

Chair's address

First, I'd like to thank our exceptional WiseTech Global team, which has grown to more than 3,000 people globally. The achievements of the past financial year are a result of their talents, hard work and focus, which have enabled us to make significant progress in delivering our 3P strategy and realizing our vision to be the operating system for global logistics.

Financial performance

Our strong FY23 performance was underpinned by continued growth in Large Global Freight Forwarder rollouts and CargoWise revenue.

WiseTech delivered Total Revenue of \$816.8 million in FY23, a 29% increase on FY22.

The majority of our growth came from our CargoWise application suite, which was up 41% to \$659.6 million, reflecting increased usage by existing customers and new customer signings.

This result was underpinned by our 96% recurring revenue base, and low customer attrition rate of less than 1%, in line with the last 11 years, which combine to make our existing business very secure and predictable.

EBITDA excluding M&A costs was up 28% on FY22, to \$412.1 million. EBITDA was up 21% to \$385.7 million versus FY22. As we explained at our full year results in August, our EBITDA margin was down three percentage points to 47% due to the near-term dilutive impact of recent M&A.

Organically, EBITDA was up 26%, with EBITDA margin expansion of two percentage points to 53%, reflecting the benefit of new customers, new product releases, price increases, and our enhanced operating leverage and ongoing financial discipline.

Our statutory NPAT of \$212.2 million was up 9% on FY22, and Underlying NPAT was up 30% at \$247.6 million, demonstrating the high quality of our earnings.

It's important to note that these strong results were against a backdrop of softening global trade flows as a result of geopolitical frictions, persistent inflationary pressures and interest rate rises – all of which impacted global demand. This highlights the resilience of our strategy and the capability of our team to deliver outcomes in challenging conditions.

Strong financial position

WiseTech retains a solid financial position, supported by a resilient balance sheet and strong cash flows.

As at 30 June 2023, we had liquidity of approximately \$400 million, providing significant financial flexibility and headroom to fund strategic growth opportunities, as demonstrated by our recent acquisitions.

Our operating cash flows were \$433.3 million, up 28% on FY22, and free cash flow of \$291.4 million was up 23%, demonstrating our highly cash-generative operating model.

Reflecting our confidence in the strength of the underlying business performance and robust outlook for WiseTech, the Board declared a fully franked final dividend of 8.4 cents per share, up 31% on FY22. Our total dividend for the year was 15 cents per share, representing a payout ratio of 20% of Underlying NPAT.

WiseTech's dividend reinvestment plan continues to offer eligible shareholders the opportunity to reinvest dividends to acquire additional WiseTech shares. Our ongoing dividend policy is to target a dividend payout ratio of up to 20% of our Underlying NPAT.

Board activities

Turning to developments with your Board, where we continue to build on our technology leadership, global reach, and geographic footprint.

To support WiseTech's ongoing growth and governance, we are committed to retaining deep industry knowledge and experience on the Board, while also evolving the Board composition to suit our future needs. To this end, we continue our search for additional independent Non-Executive Directors, and look forward to providing an update to shareholders in due course.

After close to nine years on the Board, I am announcing today that this will be my last Annual General Meeting with WiseTech, and that I will be retiring on 31 March 2024. The Board has elected Richard Dammary, our current Chair of the People & Remuneration Committee, as the new Chair of the Board, and I look forward to working with Richard over the coming months on a smooth transition. Richard will bring clarity and thoughtfulness to the Chair role and, together with my current colleagues and expected new appointments in the near future, your Board will be well-balanced and equipped to take the Company forward following my retirement.

I would like to take this opportunity to thank my Board colleagues and the wonderful team here at WiseTech for their support and collegiality, and you, the shareholders, for your ongoing support of our business.

Building a sustainable future

WiseTech is a force for good; improving productivity, connectivity and resource usage across global supply chains, and in the communities and markets in which we operate.

Our diverse and inclusive team of more than 3,000 people across 35 countries is united in our goal to transform the world of logistics one innovation at a time.

We are committed to encouraging and supporting more women to enter the technology and logistics industries, but recognize that we can always do more.

To learn more about the clear steps we have taken in building our Environmental, Social and Governance commitments, I encourage you to read our Sustainability Report, which forms part of our Annual Report. We will continue to develop and build on our ESG disclosures in line with new sustainability accounting standards.

Acknowledgments

On behalf of the Board, I would like to thank our CEO, Richard, for his continued passion in leading the business to deliver on our vision. And to the WiseTech Team, we thank you for your relentless curiosity, drive and dedication.

I extend my thanks to all Directors for their valuable insights, guidance and commitment throughout the year, as we continue to grow our global reach.

And finally, I would like to thank you, our shareholders, as well as our customers, and the communities in which we operate, for your continued support and belief in our vision. We are excited by the opportunities ahead of us, and the long-term shareholder value we continue to deliver.

I'll now hand over to Richard.

CEO's address

Thank you, Andrew, and good morning, everyone.

I am very proud of our strong FY23 results, the great progress we have made on our 3P strategy, and the value we continue to deliver for our customers and shareholders.

Strong financial performance

As Andrew has already covered our strong FY23 performance, I'd like to focus on the key factors contributing to that performance.

First and foremost, our people, are the key to driving our success and strategy. We have built one the most talented teams globally, and their hard work and commitment to WiseTech and its vision and mission, and their embodiment of our credo, mantras and culture, mean they continue to drive real change in an industry that is critical to the world today.

Our ability to perform in challenging times is a result of years of very deliberate and focused work to enhance our development capability by hiring, retaining and developing very talented people, automating repetitive processes wherever possible, stopping low-yield activities, and designing to allow scaling at low cost; all of which has positioned us for long-term sustainable growth and profitability.

WiseTech continues to grow at a very healthy pace, and our highly cash-generative business model and strong liquidity provides a solid foundation to fund our ongoing organic and inorganic growth.

Strategy execution

At our FY23 results briefing, we outlined the significant progress we have made in delivering on our 3P strategy, including:

- Our strong financial performance and FY24 outlook, underpinned by continued growth in the number of Large Global Freight Forwarder rollouts.
- Signing our first global customs rollout with Kuehne+Nagel, the world's largest Global Freight Forwarder, followed by, FedEx Trade Networks confirming they intend to roll out CargoWise global customs alongside their ongoing global forwarding rollout.
- The release of our Warehouse Suite of five highly differentiated products.
- The release of the early experience version of CargoWise Neo.
- Executing a strategic move into landside logistics, initially in North America, through our strategic acquisition of Envase Technologies and Blume Global, and
- Increasing our global product development capability to now over 1,800 team members, up from just over 1,000 at the beginning of FY23, to now represent 60% of our workforce.

Product

As a product-led business, research and development is at the core of everything we do. In FY23 we increased our R&D investment by 45% vs. FY22, investing \$261.9 million and delivering 1,130 new CargoWise application suite product enhancements. To put this into perspective, over the last five years alone, we have invested over \$880 million in R&D and delivered more than 5,300 product enhancements.

The substantial increase in scale and development capability reflects our commitment to investing to achieve our vision ***to be the operating system for global logistics***.

Our goal is to drive innovation within the CargoWise ecosystem, so that CargoWise is a 'must have' for large global forwarders and international logistics providers.

Through our focus on our six key development priorities—landside logistics, warehouse, Neo, digital documents, customs and compliance, and international eCommerce—we are accelerating our product delivery and expanding into new markets and opportunities.

This year we achieved important product milestones, releasing the CargoWise Warehouse Suite, highly differentiated and purpose-built for integrated logistics providers; and releasing Neo to select customers.

We leveraged our team's proven M&A expertise to complete two strategically significant acquisitions in Envase and Blume, which significantly transform CargoWise's capability in North American landside logistics, where the long-term opportunity is significant.

To support our product development goals, we also completed two tuck-in acquisitions in Bolero and Shipamax, extending our digital documents and straight-through digital processing capability.

In October, we announced the acquisition of Matchbox Exchange, provider of a breakthrough online platform for the reuse and exchange of shipping containers. This acquisition provides our CargoWise landside logistics key development priority with enhanced container optimization capabilities. Matchbox Exchange enables customers to conveniently reuse containers, or request or offer empty containers across businesses for their import or export needs. This helps the landside logistics and port community to be more efficient and productive by enabling faster turnaround times and reducing the cost and inefficiencies of transporting, hiring, de-hiring and storing empty containers.

This month, we announced the acquisition of a customs foothold business in Mexico. Mexico is the second largest economy in Latin America and now the largest trading partner with the US, it is also the 17th largest export economy globally. This is another important addition to our customs and compliance key development priority.

With this acquisition, our global customs system coverage is now more than 70% of global manufactured trade flows, combining our native customs platform and acquired businesses, bringing us closer to our 90% target. We remain committed to meeting the needs of our Large Global Freight Forwarder customers who need a single global customs platform to make their customs processing more efficient, compliant and secure.

Combined with our CargoWise and existing acquisition solutions, the optimization and supply chain orchestration capabilities we now have will provide extensive benefits and create real value for our customers and the broader landside logistics ecosystem.

Penetration

In FY23, we secured six new large global freight forwarder rollouts plus two organic rollouts. Since year end, we also secured APL Logistics for a global CargoWise forwarding rollout, and, as I mentioned, FedEx added global customs alongside their CargoWise freight forwarding rollout.

We expect to see future revenue growth driven by additional Large Global Freight Forwarder contract wins, and organic growth with our existing customers.

Profitability

We remain focused on driving returns through our high growth, scalable, SaaS model which delivers strong profitability and operating cash flows.

We launched a multi-year, company-wide efficiency program which we expect to deliver a net \$15 million saving in FY24 with an annual run rate of \$40 million, principally by extracting acquisition synergies, streamlining our processes and removing duplication.

Sustainability

Andrew touched on the steps we have taken this year to progress our Environmental, Social and Governance efforts.

In FY23, we continued to strengthen our strategy and progress towards net zero. Our Sustainability & ESG Framework and Principles embed sustainability considerations into our

decision making and operations, contributing to a more sustainable future and creating long-term value for our stakeholders.

Building a diverse and inclusive workforce is something we are committed to. We know that both the technology and logistics industries face challenges in attracting diverse team members. At WiseTech, approximately 31% of our employees and 29% of our Board members are female. We remain dedicated to encouraging and supporting more women to enter the technology and logistics industries.

We are taking clear steps to enable this through our culture of inclusion, flexible work practices, and strong focus on learning and development to support the growth of our people across our global teams, and importantly, through our strong pipeline of education initiatives.

We believe that to attract more diverse people to this industry, we need to change perception and engage in early childhood education before students start to self-select out of certain technical studies and careers. A critical way we can help solve this problem is by encouraging students to preference STEM subjects starting in early primary school and continuing through to high school, rather than wait until late in high school when many young people have already chosen their career paths, often without any meaningful STEM engagement or exposure.

This is the key reason for our initial 5-year commitment of 1% of annual pre-tax profit to Grok Academy. Through our contribution of more than \$3 million in FY23, our partnership makes the Grok Academy platform free for all K-12 students, adult learners, teachers and parents in Australia, and supports the development of the next-generation technology platform and content to meet the diverse needs of students and educators.

Pleasingly, during the first half of the Australian school year, there was a 78% increase in the number of students accessing the platform, a 54% increase in the number of institutions utilizing the platform, and a 50% increase in the number of teachers using the platform, compared to the same period in 2022.

Our contribution will also make the platform completely free to students and teachers and parent across New Zealand from the beginning of 2024.

This year, we launched our Earn & Learn Program, connecting high school graduation with full time employment and a university degree in software engineering. High school graduates that enter our program work as Associate Software Engineers at WiseTech while undertaking part-time university study. Our FY23 cohort consisted of 30 students, studying a specially designed blend of university coursework, WiseTech-developed coursework, and on-the-job training, leading to the completion of a bachelor's degree in four years.

These initiatives combined with the continued development and increased reach of WiseTech Academy and our growing engagement with schools and universities, present a powerful and comprehensive program that can introduce learners of all ages to software engineering and other valuable technical skills.

We are covering K-12, bridging the gap from high school to university, the bridge from education to employment, undergraduate, post-graduate, on-the-job and adult learning. We are building an on-ramp for students and adult learners to develop skills and access high

value, long-term employment in the technology sector, with a particular focus on software engineering skills and jobs, whilst also creating a diverse pipeline for our future workforce.

Through these focused programs and continued investment, we can enable and empower the technologists of the future.

Our commitment to minimize our environmental footprint continues. Once again, in FY23 we offset 100% of our Scope 1 and 2 emissions from our global operations using offsets aligned to verified standards. Importantly, this financial year we have expanded our emissions inventory to include Scope 3 emissions. This is an important step in our net zero journey.

I encourage you all to read more about our Sustainability and ESG commitments and achievements in our Sustainability Report.

FY24 Outlook

Turning to our FY24 outlook. I am reconfirming our FY24 guidance. We expect to deliver 27% to 34% total revenue growth to between \$1.04 billion and \$1.095 billion, with CargoWise revenue expected to grow by approximately 34% to 43%. We expect to deliver 18% to 27% EBITDA growth equating to \$455 million to \$490 million. FY24 guidance now includes FX tailwind from recent Australian Dollar weakness as well as our recent small acquisitions of MatchBox Exchange and Sistemas Casa and their associated upfront M&A costs offsetting continued macro uncertainty from the global economy and later product release timing. We'll provide further updates at our first half FY24 Results in February.

As noted at our FY23 results briefing, near-term EBITDA margins will be slightly lower whilst our larger strategic acquisitions are being integrated. However, we expect EBITDA margins to return to above 50% in FY26.

Before I hand back to Andrew to commence the formal business of the meeting, I would like to thank him for his significant contribution since joining the WiseTech Board. Over Andrew's near nine years at the Company, we have grown exponentially and continued our strong momentum to be the operating system for global logistics. I wish him all the best in his future endeavors.

I would like to again thank the WiseTech team for what they have achieved this year. It is their hard work and commitment that drives our success.

I would also like to thank the WiseTech Senior Management Team for their leadership, expertise, dedication and drive in continuing to deliver on our strategic objectives and vision.

Thanks also to you, our shareholders, for your ongoing support and believing in and being a part of our vision and mission. The opportunities ahead of us are vast, and will continue to deliver long-term shareholder value.