



ASX Announcement: 2024/11

21 February 2024

### WiseTech Global 1H24 results investor presentation

Attached is the 1H24 results investor presentation for the half-year ended 31 December 2023.

//ENDS

Authorized for release to ASX by David Rippon, Corporate Governance Executive and Company Secretary.

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##### About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 17,000<sup>1</sup> of the world's logistics companies across 181 countries, including 45 of the top 50 global third-party logistics providers and 25 of the 25 largest global freight forwarders worldwide<sup>2</sup>.

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 5,500 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://wisetechglobal.com) and [cargowise.com](https://cargowise.com)

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

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

# 1H24 Results





## Our vision

To be the operating system  
for global logistics.



## Our mission

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

# Agenda

1H24  
HIGHLIGHTS



1H24 FINANCIAL  
REVIEW



STRATEGY &  
OUTLOOK



Q & A



APPENDICES



SECTION 01

# 1H24 highlights

RICHARD WHITE, CEO & FOUNDER



# 1H24 highlights

- ✓ 1H24 strong performance  
Margin rate ahead of expectations
- ✓ Over \$1b invested in product development over last five years  
Underpins revenue growth
- ✓ CargoWise Landside Logistics capability enhanced by the addition of MatchBox Exchange  
Good progress on integrations
- ✓ CargoWise LGFF momentum continues with Sinotrans signed  
More than half of the Top 25 Global Freight Forwarders are on CargoWise global rollouts, 13 in total

# 1H24 – strong financial performance

## Delivering on strategy

Total revenue \$500.4m  
↑ 15% organically<sup>1</sup>  
(↑ 32% reported)  
on 1H23

Total revenue growth **\$122.2m**  
Recurring revenue **97% (↑ 1pp)**

CargoWise revenue \$420.7m  
↑ 19% organically  
(↑ 40% reported)  
on 1H23

Total CargoWise revenue growth **\$119.7m**  
CargoWise recurring revenue **99% (flat)**

EBITDA \$229.9m  
↑ 16% organically  
(↑ 23% reported)  
on 1H23

Organic EBITDA margin **53% (flat)**  
Reported EBITDA margin **46% (↓ 4pp)**

Underlying NPAT<sup>1</sup> \$128.4m  
↑ 5%  
on 1H23

Statutory NPAT **\$118.2m (↑ 8%)**  
Underlying EPS **38.8cps (↑ 4%)**

Free cash flow \$155.3m  
↑ 13%  
on 1H23

Free cash flow conversion rate **68% (↓ 6pp)**  
63% Rule of 40<sup>1</sup>

Interim dividend 7.70cps  
↑ 17%  
on 1H23

Fully franked  
Payout ratio 20% of Underlying NPAT

SECTION 02

# 1H24 financial review

ANDREW CARTLEDGE, CFO



# 1H24 results

## Strong financial performance

| A\$m  | 1H23         | 1H24         | % change        |
|---|--------------|--------------|-----------------|
| CargoWise revenue                           | 301.0        | 420.7        | 40%             |
| Non-CargoWise revenue <sup>1</sup>          | 77.3         | 79.7         | 3%              |
| <b>Total revenue</b>                        | <b>378.2</b> | <b>500.4</b> | <b>32%</b>      |
| Cost of revenues                            | (51.4)       | (78.8)       | 53%             |
| <b>Gross profit</b>                         | <b>326.9</b> | <b>421.6</b> | <b>29%</b>      |
| Gross profit margin                         | 86%          | 84%          | (2)pp           |
| Operating expenses                          | (139.6)      | (191.7)      | 37%             |
| <b>EBITDA</b>                               | <b>187.3</b> | <b>229.9</b> | <b>23%</b>      |
| EBITDA margin                               | 50%          | 46%          | (4)pp           |
| Depreciation & amortization <sup>2</sup>    | (37.2)       | (54.4)       | 46%             |
| <b>EBIT</b>                                 | <b>150.1</b> | <b>175.6</b> | <b>17%</b>      |
| Net finance income/(costs)                  | 2.5          | (9.0)        | nm <sup>4</sup> |
| Fair value gain on contingent consideration | -            | -            | -%              |
| <b>Profit before income tax</b>             | <b>152.6</b> | <b>166.6</b> | <b>9%</b>       |
| Tax expense                                 | (43.5)       | (48.3)       | 11%             |
| <b>Statutory NPAT</b>                       | <b>109.0</b> | <b>118.2</b> | <b>8%</b>       |
| Basic EPS (CPS)                             | 33.4         | 35.7         | 7%              |
| <b>Underlying NPAT<sup>3</sup></b>          | <b>121.8</b> | <b>128.4</b> | <b>5%</b>       |
| Underlying EPS (CPS)                        | 37.3         | 38.8         | 4%              |

1. See definition on slide 39

2. Reconciliation of statutory expenses to non-statutory expenses on slide 32 in appendices

3. 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 39 and reconciliation on slide 33

4. Not measured

## Revenue

- Total revenue of \$500.4m, up 32% on 1H23
- CargoWise recurring revenue grew to \$414.7m, organically up 19% on 1H23
- Total CargoWise revenue grew organically 19% on 1H23
- In addition, recent M&A added \$53.4m in 1H24 vs \$0.4m in 1H23 and a \$8.1m FX tailwind contributed to CargoWise revenue growth of 40%

## Gross profit

- Gross profit was \$421.6m, a 29% increase on 1H23
- 84% Gross profit margin, down 2pp on 1H23 reflecting dilution from recent M&A

## EBITDA

- Organically, EBITDA grew 16% and, EBITDA margin at 53% was in line with 1H23
- Reported EBITDA \$229.9m up 23% and, EBITDA margin at 46%, down 4pp on 1H23 reflecting dilution from recent M&A

## EBIT and depreciation & amortization (D&A)

- D&A increased \$17.2m, up 46% including an additional \$7.0m from acquired amortization.
- EBIT up 17% on 1H23

## Net finance income/(costs)

- Net finance costs of \$9.0m primarily reflects interest on drawn debt facility
- 1H24 net finance cost impacts NPAT growth by ~7pp

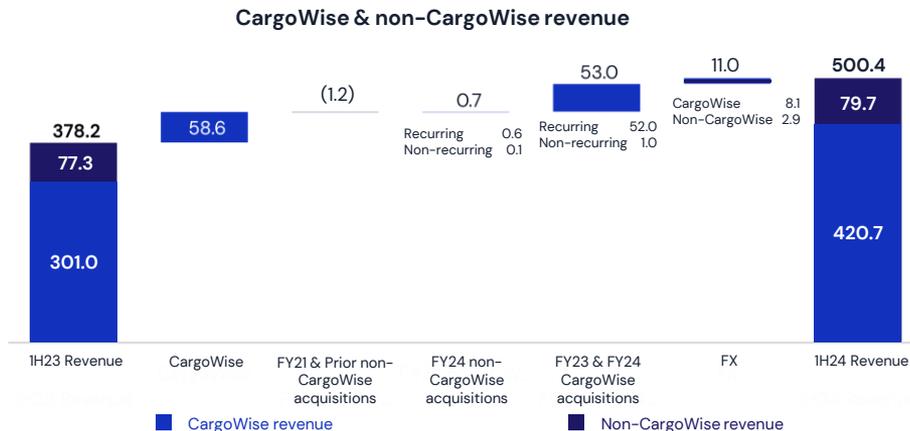
## NPAT and earnings per share (eps)

- Underlying NPAT<sup>4</sup> of \$128.4m, up 5% on 1H23 reflecting earnings growth partially offset by debt facility interest expense
- Underlying EPS 38.8cps, up 4% on 1H23
- Statutory NPAT of \$118.2m, up 8% on 1H23

# 1H24 revenue growth

A\$m

Total revenue grew \$122.2m or 32% – CargoWise revenue grew \$119.7m or 40%



## Recurring revenue

\$111.4m increase, or 31% on pcp driven by:

- Price increases to offset impacts of inflation and generate returns on product investment
- LGFF rollouts
- New product releases in FY22
- \$52.6m from recent M&A

Recurring revenue growth also includes \$10.5m FX tailwind

## Non-recurring revenue

Broadly flat on pcp, driven by:

- Expected contraction from non-CargoWise acquisitions completed in FY21 and prior years
- Partially offset by an increase from CargoWise customer paid product enhancements;
- \$1.2m increase from recent M&A

## CargoWise revenue

\$58.6m increase, or 19% on pcp driven by:

- \$50.1m growth from existing customers (1H23: \$74.8m)
- \$8.5m growth from new customers (1H23: \$15.4m)

Growth from existing & new customers reflects:

- Price increases to offset impacts of inflation and generate returns on product investment
- LGFF rollouts
- New product releases in FY22

CargoWise revenue growth also includes \$53.0m from FY23 & FY24 M&A and \$8.1m FX tailwind

## Non-CargoWise

\$(1.2)m decrease, or (2)% on pcp driven by:

- Expected contraction from non-CargoWise acquisitions completed in FY21 and prior years

Non-CargoWise revenue also includes \$0.7m from FY24 non-CargoWise acquisitions

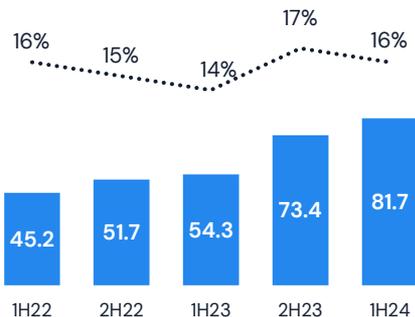
# 1H24 operating expenses<sup>1</sup>

## Ongoing operating leverage

..... % of revenue  
 ■ Expenses (A\$m)

Recent M&A main driver of overall operating expenses up 1pp as a % of revenue on 1H23; down 2pp on 2H23

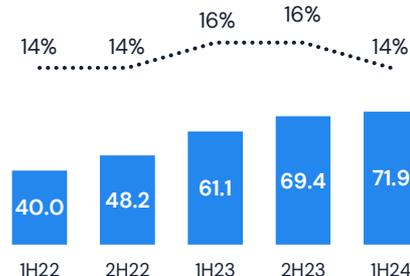
### Product design & development (A\$m)



### Sales & marketing (A\$m)



### General & administration (A\$m)



#### Product design & development expense

\$27.4m increase in 1H24 vs 1H23 reflecting recent M&A and investment in CargoWise innovation and development

\$18.9m of PD&D expenses supporting maintenance of non-CargoWise platforms represents 23% of PD&D expenses, down 8pp vs 1H23

#### Sales & marketing expense

\$14.0m increase in 1H24 vs 1H23 largely reflecting the impact of recent M&A

We continue to focus on the Top 25 Global Freight Forwarders and top 200 global logistics providers

#### General & administration expense

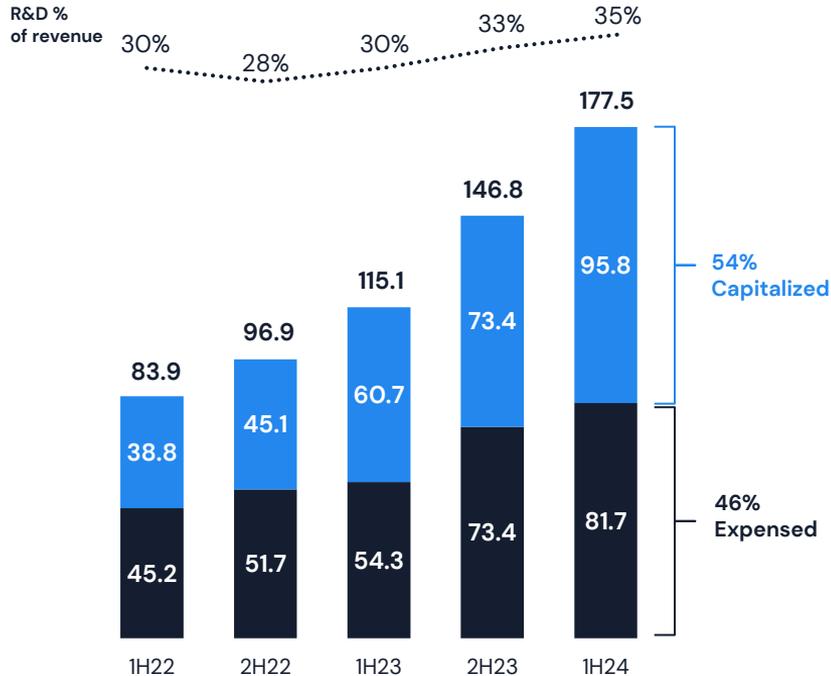
1H24 G&A as a % of revenue declined 2pp to 14% returning to pre-FY23 levels. M&A costs were \$3.1m in 1H24 vs \$10.1m in 1H23

Excluding M&A costs, G&A as a % of revenue was 14%, flat vs 1H23

# 1H24 research and development

## Accelerated innovation and product development

### Investment in innovation and product development (A\$m)



### Product investment

- R&D investment increased \$62.4m, or 54% vs 1H23 reflecting the previously communicated increase in R&D investment for future growth and recent M&A activity
- 35% of 1H24 revenue was reinvested in R&D, up 5pp vs 1H23
- 54% of 1H24 R&D investment was capitalized, up 1pp vs 1H23
- 1H24 capitalized development is above the 40%–50% target range demonstrating increased product investment and stronger developer productivity, which we expect to continue into 2H24
- The balance of development costs (WIP) increased 86% from \$38.5m as at Dec-22 to \$71.6m as at Dec-23 reflecting continuing investment in future products
- Delivered 576 new CargoWise application suite product enhancements in 1H24, and over 5,500 product enhancements have been delivered on the CargoWise application suite in the last five years (2H19 to 1H24)
- Over \$1b in product investment in the last 5 years (2H19 to 1H24)
- CargoWise product development resources increased by 86% in 1H24 vs 1H23 driven equally by increased hiring and M&A activity
- Product development is 62% of WiseTech total headcount, +5pp vs 1H23

# 1H24 balance sheet

## Strong balance sheet and liquidity providing solid platform for future growth

| A\$m                             | 30 Jun 23      | 31 Dec 23      |
|----------------------------------|----------------|----------------|
| Cash                             | 143.0          | 145.0          |
| Receivables                      | 121.0          | 121.7          |
| Derivative financial instruments | -              | 2.9            |
| Other current assets             | 100.5          | 90.8           |
| Intangible assets                | 2,192.1        | 2,301.8        |
| Other non-current assets         | 102.1          | 104.9          |
| <b>Total assets</b>              | <b>2,658.6</b> | <b>2,767.1</b> |
| Borrowings                       | 225.0          | 200.0          |
| Derivative financial instruments | 20.5           | 3.7            |
| Other current liabilities        | 339.4          | 337.2          |
| Other non-current liabilities    | 179.2          | 205.6          |
| <b>Total liabilities</b>         | <b>764.1</b>   | <b>746.5</b>   |
| <b>Net assets</b>                | <b>1,894.6</b> | <b>2,202.6</b> |
| Share capital                    | 1,254.7        | 1,357.6        |
| Retained earnings & reserves     | 639.9          | 663.0          |
| <b>Total equity</b>              | <b>1,894.6</b> | <b>2,020.6</b> |

### Strong liquidity

- \$445m total liquidity from cash and undrawn debt facilities

### Receivables

- Flat vs 1H23

### Other current assets

- \$9.7m decrease largely reflecting reduction in funds held on behalf of customers, offset in other current liabilities

### Intangible assets

- \$109.8m increase reflecting investment in capitalized development and recent M&A, partially offset by amortization

### Borrowings

- Refinanced a new five year unsecured debt facility in Oct-23 to \$500m, maturing in FY29 supported by nine banks
- \$25.0m repayment from free cash flow generation

### Share capital

- \$102.9m increase reflecting new share capital issued to the Employee Share Trust to fund employee equity programs and M&A consideration

# 1H24 cash flow performance

## Highly cash-generative business model delivering strong free cash flow

| A\$m                           | 1H23         | 1H24         | % change        |
|--------------------------------|--------------|--------------|-----------------|
| EBITDA                         | 187.3        | 229.9        | 23%             |
| Non-cash items in EBITDA       | 13.0         | 20.3         | 56%             |
| Working capital changes        | 3.1          | (0.4)        | nm <sup>1</sup> |
| <b>Operating cash flow</b>     | <b>203.4</b> | <b>249.9</b> | <b>23%</b>      |
| Capitalized development costs  | (50.1)       | (84.4)       | 68%             |
| Other capital expenditure      | (15.6)       | (10.1)       | (35)%           |
| <b>Free cash flow</b>          | <b>137.8</b> | <b>155.3</b> | <b>13%</b>      |
| Operating cash flow conversion | 109%         | 109%         | - pp            |
| Free cash flow conversion      | 74%          | 68%          | (6)pp           |
| Free cash flow margin          | 36%          | 31%          | (5)pp           |
| Rule of 40 <sup>2</sup>        | 71%          | 63%          | (8)pp           |

### Strong operating cash flow

- Operating cash flows up 23% vs 1H23 to \$249.9m (1H23: \$203.4m), demonstrating the strength of our highly cash-generative operating model
- Increase in operating cash flow reinvested into long-term growth; \$94.6m invested primarily in capitalized development and data center capacity
- 109% operating cash flow conversion rate, in line with 1H23

### Free cash flow

- 1H24 free cash flow was \$155.3m, up 13% on 1H23 reflecting higher operating cash flow partially offset by increased product development
- 68% free cash flow conversion rate, down 6pp on 1H23 reflecting increase in R&D investment and dilution from lower margin recent M&A

### Rule of 40<sup>2</sup>

- 63% in 1H24, down 8pp from 71% in 1H23

SECTION 03

# Strategy & outlook

RICHARD WHITE, CEO & FOUNDER



# WiseTech's '3P' strategy

Strategy delivers sustainable growth through the cycle

**Vision:** To be the operating system for global logistics



Need to **replace** ageing legacy systems to reduce complexity



Demand for integrated global software solutions with **increased visibility**



Logistics providers pursuing **industry consolidation**

## Product

Extend technology lead

## Penetration

Expand market penetration

## Profitability

Enhance operating leverage

## People

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

# Development priorities to extend the CargoWise ecosystem

Continued CargoWise enhancement<sup>1</sup> (576 1H24) – over \$1b invested in R&D since 2H19 delivering 5,500+ enhancements

## Six CargoWise product development priorities

### Landside logistics



Extending into import/export container haulage & rail

### Warehouse



Configurable and integrated solutions across 3PL, transit and bonded warehouse

### Neo



Global integrated platform for Beneficial Cargo Owners (BCOs) to plan, book, track and manage their freight

### Digital documents



Digital documents and straight-through digital processing of data

### Customs and compliance



Customs and compliance procedures (including import/export) targeting ~90% of global manufactured trade flows

### International eCommerce



Single platform for international eCommerce fulfilment

Tuck-ins, footholds and strategically significant acquisitions accelerate CargoWise product development and ecosystem reach

### Tuck-in & foothold acquisitions

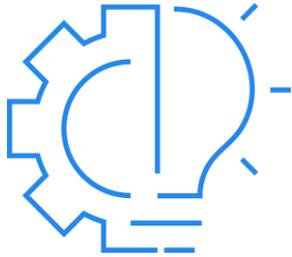
- Typically, smaller size
- Staff, knowledge and technology absorbed into CargoWise product, teams and development processes
- Footholds are typically small targeted acquisitions in key regions for geographic expansion of customs & compliance
- 1H24 completed tuck-in acquisition MatchBox Exchange and Mexico foothold Sistemas Casa

### Strategically significant acquisitions

- Focus on step-out areas aligned with product development priorities
- Leverage proven M&A strength to accelerate and scale our existing capability, deep industry knowledge and technology understanding
- FY23 acquisition of Envase and Blume to accelerate landside logistics capabilities

# Productivity and automation driven by ML, AI, Big Data

Across product development, WiseTech, and the CargoWise ecosystem ...  
... we are putting "Productivity at the center of everything" that we do



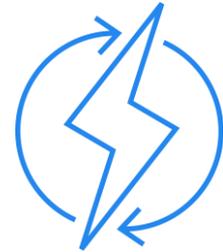
Machine  
Learning



Generative  
AI



Big Data

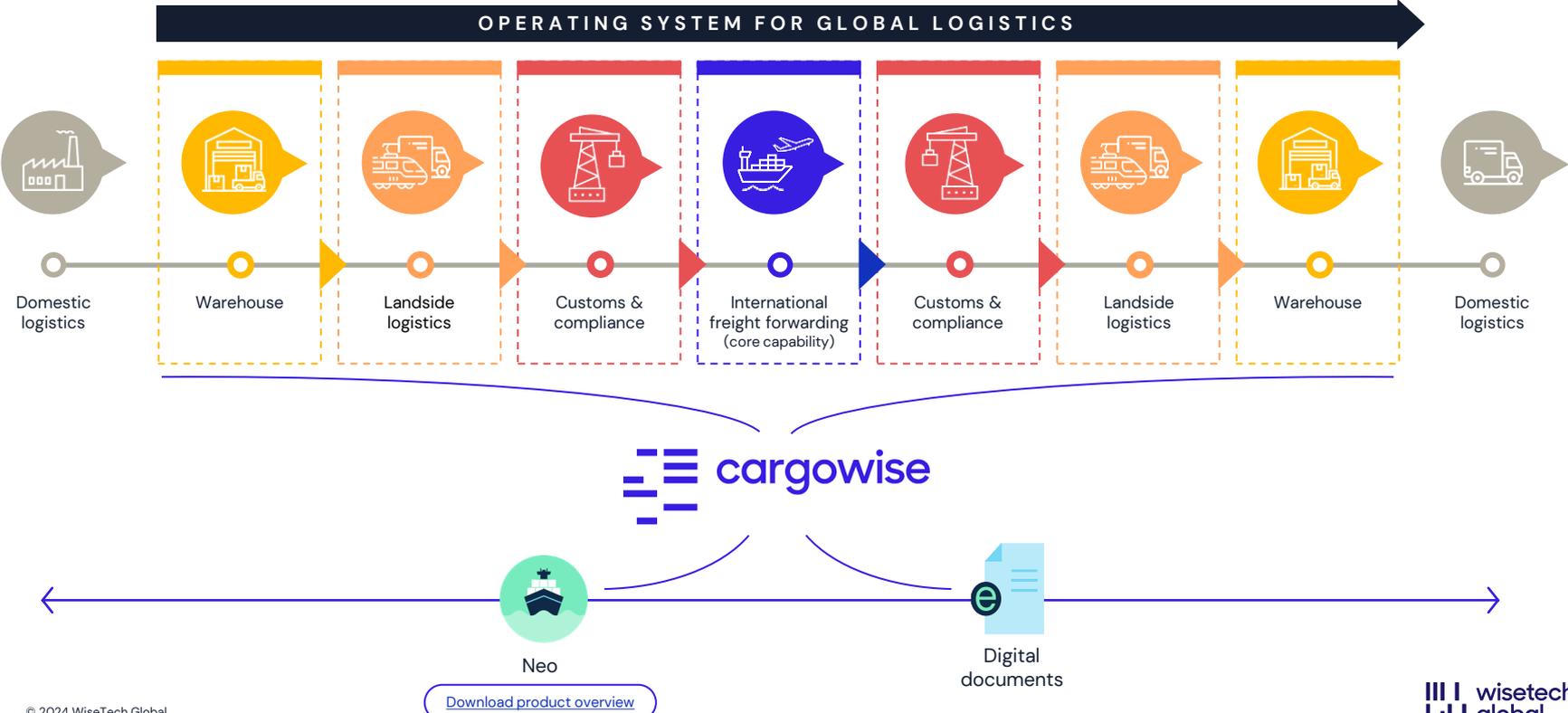


Automation

*Leading to greater efficiency and effectiveness, delivering more innovation, streamlining business and creating further lifts in productivity and competitive advantage for CargoWise customers*

# Expanding the CargoWise ecosystem

Extending the core customer proposition and addressable market



# CargoWise Landside Logistics



(CARGOWISE, TRINIUM, ENVASE, BLUME, MATCHBOX EXCHANGE)

# Penetration

## Momentum through existing customer growth & new global rollout wins

Three new global rollouts by LGFFs<sup>1</sup> secured since 1 July 2023:

- Sinotrans (Top 25)
- APL Logistics
- Yamato Transport

Two transitions from 'Contracted' to 'In Production':

- Hankyu Hanshin
- deugro

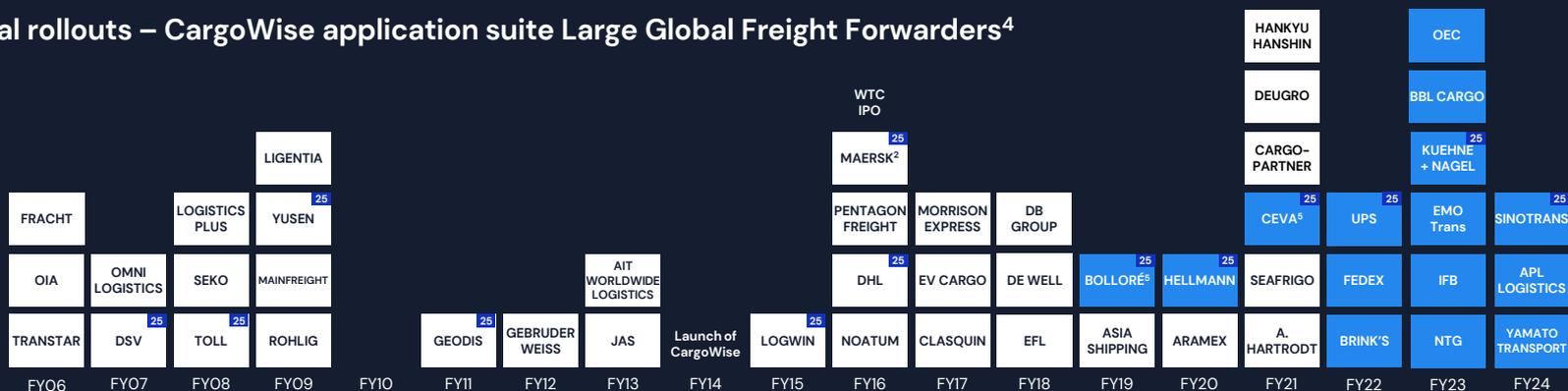
Of the 49 global rollouts, 13 are with Top 25 Global Freight Forwarders<sup>3</sup>, now including:

- Maersk<sup>2</sup>
- Sinotrans

As at 1H24, CargoWise had global rollouts 'In Production' or 'Contracted and In Progress' with 49 LGFFs:

- 34 'In Production'<sup>1</sup>
- 15 'Contracted and In Progress'<sup>1</sup> (i.e. in the process of a global rollout)

## Global rollouts – CargoWise application suite Large Global Freight Forwarders<sup>4</sup>



Customers have been categorized in the financial year that reflects the later of their CargoWise application suite revenue cohort or global contract signing date (if applicable).



Contracted and In Progress of global rollout



In Production – global and rolled out



In Production – global status achieved organically in 1H24

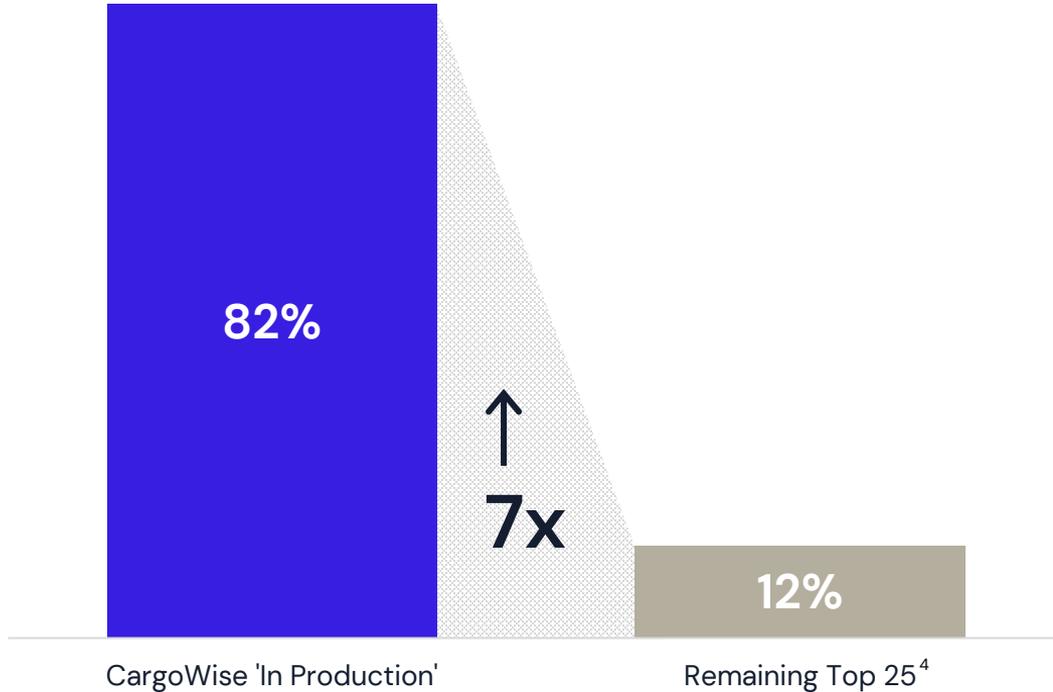


25 Top 25 Global Freight Forwarder

1. See definitions on slide 39
2. Maersk, [A unified Maersk brand](#), 27 January 2023
3. Of the 13 global rollout customers that are in the Top 25 Global Freight Forwarders, 7 are 'In Production' and 6 are 'Contracted and In Progress'
4. Reconciliation of global rollouts reported at 1H24 on slide 37
5. CEVA and Bolloré may be consolidated as a single LGFF if their M&A transaction receives regulatory approval

# Top 25 'In Production' on CargoWise significantly outperform

Top 25 Container Volume Growth<sup>1</sup> (FY11 – FY23)



- **82%**<sup>2</sup> growth in CargoWise 'In Production'<sup>3</sup> Top 25 freight forwarders
- **12%** growth from the Remaining Top 25<sup>4</sup> freight forwarders

# Profitability

## Enhancing operating leverage supporting 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

- Accelerating investment in resources focused on product development to deliver future growth and expanded returns
- New product releases to expand ecosystem and capability
- Price increases to offset impacts of inflation and generate returns on product and data center investments
- Targeted acquisition strategy to accelerate CargoWise product development, ecosystem reach and future returns
- Launched \$40m company-wide cost efficiency program, forecast to deliver \$15m net savings in FY24, with net benefit of \$1.2m in 1H24, Program on track
- 23% of PD&D expenses supporting maintenance of non-CargoWise platforms, down 8pp vs 1H23
- Larger strategic acquisitions dilute EBITDA margin while being integrated.
- EBITDA margins expected to return to 50%+ in FY26

# FY24 guidance reconfirmed

## Continued strong growth outlook

| FY24 revenue                     |
|----------------------------------|
| \$1,040m – \$1,095m              |
| 27% – 34%<br>FY24 growth vs FY23 |
| FY24 EBITDA                      |
| \$455m – \$490m                  |
| 18% – 27%<br>FY24 growth vs FY23 |
| FY24 EBITDA %                    |
| 44% – 46%                        |
| (2)pp – (1)pp<br>FY24 vs FY23    |

### FY24 guidance assumptions

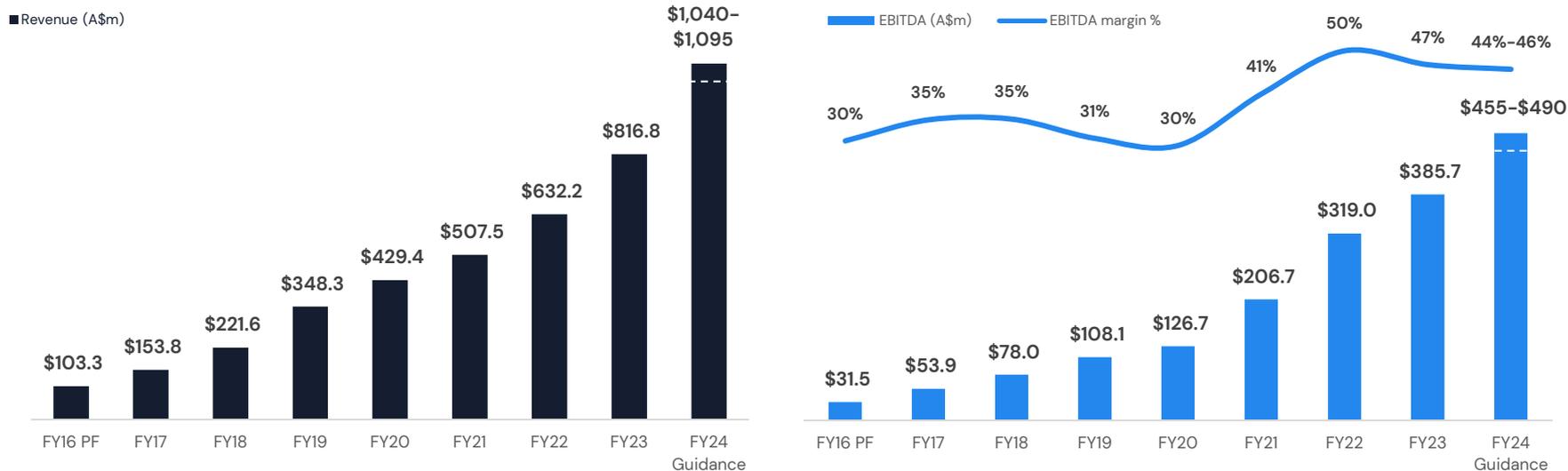
- 1 CargoWise: revenue growth at lower end of ~34% – 43%**
  - Continued positive momentum from FY23 run rate
  - Later product release timing, shifting into FY25
  - 1H/2H slightly less 2H weighted than FY23, 46%/54% 1H/2H split
  - Forecast short-term Envase and Blume growth delayed to focus on long-term product integration
- 2 Non-CargoWise:**
  - Revenue approximately flat with FY23
  - Lower margin non-recurring product exits offset by price increases
- 3 FX: \$15m–\$20m FX tailwind on CargoWise revenue, evenly split between 1H and 2H**
  - ~65% – 70% of USD/EUR revenue covered by hedging
  - See Appendix for sensitivity analysis
- 4 Operating expenses and cost of revenue:**
  - Increase in P&D costs as R&D hiring and investment continues, with cap dev in line with 54% in 1H24
  - \$15m net cost savings from company-wide efficiency program on-track
  - Includes full year of Shipamax, Envase & Blume and part-year of MatchBox and Sistemias
  - Inflation offset by price increases
- 5 EBITDA and EBITDA %: 1H24 margin rates expected to continue into 2H24**
  - In FY23 Shipamax, Envase & Blume delivered \$33m revenue and \$(5m) EBITDA at (15)% EBITDA margin
  - FY24 Shipamax, Envase & Blume revenue forecast at lower end of previous \$125m – \$150m range, EBITDA margin improvement on FY23, forecast cost investments scaled back to focus on long-term product integration
  - WiseTech 2H24 EBITDA % expected to be in the 46% – 48% range

Guidance provided in line with these assumptions and those in the Appendix, slide 27.

Uncertainty around future economic and industrial production growth.

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

# Business model and strategy delivering sustainable shareholder value



- Delivering strong revenue growth

**34%**

CAGR  
FY16PF-FY23

- Continuing momentum in market penetration

**49**

global rollouts

- Expanding CargoWise ecosystem

**\$1b+**

R&D investment  
2H19-1H24

- Enhancing operating leverage

**43%**

EBITDA CAGR  
FY16PF-FY23

- Delivering strong free cash flow

**54%**

CAGR  
FY16PF-FY23

SECTION 04

# Q & A



# Appendices

## Slides

27. FY24 guidance assumptions and FX
28. 1H24 strategic highlights
29. Customer growth and low attrition
30. Revenue diversification
31. 1H24 organic growth
32. Reconciliation of statutory expenses to non-statutory expenses
33. Reconciliation of underlying NPAT, NPATA and underlying ETR
34. CargoWise recurring revenue growth
35. CargoWise recurring revenue growth drivers
36. Large Global Freight Forwarder rollouts
37. Global rollouts
38. A&A Top 25 container volume growth
39. Glossary
40. Important notice and disclaimer



# FY24 guidance assumptions and FX

## What is included in the FY24 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 FY23 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

| FX rates <sup>1</sup> vs AUD | FY23 actual | 1H24 actual | 2H24 Guidance |
|------------------------------|-------------|-------------|---------------|
| USD                          | 0.71        | 0.65        | 0.68          |
| EUR                          | 0.64        | 0.60        | 0.61          |
| GBP                          | 0.56        | 0.52        | 0.52          |
| ZAR                          | 11.86       | 12.24       | 12.52         |
| TRY                          | 12.76       | 17.60       | 20.07         |
| NZD                          | 1.09        | 1.08        | 1.08          |
| RMB                          | 4.66        | 4.72        | 4.75          |
| CHF                          | 0.64        | 0.58        | 0.57          |

| Sensitivities <sup>2</sup> | Increase/decrease | 2H24 Revenue A\$m | 2H24 EBITDA A\$m |
|----------------------------|-------------------|-------------------|------------------|
| <b>FX rates vs AUD</b>     |                   |                   |                  |
| USD                        | +/- 5%            | -5.9 / +4.2       | -3.9 / +4.8      |
| EUR                        | +/- 5%            | -1.3 / +1.4       | -0.3 / +0.4      |
| GBP                        | +/- 5%            | -0.3 / +0.4       | -0.1 / +0.1      |
| ZAR                        | +/- 10%           | -0.5 / +0.6       | -0.4 / +0.4      |
| TRY                        | +/- 10%           | -                 | -                |
| NZD                        | +/- 5%            | -0.4 / +0.5       | -0.4 / +0.4      |
| RMB                        | +/- 5%            | -0.1 / +0.1       | +0.1 / -0.1      |
| CHF                        | +/- 5%            | -0.2 / +0.2       | -                |

## Foreign Exchange

- ~84% of 1H24 revenue in non-AUD currencies, 4pp higher than 1H23 (80%)
- Natural hedges in some countries with both revenue and expenses denominated in local currencies
- ~55% of 1H24 revenue in non-local currencies due to impact from overseas acquisitions and mix of transactions and users in CargoWise
- Hedged positions now in place to cover ~65-70% of 2H24 USD and EUR revenue, with a mix of forwards and collars

# 1H24 strategic highlights

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



## Product

- Delivered 576 new CargoWise application suite product enhancements in 1H24
- \$177.5m product investment in 1H24, in line with expectations, up 54% vs 1H23
- CargoWise Landside Logistics capability enhanced by addition of tuck-in acquisition MatchBox Exchange
- Acquired Sistemas Casa to expand global customs capability into Mexico
- Native customs platform now covers ~55% (FY23: ~55%) of global manufactured trade flows, ~75% (FY23: ~70%) with countries in development



## Penetration

- Three new global rollouts by LGFFs secured in 1H24:
  - Sinotrans – leading Asia Pacific Top 25 Global Freight Forwarder
  - APL Logistics
  - Yamato Transport
- Total of 49 LGFF rollouts
- More than half Top 25 Global Freight Forwarders have either rolled out or are in progress, with global rollouts on the CargoWise application suite, 13 in total

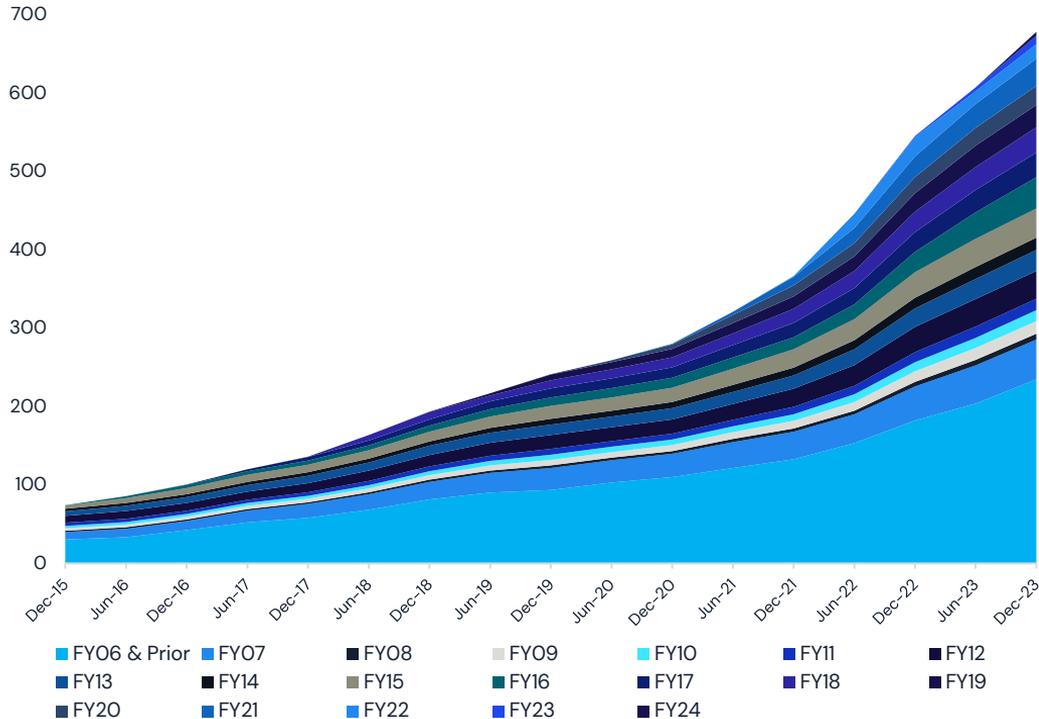


## Profitability

- Enhanced operating leverage supporting profitable growth driven by ongoing financial discipline
- Price increases to offset impacts of inflation and generate returns on product investments, and new product releases
- Launched \$40m company-wide cost efficiency program, targeting \$15m net savings in FY24. \$1.2m net benefit in 1H24, program on track
- Good progress on integrations, reflecting strong track record of M&A capability
- Larger strategic acquisitions dilute EBITDA margin while being integrated
- EBITDA margins expected to return to 50%+ in FY26

# Customer growth and low attrition

CargoWise application suite<sup>1</sup> revenue by customer cohort  
A\$m (last 12 months)



Increasing adoption by Large Global Freight Forwarders

**Top 300 customers** deliver ~70% of CargoWise revenue in 1H24 (1H23 ~75%), reflecting addition of smaller customers from recent M&A

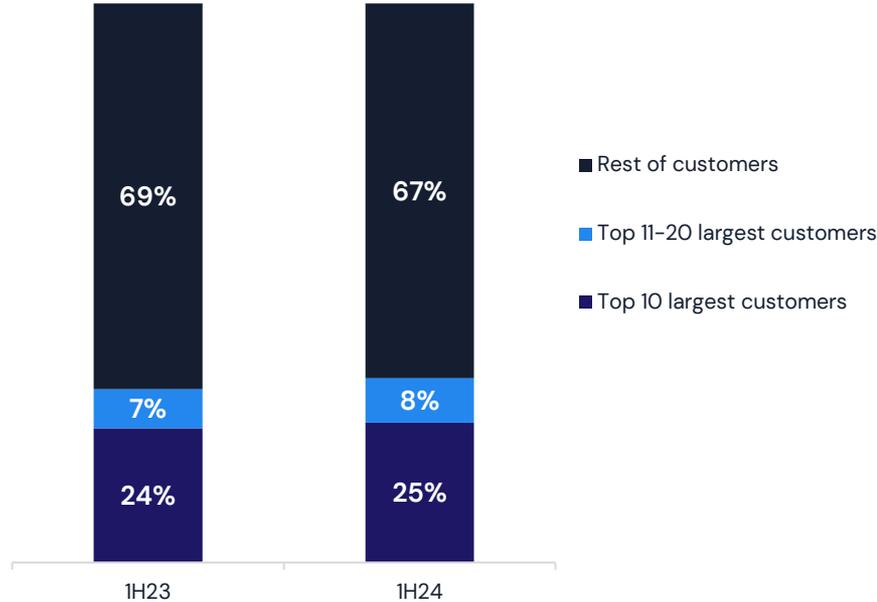
Customers stay and use more

**<1% attrition every year for last 11.5 years<sup>2</sup>**  
Low annual customer attrition rate

1H24 revenue growth achieved across all customer cohorts (FY06 & Prior to FY24) vs 1H23

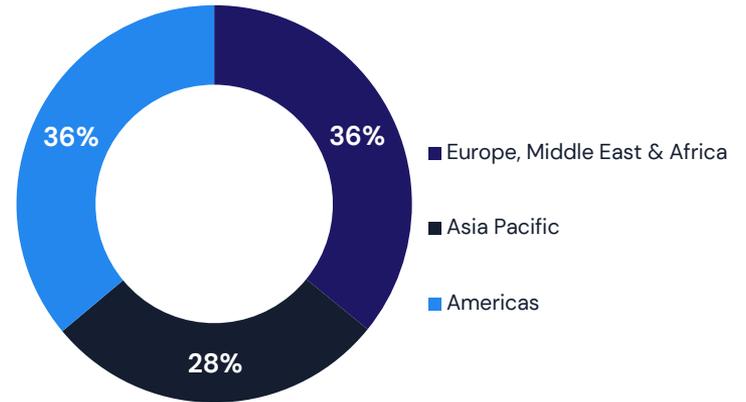
# Revenue diversification

Revenue by customers (%)



We maintain a diversity of revenue across our large customer base

1H24 Revenue by geography<sup>1,2</sup> (%)



We are a global company with customers operating in **181 countries** as at 31 December 2023 (173 countries as at 31 December 2022)

Our global presence provides important revenue diversification across geographies and currencies

# 1H24 organic growth<sup>1</sup>

| A\$m                          | Revenue      |              |            |               |             |             |              |              |            | EBITDA       |              |            | EBITDA margin |            |              |
|-------------------------------|--------------|--------------|------------|---------------|-------------|-------------|--------------|--------------|------------|--------------|--------------|------------|---------------|------------|--------------|
|                               | CargoWise    |              |            | Non-CargoWise |             |             | Total        |              |            |              |              |            |               |            |              |
|                               | 1H23         | 1H24         | % change   | 1H23          | 1H24        | % change    | 1H23         | 1H24         | % change   | 1H23         | 1H24         | % change   | 1H23          | 1H24       | change       |
| Recurring revenue             | 298.2        | 414.7        | 39%        | 65.6          | 70.9        | 8%          | 363.8        | 485.6        | 34%        |              |              |            |               |            |              |
| Non-recurring revenue         | 2.8          | 6.0          | 115%       | 11.7          | 8.8         | (25)%       | 14.5         | 14.8         | 2%         |              |              |            |               |            |              |
| <b>Group total – Reported</b> | <b>301.0</b> | <b>420.7</b> | <b>40%</b> | <b>77.3</b>   | <b>79.7</b> | <b>3%</b>   | <b>378.2</b> | <b>500.4</b> | <b>32%</b> | <b>187.3</b> | <b>229.9</b> | <b>23%</b> | <b>50%</b>    | <b>46%</b> | <b>(4)pp</b> |
| Less acquisitions             | 0.4          | 53.4         |            |               | 0.7         |             | 0.4          | 54.1         |            | -            | (6.1)        |            |               |            |              |
| Less FX                       |              | 8.1          |            |               | 2.9         |             |              | 11.0         |            | -            | 9.6          |            |               |            |              |
| Less M&A costs                |              |              |            |               |             |             |              |              |            | (10.1)       | (3.1)        |            |               |            |              |
| Less restructuring costs      |              |              |            |               |             |             |              |              |            | (1.0)        | (1.1)        |            |               |            |              |
| <b>Group total – Organic</b>  | <b>300.6</b> | <b>359.2</b> | <b>19%</b> | <b>77.3</b>   | <b>76.1</b> | <b>(2)%</b> | <b>377.8</b> | <b>435.2</b> | <b>15%</b> | <b>198.4</b> | <b>230.6</b> | <b>16%</b> | <b>52%</b>    | <b>53%</b> | <b>-pp</b>   |
| Recurring revenue             | 297.8        | 354.3        | 19%        | 65.6          | 67.9        | 4%          | 363.4        | 422.2        | 16%        |              |              |            |               |            |              |
| Non-recurring revenue         | 2.8          | 4.9          | 75%        | 11.7          | 8.1         | (30)%       | 14.5         | 13.0         | (10)%      |              |              |            |               |            |              |

# Reconciliation of statutory expenses to non-statutory expenses

| A\$m  | 1H23  | 1H24  |
|---|-------|-------|
| <b>Cost of Revenues</b>                           |       |       |
| Cost of revenue – statutory                       | 56.9  | 85.3  |
| Less: Depreciation & amortization                 | 5.5   | 6.6   |
| Cost of revenues – non-statutory                  | 51.4  | 78.8  |
| <b>Product design &amp; development</b>           |       |       |
| Product design & development – statutory          | 80.9  | 116.2 |
| Less: Depreciation & amortization                 | 27.7  | 35.9  |
| Less: Right-of-use asset depreciation capitalized | (1.1) | (1.4) |
| Product design & development – non-statutory      | 54.3  | 81.7  |
| <b>Sales &amp; marketing</b>                      |       |       |
| Sales & marketing – statutory                     | 26.8  | 48.3  |
| Less: Depreciation & amortization                 | 2.7   | 10.2  |
| Sales & marketing – non-statutory                 | 24.1  | 38.1  |
| <b>General &amp; administration</b>               |       |       |
| General & administration – statutory              | 63.5  | 75.1  |
| Less: Depreciation & amortization                 | 2.4   | 3.2   |
| General & administration – non-statutory          | 61.1  | 71.9  |

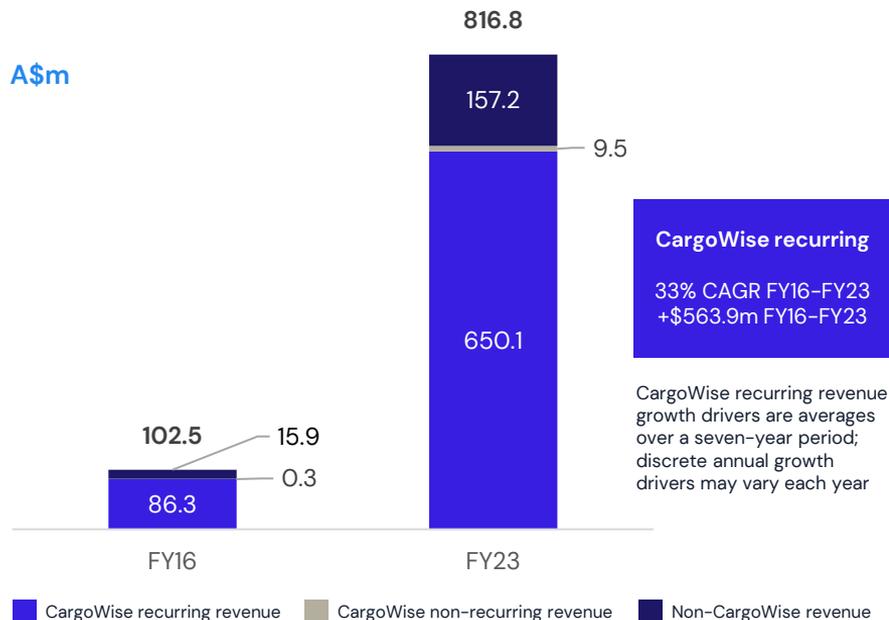
Statutory to  
non-statutory  
reconciliation

# Reconciliation of underlying NPAT, NPATA and underlying ETR

| Net Profit After Tax (NPAT)  | A\$m   | 1H23          | 1H24              |
|--|--|---------------|-------------------|
|  | <b>NPAT</b>  | <b>109.0</b>  | <b>118.2</b>      |
|  | Fair value gain on acquisition contingent consideration            | -             | -                 |
|  | Non-recurring tax on acquisition contingent consideration          | (0.6)         | (1.6)             |
|  | Acquired amortization (net of tax)                                 | 2.9           | 8.3               |
|  | Contingent and deferred consideration interest unwind (net of tax) | 0.3           | 0.4               |
|  | <b>NPATA<sup>1</sup></b>   | <b>111.7</b>  | <b>125.3</b>      |
|  | M&A costs  | 10.1          | 3.1               |
|  | <b>Underlying NPAT<sup>1</sup></b>                                 | <b>121.8</b>  | <b>128.4</b>      |
|  | Effective tax rate   | A\$m          | 1H23              |
| <b>Profit before income tax</b>                                    |  | <b>152.6</b>  | <b>166.6</b>      |
| Fair value gain on acquisition contingent consideration            |  | -             | -                 |
| Acquired amortization  |  | 3.8           | 10.8 <sup>2</sup> |
| Contingent and deferred consideration interest unwind              |  | 0.5           | 0.6               |
| M&A costs  |  | 10.1          | 3.1               |
| <b>Underlying profit before income tax<sup>1</sup></b>             |  | <b>167.0</b>  | <b>181.0</b>      |
| Tax expense <sup>2</sup>   |  | (43.5)        | (48.3)            |
| Non-recurring tax on acquisition contingent consideration          |  | (0.6)         | (1.6)             |
| Acquired amortization – tax effect                                 |  | (0.9)         | (2.4)             |
| Contingent and deferred consideration interest unwind – tax effect | (0.1)  | (0.2)         |                   |
| <b>Underlying tax expense</b>                                      | <b>(45.2)</b>  | <b>(52.5)</b> |                   |
| <b>Underlying effective tax rate (ETR)</b>                         | <b>27.0%</b>   | <b>29.0%</b>  |                   |

# Revenue growth drivers

## CargoWise recurring revenue delivers 33% CAGR FY16 to FY23 (constant currency)



FY16 revenue is in constant currency terms based on FY23 average exchange rate

## CargoWise recurring revenue growth

- 33% CAGR FY16 to FY23
- Significant R&D investment driving long-term growth
- Revenue growth of \$563.9m, >7X over the last 7 years
- Major recurring revenue growth drivers (averages per year)<sup>1</sup>
  - ~10pp Large Global Freight Forwarder rollouts
  - ~7pp New & existing customer growth
  - ~5pp New product enhancements reflected in price
  - ~5pp Major new product releases
  - ~3pp Inorganic<sup>2</sup>
  - ~3pp Market growth
- **33% CAGR FY16 to FY23**
- CargoWise non-recurring revenue includes customer paid product enhancements which are important future growth enablers
- Non-CargoWise businesses drive strategic product development in CargoWise global customs, warehouse and adjacencies, and add to overall revenue growth

## Future revenue growth drivers

- CargoWise recurring revenue growth consistent with historical experience, and accelerated **growth** across:
  - Large Global Freight Forwarder rollouts and further contract wins
  - New products and features from acquisitions e.g. global customs, landside logistics, and warehouse in line with 6 key development priorities
  - Accelerated R&D investment
  - Potential strategically significant and tuck-in acquisition opportunities

# CargoWise recurring revenue growth drivers

## Details on inclusions in each category of revenue drivers

| CargoWise recurring revenue growth drivers  | Growth rate FY16 to FY23 (averages per year) | What's included  |
|---|--|--|
| Large Global Freight Forwarder rollouts     | 10pp   | Growth in users and transactions from Large Global Freight Forwarders <sup>1</sup>   |
| New & existing customers                    | 7pp  | New and existing CargoWise customers recurring revenue growth (non-Large Global Freight Forwarders)  |
| New product enhancements reflected in price | 5pp  | Monetized new product enhancements and standard periodic price increases reflecting ongoing product development investment delivering enhancements |
| Major new product releases                  | 5pp  | Significant new CargoWise product releases not included in new product enhancements  |
| Inorganic                                   | 3pp  | CargoWise strategically significant or tuck-in acquisition business revenue, within the first 12 months of acquisition                             |
| Market growth                               | 3pp  | Growth driven by changes in industrial production and world trade in manufactured goods  |

**33% CAGR FY16 to FY23**

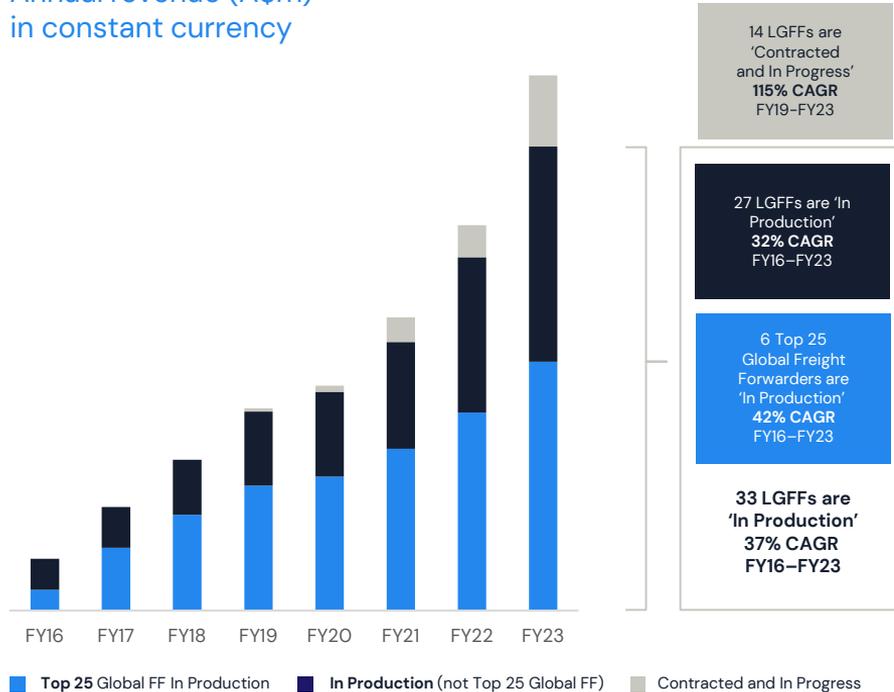
30% CAGR from WiseTech specific growth factors

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

# Large Global Freight Forwarder rollouts driving revenue growth

## 47 LGFF rollouts are driving long-term revenue growth

Annual revenue (A\$m)<sup>1</sup>  
in constant currency



14 LGFFs are 'Contracted and In Progress'  
**115% CAGR**  
FY19-FY23

27 LGFFs are 'In Production'  
**32% CAGR**  
FY16-FY23

6 Top 25 Global Freight Forwarders are 'In Production'  
**42% CAGR**  
FY16-FY23

**33 LGFFs are 'In Production'**  
**37% CAGR**  
FY16-FY23

## 33 LGFFs with rollouts of the CargoWise application suite 'In Production'<sup>2</sup> have delivered:

- **Revenue growth of 37% CAGR** over the period FY16 to FY23, driven by:
  - Ongoing growth of initial global rollouts including DHL, DSV, Toll, Yusen and Geodis
  - Adoption of more CargoWise application suite modules, new products, features, enhancements & geographies
  - Customer M&A activity integrating their acquired businesses onto the CargoWise application suite
- 6 are Top 25 Global Freight Forwarders and have delivered **revenue growth of 42% CAGR** over the period FY16 to FY23

## Significant future growth expected from:

- The 14 LGFFs that are 'Contracted and In Progress'<sup>1</sup> have less than 40% of their **expected users currently live**. These delivered 115% CAGR revenue growth over FY19 to FY23
- Expected number of users not currently live was in line with prior year, with new contract wins including Kuehne + Nagel and OEC broadly offset by continued rollout from existing customers such as Hellman, Bolloré and CEVA
- Increased usage and adoption by the existing 33 LGFFs currently 'In Production' as their global rollouts and product penetration expand
- Adoption of new products and features, customs, landside logistics and warehouse
- Further industry M&A driving customer consolidation and integration onto the CargoWise application suite
- New LGFF global contracts wins
- Tighter supply chain industry conditions moving industry participants to projects that increase productivity and efficiency of their business and cost base

# Global rollouts

## Reconciliation of CargoWise application suite global rollouts

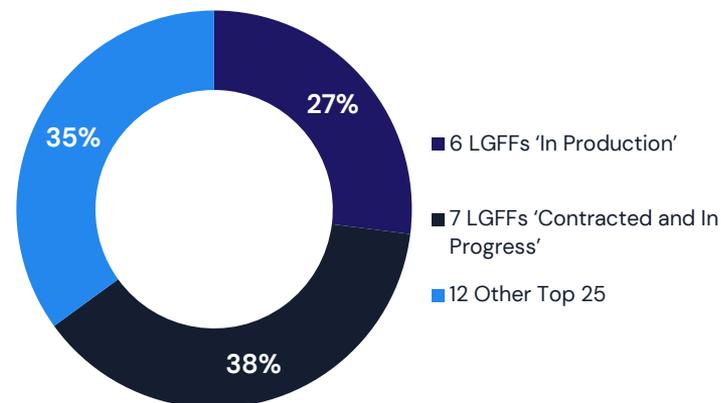
|   | In Production <sup>1</sup> | Contracted <sup>1</sup> | Total LGFF <sup>1</sup> | Top 25 <sup>1</sup> |
|---|----------------------------|-------------------------|-------------------------|---------------------|
| <b>As at 30 June 2023</b>   | <b>33</b>                  | <b>14</b>               | <b>47</b>               | <b>11</b>           |
| <b>New contracts signed:</b><br>Sinotrans, APL Logistics, Yamato Transport          | -                          | 3                       | 3                       | 1                   |
| <b>Transition from 'Contracted' to 'In Production':</b><br>Hankyu Hanshin, deugro   | 2                          | (2)                     | -                       | -                   |
| <b>Updated A&amp;A Top 25 Global Freight Forwarders<sup>1</sup> list:</b><br>Maersk | -                          | -                       | -                       | 1                   |
| <b>No longer LGFF:</b><br>Craft Multimodal  | (1)                        | -                       | (1)                     | -                   |
| <b>As at 31 December 2023</b>   | <b>34</b>                  | <b>15</b>               | <b>49</b>               | <b>13</b>           |

# A&A Top 25 container volume growth<sup>1</sup>

## Twenty-foot equivalent unit (TEU) data

| TEUs millions <sup>2</sup> | Count          | FY11        | FY23        | % Growth   |
|----------------------------|----------------|-------------|-------------|------------|
| LGFFs 'In Production'      | 6 <sup>3</sup> | 4.9         | 9.0         | 82%        |
| Remaining Top 25           | 19             | 21.9        | 24.4        | 12%        |
| <b>Total Top 25</b>        | <b>25</b>      | <b>26.8</b> | <b>33.4</b> | <b>24%</b> |

Percent of Top 25 FY23 TEU Volume



Top 25 freight forwarders represent ~20% of FY23 global TEU volumes<sup>4</sup>

1. Container volume growth refers to ocean twenty-foot equivalent units (TEUs) sourced from Armstrong & Associates, Inc  
2. Sourced from Armstrong & Associates, Inc. Top 25 Global Freight Forwarders Lists for 2010 and 2022  
3. Maersk is excluded from 'In Production' analysis as Maersk was not a Top 25 Global Freight Forwarder in 2010 as such base year data is unavailable. Maersk is included in 'Contracted and In Progress'.  
4. Global ocean twenty-foot equivalent units (TEUs) sourced from Container Trade Statistics Ltd  
5. See definitions on slide 39

# 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.  | 29                    |
| CargoWise                                    | CW                         | Refers to the CargoWise application suite, tuck-ins and strategically significant acquisitions.   | 5                     |
| CargoWise application suite                  | -                          | Refers to the CargoWise application suite only, excludes tuck-ins and strategically significant acquisitions.   | 11                    |
| '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.  | 20                    |
| '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'.   | 20                    |
| 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.   | 5                     |
| 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 33). | 33                    |
| Non-CargoWise revenue                        | -                          | Revenue generated by businesses acquired since 2012 that are not included in CargoWise revenue.   | 8                     |
| Organic                                      | -                          | Refers to revenue and EBITDA growth and EBITDA margin adjusted for recent M&A without full period comparisons, foreign exchange impacts, restructuring and M&A costs.   | 6                     |
| 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.  | 6                     |
| Top 25 Global Freight Forwarders             | Top 25 Global FF           | Top 25 based on Armstrong & Associates, Inc. Top 25 Global Freight Forwarders List ranked by 2022 gross logistics revenue/turnover and freight forwarding volumes. Updated 05 October 2023 (see reconciliation of CargoWise global rollouts from 1H24 on slide 37).   | 5                     |
| 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 33).   | 6                     |

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