

WISETECH GLOBAL

FY25 RESULTS INVESTOR BRIEFING

Speakers:

Zubin Appoo, CEO

Caroline Pham, Interim CFO

Richard White, Executive Chair & Chief Innovation Officer

Zubin Appoo CEO

Slide 6 – Highlights

Good morning, everyone. Thank you for joining us for our full year 2025 results briefing and discussion on our future outlook.

Before we begin, I'd like to say how honored and excited I am to return to and lead WiseTech at this pivotal time in our journey. After spending nearly 15 years helping build the foundation of our technology and innovation earlier in my career, I've continued to watch the company's extraordinary growth as a shareholder and now step back in with renewed commitment. With our expanded vision – be the operating system for global trade and logistics – we are broadening our reach from logistics into global trade and across the entire supply chain.

As CEO, my focus is clear: to drive strategic growth, foster a high-performance culture, and accelerate innovation that delivers productivity, efficiency and long-term value to our customers and shareholders. We're building a product-centric, execution-strong organization with a singular purpose to solve the most complex problems in global trade and logistics by delivering world-class products, and to lead the industry with speed, excellence and scale. The opportunity ahead is enormous, and I'm excited for what we'll achieve together.

Now, on to our highlights:

- In FY25, our EBITDA margin rate excluding e2open M&A costs was above the top end of the FY25 guidance range at 53%, up 5 percentage points versus FY24, with a 52% FY25 EBITDA margin exit run rate. This highlights the underlying operating strength of the business and continued momentum we're seeing with our new and existing Large Global Freight Forwarder customers, as they continue to consolidate and expand their use of the CargoWise application suite.
- Our breakthrough products continue to progress towards revenue generation. I'm pleased to share that CargoWise Next rollout is essentially complete. The potential value of Container Transport Optimization has increased, and we have announced a strategic partnership with ACFS Port Logistics, a leading Australian container transport provider, to assist with commercialization and accelerate volume rollout.
- Importantly, our strategic acquisition of e2open is a significant, transformative step for WiseTech and brings further deep domain expertise, expands our product offerings, and grows our total addressable market in the \$11 trillion global trade and logistics industries. Integration activities have commenced and are on track. We're pleased to see strong alignment across

teams as we engage in deep dive knowledge sharing. As next steps, we will rapidly act on operational and product synergies that will bring customer and shareholder value.

- And our new CargoWise commercial model is ready to roll out and is expected to drive long-term product adoption, deeper market penetration, and additional value creation through deep AI workflow and management opportunity, further embedding CargoWise's extensive capabilities across the global supply chain.

I want to thank the WiseTech team, now numbering over 7,000 people around the world. The game-changing innovations we have delivered over the past 30+ years, and the future value we will deliver to our customers, the industry and our shareholders, are all driven by this talented team of people. It's exciting to lead this growth and be a part of this journey with you.

Slide 7 – FY25 financial performance

Turning to our financial performance on the next slide.

In FY25, overall, revenue was broadly in line with expectations. We delivered total revenue of \$778.7 million, an increase of 14% on FY24. Organically, total revenue grew by 13%.

CargoWise revenue grew organically by 17% to \$682.2 million, 18% reported, with recurring revenue at 99%.

EBITDA was up 26% excluding e2open M&A costs to \$409.5 million, with the corresponding EBITDA margin rate up 5 percentage points to 53%, and our reported EBITDA margin rate increased to 49%.

Underlying NPAT of \$241.8 million was up 30% and free cash flow of \$287.0 million was up 31% on FY24.

The Board determined a final dividend of 7.7 cents per share, up 24% on FY24, representing a payout ratio of 20% of Underlying NPAT.

To summarize, FY25 was a year where we focused on laying the groundwork for the next phase of our growth. These results reflect a solid financial foundation and demonstrate the resilience and scalability of our business model, ongoing discipline, operational strength, and commitment to sustainable value creation – positioning us strongly for the opportunities ahead.

Caroline will now take you through our FY25 financial performance in detail.

Caroline Pham, Interim Chief Financial Officer

Slide 8 – FY25 financial review

Thank you, Zubin and good morning, everyone. It's great to be speaking with you today.

Slide 9 – FY25 financial results

I'll start with an overview of our financial performance. Overall, revenue was broadly in line with our expectations.

As Zubin mentioned, we grew total revenue by 14%, with CargoWise revenue up 18%. This included organic CargoWise revenue growth of 17% and \$19.2 million from M&A in FY24 and FY25, partially offset by a \$2.4 million FX headwind.

Gross profit was up 17%, with a gross profit margin of 87%, up 2 percentage points.

Excluding \$27.9 million of M&A costs related to e2open, EBITDA was up 26% to \$409.5 million, with the corresponding EBITDA margin of 53%, up 5 percentage points on the previous year. This was **ahead** of

expectations driven by our cost efficiency program and continued operating leverage. Our FY25 EBITDA margin exit run rate was 52%, 1 percentage point lower due to a one-time benefit in FY25 from favorable commercial contract resolutions not expected to recur in FY26.

Our reported EBITDA was up 17% and EBITDA margin was up 1 percentage point to 49%.

EBIT also grew by 17% reflecting an increase in depreciation and amortization as we continued with our strong R&D investment program for CargoWise to drive future revenue growth.

Our net financing costs reduced to \$3.5 million during the year from continued strong free cash flow generation.

Underlying Net Profit after Tax of \$241.8 million was up 30%, which excludes M&A costs, and you can see the reconciliation to Statutory NPAT in the appendix. Underlying EPS was up 30%.

Slide 10 – FY25 revenue growth

On this slide you can see the split between recurring and non-recurring revenues, and between the CargoWise and non-CargoWise revenues.

Recurring revenue grew by 16% or \$104.3 million. This excludes \$4 million in FX headwinds. The growth in revenue was driven by Large Global Freight Forwarder rollouts including increased usage by new and existing customers, price increases to offset impacts of inflation and to generate returns on product investment, new product releases and FY24/FY25 M&A.

CargoWise revenue was up \$94.5 million or 17% organically. \$82.7 million of this was from existing CargoWise customers and \$11.8 million from new customers. It also includes \$12.3 million from M&A over the past two years.

Non-CargoWise revenue included \$2.6 million from FY24/FY25 M&A and overall continued to decline as expected related to earlier acquisitions.

Slide 11 – FY25 operating expenses

Here, you can see that overall operating expenses for FY25 as a percentage of revenue were down 3 percentage points from FY24, excluding e2open M&A costs. This was driven by savings from our cost efficiency program, which achieved \$40 million in annual run rate savings, exceeding our target of \$33 million, with \$24 million net cost out in FY25 on top of the \$9 million net cost out we delivered in FY24.

Product design and development expenses increased by \$5.5 million on FY24, reflecting continued CargoWise innovation and development.

We will continue to monitor product design and development expenses in the future as the benefits of AI are realized in our development processes.

Expenses supporting maintenance of non-CargoWise platforms represented 19% of total PD&D expenses, down 2 percentage points on FY24. We expect to see further reductions in the future as these platforms are re-written or consolidated onto CargoWise.

Sales and marketing expense decreased by \$8.2 million on FY24 or 2 percentage points of revenue, largely reflecting benefits from the cost efficiency program. We continue to focus on the Top 25 Global Freight Forwarders and top 200 global logistics providers, in addition to deeper future SME market penetration from the new CargoWise commercial model.

Excluding one-time e2open M&A costs of \$27.9 million, general and administration expenses as a percentage of revenue was 14%, flat with FY24. FY25 G&A includes operational investments to support future growth as well as legal and advisory costs including the Board review and shareholder class action defense costs.

Slide 12 – FY25 research and development

Turning to the next slide, you can see our continued R&D investment in product innovation, a key differentiator and value driver for the Group.

Our overall investment increased by \$21.7 million or 9% of FY24, reflecting hiring and investment in the CargoWise platform. However, this was diluted by acquired businesses as reflected in the slightly lower percentage of overall revenue.

55% of our FY25 R&D investment was capitalized, up 2 percentage points on FY24, in line with our target range, due to increased development process efficiency and continued investment in future products, which can be seen in development costs for work in progress R&D increasing by 52% to \$84.7 million as at June 2025. As we continue to refine our development processes and look to deeply integrate AI, we expect to deliver consistent outcomes with greater efficiency, meaning development momentum and outcomes will remain strong, even if R&D spend moderates.

In FY25, we delivered 1,226 new product enhancements on the CargoWise application suite, bringing total enhancements delivered to more than 5,700 over the last five years from a total investment of nearly \$1 billion.

Moving forward, capitalized development is expected to be approximately 55% in FY26 and we will continue to monitor the future benefits of AI to capitalized development.

Slide 13 – FY25 balance sheet

Moving to the next slide, you'll see how the balance sheet and significant liquidity available provide an excellent platform for future growth.

As at 30 June 2025, our strong operating and free cash flow generation increased cash to \$167.4 million.

Receivables remained steady at \$94.9 million due to one-time favorable commercial contract resolutions in FY25 offsetting the underlying growth.

Intangible assets grew \$222.5 million with \$99.2 million from continued investment in capitalized development and an increase of \$130.4 million in goodwill and other intangible assets reflecting recent M&A partially offset by acquired intangibles amortization.

Following the recent e2open acquisition, we expect significant changes to these line items going forward. As part of the purchase price allocation, work is ongoing to finalize the intangible asset values, which is expected to be finalized in 2H26. As such, figures at 1H26 may still reflect preliminary estimates.

In July 2025 our previous unsecured debt facility of \$327.3 million was replaced with a new, unsecured \$3.0 billion syndicated debt facility to support the e2open acquisition, refinance existing debt and provide additional liquidity. The \$3.0 billion syndicated debt facility was underwritten by nine leading domestic and international banks. Subsequently, we undertook a market syndication of the facility, which was successfully completed in August to a strong group of more than 15 additional syndicate

banks. On 30 July 2025, \$2.4 billion was drawn to complete the e2open acquisition on 4 August 2025 and repay our previous debt facility.

The \$15.1 million increase in share capital is mainly due to new shares issued to the Employee Share Trust to fund our employee equity program offset by a \$57.8 million movement arising from our functional currency change to USD from the start of this year, reflected in the currency change reserve.

Importantly, our employee equity program is a key component of our remuneration framework to support staff retention, attract high-quality talent and encourage long-term value-creation across our workforce. As at 30 June 2025, we had over 90% of our employees holding shares or share rights.

Slide 14 – FY25 cash flow performance

Lastly, turning to our FY25 cash flow performance.

Operating cash flows increased by 25%, demonstrating the strength of our highly cash-generative operating model.

Our operating cash flow conversion rate of 114% is up 7 percentage points on FY24, reflecting higher accrued M&A expenses and benefitting from the one-time favorable commercial contract resolutions.

Free cash flow was up 31 per cent to \$287.0 million and free cashflow conversion was up 8 percentage points on FY24 to 75%.

We continue to reinvest more of our cash into long-term growth, with \$149.5 million primarily invested in product development and new data center capacity including acquisition of a data center building in the U.S.

Taking the sum of our total revenue growth and free cash flow margins, we delivered a Rule of 40 of 51% in FY25, down 5 percentage points due to first time consolidation of Envase and Blume revenue in FY24.

So, to sum up, we delivered a strong margin performance ahead of expectations and cash flows providing excellent liquidity to continue funding our long-term growth.

Slide 15 – WiseTech and e2open pro forma revenue and EBITDA

Before I hand back to Zubin, it's important to highlight the combined WiseTech and e2open pro forma revenue and EBITDA for FY25, particularly in the context of our FY26 guidance which Zubin will cover later.

The starting point is e2open's last four reported quarters. We've included adjustments to align it to the WiseTech fiscal year-end of 30 June and accounting policies including US GAAP to IFRS. There is minimal impact to revenue, whilst for EBITDA, e2open's FY25 pro forma EBITDA is \$169.3 million with an EBITDA margin of 28%. This, combined with the WiseTech FY25 reported figures excluding e2open M&A cost, result in a total combined pro forma FY25 revenue of almost \$1.39 billion, EBITDA of \$578.8 million and an EBITDA margin of 42%.

It is important to note that e2open's previously published Adjusted EBITDA metric is not consistent with WiseTech's EBITDA measurement, which is why we have provided this pro forma view to add clarity to users of this information and our FY26 guidance.

I'll now hand back to Zubin.

Zubin Appoo, CEO

Slide 16 – Strategy, innovation & growth

Thanks, Caroline.

Slide 17 – WiseTech's 3P strategy

As highlighted in May this year, our expanded strategic vision is to be the operating system for global trade and logistics. This is a clear signal to acknowledge the significant expanded opportunity the e2open acquisition brings to WiseTech. While broadened, it still stays true to our long-standing vision and the impact we bring to the logistics and supply chain industries.

This vision drives every decision we've made and will continue to shape the outcomes we deliver. It's our people that drive the successful delivery of our 3P strategy – product, penetration, and profitability. The impact for our customers can be seen in increases in their productivity, driven by significant automation delivered through our products.

Over the years, this consistent and focused approach has been the foundation of our success. It has enabled us to deliver on ambitious objectives, integrate disruptive technologies, and build the scale and depth that lead the industry.

Through a combination of a highly skilled global team, disciplined investment, and strategic acquisitions, these strengths have enabled us to solve some of the most complex logistics challenges, bringing the largest global freight forwarders onto our CargoWise application suite.

Now it's time for WiseTech's next frontier. We have an opportunity to set a new and accelerated growth trajectory for the long-term future. One that embraces the strength of the foundations we've laid, while driving with positive urgency the vast opportunities ahead of us to capture new markets, adopt disruptive technologies, and create solutions that the industry does not yet know it needs.

Slide 18 – Revenue growth drivers

Our flagship product, CargoWise, is foundational to this growth. Since IPO nine years ago, CargoWise recurring revenue has grown by \$615.2 million at a 31% compounded annual growth rate on a constant currency basis. This has reduced from a compounded annual growth rate of 33% in previous years due to lower organic revenue growth in FY25 from product delays as previously disclosed during the year.

Large Global Freight Forwarder rollouts are still a very significant driver for CargoWise recurring revenue growth.

Looking at FY26 and beyond, we expect future CargoWise recurring revenue growth to continue to be driven by Large Global Freight Forwarder rollouts, further penetration of new and existing products and features, the launch of our new CargoWise commercial model, as well as many ongoing R&D investments delivering additional new products including AI. I'll be speaking about some of these initiatives in detail.

It's also important to note that we will continue to look at opportunities to accelerate our growth through M&A to grow and scale our product development capability and our ability to drive deep productivity and efficiency into our markets.

Slide 19 – E2open expands our ecosystem and extends our vision

This slide highlights an important change that brings together the full breadth of our ecosystem – combining WiseTech’s deep capabilities across global logistics with the additional verticals and market reach we’ve gained through the acquisition of e2open.

This clearly demonstrates that, together, we now cover the complete spectrum from demand to supply – giving us a unique end-to-end offering across the global supply chain.

When you look at that in the context of the \$11 trillion global logistics industry, this represents significant potential for additional automation and cost efficiency.

Now, by bringing e2open’s capabilities into our ecosystem, we aim to connect all supply chain participants, including exporters, importers, brand-owners, manufacturers and ocean, air, rail and road carriers, terminal operators, warehousing, customs border agencies and trade regulators, as well as banking and trade finance participants. This is truly transformational – it builds a multi-sided marketplace that brings all the players in trade, logistics execution and the supply chain to a single place – powered by WiseTech.

This means we can build truly connected data flows, deep integrations that drive efficiency into the end-to-end flow of goods and extract value from this for our shareholders.

Along with our traditional market of international freight forwarding, e2open now provides a product suite and customer network that accelerates WiseTech’s strategy by at least a decade, and you can see exactly where we will be extending our focus and capability across global trade and the supply chain. Through the integration and linking of data and processes, we will bring control, visibility and predictability across the whole value chain, with integrations, capabilities and optimizations that improve productivity and drive efficiencies, all while delivering cost savings and significant benefits.

We’ve also signed a strategic government contract with the New Zealand Customs Service to digitize the maintenance of the working Tariff of New Zealand. During the early phase of this project, WiseTech is releasing, at no cost to users, the BorderWise NZ Community Edition. This is a logical step in our goal to digitally connect all users within global trade and logistics, driving greater productivity and efficiencies across the industry. We intend for this model to be replicated to other countries across the globe.

Slide 20 – Container Transport Optimization

Let me now turn to Container Transport Optimization, or CTO.

Container Transport Optimization represents a major step forward in addressing one of the industry’s most persistent challenges – the inefficiencies and sub-optimal scheduling of container movements. By applying advanced optimization algorithms CTO will enable transport companies, shippers, and logistics providers to maximize efficiencies across container movements, reduce unnecessary and inefficient container movements and truck journeys, and significantly lower both operating costs and environmental impact.

The benefits will be significant. For the industry, this translates to fewer empty runs or “dead legs”, improved delivery reliability, better asset use, and reduced carbon emissions – all of which are increasingly important to both customers and regulators. And because CTO will be fully integrated into the CargoWise platform, it will allow supply chain partners to collaborate on these optimizations in real time. Importantly, for shareholders, this means a new revenue stream that will be driven by the

significant efficiency and therefore cost improvements CTO delivers to shippers, importers, exporters, logistics service providers, land transport companies and terminals.

Providing sophisticated, optimized, automated planning, predictable execution, and real time data – CTO doesn't just make operations more efficient; it will create a substantial competitive advantage for those who adopt it early, driving higher margins and service quality – whilst delivering a slice of that value creation to WiseTech.

We note that, while there have been delays in launch, in part, this is a result of expanded optimizations and access to even larger data sets that will broaden CTO's scope and extend its potential value. Along with CargoWise's existing container visibility, the addition of e2open and INTTRA adds nearly 40 million additional containers across the supply chain, further lifting the efficiency gains through higher levels of export "matching".

Yesterday we announced a significant partnership with ACFS, a leading container logistics operator in Australia with blue chip customers including Kmart, Bunnings, Coles Group, Woolworths Group and Aldi . Under the partnership, ACFS will work with WiseTech to implement CTO to optimize container movements across its operations and infrastructure including drivers, trucks, trailers, gates and terminals.

Initial launch will be the east coast of Australia and revenues are expected in the first half of FY26. We expect continued product and commercial model maturation into FY27 and beyond, supporting strong growth as we add additional countries, container transport operators and port locations.

Slide 21 – AI Workflow Engine uses Agentic AI Personas

Now, to Agentic AI across WiseTech and within our products. AI will be central to our products, to our CargoWise customers' productivity, and to the way WiseTech builds its products and runs its business operations and management.

Leveraging our existing CargoWise workflow engine, which is the backbone of all work processes throughout CargoWise, our agentic AI-enabled workflow automation will be a game changer for our customers and the industry. Integrating directly into CargoWise operations, AI Workflow will use AI personas that understand job roles and skills that automate processing of many aspects of trade and logistics. Our agentic AI-enabled management engine will create wide span management of people, processes and service provision, reducing or removing human bottlenecks, allowing execution of many standard work processes – nearly all without human involvement. The Agentic AI can work 24/7 at a fraction of the cost of manual actions.

The operational agents within the workflow can perform specific skilled tasks and roles which will dramatically improve our customers' speed, accuracy and productivity and the ability to scale without proportional increases in headcount.

On this slide, you can see an early example operational workflow for an import customs entry. From ingestion of documents through to invoicing, each task step is driven and completed, quickly and at near zero cost, by an AI agent. Where specific human analysis or human verification is required as part of regulatory or process requirements the AI Workflow engages live operators to complete that obligation.

Slide 22 – AI Management Engine

On this slide you can see an example AI Management Engine with a review task related to container movement – including the different AI personas that manage specific tasks. The AI Management Engine will sit across the system, monitoring for errors, exceptions, analyzing operational data, and initiating the corrective actions such as escalating problems, triggering corrective or avoidance actions and ensuring customer service level agreements are not breached – tasks that previously required significant and repetitive human intervention and were always incredibly difficult to do with quality at scale. These specialized management agents with defined tasks, skills and knowledge can be scheduled to run reviews at any interval – minutes, hours, days or months and targeted to global, country level or customer specific checks, so a variety of manual checks and corrections can be now automated, freeing managers for high function activities.

I'm pleased to share that we are in discussions with a number of large customers to enter into transformative AI partnerships to implement the AI workflow and AI management engines. This will mark a major step toward reshaping logistics workflows.

Slide 23– New CargoWise commercial model

Now onto our new CargoWise commercial model, which represents one of the most significant shifts in our business model since the inception of CargoWise.

Historically, our pricing has been based on a seat-plus-transaction model – meaning customers pay a per-user license for all major modules alongside transaction-based charges for each value creating transaction. While this model has served us well, the landscape is changing rapidly. The advent of advanced automation and AI – particularly the automation of entire workflows, means customers can now achieve the same or greater output with far fewer human operators. A traditional seat-based model is not well suited to this significant AI productivity improvement. And so, our pricing model must evolve.

Our new model removes the per-seat component entirely. Instead, customers will pay a single, all-inclusive per transaction price for the new CargoWise Value Pack that covers all core and many extended capabilities.

The new model directly aligns pricing with value delivered, not headcount, removing a key barrier to adoption of new features in CargoWise. Second, it brings transparency to software costs – our charge is a tiny percentage of the transport costs and of the total landed cost of goods.

For our customers, the benefits are clear. They will gain unrestricted access to a whole of operations package with all the essential productivity and functional capabilities – including our whole international freight forwarding, Customs and Compliance suite, our new AI workflow and management engine, ComplianceWise, Transit Warehouse, electronic documentation and many other functions, modules and new features available only within the CargoWise Value Pack within CargoWise Next– all driving significant productivity and efficiencies without any user or seat costs.

This new model is highly attractive for our large customers, and for small and medium-sized enterprises, a segment where we previously had limited reach due to the previous existing licensing model. That barrier is now removed.

Over time, as customers increase their transaction volumes – either through organic growth, automation gains, or by consolidating more of their operations onto our platform – our revenues scale accordingly. The model is inherently aligned to value-generation and growth in customer throughput.

We expect the new CargoWise commercial model to begin initial rollout in 1H26 and roll out rapidly given the strong value proposition to our customers.

Slide 24 – e2open transformative acquisition

As I mentioned earlier, the acquisition of e2open is a truly transformative step for WiseTech that is yet another significant driver of sustainable, long-term growth.

At its core, this acquisition is about unlocking opportunities to:

- enter important new markets with significant reach into our new customer segments
- strengthen our end-to-end product offerings,
- Build a multi-sided marketplace in which customers and suppliers participate in highly efficient digital straight through processing.
- add to our deep knowledge and expertise through the e2open team, and
- drive scalable innovation by combining our product strengths.

WiseTech can now drive deep productivity improvements and efficiencies using disruptive technology into every single aspect from supply and manufacturing, through the logistics and transport processes and into demand. This expands our total addressable market, our product reach and our ability to add value to the trade and logistics industries.

Slide 25 – E2open integration

As with all of our integrations, this will be a deliberate and thoughtful process. We completed the acquisition on the 4th of August and while our long-term goal is full alignment, from culture and systems to product and commercial strategy, over the next few months we will take time to get to know our new team members, operating principles, and bring our teams, products and strategies together.

At a high level, we're focused on:

- **Aligning our cultures** around shared values and principles
- **Centralizing business functions**
- **Consolidating our product roadmaps** with a shared product-led strategy
- **Exploring commercial and revenue opportunities** across both customer bases, and
- **Installing our productivity processes** to streamline how we work.

I want to thank and congratulate Mark Hall, who has taken on the added responsibility of being the CEO for e2open. Mark's role will focus on leading successful integration as we bring together our teams, driving efficiencies, and identifying product, revenue and cost synergies, as we build toward a stronger, unified organization.

Working together with external advisors, our integration plan is well under-way. On the slide you can see the three horizons we are working towards.

While services are part of the e2open business, we expect services revenue to decline as we gradually move the professional services to our more than 700 strong Partner Network as we have done with other acquired businesses, driving trust and value in our partner community and allowing WiseTech to focus on product innovation and excellence.

We're also targeting a \$50 million run rate cost synergy by the end of FY27 and we see clear opportunities to drive ongoing additional AI cost savings over the next few years.

Revenue and product synergies are becoming much clearer now that we have the e2open team working closely with us and we see significant opportunities ahead to build a truly connected multi-sided logistics and trade marketplace.

Slide 26 – Penetration

In terms of penetration, we secured two Top 25 Global Freight Forwarder rollouts in FY25 with Nippon Express and LOGISTEED, our best year for Top 25 customer wins. This highlights the significant value that CargoWise brings to this industry. Also, importantly, based on relative size, these two rollouts represent substantial growth in our penetration across large global freight forwarders, adding more than 3 times the expected users versus the total wins in FY24. We now have 14 Top 25 customers on CargoWise global rollouts, with the remainder mostly using their own in-house legacy systems. When you include the expected impact of the new AI Workflow and AI management engines we have a significantly improved opportunity for CargoWise wins.

Three new organic global rollouts that are now 'In Production' are SPARX, MOL Logistics, and Mondiale VGL, meaning we now have a total of 55 Large Global Freight Forwarder rollouts. Note that the 13 Large Global Freight Forwarders that are 'Contracted and In Progress' have less than 25% of their expected users currently live on CargoWise, so, again, further clear revenue growth already locked in.

Industry consolidation through M&A continues to benefit our customers and CargoWise sales. For example, the integration of DB Schenker by DSV, shows the growing penetration of CargoWise without the need for a new commercial contract or process.

Slide 27 – Large Global Freight Forwarder rollouts driving revenue growth

On this slide, you can see the revenue growth trajectory from our Large Global Freight Forwarder rollouts.

From a revenue perspective, the 42 global rollouts 'In production' have delivered a compounded annual growth rate of 36% since FY16, with Top 25 Global Freight Forwarders growing at a CAGR of 39%.

Looking ahead, there are a number of future growth drivers including the 13 global rollouts 'Contracted and In Progress', which include five of the Top 25, growing at a compounded rate of 108% since FY21.

The size of the expected user base signed but not currently live on CargoWise has increased by 125% on FY24 with the addition of the two new Top 25 wins with Nippon Express and LOGISTEED during the year.

Slide 28 – Profitability

On to profitability, our focus is to drive shareholder returns through our high growth and scalable SaaS model while delivering strong profitability and operating cash flow generation.

Our company-wide efficiency program has exceeded its target of \$33 million and achieved \$40 million annual run rate savings with \$24 million net cost out in the year.

In June we started a phased restructuring program focused on building high-productivity and high-efficiency teams and ensuring that we are well-positioned to take advantage of the significant advancements in AI. This will help to drive efficient investment focused on product development to

deliver future growth and expanded returns, targeting annual run rate EBITDA savings of \$18 million by end of FY27, including capitalized development savings.

Slide 29 – Outlook

This leads me to our guidance for FY26 and our continued sustainable, long-term growth outlook. Our guidance is based on the assumptions we've set out here and in the appendix of our investor presentation.

Slide 30 – FY26 guidance

Assuming there are no material changes to these assumptions and no unforeseen events that arise prior to 30 June 2026, we expect to deliver revenue of \$1.39 billion to \$1.44 billion, representing revenue growth of 79% to 85%. CargoWise revenue is expected to grow between approximately 14 to 21% in FY26, and we expect FY26 to be 3 percentage points more weighted to the second half than in FY25 due to the launch and roll-out of new products and the new commercial model.

E2open revenue is included from the 4th of August 2025. Initial e2open estimates for the year ended February 2026 are adjusted for an expected reduction in professional services, as we align, as with other acquired businesses, to the WiseTech partner model, and reflects our long-term strategic focus on recurring revenue.

EBITDA margin rate is expected to be in the 40% to 41% range.

In terms of FY26 EBITDA, we expect to deliver \$550 million to \$585 million, representing EBITDA growth of between 44% and 53%, with the FY26 EBITDA margin exit run rate expected to be 43 to 44%.

To provide additional transparency we've included an FY25 pro-forma slide that Caroline explained earlier, which should be read in conjunction with FY26 guidance.

Slide 31 – Business model and strategy delivering sustainable shareholder value

We have consistently delivered a strong track record of sustainable revenue, EBITDA, and cash flow growth since our listing.

Achieving 30% revenue CAGR, 37% EBITDA CAGR, and 45% free cash flow CAGR demonstrates the focus on our strategy and the strength and resilience of our business model.

It's important to note that as we've seen over time, while our larger strategic acquisitions are being integrated, our near-term EBITDA margins will be lower, however this does recover as we optimize and align to the WiseTech model.

We now have an opportunity to accelerate and drive a new era of growth through our focus on delivering new products for our customers that use disruptive technologies to drive efficiency and productivity.

As I said at the start of the presentation:

- our EBITDA margin rate was slightly ahead of expectations, highlighting the underlying operating strength of the business.
- Our breakthrough products continue to progress towards revenue generation, with the CargoWise Next rollout essentially complete. The potential value of Container Transport Optimization has increased and we have announced a strategic partnership with ACFS Port Logistics.

- Our strategic acquisition of e2open represents a transformative step for WiseTech, significantly increasing our total addressable market.
- And our new CargoWise commercial model will drive long-term revenue growth, product adoption, deeper market penetration, reduced friction and additional value creation through deep AI workflow and management engine opportunity, further embedding CargoWise's extensive capabilities across the global supply chain.

Looking ahead, we see an incredibly exciting future for WiseTech. We are positioned at the forefront of innovation in the global logistics, trade and supply chain industry.

The advances I discussed today are not just incremental; they will reshape how our customers operate, drive large-scale automation, unlocking efficiency, productivity, accuracy, and scale that were previously out of reach. Coupled with our proven ability to integrate and expand across our growing ecosystem, we have the capabilities, the technology, the people and the execution track record to seize the significant opportunities before us – both in our core segments and in entirely new segments we are now equipped to help revolutionize.

As a high-performing team, we work with urgency, we are decisive and own the outcomes. We will push boundaries, challenge the status quo, focus on the most impactful work and constantly strive to be productive and efficient. This is how we will approach our new frontier of growth and success.

Our deep commitment to delivering innovation and powerful products to our global trade and logistics customers is our recipe for success.

As we continue to deliver on our vision, the many opportunities along our way to sustainable, long-term growth are clear. Our products and investments are continuing to add value to our customers and drive recurring revenues for WiseTech deeply aligned to their growth. The new markets we are entering expand our addressable market materially, while our innovation pipeline ensures we remain the partner of choice for the industry's leaders. For our shareholders, this means ongoing value creation: strong, resilient revenue growth, expanding margins through efficiency, and a business model built to thrive in an evolving, technology-driven logistics landscape.

We are confident that the strategy we're executing today will continue to deliver on the strong growth of our business and create strong, long-term shareholder value.

We will be holding an investor day in December this year where we'll provide updates on the initiatives I've spoken about today.

Before we open for questions, I'd like to ask Richard, who continues to drive our product innovation, to say a few words.

Richard White, Executive Chair and Chief Innovation Officer

Slide 32 – Chief Innovation Officer update

Thanks Zubin, and good morning, everyone.

I want to start by saying how energized I am about the future of WiseTech. Our purpose as a business to transform global trade and logistics with product innovation has remained steadfast for more than three decades. It's a purpose I am incredibly proud of.

Today, as Executive Chair and Chief Innovation Officer, I remain deeply committed to driving our long-term product vision, innovation and strategic investments. WiseTech is my life's work, and I could not be more passionate about, or committed to, the road ahead.

One of the most important steps we have taken this year is appointing Zubin as our CEO. Zubin brings an outstanding blend of technology thinking, leadership, deep product knowledge and understanding of our culture. Witnessing the passion and drive he has already brought to the business, and the focus on urgency, delivery, product innovation and building culture, fills the Board and myself with confidence.

Alongside our senior leadership team, Zubin is positioned to drive enhanced business execution, while I focus on short and long-term innovation and product driven value creation. Working together with Zubin has always been a true pleasure, and our new working partnership strengthens WiseTech for the next phase of growth and ensures we continue to deliver strong returns for shareholders and value for customers for many years to come.

We have also made significant progress on Board renewal, with the appointment of four independent directors since late March, including a Lead Independent Director – ensuring robust governance, accountability and diverse skills, experience and perspectives to guide our future.

Slide 33 – Product innovation update

Since I returned in February and especially since Zubin rejoined, originally as Chief of Staff, and now as CEO, the team has accelerated, innovated and executed at an incredible pace. Here are the headline list of product innovations, growth vectors and business accelerators:

- The CargoWise Next rollout – now essentially complete.
- The CargoWise AI Workflow Engine and the AI Management Engine – due in first half FY26.
- The e2open acquisition completed on August 4th – far faster than many expected.
- The enhanced CTO model amplified by e2open's INTTRA container data and further optimizations.
- For CTO rollout and commercialization, we have announced a strategic partnership with industry leader ACFS, a leading Australian container transport provider.
- The new commercial model – now called the "CargoWise Value Pack" – allowing better market access and growth into small, medium and large customers enhanced by the AI Workflow Engine and Management Engine.
- The Customs Tariff Management Portal – initially for New Zealand (NZ) – a product and model that we will develop, enhance and market across the world to other governments and border agencies.
- The BorderWise NZ Community Edition provided at no cost under the NZ Customs Service contract to all those involved in international trade and transport in New Zealand.
- Our initial evaluation of the e2open product suite and the leverage of those products – which include many products that we see as "diamonds in the rough" or already cut and polished diamonds.
- For the first time, the opportunity to combine the enormous data sets that WiseTech and e2open bring, to develop a new revenue line monetizing aggregated trade economic indicators

for investors, analysts and other customers and agencies that need early predictive economic trends.

Additionally, within WiseTech itself we have focused on a combination of increasing execution at the same time as increasing efficiency and effectiveness of that execution by the use of AI in:

- the WiseTech software and product development process – which is seeing early results that show significant improvements, infusing AI automations into design, coding, and the quality and security of the products we create.
- and because we use a specialized version of CargoWise to run operations and management across the whole of WiseTech, the AI workflow infused productivity improvements of our own business processes including customer service, support, sales and many other operational and management workflows.

From this you can see, as I can, a revitalized WiseTech that is more driven, more innovative, more global, and creating more value and efficiency within global trade and logistics.

Ultimately, making the process of global trade and logistics more efficient and more effective provides substantial value to all, especially the end consumer.

With Zubin leading a strong WiseTech team, a renewed independent Board, and a powerful and rapidly expanding product pipeline and addressable market, we are positioned, better than ever, to grow our addressable market further and seize the many opportunities before us.

WiseTech is, and will continue to be, the leading developer of solutions for global trade and logistics. The work we are doing today – from disruptive products to transformative acquisitions – lays the foundation for decades of growth, value creation and industry leadership.

Thank you for your support and belief in WiseTech.

What your support has allowed us to build and what the future holds is extraordinary, and I am more committed than ever to delivering that future.

Back to you, Zubin.

Zubin Appoo, CEO

Slide 34 – Q&A

Thanks Richard. The future is indeed very bright. Now, let's open for questions.

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