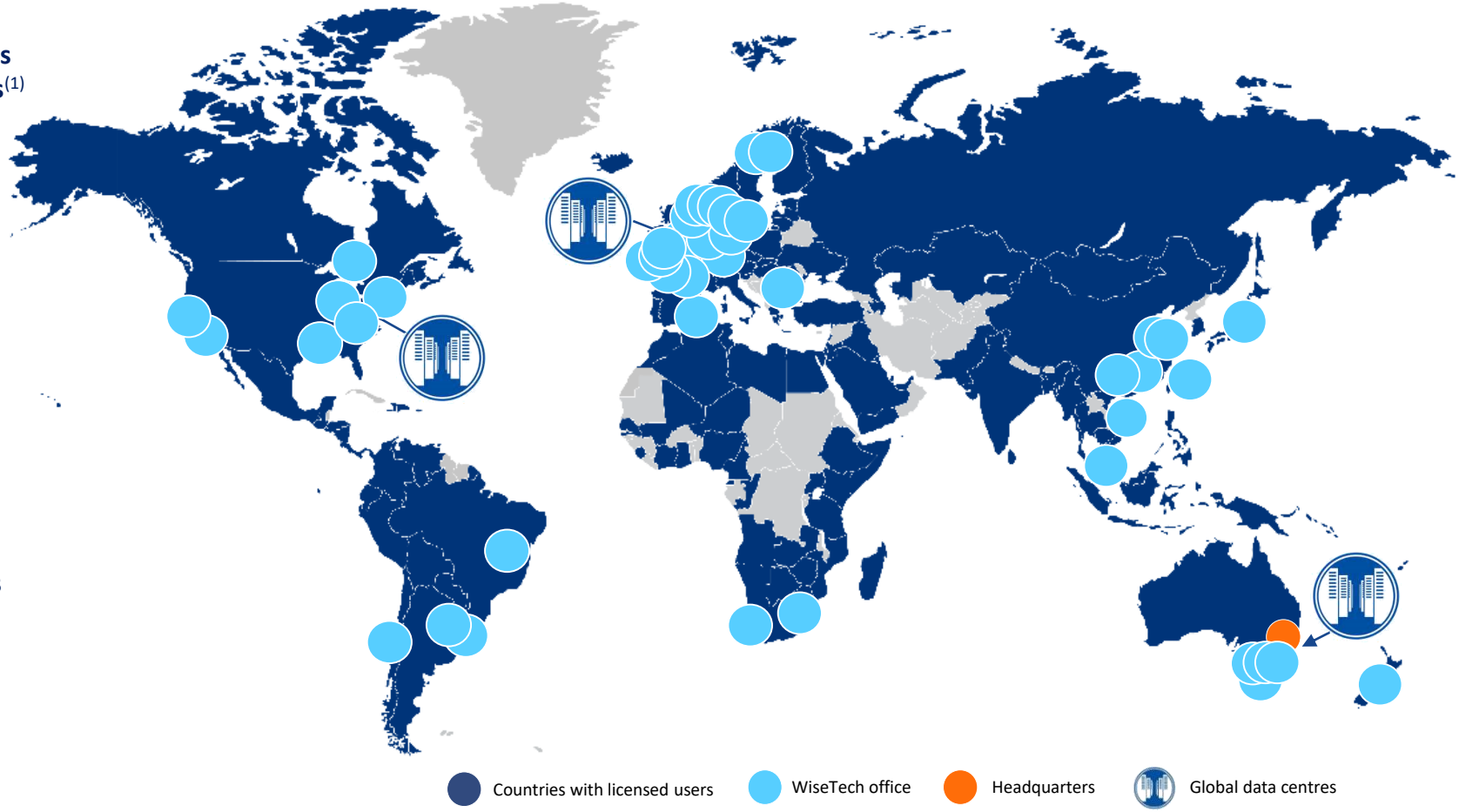
12,000+
logistics organisations globally are customers[1]

~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

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.

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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]

"We have chosen the CargoWise One single platform software solution which fully responds to our needs and ambitions. This new tool will gradually replace all of our existing TMS software."

CEO of Bolloré Logistics,
Thierry Ehrenbogen[3]

1. Armstrong & Associates: Top 25 Global Freight Forwarders List ranked by 2017 logistics gross revenue/turnover.
2. Lloyds Loading List article 4 Dec 2018.
3. Bollore press release issued 24 April 2019

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

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

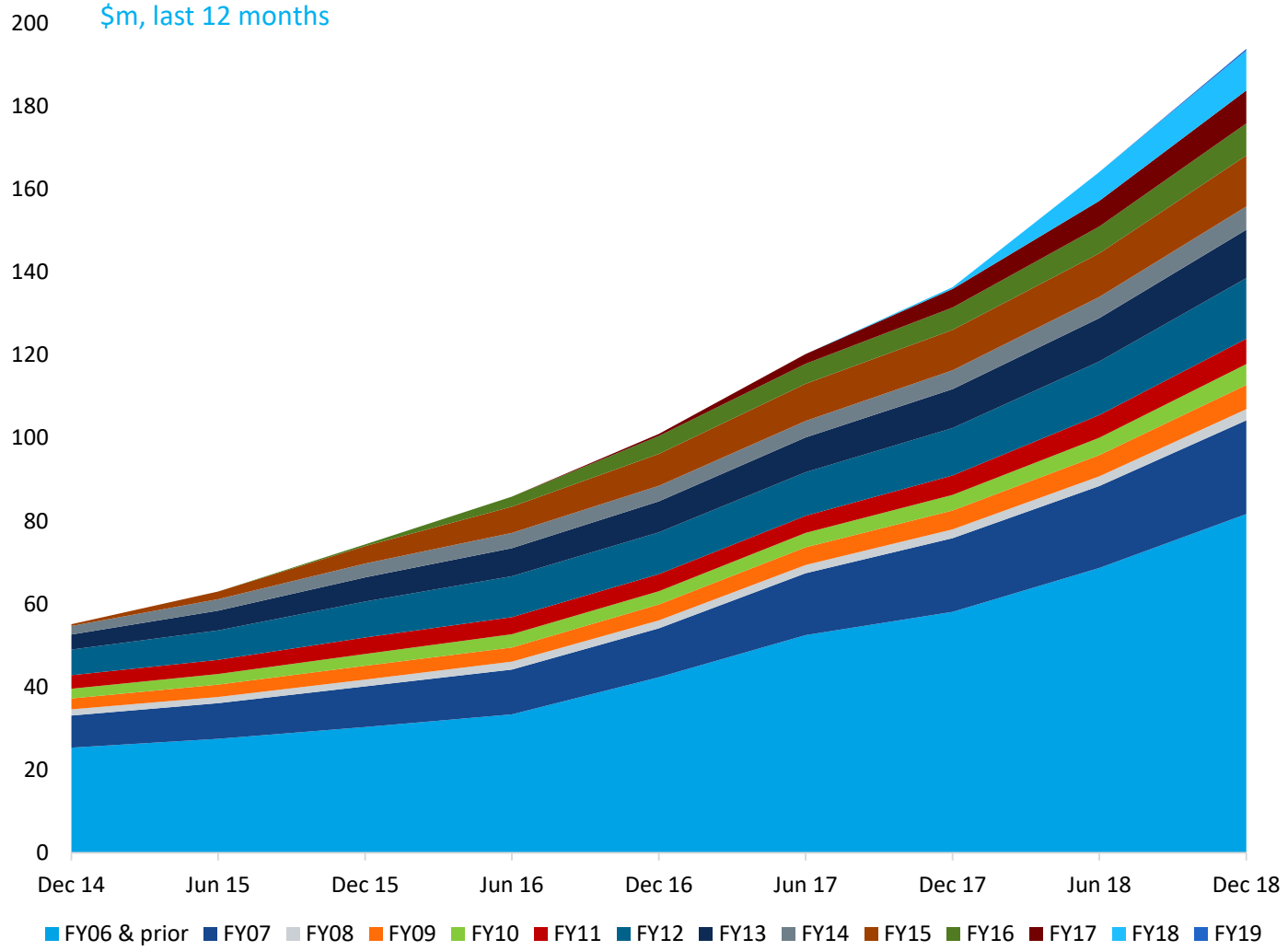
CargoWise One continues significant organic growth during extensive business transformation, licence conversions, development partnerships and pilot programs

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

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

CargoWise One application suite revenue by customer cohort

$m, last 12 months



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High growth outlook for FY19

Execution on strategy to deliver strong growth in FY19

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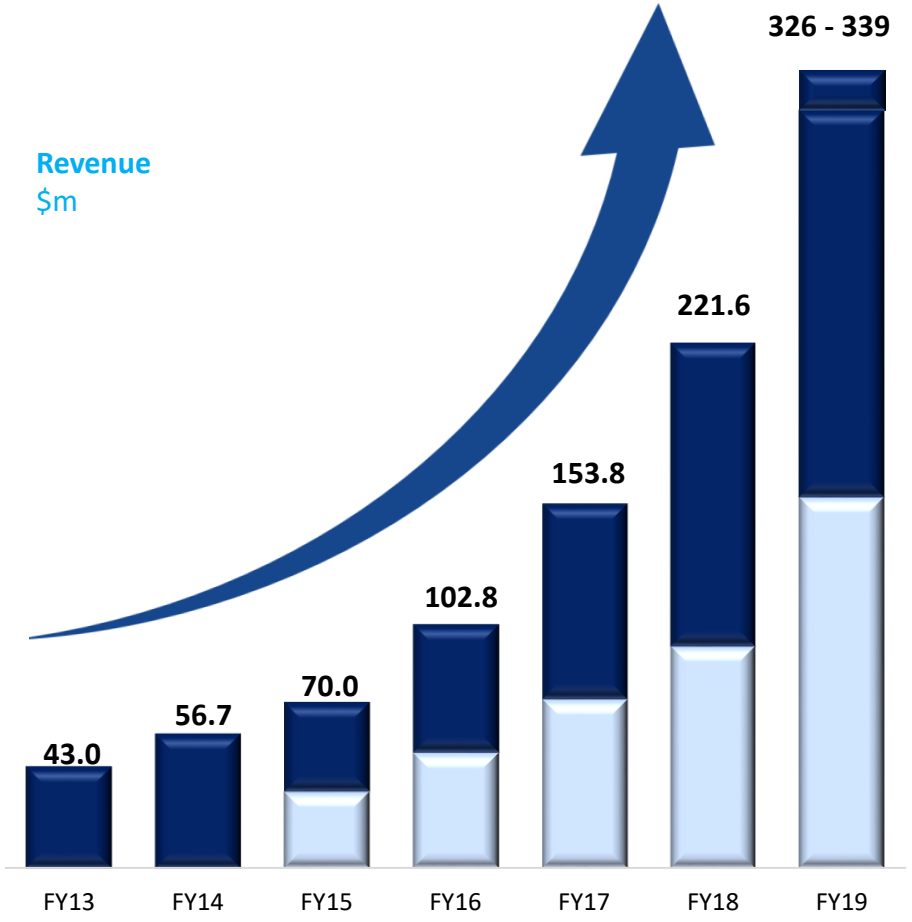


FY19 revenue(1)

$326m - $339m

47% - 53%

FY19 growth vs FY18

FY19 EBITDA(1)

$100m - $105m

28% - 35%

FY19 growth vs FY18

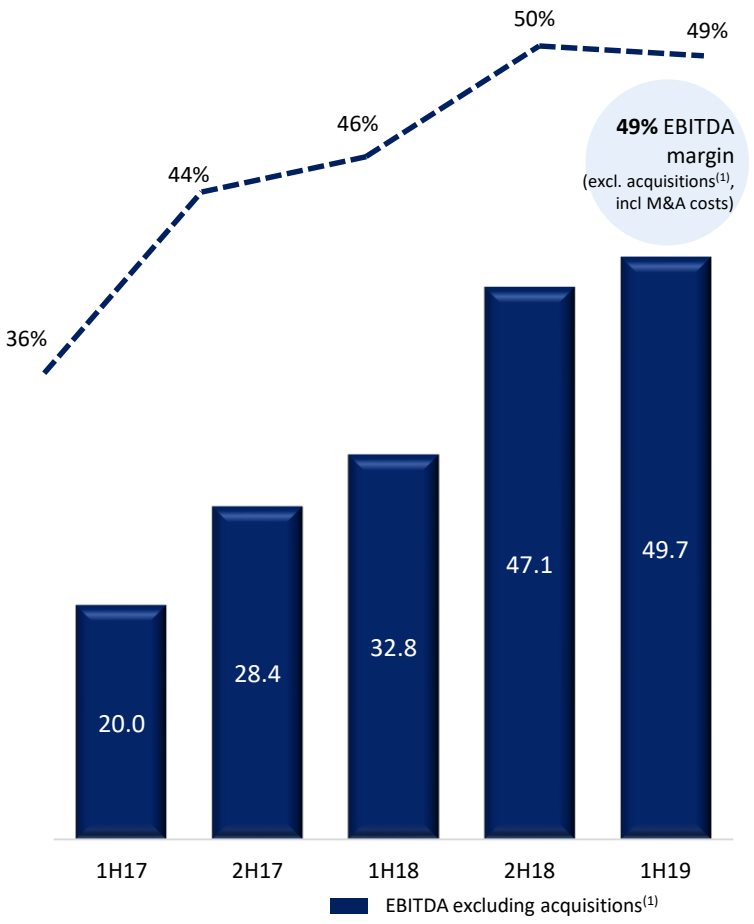
1. Our revenue is invoiced in a range of currencies, reflecting the global nature of our customer base and as a result is impacted by movements in foreign exchange rates. Our FY19 guidance is based on rates provided in the Appendix.

WiseTech GLOBAL

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+)

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

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.

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Powerful growth strategy

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

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Innovation and expansion of our global platform

Transactions/users

Modules

Geographies

Industry consolidation

Greater usage by **existing customers**

Increase **new customers** on the platform

Stimulate **network effects**

Accelerate **organic growth** through **acquisitions**

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

Opportunity – global data, platforms and technology build ecosystem

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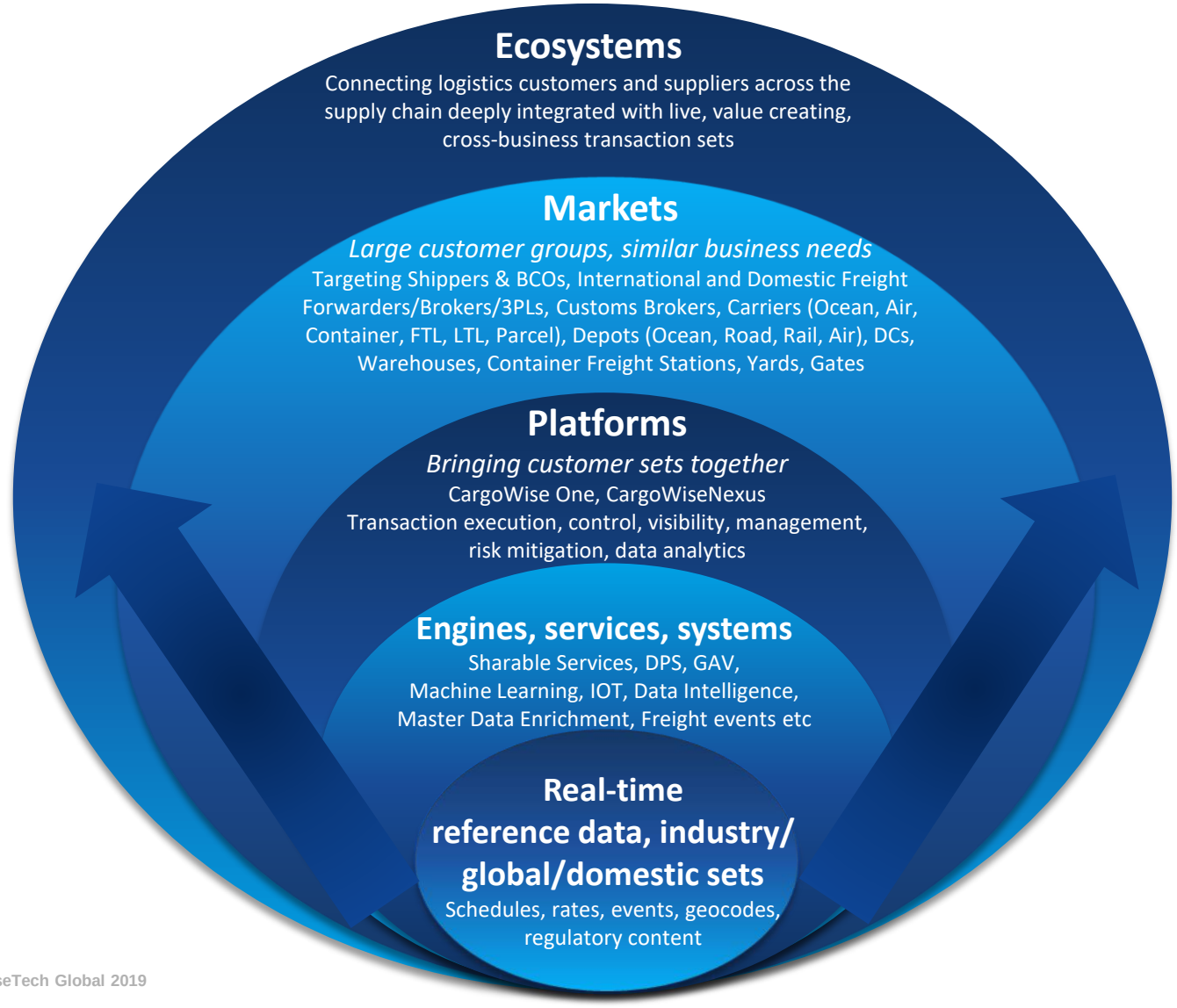

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WiseTech GLOBAL

Widening our reach, building unassailable ecosystems

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

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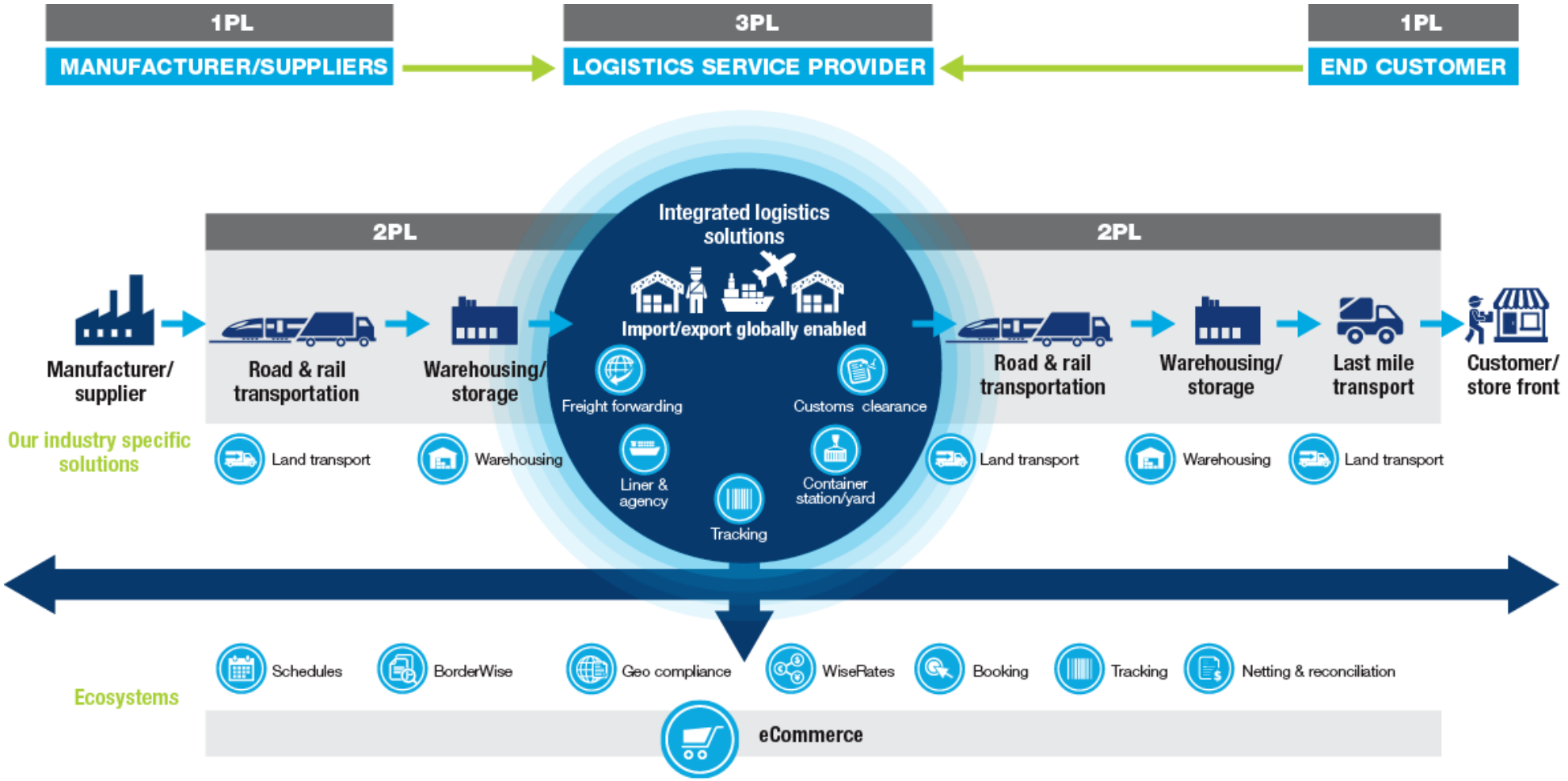

WiseTech GLOBAL

Acquiring businesses for geographic expansion – securing assets swiftly

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

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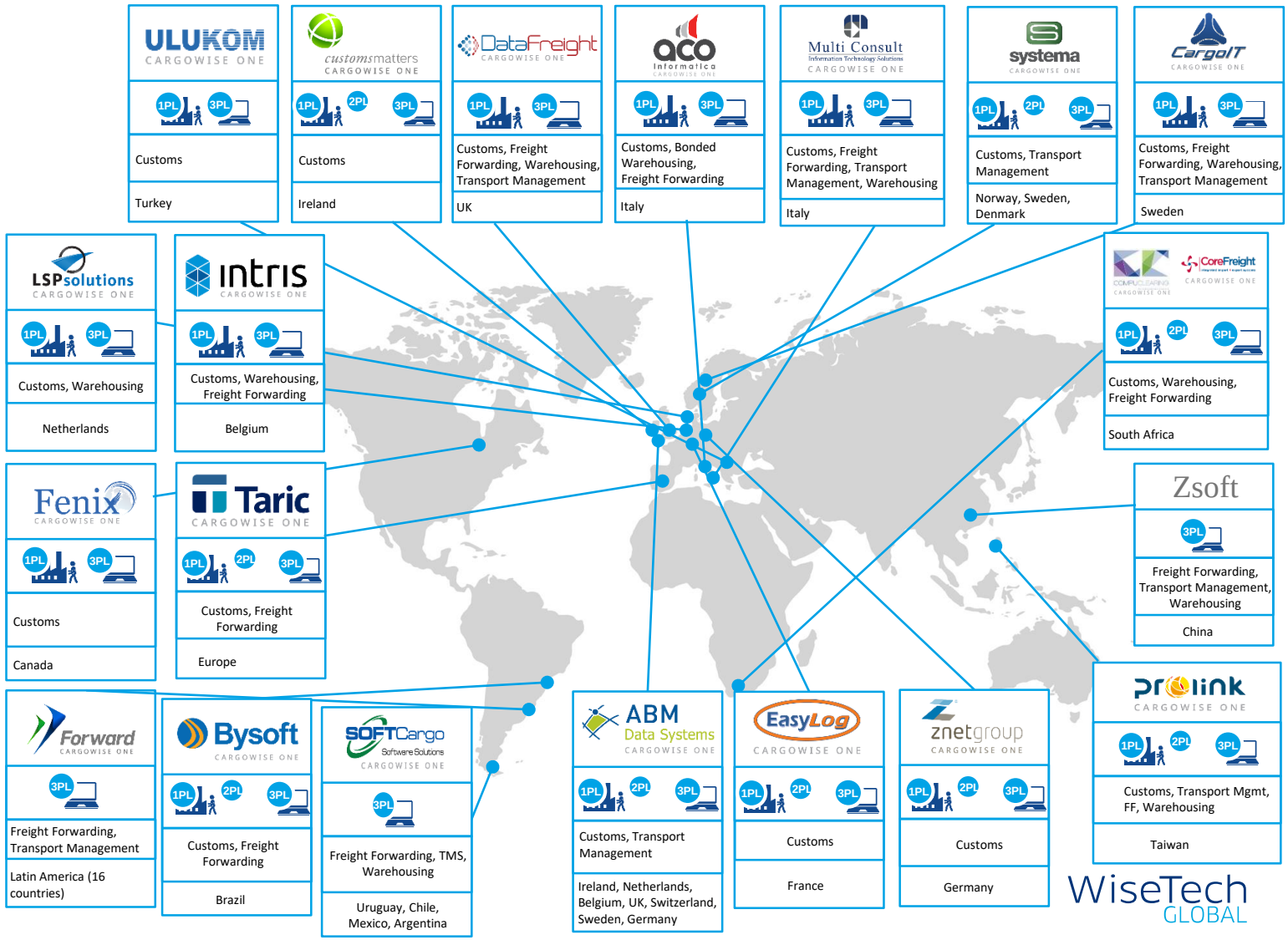
We buy into leading market positions that would take years to build, integrate swiftly and drive value across the platform.

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.

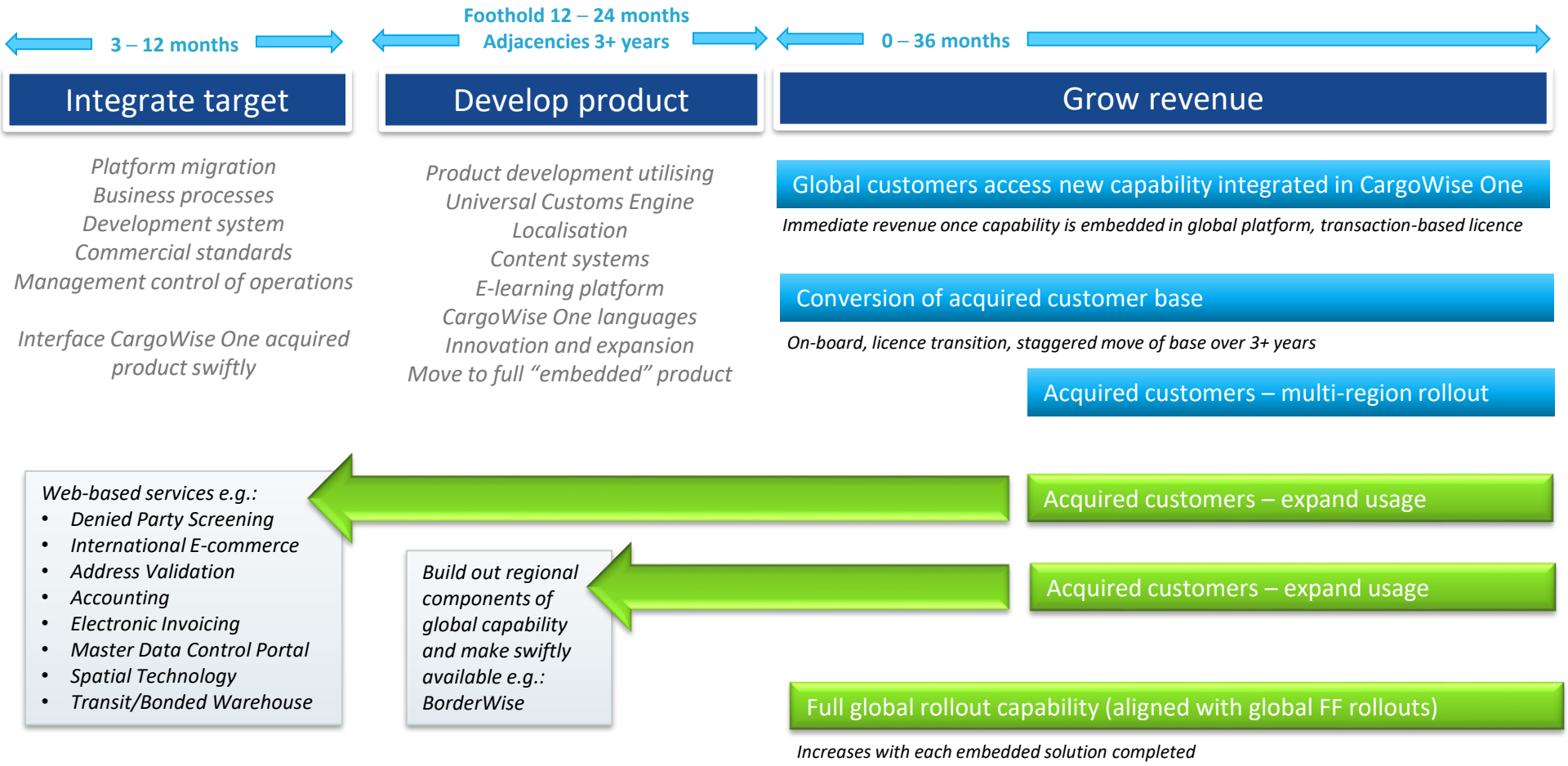
Integration commences immediately. Embedded product build + customer transition over following 3-5yrs.



WiseTech GLOBAL

Acquisitions – integration process + value components

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



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

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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 TRANSPORTATION, INC. 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

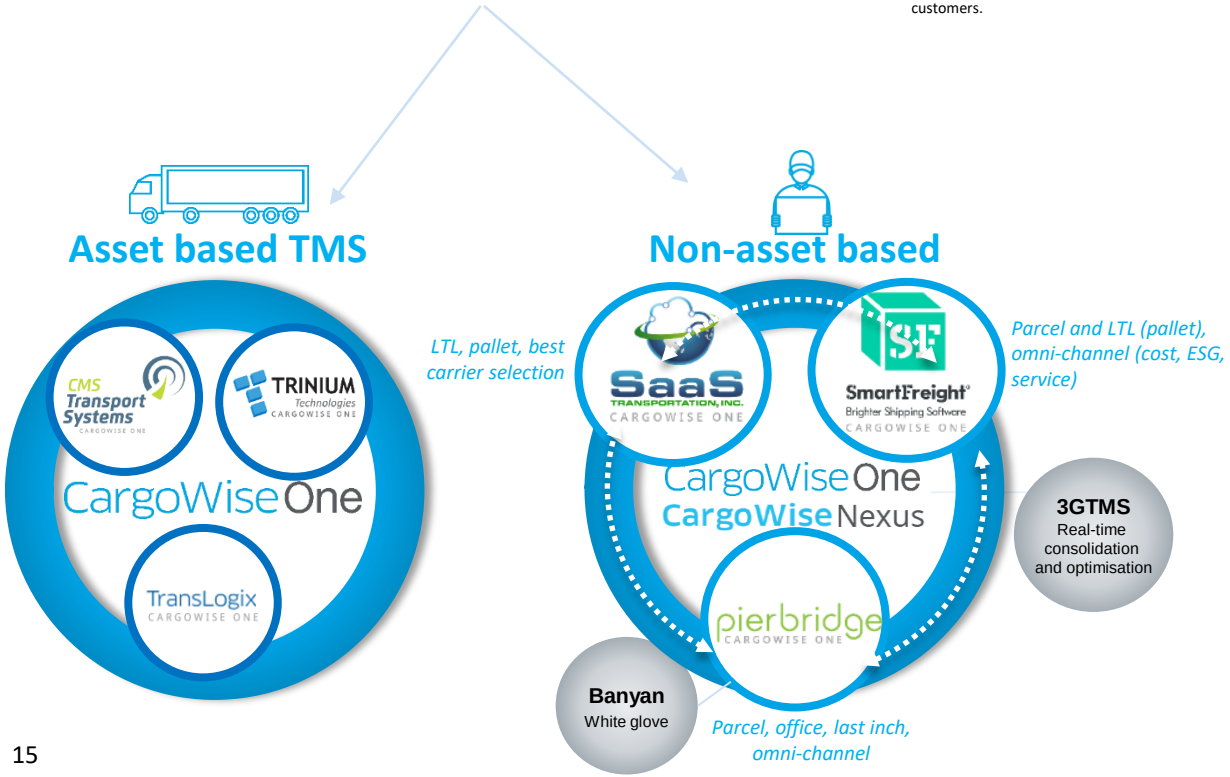
Leading global provider of software solutions to international liner shipping industry – with operations across Germany, US, Philippines and Singapore.

COMPLIANCE DATA

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

Customers: CargoWise Nexus – powerful web portal, connector

Connector between logistics providers, importers, exporters and freight users

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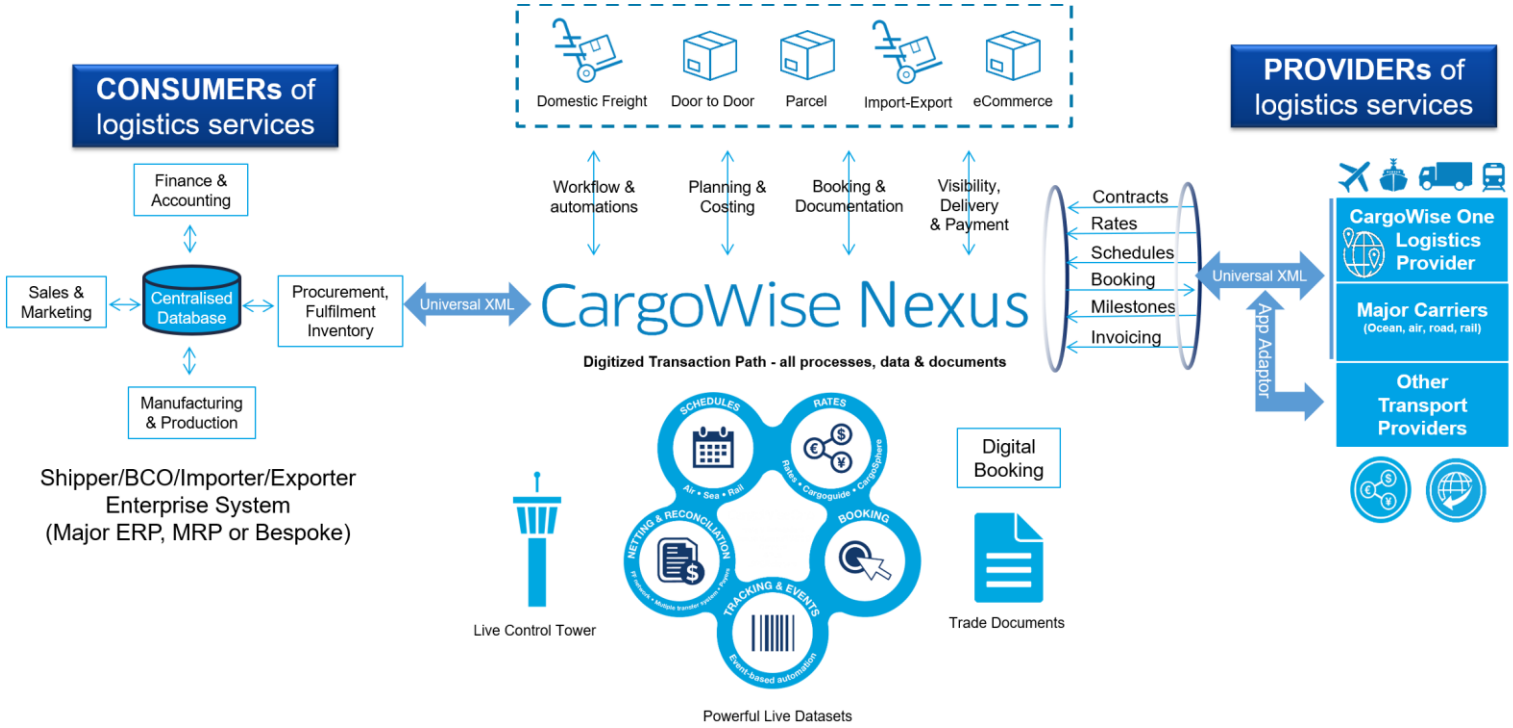
CargoWiseNexus

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

Powerful growth strategy

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

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High growth outlook for FY19

Execution on strategy to deliver strong growth in FY19

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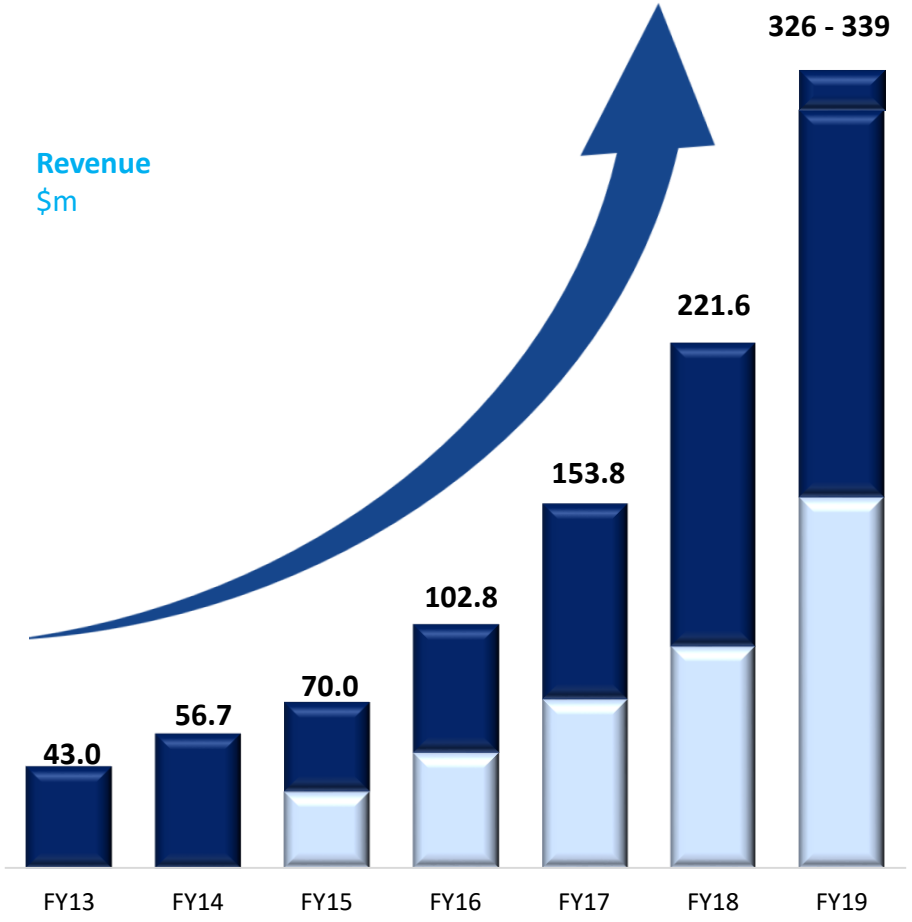

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47% - 53%

FY19 growth vs FY18

FY19 EBITDA(1)

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WiseTech
GLOBAL
Together we will
change the world of logistics,
one innovation at a time.
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www.cargowise.com
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WiseTech GLOBAL

Appendix

Important notice and disclaimer

CONTENT OF PRESENTATION FOR INFORMATION PURPOSES ONLY

Visit www.wisetechglobal.com/investors

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

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PRESENTATION OF INFORMATION

- **Current period statutory** The financial data for 1H19 in this presentation is provided on a statutory basis but in a non-statutory presentation format.
- **Pro forma (PF)** Where indicated, financial measures for periods prior to FY17 are provided on a pro forma basis. Information on the specific pro forma adjustments is disclosed on page 109 of WiseTech Global's 2018 Annual Report.
- **Currency** All amounts in this presentation are in Australian dollars unless otherwise stated.
- **FY** refers to the full year to 30 June, 1H refers to the six months to 31 December, and 2H refers to the six months to 30 June.
- **Rounding** Amounts in this document have been rounded to the nearest $0.1m. Any differences between this document and the accompanying financial statements are due to rounding.

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WiseTech GLOBAL

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

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

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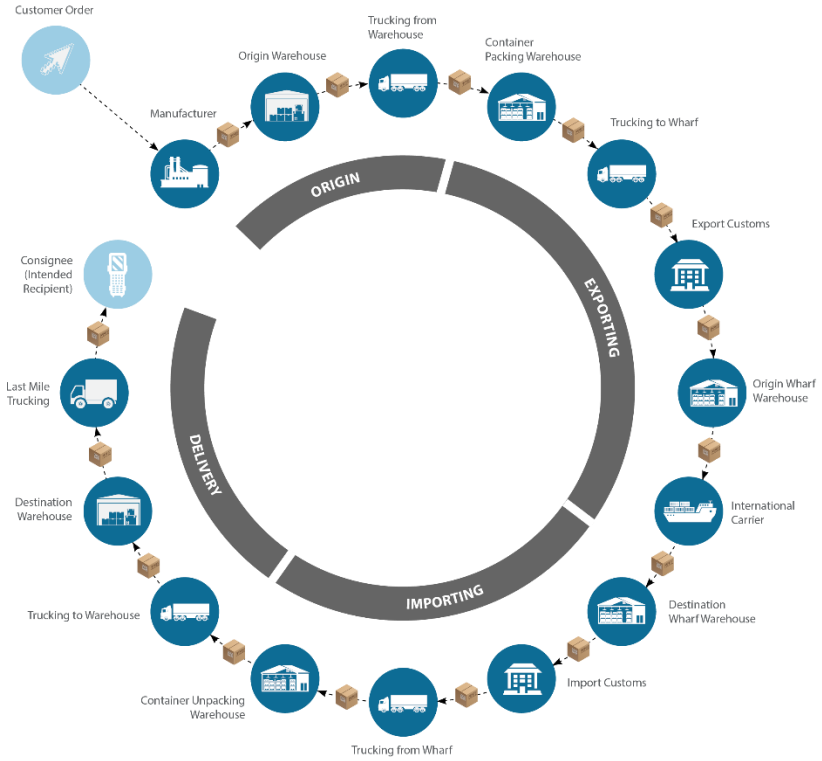
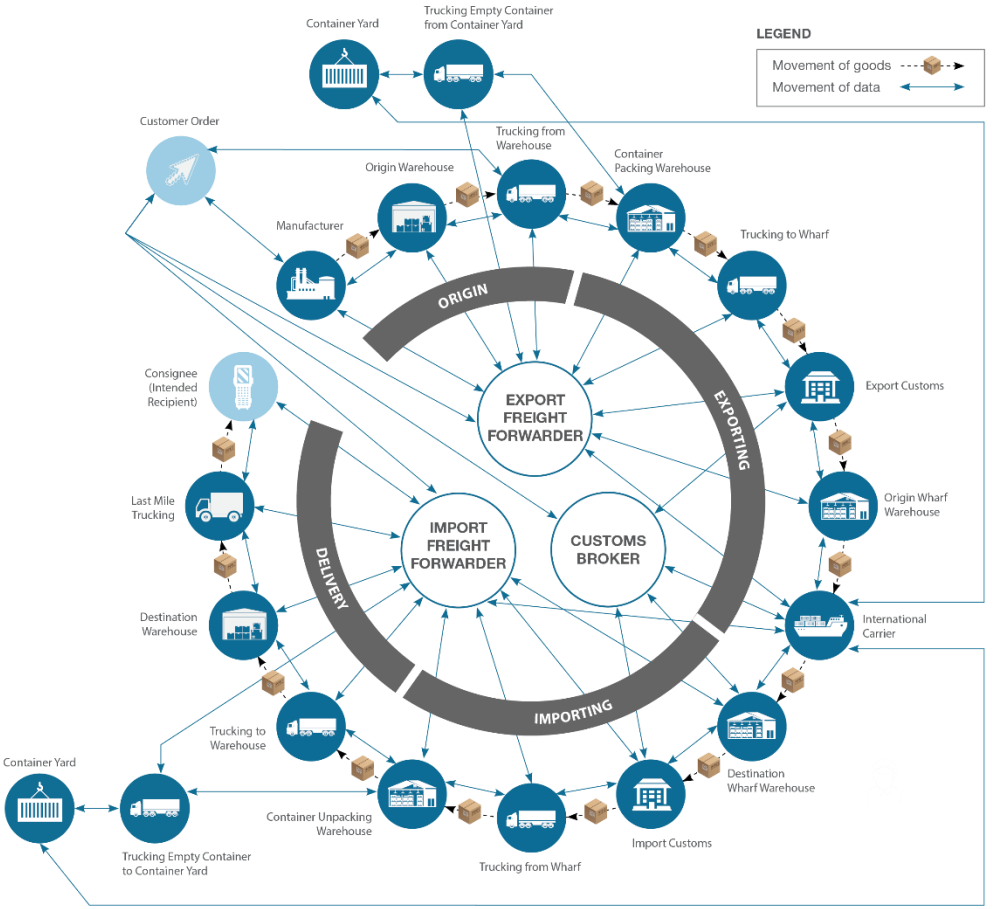
Logistics industry – moving goods and data

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

A myriad of logistics suppliers are needed across the supply chain.
Information moves ahead of, alongside and behind the physical goods as they move through the supply chain.
Data speed, accuracy, timeliness and quality are essential.





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