

Annual General Meeting 2022

23 November 2022

Virtual meeting platform

 Virtual meeting online guide

[wisotechglobal.com/investors/annual-general-meetings/](https://www.wisotechglobal.com/investors/annual-general-meetings/)

 Access virtual meeting

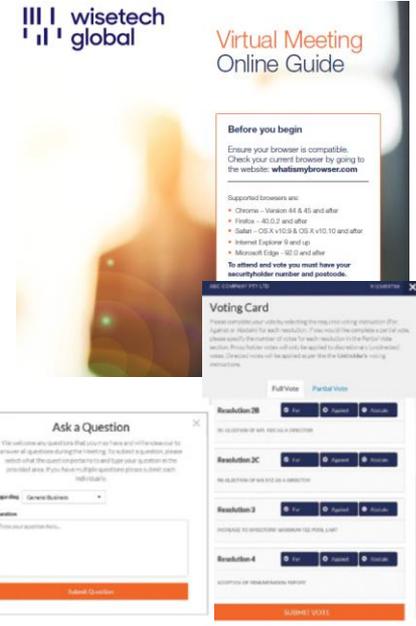
<https://meetings.linkgroup.com/WTC22>

 How to vote

Click 'Get a Voting Card' button

 How to ask a question

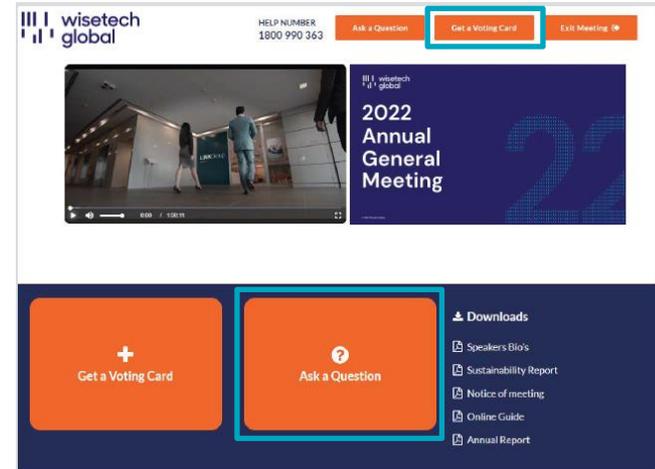
Click 'Ask a Question' button



**Help number:
+61 1800 990 363**

How to ask written questions through the online platform

1. Click **'Ask a Question'** button either at the top or bottom of the webpage
2. Complete the two sections in the **'Ask a Question'** box
3. Click **'Submit Question'**. You can view your questions in 'View Questions' section
4. Click **'Submit Another Question'** in 'View Questions' box if you would like to ask another question

A screenshot of the 'Ask a Question' form. It has a title 'Ask a Question' and a welcome message: 'We welcome any questions that you may have and will endeavour to answer all questions during the AGM. To submit a question, please select what the question pertains to and type your question in the provided area. If you have multiple questions please submit each individually.' There is a dropdown menu for 'Regarding' set to 'General Business'. Below that is a text area for the 'Question' with the placeholder 'Type your question here...'. At the bottom is a blue 'Submit Question' button.A screenshot of the 'View Questions' section. It has a title 'View Questions' and a message: 'Your submitted questions can be viewed below. We will endeavour to answer all questions during the AGM.' Below this is a question card: 'When will the next AGM be held?' with a plus icon. Underneath the question is the text 'Asked regarding General Business' and 'Asked at: 7:18AM Updated: 7:18AM'. Below the question card is a grey 'OPEN COMMENTS' button and a blue 'SUBMIT ANOTHER QUESTION' button.

How to ask questions by phone

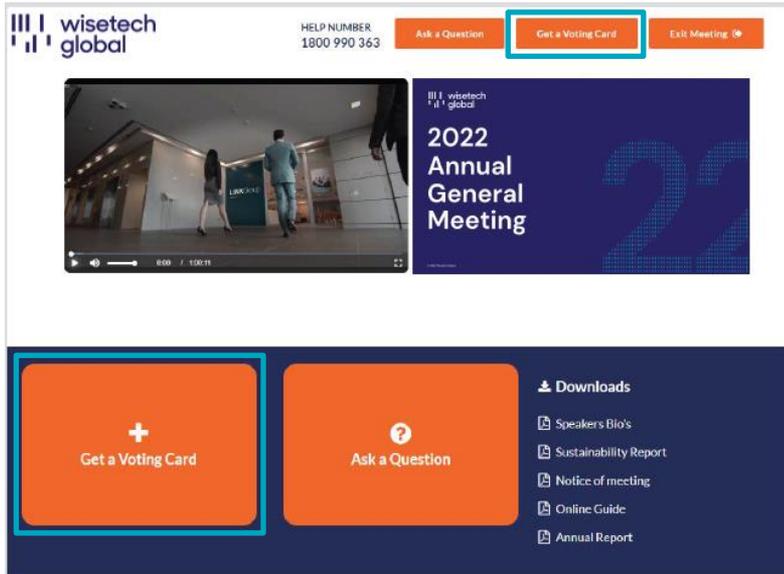
1. Join the AGM by land line or mobile device
2. Enter your unique PIN. Please contact Link Market Services if you would like to request a PIN
3. When the Chair calls for questions on each resolution, **press *1** on your keypad if you wish to notify the operator you have a question
4. When it is your time to ask your question, the moderator will introduce you to the meeting, please unmute your phone and ask your question

Join AGM by phone
Australia Toll Free:
1800 798 110
International:
+61 2 7201 7093

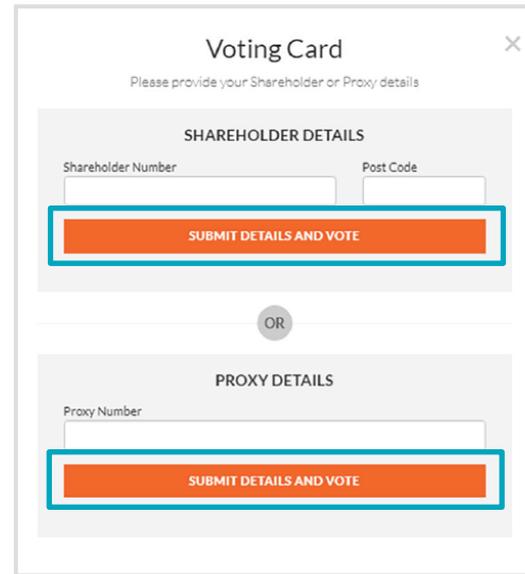
Request PIN:
Link Market Services help number
+61 1800 990 363

How to vote on items of business by poll

1. Click the **'Get a Voting Card'** button either at the top or bottom of the webpage



2. Enter your Shareholder Number (SRN/HIN) or Proxy Number and click **'Submit Details and Vote'**



How to vote on items of business by poll

3. Select either 'Full Vote' or 'Partial Vote'
4. Place your vote by clicking 'For', 'Against' or 'Abstain' voting buttons
5. If you would like to submit a partial vote, ensure you enter the number of votes for any or all resolutions
6. Click 'Submit Vote' or 'Submit Partial Vote' button to complete your vote

- You may cast your live vote at any time during the AGM
- You must log on to the online platform to cast the live vote. You cannot cast a vote over the phone
- Live voting will close approximately five minutes after the close of the AGM

ABC COMPANY PTY LTD X123456789 X

Voting Card

Please complete your vote by selecting the required voting instruction (For, Against or Abstain) for each resolution. If you would like complete a partial vote, please specify the number of votes for each resolution in the Partial Vote section. Proxy holder votes will only be applied to discretionary (undirected) votes. Directed votes will be applied as per the the Unitholder's voting instructions.

Full Vote Partial Vote

Resolution 2B For Against Abstain
RE-ELECTION OF MR. ABC AS A DIRECTOR

Resolution 2C For Against Abstain
RE-ELECTION OF MS XYZ AS A DIRECTOR

Resolution 3 For Against Abstain
INCREASE TO DIRECTORS' MAXIMUM FEE POOL LIMIT

Resolution 4 For Against Abstain
ADOPTION OF REMUNERATION REPORT

SUBMIT VOTE

WiseTech Global Limited Board



Andrew Harrison
Independent Chair and
Non-Executive Director



Richard White
Executive Director,
Founder and CEO



Teresa Engelhard
Independent
Non-Executive Director



Richard Dammery
Independent
Non-Executive Director



Charles Gibbon
Independent
Non-Executive Director



Michael Gregg
Independent
Non-Executive Director



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



Michael Malone
Independent
Non-Executive Director



Arlene Tansey
Independent
Non-Executive Director

Agenda

WELCOME &
CHAIR'S ADDRESS



CEO'S
ADDRESS



FORMAL
BUSINESS



POLL



Chair's Address

ANDREW HARRISON



Market conditions – global supply chain

Support sustained demand for our solutions



GLOBAL TRADE

- The volume of merchandise trade rose 9.8% in 2021¹
- Merchandise trade volume growth of 3.0% in 2022, down from previous WTO forecast of 4.7%, and expected to be 3.4% in 2023¹
- Demand for goods continues to outpace pre-COVID-19 levels (4.9% above pre-COVID trendline)²
- While global trade flows remain strong, geopolitical and inflationary pressures continue



FREIGHT

- Industry-wide disruption continues, resulting in:
 - capacity constraints
 - port congestion
 - supply chain labor shortages
 - operational inefficiencies
- Backlog and demand expected to support volumes
- Global Port Tracker forecasts calendar year 2022 US imports will be up 2% from record 2021, despite softening³
- Wide variety of differing views around current trends



STRUCTURAL INDUSTRY TRENDS

- Ongoing investment in integrated global technology that drives efficiency, facilitating planning, control and visibility of global operations
- Increased focus on productivity in current environment to support future profitability
- Industry consolidation and heightened regulation
- Adoption of cloud-based technologies to enable remote and hybrid work models
- Increasing focus on digitization in sustainability, emissions and digital documentation

FY22 – strong financial performance

Ongoing growth reflects resilience of business model and strategy through the cycle

Total Revenue \$632.2m
↑ 26% ex FX (↑ 25% incl. FX)
on FY21

Total revenue growth **\$124.7m**
Recurring revenue 89% (↓ 1pp)

CargoWise revenue \$447.9m
↑ 37% ex FX (↑ 35% incl. FX)
on FY21

CargoWise revenue growth **\$116.4m**
Non-CargoWise revenue¹ \$184.3m (↑ 5% incl. FX)

EBITDA \$319.0m
↑ 54%
on FY21

EBITDA growth **\$112.3m**
EBITDA margin 50% (↑ 9pp)

Underlying NPAT¹ \$181.8m
↑ 72%
on FY21

Statutory NPAT **\$194.6m** (↑ 80%)
Underlying EPS **55.8cps** (↑ 71%)

Free cash flow \$237.3m
↑ 71%
on FY21

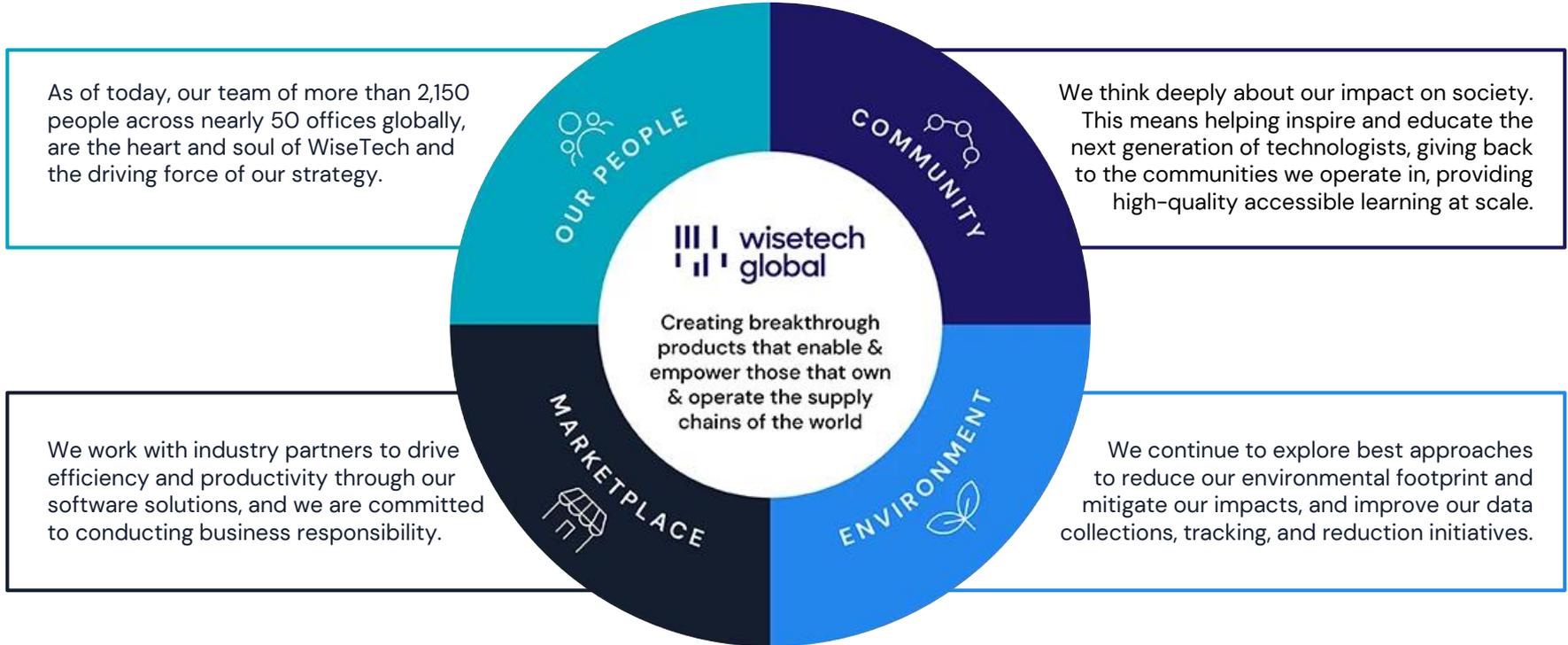
Free cash flow conversion rate **74%** (↑ 7pp)
Cash at 30 June 2022 of **\$483.4m**
Undrawn debt facility of **\$225m**

Final dividend 6.40cps
↑ 66%
on FY21

Fully franked
Payout ratio **20%** of Underlying NPAT

Sustainability pillars

Applying an innovation-led approach to sustainability



CEO's Address

RICHARD WHITE





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

Strong financial performance

Ongoing growth reflects resilience of business model and strategy through the cycle

Standout performance demonstrates increasing resilience of WiseTech's business model

Revenue growth at top end of upgraded guidance range

Total FY22 Revenue
\$632.2m
↑ **25% incl. FX** on FY21

Core product momentum accelerates

CargoWise FY22 revenue
\$447.9m
↑ **35% incl. FX** on FY21

Enhanced operating leverage, effective cost reduction and improved pricing

FY22 EBITDA
\$319.0m
↑ **54%** on FY21



WiseTech's '3Ps' strategy

Strategy delivers sustainable growth through the cycle

Vision: To be the operating system for global logistics



Need to **replace** ageing legacy systems and 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

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

FY22 strategic highlights

Strategic progress on the '3Ps' to accelerate delivery of our vision



PRODUCT

- Progress in building out the CargoWise ecosystem in line with our six development priorities: landside logistics, warehouse, Neo, digital documents, customs and compliance and international eCommerce
- Delivered 1,199 new CargoWise product enhancements, increasing CargoWise investment by 28%
- Two tuck-in acquisitions completed in FY22 and post 30 June 2022, we acquired Bolero, a leading provider of electronic Bills of Lading and digital document capabilities to facilitate global trade
- Opportunity in current market to accelerate investment in R&D and drive continued revenue growth



PENETRATION

- Five new global rollouts of CargoWise signed in FY22:
 - Access World
 - Brink's
 - Craft Multimodal
 - FedEx
 - UPS
- Five new organic global rollouts 'In Production'
- Total of 43 large global customer rollouts (including DHL, Bolloré, DSV/Panalpina)
- 10 Top 25 Global Freight Forwarders¹ have either rolled out or are in progress with global rollouts on the CargoWise platform

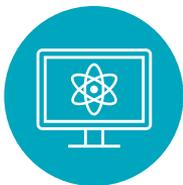


PROFITABILITY

- Strong revenue growth drives further operating leverage and margin expansion
- Organization-wide efficiency and acquisition synergy program is essentially complete, maximizing operating leverage and supporting growth
- Program delivered:
 - \$32.6m net benefit in FY22 (FY21: \$13.8m)
 - FY22 run-rate exceeded previously announced target of ~\$45m
 - ~\$50m annualized benefit
- Price increases in 2H22 to offset impacts of inflation and generate returns on product investments

Sustainability – our strategic objectives

Strong foundations and enablers will drive greater impact and integration into the way we do business



TECH EDUCATION

Our tech education initiatives build skills and passion for creative problem solving, and a diverse pipeline for our future workforce



PEOPLE & CULTURE

We attract and retain the best talent, and our high-performance culture supports diversity & inclusion



NET ZERO CARBON

Our global operations are net zero carbon and our products support customers to reduce emissions from global logistics

FY23 outlook

Continued strong growth outlook

FY23 revenue

\$755m – \$780m

20% – 23%

FY23 growth vs. FY22

FY23 EBITDA

\$385m – \$415m

21% – 30%

FY23 growth vs. FY22

FY23 EBITDA %

51% – 53%

1pp – 3pp

FY23 vs. FY22

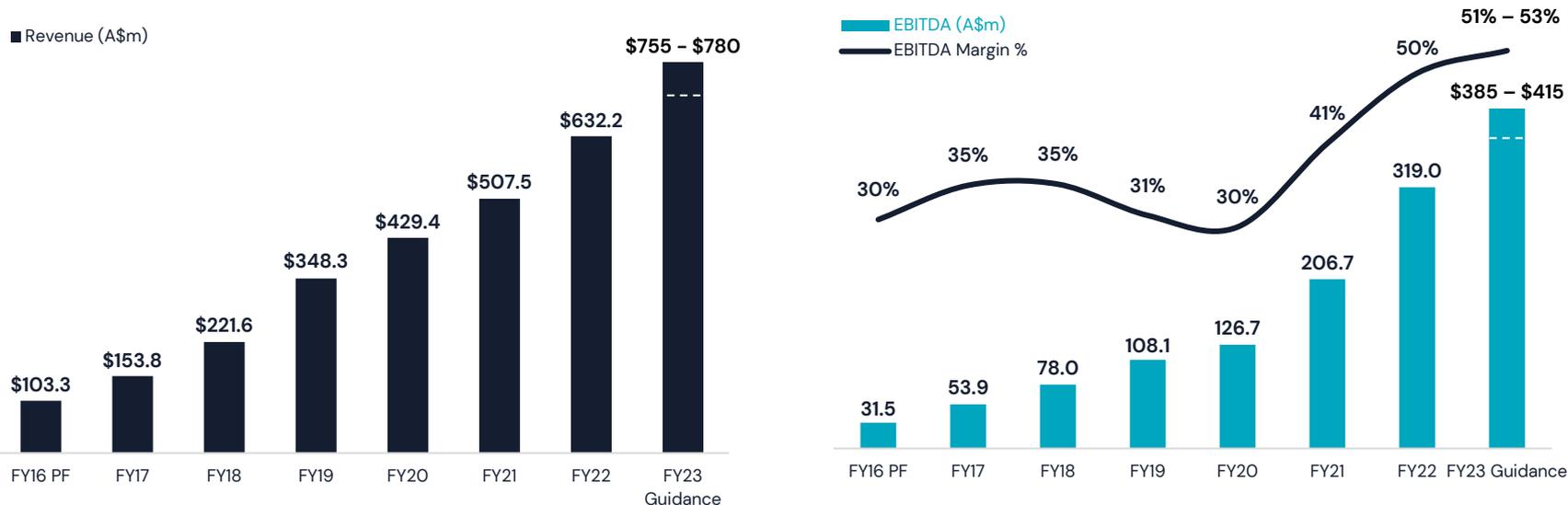
FY23 guidance assumptions

- 1 CargoWise: revenue growth of ~30% – 35%** (excluding FX)
 - Continued momentum from FY22 run rate
 - 1H/2H revenue more evenly distributed than FY22 43%/57% 1H/2H split
 - Includes price increases that offset cost inflation
 - Includes Bolero acquisition from 1 July 2022
- 2 Non-CargoWise:**
 - No new acquisitions not already closed
 - ~\$10m reduction in revenue from lower margin non-recurring product exits
- 3 FX: No significant year over year variance in guidance**
 - Majority of USD/EUR revenue covered by hedging
 - See Appendix for sensitivity analysis
- 4 Operating expenses and cost of revenue:**
 - Cost inflation of ~8% to 10% of FY22 cost base expected from full year impact of FY22 and FY23 pay reviews and non staff costs e.g. utilities, insurance
 - Increase in P&D costs as R&D hiring and investment accelerates
 - Includes Bolero acquisition from 1 July 2022

Guidance provided in line with these assumptions and those in the Appendix, slide 26 of the FY22 Results presentation.

Prevailing uncertainties relating to future economic conditions, industrial production and international goods flow, as well as sovereign and geopolitical risk may also impact assumed growth rates

Strategy execution delivering long-term sustainable shareholder value



✓ Delivering strong revenue growth

35%

CAGR
FY16PF-FY22

✓ Continuing momentum in market penetration

43

global rollouts

✓ Expanding CargoWise ecosystem

\$695m+

R&D investment
FY18-FY22

✓ Enhancing operating leverage

47%

EBITDA CAGR
FY16PF-FY22

✓ Delivering strong free cash flow

60%

CAGR
FY16PF-FY22

Formal Business





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