



ASX Announcement: 2024/97

3 December 2024

Investor Day 2024

The WiseTech Global Ltd (ASX: WTC) Investor Day 2024 will be held today, 3 December 2024. The event will include panel discussions and Q&A sessions on WiseTech Global's commercial model, approach to product development and key development priorities with an opportunity for the investor community to meet some of WiseTech Global's Senior Management Team and the Board.

The welcome speeches and briefing materials for the event are attached.

The hybrid event will commence at 11:00am AEDT. The live webcast can be accessed at [Investor day | WiseTech Global](#).

An archive of the webcast will be made available at WiseTech Global's Investor Centre at [Investor center | WiseTech Global](#).

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Authorized for release to ASX by Katrina Johnson, Group Company Secretary & Head of Regulatory Affairs.

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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

WiseTech Global Investor Day 2024

Chair's welcome

Good morning and welcome to the WiseTech Global 2024 Investor Day. I'm told we have over 100 fund managers and analysts in the room (excluding the WiseTech team!) and many more joining us online via the webcast.

My name is Richard Dammary, and I am the Chair of the WiseTech Board.

I acknowledge the Traditional Custodians of the land on which each of us meets today, here in Sydney, the Gadigal People of the Eora Nation – and I pay my respects to their Elders past and present and extend that respect to all First Nations peoples today in all the places that we meet.

When I took over as Chair earlier this year, and traveled around to meet shareholders, I received strong feedback about how much you wanted to get to see the depth and quality of the WiseTech team and hear more about the Company. Our last Investor Day was during COVID, and I promised you that we would have this Investor Day today, and here we are!

Today is designed to allow you to deepen your understanding of the Company – see our key people in action – and experience some of the unique ways that we think about growth.

We are a global team of 3,500 people...and growing; a team that has deep knowledge of the intricacies and complexities of the global logistics industry.

I want to acknowledge Richard White – he had the vision – the tenacity – and the huge intellectual horsepower to imagine and build this great company – and Richard's commitment to WiseTech remains as strong today as it has ever been. His new role changes nothing in that regard!

I also want to acknowledge my Board colleagues who are here today – Maree, Charles, Fiona, Lisa and Michael. We are a very collaborative Board. We recognize the unique context that we are governing here at WTC – and we look to set high governance standards without being "slavish followers of fashion", if I can put it that way....

What makes this business successful, and its place in the Australian capital market, is unique – and as a Board we look to understand deeply, and nurture, what has made the Company successful...as well as keeping one eye on how we evolve WiseTech for a bigger and better future.

You know, governance and culture are two sides of the same coin. I have never seen a company with a great culture and poor governance; and I've never seen a company with great governance and a poor culture. There is at least a correlation, if not a causation, happening here.

WiseTech's credo begins "Our culture is not by accident. Our creativity is by design". Easy to say, but not easy to build. I hope by the end of today you will have a better feel for this. Strategy undoubtedly brings focus and direction, but it's culture – supported by ways of

working – processes designed to deliver consistent excellence – that fuel passion and dedication and which lead to consistent execution.

At its essence, WiseTech, through the application of our technology, is transforming the logistics industry globally, and delivering efficiencies, productivity and profitability across the global supply chain. We do this by replacing manual, paper-based processes with more secure, automated, and highly efficient digital solutions.

Today, you'll be hearing from a range of WiseTech team members and learning about the "WiseTech Way" of doing things.

We're providing three opportunities throughout the course of the day to ask questions. We'll be taking questions from the floor with roaming mics available. For attendees joining us via the webcast, you can submit your questions via the portal and the team will make sure these are picked up too.

Can I now introduce our two moderators today:

Caroline Pham is WiseTech's Interim CFO. She has been a key part of the WiseTech team for more than 8 years and has played an integral role in building out the finance function over this time.

Mark Hall is Head of Acquisitions & Integration and joined WiseTech nine years ago. Mark leads deal execution and oversees the integration process to fully embed acquired businesses within the WiseTech model.

I hope you enjoy the day. Thank you again for coming, and a special thank you to those of you who have travelled from overseas. I'll now hand over to Andrew.

Thank you.

Interim CEO's welcome

Thanks Richard.

I'm extremely pleased to welcome you all to today's Investor Day.

Firstly, in my new role as Interim CEO, I've been enjoying working with the wider WiseTech team. The Senior Management Team and I have been working closely together over this period of transition and exploring opportunities and ways to continue to drive ongoing progress throughout the business. I'm impressed by everyone's passion, constructive attitude and desire to work together across functions. You'll get to meet the team today and hear from many of them during the sessions.

As Richard said, our last Investor Day was four years ago. As an organization our vision remains unchanged—to be the operating system for global logistics—but over those four years, we have grown and progressed significantly. Not only in the size of our team and our global footprint, but also in the breadth and capability of our technology, and the penetration we have achieved amongst the Top 25 Global Freight Forwarders and the Top 200 logistics service providers. We now have more than 50% of the Top 25 Global Freight

Forwarders rolled out or in the process of rolling out our leading logistics execution platform, CargoWise.

Over the course of today's sessions, you'll get to hear about how we're revolutionizing an industry. We've been doing this in a steady, thoughtful, and strategic way. "Slower today, faster forever," one of our mantras, lies at the heart of how we approach all the industry challenges and pain points we tackle and solve.

For 30 years, WiseTech Global has been learning, refining, and scaling this approach. Our strong culture, built on innovation and collaboration, has been and will continue to be, pivotal to our success. This culture is embodied by our talented and knowledgeable people, whose dedication and expertise drive our ongoing growth and continuous improvement.

We have the capability and capacity that no one else in this industry has. Our commitment to adding value for our customers and the industry we serve is unwavering, and we achieve this through the consistent execution of our product led, 3P strategy – Product, Penetration and Profitability.

The momentum we have for future growth is substantial. Our strategic investments in technology, our relentless focus on adding value for our customers, and our ability to adapt to the ever-changing logistics landscape positions us well for continued success. We're not just keeping pace with industry changes; we're leading the way, setting new standards, and driving the evolution of global logistics.

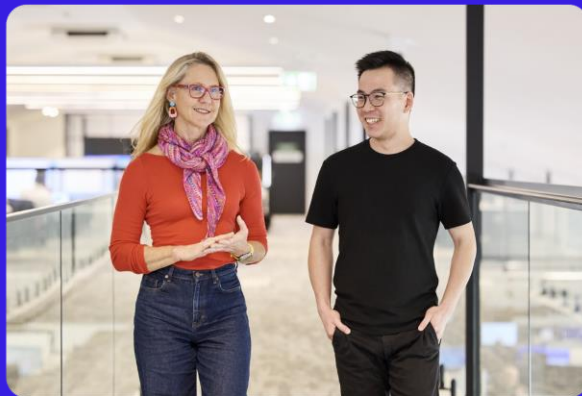
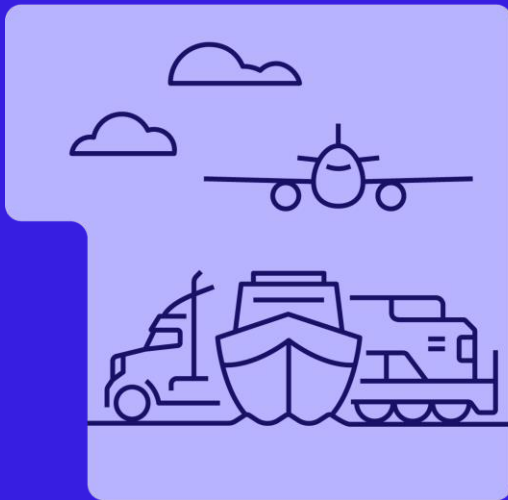
As we look ahead, we're excited about the opportunities that lie before us and are confident that the best is yet to come.

Thanks for joining us today.

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Welcome

Investor Day 2024



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Presentation of information

- The financial data in this presentation is provided on a statutory basis but in a non-statutory presentation format (unless otherwise stated)
- **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 116 of WiseTech Global's 2019 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 presentation have been rounded to the nearest \$0.1m. Any differences between this presentation and the accompanying financial statements are due to rounding. Amounts shown as "-" represent zero amounts and amounts less than \$50,000 which have been rounded down

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Chair welcome



Richard Dammary

Independent Chair and
Non-Executive Director

WiseTech Global Limited Board¹



Richard Dammerly

Independent Chair and
Non-Executive Director



Lisa Brock

Independent Non-Executive Director



Charles Gibbon

Independent Non-Executive Director



Maree Isaacs

Executive Director, Co-founder
and Head of License Management



Michael Malone

Independent Non-Executive Director



Fiona Pak-Poy

Independent Non-Executive Director

Moderators



Caroline Pham

Interim Chief Financial Officer



Mark Hall

Head of Acquisitions & Integration

Interim CEO welcome



Andrew Cartledge

Interim CEO

Senior Management Team

We are led by a highly capable management team with extensive industry experience¹



Rich Atkinson
Head of People



Gene Gander
General Manager Global Sales



Tudor Maxwell
Head of WiseTech Academy



Vlad Bilanovsky
Chief Execution Officer



Mark Hall
Head of Acquisitions & Integration



Caroline Pham
Interim Chief Financial Officer



Alison Caldicott
Head of Marketing and Digital



Maree Isaacs
Executive Director, Co-founder
and Head of License Management



John Pritchard
Head of Product & Development



Andrew Cartledge
Interim CEO



Katrina Johnson
Group Company Secretary
& Head of Regulatory
Affairs



Brett Shearer
CTO and Chief Architect

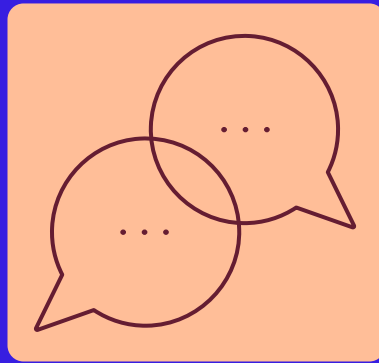


Matt Fielder
Head of Information Systems



Ian Larsen
Head of Operations

Fireside chat



Fireside chat



Richard Dammery

Independent Chair and
Non-Executive Director



Andrew Cartledge

Interim Chief
Executive Officer



Richard White

Founder and
Founding CEO

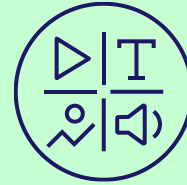
Our mantras



Anyone can talk to anyone at any time for any reason



Slower today, faster forever



Lead with content



Lead others, manage yourself



Creative abrasion fuels collaborations



Productivity at the center of everything



Find the root cause and solve for that



Culture eats strategy for lunch



Win-win or no deal

THE WISETECH WAY

Our commercial model



The WiseTech Way: our commercial model



Gene Gander

General Manager Global Sales



Caroline Pham

Interim Chief Financial Officer

Commercial model

Pre-2008



2008



2014

OTL

One-time license

MUL

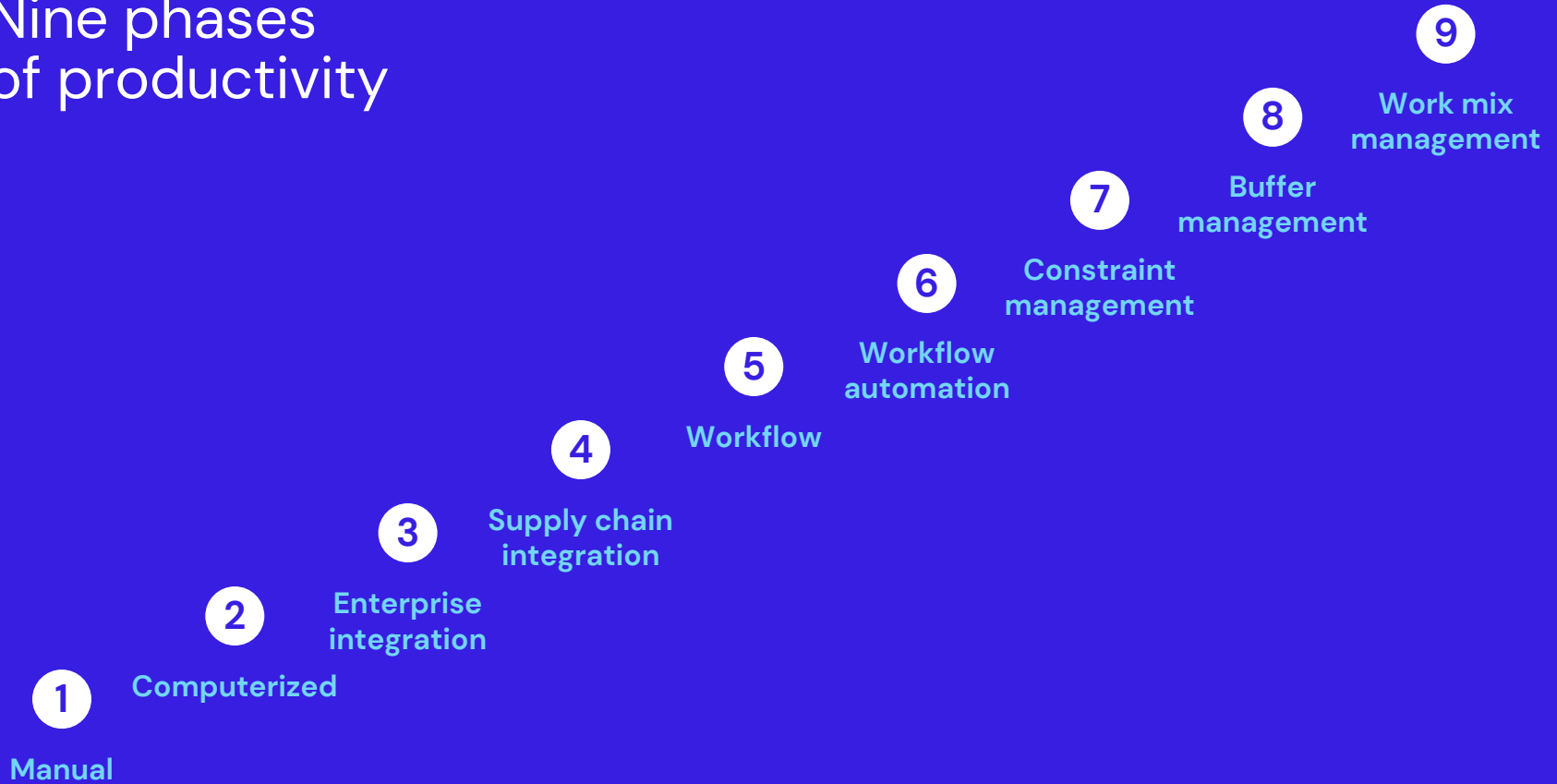
Module user license

- Per user
- Per module
- Per month

STL

Seat plus transaction license

Nine phases of productivity







Driving efficiencies across our customers' entire cost base leading to optimized operations



C A R G O W I S E

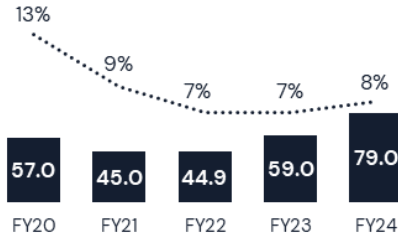
- ↓ 4 layers of cost efficiencies
- ↑ Volume growth
- ↑ Margins % up
- ↑ Profit \$ up

 4. Optimized freight costs	Direct costs ~70% of total costs
 3. Fines & penalties reductions	
 2. Labor costs down	Operating expenses ~30% of total costs
 1. Legacy IT costs out	

Scalable business model

Sales & Marketing

Sales & marketing (A\$m)



Attrition

Low annual customer
attrition rate

**<1% attrition each year
for last 12 years**

CargoWise Certified Practitioners

~38,000

CargoWise Certified
Practitioners in FY24
(up 29% from FY23)

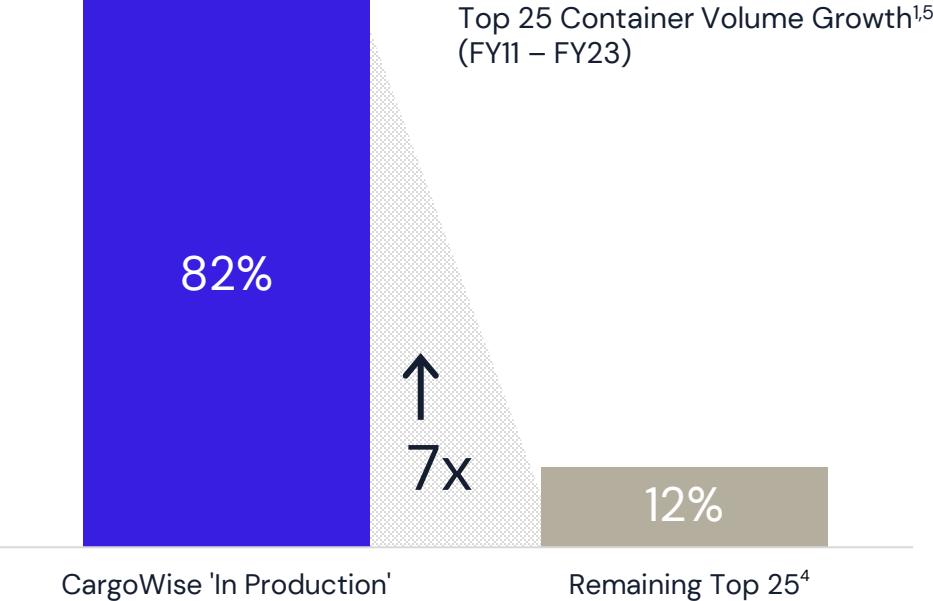
CargoWise recurring revenue growth drivers

CargoWise recurring revenue growth drivers	Growth rate FY16 to FY24 (averages per year)	What's included
Large Global Freight Forwarder rollouts	11pp	Growth in users and transactions from Large Global Freight Forwarders
New product enhancements reflected in price	6pp	Monetized new product enhancements and standard periodic price increases reflecting ongoing product development investment delivering enhancements
Inorganic	6pp	CargoWise strategically significant or tuck-in acquisition business revenue, within the first 12 months of acquisition
New & existing customers	5pp	New and existing CargoWise customers recurring revenue growth (non-Large Global Freight Forwarders)
Major new product releases	4pp	Significant new CargoWise product releases not included in new product enhancements
Market growth	1pp	Growth driven by changes in industrial production and world trade in manufactured goods

33% CAGR FY16 to FY24
32% CAGR from WiseTech
specific growth factors

CargoWise recurring revenue growth drivers are averages over an eight-year period; discrete annual growth drivers may vary each year

Top 25 'In Production' on CargoWise significantly outperform



82%²

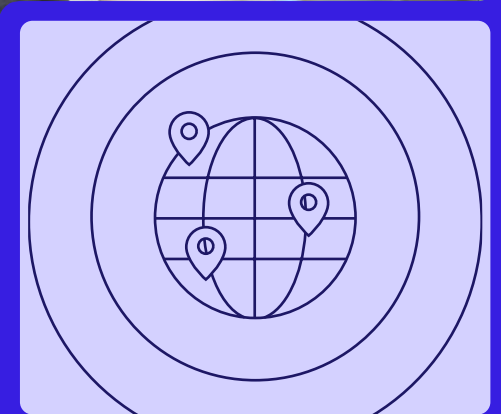
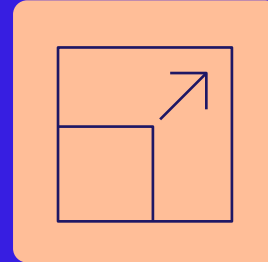
growth in CargoWise 'In Production'³
Top 25 freight forwarders

12%

growth from the **Remaining Top 25⁴ freight forwarders**

1. Container volume growth refers to ocean twenty-foot equivalent units (TEUs) sourced from Armstrong & Associates, Inc.
2. 82% growth calculated for six CargoWise LGFFs that were or transitioned to 'In Production' since FY11, with available TEU data from Armstrong & Associates, Inc.
3. See definitions on slide 45 of FY24 Investor presentation
4. The Remaining Top 25 cohort changes composition subject to Armstrong & Associates rankings each period
5. Details on slide 41 of FY24 Investor presentation

Acquisitions & Integration



Acquisitions & Integration



Vlad Bilanovsky

Chief Execution Officer



Mark Hall

Head of Acquisitions & Integration

Accelerating growth

~50

acquisitions since IPO



across

24

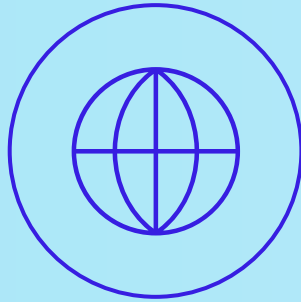
countries



\$1.9bn

Total consideration

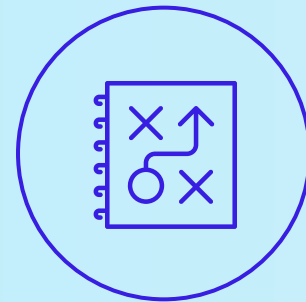
Acquisition businesses



Footholds



Tuck-ins



**Strategically
significant**

Our integration program

The five key components of our integration program are:



THE WISETECH WAY

Our approach to tech development



The WiseTech Way: our approach to tech development



Cody Love

Head of Productivity & Quality



Ian Larsen

Head of Operations



The tension between speed
and quality is endemic to all
human endeavor.

Richard White – Founder and Founding CEO, WiseTech Global

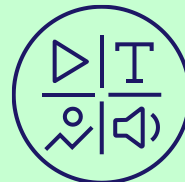
Our mantras



Anyone can talk to anyone at any time for any reason



Slower today, faster forever



Lead with content



Lead others, manage yourself



Creative abrasion fuels collaborations



Productivity at the center of everything



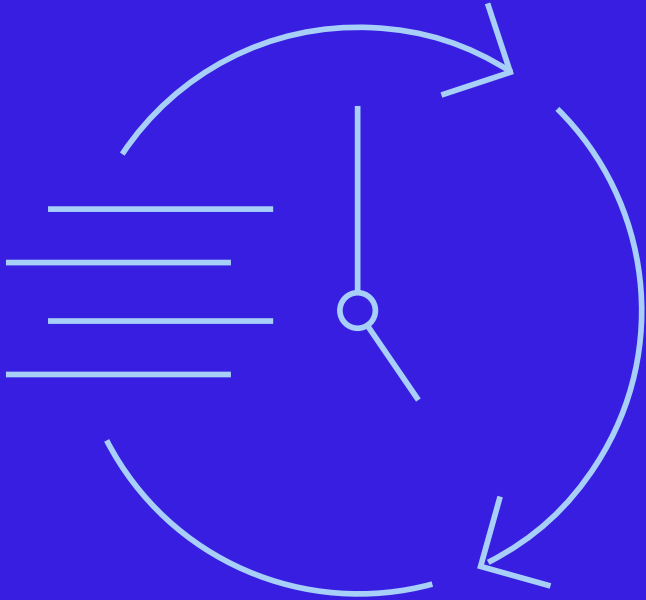
Find the root cause and solve for that



Culture eats strategy for lunch



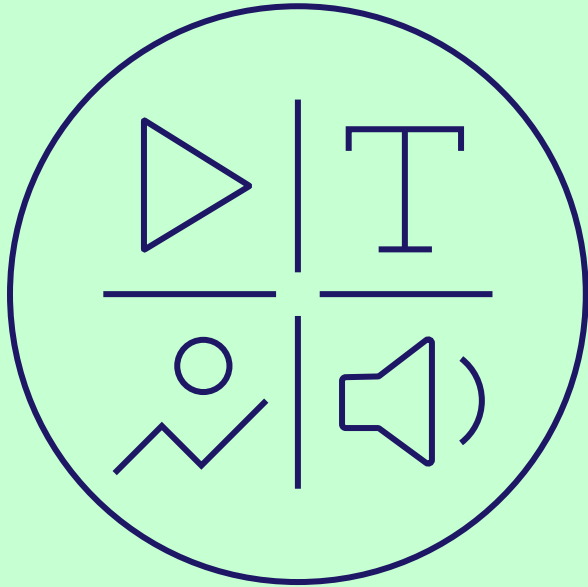
Win-win or no deal



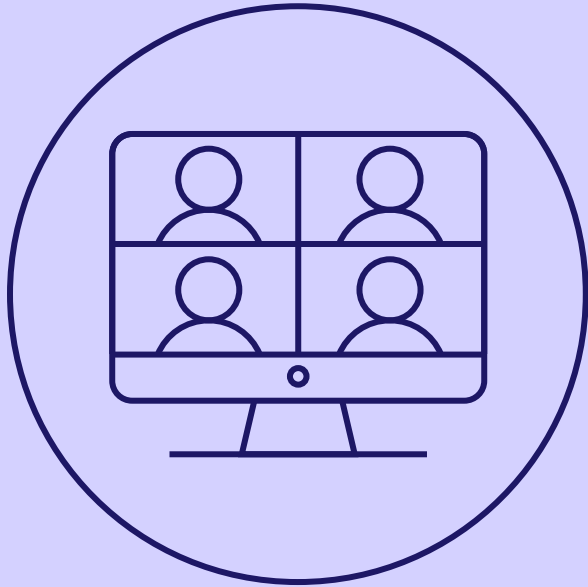
**Slower today,
faster forever**



Creative abrasion fuels collaboration



Lead with content



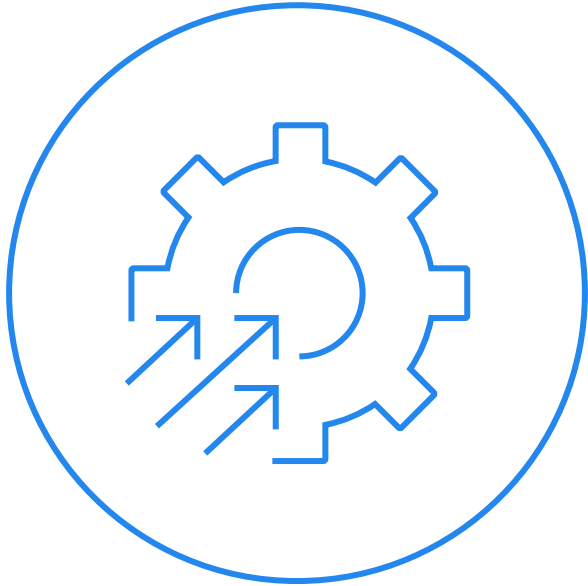
**Anyone can talk to
anyone at any time
for any reason**



**Lead others,
manage yourself**



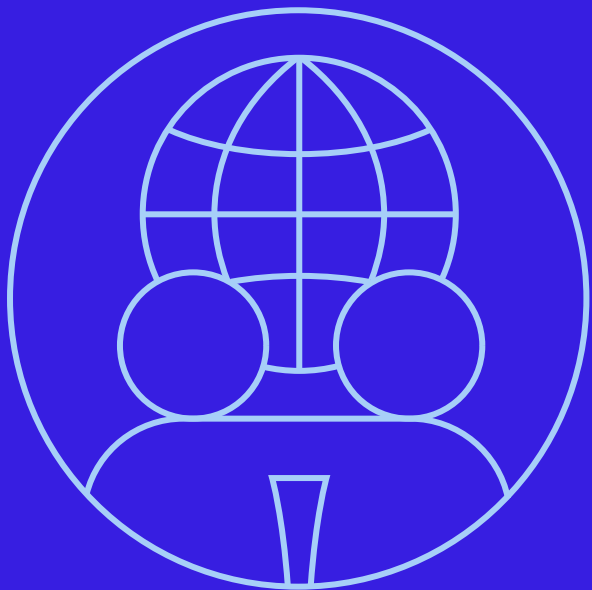
Win-win or no deal



**Productivity at the
center of everything**



**Find the root cause
and solve for that**



Culture eats strategy for lunch

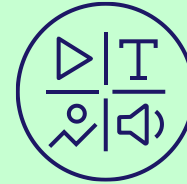
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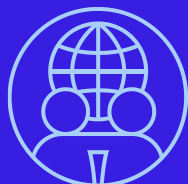
Creative abrasion fuels collaborations



Productivity at the center of everything



Find the root cause and solve for that



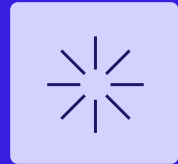
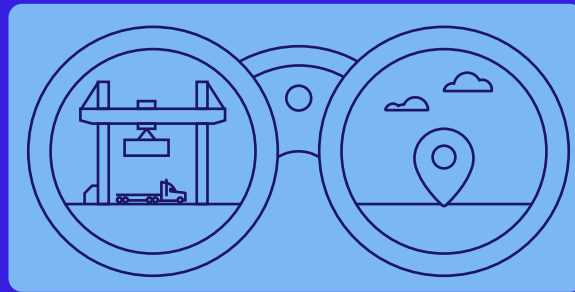
Culture eats strategy for lunch



Win-win or no deal

At the heart of every important tension, is a breakthrough waiting to happen. **Quality is speed.**

CargoWise Next™



CargoWise Next™



Brett Shearer

Chief Technology Officer
& Chief Architect



Angela Gadaev

Product Portfolio Leader
– International Logistics

Next generation platform

Retains the deep capabilities and original UX that CargoWise users and customers know and value

Modern architecture includes:

- Optional but UX identical web-based version
- Backward compatible WinForms UX remains
- Enhanced security profile
- Removes the need for RDP/Citrix/WinForms
- Support for Linux servers
- Modernized components and software stack

Major new product features

- CargoWise Neo Management Portal
- Advanced Order Manager
- Master and House electronic Bill of Lading (eBL)
- CargoWise Mapper
- CargoWise Connector
- eAdaptor Next
- Greenhouse Gas Emissions Calculator
- Carrier Contracts & Allocation
- Cargo Visibility API
- Market Intelligence and Analytics
- Delivery Due Date Calculator

New R&D focuses on CargoWise Next

All new modules, features, developments and advances will be in CargoWise Next.

CargoWise One will be placed into maintenance mode.

CargoWise Next is our new, next-generation platform, featuring a comprehensive suite of exclusive modules, features, and capabilities.



Going beyond the ordinary – a suite of powerful new features



CargoWise Neo

Gives our customers' customers the tools they need to take part in their shipments.



Greenhouse Gas Emissions Calculator

Automated emissions tracking with precision.



Advanced Order Manager

Seamless fulfillment with real-time visibility.



Electronic Master Bill of Lading

Accelerates data exchange while increasing data security and transparency.



Ocean Carrier Contracts and Allocations

Maximizes contract efficiency and minimizes costs.

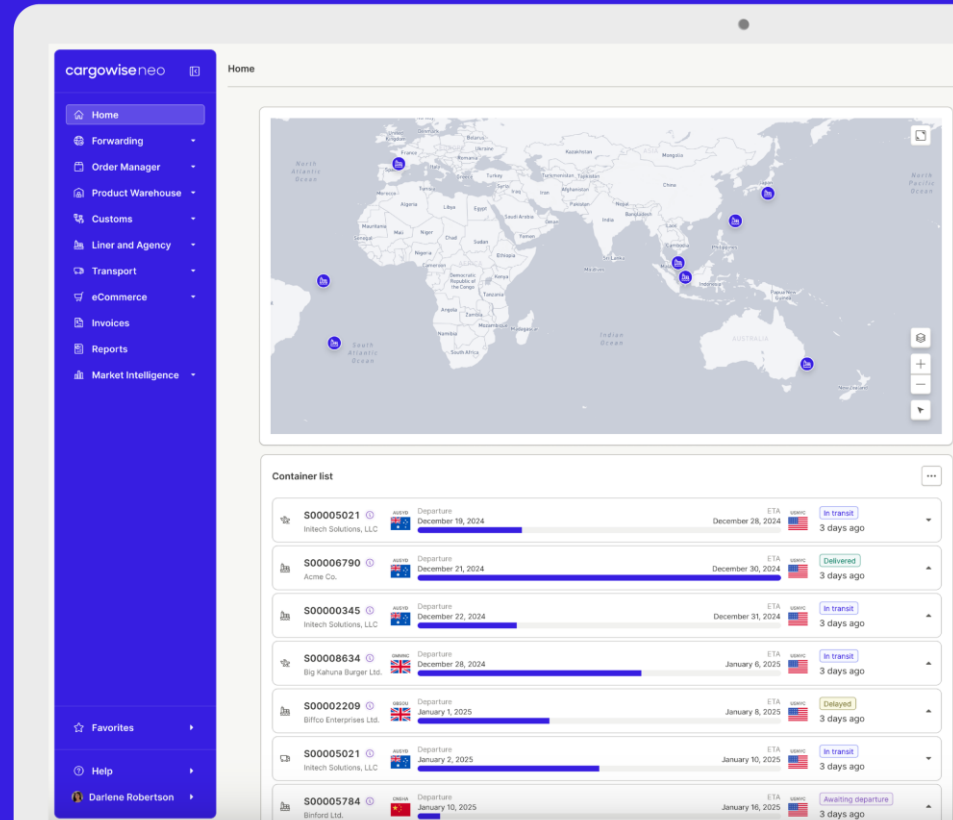


Market Intelligence and Analytics

Transforms data into actionable insights.

CargoWise Neo

A modern, user-friendly platform, empowering our customers to provide their customers with the ability to view, initiate and react to real-time operational activities and exceptions.



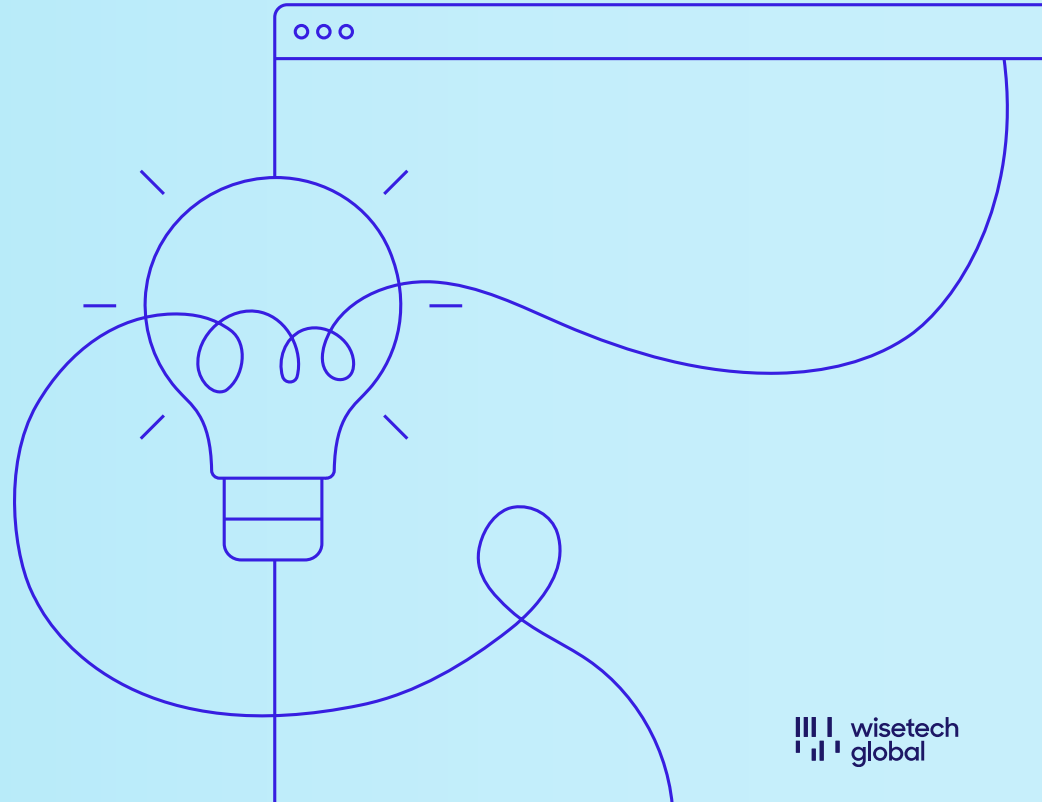
The screenshot displays the CargoWise Neo interface. On the left is a dark blue sidebar with a navigation menu containing: Home, Forwarding, Order Manager, Product Warehouse, Customs, Liner and Agency, Transport, eCommerce, Invoices, Reports, and Market Intelligence. At the bottom of the sidebar are sections for Favorites, Help, and the user profile 'Darlene Robertson'. The main content area is titled 'Home' and features a world map with several blue location markers. Below the map is a 'Container list' section with a table of shipping containers. Each row includes a container ID, a star icon, a company logo, a departure date, a progress bar, an ETA, and a status label.

Container ID	Star	Company	Departure	Progress	ETA	Status
S00005021	☆	Intech Solutions, LLC	December 19, 2024	[Progress Bar]	December 28, 2024	In transit
S00006790	🚚	Acme Co.	December 21, 2024	[Progress Bar]	December 30, 2024	Delivered
S0000345	🚚	Intech Solutions, LLC	December 22, 2024	[Progress Bar]	December 31, 2024	In transit
S00008634	☆	Big Kahuna Burger Ltd.	December 28, 2024	[Progress Bar]	January 6, 2025	In transit
S00002209	🚚	Bilfoo Enterprises Ltd.	January 1, 2025	[Progress Bar]	January 8, 2025	Delayed
S00005021	🚚	Intech Solutions, LLC	January 2, 2025	[Progress Bar]	January 10, 2025	In transit
S00005784	🚚	Binford Ltd.	January 10, 2025	[Progress Bar]	January 16, 2025	Awaiting departure

More than just a dashboard

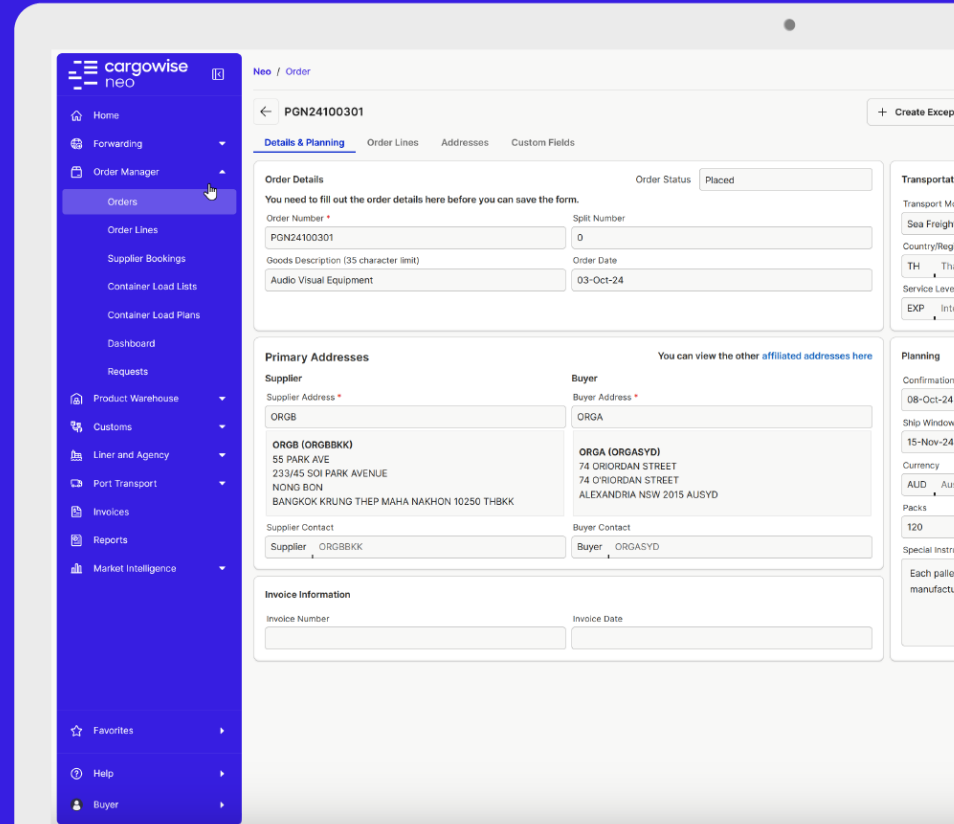
Neo is a command center for our customers' entire supply chain operations

- ✓ **Intuitive interface**
- ✓ **Detailed shipment analytics**
- ✓ **Self-service capabilities**
- ✓ **White-label capabilities**
- ✓ **Fully web-based and live**



Advanced Order Manager

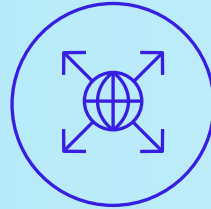
Empowers our customers' customers to place orders online while enabling suppliers to effectively plan and manage cargo releases, bookings, and container packing manifests.



Gives **enhanced visibility and control** throughout the fulfillment process



**Same rich
CargoWise data**



**Web access
anywhere**



**Real-time,
self-service visibility**



**Fully integrated into
CargoWise Neo**



**Optimized cargo
shipments at origin**



**Greater reach into
the supply chain**

Ocean Carrier Contracts and Allocations

A comprehensive solution to manage carrier contracts, allocations, and operational commitments with speed and precision.

The screenshot displays a web application interface for managing Ocean Carrier Contracts and Allocations. The main header shows the contract ID 'CCA-2022-24' and an 'Edit Contract' option. Below this, the 'Contract Information' section includes fields for Contract Number, Transport Mode (SEA), Start Date (01-Jan-24), Container Type, Description, Service Provider (MAELIN_WW, MAERSK LINE LTD (INTT)), Expiry Date (31-Dec-25), and Contract Owner (ATH, NMA_TEST). A 'Total Allocation' summary table provides a high-level overview of capacity and utilization. The 'Allocation Routes' section is active, showing a table of routes with columns for Allocation ID, Voyage, Vessel, Service String, Linked Schedule, Load Port, Discharge Port, Linked Schedule ETD, and Unit. The bottom section, 'Allocated Consolidations of Route', shows a table with columns for Consol ID, Master Bill, Transport, CTO Arrival, CTO Departure, and Container #.

Quantity (ICN)	Capacity With Variance (ICN)	Utilization (ICN)	Outstanding Committed (ICN)	Outstanding With Variance (ICN)
10	10	6	4	4

Quantity (TU)	Capacity With Variance (TU)	Utilization (TU)	Outstanding Committed (TU)	Outstanding With Variance (TU)
590	590.00	16.50	573.50	573.50

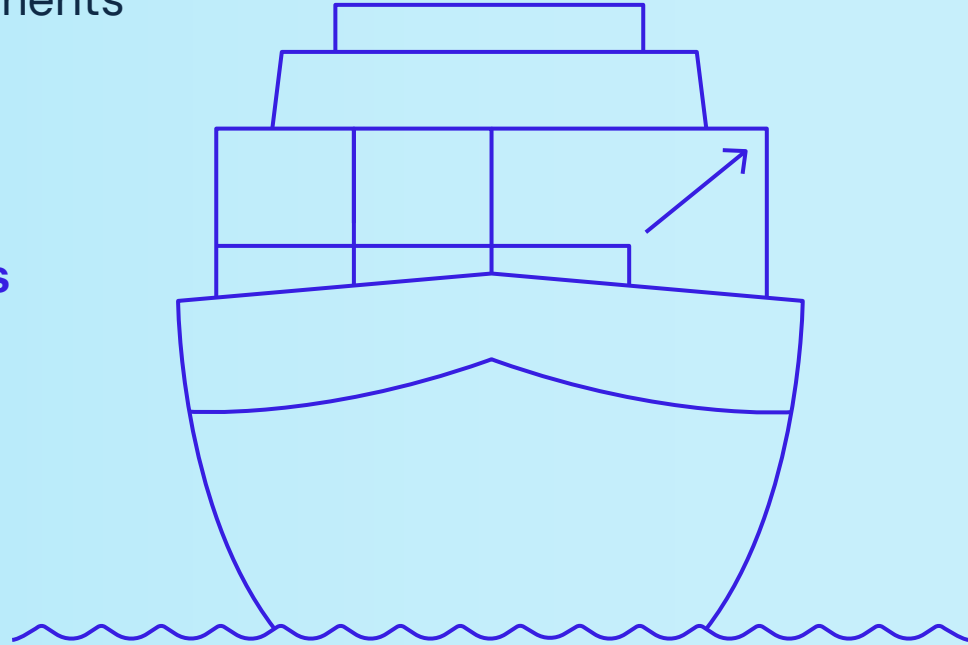
Allocation ID	Voyage	Vessel	Service String	Linked Schedule	Load Port	Discharge Port	Linked Schedule ETD	Unit
00002432			ANE		AU - Australia	NZ - New Zealand		TU - Twenty...
00002440			ANE		AJMEL - Mel...	NZAKL - Auckland, A...		TU - Twenty...
00002435			ANE		AJMEL - Mel...	NZAKL - Auckland, A...		TU - Twenty...
00002419	444N	SFL MAJI	Southern Star ...	SA00063742	AUSYD - Syd...	NZTRG - Tauranga, B...	29-Oct-24 14:00	CN - Contal...
00002433			ANE		AJMEL - Mel...	NZAKL - Auckland, A...		TU - Twenty...
00002418			NZS		AUSYD - Syd...	NZTRG - Tauranga, B...		TU - Twenty...

Consol ID	Master Bill	Transport	CTO Arrival	CTO Departure	Container #
CXXX00704498		SEA - Sea Freight		PATRICK STEVED	MAEU1234659
CXXX00704416		SEA - Sea Freight		PATRICK STEVED	MAEU1234567

Optimized carrier contracts and capacity commitments

Linking rates, schedules, and bookings to secure capacity and streamline cargo commitments

- ✓ **Maximizes revenue**
- ✓ **Strengthens carrier relationships**
- ✓ **Enables data-driven decisions**
- ✓ **Mitigates risk and reduce**



Electronic Master Bill of Lading

Accelerates data exchange while increasing data security and transparency.

The screenshot displays the Cargowise interface for an Electronic Bill of Lading. The top navigation bar includes the 'cargowise' logo and the title 'Electronic bill of lading'. A 'View bill' button is located below the navigation bar. The main content area is divided into two sections: a detailed view of the bill and a 'References' section.

Bill Details:

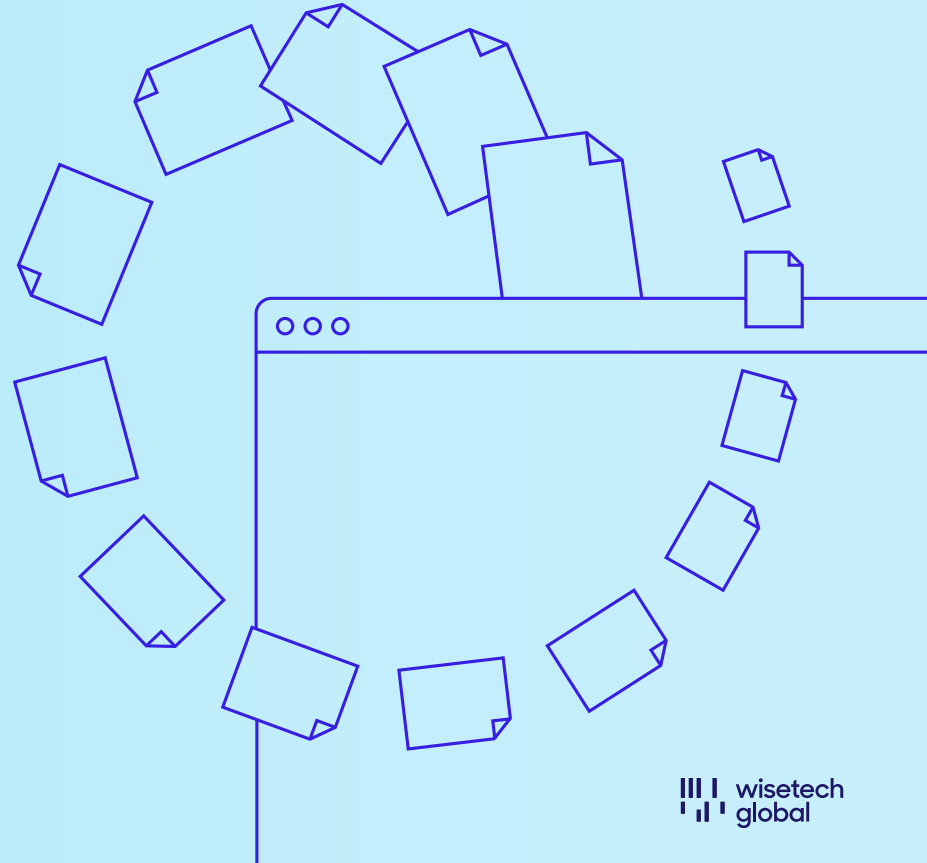
↓ Bill PDF	Document number	js311024b1	Publisher	bolero-cm-carrier-training
	Issue date	2024-10-31	Current holder	WiseTech Global (Forwarder Seafreight) Test-HYEDAUUAT-MEL
	Bill type	Straight	Shipper	WiseTech Global (Forwarder Seafreight) Test-HYEDAUUAT-MEL
	Bill terms	Non-Transferable	Consignee	Your United States Demo Company Test-HYEDUSUAT-LAX
	Status	Active	TR Provider	BOLERO
	eBL Format	BOLERO		

References:

Actions	Reference type	Number
⋮	Message Reference	CMA0000165156
⋮	Message Reference	CMA0000165156

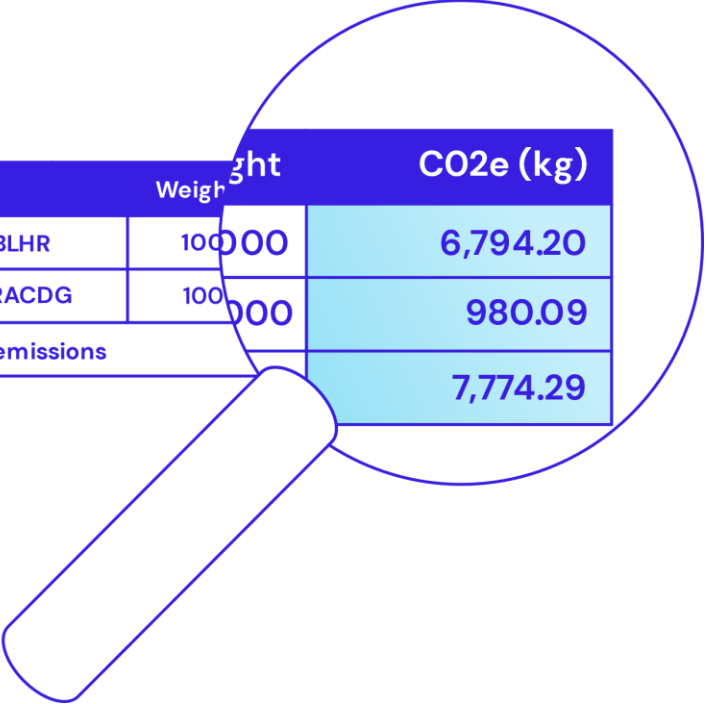
Manage eMBLs and all trade documents in one place

- ✓ **Transformed trade documentation process**
- ✓ **Reduced costs and minimizes fraud**
- ✓ **Enhanced security and seamless integration**



Greenhouse Gas Emissions Calculator

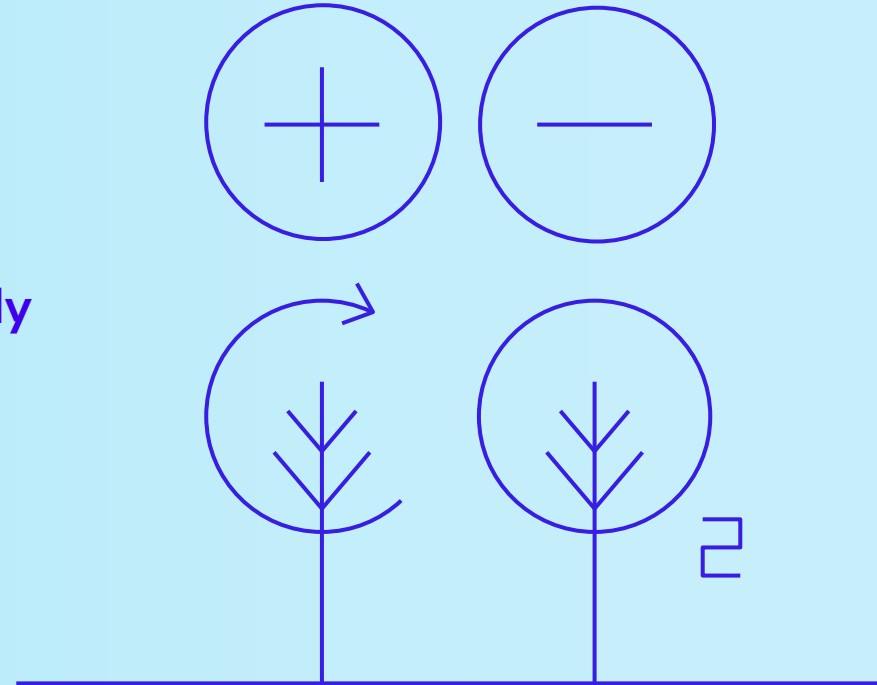
Automates and streamlines the calculation of greenhouse gas emissions with precision.



Route	Weight	CO2e (kg)
USLAX to GBLHR	100000	6,794.20
GBLHR to FRACDG	100000	980.09
Total CO2e emissions		7,774.29

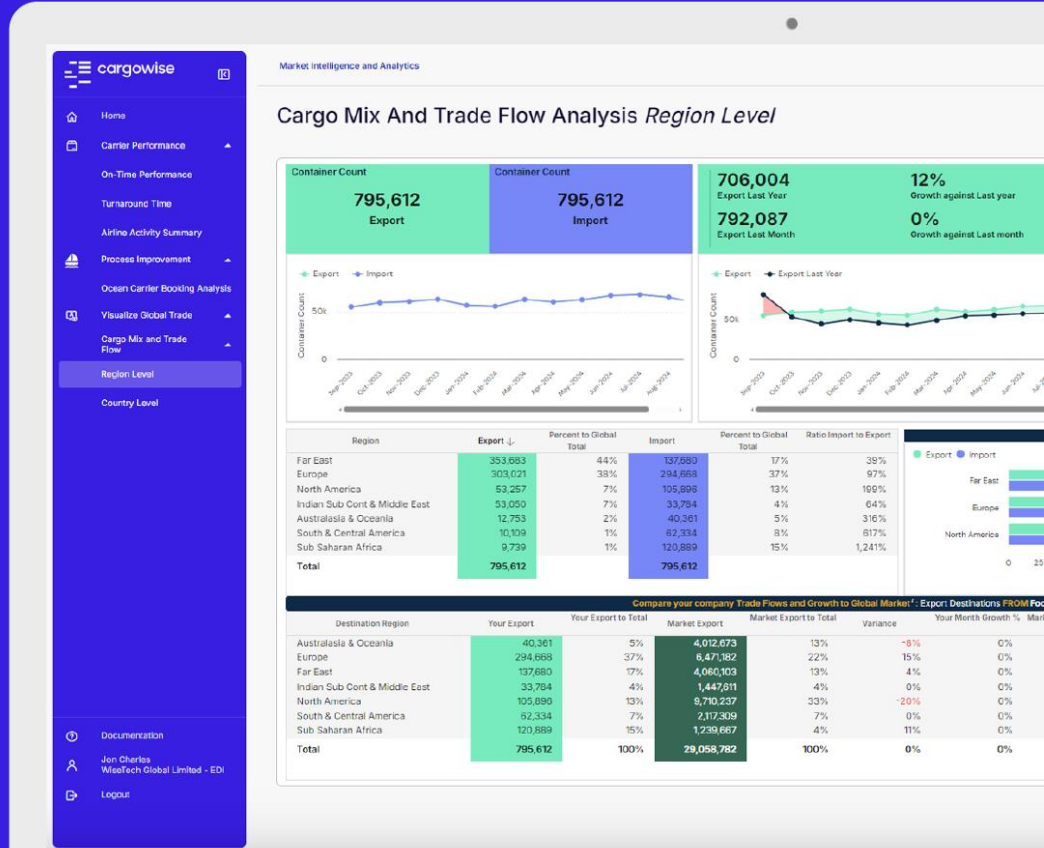
Automated and streamlined calculation of greenhouse gas emissions with precision

- ✓ Comprehensive emissions reporting
- ✓ No setup costs and start immediately
- ✓ Compliant with evolving industry standards



Market Intelligence and Analytics

An industry-leading market intelligence and analytics solution, powered by a unique data set unmatched in scope and size.



Enables smarter, data-driven decisions with comprehensive reports that help freight forwarders measure, compare, and manage carrier and port performance while visualizing real-time global trade flows.



**Enhanced
decision-making**

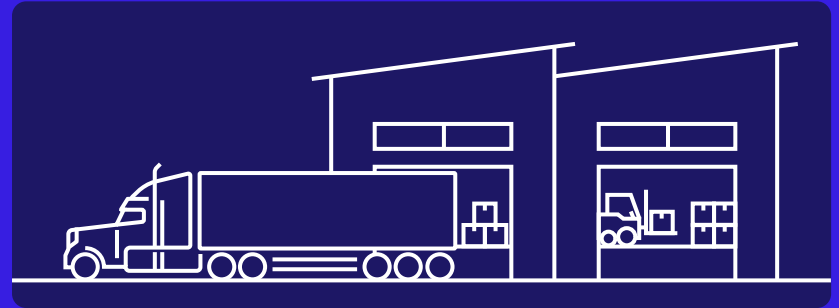
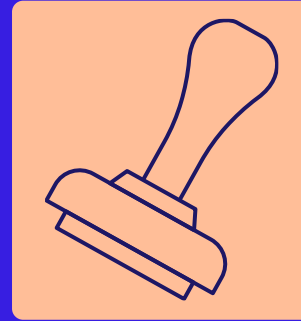


**Optimized
operational efficiency**



**Competitive
market insights**

Global Customs, Compliance and Warehouse



Global Customs, ComplianceWise and Warehouse



Stephen Tracey

Customs Product
General Manager, Europe



Imraan Khan

Product Portfolio Leader
Enterprise Software



Geoffrey Eid

Product Portfolio Leader
Warehousing & Facilities

Growing complexity in world trade continues to put pressure on global supply chains

The customs compliance landscape is difficult to navigate

Local law and regulations

License requirements

Local goods classification

Free trade agreements

Domestic policies

Tariffs and duties

Embargos, restricted parties and sanctions

Customs entries and declarations

Trade laws and foreign policy

Growing complexity in world trade continues to put pressure on global supply chains

Seamless import and export require **vast amounts of documentation**, involving multiple parties and message types



CargoWise Global Customs & Compliance

Deeply productive, highly integrated, global, powerful, complete solution



Myriad local systems

vs

One global solution

Many

- Different systems
- Complex user interfaces
- Localized work processes
- Customized data interfaces
- Different architectures
- Data entry models
- Local vendors
- Cyberattack surfaces
- Contracts and terms

Complex

- Configurations
- Maintenance schedules
- IT support requirements
- Application life cycles
- Vendor management
- Contract management
- Compliance risk
- Management processes
- Customer service

Costs

- Local expertise is expensive
- Training is local/limited
- customer service local/limited
- Difficult to run shared services
- Difficult global management
- 24x7 support costly
- Data Interface maintenance
- Manual master data
- Manual customer take on

One

- Globally capable, scalable
- Standardized user interface
- Fully Integrated platform
- Standardized processes
- Single architecture
- Data capture model
- Hardened cybersecure surface
- Globally capable vendor
- Contract and terms

Simple

- Configuration
- Maintenance schedule
- IT support requirement
- Application life cycle
- Classification tools
- Compliance tools
- Training of staff
- Acquiring skilled staff
- Switching UI languages

Productive

- Straight through processing
- Automations & visibility
- Workflow management
- Follow the sun
- Shared services
- Integrated visibility
- Global manageability
- Global visibility
- Customer portal (NEO)

CargoWise Global Customs will now cover **greater than 75% of global manufactured trade flows** including countries in production and development, as we progress to our ~90% target

Our global customs footprint is expanding

CargoWise Global Customs will now cover greater than

75%

of global manufactured trade flows including countries in production and development, as we progress to our ~90% target.

All major English-speaking economies

The largest European economies

The largest Asian export markets

The largest LATAM economy

ComplianceWise



ComplianceWise is integrated into multiple areas of CargoWise and is designed to help protect customers from compliance breaches related to international trade¹ and transport and the laws and regulations related to the “what”, “where” and “who” of international trade.

- ✓ Audits and inspections from regulators have become much more aggressive and substantial fines and penalties are now commonplace.
- ✓ ComplianceWise helps to automate compliance procedures and demonstrates due diligence has occurred and helps provide protection against breaches of international trade laws, reducing the risk of associated fines and penalties.

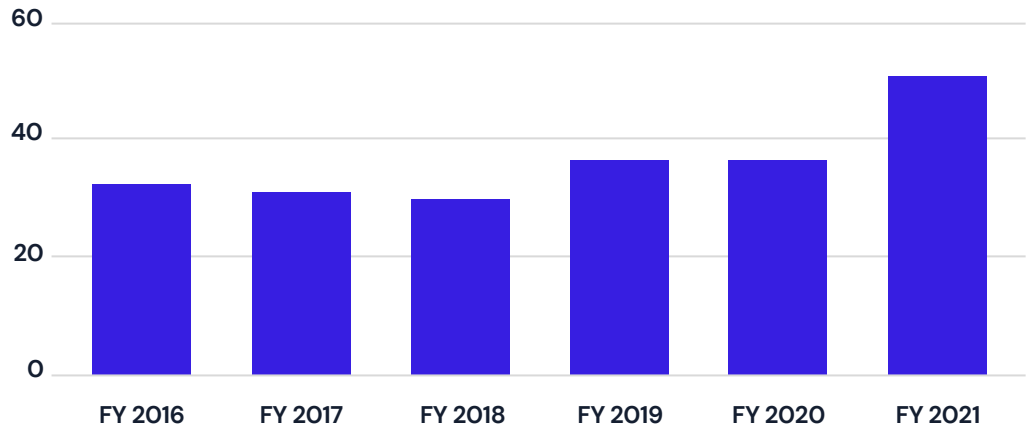
Samples of civil and criminal penalties – US enforcement

US OFAC fine a wide array of exporters for breaches of trade restrictions

- In 2021 fines amounted to total of US\$20.9m
- In 2022 fines amounted to total of US\$42.7m
- In 2023 fines totalling US\$1.5bn
- In 2024 fines totalling US\$31.7m as at July 2024

US BIS in 2021 recorded 50 criminal convictions amounting to 1,118 months of imprisonment*

NUMBER OF CONVICTIONS



ComplianceWise: critical insights into the **what**, **who**, and **where** of shipments



What goods are being moved?

Ability to view Harmonized Codes and risk assessment outcomes to ensure cargo meets regulatory requirements.



Who are the parties involved?

Ability to stay compliant with real-time Denied Party Screening status updates for all parties involved in your shipments.



Where are the goods going?

Can easily identify embargoed countries linked to jobs or parties, for informed decision-making.

Ace every audit

As audit requirements tighten, ComplianceWise helps our customers stay ahead

Compliance checks are built into every stage of operations from booking to shipment.

Compliance activities are automatically logged, creating a clear audit trail that's easy to follow.

Compliance documents and reports are kept in one place for quick and easy access when required.

Detailed reports show key compliance actions, to demonstrate full regulatory adherence.

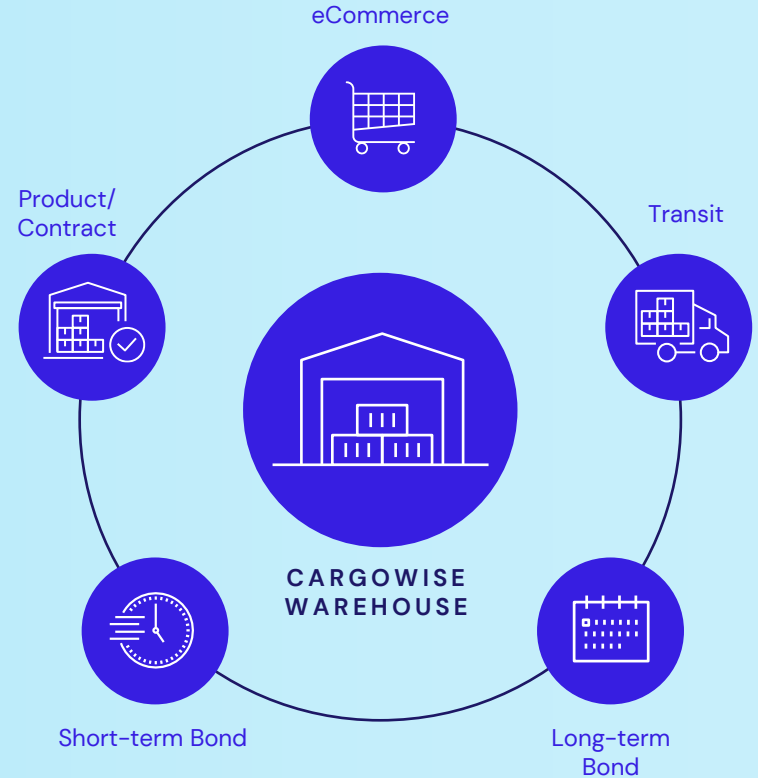
The system is regularly updated to meet the latest regulations, so our customers are always prepared.

Internal audits can be conducted to identify and fix issues before external reviews.

CargoWise Warehouse Suite

Five highly differentiated, advanced warehousing modalities

- ✔ Global, modular, high differentiated warehouse capabilities
- ✔ Designed for international and landside logistics
- ✔ Highly integrated across CargoWise capabilities
- ✔ Fast to train, implement, and onboard customers
- ✔ Single contract, single global application
- ✔ Easily scales to global, multisite, and high volume
- ✔ Highly productive, reduced total cost of ownership



The case for Global Warehouse Product Suite

Myriad local systems

vs

One global solution

Many

- Different systems
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- Contracts and terms

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- Global visibility
- Customer portal (NEO)

Production rules engine

Key process, features, and capabilities

Features

- Determine the optimal warehouse location for incoming inventory.
- Enable frequent inventory checks without disrupting normal warehouse operations.
- Automatically group orders with similar attributes and release them for picking at specific times.
- Allocate inventory by specific attributes, opening up possibilities for sophisticated omni-channel strategies.

Benefits

- Tailored complex decision-making processes using sets of user-defined Rules.
- Optimized business processes across warehouse operations for greater efficiency and productivity.

Wave Low Priority Retail Due This Week - Production Rule

Name: Wave Low Priority Retail Due This Week Priority: 10

Description: Wave Low Priority Retail Due This Week By Client And Transport Company

Is Schedule Active Local Start Date: 06-Sep-23 Local Run Time: 06:00 Run Every X Week(s): 1 Next Scheduled Run Time Local: 02-Dec-24 06:00

Run on Monday Run on Tuesday Run on Wednesday Run on Thursday Run on Friday

Run on Saturday Run on Sunday

When

Sales Channel: equals RET, RETAIL

Service Level: is one of STD, FRE

Required Date: is in this week

Add

then

Create Wave

group by

Client

Transport Company

Add

order by

Pick Priority: ascending

Required Date: ascending

Add

subject to

The default value of zero in the following fields denotes no limit.

Max Orders Per Pick: 6	Max Picks Per Wave: 20	Max Lines Per Pick: 0	Max Line Units Per Pick: 0.000
Max Weight Per Pick: 0.000 KG	Max Volume Per Pick: 0.000 M3	Max Value Per Pick: 0.0000	Max Order Value Currency: USD United States Dollar

defaulting fields

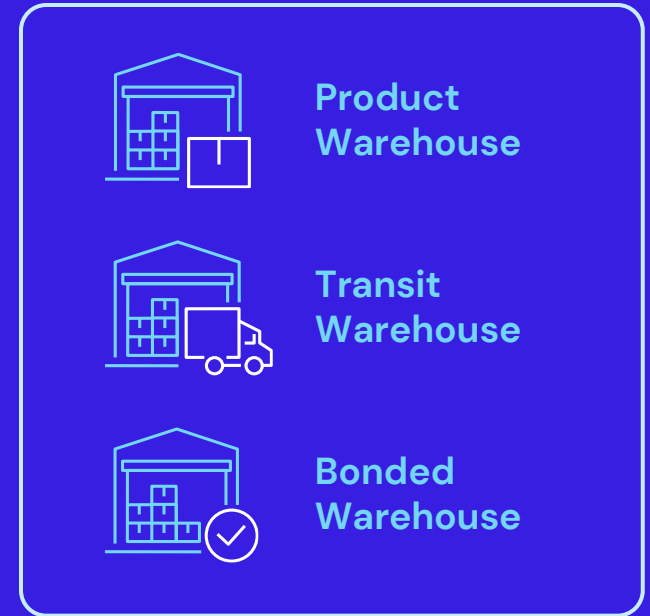
Pick Pallets By Label Pick Cases By Label Cartonize Split Cases

Force Pick By Case UOM Type Allocation Force Pick Split Case UOM Type Allocation

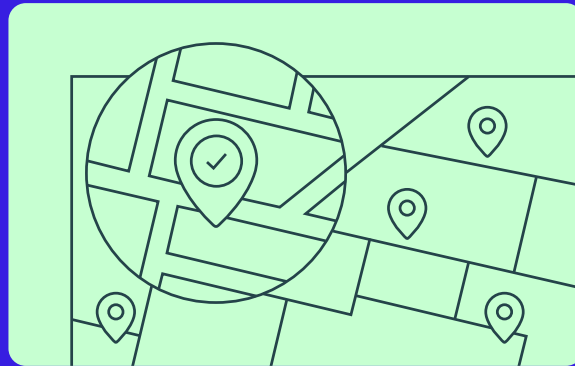
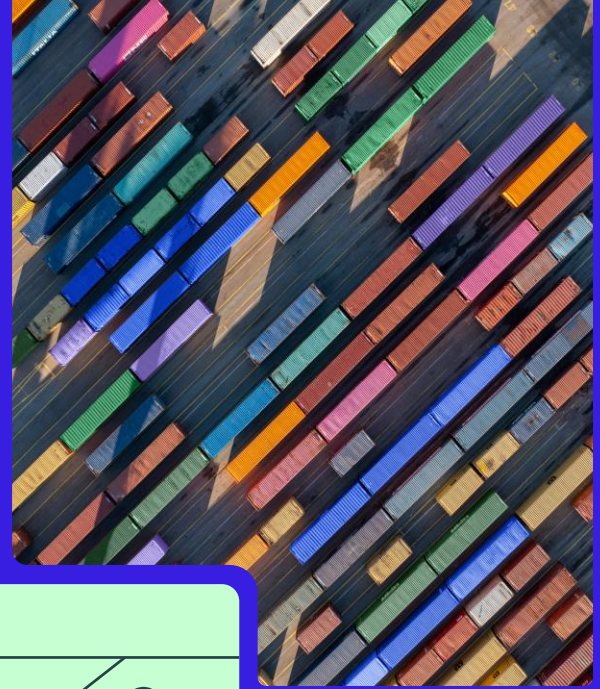
Improved warehouse accuracy, efficiency, visibility, and flexibility to significantly reduce cost-to-serve and capitalize on opportunities for additional services

Improved **visibility and control** from goods-in to goods-out.

- ✓ Ability to automate labor intense and manual processes, and maximize inventory location, storage, and replenishment.
- ✓ Reduced risks and errors through quality assurance and quarantine functionality, barcode tracking, scanning and verification.
- ✓ Lower costs through system directed tasks that maximize resources, processes, and space.



Landside Logistics and Container Transport Optimization



Landside Logistics and Container Transport Optimization



John Pritchard

Head of Product
& Development



Carl Marchese

Managing Director
– Matchbox Exchange

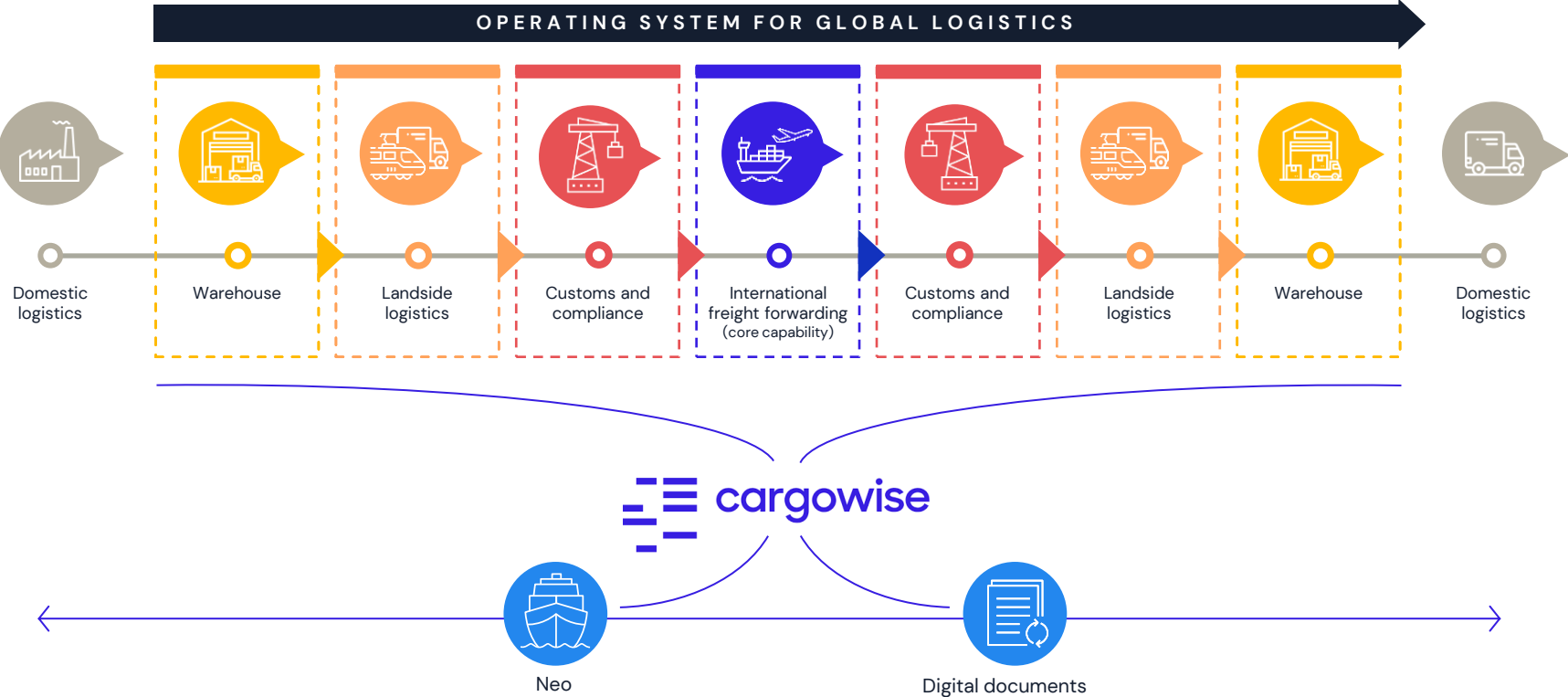


Michael Toolan

Product Portfolio Leader
– Domestic Delivery

Expanding the CargoWise ecosystem

Extending the core customer proposition and addressable market



CargoWise Landside Logistics

Combining logistics optimization & supply chain orchestration, delivering valuable & actionable visibility

Customers



FORWARDERS



BCOs



CARRIERS

Resources



TERMINALS



CONTAINER PARKS



BCO GATES/ STANDS

Problems

- ⊗ Port congestion
- ⊗ Container storage
- ⊗ Terminal gate congestion
- ⊗ Container detention/per diem
- ⊗ Truck wait times
- ⊗ Empty transport legs
- ⊗ Missed slot bookings
- ⊗ Poor asset utilization
- ⊗ Just-in-time failures

Solutions

- ✓ Digital bookings
- ✓ Live driver app
- ✓ Road & rail co-ordination
- ✓ Logistics optimization
- ✓ Container optimization
- ✓ Truck/driver optimization
- ✓ SecurSpace online marketplace for parking and storage
- ✓ Supply chain orchestration
- ✓ Domestic reloads





Container Transport Optimization



Removing poor optimization, dead legs, wait times, wharf storage, container detention, container returns, futile trips and unexpected surcharges.

Providing sophisticated, optimized, automated planning and predictable execution and real time data.



Transport provider gains

- Better utilization of transport assets
- Improved revenue yield



Transport buyer gains

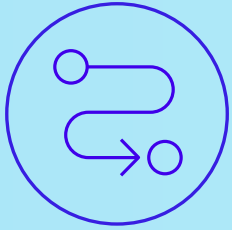
- Lower container transport costs
- Better prediction and visibility
- Lower surcharges



Community gains

- Lower CO2 emissions
- Less heavy vehicle dead legs
- Less traffic, noise, wear and tear

Enter a new era of container efficiency



Freight forwarders

Automate the coordination of landside container moves cutting extra legs and stops to reduce transport costs and build stronger customer relationships.



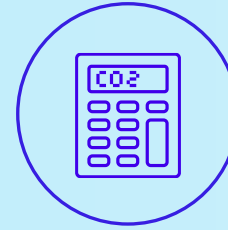
Transport providers

Better utilize fleets and assets, reduce transportation costs, increase revenue, and invoice faster with improved cash flow certainty.



Ocean carriers

Reduce the number of containers needed at each port, lowering capital investment and associated costs for handling, storage, and maintenance.



Port communities

Benefit from lower CO₂ emissions and reduced noise pollution due to decreased heavy vehicle traffic and road congestion around yards and terminals.



Thank you

wisetechglobal.com/investors