ASX Announcement: 2025/94

3 December 2025

2025 Investor Day

WiseTech Global Ltd (ASX: WTC)'s 2025 Investor Day will be held today, 3 December 2025. The event will include panel discussions and Q&A sessions on WiseTech Global's key strategic priorities with an opportunity for the investment community to meet some of the WiseTech team and the Board of Directors.

The Investor Day speeches and presentations are attached.

The hybrid event will commence at 1:00pm AEDT. The live webcast can be accessed at https://webcast.openbriefing.com/wtc-id-2025/.

An archive of the webcast will be made available at WiseTech Global's Investor Centre at Investor center | WiseTech Global.

//ENDS

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, global trade and supply chain industry globally. Our customers include over 17,000[1] 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 worldwide[2].

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 and cargowise.com

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[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.

WiseTech Global Investor Day 2025

CEO welcome – Zubin Appoo

Good afternoon and welcome to our 2025 WiseTech Global Investor Day. It's fantastic to have you here with us at our Sydney headquarters, and to everyone joining online, thanks for shipping yourselves in virtually. We've planned a fast, efficient, fully-optimized session for you today – and just like the efficiencies we deliver to our customers across the global supply chain, today's Investor Day will be just as streamlined – no queues at the doors, no lost paperwork, and absolutely no unexpected delays.

Today is important. It gives us space to step out of the day-to-day and show you exactly what we've been building. What's changed. What we've delivered. And where we're taking this company next. I want to acknowledge the WiseTech people here today – including our Board, our leadership team, this year's presenters and many of last year's presenters who helped lay the foundation for the momentum you're about to see. Their work powers everything you'll hear today, and I'm incredibly proud of what they've achieved.

We've designed today's program to reflect the top priorities that are shaping WiseTech right now, our big rocks. These are the initiatives that move the needle, drive value and define our future.

These big rocks, and everything we do, anchor back to why we exist. We build products that solve the most complex, high-stakes problems in global trade and logistics – and for our customers, that translates into two things that matter above all else: efficiency and throughput at levels they couldn't previously reach, and compliance and risk reduction in a world where global trade is only becoming more complex.

You'll see how our new commercial model, the CargoWise Value Packs, aligns value, technology and long-term customer relationships in a way that strengthens both our economics and theirs.

We'll take you through our work on container transport optimization, a major industry pain point where WiseTech is uniquely positioned to deliver real, industry-wide disruption.

We'll show you how we're harnessing AI to drive productivity across our products and inside WiseTech itself, building on three decades of automation leadership and pushing it far beyond what the industry has today.

And you'll hear an update on our integration of e2open and what it unlocks. The breadth of problems we can now solve across the entire global supply chain is unlike anything we've tackled before.

You'll also hear from our independent directors. They bring diverse and significant global experience across technology, supply chain, compliance and governance and we're genuinely excited for you to hear directly from them today.

When we look back even just two years, WiseTech is almost unrecognizable. At that time, our core focus was primarily international freight forwarding and customs. With the acquisition of e2open, that's changed significantly and deliberately.

We've expanded our total addressable market in a meaningful way. We now have the reach, the data, the network, the capability and the technology to operate across the entire supply chain, from planning and procurement, through transportation and visibility, all the way to execution. This is transformative and it opens the door to a much larger, long-term opportunity for WiseTech.

Our work on Container Transport Optimization is another major step in expanding our total addressable market. By solving one of the industry's most persistent and costly pain points, we're opening up an entirely new segment of value that WiseTech is uniquely positioned to lead.

Throughout these transformations, we've remained anchored to our 3P strategy: Product, Penetration and Profitability. And we always come back to the fourth P that enables the other three: our People.

As we bring our expanded portfolio together, including e2open, and as a product-led company, we're aligning our work under a set of product pillars that will shape how we build, integrate and scale from here. These pillars will provide clarity, discipline and direction as we drive the next phase of WiseTech's growth.

This approach will enable us to deliver a platform that is simpler, more powerful, and more connected for our customers and partners globally.

And none of this is possible without the strength of our team. Our wide-span management model gives people real ownership, real accountability, and the freedom to drive meaningful outcomes, all aligned to our big rocks. Outcomes for their teams, for our business, for our customers, and ultimately for our shareholders.

When you put this all together, the scale of our market, the evolution of our product strategy, the depth of our technology, the breadth of our data, and the caliber of our people, the opportunity ahead of us is extraordinary.

This next chapter is about execution and long-term value: taking everything we've built, everything we've acquired, and elevating it into a true, global, end-to-end supply chain marketplace – and the operating system for global trade and logistics.

I want you to walk away today with three clear messages.

First, we are deep innovators. We are not just a software vendor. We are redefining the industry. We disrupt legacy thinking, we disrupt ourselves, and we consistently convert the massive efficiencies we create into meaningful customer and shareholder value.

Second, we said we would deliver, and we are delivering. We have made strong progress integrating e2open and shaping our future product strategy. We're advancing the rollout of Container Transport Optimization with ACFS. We have built AI capabilities that materially improve efficiency, accuracy and throughput. And we have already transitioned around 95% of our customers to our new commercial model.

Third, we are uniquely positioned because of the unparalleled data flowing through our platform. No one else has the depth, breadth or real-time visibility across global trade that we do – and that advantage compounds every day.

Thank you again for being here. I'm excited about what we're sharing today and even more excited about where we're headed.

So, on that note, let's get started!

Closing remarks – Richard White

Thank you all for joining us today.

I'd like to take a moment to reflect on the journey that brought us here – a journey that began more than 30 years ago, in a small basement in Newtown, Sydney, with my co-Founder Maree Isaacs, a credit card with five thousand dollars on it, and a simple idea: to build better software for Australian freight forwarders.

Back then, our focus was narrow, but the ambition was big. We were solving real problems for real people – helping freight forwarders operate more efficiently in a tough and rapidly changing industry. And as the value of what we were providing expanded, and our penetration across Australia and New Zealand grew, it became clear that the challenges we were solving weren't just local ones. They were global.

If we wanted to truly move the industry forward, we needed to think bigger – much bigger.

It took a few years and a lot of conversations with our customers and industry partners, before the vision became clear: to build the operating system for global logistics.

Not a tool. Not a module. But a global platform that addressed the root causes of inefficiency, fragmentation, and complexity across the supply chain.

That principle – *finding the root cause and solving for that* – has always been the driving force behind WiseTech. It's shaped every decision, every innovation, and every move we've made.

As we expanded beyond freight forwarding into customs, we saw how much value could come from bringing in businesses with deep experience, deep knowledge, and incredible talent. Acquisitions weren't just about scale – they were about accelerating our ability to solve complex problems, with people who had lived and breathed them for decades. That blend of organic innovation and strategic acquisition has made us stronger, more capable, and more global.

From those early days as a team of five, we are now over 7,000 deeply talented, passionate problem-solvers around the world. Each contributing to something significantly bigger than any of us could have built alone.

And I can honestly say, the scale of what we've become is far beyond anything I imagined when we started.

Today, with the addition of e2open and the incredibly complex challenges that exist across global supply chains, there is no team better equipped to take them on or deliver on our expanded vision to be the operating system for global trade and logistics.

The journey hasn't been without friction. Innovation moves fast; industries don't always keep the same pace. Especially one as old as international trade – arguably one of the foundations of civilization.

Change can be uncomfortable. But our role, indeed, our obligation, has always been to push forward. To solve industry-wide challenges, to drive transformation, to create genuine, lasting value right across the global supply chain. We're not selling software; we're enabling productivity, scalability and risk reduction, leading to better business outcomes.

What you've seen today from the team, is a continuation of that commitment. And it's exactly what you will continue to see from us in the months and years ahead.

I'm incredibly proud of what WiseTech has achieved. I'm proud of our innovation, and the people who drive this great, global business – they are the heart and brilliance behind everything we do.

I feel privileged to be part of a global business, and an industry that plays such an essential, positive role in the world. An industry that keeps economies moving, keeps products flowing, and connects people, communities and businesses everywhere.

Thank you for your belief in us, for your partnership, and for joining us today. The journey continues, and whilst we have had some big wins, there is still much to do, and the best is still to come.

Closing remarks – Zubin Appoo

Thank you, everyone. What a fantastic day.

I want to offer a genuine and heartfelt thank you to all our presenters, our Board, our leaders, and the incredible teams behind the scenes who made today possible. Their preparation, their commitment and their passion for what we're building is extraordinary and I'm deeply grateful for the work they do every day.

And to all of you, whether you joined us here in Sydney or tuned in online, thank you. Your engagement, your questions, and your continued support mean a great deal to us. We don't take it for granted.

Today was about giving you a clear, honest view of the work we're doing: how we're integrating e2open, how we're evolving our product strategy, how AI and optimization are accelerating our progress, and how our people are driving real outcomes across the business. I hope you leave with a strong sense of the scale of our ambition, the discipline behind our execution, and the meaningful opportunity ahead for WiseTech.

As I said at the start, this is a company built on product, powered by people, and positioned for growth across the entire supply chain. Everything you heard today reinforces the momentum we're building and the confidence we have in the path ahead.

We are in the business of selling success.
We sell productivity. We sell innovation.
We give our customers the capability to become truly remarkable businesses.
We are not just a software vendor; we are a catalyst for value creation and growth.

So let me close with the three key messages I mentioned I hoped you'd walk away with today.

We innovate deeply.
We execute relentlessly.
And we hold the strongest trade data asset in the industry.

That combination is rare, powerful and positions us for everything that comes next.

For those here with us in Sydney, please stay, meet our teams, and spend time with the people who make this company what it is.

For those online, thank you again for being part of today.

On behalf of all of us at WiseTech: thank you for your time, your trust, and your partnership. We're excited for what comes next.

Investor Day

3 DECEMBER 2025

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Visit **wisetechglobal.com/investors**

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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

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Tudor Maxwell

Head of WiseTech Academy

CEO welcome

ZUBIN APPOO

WiseTech Global Limited Board

Richard White
Co-Founder &
Executive Chair

Andrew Harrison
Lead Independent Director

Rob Castaneda
Independent
Non-Executive Director

Chris Charlton
Independent
Non-Executive Director

Sandra Hook
Independent
Non-Executive Director

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

New commercial model

CARGOWISE VALUE PACKS

Caroline Pham
Interim Chief Financial Officer

Zubin Appoo
Chief Executive Officer

Gene Gander
General Manager Global Sales

CargoWise Value Packs

All the power of CargoWise: fully packaged, no separate charges

216+

Forwarding, Customs, Warehouse, and Land Transport related functions and modules

116+

New software capabilities targeted at importer's & exporter's needs

198+

Capabilities purpose-built for logistics providers

125+

New and high value functions, modules, and features

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 Packs – 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**

CargoWise Value Packs

All the power of CargoWise: fully packaged, no separate charges

☑

Significant potential CargoWise **cost savings**

☑

Built into a **single transaction fee** for simplicity

☑

Dramatically **reduce or eliminate software overheads**

☑

Transparent, simpler billing for your customers

AI: driving productivity

Zubin Appoo
Chief Executive Officer

Mirta Fagundes Dos Santos
Team Leader, Artificial Intelligence

Andrew Cumming
Senior Product Manager

Our approach to AI

30+ years of software automation

~$1B invested in R&D over last 5 years

CUSTOMERS

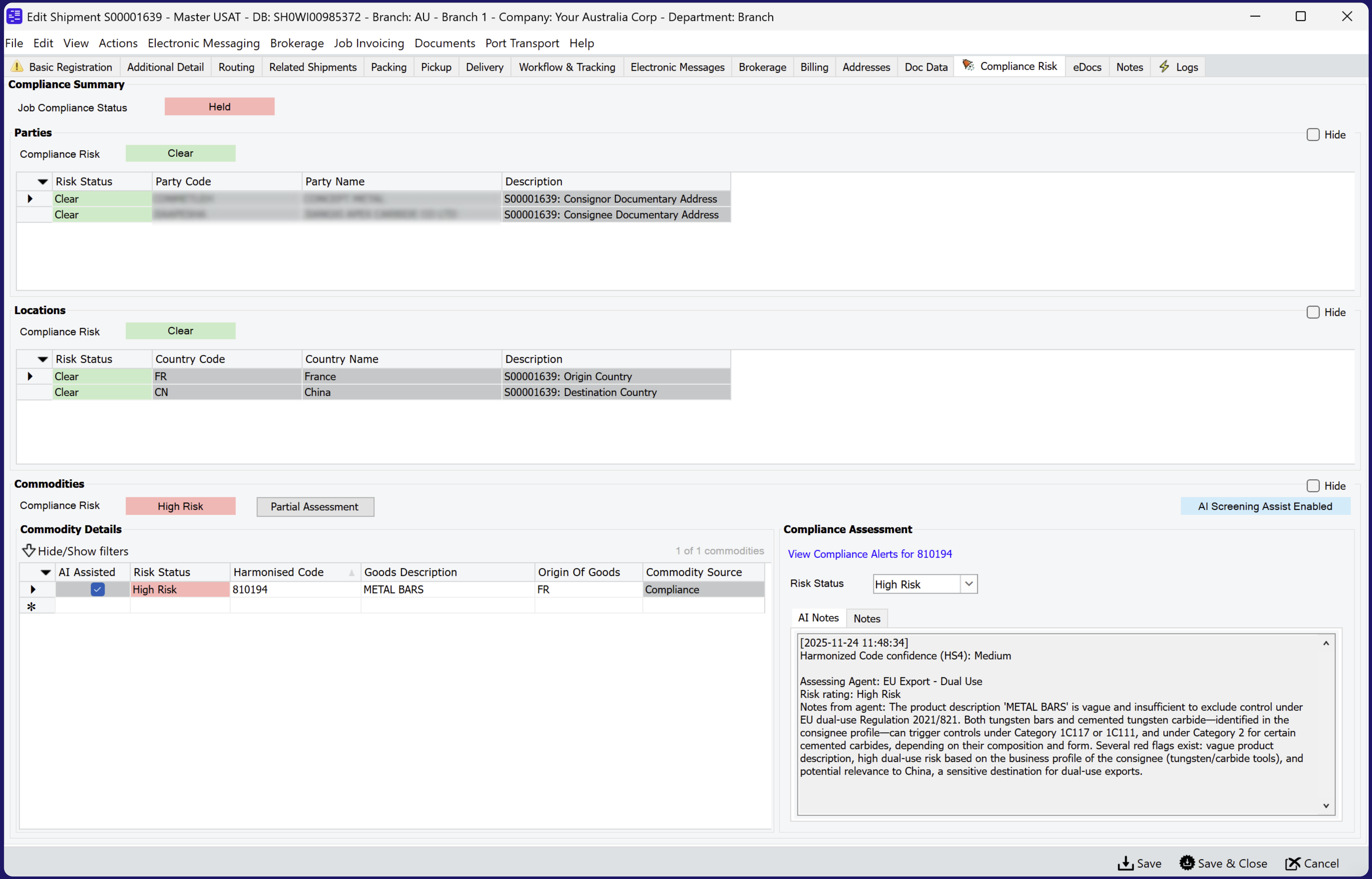
- ⬆ Productivity
- ⬇ Risks

WISETECH GLOBAL

- ⬆ Efficiency
- ⬆ Speed from ideation to market

Focused agents + powerful data + deep industry knowledge

ComplianceWise



Edit Shipment S00001639 - Master USAT - DB: SH0WI00985372 - Branch: AU - Branch 1 - Company: Your Australia Corp - Department: Branch

Compliance Summary

Job Compliance Status: Held

Parties

Compliance Risk: Clear

Risk Status	Party Code	Party Name	Description
Clear	[redacted]	[redacted]	S00001639: Consignor Documentary Address
Clear	[redacted]	[redacted]	S00001639: Consignee Documentary Address

Locations

Compliance Risk: Clear

Risk Status	Country Code	Country Name	Description
Clear	FR	France	S00001639: Origin Country
Clear	CN	China	S00001639: Destination Country

Commodities

Compliance Risk: High Risk

Commodity Details

1 of 1 commodities

AI Assisted	Risk Status	Harmonised Code	Goods Description	Origin Of Goods	Commodity Source
☑	High Risk	810194	METAL BARS	FR	Compliance

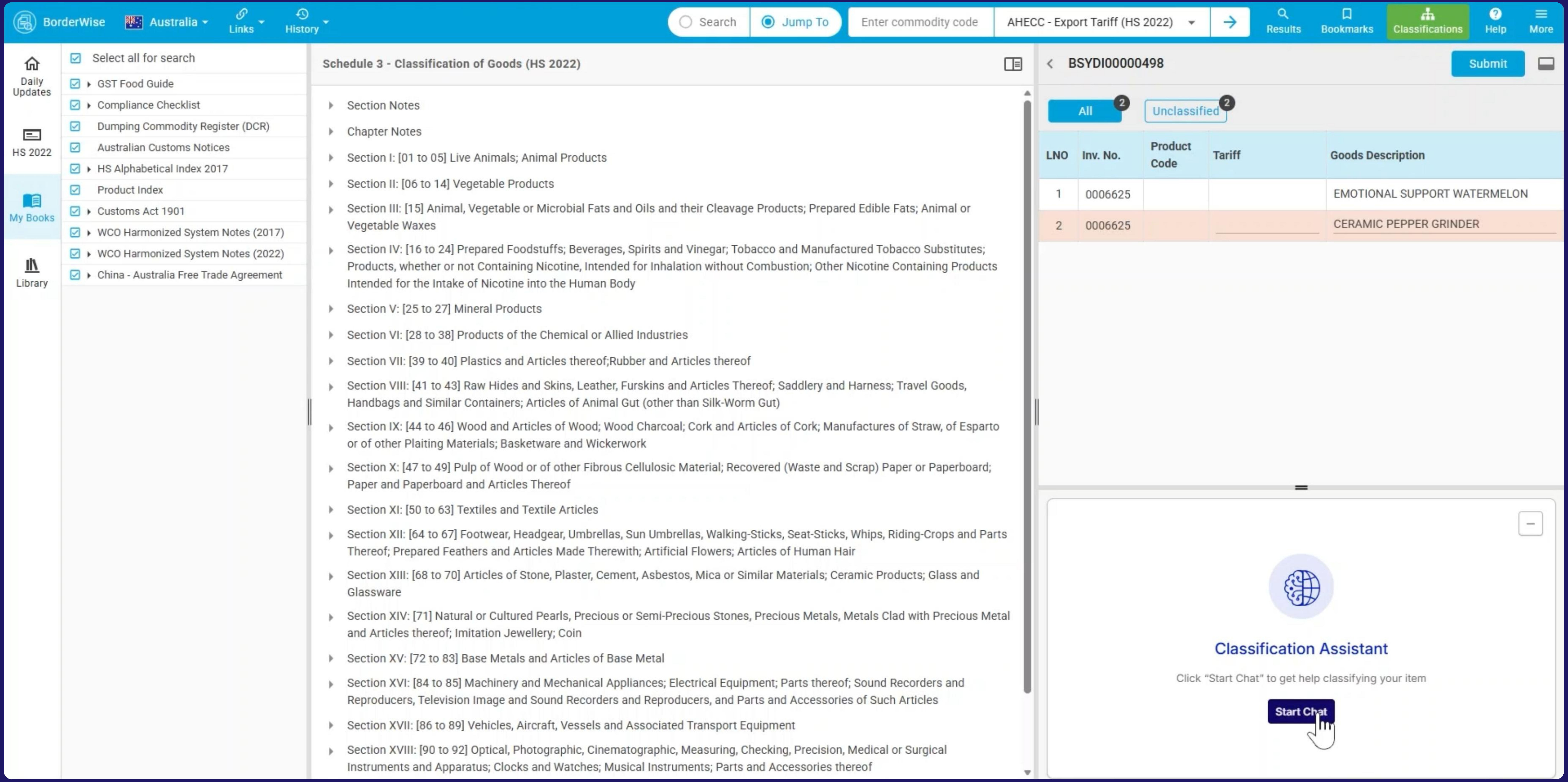
Compliance Assessment

Risk Status: High Risk

[2025-11-24 11:48:34]
Harmonized Code confidence (HS4): Medium

Assessing Agent: EU Export - Dual Use
Risk rating: High Risk
Notes from agent: The product description 'METAL BARS' is vague and insufficient to exclude control under EU dual-use Regulation 2021/821. Both tungsten bars and cemented tungsten carbide—identified in the consignee profile—can trigger controls under Category 1C117 or 1C111, and under Category 2 for certain cemented carbides, depending on their composition and form. Several red flags exist: vague product description, high dual-use risk based on the business profile of the consignee (tungsten/carbide tools), and potential relevance to China, a sensitive destination for dual-use exports.

AI classification assistant



Schedule 3 - Classification of Goods (HS 2022)

- Section Notes
- Chapter Notes
- Section I: [01 to 05] Live Animals; Animal Products
- Section II: [06 to 14] Vegetable Products
- Section III: [15] Animal, Vegetable or Microbial Fats and Oils and their Cleavage Products; Prepared Edible Fats; Animal or Vegetable Waxes
- Section IV: [16 to 24] Prepared Foodstuffs; Beverages, Spirits and Vinegar; Tobacco and Manufactured Tobacco Substitutes; Products, whether or not Containing Nicotine, Intended for Inhalation without Combustion; Other Nicotine Containing Products Intended for the Intake of Nicotine into the Human Body
- Section V: [25 to 27] Mineral Products
- Section VI: [28 to 38] Products of the Chemical or Allied Industries
- Section VII: [39 to 40] Plastics and Articles thereof;Rubber and Articles thereof
- Section VIII: [41 to 43] Raw Hides and Skins, Leather, Furskins and Articles Thereof; Saddlery and Harness; Travel Goods, Handbags and Similar Containers; Articles of Animal Gut (other than Silk-Worm Gut)
- Section IX: [44 to 46] Wood and Articles of Wood; Wood Charcoal; Cork and Articles of Cork; Manufactures of Straw, of Esparto or of other Plaiting Materials; Basketware and Wickerwork
- Section X: [47 to 49] Pulp of Wood or of other Fibrous Cellulosic Material; Recovered (Waste and Scrap) Paper or Paperboard; Paper and Paperboard and Articles Thereof
- Section XI: [50 to 63] Textiles and Textile Articles
- Section XII: [64 to 67] Footwear, Headgear, Umbrellas, Sun Umbrellas, Walking-Sticks, Seat-Sticks, Whips, Riding-Crops and Parts Thereof; Prepared Feathers and Articles Made Therewith; Artificial Flowers; Articles of Human Hair
- Section XIII: [68 to 70] Articles of Stone, Plaster, Cement, Asbestos, Mica or Similar Materials; Ceramic Products; Glass and Glassware
- Section XIV: [71] Natural or Cultured Pearls, Precious or Semi-Precious Stones, Precious Metals, Metals Clad with Precious Metal and Articles thereof; Imitation Jewellery; Coin
- Section XV: [72 to 83] Base Metals and Articles of Base Metal
- Section XVI: [84 to 85] Machinery and Mechanical Appliances; Electrical Equipment; Parts thereof; Sound Recorders and Reproducers, Television Image and Sound Recorders and Reproducers, and Parts and Accessories of Such Articles
- Section XVII: [86 to 89] Vehicles, Aircraft, Vessels and Associated Transport Equipment
- Section XVIII: [90 to 92] Optical, Photographic, Cinematographic, Measuring, Checking, Precision, Medical or Surgical Instruments and Apparatus; Clocks and Watches; Musical Instruments; Parts and Accessories thereof

BSYDI00000498

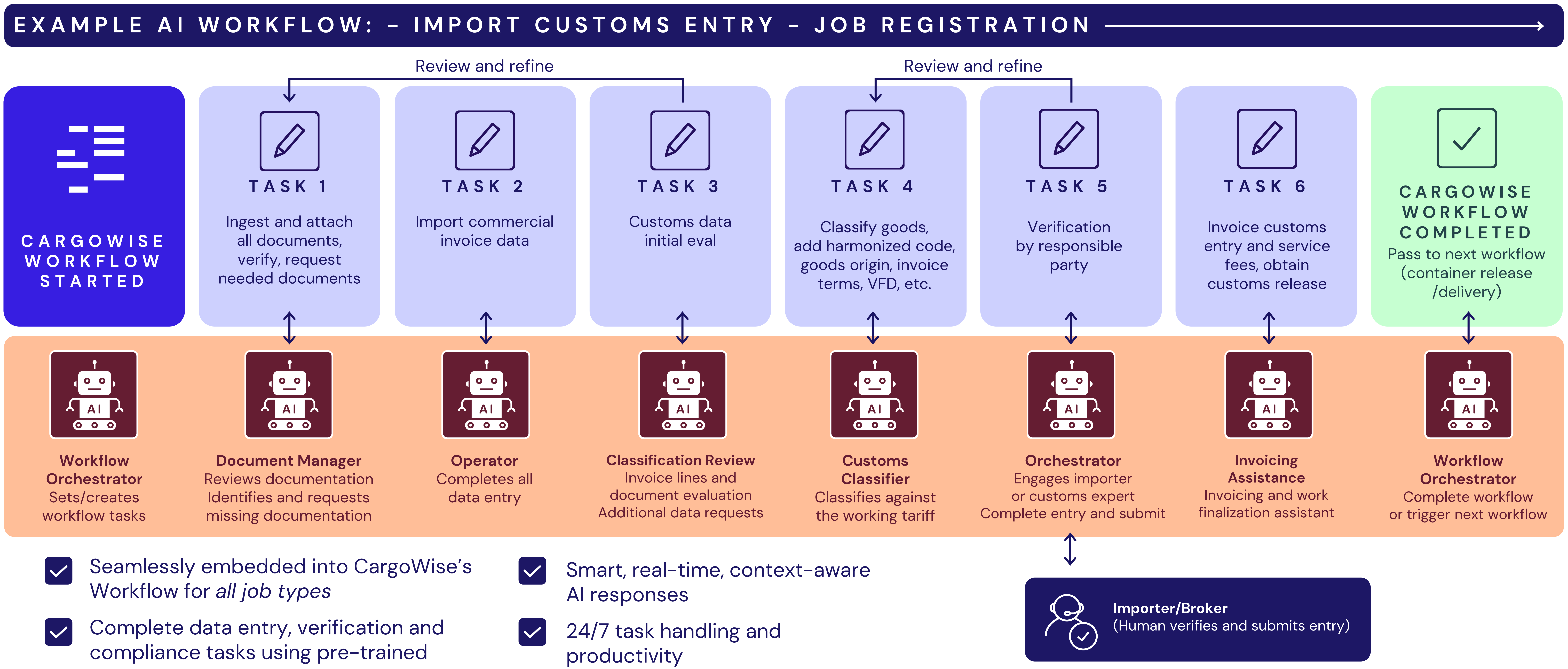
LNO	Inv. No.	Product Code	Tariff	Goods Description
1	0006625			EMOTIONAL SUPPORT WATERMELON
2	0006625			CERAMIC PEPPER GRINDER

Classification Assistant

Click “Start Chat” to get help classifying your item

AI Workflow Engine uses Agentic AI Personas

Agentic AI driven operations automate tasks and lower labor costs



EXAMPLE AI WORKFLOW: – IMPORT CUSTOMS ENTRY – JOB REGISTRATION

Review and refine

Review and refine

CARGOWISE WORKFLOW STARTED

TASK 1
Ingest and attach all documents, verify, request needed documents

TASK 2
Import commercial invoice data

TASK 3
Customs data initial eval

TASK 4
Classify goods, add harmonized code, goods origin, invoice terms, VFD, etc.

TASK 5
Verification by responsible party

TASK 6
Invoice customs entry and service fees, obtain customs release

CARGOWISE WORKFLOW COMPLETED
Pass to next workflow (container release /delivery)

Workflow Orchestrator
Sets/creates workflow tasks

Document Manager
Reviews documentation
Identifies and requests missing documentation

Operator
Completes all data entry

Classification Review
Invoice lines and document evaluation
Additional data requests

Customs Classifier
Classifies against the working tariff

Orchestrator
Engages importer or customs expert
Complete entry and submit

Invoicing Assistance
Invoicing and work finalization assistant

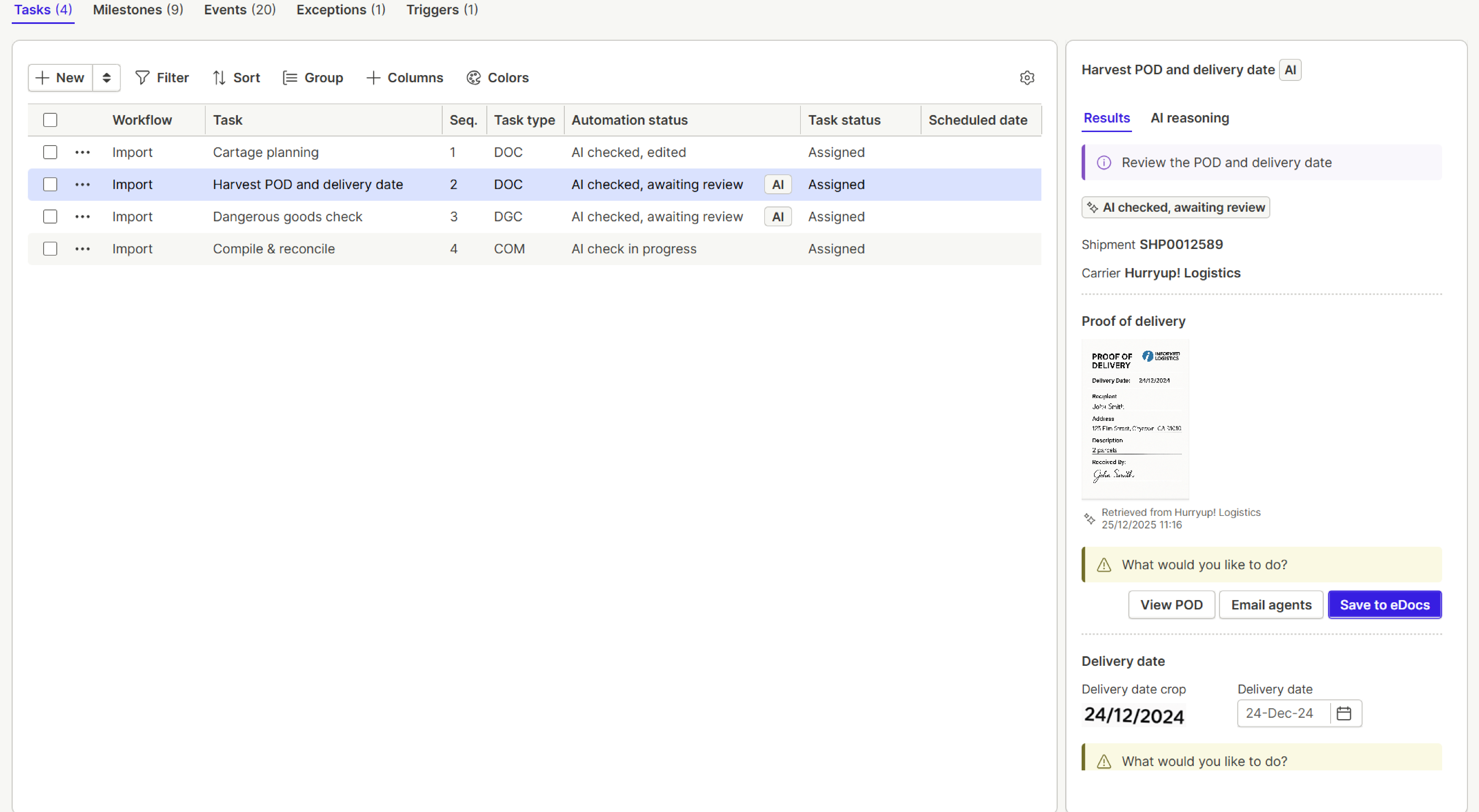
Workflow Orchestrator
Complete workflow or trigger next workflow

Importer/Broker
(Human verifies and submits entry)

- ☑ Seamlessly embedded into CargoWise's Workflow for *all job types*
- ☑ Complete data entry, verification and compliance tasks using pre-trained Agentic AI Personas
- ☑ Smart, real-time, context-aware AI responses
- ☑ 24/7 task handling and productivity

AI Workflow Engine uses Agentic AI Personas

Agentic AI driven operations automate tasks and lower labor costs



☐		Workflow	Task	Seq.	Task type	Automation status		Task status	Scheduled date
☐	•••	Import	Cartage planning	1	DOC	AI checked, edited		Assigned	
☐	•••	Import	Harvest POD and delivery date	2	DOC	AI checked, awaiting review	AI	Assigned	
☐	•••	Import	Dangerous goods check	3	DGC	AI checked, awaiting review	AI	Assigned	
☐	•••	Import	Compile & reconcile	4	COM	AI check in progress		Assigned	

Harvest POD and delivery date AI

Review the POD and delivery date

AI checked, awaiting review

Shipment **SHP0012589**

Carrier **Hurryup! Logistics**

Proof of delivery

PROOF OF DELIVERY
Delivery Date: 24/12/2024
Recipient
John Smith
Address
[illegible]
Description
2 parcels
Received By:
John Smith

Retrieved from Hurryup! Logistics
25/12/2025 11:16

What would you like to do?

Delivery date

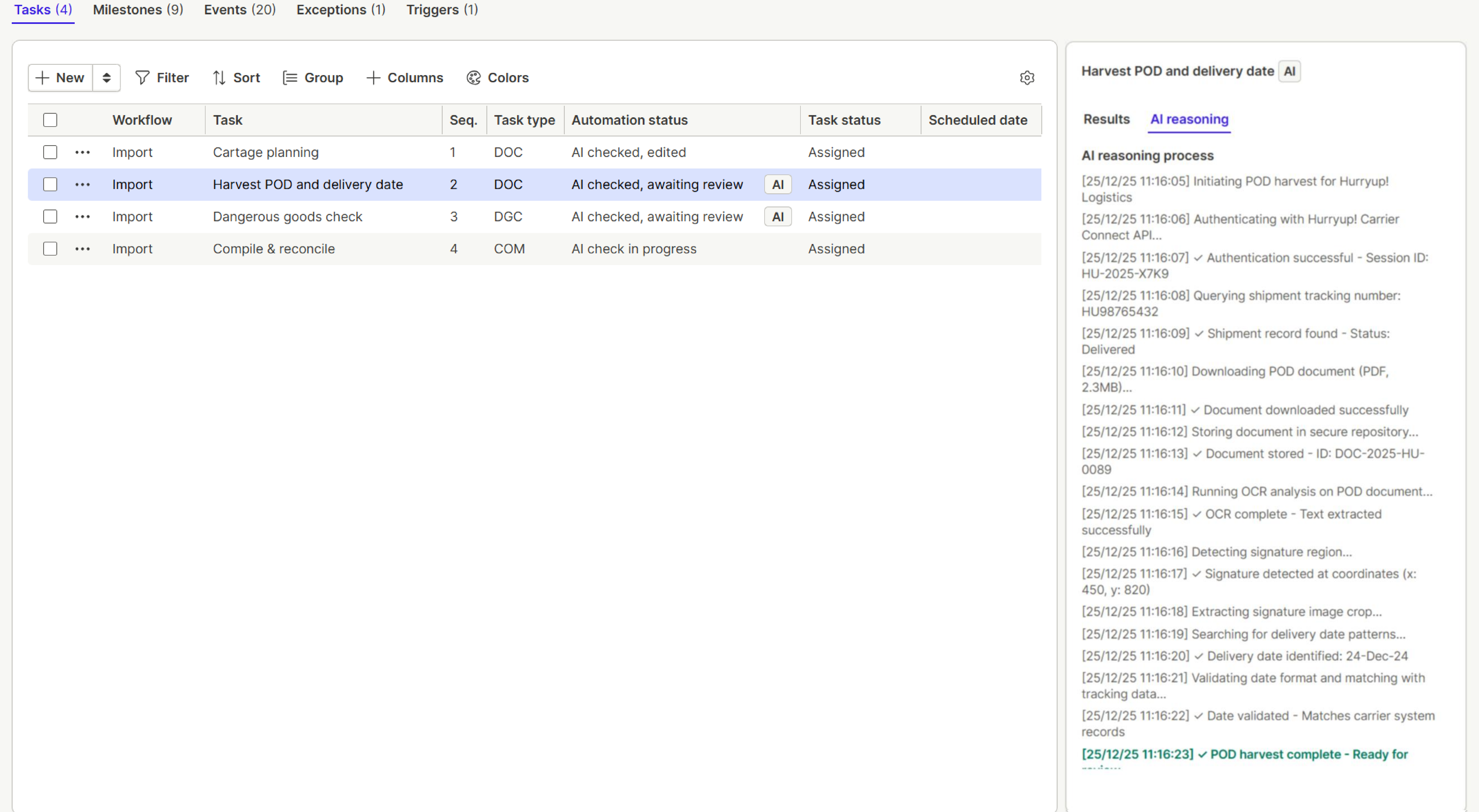
Delivery date crop: 24/12/2024

Delivery date: 24-Dec-24

What would you like to do?

AI Workflow Engine uses Agentic AI Personas

Agentic AI driven operations automate tasks and lower labor costs



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☐	•••	Import	Compile & reconcile	4	COM	AI check in progress		Assigned	

Harvest POD and delivery date AI

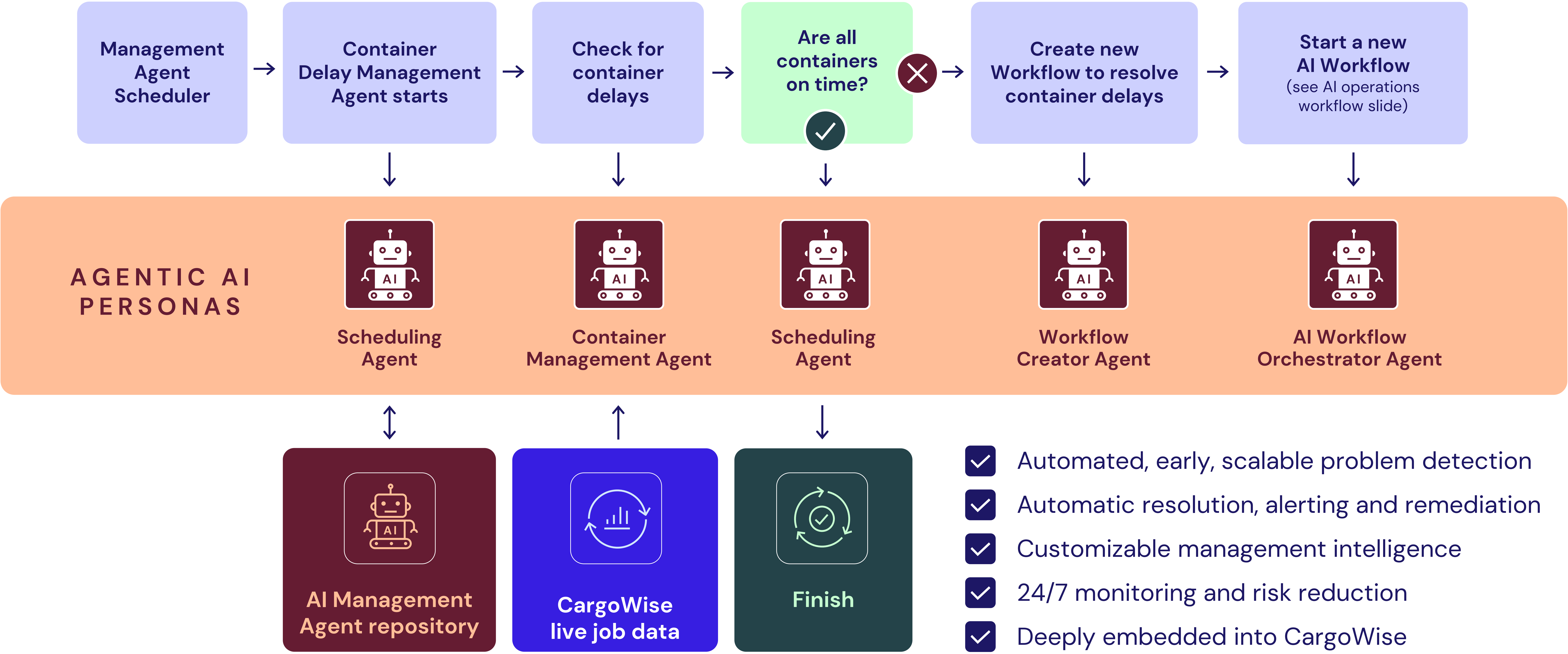
Results | AI reasoning

AI reasoning process

```
[25/12/25 11:16:05] Initiating POD harvest for Hurryup! Logistics
[25/12/25 11:16:06] Authenticating with Hurryup! Carrier Connect API...
[25/12/25 11:16:07] ✓ Authentication successful - Session ID: HU-2025-X7K9
[25/12/25 11:16:08] Querying shipment tracking number: HU98765432
[25/12/25 11:16:09] ✓ Shipment record found - Status: Delivered
[25/12/25 11:16:10] Downloading POD document (PDF, 2.3MB)...
[25/12/25 11:16:11] ✓ Document downloaded successfully
[25/12/25 11:16:12] Storing document in secure repository...
[25/12/25 11:16:13] ✓ Document stored - ID: DOC-2025-HU-0089
[25/12/25 11:16:14] Running OCR analysis on POD document...
[25/12/25 11:16:15] ✓ OCR complete - Text extracted successfully
[25/12/25 11:16:16] Detecting signature region...
[25/12/25 11:16:17] ✓ Signature detected at coordinates (x: 450, y: 820)
[25/12/25 11:16:18] Extracting signature image crop...
[25/12/25 11:16:19] Searching for delivery date patterns...
[25/12/25 11:16:20] ✓ Delivery date identified: 24-Dec-24
[25/12/25 11:16:21] Validating date format and matching with tracking data...
[25/12/25 11:16:22] ✓ Date validated - Matches carrier system records
[25/12/25 11:16:23] ✓ POD harvest complete - Ready for
```

AI Management Engine

Efficiency through AI problem detection and exception management at scale



Management Agent Scheduler → Container Delay Management Agent starts → Check for container delays → Are all containers on time? ✗ → Create new Workflow to resolve container delays → Start a new AI Workflow (see AI operations workflow slide)

Are all containers on time? ✓

AGENTIC AI PERSONAS

Scheduling Agent

Container Management Agent

Scheduling Agent

Workflow Creator Agent

AI Workflow Orchestrator Agent

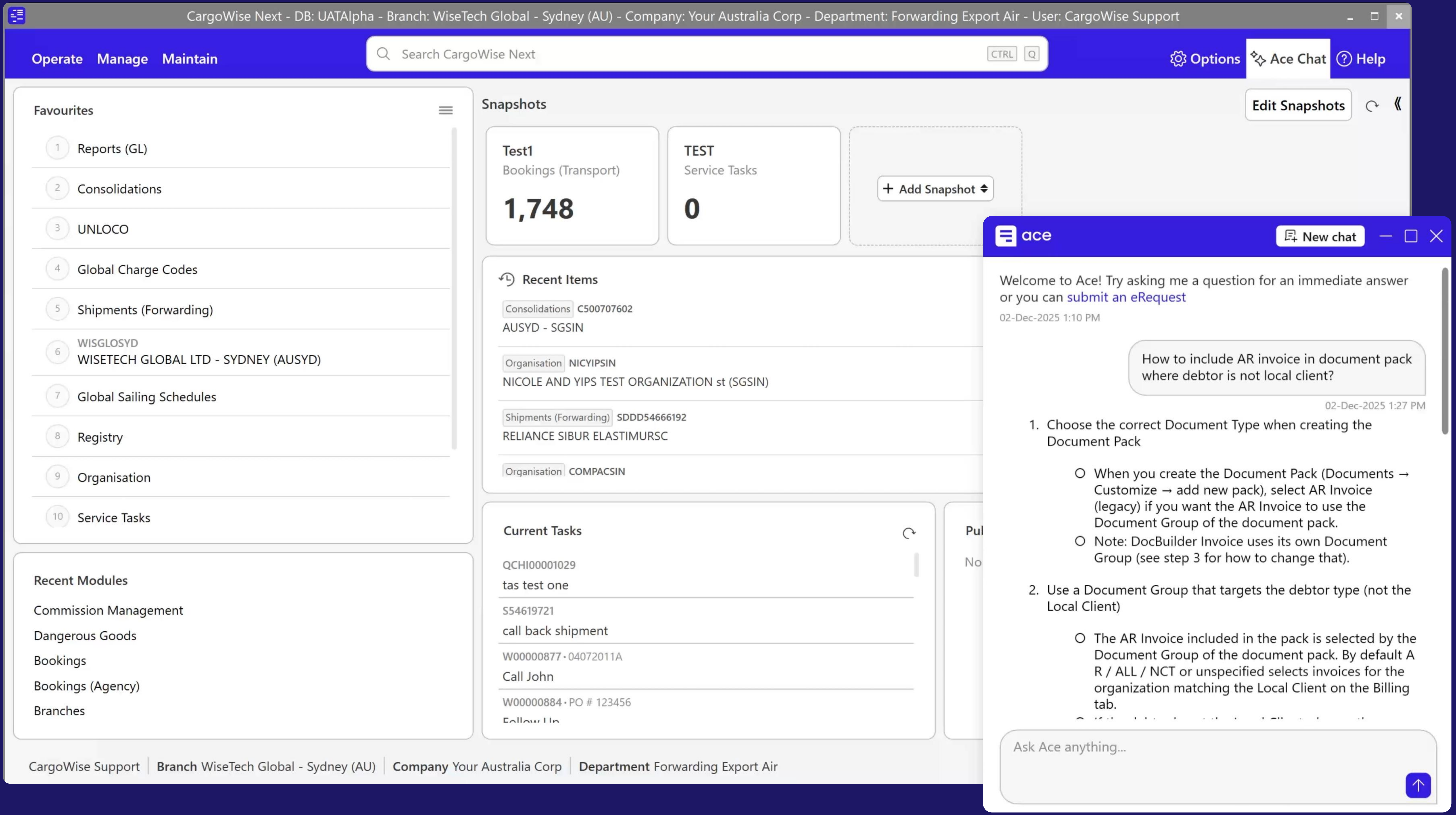
AI Management Agent repository

CargoWise live job data

Finish

- ☑ Automated, early, scalable problem detection
- ☑ Automatic resolution, alerting and remediation
- ☑ Customizable management intelligence
- ☑ 24/7 monitoring and risk reduction
- ☑ Deeply embedded into CargoWise

ACE chatbot



Welcome to Ace! Try asking me a question for an immediate answer or you can submit an eRequest

02-Dec-2025 1:10 PM

How to include AR invoice in document pack where debtor is not local client?

02-Dec-2025 1:27 PM

1. Choose the correct Document Type when creating the Document Pack
    - ○ When you create the Document Pack (Documents → Customize → add new pack), select AR Invoice (legacy) if you want the AR Invoice to use the Document Group of the document pack.
    - ○ Note: DocBuilder Invoice uses its own Document Group (see step 3 for how to change that).
2. Use a Document Group that targets the debtor type (not the Local Client)
    - ○ The AR Invoice included in the pack is selected by the Document Group of the document pack. By default A R / ALL / NCT or unspecified selects invoices for the organization matching the Local Client on the Billing tab.

We’re on a break

OUR BROADCAST WILL RECOMMENCE AT ~ 2:30PM

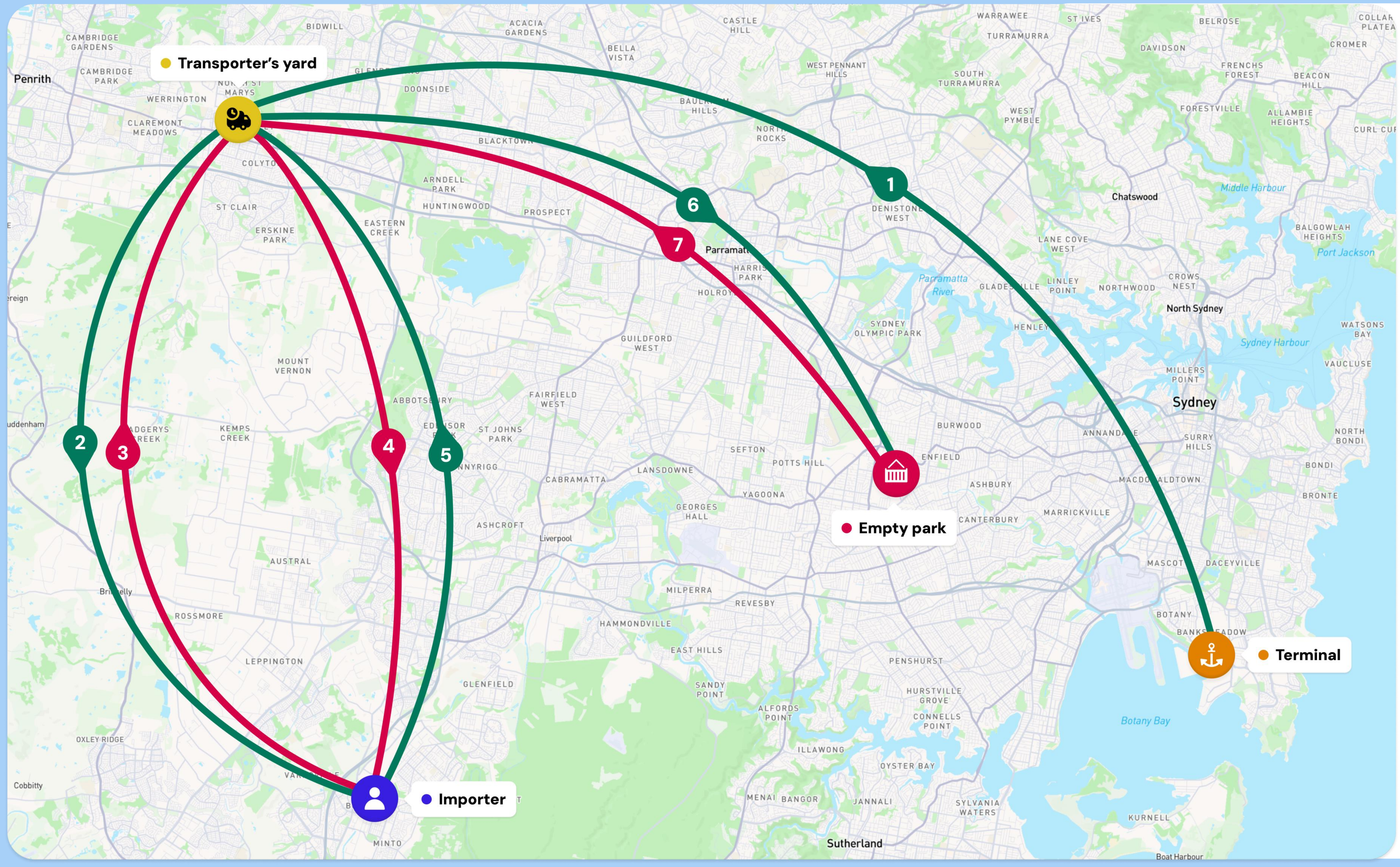
Container Transport Optimization

Richard White
Co-Founder &
Chief Innovation Officer

Zubin Appoo
Chief Executive Officer

Michael Toolan
Product Portfolio Leader –
Domestic Delivery &
Multimodal Shipper Platform

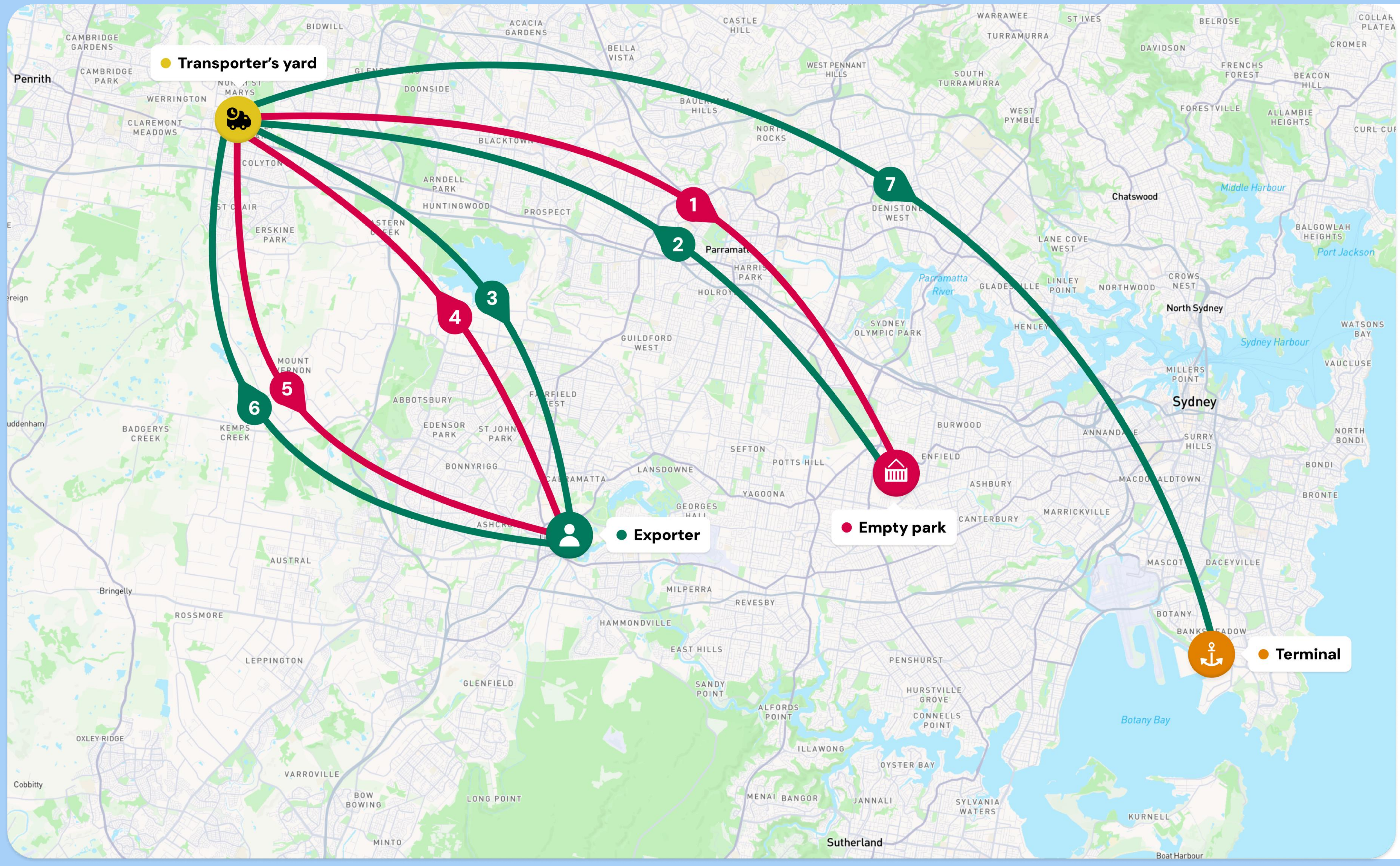
Typical import (drop trailer) booking



Legs

- Leg 1: Import full container (terminal to staging)
- Leg 2: Delivery of full to Importer
- Leg 3: Dead Leg from Importer (i.e. no Container or Trailer)
- Leg 4: Dead Leg to Importer for Empty Pickup
- Leg 5: Pickup Empty – deliver to staging
- Leg 6: Delivery of empty to Empty Container Park
- Leg 7: Dead Leg – return truck to yard

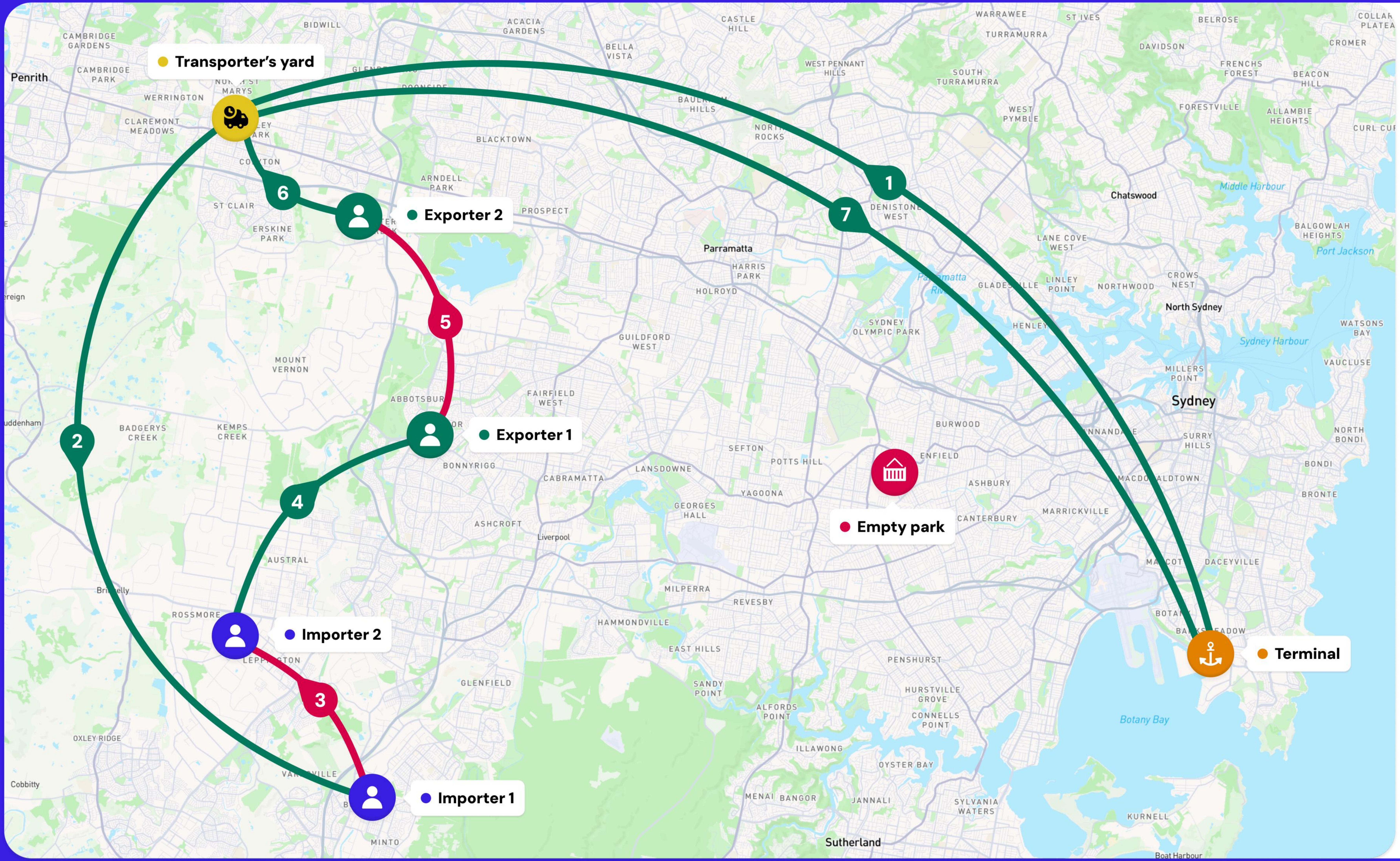
Typical export (drop trailer) booking



Legs

- Leg 1: Dead leg for Empty Pickup
- Leg 2: Pickup Empty – deliver to staging
- Leg 3: Delivery of empty to Exporter
- Leg 4: Dead leg from Exporter
- Leg 5: Dead leg to Exporter for pickup of full
- Leg 6: Pickup full – deliver to staging
- Leg 7: Delivery of full to Terminal

CTO optimized (drop trailer) run sheet

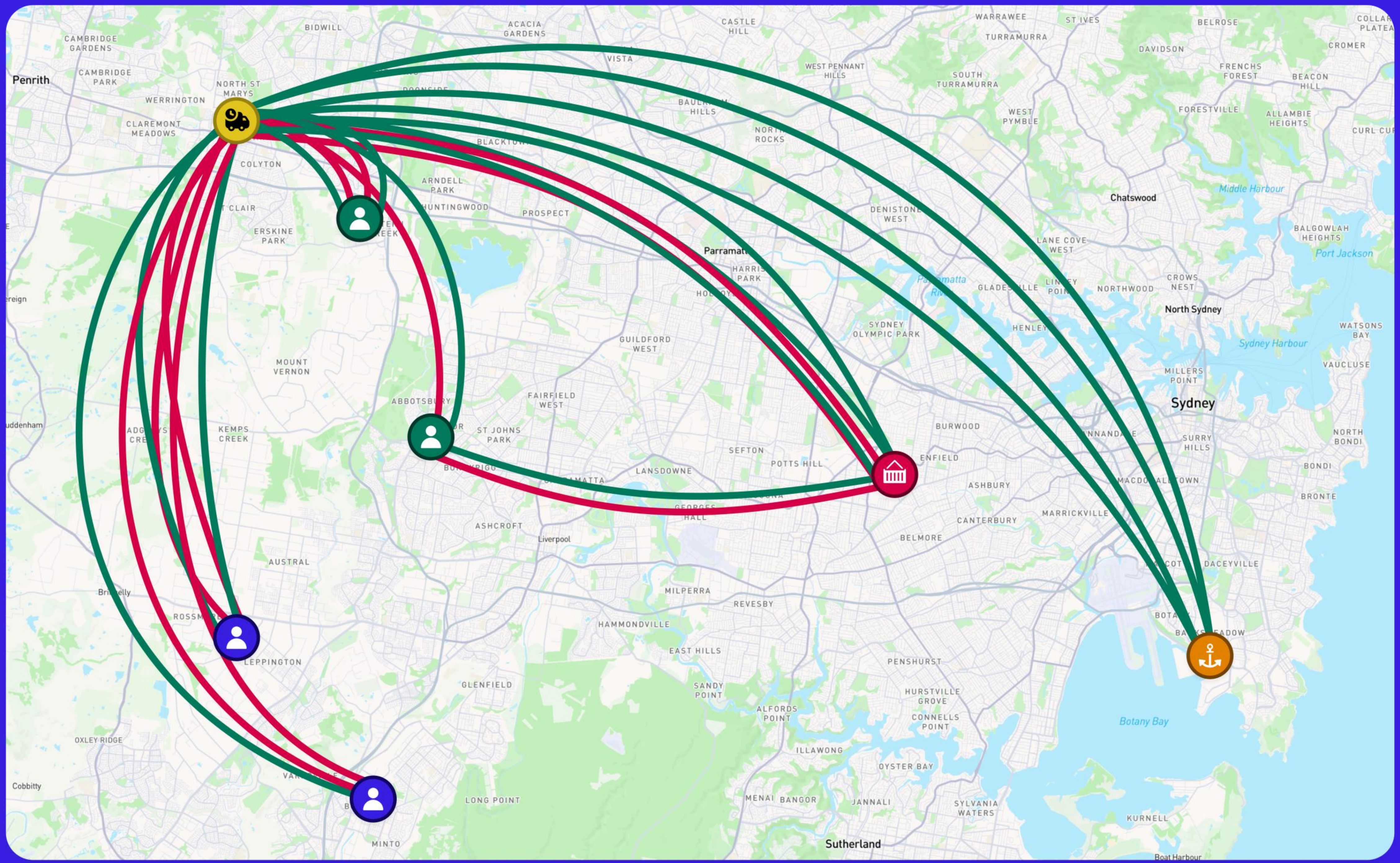


Legs

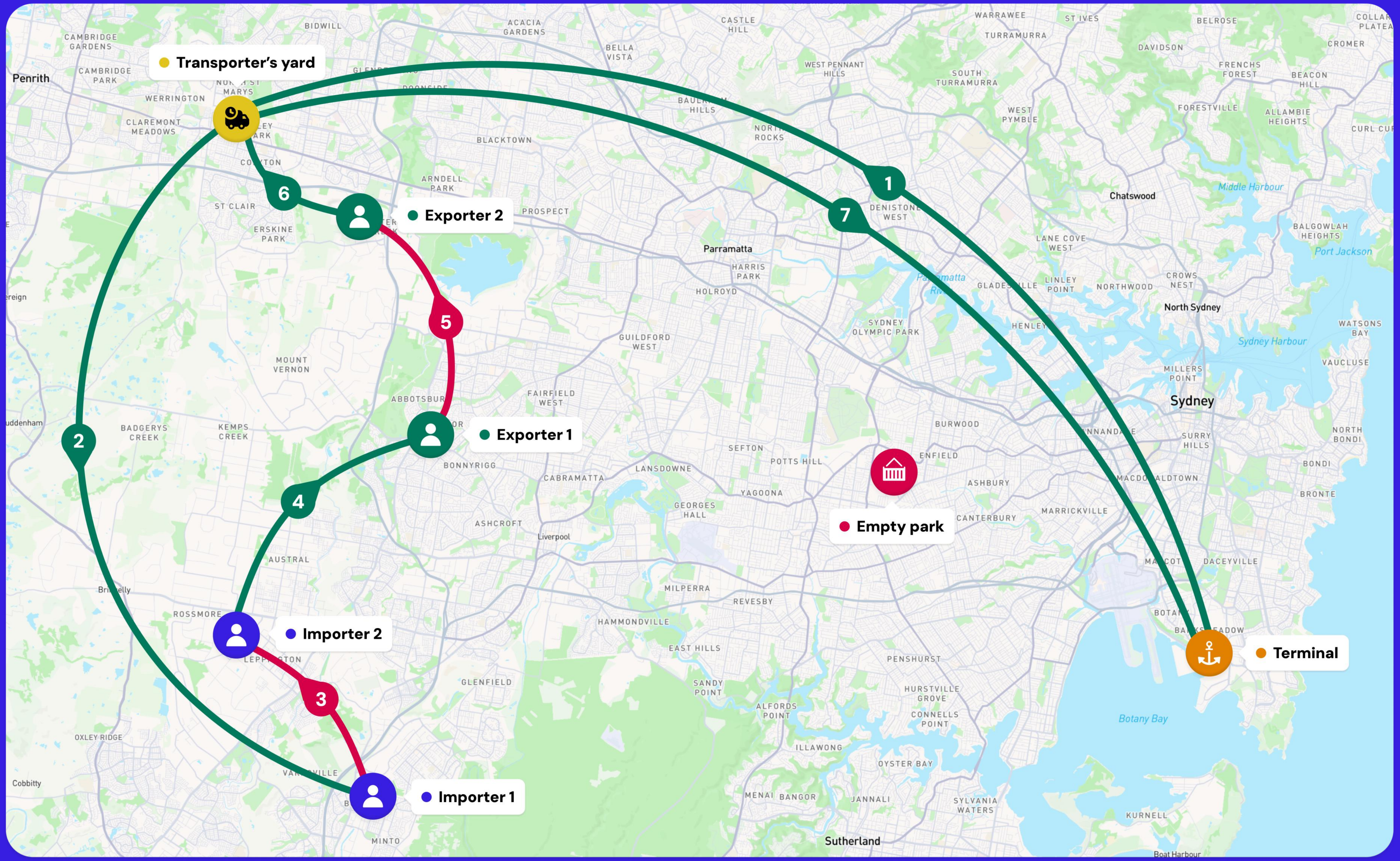
- Leg 1: Deliver full to staging
- Leg 2: Deliver full to Importer 1
- Leg 3 (short): Dead leg to Importer 2
- Leg 4 (short): Deliver empty to Exporter 1
- Leg 5 (short): Dead leg to Exporter 2
- Leg 6 (short): Deliver full to staging
- Leg 7: Deliver full to Terminal

Side-by-side comparison of Typical vs CTO

Before



After



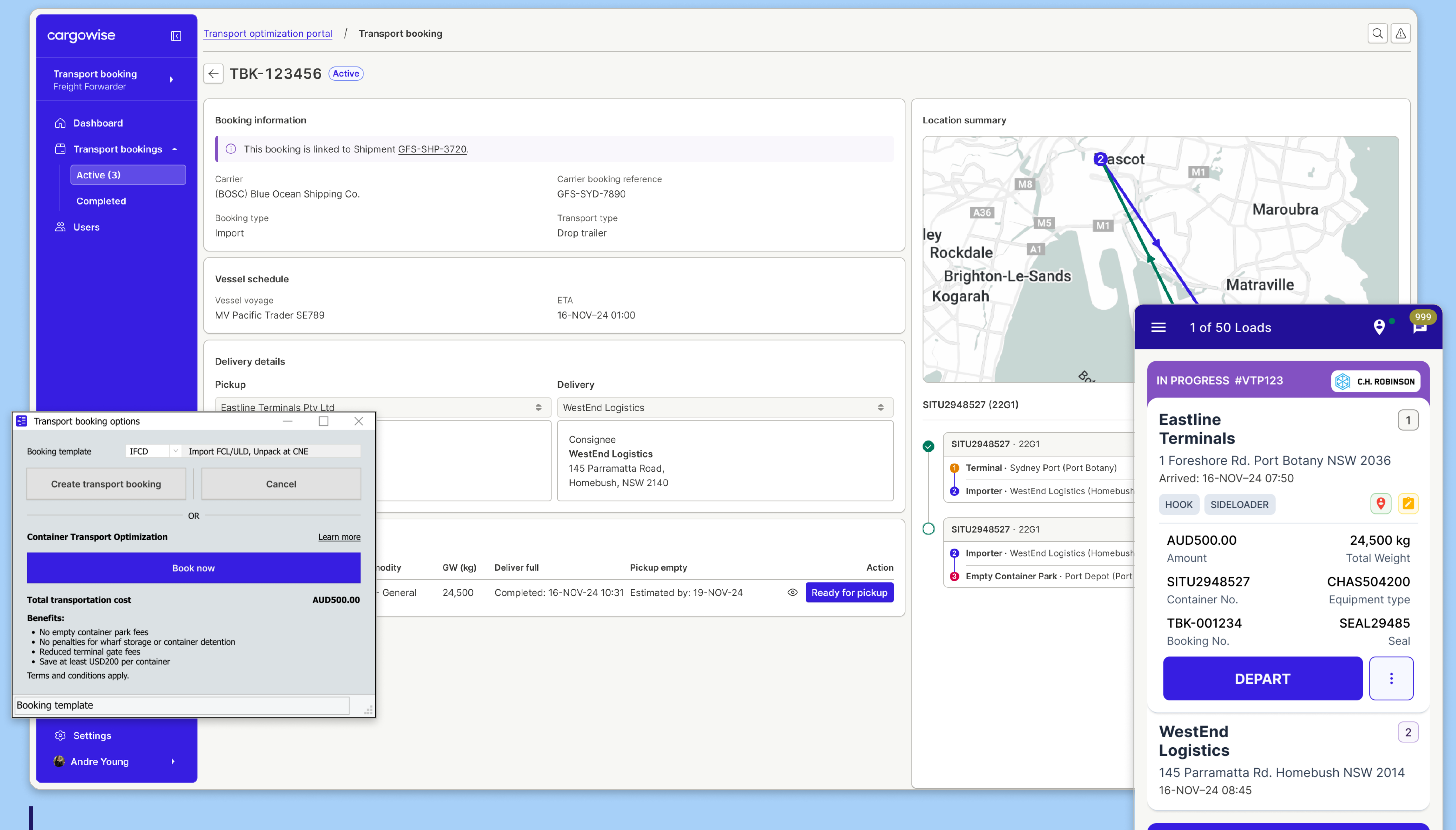
Benefits

Major direct cost reductions

- Transportation costs
- Reduced terminal gate usage
- removed empty park gate fees
- Waiting times at ECPs
- Inspection fees
- Container storage and handling fees

Indirect (2nd & 3rd order) benefits

- CO2 emissions
- Less Vehicle wear and tear
- Lowered road use/wear and tear
- Lower traffic and congestion
- Less container storage required
- Better container utilization



Transport optimization portal / Transport booking

TBK-123456 Active

Booking information

ⓘ This booking is linked to Shipment GFS-SHP-3720.

Carrier: (BOSC) Blue Ocean Shipping Co.

Carrier booking reference: GFS-SYD-7890

Booking type: Import

Transport type: Drop trailer

Vessel schedule

Vessel voyage: MV Pacific Trader SE789

ETA: 16-NOV-24 01:00

Delivery details

Pickup: Eastline Terminals Pty Ltd

Delivery: WestEnd Logistics

Consignee
WestEnd Logistics
145 Parramatta Road,
Homebush, NSW 2140

nodity	GW (kg)	Deliver full	Pickup empty	Action
General	24,500	Completed: 16-NOV-24 10:31	Estimated by: 19-NOV-24	Ready for pickup

Location summary

SITU2948527 (22G1)

SITU2948527 · 22G1
1 **Terminal** · Sydney Port (Port Botany)
2 **Importer** · WestEnd Logistics (Homebush

SITU2948527 · 22G1
2 **Importer** · WestEnd Logistics (Homebush
3 **Empty Container Park** · Port Depot (Port

Transport booking options

Booking template: IFCD — Import FCL/ULD, Unpack at CNE

Create transport booking | Cancel

OR

Container Transport Optimization — Learn more

Book now

Total transportation cost — **AUD500.00**

Benefits:

- No empty container park fees
- No penalties for wharf storage or container detention
- Reduced terminal gate fees
- Save at least USD200 per container

Terms and conditions apply.

Booking template

1 of 50 Loads — 999

IN PROGRESS #VTP123 — C.H. ROBINSON

Eastline Terminals 1
1 Foreshore Rd. Port Botany NSW 2036
Arrived: 16-NOV–24 07:50

HOOK SIDELOADER

AUD500.00 Amount	24,500 kg Total Weight
SITU2948527 Container No.	CHAS504200 Equipment type
TBK-001234 Booking No.	SEAL29485 Seal

DEPART

WestEnd Logistics 2
145 Parramatta Rd. Homebush NSW 2014
16-NOV–24 08:45

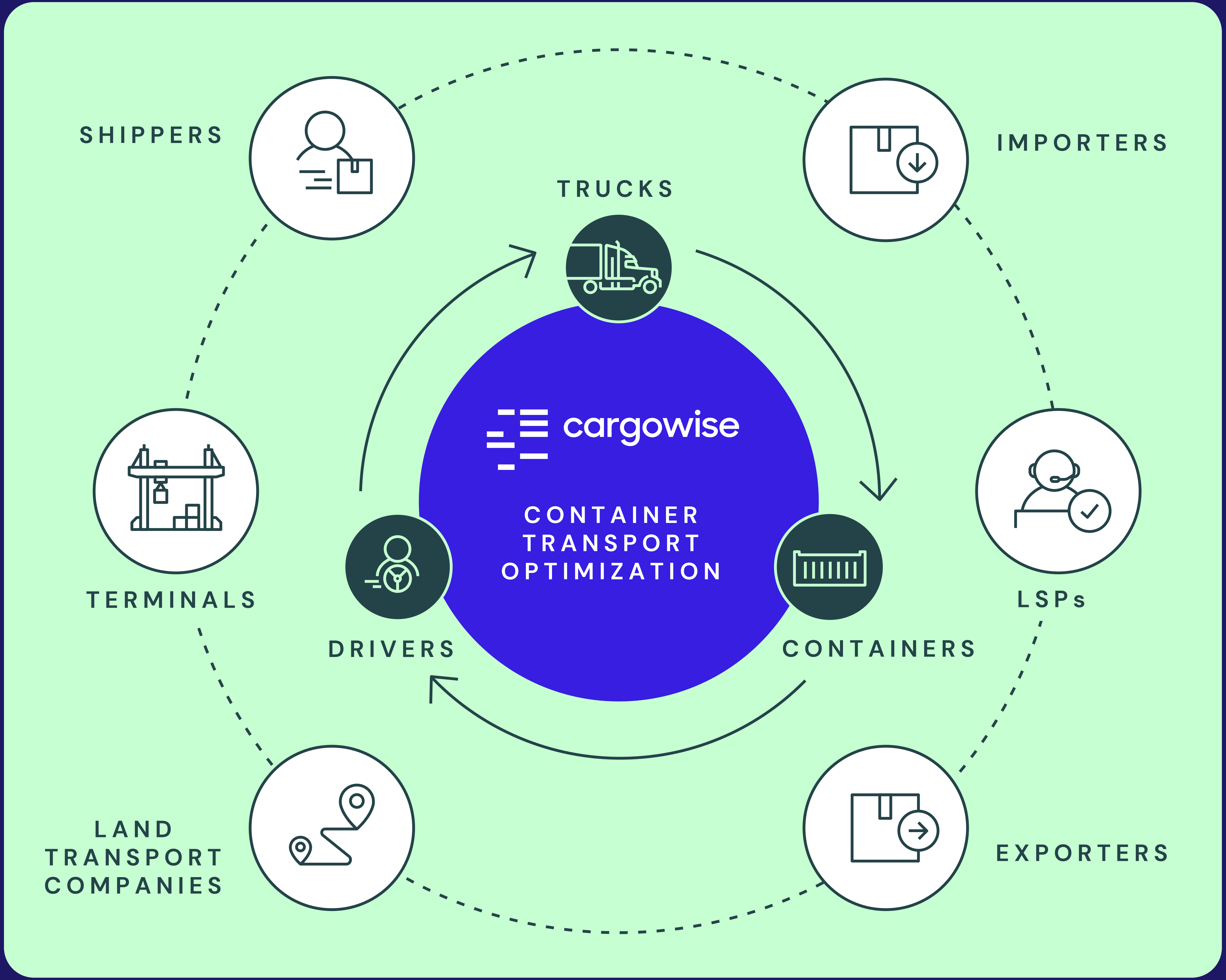
“

ACFS has been working with the CTO product team at WiseTech and they have access to real world data from our TMS (which is a WiseTech product). You can see from the partnership and work we have been doing, there is a substantial improvement that ACFS and WiseTech can create and deliver as this system moves from early experience to volume production.

Arthur Tzaneros – Managing Director & CEO, ACFS Port Logistics

wisetech global

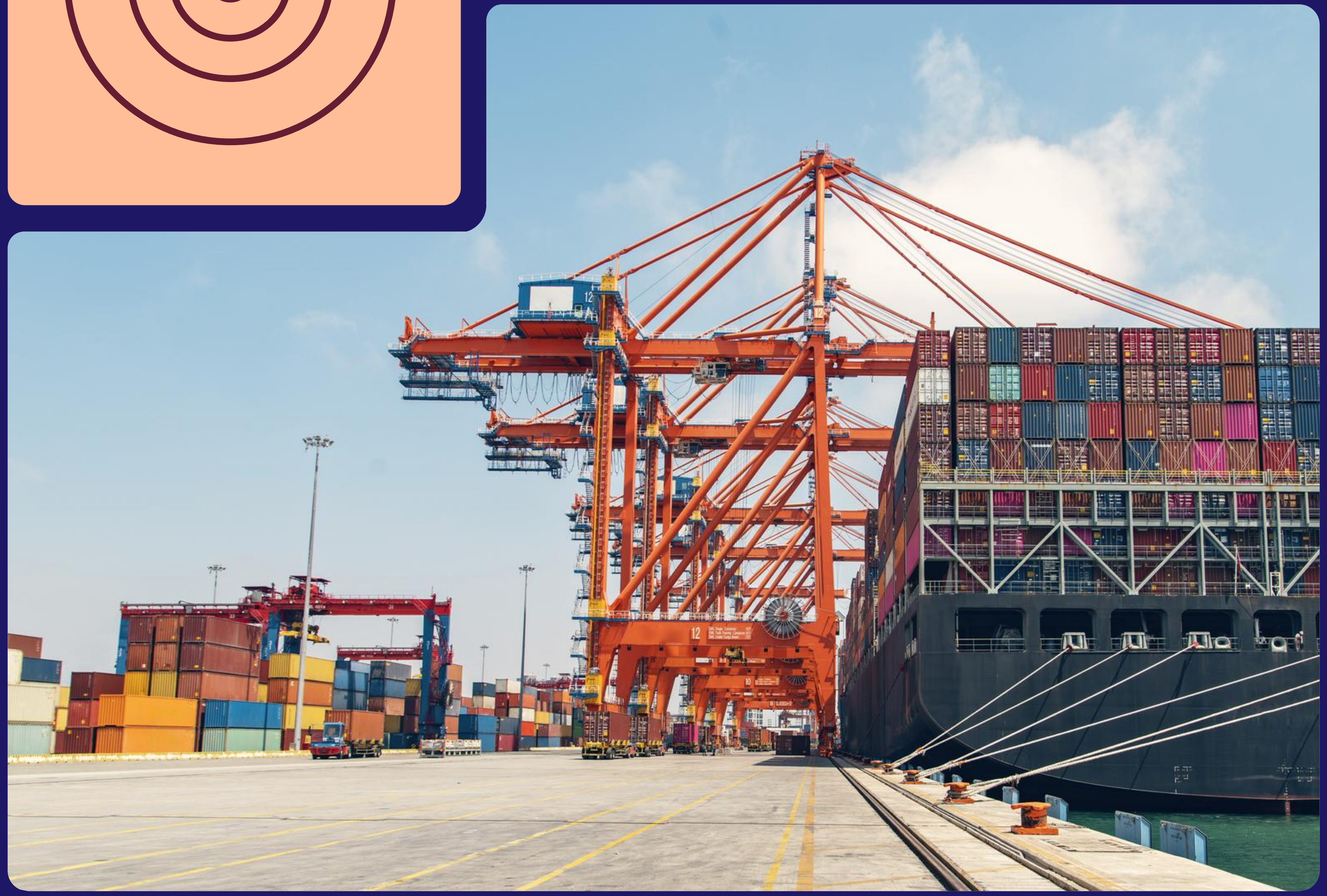
Container Transport Optimization (CTO)



- ☑ 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

WISETECH GLOBAL AND E2OPEN

Integration update



Mark Hall
Chief Acquisitions &
Integration Officer,
CEO, e2open

Pawan Joshi
Chief Strategy Officer,
e2open

Adam Henry
Product Portfolio Leader –
Supply Channel Planning &
Collaboration

Anthony Hardenburgh
Product Portfolio Leader –
Global Trade Management

Strategically significant acquisition

A key step toward achieving our vision to be the operating system for global trade and logistics

- Broadens WiseTech's ecosystem with a network of 500,000 connected enterprises including the establishment of a major foothold including connectivity to major ocean carriers, ~5,600 customers and 250+ blue-chip customers
- Expands WiseTech's TAM via the addition of complementary product offerings, capturing 20 years of e2open's R&D and product M&A with a single transaction
- Enhances visibility across the shipping process that complement WiseTech's solutions to drive further customer benefits including freight efficiencies
- Accelerates the delivery and take up of new and innovative solutions in global trade management (GTM) and container transport optimization (CTO)
- Drives team growth with skills and expertise in industry and product development

1 **Opportunity to acquire a scaled and profitable leading provider at an attractive valuation**

2 **Highly synergistic transaction with opportunity for significant value creation**

Our progress

The integration is a multi-year process leveraging our existing learnings. Our current focus is integration of the organization, working practices and adoption of the WiseTech Way.

We've made rapid progress

- Organizational alignment in progress
- Cost synergy targets well progressed

We confirmed expectations

- Great products
- Diverse talent
- A lack of deep integration from the business' acquisitive past
- E2open strategic review hindered their progress

We're excited and encouraged by

- High alignment with our strategic goals from team and customers
- Appetite for product-centric approach
- Supply chain customers with many of the same fundamental problems as our logistics customers and desire for change

Our approach

We've set our strategy

- Build products which address industry problems our competitors cannot
- Grow revenue through penetrating our network
- Achieve efficiencies in our cost base

We're currently re-organizing the business for success

- Aligning resources behind our product and product initiatives
- Focusing our teams on core actions
- Flattening the leadership structure and empowering our teams

Our current focus areas

- Reducing customer attrition
- Delivering on Professional Services commitments
- Leveraging growth opportunities

wisetech global

E2open expands our ecosystem and extends our vision

Be the operating system for global trade and logistics

TRADE

LOGISTICS

TRADE

Supply Side Management	e2open
Global Trade Mgt Compliance Logistics Mgt	e2open
Domestic DC Warehouse	WTC
Domestic Logistics	WTC/e2o
International Customs Warehouse	WTC
Landside Logistics	WTC/e2o
Customs and Border Compliance	WTC/e2o
International Freight Forwarding	WTC
Customs and Border Compliance	WTC/e2o
Landside Logistics	WTC/e2o
International Customs Warehouse	WTC
Domestic Logistics	WTC/e2o
Domestic DC Warehouse	WTC
Trade, Compliance Management	e2open
Supply, Channel, Planning, Demand Mgt	e2open

FLOW OF GOODS

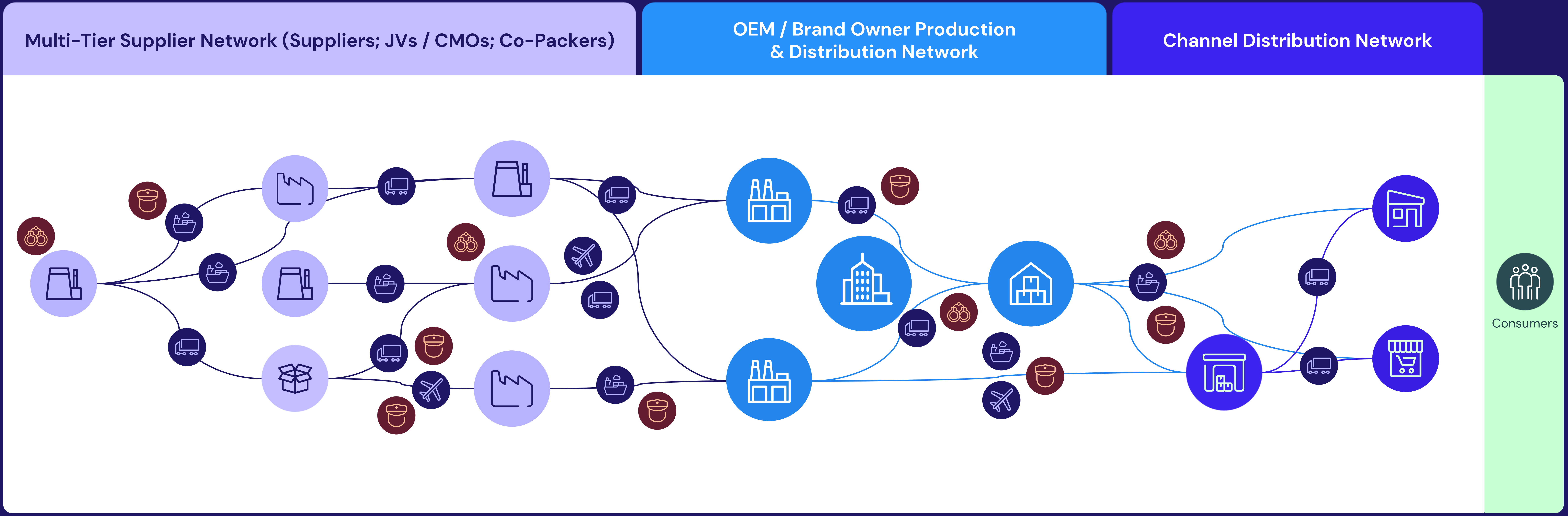
BUILDING A TRUE MULTI-SIDED MARKETPLACE

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

TradeWise.Net

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

The increasing complexity of modern supply chains



Competing wants and needs

CEO

CCO **COO**

"I want to standardize processes and ways of working even if core systems vary across my enterprise"

"I want to modernize critical capabilities and reduce the total cost of ownership"

"I want to avoid of extended, expensive, resource-heavy, risk-laden RFx processes"

"I need broad and deep capabilities, but not necessarily best-in-class. Very good, or even pretty good, is good enough"

CSCO **CPO**

"I want to incrementally replace legacy software, but de-risk changeover efforts / timing"

"I want to simplify complex web of systems business users interact with"

"I want to break down internal silos by using capabilities from a single platform that is using the same data"

"Tech is advancing faster than the knowledge and understanding of my people – I want expert guidance from a trusted advisor"

CIO / CTO **CFO**

"I want to add capability incrementally, avoiding high effort / cost / risk change projects"

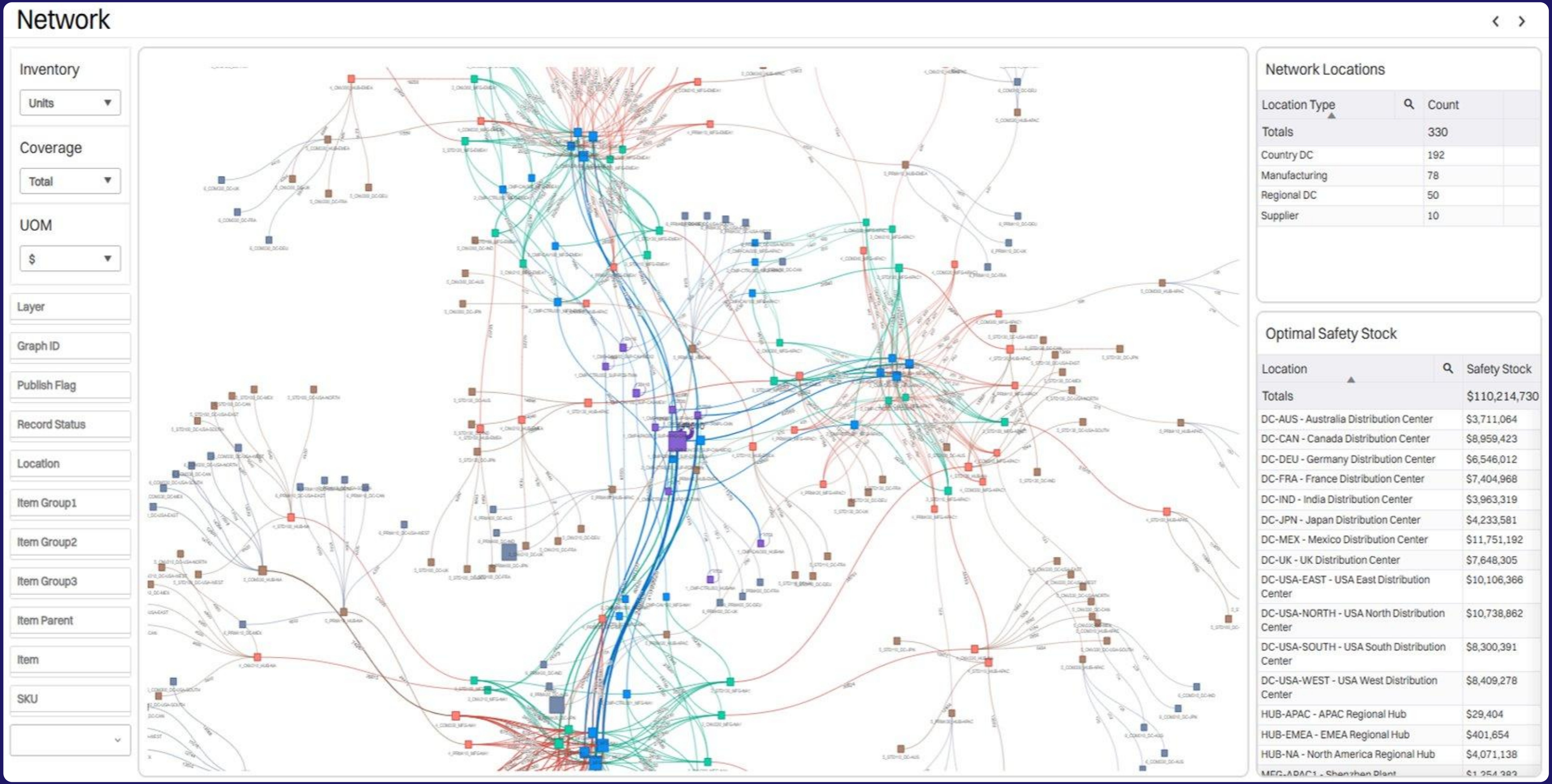
"I want to work with as few vendors as possible"

"I want to connect with and work more closely with upstream and downstream partners"

"I don't want to be misled by the AI hype train"

WiseTech perspective

- ✓ We have broad and deep capabilities that will meet the needs of our customers
- ✓ We understand what is needed to tackle specific problems
- ✓ We will be able to drive customer needs, not react to them
- ✓ We will be able to educate the customer, and not let them choose the wrong path



Network

Inventory: Units

Coverage: Total

UOM: $

Network Locations

Location Type	Count
Totals	330
Country DC	192
Manufacturing	78
Regional DC	50
Supplier	10

Optimal Safety Stock

Location	Safety Stock
Totals	$110,214,730
DC-AUS - Australia Distribution Center	$3,711,064
DC-CAN - Canada Distribution Center	$8,959,423
DC-DEU - Germany Distribution Center	$6,546,012
DC-FRA - France Distribution Center	$7,404,968
DC-IND - India Distribution Center	$3,963,319
DC-JPN - Japan Distribution Center	$4,233,581
DC-MEX - Mexico Distribution Center	$11,751,192
DC-UK - UK Distribution Center	$7,648,305
DC-USA-EAST - USA East Distribution Center	$10,106,366
DC-USA-NORTH - USA North Distribution Center	$10,738,862
DC-USA-SOUTH - USA South Distribution Center	$8,300,391
DC-USA-WEST - USA West Distribution Center	$8,409,278
HUB-APAC - APAC Regional Hub	$29,404
HUB-EMEA - EMEA Regional Hub	$401,654
HUB-NA - North America Regional Hub	$4,071,138
MFG-APAC1 - Shenzhen Plant	$1,254,383

The WiseTech Trade / Supply Chain operating platform

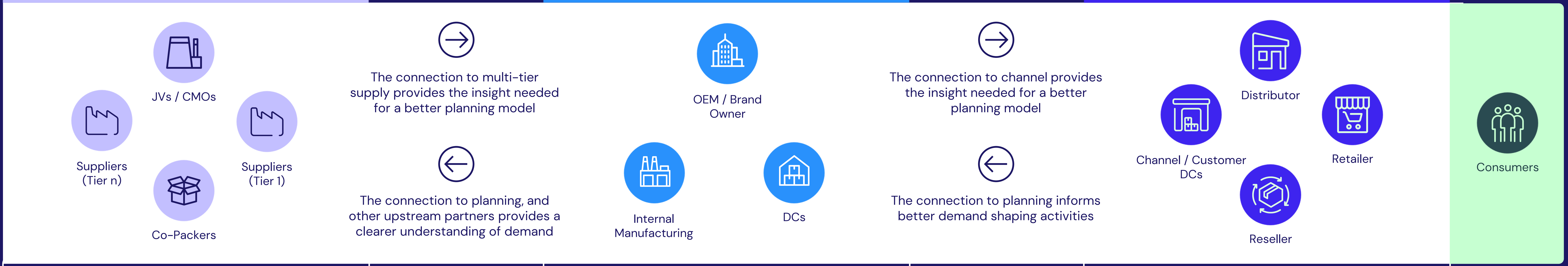
Business processes

Planning & Upstream Supply Collaboration

Planning

Planning & Downstream Channel Collaboration

Supply chain network



The connection to multi-tier supply provides the insight needed for a better planning model

The connection to planning, and other upstream partners provides a clearer understanding of demand

The connection to channel provides the insight needed for a better planning model

The connection to planning informs better demand shaping activities

Platform capabilities

Supplier Relationship Management; Multi-Tier Supply & Manufacturing Collaboration; Risk Management

Connected Supply Chain Planning: Demand Management; Inventory, Supply, Production, Distribution Planning; S&OE, S&OP, IBP

Channel Insights, Shaping, and Collaboration

Supply chain management challenges

Supply chains are inherently multi-enterprise, with manufacturers / brand owners / BCOs working directly or indirectly with a huge numbers of partners

Some of our largest customer have thousands of tier 1 suppliers alone

Further upstream, from tier 2 to tier n, this number can exponentially increase, with added complexity when multiple tier 1 suppliers are competing for the same tier 2 supply

Even a single large enterprise can comprise dozens of production and distribution locations

At every step in the supply chain there is potential for latency, waste, and misdirection

Between every node in the network, internal or external, it is critical to move materials as quickly and cost efficiently as possible

Compliance, including the right to do business, risk identification and mitigation, and ESG considerations are also extremely important

The more connected we are, the less assumptions, guesswork, and hope, are required

Solving these challenges for our customers with the WiseTech Supply Chain operating platform

- ☑ WiseTech Global will offer a Trade / Supply Chain operating platform that can handle this complexity at scale in a way that will leverage numerous synergies
- ☑ Autonomous optimization will pave the way for the self-correcting, self-healing supply chain
- ☑ We will also play a pivotal role in helping companies make sense of this complexity by determining the right approach in the right situation with the right prioritization
- ☑ In the AI age, humans will still play a critical role, but they will focus on value-adding activities

What is Global Trade Management?

The regulatory environment that exporters and importers face daily

EXPORTS

- Who are you doing business with?
- Where are you doing business?
- What is my product and can it be exported?
- What is the ultimate end-use of my product

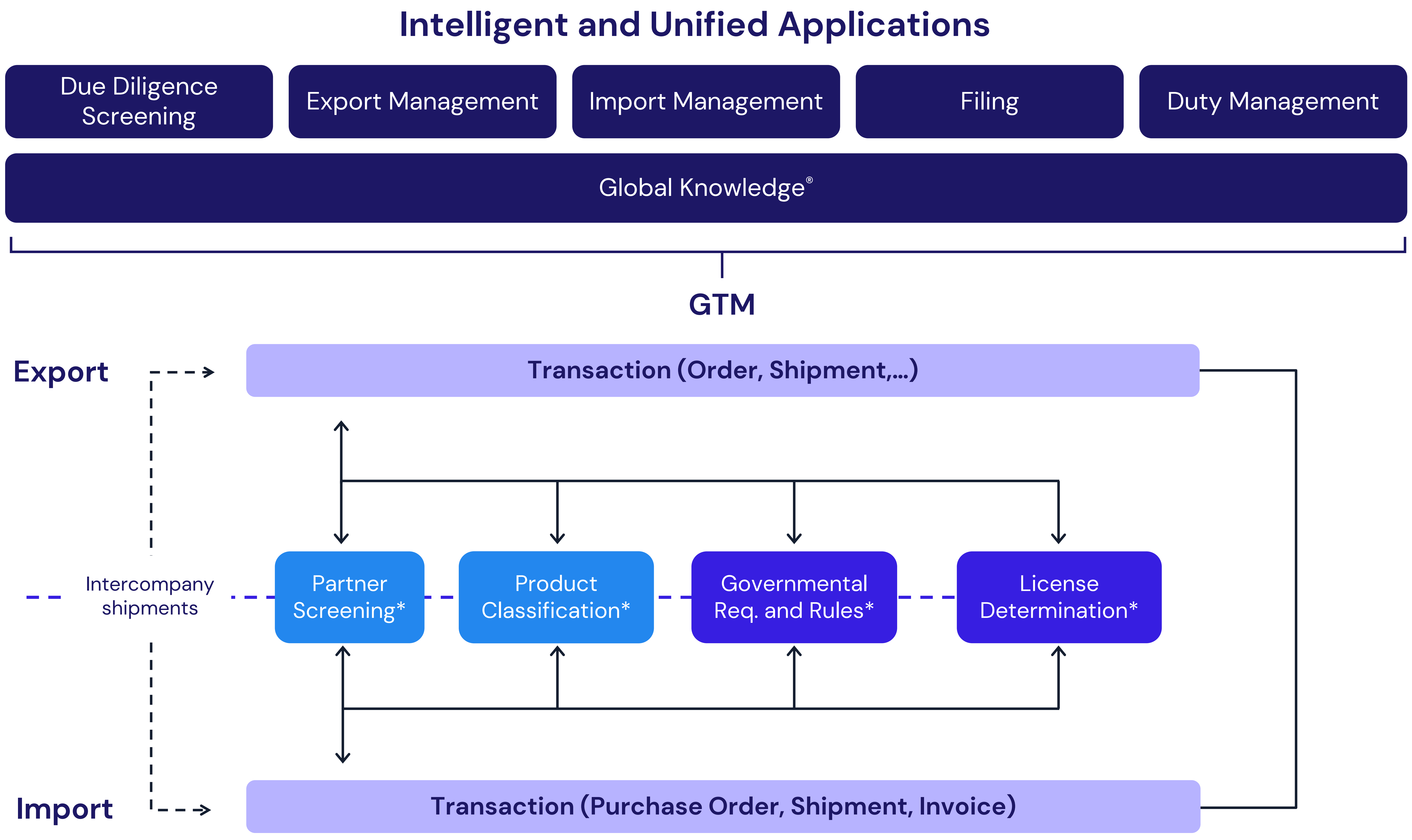
IMPORTS

- Who are you doing business with?
- Where are you doing business
- What is my product and can it be imported?
- What duties, taxes and fees are associated with importing my product?

Tariffs, OFAC, BIS, UNSC, FDA, USDA, Interpol,
EPA, Duties, Fees, (FTA-USMCA), COO, License

Global Trade Management applications

Solving the complexity through automation



Intelligent and Unified Applications

Due Diligence Screening

Export Management

Import Management

Filing

Duty Management

Global Knowledge®

GTM

Export

Transaction (Order, Shipment,...)

Intercompany shipments

Partner Screening*

Product Classification*

Governmental Req. and Rules*

License Determination*

Import

Transaction (Purchase Order, Shipment, Invoice)

* powered by Global Knowledge®

- Restricted party screening
- Classification
- Export determination
- Import duty/taxes/fees (landed cost)
- Import government agency requirements (admissibility)
- Documents and reporting
- Full audit capability

Global Knowledge

Extensive coverage of the ever-evolving Global Trade Compliance world

- **Number of updates in FY25[1]: 73.8 million for country compliance and RPS**
  - 200+ Countries, Territories and Islands for which we have content coverage
  - ~1,000 Restricted Party Lists
- **5.6 million+ product classification records in English and Foreign languages**
  - 2 million+ dutiable products maintained
- **3,000+ Preferential Trade Agreement lanes for which reduced duties are captured and maintained**
  - 230+ FTAs with Rules of Origin content
- **7,500+ Trade Documents for Imports, Exports and FTAs**
- **3,600+ Agencies/authorities are utilized for e2open's country coverage**

Content coverage

- Rules of origin
- Export control
- Import control
- Documentation
- Landed cost

---

[1] Refers to e2open financial year from 1 March 2024 to 28 February 2025.

Q&A session

We’re on a break

OUR BROADCAST WILL RECOMMENCE AT ~ 4:45PM

MEET OUR

Independent Directors

Andrew Harrison
Lead Independent Director
Chair of Audit & Risk Committee
Chair of Nomination Committee

Chris Charlton
Independent
Non-Executive Director

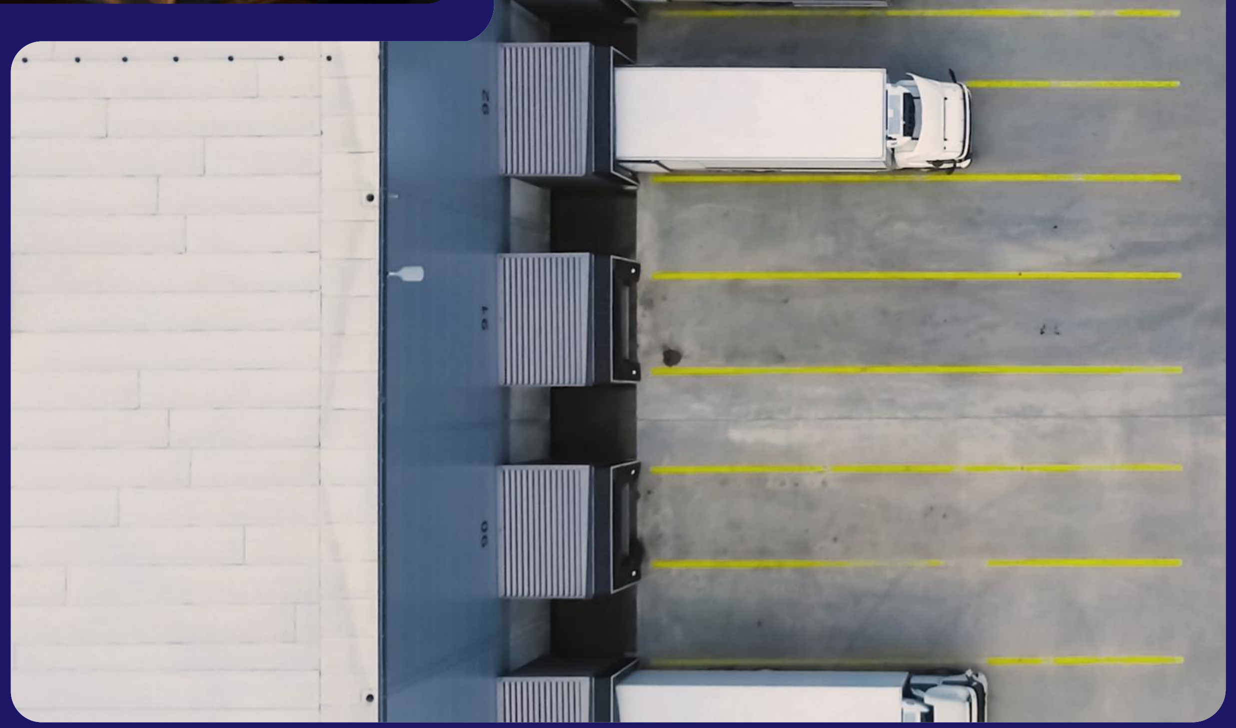
Sandra Hook
Independent Non-Executive Director
Chair of the People & Remuneration Committee

Rob Castaneda
Independent
Non-Executive Director

Katrina Johnson
Group Company Secretary
& Head of Regulatory Affairs

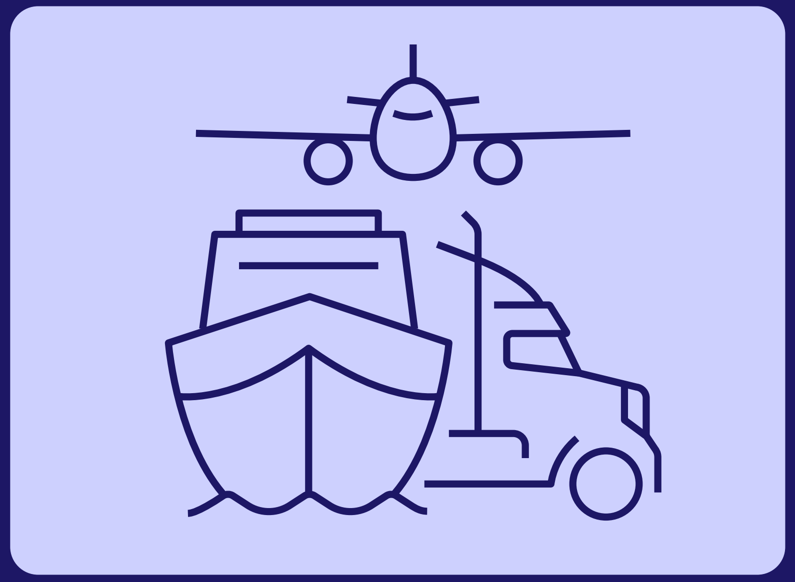
Closing remarks

RICHARD WHITE



Closing remarks

ZUBIN APPOO



Thank you

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