

22 November 2024

Update to FY25 Guidance

WiseTech Global Ltd (WiseTech, The Company, ASX:WTC) today provides an update to its FY25 guidance originally announced to the market at its FY24 results on 21 August 2024.

Since his appointment on 24 October 2024, Interim CEO Andrew Cartledge and the Board, in consultation with Richard White, have reviewed the progress of the Company's breakthrough products, CargoWise Next, Container Transport Optimization and ComplianceWise.

ComplianceWise was released in 1Q25 as expected, and the release of CargoWise Next is broadly on track. As a result of distractions flowing from the recent media attention and the organizational changes that have subsequently been implemented, the commercial launch of Container Transport Optimization has been delayed. It is now expected to launch in the second half of FY25, resulting in a delay to anticipated revenue. WiseTech considers it appropriate to update its FY25 guidance.

Importantly, the Company's expectations of the long-term value these products will create for WiseTech customers remain unchanged. An update on all the breakthrough products will be provided at WiseTech's Investor Day on 3 December 2024. In addition, WiseTech is seeking to mitigate the revenue delay through other significant initiatives which are also expected to have long-term benefits for WiseTech and its customers.

Subject to the assumptions set out in WiseTech's FY24 results, the Company now anticipates FY25 revenue of A\$1,200 million–A\$1,300 million representing revenue growth of 15%–25% versus FY24 and EBITDA of A\$600 million–A\$660 million representing EBITDA growth of 21%–33% versus FY24. The Company's full year EBITDA margin is expected to be 50%–51%.

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Authorized for release to ASX by the Board of Directors of WiseTech Global Limited.

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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 17,000¹ of the world's logistics companies across 183 countries, including 46 of the top 50 global third-party logistics providers and 25 of the 25 largest global freight forwarders worldwide².

Our mission is to change the world by creating breakthrough products that enable and empower those that own and operate the supply chains of the world. At WiseTech, we are relentless about innovation, adding over 5,600 product enhancements to our global CargoWise application suite in the last five years while bringing meaningful continual improvement to the world's supply chains. Our breakthrough software solutions are renowned for their powerful productivity, extensive functionality, comprehensive integration, deep compliance capabilities, and truly global reach. For more information about WiseTech Global or CargoWise, please visit [wisetechglobal.com](https://www.wisetechglobal.com) and [cargowise.com](https://www.cargowise.com)

¹ Includes customers on CargoWise and non-CargoWise platforms whose customers may be counted with reference to installed sites

² Armstrong & Associates: Top 50 Global 3PLs & Top 25 Global Freight Forwarders ranked by 2022 gross logistics revenue/turnover and freight forwarding volumes – Updated 5 October 2023