



WiseTech Global FY18 Results
Investor briefing materials - 22 August 2018

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- **Current period statutory** The financial data for FY18 in this presentation is provided on a statutory basis but in a non-statutory presentation format.
- **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 this document.
- **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.
- **Rounding** Amounts in this document have been rounded to the nearest \$0.1m. Any differences between this document and the accompanying financial statements are due to rounding.

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A leading provider of software to the logistics industry globally

130
countries⁽¹⁾

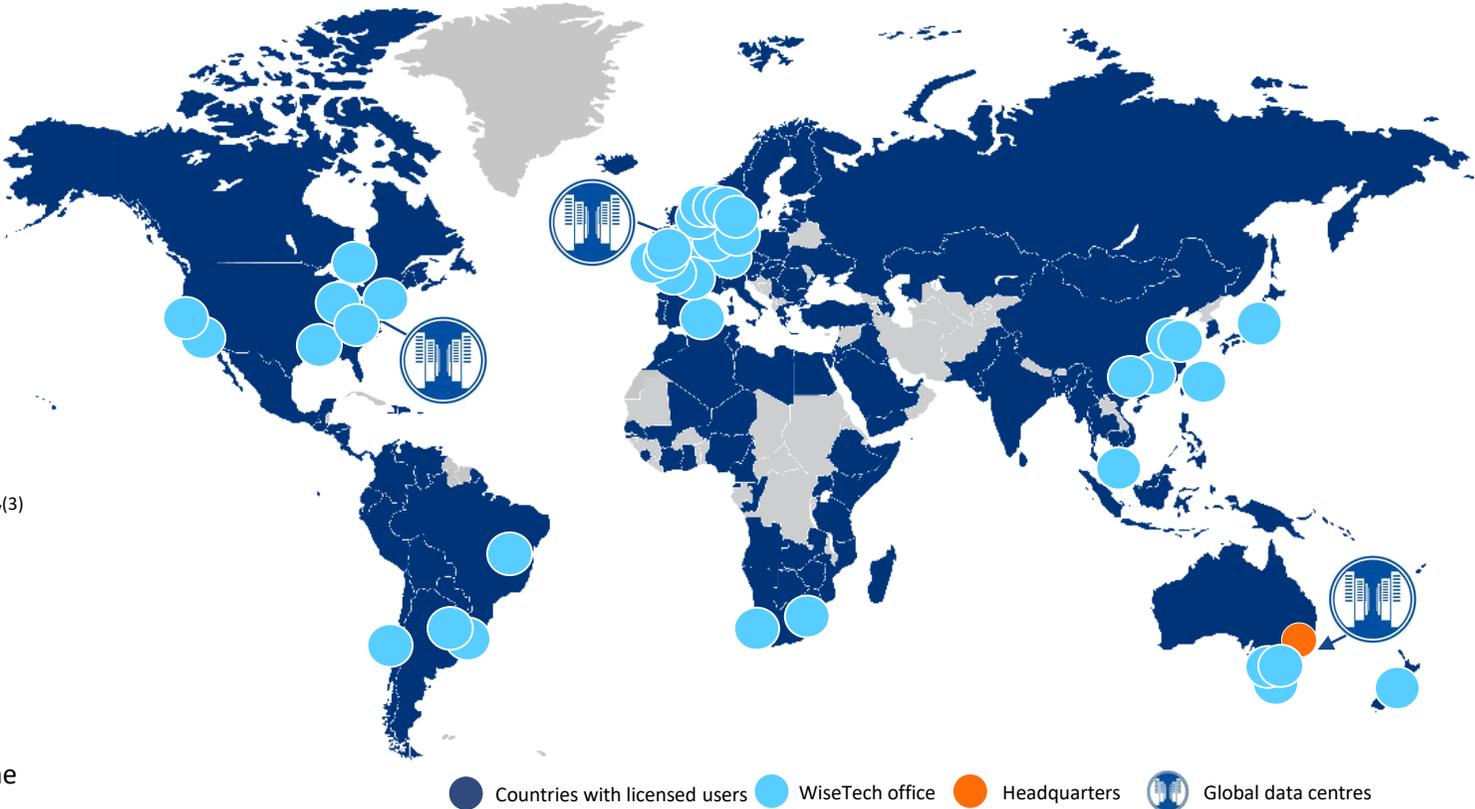
~8,000
customers⁽²⁾

3.5+ million
development hours
over 15 years

54+ billion
data transactions annually⁽³⁾

~1,500
Employees⁽⁴⁾

1
integrated CargoWise One
global system



(1) Countries in which WiseTech software is licensed for use.
(2) Includes customers on the CargoWise One application suite and legacy platforms of acquired businesses; legacy customers may be counted with reference to installed sites.
(3) Data transactions for FY18, transactions measured at 30 June annually.
(4) Includes acquisitions announced or completed to 21 Aug 2018

CargoWise One...operating system for global logistics

Strong foundation for future technology, seamless rollout, scalable capacity, global solutions



- ✓ scalable to any size of business
- ✓ global reach – 130 countries
- ✓ deeply integrated with real time visibility
- ✓ reduces risks, costs and data entry
- ✓ detailed compliance
- ✓ 30 languages
- ✓ data entered only once
- ✓ automations and delegations
- ✓ built-in productivity tools
- ✓ on-demand/transaction-based licensing
- ✓ global data sets and execution engines
- ✓ swift on-boarding, efficient sales process
- ✓ open-access, cloud enabled
- ✓ available anywhere, anytime

Relentless platform expansion with over 500 enhancements annually

**FY18 performance,
delivery on strategy
and financial results**

WiseTech Global 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.

Delivered on strategy

Prioritised pipelines for innovation through development, and global expansion through acquisitions



Innovation and expansion of our global platform

- ✓ Over 550 product upgrades and enhancements in FY18
- ✓ \$76.4m invested ⁽¹⁾
- ✓ 51% of people
- ✓ Investment in expanding core platform
- ✓ Launched BorderWise, PAVE
- ✓ Global tracking, e-commerce pilot
- ✓ Considerable development pipeline of initiatives, with focus on:
 - Global customs – Universal Engine
 - Machine learning, natural language processing, automation, and guided decision-making
 - Productivity and visibility tools
 - Global data sets focused on compliance, tariffs, rates, risk reduction, visibility, and event driven automations
 - Building ecosystems for cargo chain and border compliance



Greater usage by **existing customers**

- ✓ Existing customers' revenue grew \$32.1m in FY18, and provided 72% of organic revenue growth in FY18
- ✓ Licence transition from OTL complete: On-Demand 99% (CargoWise One)
- ✓ 34 of top 50 global 3PLs⁽²⁾ are customers – early penetration
- ✓ 24 of top 25 global freight forwarders⁽²⁾ are customers
- ✓ Global rollouts progressing well – those complete now moving to productivity gains
- ✓ Revenue from mid-large customers growing
- ✓ Top 10 customers are 29% of revenue (FY17: 27%), no single customer >10%



Increase **new customers** on the platform

- ✓ New customer wins include Kuehne+Nagel, Logwin, Expolanka Intl and 'K' Line Logistics, these roll out over time
- ✓ Increasingly new sales appear as existing customers given global reach, yet early penetration
- ✓ Re-engineered sales process progressing and inside sales structure now in place
- ✓ Acquisitions expanding new customers and network effect – bringing customers to CW1 ahead of new product build



Stimulate **network effects**

- ✓ ~230 WisePartner organisations referring, promoting or implementing our platform
- ✓ Global customers enhancing impact
- ✓ Over 5,000 CW1 certifications completed in FY18
- ✓ 1st level help desks within customer centres



Accelerate organic growth through **acquisitions⁽³⁾**

- ✓ **Geographic foothold**
 - Bysoft (*Brazilian customs*)
 - Prolink (*Taiwanese customs*)
 - ABM Data Systems (*Irish/EU customs*)
 - CustomsMatters (*Irish customs*)
 - Intris (*Belgian customs, FF, WMS*)
 - LSP (*Dutch customs, logistics, WMS*)
 - Forward (*Latin America FF & compliance*)
 - Softcargo (*Latin America FF logistics*)
 - EasyLog (*French customs*)
 - Ulukom (*Turkish customs, logistics*)
 - Fenix (*Canadian customs*)
 - Taric (*Spanish customs & tariffs*)
 - Multi Consult⁽⁴⁾ (*Italian customs, FF, TMS, WMS*)
- ✓ **Technology adjacencies**
 - Digerati + TradeFox (*A&NZ -> global tariffs*)
 - CMS (*A&NZ land transport*)
 - Cargoguide (*global air rates mgmt*)
 - CargoSphere (*global ocean rates mgmt*)
 - Microlistics (*multi-region WMS*)
 - Pierbridge (*US parcel shipping TMS*)
 - SaaS Transportation (*US LTL transport*)
 - Trinium (*Nth America TMS + container tracking*)
- ✓ **Integrations on-track**
- ✓ **Strong pipeline of G20+20 geographic footholds plus further larger technology adjacencies**

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

2. Armstrong & Associates: Top 50 Global Third Party Logistics Providers List ranked by 2017 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List ranked by 2017 logistics gross revenue/turnover.

3. Including acquisitions announced or completed to 21 August 2018.

4. During August 2018 we committed to bring Multi Consult into the WiseTech Group and expect to complete this transaction during FY19.

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

We originate our own acquisition pipeline and execute with our internally built M&A engine.

Seamless entry into new markets with:

- Industry experts + local leadership
- Quality customer base
- Local infrastructure and offices

Risk reduction

- Known entry cost
- Earn-outs help retain mgmt
- Addresses war for talent

Accelerates expansion

- Move rapidly with certainty
- Targeting manufactured trade flows

Rapid expansion since January 2017. Acquired 15 founder-led software vendors focused on customs and/or freight forwarding

Delivering strong positions in:

- Belgium
- Brazil
- Canada
- France
- Germany
- Italy (2)
- Netherlands
- Spain
- Taiwan, China
- Turkey
- Ireland (2)
- + 16 countries across Latin America (2)

Added ~450 talented industry experts

Upfront investment of ~\$90m + earn-outs in future years

Integration commences immediately. Embedded product build + customer transition over 3-5 years



NORTH AMERICA

LATIN AMERICA



EUROPE



EURASIA



ASIA



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**

We look for adjacencies to scale globally that either:

1. Provide a core element for key ecosystem development; or
2. Expand our next generation development of existing CW1 modules; or
3. Feed into global data set for machine learning and automation

- FY18 acquisitions focus on expanding TAM in ocean, air, land transport, warehousing and data provision
- Since FY17 we've added ~300 talented industry experts and developers
- Integrate or embed is bespoke to the adjacency
- Upfront investment since 2017 of ~\$125m plus earn-outs in future years

TRANSPORT MANAGEMENT SOLUTIONS



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

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

TMS to add to CW1 next generation Land Transport solution.

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

GLOBAL RATES MANAGEMENT



Global ocean rates mgmt – 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 mgmt – 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 absorbed into stage 1 of our global BorderWise data set development.

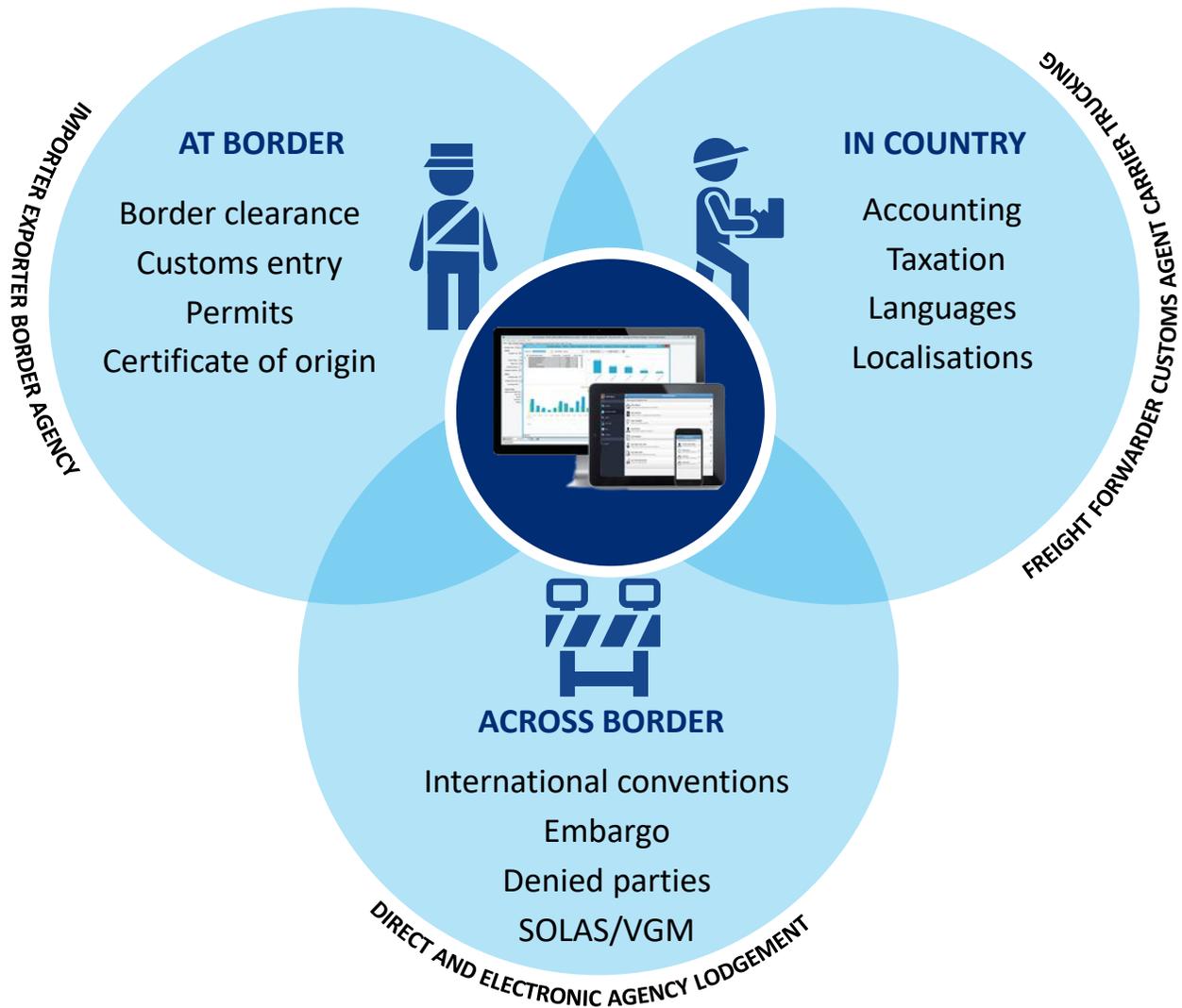
Cargo chain – building an ecosystem



Needs of all logistics providers

- ✓ Real time visibility
- ✓ Control over margins
- ✓ Faster multi-modal movement
- ✓ More efficient use of resources
- ✓ Error reduction

Trade and border compliance ecosystem – pain points abound



Needs of all logistics providers

- ✓ Control over margins
- ✓ Risk-free, cross-border execution
- ✓ Faster multi-modal movement
- ✓ More efficient use of resources
- ✓ Error reduction

CargoWise One...operating system for global logistics

Strong foundation for future technology, seamless rollout, scalable capacity, global solutions



Relentless platform expansion with over 500 enhancements annually

Increasing investment in relentless innovation

Significant pipeline of longer-term innovations across existing verticals and new adjacencies

551

product upgrades and enhancements in FY18

34%

of revenue invested in FY18

51%

of employees focus on innovation and product development

>720,000

unit tests executed every 45 mins

\$222m

invested FY14-FY18

Major development focus on:

- Productivity
- Global data sets
- Machine learning
- Natural language processing
- Guided decision making
- Global automations
- HVLV logistics (e-tail)
- Regulatory environment changes

Over 3,000 product upgrades and enhancements added to the global platform over last 5 years

Our FY19 commitment: ~\$100m in innovation and development

Work faster, harder, smarter

PAVE

- Productivity Acceleration
- Visualisation Engine

GLOW

- 'Build once' architecture and 'coding without coders'

Universal Customs Engine

- Accelerating complex customs localisations

Reduce cost, time, error, risk

WiseRates

- Global data sets
- Real-time access
- Immediate booking

Global Tracking

- Global air/ocean schedules, container and air waybill tracking

BorderWise

- Risk reduction
- Due diligence
- Cost efficiency

Supply chain behavioural change

GEOCODE

- Global address cleansing
- Geocoding
- Master data de-duplication

Global data sets

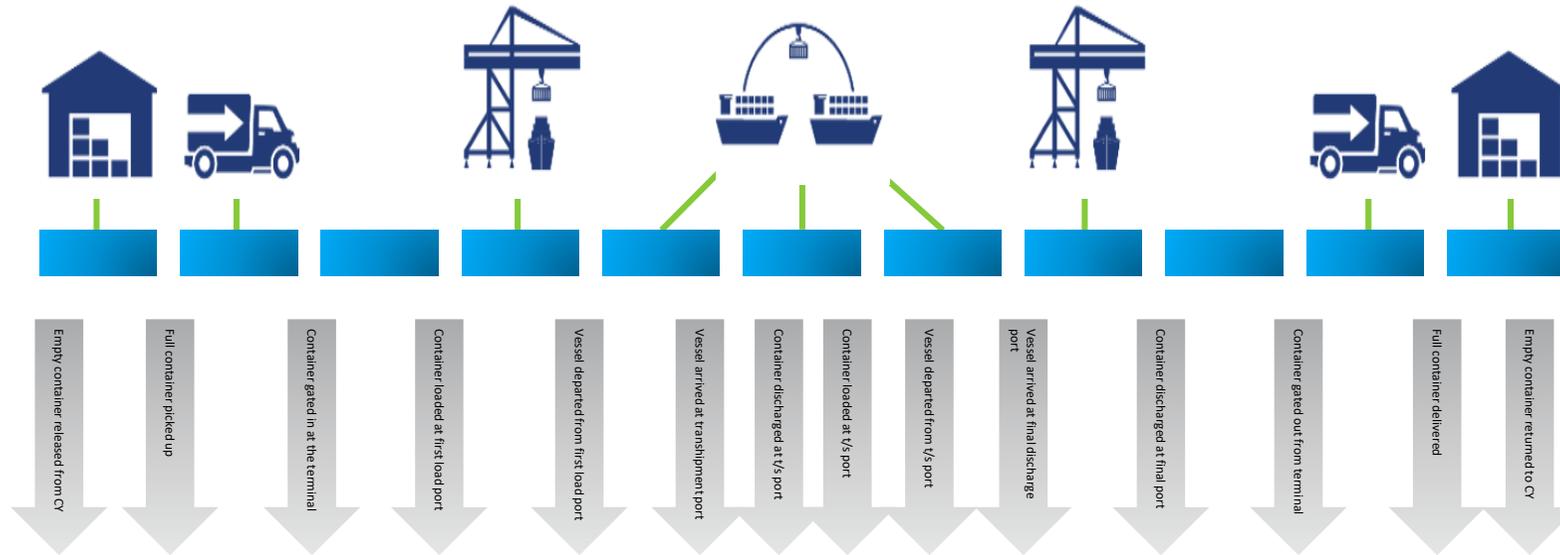
- Multi-modal rates, schedules, bookings
- Compliance data
- 3PL supply chain

Machine learning

- Process automation
- Guided decision making
- Natural language processing

Innovation pipeline – Global Tracking

Global data set, powerful, global tracking engine, events can trigger automated transactions



E-commerce volumes and speed demand 'light touch' execution

Border management + compliance risks are the largest pain-point of international logistics and e-commerce

What challenges do you face with your cross-border e-commerce (other than cost)?



Source: EFT report – Supply Chain Hot Trends 2018 Q1&Q2

Retail e-commerce sales worldwide, 2016-2021

Trillions and % of total retail sales



Source: eMarketer January 2018

“By 2020, an estimated 45 percent of online shoppers will purchase goods from other countries, which represents a four-fold increase in the value of cross-border sales since 2014.”

Colliers International ‘supply chain disruptors’ 2017

E-commerce 2nd generation, 'High Volume Low Value'

Providing scalable, high volume integrated solution for 3PLs facing e-commerce juggernaut

International e-commerce solution designed for higher volume levels

Country agnostic – founded on the global customs strategy

Designed for seamless rollout to CW1 customers and into their partner warehouses

Web-enabled, multi-user interface, multiple devices

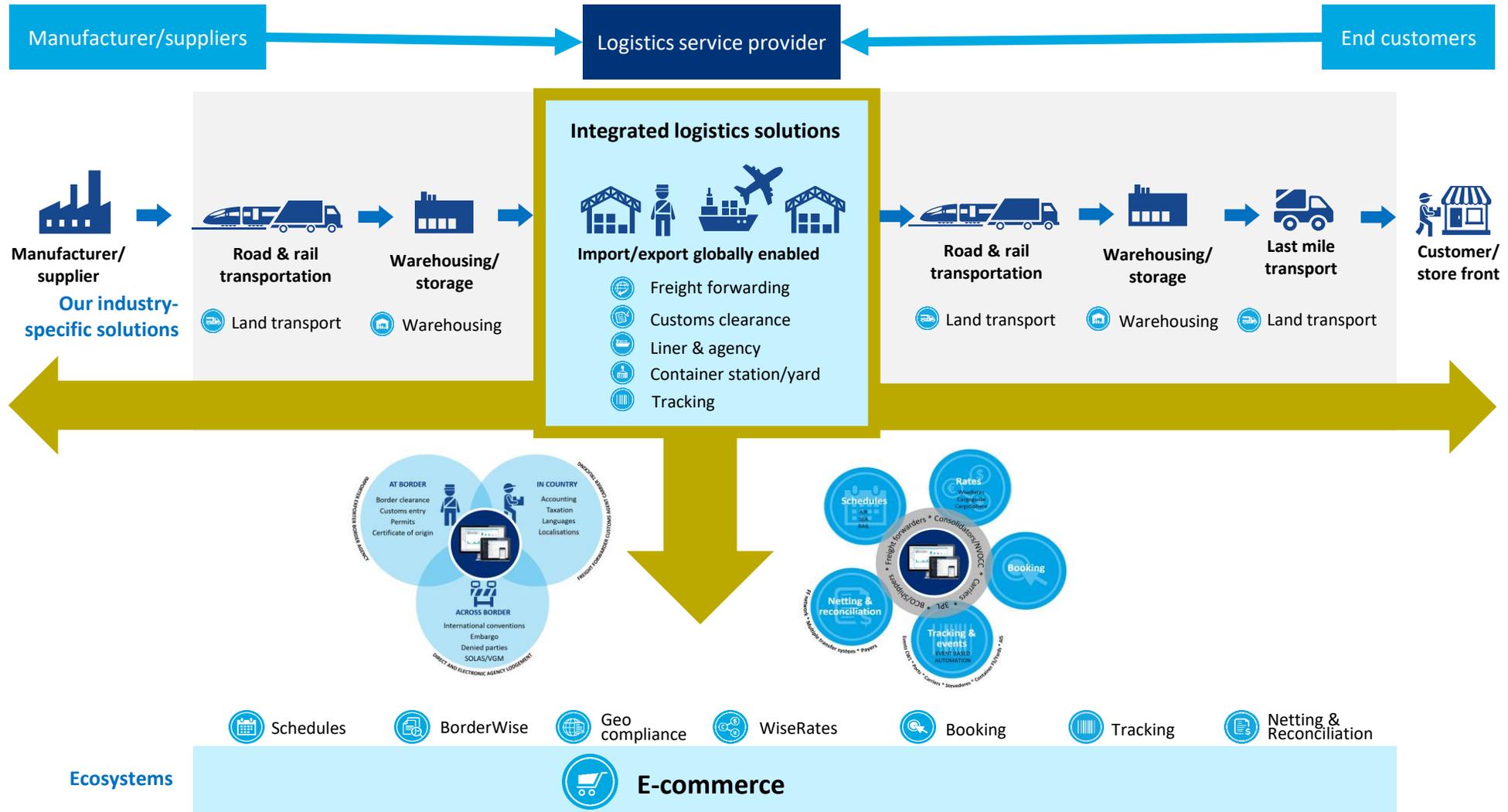
Currently in pilot – key airfreight customer

Rollout expected 2019



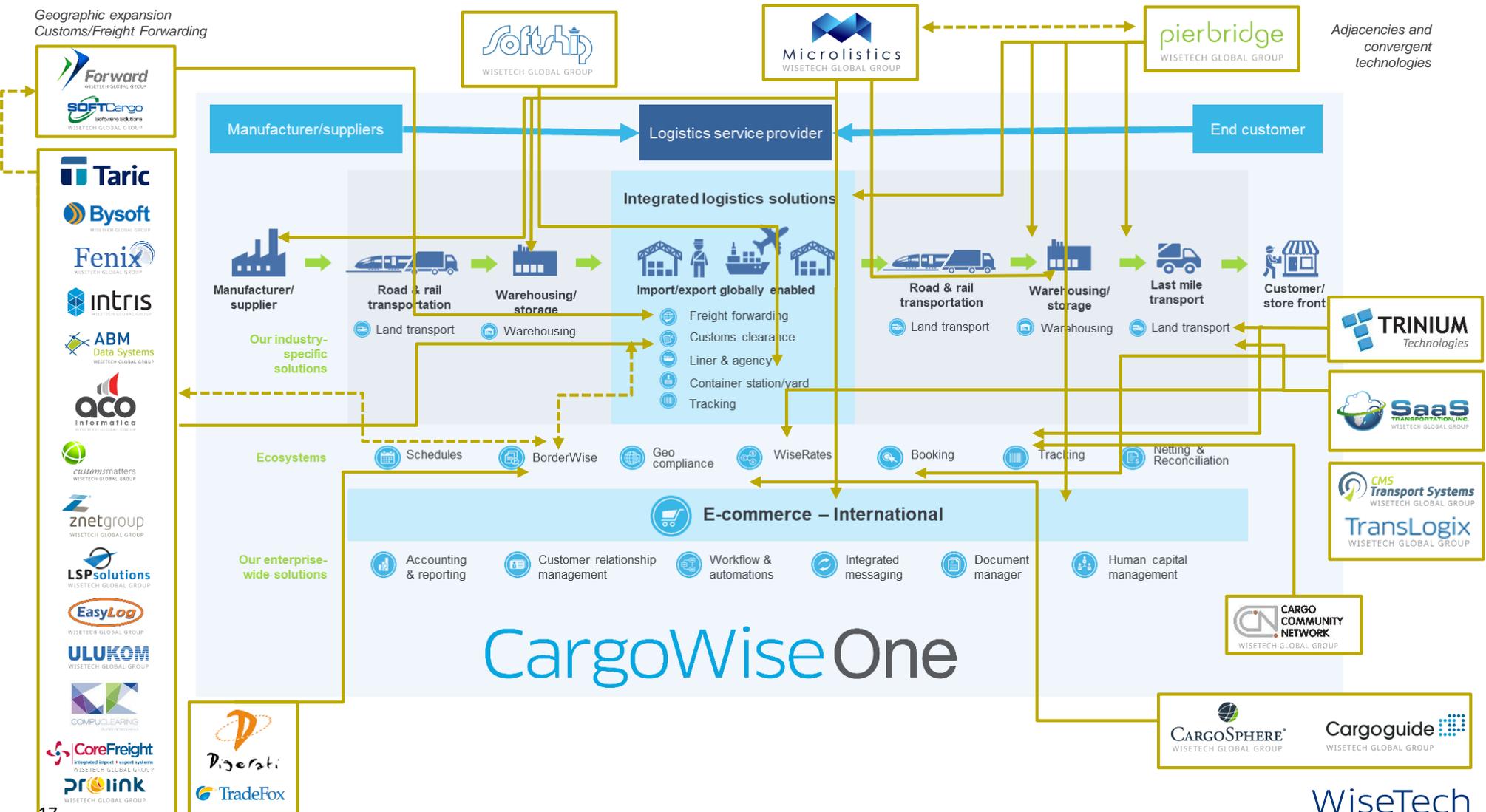
Widening our reach, building unassailable ecosystems

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



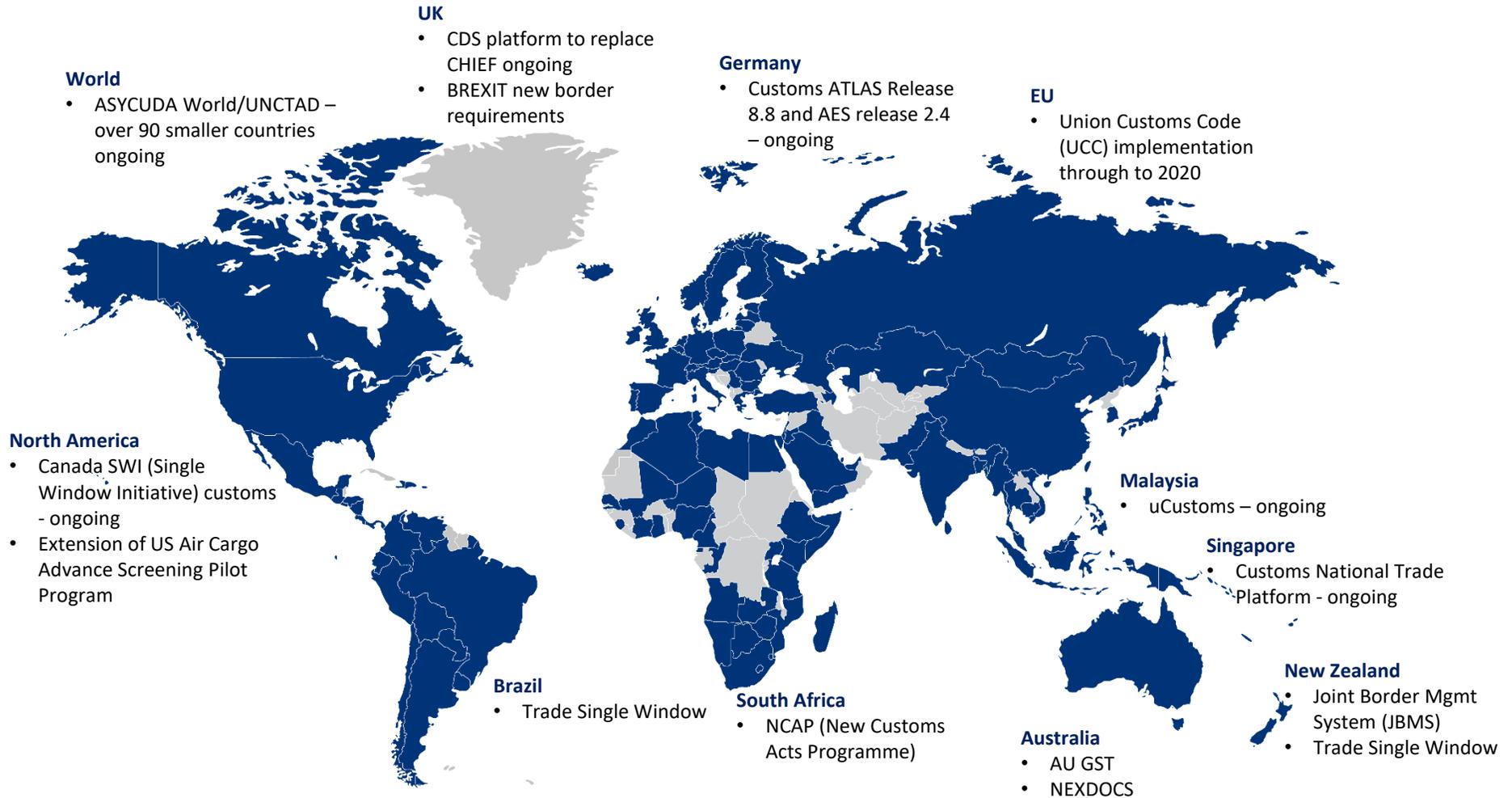
CargoWise One will be the operating system for global logistics

Expanding depth, reach and network effect – every innovation & acquisition adds to flywheel of growth



Ongoing and upcoming regulatory changes

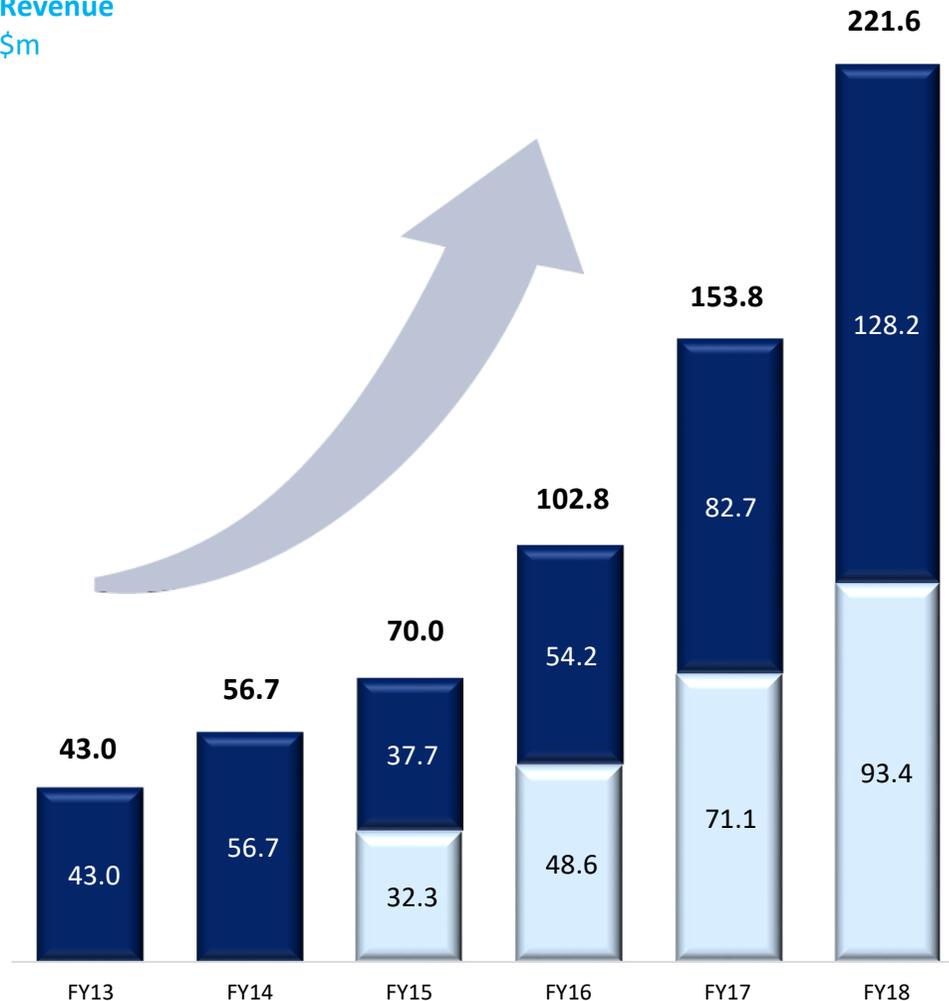
We invest our regulatory experts and development teams in ensuring CW1 fully compliant globally



Strong growth in revenue continues

Powerful high quality revenue growth while focusing on innovation and global expansion

Revenue
\$m



FY18 revenue

+44% vs FY17

+41% CAGR FY14 – FY18

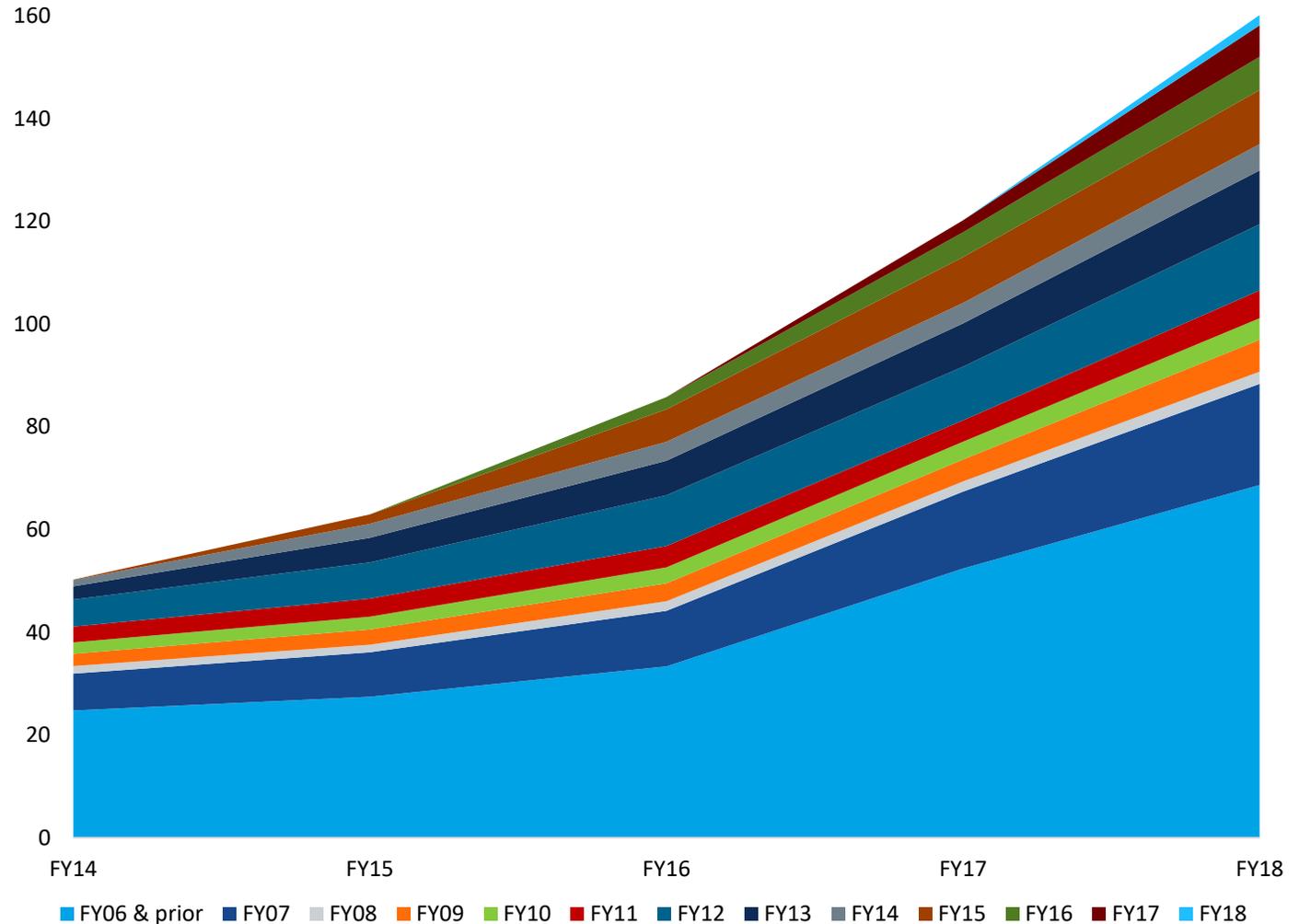
■ Full year revenue (FY13 and FY14), 2H revenue (FY15, FY16, FY17 and FY18)
■ 1H revenue (FY15, FY16, FY17 and FY18)

Revenue growth by cohort – all cohorts grew revenue in FY18

Our customers stay and grow their revenue over time... more users, modules and transactions

- CargoWise One continues significant organic growth during extensive business transformation, licence conversions, development partnerships and pilot programs
- Every cohort from FY06 onwards grew revenue each year since FY14
- Underlying revenue growth trends can be impacted by lumpy movements around transitional pricing, customer consolidation, behavioural discounts, new products and licence changes

CargoWise One application suite revenue by customer cohort
\$m, FY14 - FY18



Significant revenue growth

Organic growth strong accelerated with strategic acquisitions

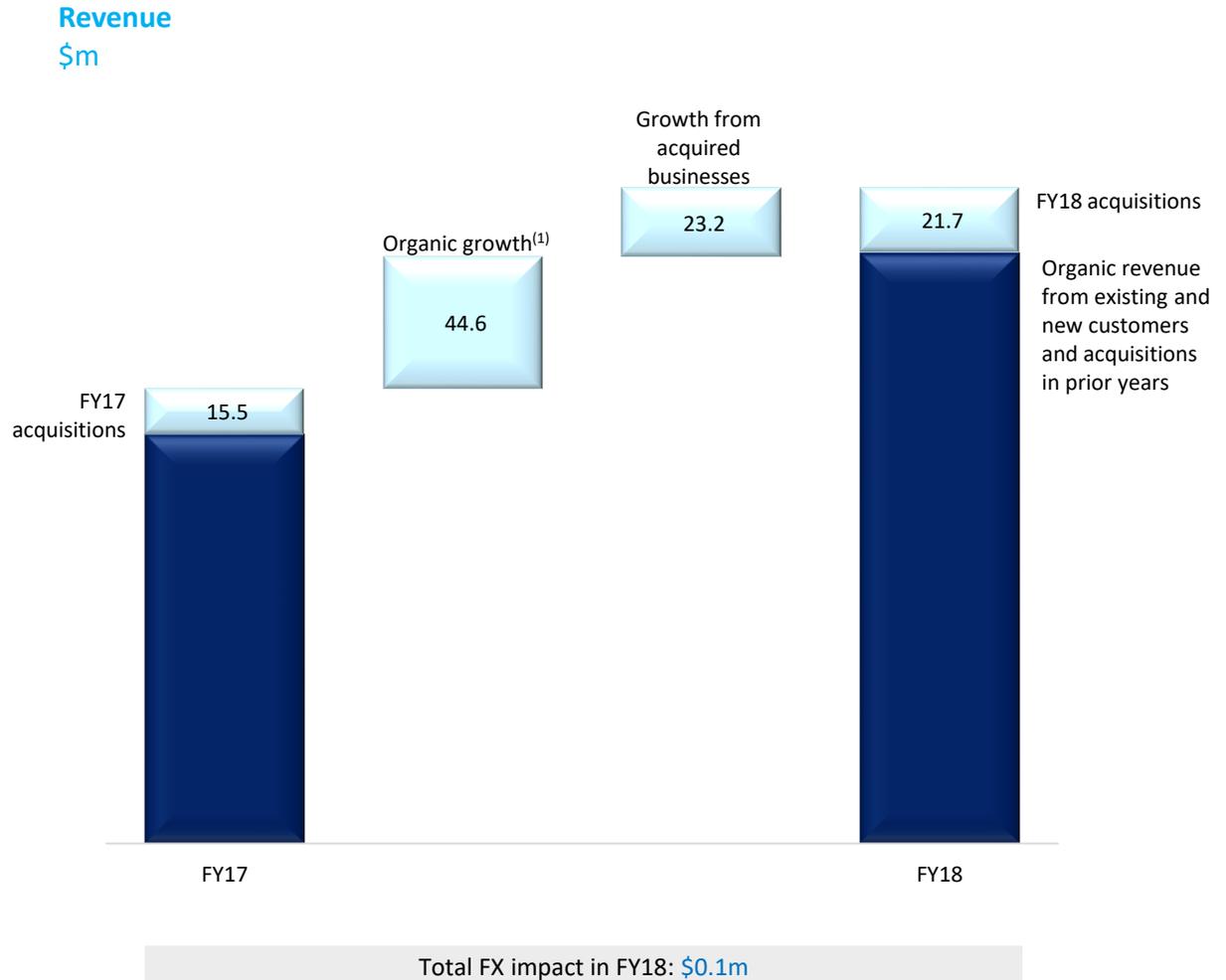
Strong organic growth up 37%, delivering over two thirds of total revenue growth reflecting:

- continued increased usage of the CargoWise One platform by existing customer organisations – adding transactions, users, new sites, consolidating operations
- revenue from new products/features
- transition of customer licensing to standard transaction-based licensing
- onboarding of new sales and increased usage by new customers including FY18 and FY17 cohorts

Strong organic growth revenue impacted by \$1.4m FX headwind and temporary revenue arrangements that create static components which do not grow yoy.

Growth from acquired businesses reflects significant volume of FY18 acquisitions (albeit only part year revenue impact) and the full year impact of FY17 acquisitions.

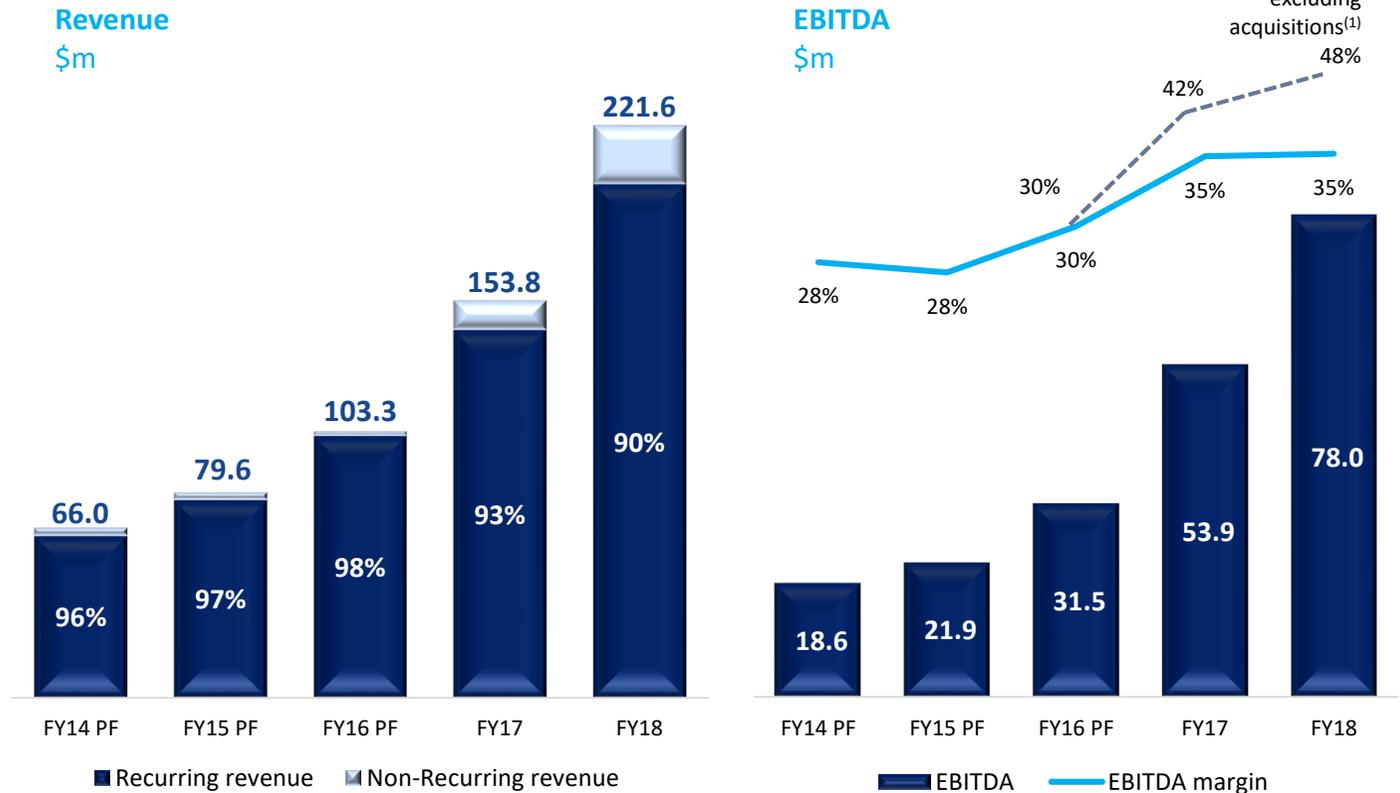
Revenue from acquired businesses contains higher levels of OTL and non-recurring revenue. These businesses will transition over coming years towards WiseTech efficiencies and growth rates.



Strong growth in revenue and EBITDA

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

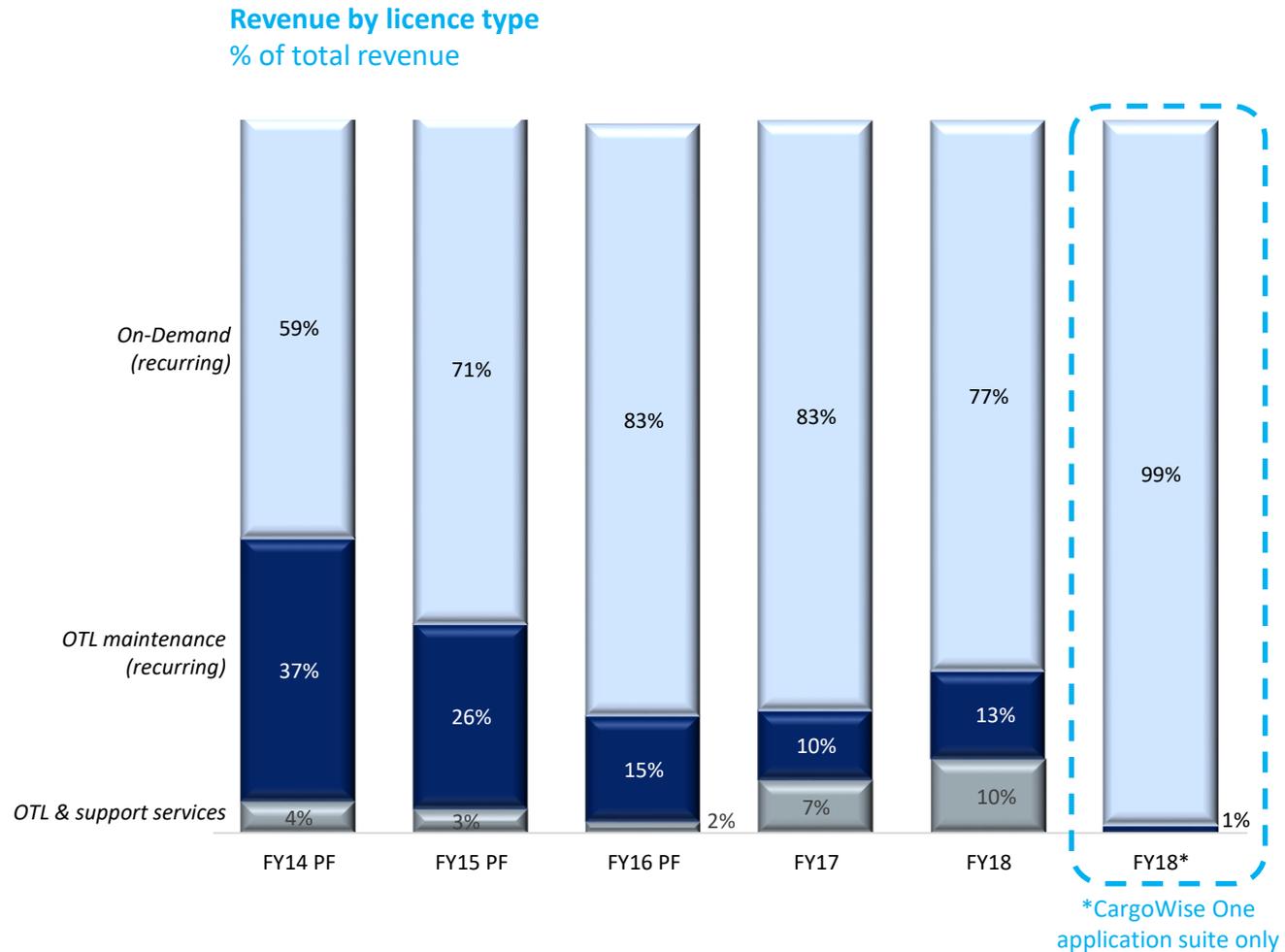
- 44% revenue growth vs FY17, of which 66% is from organic growth (existing and new customers) including FX
- 99% recurring revenue from CargoWise One
- 90% recurring revenue overall, predominantly reflecting the different business models of recent acquisitions which have higher OTL & support services
- 48% EBITDA margin (excluding acquisitions), reflecting CargoWise One business efficiency – up from 30% in FY16
- 45% EBITDA growth vs FY17 – strong profit growth more than offset lower margin acquisitions



Licensing model

Focus on pay for usage, revenue benefits from transition of customers to On-Demand licensing

- Excluding acquisitions, 99% of our FY18 CargoWise One revenues are from customers on On-Demand licensing
- High volume of strategic asset acquisitions drove increased OTL maintenance and support services

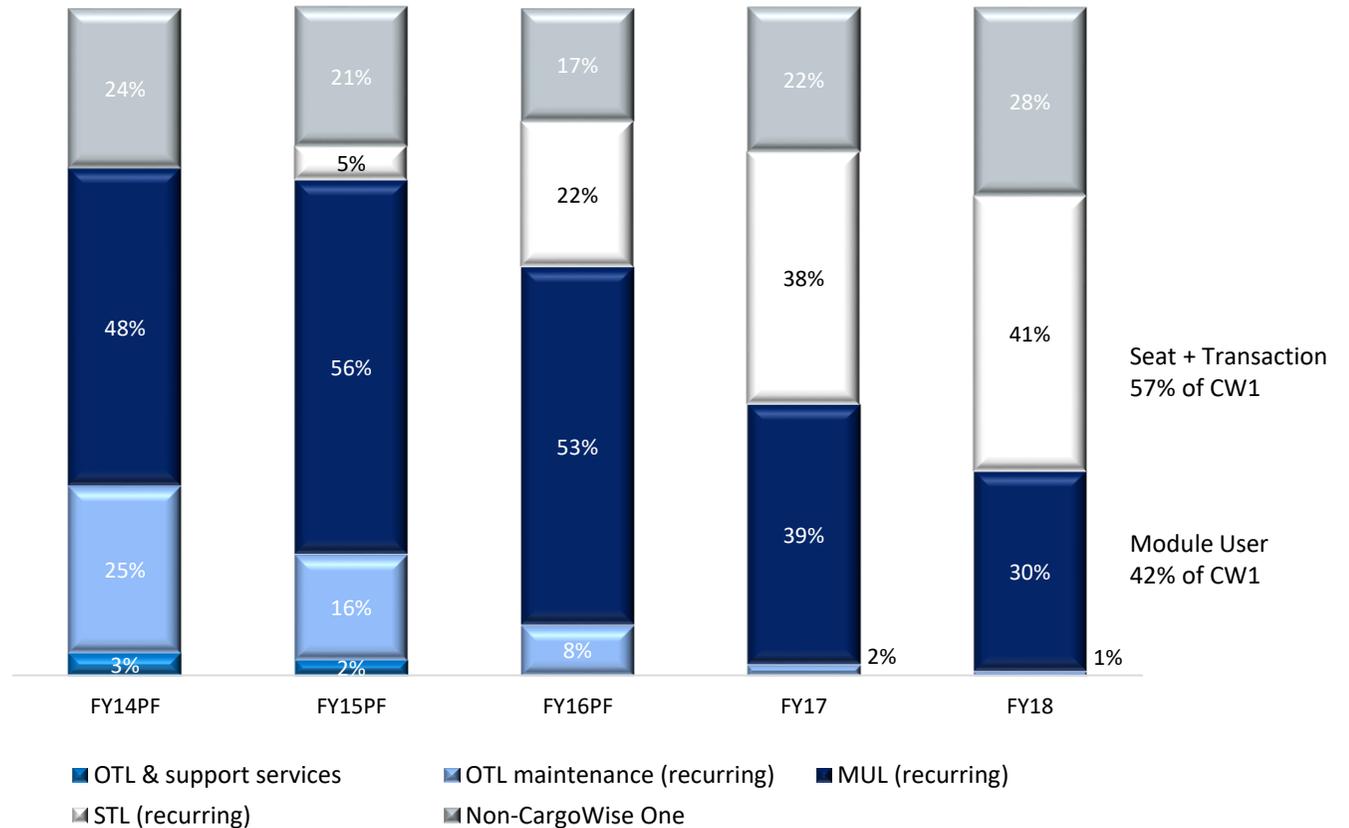


Licensing model

With the shift to On-Demand complete, we are rapidly transitioning pre-existing MUL to STL

- We have well-proven expertise in customer licence transition with <1% attrition
- We introduced STL in 2014 for all new customers and have transitioned long-term existing customers to this transaction licensing model
- Customer conversions within 'on-demand' to full STL progressed well in FY18 – with STL now the largest revenue component with 57% of CW1 revenues
- Acquired business revenue from OTL will transition over coming years towards On-Demand licensing and STL where appropriate

Revenue by licence type
% of total revenue



Financial summary

Strong growth in revenue and earnings reflects strength of business and execution on strategy

\$m	FY16 PF	FY17 ⁽¹⁾	FY18 ⁽¹⁾	Change (vs FY17)	
Total revenue	103.3	153.8	221.6	+44%	Revenue <u>above</u> FY18 guidance of \$210m – \$220m
Gross profit	90.2	131.1	187.3	+43%	
Gross profit margin	87%	85%	85%	-	
Total operating expenses	(58.7)	(77.2)	(109.3)	+42%	
EBITDA	31.5	53.9	78.0	+45%	EBITDA <u>above</u> FY18 guidance of \$71m – \$75m
EBITDA margin	30%	35%	35%	-	
Net profit attributable to equity holders of the parent	14.2	31.9	40.8	+28%	

Financial performance summary

Robust delivery on strategy, business thriving, operating leverage as revenue grows

Income statement

\$m	FY16 PF	FY17	FY18	Change vs FY18
Revenue				
On-Demand	86.2	127.3	171.0	34%
OTL maintenance	15.4	15.1	27.7	83%
OTL & support services	1.7	11.4	22.9	102%
Total revenue	103.3	153.8	221.6	44%
Cost of revenues	(13.1)	(22.7)	(34.3)	51%
Gross profit	90.2	131.1	187.3	43%
Operating expenses				
Product design and development	(21.1)	(28.4)	(41.1)	45%
Sales and marketing	(15.3)	(15.4)	(22.6)	47%
General and administration	(22.3)	(33.3)	(45.5)	37%
Total operating expenses	(58.7)	(77.2)	(109.3)	42%
EBITDA	31.5	53.9	78.0	45%
Key operating metrics – WiseTech Global including acquisitions				
Recurring revenue	98%	93%	90%	(3)pp
On-Demand revenue	83%	83%	77%	(6)pp
Gross profit margin	87%	85%	85%	-
Total R&D - % of total revenue	38%	33%	34%	1pp
Sales and marketing - % of total revenue	15%	10%	10%	-
General and administration - % of total revenue	22%	22%	21%	(1)pp
General and administration (excluding M&A) - % of total revenue	21%	19%	16%	(3)pp
EBITDA margin	30%	35%	35%	-

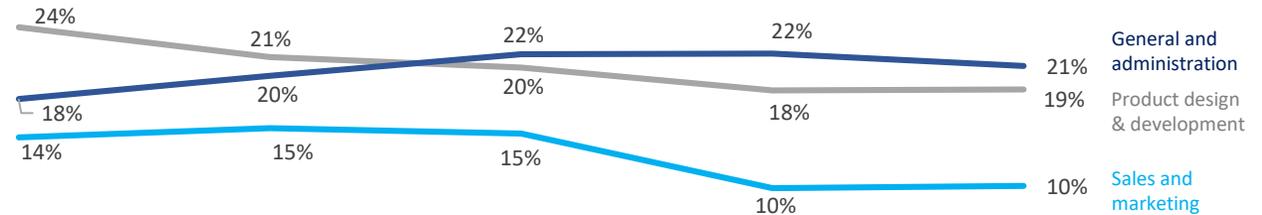
Operating expenses

Scaling to support relentless innovation, geographic expansion and business growth

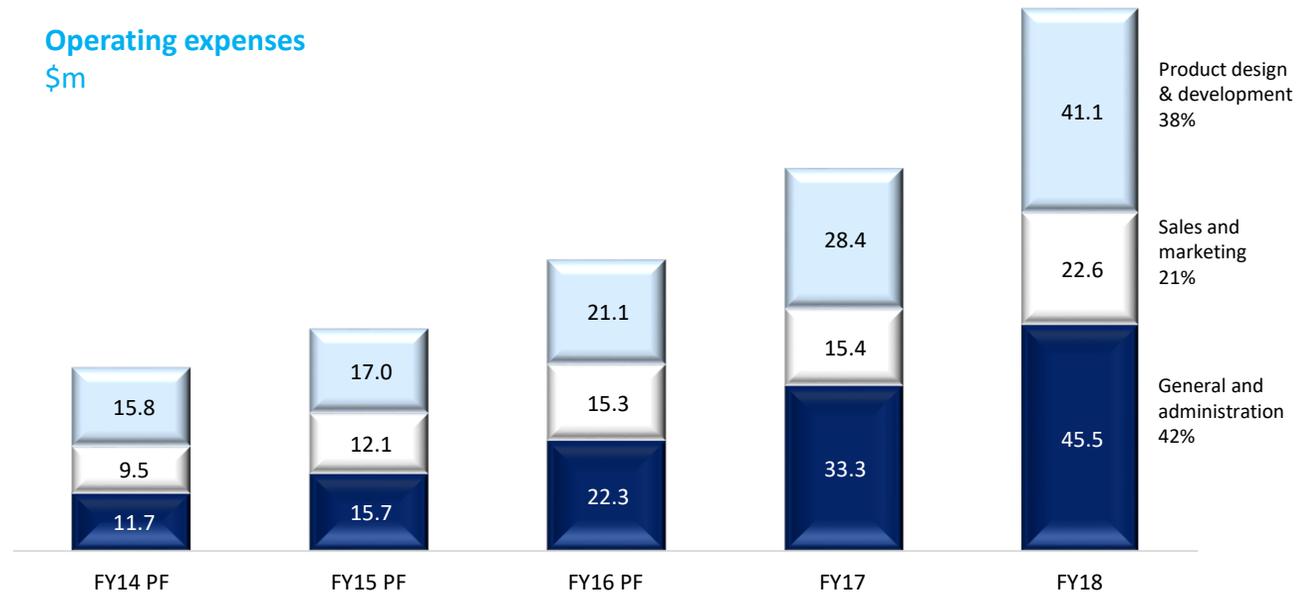
Operating expenses focused on strategic levers:

- Innovation and product development expanded core platform
- Increase product design and development expense with new acquisitions which typically have higher levels of maintenance and support charges
- Sales and marketing expense ratio stable yoy
- Investment in general and administration rose to support exponential growth and global footprint of the business, including M&A costs and the management costs of acquired businesses which provide valuable infrastructure for our future. G&A will provide opportunity for future efficiencies as we scale

Operating expenses
% of total revenue



Operating expenses
\$m

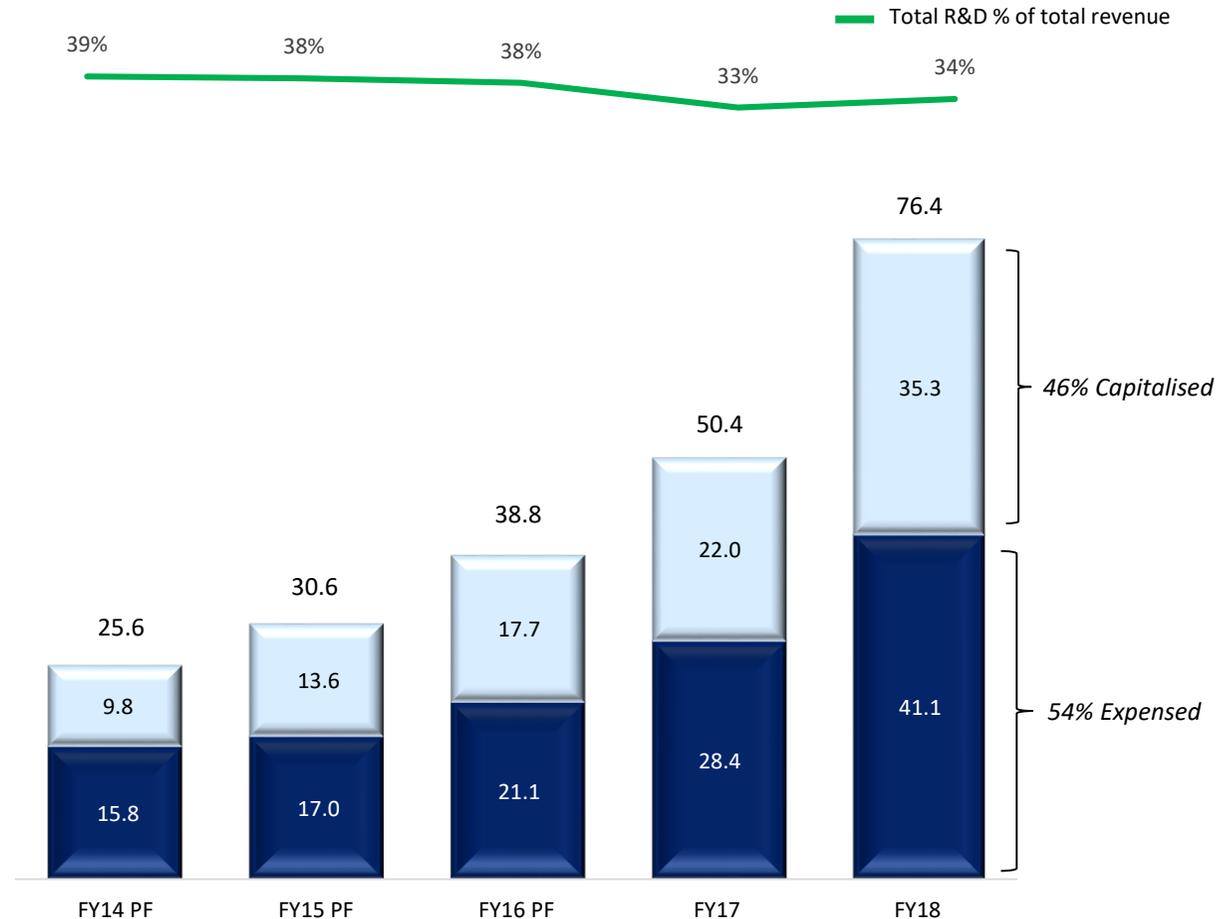


Investment in innovation and product development

Continued high investment in R&D, every \$ and every hour builds out our technology

- \$222m invested in R&D and innovation (FY14-18) driving our platform leadership
- Over 550 product upgrades and enhancements in FY18 across the CargoWise One platform
- 52% increase in R&D spend reflects significant growth in the innovation pipeline of commercialisable development, accelerated acquisitions, and additional investment in industry experts and skilled software developers
- Acquired business increased predominantly expensed R&D as they mainly focus on product maintenance and support
- We expense maintenance, fixes, and research that cannot be commercialised
- Proportion of R&D investment capitalised in range 40-50%

Investment in innovation and product development
\$m



Cash flow profile

Healthy operating cash flow

- Our strong operating performance delivered 32% increase in operating cash flow
- Free cash flow rose to \$43.5m with operating cash flow conversion remaining above 100%
- Continued high conversion of EBITDA into operating cash flow
 - Non-cash items in EBITDA mainly reflect share-based payments
 - Negative working capital movement reflects increase in accounts receivable due to revenue growth and the increase in payables
- Continued expenditure on development and innovation
 - \$35.3m capitalised development investment
- Other net capital expenditure mainly reflects data centre upgrade, equipment and computer hardware costs

\$m	FY15 PF	FY16 PF	FY17	FY18
EBITDA	21.9	31.5	53.9	78.0
Non-cash items in EBITDA	3.5	2.6	5.4	9.4
Change in working capital	(1.2)	(0.1)	4.1	(3.6)
Operating cash flow	24.2	34.0	63.4	83.8
Capitalised development investment ⁽¹⁾	(13.6)	(17.7)	(22.0)	(35.3)
Other net capital expenditure	(2.9)	(2.4)	(6.9)	(5.0)
Free cash flow	7.7	13.9	34.5	43.5
Key operating metrics				
<i>Operating cash flow conversion ratio</i>	<i>111%</i>	<i>108%</i>	<i>118%</i>	<i>107%</i>
<i>Free cash flow conversion ratio</i>	<i>35%</i>	<i>44%</i>	<i>64%</i>	<i>56%</i>

1. Includes expenditure on patents.

Summary statement of financial position

Strong capital position from which to drive strategic growth

- Strong operating cash generation and \$100.6m capital raising, funded our investments in product development, growth-related infrastructure and valuable strategic acquisitions to leave our cash balance at \$121.8m at 30 June
- Debt facility of \$100m available (up from \$55m in July 18)
- Cash reserves and funding alternatives in place to drive strategic growth initiatives – including share issuance to vendors as part payment for acquisitions
- Increase in trade and other receivables reflects timing of invoices for large customers, impact of acquisitions and increased organic revenue growth
- Increase in intangible assets reflects product investments and acquisition goodwill
- Increase in other current and non-current liabilities reflects contingent earn-outs for multiple acquisitions and prepaid customer deposits
- Final dividend declared, fully-franked, 1.65 cents per share with up to \$5m payable in October

\$m	30 June 2017	30 June 2018
Current assets		
Cash and cash equivalents	101.6	121.8
Trade receivables	13.8	28.0
Other current assets	7.2	11.0
Total current assets	122.6	160.8
Non-current assets		
Intangible assets	133.7	360.3
Property, plant and equipment	16.8	14.3
Other non-current assets	3.1	1.8
Total non-current assets	153.6	376.4
Total assets	276.2	537.2
Current liabilities		
Trade and other payables	15.2	23.1
Borrowings	2.6	1.1
Deferred revenue	12.6	10.1
Other current liabilities	11.9	45.3
Total current liabilities	42.3	79.6
Non-current liabilities		
Borrowings	1.2	1.4
Deferred tax liabilities	13.7	23.9
Other non-current liabilities	5.2	80.2
Total non-current liabilities	20.1	105.5
Total liabilities	62.5	185.1
Net assets	213.8	352.2
Equity		
Share capital	166.6	288.8
Reserves	(8.3)	(22.2)
Retained earnings	53.9	85.1
Non-controlling interests	1.6	0.4
Total equity	213.8	352.2

Strategy and FY19 outlook

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”**

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

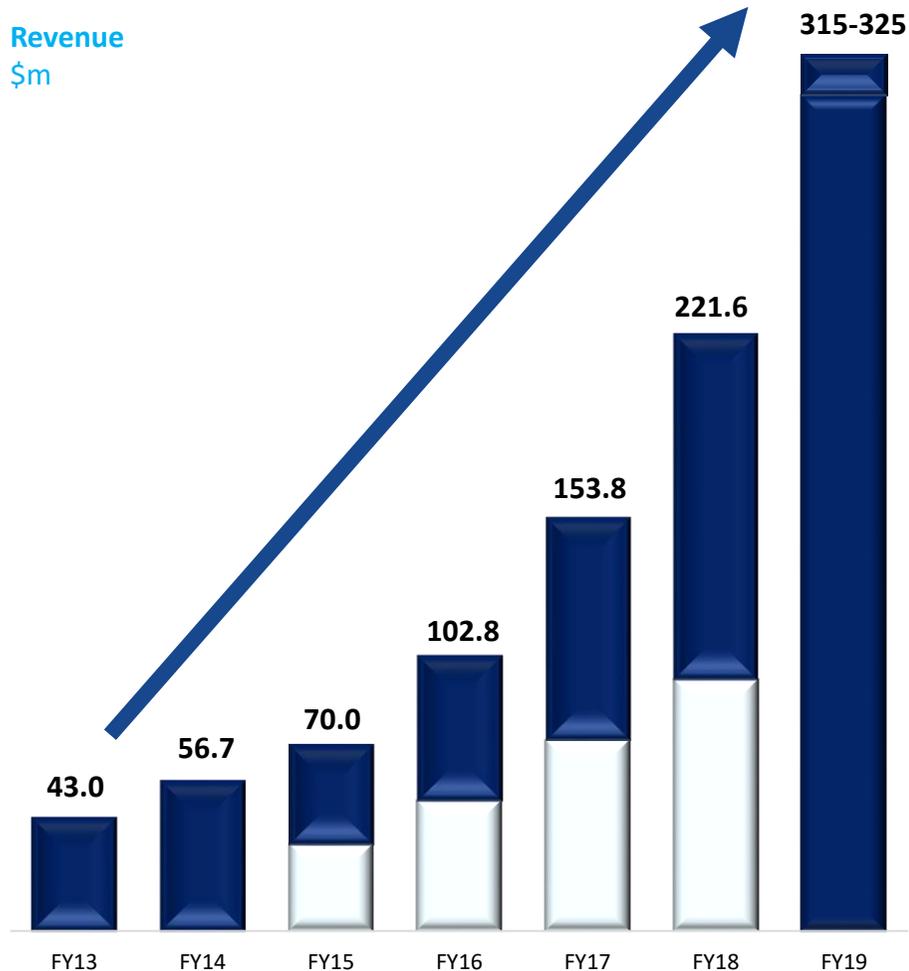
Ecosystems

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)*

High growth outlook for FY19

Execution on strategy to deliver strong growth in FY19



FY19 Revenue

\$315m - \$325m



42% to 47%

FY19 growth vs FY18

FY19 EBITDA

\$100m - \$105m



28% to 35%

FY19 growth vs FY18

Visit our investor centre for more information on WiseTech Global

www.wisotechglobal.com/investors

Videos



Product, Technology and Strategy Day – May 2018

Title	Presentation	Video	Overseas
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



Why do logistics service providers choose CargoWise One?

About WiseTech Global - August 2017

WiseTech Global investor conference presentation - May 2017

WiseTech Global AGM 2016 - November 2016

Other materials



Appendix

FY19 guidance and assumptions

Growth in revenue and EBITDA

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 and Multi Consult
- 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

	FY18	FY19 guidance
Revenue	\$221.6m	\$315m – \$325m
EBITDA	\$78.0m	\$100m – \$105m

Global revenues received in a mix of key currencies

Revenues protected with effective natural hedge and external arrangements

- 71% of FY18 revenue in non-AUD, as expected, slightly lower rate than FY17 (75%)
- Natural hedges in some regions with both revenue and expenses denominated in local currencies – including recent acquisitions
- 51% of FY18 revenue is in non-local currencies

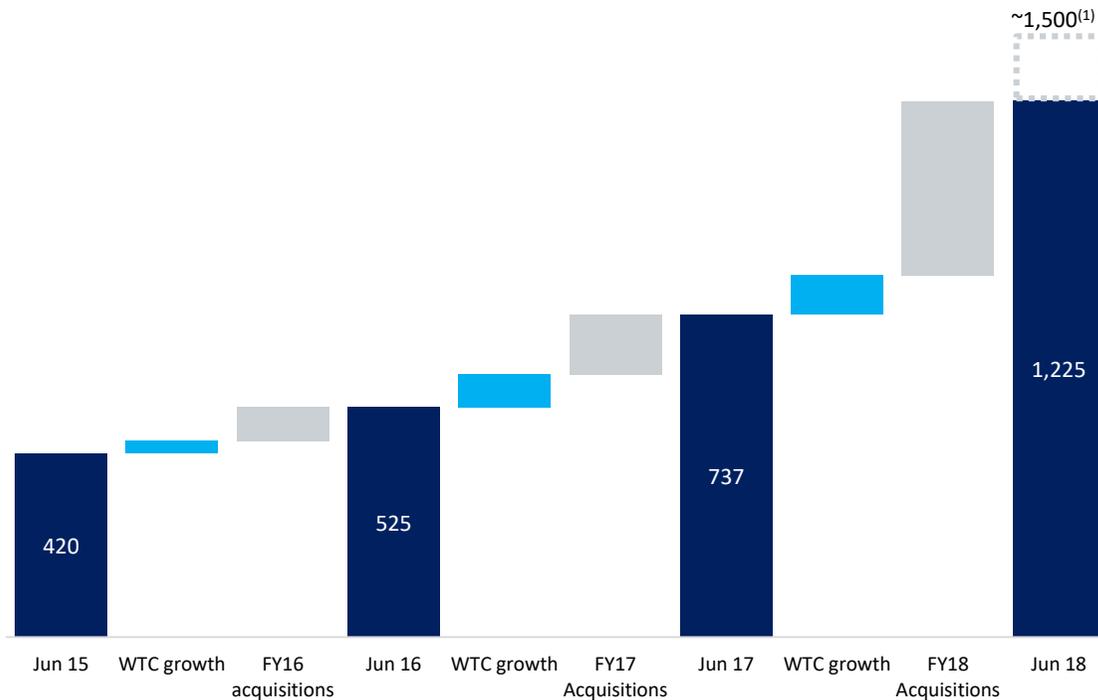
FX rates v AUD	FY18 Actual	FY19 Guidance
GBP	0.58	0.56
RMB	5.07	4.93
EUR	0.65	0.63
NZD	1.08	1.09
ZAR	9.97	10.0
USD	0.78	0.74
TRY	N/A	5.10

Sensitivities	Increase/decrease	FY19 Revenue \$m	FY19 EBITDA \$m
FX rates vs AUD			
USD	+/- 5%	-/+ 5.3	-/+ 3.0
EUR	+/- 5%	-/+ 2.9	-/+ 0.7
ZAR	+/- 10%	-/+ 0.1	Nil
TRY	+/- 10%	-/+ 0.2	Nil

Employees

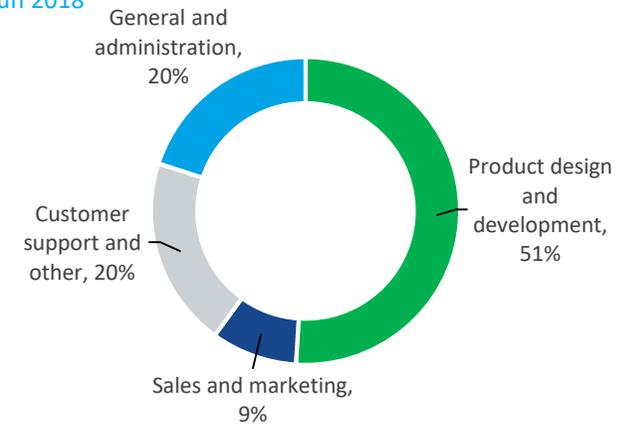
Our diverse, talented workforce has doubled since beginning of FY18

Growth in number of employees



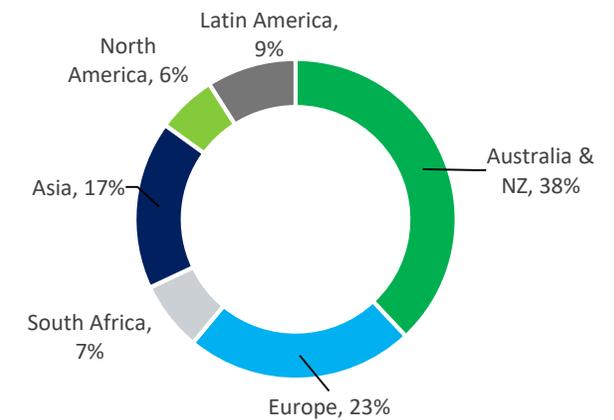
Employees by function

as at 30 Jun 2018



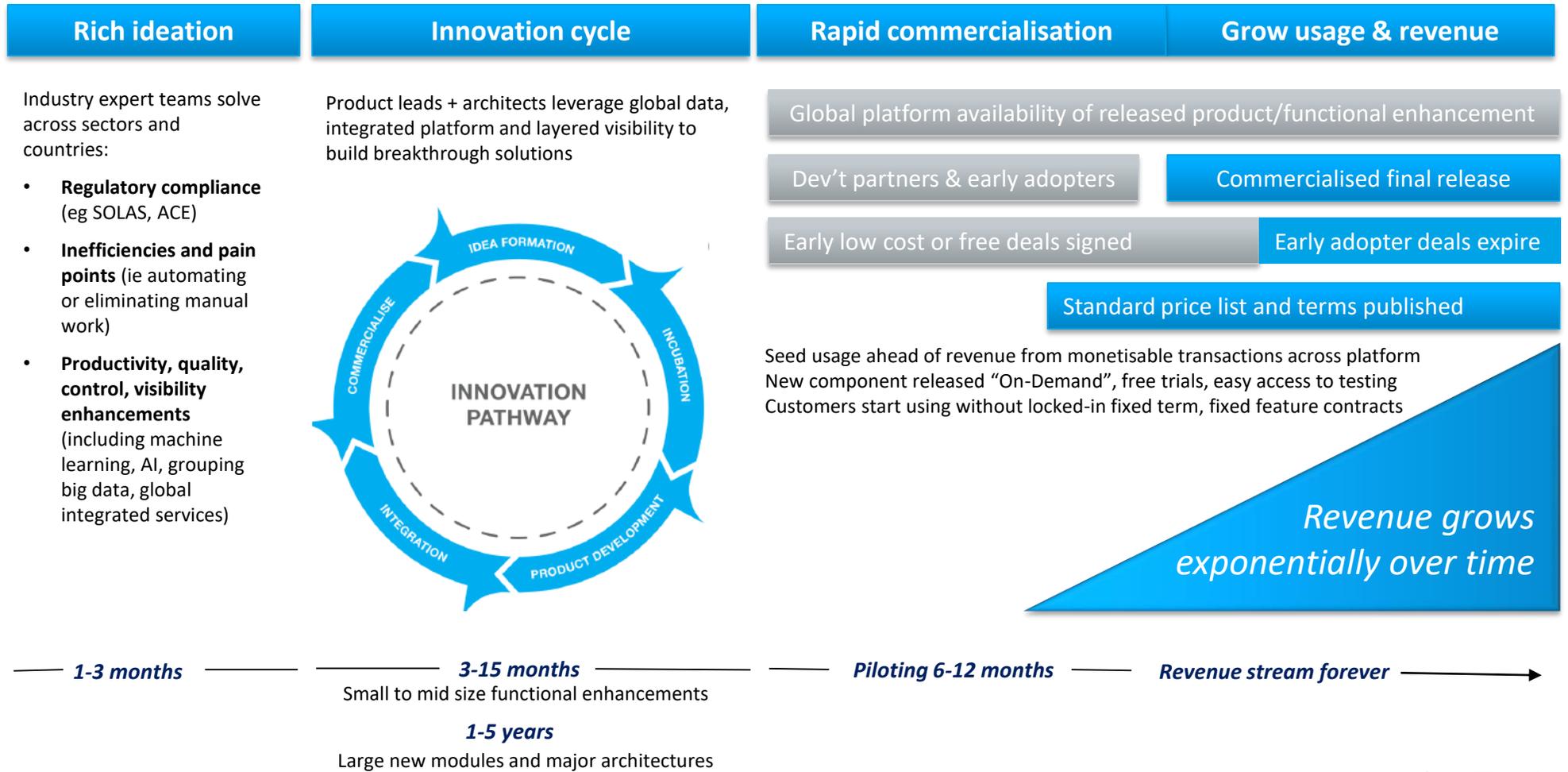
Employees by region

as at 30 Jun 2018



1. Headcount includes FTE from acquisitions announced but not completed in FY2018: Pierbridge, Ulukom, SaaS Transportation, Fenix, Taric, Trinium and Multi Consult.

Product commercialisation and monetisation processes and timeline

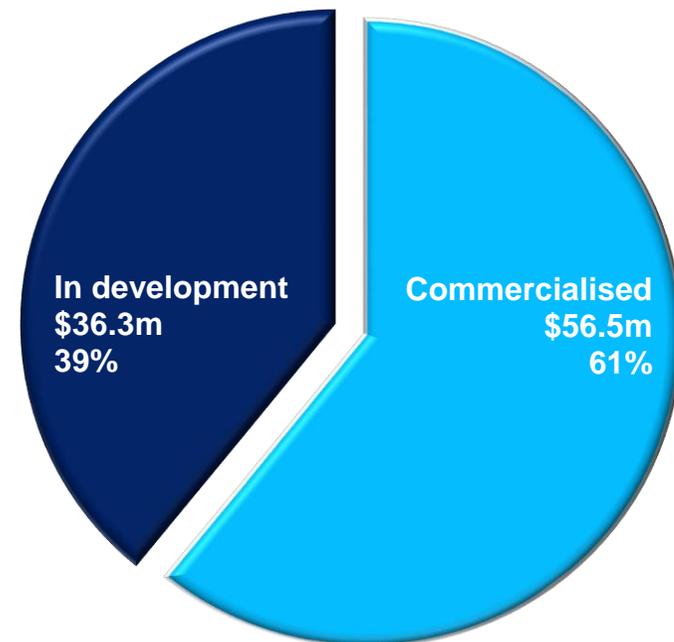


Capitalised development and amortisation

High innovation to commercialisation ratio – product designed for CargoWise One platform + customer base

- Capitalised development comprises:
 - In development – labour and overhead costs relating to the development of new modules and products
 - Commercialised – labour and overhead costs relating to enhancements to existing modules generating revenue
 - Certain specialist external software used within CargoWise One
 - Patents
- Workflow management tool, PAVE, is used to accurately track development hours and activity
- Most commercialised software is amortised over a 10 year period
- FY18 amortisation is \$7.4m
- Total Commercialised \$81.3m life to date, accumulated amortisation \$24.8m
- ‘In development’ will be amortised once commercialised in the future. We undertake impairment testing annually to support recovery of capitalised amounts
- PAVE launched in 1H18, cost transferred from In development to Commercialised

Net book value of capitalised development
30 June 2018



Overview of revenue licensing models, drivers and platform

Customers in transition to “On-Demand”, ultimately move to transaction-based licensing

Nature of revenue:	Recurring revenue 90% ⁽¹⁾				Other revenue 10% ⁽¹⁾		
Revenue categories:	On-Demand 77% ⁽¹⁾			OTL maintenance 13% ⁽¹⁾		OTL & support services 10% ⁽¹⁾	
Licence model:	Seat plus Transaction Licensing (STL)		Module User Licence (MUL)		One-Time Licence (OTL)		Support services
Revenue drivers:	Transactions	Temporary contracted pricing arrangements	Modules used		Services ⁽²⁾	Maintenance	Licence
Price drivers:	<ul style="list-style-type: none"> Price per transaction executed Price per individual user 	<ul style="list-style-type: none"> Fixed monthly rate for limited period Contracted price increases Excess user fees 	<ul style="list-style-type: none"> Price per user Price per module used 		Level of usage	Annual maintenance price per licence	One-time price per perpetual licence
Volume drivers:	<ul style="list-style-type: none"> Transactions executed per month and number of individual users Number and size of customers Activity level of customers 		<ul style="list-style-type: none"> Number of MUL users per month Number and size of customers Activity level of customers 			Number of licences	Number of licences
	Ad hoc revenue such as professional services and training						
FX:	Foreign exchange rates for customers invoiced in foreign currency						
Platform:							
- CargoWise One	✓	✓	✓	✓	✓	✓	✗
- BorderWise	✗	✗	✓	✗	✗	✗	✗
- PAVE/ProductivityWise	✓	✗	✗	✗	✗	✓	✗
- Acquired	✗	✗	Translogix, Compu-Clearing, znet, Bysoft, CMS, ABM Data Systems, CustomsMatters, LSP, EasyLog, Forward, Softcargo	CCN	Translogix, Zsoft, CoreFreight, CCN, Softship, znet, ACO, Bysoft, Digerati, CMS, Prolink, Cargoguide, CargoSphere, Microlistics, Intris, Softcargo	Translogix, Zsoft, Softship, znet, ACO, CMS, Prolink	Translogix, Zsoft, Softship, znet, ACO, Bysoft, CMS, Prolink, Microlistics, ABM Data Systems, CustomsMatters, Intris, LSP, Softcargo

1. Represents percentage of FY18 total revenue.

2. Mainly comprises additional services such as e-Services (connections to commercial information systems) and hosting fees provided to STL and MUL customers. Fees are typically based on the transfer of data or execution of activities contained within each active module.

Acquisition – integration process + value components

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



Acquisition and integration value components



Organic growth accelerated by acquisitions

Small, valuable acquisitions further our growth across geographies and adjacencies

	FY15 and FY16		FY17			FY18			
	Customs China	Customs South Africa	Customs Germany	Customs Italy	Ocean carrier Global	Customs Brazil	Customs tariffs Australasia	Customs Taiwan China	Land transport Australasia
Brand	Zsoft	CCL + CFS	znet	ACO	Softship	Bysoft	Digerati	Prolink	CMS
Staff	75	100	~30	~10	~100	~50	1	~65	~20
Integrate with WiseTech Global	Complete	Complete	Complete	Complete	Collaboration	Complete	Complete	Complete	Complete
Develop product	CW1 suite near completion	Completed	Embedded in development	Embedded in development	-	Embedded in development	Complete	Embedded in development	Next gen land transport in development
Customer conversion	Commenced	Commenced					Complete		

We are continuing to progress our strong pipeline of G20+20 geographic footholds and adjacencies

Organic growth accelerated by acquisitions

Small, valuable acquisitions further our growth across geographies and adjacencies

FY18

	Rates management Global	Rates management Global	Warehouse WMS Asia Pacific North America Middle East	Customs Freight forwarding /WMS Pan-European	Customs Ireland	Customs Freight forwarding /WMS Belgium	Customs WMS Netherlands	Freight forwarding Latin America
Brand	Cargoguide	CargoSphere	Microlistics	ABM Data Systems	CustomsMatters	Intris	LSP	Forward
Staff	~22	~20	~40	20	8	~45	~20	40
Integrate with WiseTech Global	Complete	Complete	Commenced	Complete	Commenced	Commenced	Commenced	Commenced
Develop product	Finish developing existing product FY19	Product and market extensions being developed	Integrated ecosystem commenced	Developing on Universal Customs Engine for European countries	ABM Universal Customs	ABM Universal Customs	ABM Universal Customs	Planning

We are continuing to progress our strong pipeline of G20+20 geographic footholds and adjacencies

Organic growth accelerated by acquisitions

Small, valuable acquisitions further our growth across geographies and adjacencies

	FY18				FY19				
	Freight forwarding Latin America	Customs France	Parcel shipping TMS United States	Customs Turkey	LTL transport United States	Customs Canada	Customs tariffs Spain	Intermodal trucking TMS North America	Customs/Freight forwarding TMS WMS Italy
Brand	Softcargo	EasyLog	Pierbridge	Ulukom	SaaS Transportation	Fenix	Taric	Trinium	Multi Consult
Staff	~30	10	56	35	5	10	75	40	~40
Integrate with WiseTech Global	Commenced	Commenced	Commenced	Commenced	Commenced	Commenced	Awaiting completion	Awaiting completion	Awaiting completion
Develop product	Planning	Embedded commenced in FY19	Integrated ecosystem in FY19	Embedded to start in FY19	Integrated ecosystem to start FY19	Embedded to start in FY19	Embedded to start in FY19	Embedded to start in FY19	Not required as ACO development to be used

We are continuing to progress our strong pipeline of G20+20 geographic footholds and adjacencies

Key operating metrics - WiseTech Global including acquisitions

	FY16 PF	FY17	FY18
Total revenue growth vs prior period	30%	49%	44%
Recurring revenue	98%	93%	90%
On-Demand revenue	83%	83%	77%
Gross profit margin	87%	85%	85%
Product design and development - % of total revenue	20%	18%	19%
Sales and marketing - % of total revenue	15%	10%	10%
General and administration - % of total revenue	22%	22%	21%
EBITDA - % of total revenue	30%	35%	35%
EBITA - % of total revenue	22%	28%	28%
EBIT - % of total revenue	20%	27%	26%
NPAT - % of total revenue	14%	21%	18%
NPATA - % of total revenue	15%	22%	20%
Capitalised development investment \$m	17.7	22.0	35.3
Total R&D \$m	38.8	50.4	76.4
Total R&D - % of total revenue	38%	33%	34%
Effective tax rate	32%	27%	29%

Key operating metrics – WiseTech Global including and excluding acquisitions

	FY16 PF	FY17	FY18	FY18 excluding acquisitions ⁽¹⁾
Recurring revenue	98%	93%	90%	97%
On-Demand revenue	83%	83%	77%	96%
Gross profit margin	87%	85%	85%	91%
Total R&D - % of total revenue	38%	33%	34%	33%
Product design and development - % of total revenue	20%	18%	19%	13%
Sales and marketing - % of total revenue	15%	10%	10%	11%
General and administration - % of total revenue	22%	22%	21%	20%
EBITDA margin	30%	35%	35%	48%

Income statement

\$m	FY16 PF	FY17	FY18
Revenue			
On-Demand	86.2	127.3	171.0
OTL maintenance	15.4	15.1	27.7
OTL & support services	1.7	11.4	22.9
Total revenue	103.3	153.8	221.6
Cost of revenues	(13.1)	(22.7)	(34.3)
Gross profit	90.2	131.1	187.3
Operating expenses			
Product design and development	(21.1)	(28.4)	(41.1)
Sales and marketing	(15.3)	(15.4)	(22.6)
General and administration	(22.3)	(33.3)	(45.5)
Total operating expenses	(58.7)	(77.2)	(109.3)
EBITDA	31.5	53.9	78.0
Depreciation	(4.3)	(4.5)	(7.3)
Amortisation	(4.8)	(5.7)	(8.7)
EBITA	22.4	43.7	61.9
Acquired amortisation	(1.9)	(2.2)	(3.6)
EBIT	20.5	41.5	58.4
Net finance income/(costs)	0.3	2.7	(1.2)
Share of profit of equity accounted investees	0.0	(0.1)	0.0
Profit before income tax	20.8	44.2	57.2
Tax expense	(6.6)	(12.0)	(16.4)
NPAT	14.2	32.2	40.8
Non-controlling interests	-	(0.3)	0.0
Net profit attributable to equity holders of the parent	14.2	31.9	40.8
NPATA⁽¹⁾	15.8	33.6	44.8

1. Net profit attributable to equity holders of the parent before acquired amortisation and contingent consideration interest unwind, net of tax

Reconciliation of statutory operating cash flow to statutory cash flow

- Payments for intangible assets include \$35.2m capitalised development and \$0.1m for payments of patents
- Acquisition of businesses comprises payment for acquisitions and earn-outs
- Proceeds from the issue of shares mainly reflects \$100.6m capital raising and shares issued to trust
- Treasury shares acquired to meet future share-based payment obligations

\$m	FY17	FY18
EBITDA	53.9	78.0
Non-cash items in EBITDA	5.4	9.4
Changes in working capital	4.1	(3.6)
Operating cash flow	63.4	83.8
Income tax paid	(8.5)	(9.6)
Net cash flows from operating activities	54.9	74.2
Payments for intangible assets	(21.9)	(35.2)
Payments for patents	(0.1)	(0.1)
Purchase of property, plant and equipment	(6.9)	(5.0)
Interest received	2.3	1.0
Acquisition of businesses, net of cash acquired	(22.9)	(104.2)
Other investing income	0.3	0.4
Net cash flows used in investing activities	(49.2)	(143.0)
Proceeds from issue of shares	0.9	119.4
Interest paid	(0.3)	(0.6)
Treasury shares acquired	(7.5)	(20.1)
Repayments of finance lease liabilities	(3.7)	(2.2)
Repayments of borrowings	(0.2)	(1.5)
Dividends	(2.9)	(6.0)
Transaction cost	-	(0.1)
Net cash flows from/(used in) financing activities	(13.8)	88.8
Net (decrease)/increase in cash and cash equivalents	(8.0)	20.0
Cash and cash equivalents at 1 July	109.5	101.6
Effect of exchange differences on cash balances	0.1	0.2
Cash and cash equivalents at 30 June	101.6	121.8

Reconciliation from statutory to pro forma income statement

\$m	Note ⁽¹⁾	FY14	FY15	FY16
Statutory revenue		56.7	70.0	102.8
Net impact of acquisitions	1	9.3	9.6	0.5
Pro forma revenue		66.0	79.6	103.3
Statutory NPAT from continuing operations		10.1	10.1	2.2
Net impact of acquisitions	1	1.7	1.5	0.5
Acquisition transaction costs	2	-	0.5	0.5
Incremental listed company costs	3	(2.6)	(2.6)	(1.8)
Offer costs	4	-	0.3	6.7
Net finance costs	5	0.3	0.4	0.8
Employee incentive scheme close-out	6	-	-	4.4
Commission scheme close-out	7	-	-	6.2
Tax impact of pro forma adjustments	8	0.3	0.2	(5.3)
Pro forma NPAT		9.8	10.4	14.2

1. Please refer to notes on following slide for an explanation of these adjustments.

Notes to pro forma adjustments

Summary of pro forma adjustments

1. Represents the pro forma impact of acquisitions as presented in the Prospectus and adjustments for FY16 to remove the impact of CCN for May and June 2016.
2. Represents costs associated with acquisitions completed in the respective period.
3. Includes a full year of estimated costs of being a listed public company.
4. Adds back the costs associated with the IPO, including the FX option cost of \$0.6m.
5. Removes historical finance costs on bank debt, borrowings having been repaid as part of the IPO.
6. Adds back the costs associated with the close out of legacy employee incentive arrangements as part of the IPO.
7. Adds back the costs associated with the close out of legacy sales commission scheme as part of the IPO.
8. Adjusts the tax impact of the pro forma adjustments.

Global 3PLs – 34 of the top 50 global 3PLs⁽¹⁾

The WiseTech Global group offers solutions domestically, multi-regionally and globally



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

Freight Forwarders – large, global customer base

We provide solutions to a diverse group of logistics providers globally including 24 of the top 25⁽¹⁾



1. Armstrong & Associates: Top 25 Global Freight Forwarders List ranked by 2017 logistics gross revenue/turnover.

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

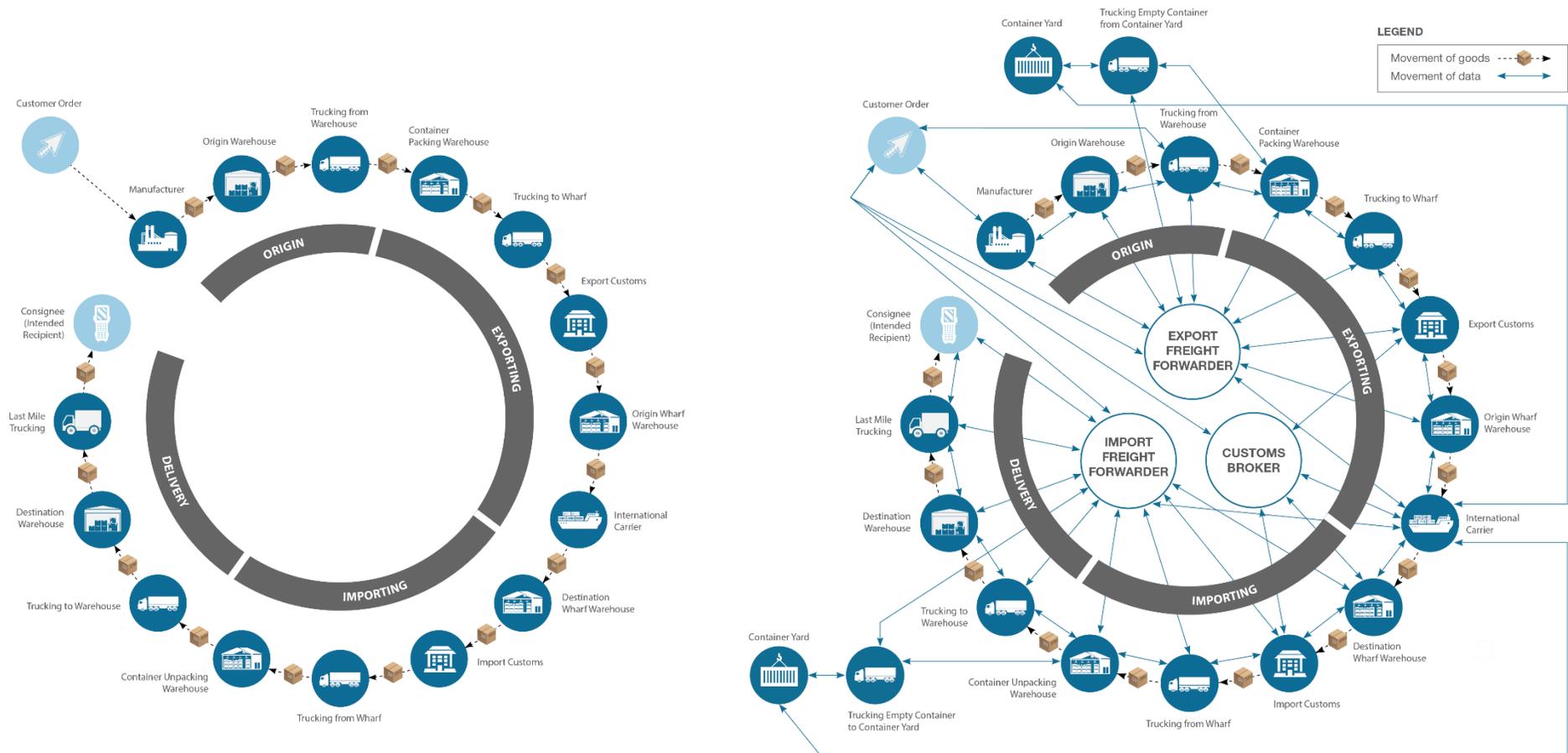
Logistics industry – moving goods and data

Movement of goods requires timely movement of accurate information across the supply chain

A myriad of logistics suppliers are needed across the supply chain.

Information moves ahead of, alongside and behind the physical goods as they move through the supply chain.

Data speed, accuracy, timeliness and quality are essential.



WiseTech
GLOBAL