



ASX Announcement: 2025/58

27 August 2025

WiseTech Global FY25 results investor presentation

Attached is the FY25 results investor presentation for the year ended 30 June 2025.

//ENDS

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

Contact information

Investor Relations and Media

INVESTOR RELATIONS

Ross Moffat +61 412 256 224

MEDIA

Helen McCombie +61 411 756 248

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 193 countries, including 47 of the top 50 global third-party logistics providers and 24 of the 25 largest global freight forwarders worldwide².

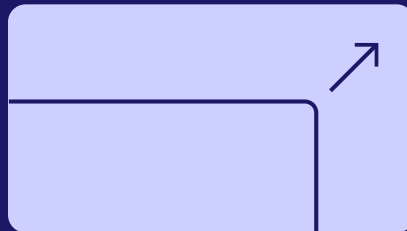
Our mission is to change the world by creating breakthrough products that enable and empower those that own and operate the supply chains of the world. At WiseTech, we are relentless about innovation, adding over 5,700 product enhancements to our global CargoWise application suite in the last five years 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 2023 gross logistics revenue/turnover and freight forwarding volumes – updated 14 August 2024.

FY25 results and future outlook

Financial data: All dollar values are in U.S. dollars (USD)
unless otherwise presented.



Important notice and disclaimer

Content of presentation for information purposes only

Visit [wisetechglobal.com/investors](https://www.wisetechglobal.com/investors)

Future performance and forward-looking statements

This presentation contains certain "forward-looking statements". The words "expect", "anticipate", "estimate", "intend", "believe", "guidance", "should", "could", "may", "will", "predict", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings, financial position, performance and strategy are also forward-looking statements. Forward-looking statements, opinions and estimates provided in this announcement are based on assumptions and contingencies that are subject to change without notice and involve known and unknown risks and uncertainties and other factors that are beyond the control of WiseTech Global, its directors and management. This includes statements about market and industry trends, which are based on interpretations of current market conditions.

These forward-looking statements should not be relied upon as a representation or warranty, express or implied, as to future matters or an indication or guarantee of future performance. The forward-looking statements are based on information available to WiseTech as at the date of this announcement. Prospective financial information has been based on current expectations about future events, however, is subject to risks, uncertainties, contingencies and assumptions that could cause actual results to differ materially from the expectations described in such prospective financial information. Readers are strongly cautioned not to place undue reliance on forward-looking statements. Circumstances may change and the contents of this announcement may become outdated as a result. Except as required by law or regulation, none of WiseTech Global, its representatives or advisers undertakes any obligation to provide any additional or updated information.

Past performance

Past performance information in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Information is not advice

This presentation is for information purposes only. Nothing in this presentation should be read or understood as an offer or recommendation to buy WiseTech Global shares, or be treated or relied upon as a recommendation or advice by WiseTech Global.

The information provided in this presentation does not take into account any person's particular investment objectives, financial situation or needs. You should obtain personal advice from an independent advisor.

Preparation of information

WiseTech Global's financial information has been prepared and reviewed in accordance with Australian Accounting Standards. Certain financial data included in this presentation is 'non-IFRS financial information'. The Company believes that this non-IFRS financial information provides useful insight in measuring the financial performance and condition of WiseTech Global. Readers are cautioned not to place undue reliance on any non-IFRS financial information including ratios included in this presentation. E2open's financial information has been presented in U.S. Generally Accepted Accounting Principles (GAAP).

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 the abbreviation "PF" is used, 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 U.S. 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

Third party information and market data

The views expressed in this presentation contain information that has been derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, reliability, adequacy or completeness of the information. This presentation should not be relied upon as a recommendation or forecast by WiseTech Global. Market share information is based on management estimates except where explicitly identified.

No liability or responsibility

The information in this presentation is provided in summary form and is therefore not necessarily complete. To the maximum extent permitted by law, WiseTech Global and each of its subsidiaries, affiliates, directors, employees, officers, partners, agents and advisers and any other person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation, any liability arising from fault or negligence) for any loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, this presentation. This presentation should be read in conjunction with WiseTech Global's other periodic and continuous disclosure announcements lodged with the ASX.



Our vision

Be the operating system for global trade and logistics.



Our mission

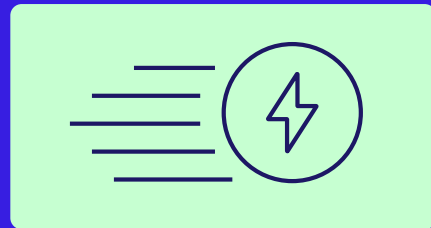
Create breakthrough products that enable and empower those that own and operate the supply chains of the world.

Agenda

Highlights	5
FY25 financial review	8
Strategy, innovation and growth	16
Outlook	29
Chief Innovation Officer update	32
Q&A	34
Appendices	35

Highlights

ZUBIN APPOO, CEO



Highlights

✓ EBITDA margin ahead of expectations

EBITDA margin ex. e2open M&A costs 53%, up 5pp vs. FY24, above top-end of FY25 guidance range. 52% FY25 EBITDA margin exit run rate.

✓ Breakthrough products progressing towards revenue generation

CargoWise Next rollout essentially complete; potential value of Container Transport Optimization has increased, strategic partnership with ACFS Port Logistics announced.

✓ e2open acquired

Completed strategically significant acquisition of e2open on 4 August 2025, expanding our total addressable market (TAM) in the \$11+ trillion global trade and logistics market. Integration on track.

✓ New CargoWise commercial model ready to rollout

New CargoWise commercial model expected to drive long-term product adoption, deeper market penetration and additional value creation through deep AI workflow and management engine opportunity.

Significant long-term value creation opportunities

FY25 financial performance

EBITDA margin rate ahead of expectations

Total revenue \$778.7m
↑ 13% organically¹
(↑ 14% reported)
on FY24

Total revenue growth **\$95.1m**
Recurring revenue **98% (↑ 1pp)**

CargoWise revenue \$682.2m
↑ 17% organically
(↑ 18% reported)
on FY24

Total CargoWise revenue growth **\$104.5m**
CargoWise recurring revenue **99%**

EBITDA ex. e2open M&A² \$409.5m
↑ 26%
(↑ 17% reported EBITDA)
on FY24

EBITDA margin ex. e2open M&A² **53% (↑ 5pp)**
Reported EBITDA margin **49% (↑ 1pp)**

Underlying NPAT¹ \$241.8m
↑ 30%
on FY24

Statutory NPAT **\$200.7m (↑ 17%)**
Underlying EPS **72.8 cps (↑ 30%)**

Free cash flow \$287.0m
↑ 31%
on FY24

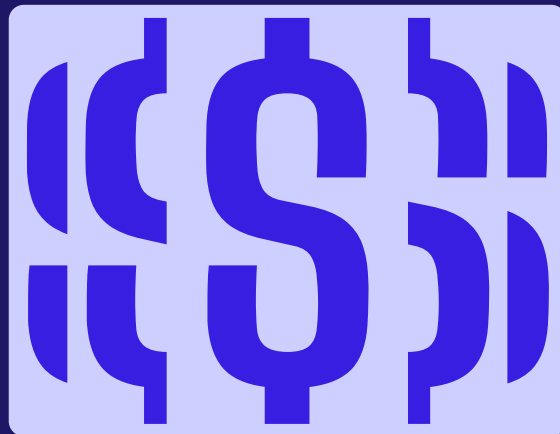
Operating cash flow **\$436.5m (↑ 25%)**
Free cash flow conversion rate **75% (↑ 8pp)**
51% Rule of 40¹

Final dividend 7.7 cps
↑ 24%
on FY24

Fully franked
Payout ratio 20% of Underlying NPAT

FY25 financial review

CAROLINE PHAM, INTERIM CFO



FY25 financial results

EBITDA margin rate ahead of expectations

USD M	FY24	FY25	% change
CargoWise revenue	577.7	682.2	18%
Non-CargoWise revenue ¹	105.9	96.5	(9)%
Total revenue	683.7	778.7	14%
Cost of revenues	(100.2)	(97.4)	(3)%
Gross profit	583.4	681.3	17%
Gross profit margin	85%	87%	2pp
Operating expenses	(258.4)	(299.7)	16%
EBITDA²	325.0	381.6	17%
EBITDA margin ²	48%	49%	1pp
Depreciation & amortization ³	(75.4)	(90.3)	20%
EBIT	249.6	291.3	17%
Net finance costs	(9.4)	(3.5)	(62)%
Fair value gain on contingent consideration	0.2	0.1	nm ⁵
Profit before income tax	240.4	287.8	20%
Tax expense	(68.2)	(87.1)	28%
Statutory NPAT	172.3	200.7	17%
Basic EPS (CPS)	52.1	60.4	16%
Underlying NPAT⁴	185.9	241.8	30%
Underlying EPS (CPS)	56.2	72.8	30%

Revenue

- Total revenue of \$778.7m, up 14% on FY24
- Total CargoWise revenue grew to \$682.2m, up 18% on FY24, including 17% organic growth, \$19.2m from FY24 & FY25 M&A and \$(2.4)m FX headwind

Gross profit

- Gross profit was \$681.3m, up 17% on FY24
- 87% Gross profit margin, up 2pp on FY24

EBITDA

- \$409.5m EBITDA excluding \$27.9m e2open M&A costs, up 26% with the corresponding EBITDA margin at 53% up 5pp on FY24
- Reported EBITDA \$381.6m, up 17% and EBITDA margin at 49%, up 1pp on FY24
- 52% FY25 EBITDA margin exit run rate

EBIT and depreciation & amortization (D&A)

- D&A increased \$14.9m, up 20% from continued R&D investment
- EBIT up 17% on FY24

Net finance costs

- Net finance costs reduced to \$3.5m, from continued strong free cash flow generation

NPAT and earnings per share (EPS)

- Underlying NPAT⁴ of \$241.8m, up 30% on FY24
- Underlying EPS 72.8cps, up 30% on FY24
- Statutory NPAT of \$200.7m, up 17% on FY24

1. See definition on slide 45.

2. EBITDA and EBITDA margin includes \$27.9m one-time e2open M&A costs.

3. Reconciliation of statutory expenses to non-statutory expenses on slide 42 in appendices.

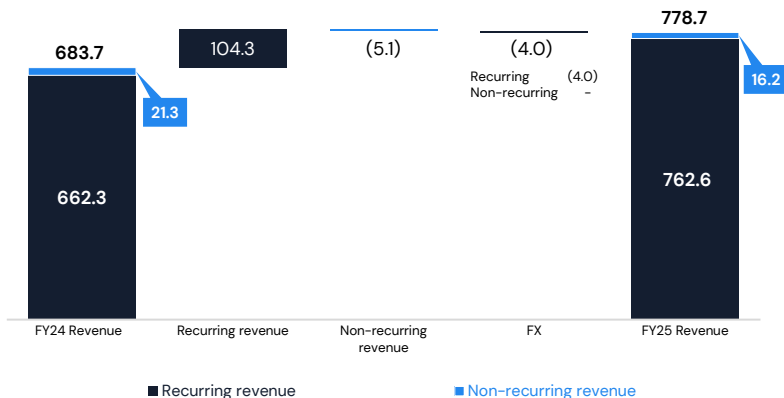
4. Underlying NPAT: Net Profit After Tax excluding fair value adjustments from changes to acquisition contingent consideration, non-recurring tax on acquisition contingent consideration, acquired amortization net of tax, contingent and deferred consideration interest unwind net of tax and M&A costs. See definition on slide 45 and reconciliation on slide 43.

5. Not measured.

FY25 revenue growth

CargoWise revenue growth \$104.5m or 18% – Total revenue growth \$95.1m or 14%

Recurring & Non-recurring revenue



Recurring revenue

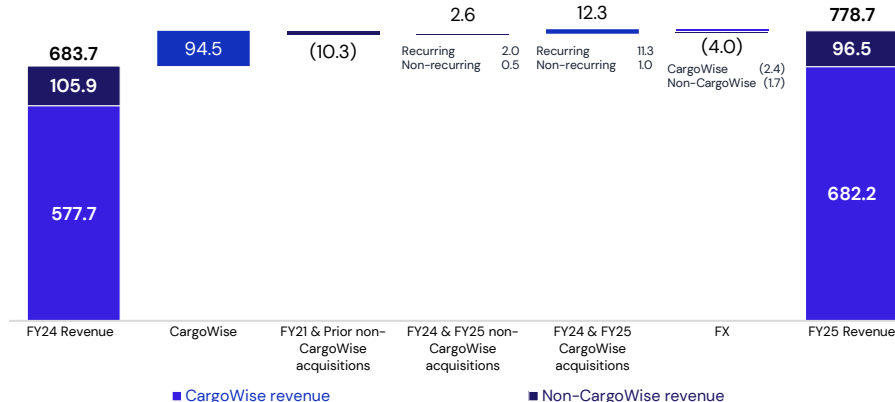
- \$104.3m increase, or 16% on FY24 driven by:
- LGFF rollouts and increased usage by new and existing customers
 - Price increases to offset impacts of inflation and generate returns on product investment
 - New products releases
 - \$13.4m from FY24/FY25 M&A

Recurring revenue growth includes \$(4.0)m FX headwind

Non-recurring revenue

- \$(5.1)m decrease or (24)% on FY24, driven by:
- Expected contraction from non-CargoWise acquisitions completed in FY21 and prior years

CargoWise & Non-CargoWise revenue



CargoWise revenue

- \$94.5m increase, or 17% organically on FY24 driven by:
- \$82.7m growth from existing customers (FY24: \$67.6m)
 - \$11.8m growth from new customers (FY24: \$12.8m)

Growth from existing and new customers reflects:

- LGFF rollouts
- Price increases to offset impacts of inflation and generate returns on product investment
- New products releases

CargoWise revenue growth also includes \$12.3m from FY24/FY25 M&A and \$(2.4)m FX headwind

Non-CargoWise revenue

- \$(10.3)m decrease, or (10)% organically on FY24 driven by:
- Expected contraction from non-CargoWise acquisitions completed in FY21 and prior years

Non-CargoWise revenue also includes \$2.6m from FY24/FY25 M&A

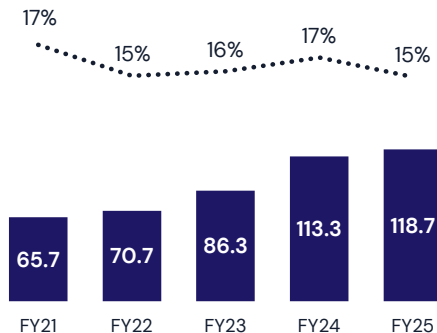
FY25 operating expenses¹

Operating expenses reduced by 3pp as a % of revenue on FY24 ex. e2open M&A costs

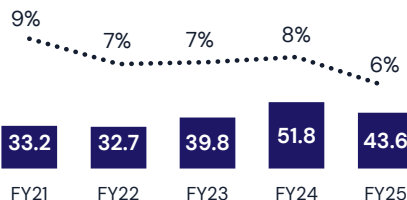
- % of revenue
- % of revenue, excl. e2open M&A costs
- Expenses (USD M)
- e2open M&A costs (USD M)

Cost efficiency program exceeded expectations, driving operating leverage and margin expansion

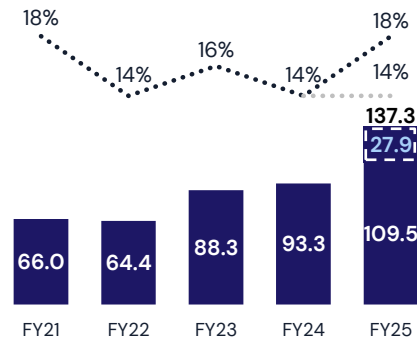
Product design & development (USD M)



Sales & marketing (USD M)



General & administration (USD M)



Product design & development expense

\$5.5m increase in FY25 vs. FY24 reflecting investment in CargoWise innovation and development. We will continue to monitor the future benefits of AI on PD&D

\$22.9m of PD&D expenses supporting maintenance of non-CargoWise platforms represents 19% of PD&D expenses, down 2pp vs. FY24

Sales & marketing expense

\$(8.2)m decrease in FY25 vs. FY24 largely reflecting benefits from the cost efficiency program

We continue to focus on the Top 25 Global Freight Forwarders and top 200 global logistics providers, in addition to deeper SME market penetration from the new CargoWise commercial model

General & administration expense

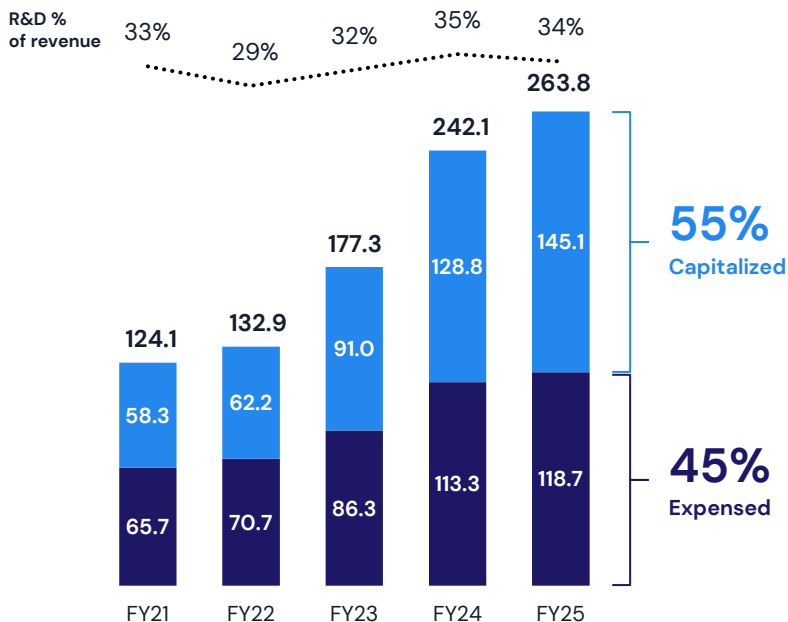
Excluding e2open M&A costs of \$27.9m, G&A as a % of revenue was 14%, flat with FY24

FY25 G&A includes operational investments to support future growth and legal and advisory costs

FY25 research and development

Continued innovation and product development

Investment in innovation and product development (USD M)



Product investment

- R&D investment increased \$21.7m, or 9% vs. FY24 reflecting hiring and investment into the CargoWise platform, diluted by acquired businesses
- 34% of FY25 revenue was reinvested in R&D, down 2pp vs. FY24
- 55% of FY25 R&D investment was capitalized, up 2pp vs. FY24, in line with target range, reflecting increased development process efficiency
- The balance of development costs (WIP) increased 52% from \$55.7m as at Jun '24 to \$84.7m as at Jun '25 reflecting continuing investment in future new products
- Delivered 1,226 new CargoWise application suite product enhancements in FY25, and over 5,700 product enhancements have been delivered on the CargoWise application suite in the last five years (FY21 to FY25)
- \$263.8m product investment in FY25, and over \$940m over the last five years (FY21 to FY25)
- Hiring focused on senior highly skilled software developers and Earn & Learn
- Product development is 64% of WiseTech total headcount, up 2pp vs. FY24
- ~55% capitalized development target expected for FY26, monitoring future benefits of AI to capitalized development

FY25 balance sheet

Balance sheet and significant liquidity available to fund future growth

USD M	30 Jun 24	30 Jun 25
Cash	80.7	167.4
Receivables	94.0	94.9
Other current assets	44.7	57.2
Capitalized development	341.3	440.5
Acquired intangible assets	136.9	129.8
Goodwill and other intangible assets	1,106.5	1,236.9
Other non-current assets	70.7	107.3
Total assets	1,875.0	2,234.1
Borrowings	53.1	65.0
Other current liabilities	215.3	270.7
Other non-current liabilities	138.6	194.4
Total liabilities	407.0	530.1
Net assets	1,467.9	1,703.9
Share capital	961.4	976.5
Retained earnings & reserves	506.6	727.5
Total equity	1,467.9	1,703.9

Strong liquidity

- Strong operating and free cash flow generation increased cash to \$167.4m

Receivables

- Receivables remained steady at \$94.9m due to favorable commercial contract resolutions

Intangible assets

- \$222.5m growth reflecting investment in capitalized development and recent M&A, partially offset by amortization

Borrowings

- Unsecured debt facility of \$327.3m (AUD500m) as at 30 June 2025 was replaced with a new, unsecured, \$3.0b syndicated debt facility to support the e2open acquisition, refinance existing debt, and provide additional liquidity
- The \$3.0b syndicated debt facility was underwritten by nine leading domestic and international banks. Subsequently, WiseTech undertook a market syndication of the facility, which was successfully completed in August to a strong group of more than 15 additional syndicate banks
- On 30 July 2025, \$2.4b drawn to complete e2open acquisition on 4 August 2025

Share capital

- \$15.1m new share capital, mainly to fund employee equity programs, offset by \$57.8m movement from functional currency change

FY25 cash flow performance

Highly cash-generative business model delivering strong free cash flow

USD M	FY24	FY25	% change
EBITDA	325.0	381.6	17%
Non-cash items in EBITDA	26.3	32.8	25%
Working capital changes	(2.6)	22.0	nm ¹
Operating cash flow	348.7	436.5	25%
Capitalized development costs	(113.6)	(126.5)	11%
Other capital expenditure	(16.5)	(23.0)	40%
Free cash flow	218.7	287.0	31%
Operating cash flow conversion	107%	114%	7pp
Free cash flow conversion	67%	75%	8pp
Free cash flow margin	32%	37%	5pp
Rule of 40 ²	56%	51%	(5)pp

Strong operating cash flow

- Operating cash flows increased 25% vs. FY24 to \$436.5m demonstrating the strength of our highly cash-generative operating model
- 114% operating cash flow conversion rate, up 7pp vs. FY24 reflecting higher accrued M&A expenses and favorable commercial contract resolutions

Free cash flow

- Free cash flow was \$287.0m, up 31% on FY24
- Free cash flow conversion rate was 75%, up 8pp on FY24
- Reflecting higher operating cash flow reinvested into long-term growth; \$149.5m invested primarily in product development and data center capacity, including acquisition of U.S. data center building

Rule of 40²

- 51% in FY25, down 5pp from 56% in FY24, driven by first time consolidation of Envase and Blume revenue in FY24

WiseTech and e2open Pro forma Revenue and EBITDA

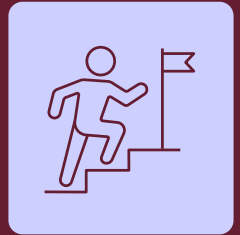
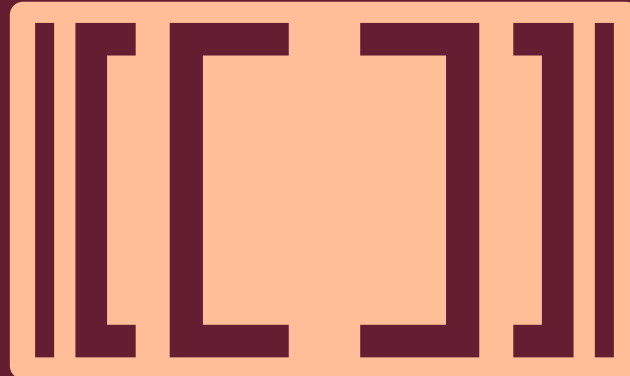
USD M	E2open					WiseTech		FY25 Pro forma
	Reported ¹	Alignment to WiseTech Fiscal Year ⁴	Reported aligned to WiseTech Fiscal Year	Accounting policy adjustments ⁵	FY25 Pro forma	FY25 Reported	E2open M&A costs ⁶	WiseTech + e2open
Revenue	609.1	-	609.1	(1.0)	608.1	778.7		1,386.8
Cost of revenues and operating expenses	(1,045.6)	1.1	(1,044.5)	10.9	(1,033.6)	(397.1)	27.9	(1,402.8)
Reported EBITDA	(436.5)					381.6		
Reported EBITDA margin	(72)%					49%		
Add back: Reported to Pro forma adjustments ²	594.8		594.8		594.8			594.8
Pro forma EBITDA	158.3		159.4		169.3			578.8
Pro forma EBITDA margin	26%		26%		28%			42%
Add back: Pro forma to Adjusted EBITDA adjustments ³	58.7							
Adjusted EBITDA	217.0							

The pro forma information is presented on an unaudited e2open 12-month period ended 30 June basis to show the impact of the e2open acquisition had it completed as of 1 July 2024. This information is provided for illustrative purposes only and is not represented as being indicative of WiseTech's views on the combined business's future financial condition and/or performance

1. Based on e2open Parent Holdings, Inc. last four reported quarters ended 31 May 2025.
2. Add back e2open adjustments for changes in values of: Tax Receivable Agreement, warrant liability, contingent consideration and impairment of intangibles, cost method investments and right-of-use assets based on e2open Parent Holdings, Inc reported results.
3. Add back e2open adjustments for share-based compensation, non-recurring/non-operating costs, acquisition related adjustments.
4. Adjustments to reflect alignment with WiseTech's fiscal year-ended 30 June 2025 with data extracted from e2open's unaudited financials for the months of 30 June 2024 and 30 June 2025.
5. Includes unaudited US GAAP to IFRS accounting adjustments on revenue, leases and share based payments.
6. Add back M&A costs incurred for WiseTech's acquisition of e2open.

Strategy, innovation & growth

ZUBIN APPOO, CEO



WiseTech's 3P strategy

Vision: Be the operating system for global trade and logistics

People: Powered by our talented people, and accelerated by our innovation culture and targeted acquisitions



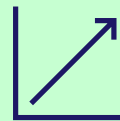
Product

Extend technology
lead



Penetration

Expand market
penetration

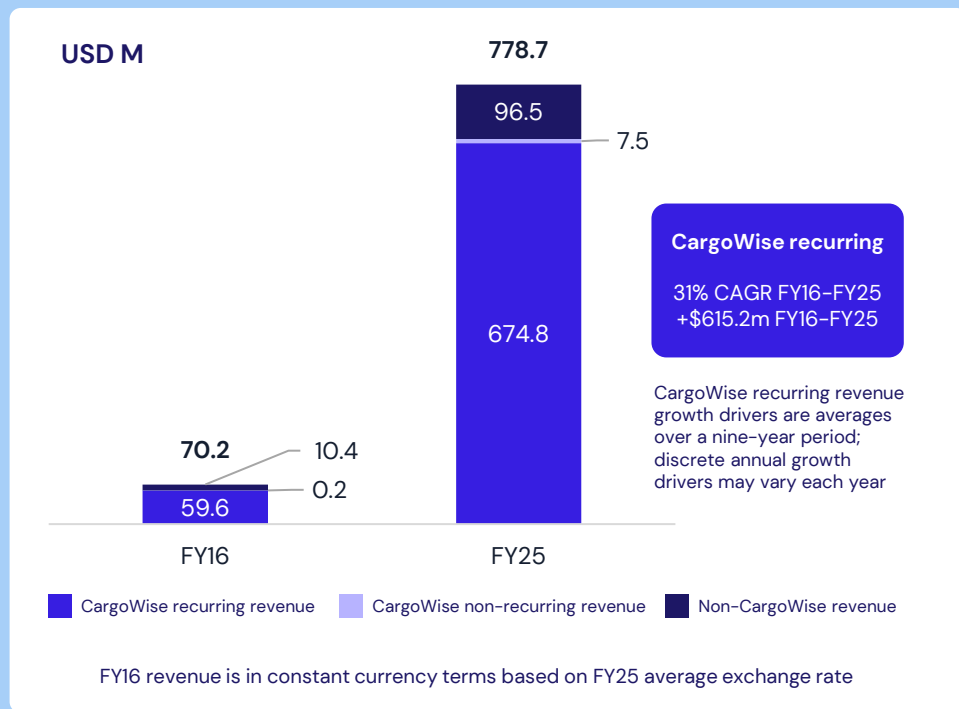


Profitability

Enhance operating
leverage

Revenue growth drivers

CargoWise recurring revenue delivers 31% CAGR FY16 to FY25 (constant currency)



CargoWise recurring revenue growth

- 31% CAGR FY16 to FY25 (nine years)
- Significant R&D investment driving long-term growth
- Revenue growth of \$615.2m, >11X
- Major recurring revenue growth drivers (averages per year)¹
 - ~11pp Large Global Freight Forwarder rollouts
 - ~6pp New product enhancements reflected in price
 - ~5pp Inorganic²
 - ~4pp New and existing customer growth
 - ~4pp Major new product releases
 - ~1pp Market growth

31% CAGR FY16 to FY25

- CargoWise non-recurring revenue includes customer paid product enhancements which are important future growth enablers
- Non-CargoWise businesses drives accelerated strategic product development in the CargoWise platform

Future revenue growth drivers

- CargoWise recurring revenue growth consistent with historical experience, and accelerated **growth and contribution** from:
 - Large Global Freight Forwarder rollouts and further contract wins
 - Further penetration of new and existing products including Container Transport Optimization, CargoWise Next, ComplianceWise, global customs, landside logistics, and warehouse
 - New CargoWise commercial model
 - New product enhancements reflected in price
 - Ongoing R&D investment delivering additional new products including AI
 - Potential strategically significant and tuck-in acquisition opportunities

E2open expands our ecosystem and extends our vision

Be the operating system for global trade and logistics



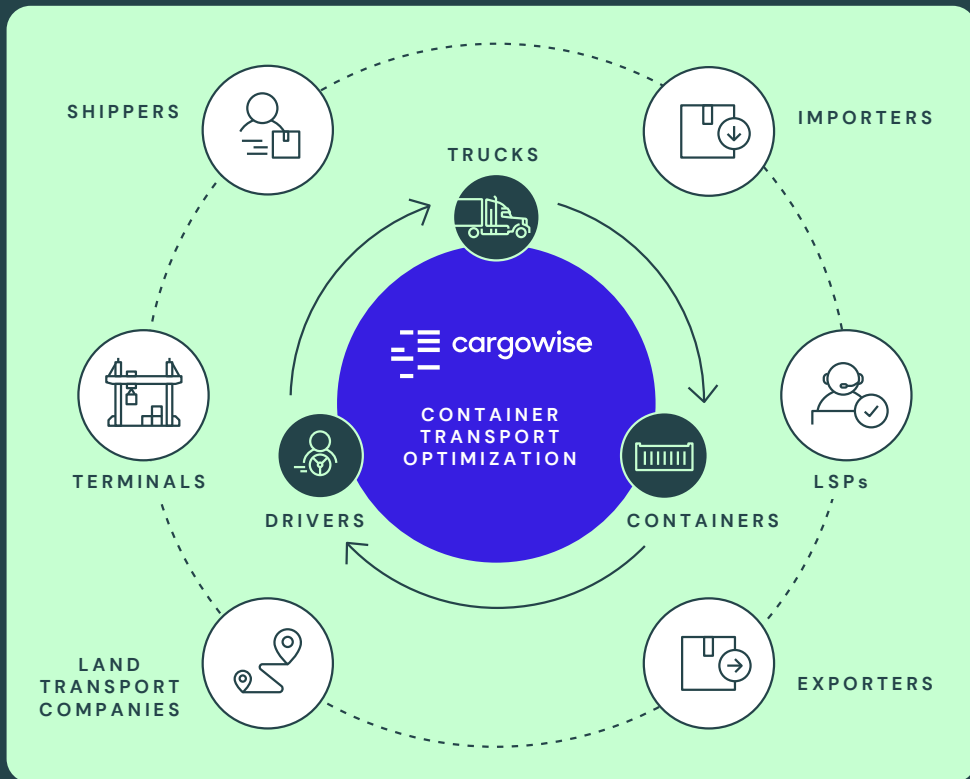
BUILDING A TRUE MULTI-SIDED MARKETPLACE

- ✓ Connecting carriers, logistics providers, terminals, transporters, traders, importers, exporters, shippers, brand owners, governments
- ✓ Domestic and international trade compliance embedded across the platform



- ✓ Improved planning, management, visibility, predictability, yield
- ✓ Connecting the world of trade and logistics – digital docs, straight through digital processing

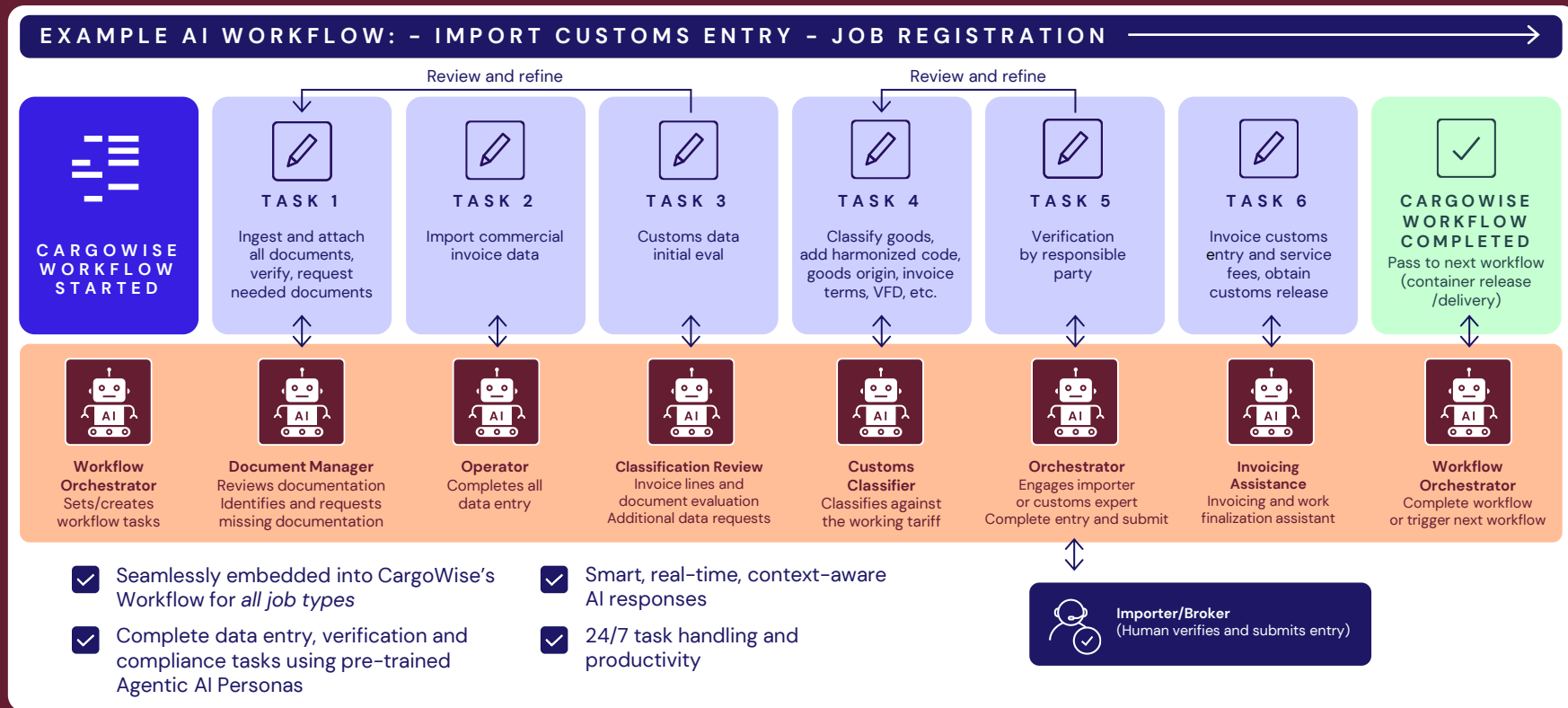
Container Transport Optimization (CTO)



- ✓ Enables transport companies, shippers, and logistics providers to maximize efficiencies across container movements using advanced optimization algorithms
- ✓ Sophisticated, optimized, automated planning and predictable execution and real time data
- ✓ Significantly lowers both operating costs and environmental impact
- ✓ E2open and INTTRA brings expanded visibility of nearly 40m additional containers across the supply chain
- ✓ Initial launch and revenues expected in 1H26, with continued product and commercial model maturation into FY27+, supporting growth beyond FY26 launch

AI Workflow Engine uses Agentic AI Personas

Agentic AI driven operations automate tasks and lower labor costs



Efficiency through AI problem detection and exception management at scale



New CargoWise commercial model



Pre-2008

OTL

One-time license



2008

MUL

Module user license

- Per user
- Per module
- Per month



2014

STL

Seat plus
transaction license

2025+

CVP

CargoWise Value pack –
a pure transactional
license



4th generation evolution of our commercial model



The highly compelling licensing model is an extensive and valuable package of logistics and supply chain software capabilities



Enables deeper penetration into our existing customer base and **expansion into new segments** including SMEs



Ensures we're positioned to **capture the full commercial value of AI**

e2open transformative acquisition



Be the **operating system** for global trade and logistics

Enhances our vision by adding the valuable combination of trade and logistics



Complements and **extends our product offering** and ecosystem

Broadens our market opportunity and expands TAM in the \$11+ trillion global logistics market



Enable and empower a **multi-sided marketplace**

Connects and benefits all stakeholders by building a competitive and efficient marketplace for all trade and logistics players



Expands our **organic growth** capability

Enhances product knowledge, innovation and domain expertise

WiseTech + e2open creates a powerful combination of products, data and customers

e2open integration



**Completed acquisition
on 4 August 2025**



**Mark Hall, CEO e2open and
Chief Acquisitions & Integration
Officer at WiseTech**



Integration plan well developed and progressing

- Horizon 1: integration of organization, working practices, adoption of WiseTech Way and cost synergies FY26 – FY27
- Horizon 2: revenue and product synergies FY27+
- Horizon 3: multi-sided marketplace FY28+



Cost synergies

- Targeting \$50m annualized run rate cost synergy by end of FY27¹
- Ongoing additional AI cost savings to be realized

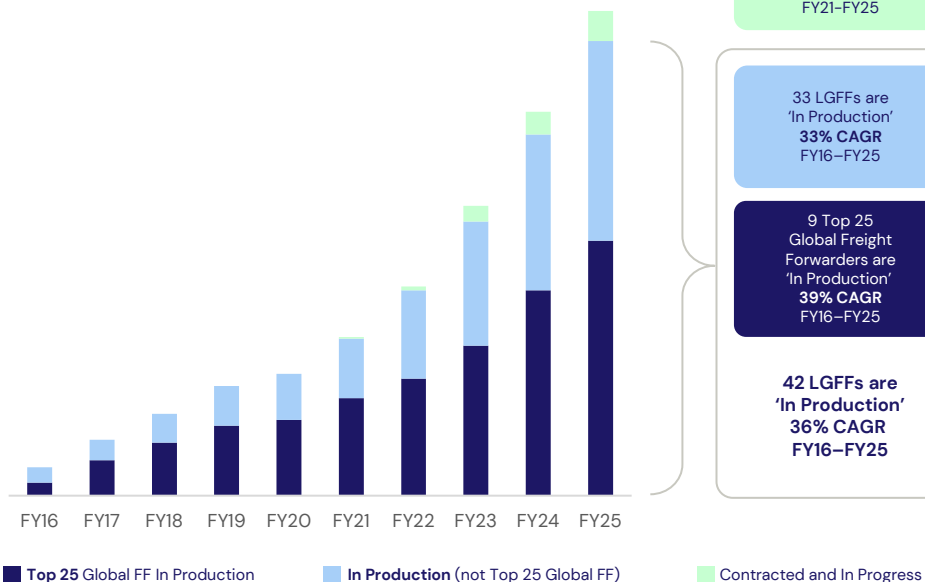


Leveraging external expertise

Large Global Freight Forwarder rollouts driving revenue growth

55 LGFF rollouts are driving long-term revenue growth

Annual revenue (USD M)¹ in constant currency



42 LGFFs with rollouts of the CargoWise application suite 'In Production'² have delivered:

- Revenue growth of 36% CAGR over FY16 to FY25, driven by:
 - Ongoing growth of initial global rollouts
 - Adoption of more CargoWise application suite modules, new products, features, enhancements and geographies
 - Customer M&A activity integrating their acquired businesses onto the CargoWise application suite
- 9 are Top 25 Global Freight Forwarders and have delivered revenue growth of 39% CAGR over the nine-year period from FY16 to FY25

13 LGFFs 'Contracted and In Progress'² growth expected from:

- The 13 LGFFs that are 'Contracted and In Progress'² have less than 25% of their expected users currently live. These delivered 108% CAGR revenue growth over FY21 to FY25. Five of the Top 25 are part of this group
- Expected number of users not currently live has increased by 125% on FY24, driven by two new Top 25 contract wins, Nippon Express and LOGISTEED

Profitability

Enhanced operating leverage supports profitable growth



Streamlining processes
and teams



Internal development
of our existing teams



Optimizing our integrated
cost structures



Allocating resources
appropriately

Driving returns by leveraging high growth and scalable SaaS model delivering strong profitability and operating cash flow generation

- Company-wide cost efficiency program achieved \$40m annual run rate savings exceeding target of \$33m (AUD50m) with \$24m net cost out in FY25 (FY24: \$9m net cost out)
- Phased restructure program focusing on building high performance teams and maximizing efficiency via automation and particularly the use of AI, target annual run rate EBITDA savings of \$18m by end of FY27
- 19% of PD&D expenses supporting maintenance of non-CargoWise platforms, down 2pp vs. FY24
- EBITDA margin ex. e2open M&A costs 53%, up 5pp vs. FY24, above top-end of FY25 guidance range. 52% FY25 EBITDA margin exit run rate
- E2open cost synergies target of \$50m annualized run rate cost synergy by end of FY27
- Acquisitions dilute EBITDA margin rate while being integrated before margin rate increases

Outlook

ZUBIN APPOO, CEO



FY26 guidance

Strong growth outlook focused on strategic foundations for the future

FY26 revenue

\$1.39b – \$1.44b

79% – 85%
FY26 growth vs. FY25

FY26 EBITDA

\$550m – \$585m

44% – 53%
FY26 growth vs. FY25

FY26 EBITDA %

40% – 41%

(9)pp – (8)pp
FY26 vs. FY25

FY26 guidance assumptions

Includes e2open from 4 August 2025, ~11 months in FY26

1 **CargoWise: revenue growth of ~14% to 21%**

- Organic growth led by LGFF rollouts and new & existing customer growth
- Initial revenues from launch of CTO and rollout of the new commercial model, starting in 1H
- 1H/2H skew ~3pp more weighted to 2H than in FY25 due to launch and rollout of new products and commercial model

2 **Non-CargoWise:**

- Minor revenue reduction as customers convert and non-recurring revenue exited, as expected

3 **E2open revenue assumptions:**

- In line with e2open full year-ended February 2026 pre-acquisition guidance (\$600m-\$618m), adjusted for expected reduction in professional services reflecting long-term strategic focus on recurring revenue
- Range includes minor continued attrition in subscription revenue prior to implementing long-term retention strategies

4 **FX: ~\$10m FX tailwind on total revenue, most in 2H**

- FX tailwind partially offset with cost headwind, essentially neutral to EBITDA
- See Appendix for sensitivity analysis

5 **Operating expenses and cost of revenue:**

- Margin expansion from remaining run rate savings from \$40m company-wide efficiency program
- Phased restructure program ~\$18m annual run rate savings target by end FY27 with FY26 net cost out of ~\$9m
- PD&D costs expected to moderate as R&D focus on hiring senior developers & leveraging AI
- Development process efficiency with capitalized development in the ~55% range, excluding e2open

6 **EBITDA and EBITDA %: expect FY26 EBITDA margin exit run rate 43% to 44%**

- >10pp of margin rate dilution from first time consolidation of e2open
- FY26 includes ~\$45m-\$50m of one-off e2open integration, retention and break costs driving 2-3pp of margin dilution
- 2H margin expansion driven by cost efficiencies, launch of new products and roll-out of new commercial model

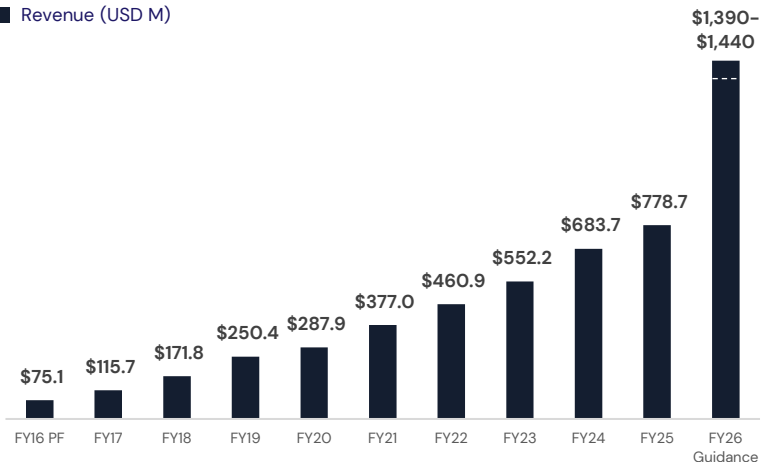
Guidance provided in line with these assumptions, those in the Appendix, slide 36 and to be read in conjunction with the FY25 pro forma on slide 15

Uncertainty around future economic and industrial production growth.

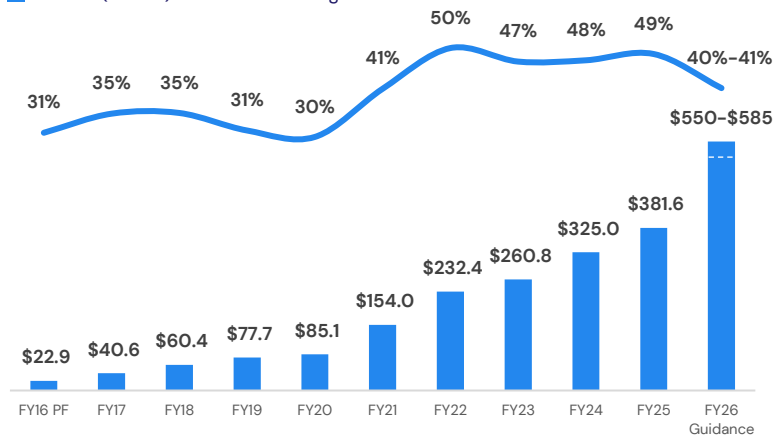
Prevailing uncertainties relating to sovereign and geopolitical risk may also reduce assumed growth rate.

Business model and strategy delivering sustainable shareholder value

■ Revenue (USD M)



■ EBITDA (USD M) — EBITDA margin %



Delivering strong revenue growth

30%

CAGR
FY16PF – FY25

Continuing momentum in market penetration

55

global rollouts
FY25

Expanding CargoWise ecosystem

\$940m+

R&D investment
FY21 – FY25

Enhancing operating leverage

37%

EBITDA CAGR
FY16PF – FY25

Delivering strong free cash flow

45%

CAGR
FY16PF – FY25

Chief Innovation Officer update

RICHARD WHITE, EXECUTIVE CHAIR
AND CHIEF INNOVATION OFFICER



Product innovation update

- ✓ CargoWise Next rollout
- ✓ CargoWise AI Workflow Engine and AI Management Engine
- ✓ E2open acquisition
- ✓ Enhanced CTO model amplified by e2open's INTTRA container data and further optimizations
- ✓ Strategic partnership with ACFS Port Logistics, a leading Australian container transport operator
- ✓ The new commercial model – CargoWise Value Pack
- ✓ NZ Customs Tariff Management Portal
- ✓ BorderWise NZ Community Edition
- ✓ E2open product suite opportunities
- ✓ Opportunity to combine the enormous data sets of WiseTech and e2open
- ✓ AI driving efficiencies across WiseTech's product development, operations and management

Q&A

Useful links

[About WiseTech](#)

[About CargoWise](#)

[About e2open](#)

[Leadership Team](#)

[Sustainability & ESG](#)

[Knowledge Hub | eBooks](#)



Investor Hub

investor.relations@wisetechglobal.com



Appendices

Slides

- 36. FY26 guidance assumptions and FX
- 37. Strategic highlights
- 38. Customer growth and low attrition
- 39. Revenue diversification
- 40. FY25 organic growth
- 41. CargoWise recurring revenue growth drivers
- 42. Reconciliation of statutory expenses to non-statutory expenses
- 43. Reconciliation of underlying NPAT, NPATA and underlying ETR
- 44. Global rollouts
- 45. Glossary



FY26 guidance assumptions and FX

Currency Pairs ¹	FY25 Actual	FY26 Guidance
AUD-USD	0.65	0.65
EUR-USD	1.07	1.17
GBP-USD	1.29	1.35
USD-ZAR	18.21	17.76
USD-TRY	35.81	40.45
NZD-USD	0.59	0.60
USD-RMB	7.21	7.17
CHF-USD	1.15	1.25

Sensitivities ²	Increase/decrease	FY26 Revenue \$ M	FY26 EBITDA \$ M
Currency Pairs			
AUD-USD	+/- 5%	+2.4 / -2.4	-2.9 / +2.9
EUR-USD	+/- 5%	+5.2 / -3.9	+0.7 / +0.7
GBP-USD	+/- 5%	+2.2 / -2.2	-0.2 / +0.2
USD-ZAR	+/- 10%	-0.8 / +1.0	-0.6 / +0.8
USD-TRY	+/- 10%	-0.1 / +0.1	+0.1 / -0.1
NZD-USD	+/- 5%	+0.9 / -0.9	+0.7 / -0.7
USD-RMB	+/- 5%	-0.3 / +0.3	+0.8 / -0.9
CHF-USD	+/- 5%	+0.3 / -0.3	-0.2 / +0.2

What is included in the FY26 guidance:

- Retention of existing CargoWise customers consistent with historical levels
- Overall supply chain volumes reflecting recent trends
- New customer growth consistent with historical levels
- New product and feature launches monetized
- Contractual increases in revenue from existing customers, including those reflecting the end of temporary pricing arrangements
- Standard price increases
- Inflation in staff and other costs
- Full year effect of FY25 acquisitions and a minor reduction for non-CargoWise revenue, as a group overall, from product exits, as expected

What is not included in the guidance:

- Revenue from new products in development but not planned to be commercialized
- Benefits from migration of customers from non-CargoWise platforms, where CargoWise development is yet to be completed
- Changes in the mix of invoicing currencies
- Future potential acquisitions, revenues and associated costs
- Uncertainty around future economic conditions and industrial production, international goods flow, sovereign and geopolitical risk
- Alignment of e2open and WiseTech accounting policies

Foreign Exchange

- ~40% of FY25 revenue in non-USD currencies, reflecting a reduction in USD FX exposure and result of changing functional currency from AUD to USD
- Natural hedges in some countries with both revenue and expenses denominated in local currencies
- Hedged positions now in place to cover ~50% of FY26 AUD and EUR revenue, along with ~80% of FY26 AUD cash costs, utilizing forward contracts

Strategic highlights

Strategic progress on the 3P strategy to accelerate delivery of our vision powered by our People

Product



- Expansion through six new acquisitions:
 - E2open¹ a transformative, strategically significant acquisition that accelerates and deepens plans to create a global, multi-sided marketplace
 - Three foothold acquisitions covering Colombia, Chile, Ecuador, Panama, Mexico and Portugal
 - Two tuck-in acquisitions expanding digital documentation capability
- CargoWise Next rollout essentially complete
- Container Transport Optimization potential value has increased, strategic partnership with ACFS Port Logistics announced
- New CargoWise commercial model ready to rollout, expected to drive long-term product adoption, deeper market penetration
- Additional value creation through deep AI workflow and management engine opportunity
- Strategic government contract with the New Zealand Customs Service to digitize the maintenance of the working Tariff of New Zealand.
- \$263.8m product investment in FY25, up 9% vs. FY24, and over \$940m over the last 5 years

Penetration



- Two new Top 25 global rollouts by LGFFs secured since the start of FY25:
 - Nippon Express
 - LOGISTEED
- Three new organic global rollouts 'In Production'
 - SPARX, MOL Logistics and Mondiale VGL
- Recent industry consolidation includes:
 - DSV #3 acquires DB Schenker #4 Global Freight Forwarder
 - Nippon Express acquires cargo-partner
- Total of 55 LGFF rollouts
- 14 of the Top 25 Global Freight Forwarders have either rolled out or are in progress, with global rollouts on the CargoWise application suite
- The 13 LGFFs that are 'Contracted and In Progress'² have ~25% of their expected users currently live
- FY25 LGFF usage growth in customs ~25% and transit warehouse over 50%

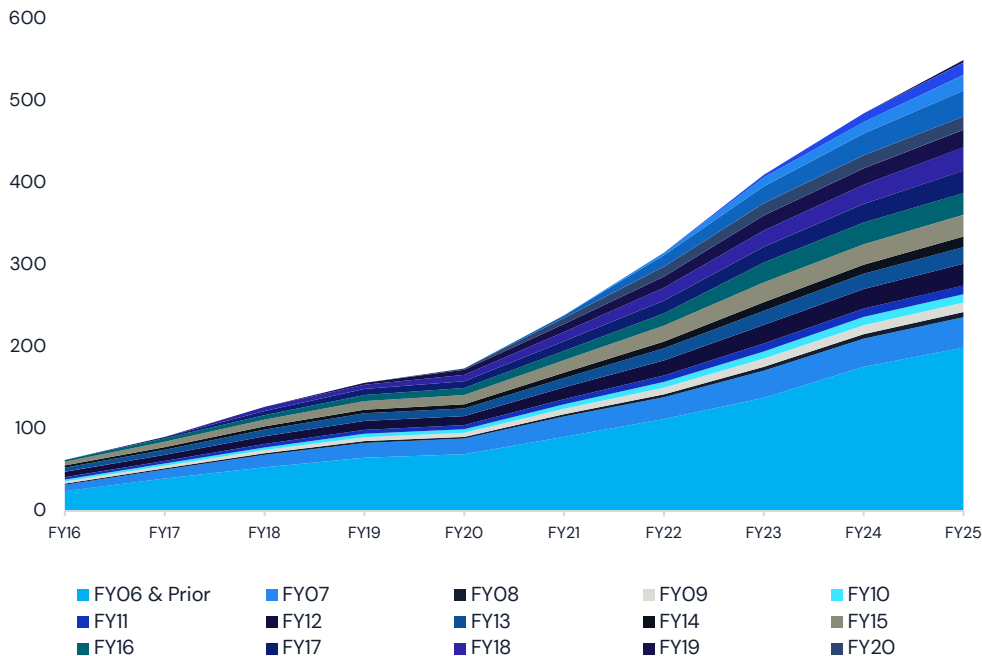
Profitability



- Enhanced operating leverage supporting profitable growth driven by ongoing financial discipline
- Price increases to offset impacts of inflation and generate returns on product investments
- Company-wide cost efficiency program achieved \$40m annual run rate savings exceeding \$33m (AUD50m) target with \$24m net cost out in FY25 (FY24: \$9m net cost out)
- Phased restructure program focusing on building high performance teams and maximizing efficiency via automation and particularly the use of AI, target annual run rate EBITDA savings of \$18m by end of FY27
- EBITDA margin ex. e2open M&A costs 53%, up 5pp vs. FY24, above top-end of FY25 guidance range. 52% FY25 EBITDA margin exit run rate
- Acquisitions dilute EBITDA margin rate while being integrated before margin rate increases
- Envase and Blume delivered combined EBITDA margin >25% in FY25, vs. loss making at acquisition in FY23, while growing revenues
- \$50m e2open annualized run rate cost synergy target by end of FY27³

Customer growth and low attrition

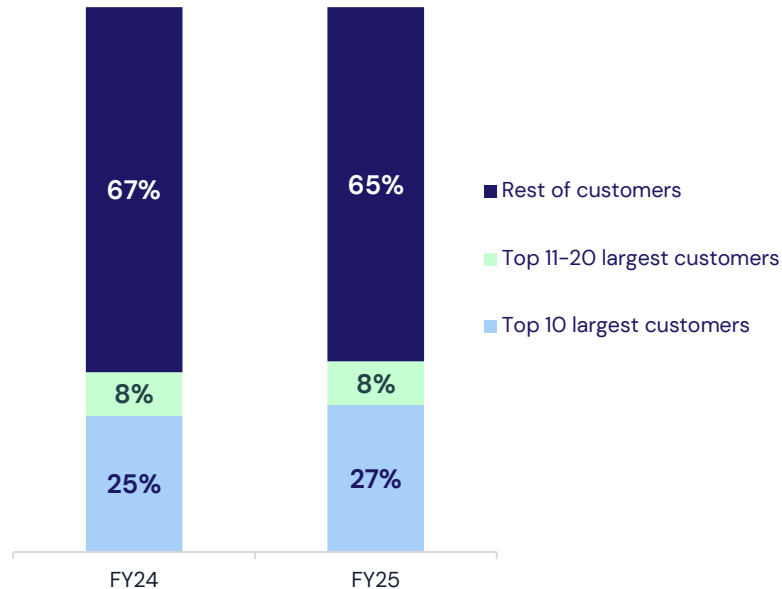
CargoWise application suite¹ revenue by customer cohort
USD M (last 12 months)



- ✓ Increasing adoption by LGFFs
Top 300 customers deliver >70% of CargoWise revenue in FY25 (FY24 ~70%)
- ✓ Customers stay and use more
<1% attrition every year for last 13 years²
Low annual customer attrition rate
- ✓ FY25 revenue growth operationally³
achieved **across all customer cohorts** vs. FY24 revenue

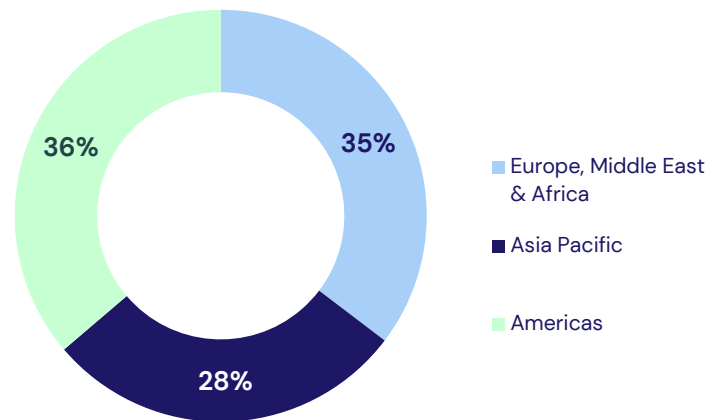
Revenue diversification

Revenue by customers (%)



We maintain a diversity of revenue across our large customer base

FY25 Revenue by geography^{1,2} (%)



CargoWise application suite has customers operating in **193 jurisdictions** as at 30 June 2025 (183 jurisdictions as at 30 June 2024)

Our global presence provides important revenue diversification across geographies and currencies

FY25 organic growth¹

USD M	Revenue									EBITDA			EBITDA margin		
	CargoWise			Non-CargoWise			Total								
	FY24	FY25	% change	FY24	FY25	% change	FY24	FY25	% change	FY24	FY25	% change	FY24	FY25	change
Recurring revenue	568.9	674.8	19%	93.4	87.8	(6)%	662.3	762.6	15%						
Non-recurring revenue	8.9	7.5	(16)%	12.5	8.7	(30)%	21.3	16.2	(24)%						
Group total - Reported	577.7	682.2	18%	105.9	96.5	(9)%	683.7	778.7	14%	325.0	381.6	17%	48%	49%	1pp
Less acquisitions	6.9	19.2		1.8	4.3		8.7	23.6		1.9	6.1				
Less dispositions				0.4			0.4			-					
Less FX		(2.4)			(1.7)			(4.0)			4.5				
Less M&A costs										(3.2)	(30.6)				
Less restructuring costs										(1.8)	(1.7)				
Group total - Organic	570.8	665.4	17%	103.7	93.8	(10)%	674.6	759.2	13%	328.2	403.3	23%	49%	53%	4pp
Recurring revenue	562.0	658.9	17%	91.8	86.0	(6)%	653.7	744.9	14%						
Non-recurring revenue	8.9	6.5	(27)%	12.0	7.9	(34)%	20.8	14.3	(31)%						

CargoWise recurring revenue growth drivers

Details on inclusions in each category of revenue drivers

CargoWise recurring revenue growth drivers	Growth rate FY16 to FY25 (averages per year)	What's included
Large Global Freight Forwarder rollouts	11pp	Growth in users and transactions from Large Global Freight Forwarders ¹
New product enhancements reflected in price	6pp	Monetized new product enhancements and standard periodic price increases reflecting ongoing product development investment delivering enhancements
Inorganic	5pp	CargoWise strategically significant or tuck-in acquisition business revenue, within the first 12 months of acquisition
New & existing customers	4pp	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
31% CAGR FY16 to FY25 30% CAGR from WiseTech specific growth factors		

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

Reconciliation of statutory expenses to non-statutory expenses

Statutory to non-statutory reconciliation	USD M	FY24	FY25
	Cost of Revenues		
	Cost of revenue – statutory	109.3	107.7
	Less: Depreciation & amortization	9.1	10.3
	Cost of revenues – non-statutory	100.2	97.4
	Product design & development		
	Product design & development – statutory	167.8	185.3
	Less: Depreciation & amortization	56.6	69.3
	Less: Right-of-use asset depreciation capitalized	(2.0)	(2.8)
	Product design & development – non-statutory	113.3	118.7
	Sales & marketing		
	Sales & marketing – statutory	59.2	51.6
	Less: Depreciation & amortization	7.4	7.9
	Sales & marketing – non-statutory	51.8	43.6
	General & administration		
	General & administration – statutory	97.7	142.8
	Less: Depreciation & amortization	4.4	5.5
	General & administration – non-statutory	93.3	137.3

Reconciliation of underlying NPAT, NPATA and underlying ETR

Net Profit After Tax (NPAT)	USD M	FY24	FY25
	NPAT	172.3	200.7
	Fair value gain on acquisition contingent consideration	(0.2)	(0.1)
	Non-recurring tax on acquisition contingent consideration	(1.2)	(2.8)
	Acquired amortization (net of tax)	11.6	12.6
	Contingent and deferred consideration interest unwind (net of tax)	0.2	0.7
	NPATA ¹	182.7	211.2
	M&A costs	3.2	30.6
Effective Tax Rate (ETR)	Underlying NPAT ¹	185.9	241.8
	Profit before income tax	240.4	287.8
	Fair value gain on acquisition contingent consideration	(0.2)	(0.1)
	Acquired amortization	14.9	16.3
	Contingent and deferred consideration interest unwind	0.3	1.1
	M&A costs	3.2	30.6
	Underlying profit before income tax ¹	258.7	335.8
	Tax expense	(68.2)	(87.1)
	Non-recurring tax on acquisition contingent consideration	(1.2)	(2.8)
	Acquired amortization – tax effect	(3.4)	(3.7)
	Contingent and deferred consideration interest unwind – tax effect	(0.1)	(0.3)
	Underlying tax expense	(72.8)	(94.0)
	Underlying effective tax rate (ETR)	28.1%	28.0%

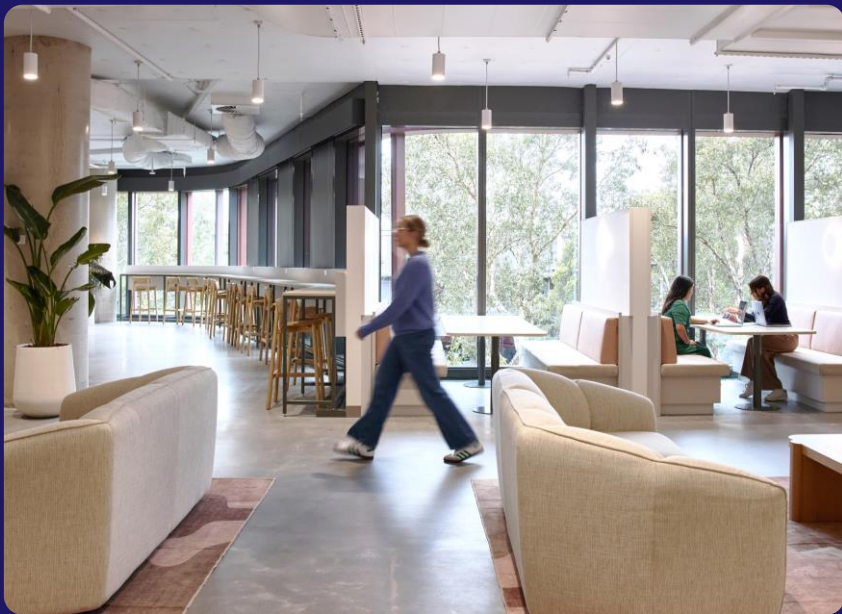
Global rollouts

Reconciliation of CargoWise application suite global rollouts

	In Production ¹	Contracted ¹	Total LGFF ¹	Top 25 ¹
As at 30 June 2024	38	13	51	13
New contracts signed: Nippon Express, LOGISTEED	-	2	2	2
Transition from 'Contracted' to 'In Production': Hellmann, FedEx	2	(2)	-	-
New organic rollouts 'In Production': SPARX, MOL Logistics, Mondiale VGL	3	-	3	-
Industry consolidation: Nippon Express acquires cargo-partner	(1)	-	(1)	-
Updated A&A¹ Top 25 Global Freight Forwarder list: Logwin	-	-	-	(1)
As at 30 June 2025	42	13	55	14

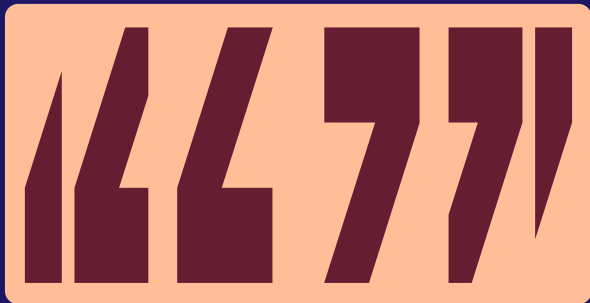
Glossary

	Abbreviation	Definition	First reference slide
Annual Attrition rate	-	A customer attrition measurement relating to the CargoWise application suite (excluding any customers on non-CargoWise 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.	38
CargoWise	CW	Refers to the CargoWise application suite, tuck-ins and strategically significant acquisitions.	6
CargoWise application suite	-	Refers to the CargoWise application suite only, excludes tuck-ins and strategically significant acquisitions.	12
'Contracted and In Progress' global rollouts	Contracted and In Progress	Customers who are contracted and in progress to rolling out the CargoWise application suite in 10 or more countries and for 400 or more registered users, who have fewer than 75% of expected registered users operationally live.	26
Free cash flow	FCF	Operating cash flow less capitalized development costs and other capital expenditure.	7
'In Production' global rollouts	In Production	Customers who are operationally live on the CargoWise application suite and are using the platform on a production database, having rolled out in 10 or more countries and 400 or more registered users on the CargoWise application suite, excluding customers classified as 'Contracted and In Progress'.	26
Large Global Freight Forwarder	LGFF	A CargoWise application suite customer contracted to grow or who has grown either organically or contractually to 10 or more countries and 400 or more registered users on the CargoWise application suite.	10
Net Profit After Tax Amortization	NPATA	Net Profit After Tax before: acquired amortization net of tax, contingent and deferred consideration interest unwind net of tax, fair value changes on acquisition contingent consideration and non-recurring tax on contingent consideration. NPATA is a non-statutory measure used for the purpose of assessing the Group's performance (see slide 43).	43
Non-CargoWise revenue	-	Revenue generated by businesses acquired since 2012 that are not included in CargoWise revenue.	9
Organic	-	Refers to revenue and EBITDA growth and EBITDA margin adjusted for FY24/FY25 M&A without full period comparisons, foreign exchange impacts, restructuring and M&A costs.	7
Rule of 40	-	Rule of 40 is defined as the sum of the year-on-year total revenue growth and the free cash flow margin.	7
Top 25 Global Freight Forwarders	Top 25 Global FF	Top 25 based on Armstrong & Associates, Inc. (A&A) Top 25 Global Freight Forwarders List ranked by 2023 gross logistics revenue/turnover and freight forwarding volumes. Updated 14 August 2024 (see reconciliation of CargoWise global rollouts from FY25 on slide 44).	11
Underlying Net Profit After Tax	Underlying NPAT	Net Profit After Tax excluding fair value adjustments from changes to acquisition contingent consideration, non-recurring tax on acquisition contingent consideration, acquired amortization net of tax, contingent and deferred consideration interest unwind net of tax and M&A costs (see slide 43).	7



Thank you

For more information visit
wisetechglobal.com/investors



wisetech
global