

**2018 Annual General Meeting
of Shareholders**

WiseTech
GLOBAL



Andrew Harrison
Chair



WiseTech Global - FY18 financial highlights

Delivered strong, high quality growth while expanding technology lead and global footprint

POWERFUL revenue growth

↑ **44%
Revenue**
vs FY17

**Revenue
\$221.6m**

41% CAGR
over 5 years
FY14 - FY18

HIGH recurring HIGH quality revenue

**99% recurring
revenue**
CargoWise One

**90% recurring
revenue**

**99%
'On-Demand'
usage-based licensing**
CargoWise One
customers

LOW customer attrition

**<1%
every year
for last 6
years⁽¹⁾**

Annual customer
attrition rates
across CargoWise
One global platform

HIGH innovation product development investment

34%
of revenue⁽²⁾

51%
of our people

\$222m⁽²⁾
innovation and product
spend (FY14 - FY18)

LOW sales and marketing expense

10%
of revenue

9%
of our people

Sales automation,
swift on-boarding,
open-access licence,
On-Demand usage

PROFITABLE + cash generative

↑ **45% EBITDA**

\$78.0m

43% CAGR
over 5 years FY14PF-FY18

**EBITDA margin
35% ↑7pp**
over 5 years FY14PF - FY18

\$40.8m
Net profit⁽³⁾

1. Annual attrition rate is a customer attrition measurement relating to the CargoWise One application suite (excluding any customers on acquired legacy platforms). A customer's users are included in the customer attrition calculation upon leaving ie having not used the product for at least four months. Based on attrition rate <1% for each year of the last six financial years FY13-FY18.

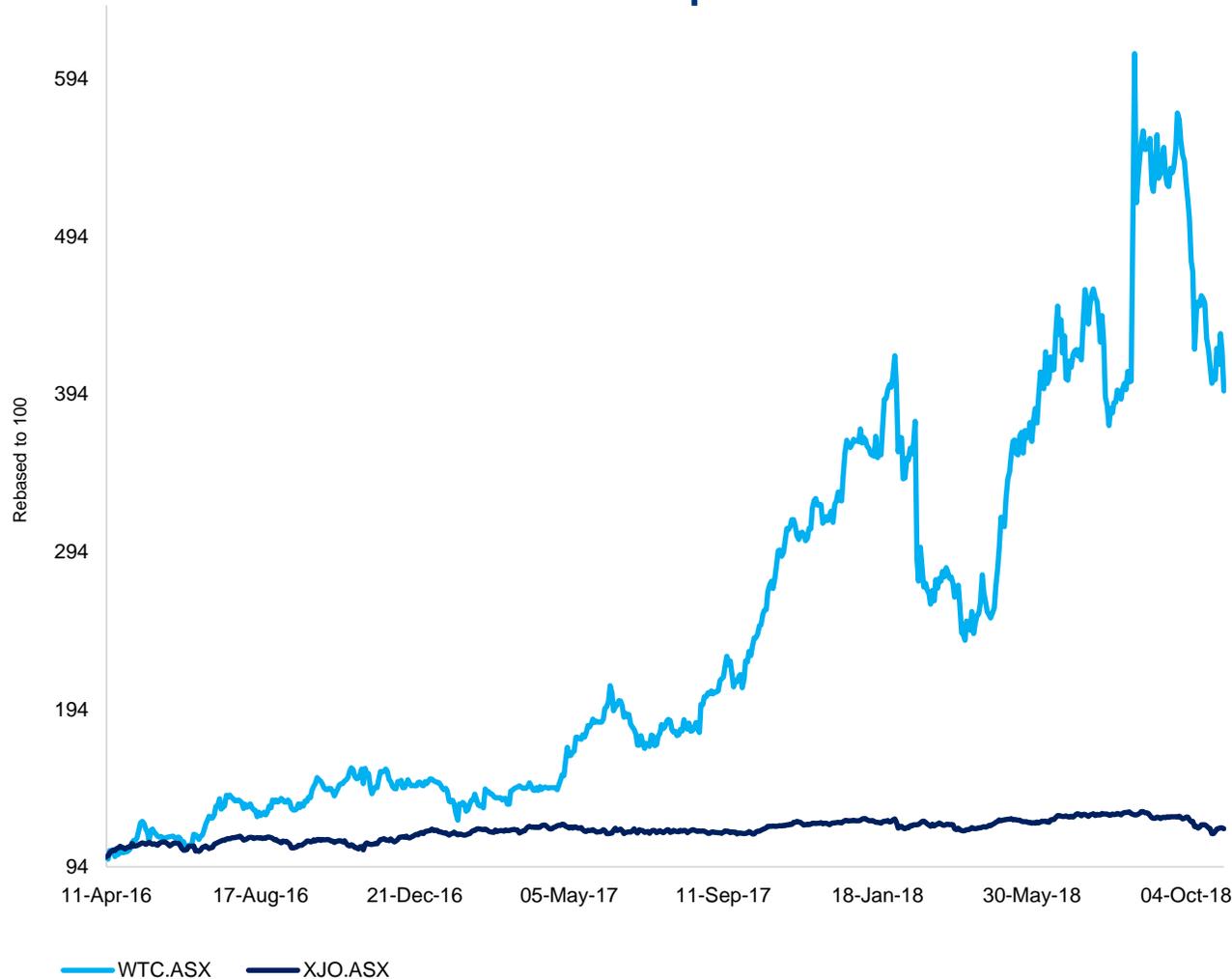
2. Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation.

3. Net profit = net profit after tax attributable to equity holders of the parent.

WiseTech dividend and shareholder return

Outperformed ASX200 by **278%** since listing in April 2016

WiseTech Global share price v S&P/ASX200



Dividend FY18

Interim dividend: 1.05c (Apr 18)

Final dividend: 1.65c (Oct 18)

Total 2.7cps fully franked

Dividend policy

Payout ratio of up to 20%
of annual NPAT

TSR for FY18

126.6%

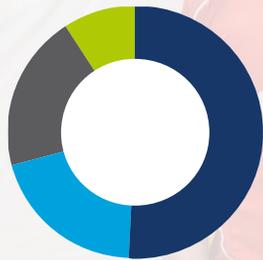
Source: Orient Capital Pty Ltd.
XJO is S&P/ASX 200

WiseTech
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Our people are changing the world of logistics one innovation at a time

EMPLOYEES BY FUNCTION

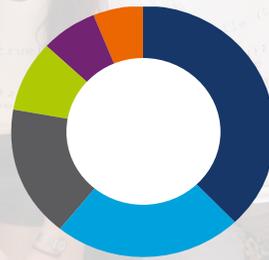
(%, as at 30 June 2018)



- 51% Product design and development
- 20% Customer support
- 20% General and administration
- 9% Sales and marketing

EMPLOYEES BY REGION

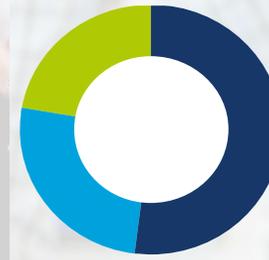
(%, as at 30 June 2018)



- 38% Australia and New Zealand
- 23% Europe
- 17% Asia
- 9% Latin America
- 7% South Africa
- 6% North America

EMPLOYEES BY AGE DIVERSITY

(%, as at 30 June 2018)



- 22% Under 30
- 52% 30 - 44
- 17% 45 and over



WiseTech
GLOBAL



Richard White
Founder & CEO



Our customers move the world
Our people change the world

Integrated modules covering key logistics transactions...

- Freight forwarding
- Customs clearance
- Warehousing
- Land transport
- Liner & agency
- Container station/yard
- E-commerce
- BorderWise
- Geo compliance
- Schedules
- WiseRates
- Booking
- Tracking & events
- Netting & reconciliation

Integrated modules for enterprise wide...

- Accounting & invoicing
- Customer relationship management
- Workflow & automations
- Integrated messaging
- Document manager
- Human capital management

Integrated Identity Management, Security and SSO

130

countries

8,000

logistics organisations
are customers

54+billion

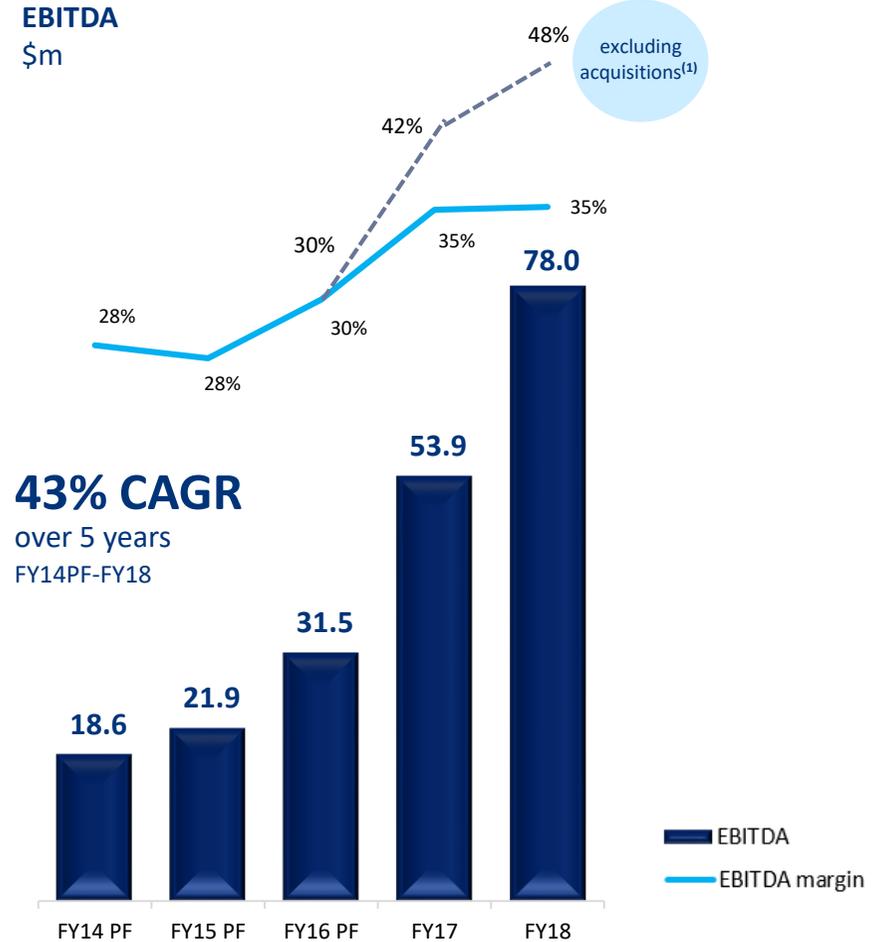
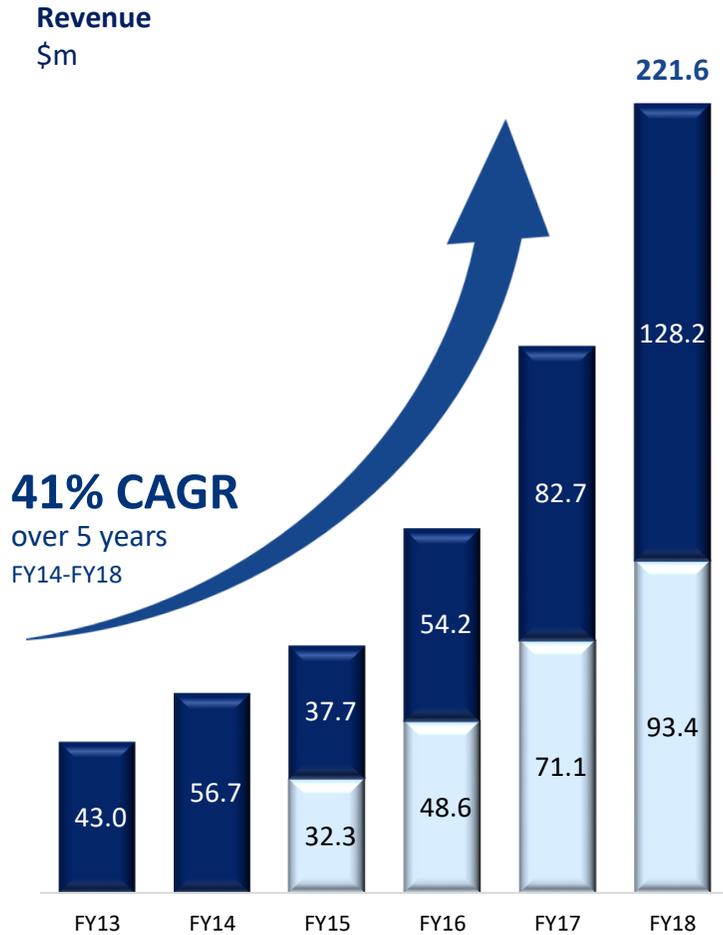
data transactions
annually

3.5+million

development hours
over two decades

WiseTech strong growth in revenue and EBITDA

Strong organic revenue growth, expanding CargoWise One EBITDA margins, while building out our platform



■ Full year revenue (FY13 and FY14), 2H revenue (FY15, FY16, FY17 and FY18)
■ 1H revenue (FY15, FY16, FY17 and FY18)

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

Powerful growth strategy

Multiple levers to sustain growth and increase market penetration



Innovation
and
expansion of
our global
platform



Transactions/users



Modules



Geographies



*Industry
consolidation*

Greater usage by
existing customers



**Increase new
customers on
the platform**



**Stimulate
network
effects**



**Accelerate
organic
growth
through
acquisitions**

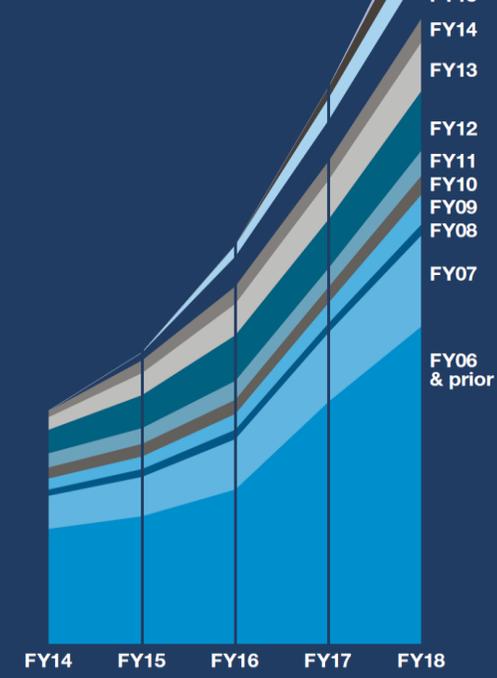
“We are accelerating into more products, more geographies and more adjacencies ... driving our long-term growth with each innovation and acquisition”

34 of the top 50 global third party logistics providers use our solutions across 130 countries worldwide



CargoWise One revenue

(\$million FY14-FY18)
by application suite
customer cohort



Each annual cohort of customers from the last 10 years grew revenue in FY18.

1. Armstrong & Associates: Top 50 Global Third Party Logistics Providers List ranked by 2017 logistics gross revenue/turnover.

Acquiring businesses for geographic expansion – securing assets swiftly

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

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

**We are acquiring leading software vendors across G20+20
- targeting 90% of world's manufactured trade flows**

NORTH AMERICA

LATIN AMERICA

EUROPE

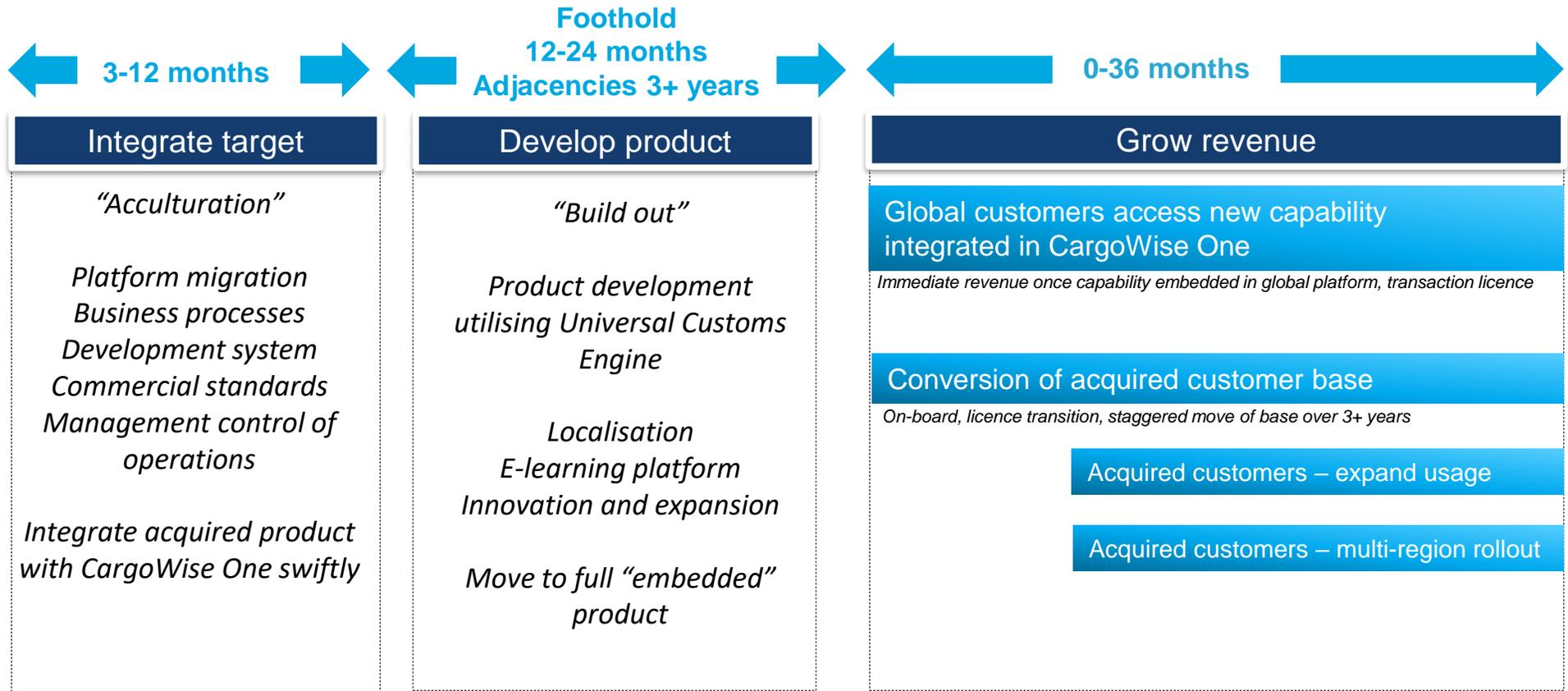
EURASIA

ASIA



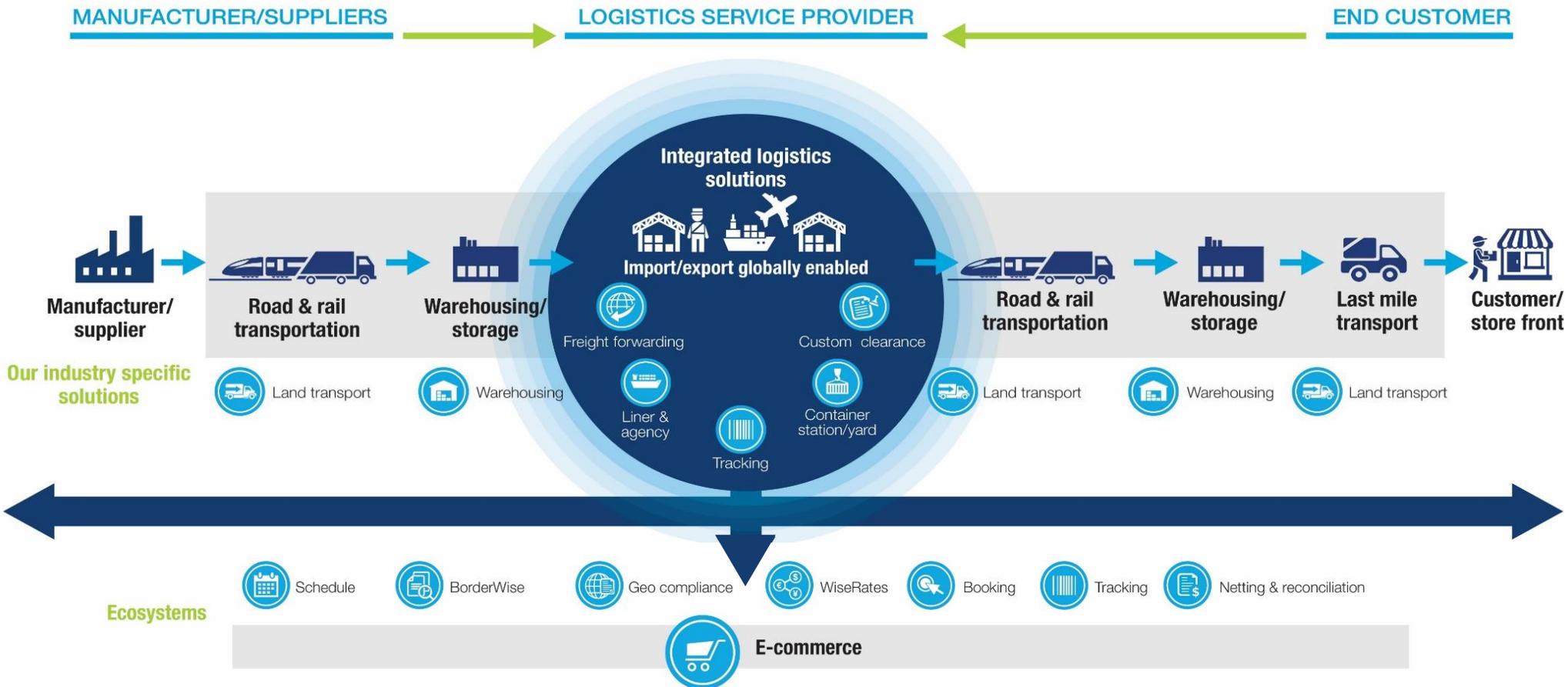
Acquisition – integration process + value components

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



Widening our reach, building unassailable ecosystems

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



Adjacencies feed into our innovation pipeline to build ecosystems

Targeting key plug-ins to our global development or multi-regional adjacencies that can scale

We are **accelerating convergence of technologies** by adding targeted acquisition of key adjacencies to our innovation pipeline to build valuable ecosystems and global product sets.

We look for adjacencies that we can **scale from domestic multi-region to global product capability**

Global Rates Management



Global ocean rates management – live, global data set on carrier rates. Neutral platform links carriers and 3PLs. Rates Mesh standalone and data integrated to CW1 customers.



Global air rates management – provides global data set on carrier rates. Neutral platform linking carriers and 3PLs.

Specialist Warehouse



Specialist WMS across Asia Pacific, North America and Middle East for enterprise, express, 3PL and cold storage. Gartner rated.

Global Shipping



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

Compliance Data



Australian reference data providers, Digerati and Tradefox, absorbed into stage 1 of our global BorderWise data set development.

Adjacencies feed into our innovation pipeline to build ecosystems

Targeting key plug-ins to our global development or multi-regional adjacencies that can scale

Transport Management Solutions

pierbridge
WISETECH GLOBAL GROUP

Leading parcel shipping TMS provider to large and medium enterprises in the US with offices in the UK and Finland.


SaaS
TRANSPORTATION, INC.
WISETECH GLOBAL GROUP

Specialist US Less Than Truckload TMS provider with LTL road rate capabilities to expand road booking and rates.

CMS
Transport Systems
WISETECH GLOBAL GROUP

TMS to add to CW1 next generation Land Transport solution.

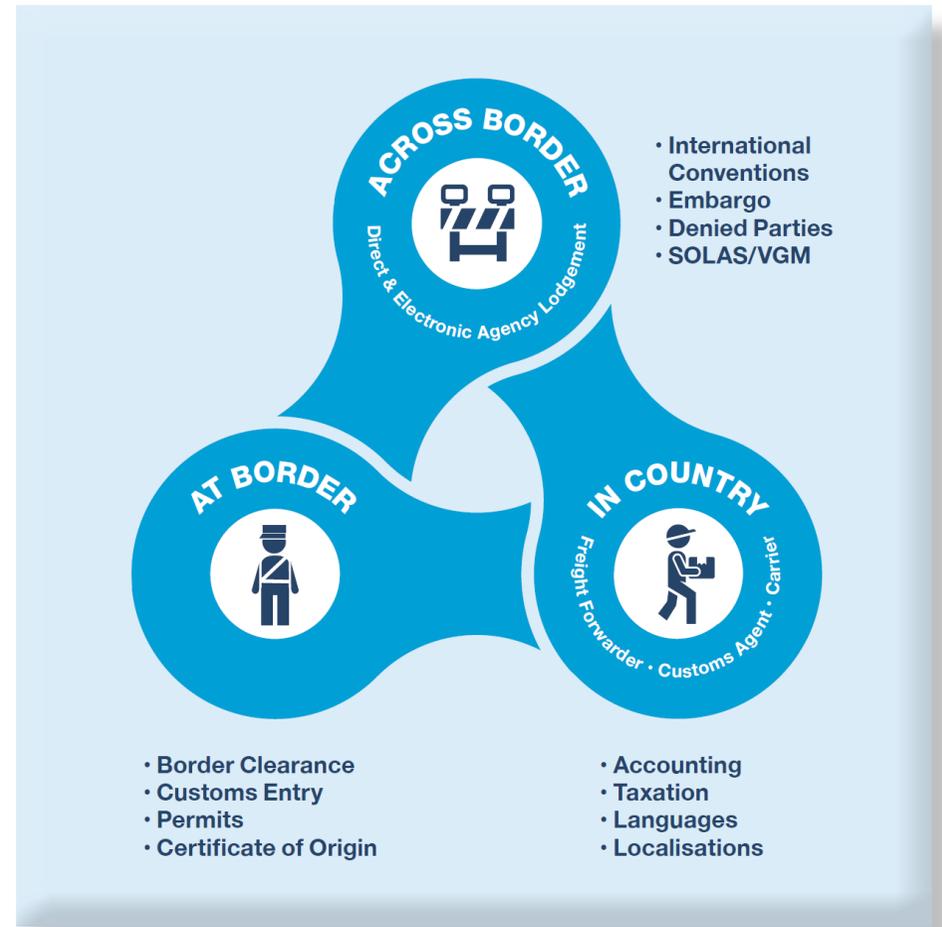
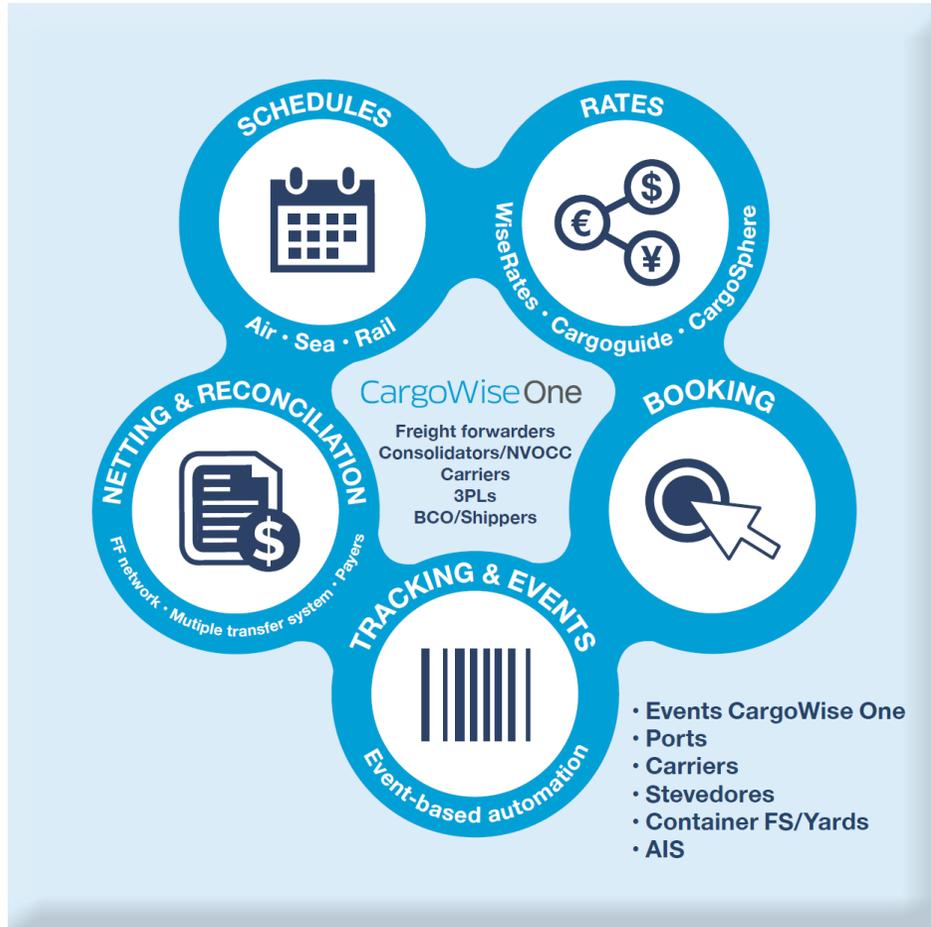

TRINIUM
Technologies
WISETECH GLOBAL GROUP

Specialist inter-modal trucking TMS and container tracking provider in US and Canada.


SmartFreight
WiseTech Global Group

A leading multi-carrier parcel and LTL shipping solution in ANZ, UK, South Africa and Asia.

Building out the ecosystems for global logistics



Opportunity

Logistics market size: across 1PL, 2PL, 3PL = ~A\$14trillion

Global 3PL

- Top 150
- Logistics providers in each vertical and each domestic market

E-commerce

- 3PLs
- Express couriers
- E-commerce giants
- Postal services

Government

- Regulation
 - Digitisation
 - Integration
- Domestic regulators
Global regulators
Industry bodies

Ecosystems

Ecosystems, once built, drive long term value that is near impossible to dislodge

*Some of our products and innovations also apply to non-logistics markets
eg: PAVE (all industries) and GLOW (software development)*

Logistics execution industry dynamics

Industry pain points drive an exponential shift to CargoWise One

3PL industry dynamics vs low propensity to switch out of proprietary systems

Impact of dynamic for WiseTech

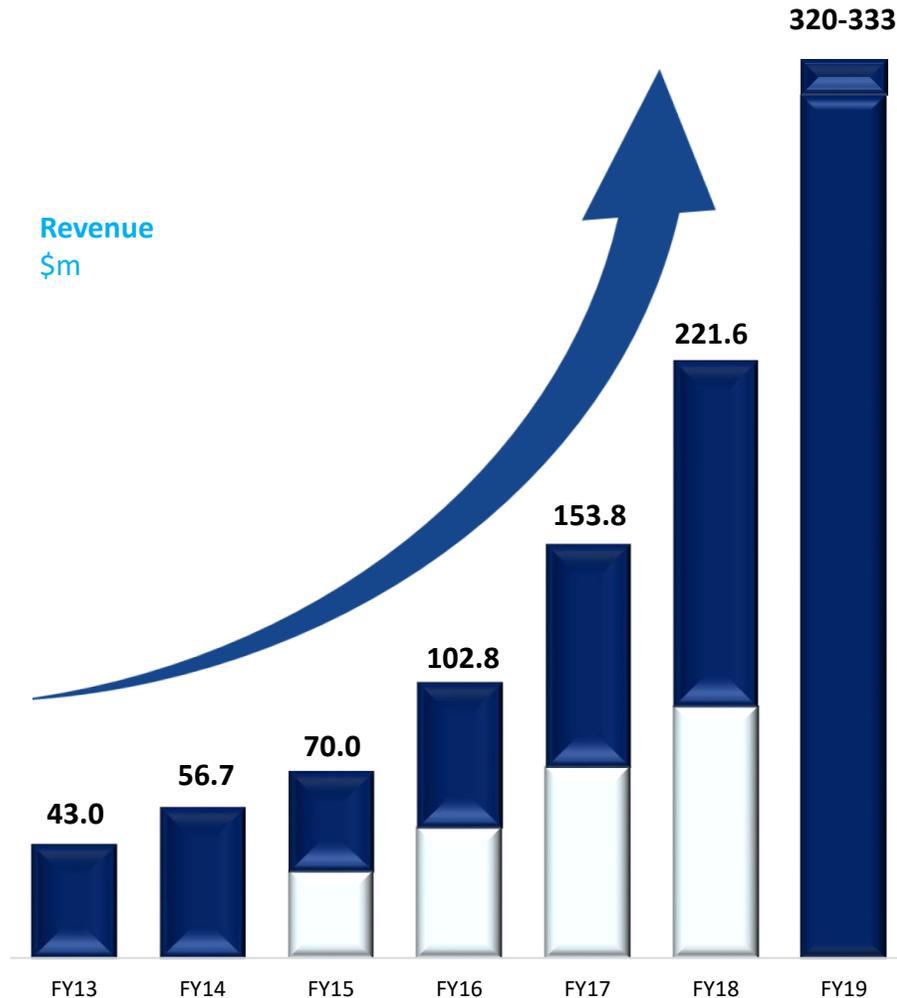
Our leading global logistics software and open-access, usage-driven business model remove constraints to growth

Increasing regulation	→	positive	→	Fast to market with new regulatory changes
Increasing complexity	→	positive	→	Relentless innovation investment, automates or eliminates processes
Growth in transactions	→	positive	→	Highly scalable, integrated platform, productivity focused
High fragmentation	→	positive	→	Operating system for logistics, one to thousands users
Pressure on supply chain execution margins	→	positive	→	SaaS, pay for use monthly in arrears, productivity benefits
Capital constraints	→	positive	→	No upfront capital, easily add users and regions, only pay for use
Increasing network tie-ups	→	positive	→	Integrated global platform, 130 countries, real time visibility
Demand for faster throughput	→	positive	→	Highly automated, more productive, enter data once
Cycles in 3PL verticals – economic up/downturn	→	positive	→	Pay for what you use, linked to value point
Consolidation across 1PL/2PL/3PL, Amazon	→	positive	→	Execution capability across supply chain, plug into myriad systems
3PL consolidation growing	→	positive	→	Seamless, swift, scalable on-board of thousands, global rollouts
High labour cost in high GDP trade routes	→	positive	→	Significant productivity gains through technology
Impact of political change (new govt/Brexit)	→	positive	→	Unsurpassed software development capacity to meet change
Shift to SaaS, cloud	→	positive	→	SaaS since 2008, cloud, all devices, LDaaS and PaaS to come
Shift from in-house to commercial systems	→	positive	→	Commercially proven, integrated platform used by 24 of the 25 largest global freight forwarders

Our technology and business model turns industry problems into tailwinds

High growth outlook for FY19

Execution on strategy to deliver strong growth in FY19



FY19 Revenue

\$320m - \$333m



44% to 50%

FY19 growth vs FY18

FY19 EBITDA

\$102m - \$107m



31% to 37%

FY19 growth vs FY18

Visit our investor centre for more information on WiseTech Global

www.wisetechglobal.com/investors

Videos

What is CargoWise One?



Productivity Overview



Product, Technology and Strategy Day – May 2018

Title	Presentation	Video
WiseTech Global – our people and development		▶
Strategy and technology	▶	▶
The customer experience	▶	▶
Product development		▶
Architecture / data centres / security / scalability	▶	▶
Experience of origination, acquisition, integration	▶	▶

Presentations & videos

Title	Presentation	Video
WiseTech Global Limited - who we are		▶
Why do logistics service providers choose CargoWise One?		▶
About WiseTech Global - August 2017	▶	
WiseTech Global investor conference presentation - May 2017	▶	

Presentations



Other materials



FY19 guidance and assumptions

Growth in revenue and EBITDA

	FY18	FY19 guidance
Revenue	\$221.6m	\$320 – \$333m
EBITDA	\$78.0m	\$102m – \$107m

What is included in the guidance:

- Retention of existing customers with organic usage growth consistent with historical levels
- New customer growth consistent with historical levels
- New product and feature launches
- Contractual increases in revenue from existing customers, reflecting the end of temporary pricing arrangements
- Standard price increases
- Full year effect of prior year acquisitions
- Acquisitions post 30 June 2018: Pierbridge, Ulukom, SaaS, Fenix, Taric, Trinium, Multi Consult, DataFreight, SmartFreight and CargoIT
- Investment in R&D to increase in \$ terms, but will benefit from operating leverage
- Sales & marketing as % of revenue to increase to more historical levels over time, 12%-13%
- General & administration, including M&A, excluding acquired G&A, as a % of revenue to be more efficient over time, below 20%

What is not included in the guidance

- Material change in revenues from the acquired platforms
- Benefits from migration of customers from acquired platforms, where CW1 development is yet to be completed
- Growth in services revenue outside of e-services
- Revenue from new products in development but not planned to be commercialised
- Changes in the mix of invoicing currencies
- Potential acquisitions and associated costs

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- **Prior period pro forma (PF)** Except where explicitly stated, the financial data prior to FY17 in this presentation is provided on a pro forma basis. Information on the specific pro forma adjustments is included in the Appendix to WiseTech's FY18 results investor presentation.
- **Currency** All amounts in this presentation are in Australian dollars unless otherwise stated.
- **FY** refers to the full year to 30 June, 1H refers to the six months to 31 December, and 2H refers to the six months to 30 June.
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