

**2019 Annual General Meeting  
of Shareholders**



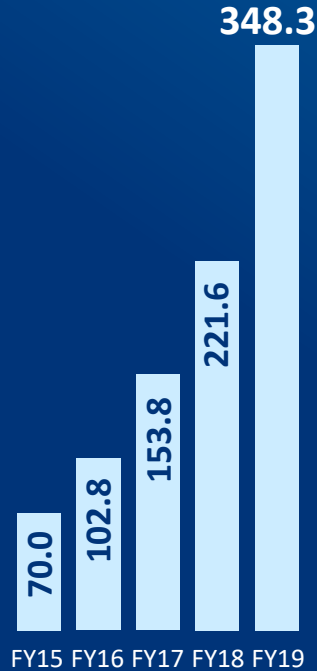
**Andrew Harrison**  
Chair

# WiseTech Global FY19 financial highlights

Delivered significant, high quality growth while expanding technology lead and global footprint

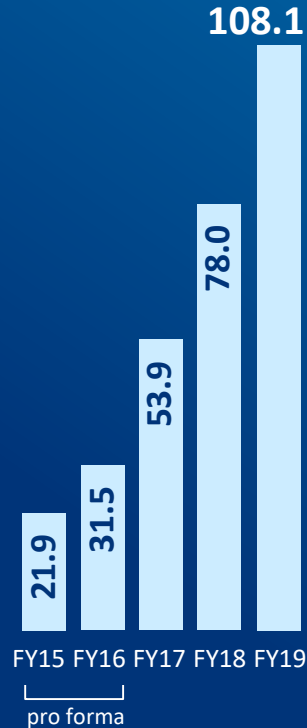
## REVENUE

(\$million)



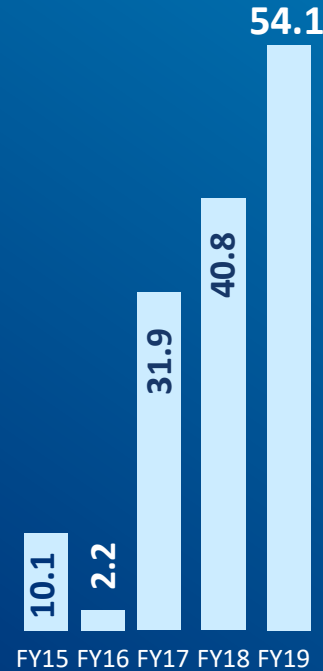
## EBITDA

(\$million)



## NPAT\*

(\$million)

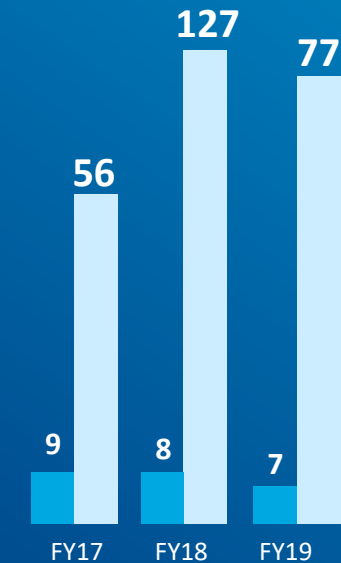


\*NPAT = Net profit after tax attributable to equity holders

## TOTAL SHAREHOLDER

RETURN (%)

● WiseTech Global shares  
● ASX 200\*



\*Excluding dividend income

# WiseTech Global FY19 financial highlights

**SIGNIFICANT**  
revenue  
growth



**↑ 57%  
revenue**  
vs FY18

**FY19 revenue**  
**\$348.3m**

**49% CAGR**  
over 4 years  
FY15 – FY19

**HIGH recurring**  
**HIGH quality**  
revenue



**99% recurring  
revenue**  
in CargoWise One

**88% recurring  
revenue**

**98%  
On-Demand**  
usage-based licensing  
CargoWise customers

**LOW**  
customer  
attrition



**<1%  
every year  
for last 7  
years<sup>(1)</sup>**

Annual customer  
attrition rate across  
CargoWise One  
global platform  
(minimal churn calculation includes  
all forms e.g.: bankruptcy,  
consolidations, industry departure)

**HIGH innovation**  
product development  
investment



**32%  
of revenue<sup>(2)</sup>**  
**47%  
of our people**

**\$113m<sup>(2)</sup>**  
FY19 innovation spend  
**~3,500**  
features and enhancements  
added in the last 5 years

**LOW sales and**  
marketing  
expense



**14%  
of revenue**  
**12%  
of our people**

Sales automation,  
swift on-boarding,  
open-access licence,  
On-Demand usage

**PROFITABLE high**  
EBITDA margin +  
cash generative



**↑39% EBITDA**  
**\$108.1m**  
**49% CAGR**  
over 4 years FY15PF – FY19

**EBITDA margin**  
**48% ↑18pp**  
excluding acquisitions  
over 3 years FY16PF – FY19  
**\$54.1m**  
**Net profit<sup>(3)</sup>**

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 i.e. having not used the product for at least four months. Based on attrition rate <1% for each year of the last 7 financial years FY13 – FY19.

2. Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation, and patents and purchased external software licences used in our products.

3. Net profit = net profit after tax attributable to equity holders of the parent.

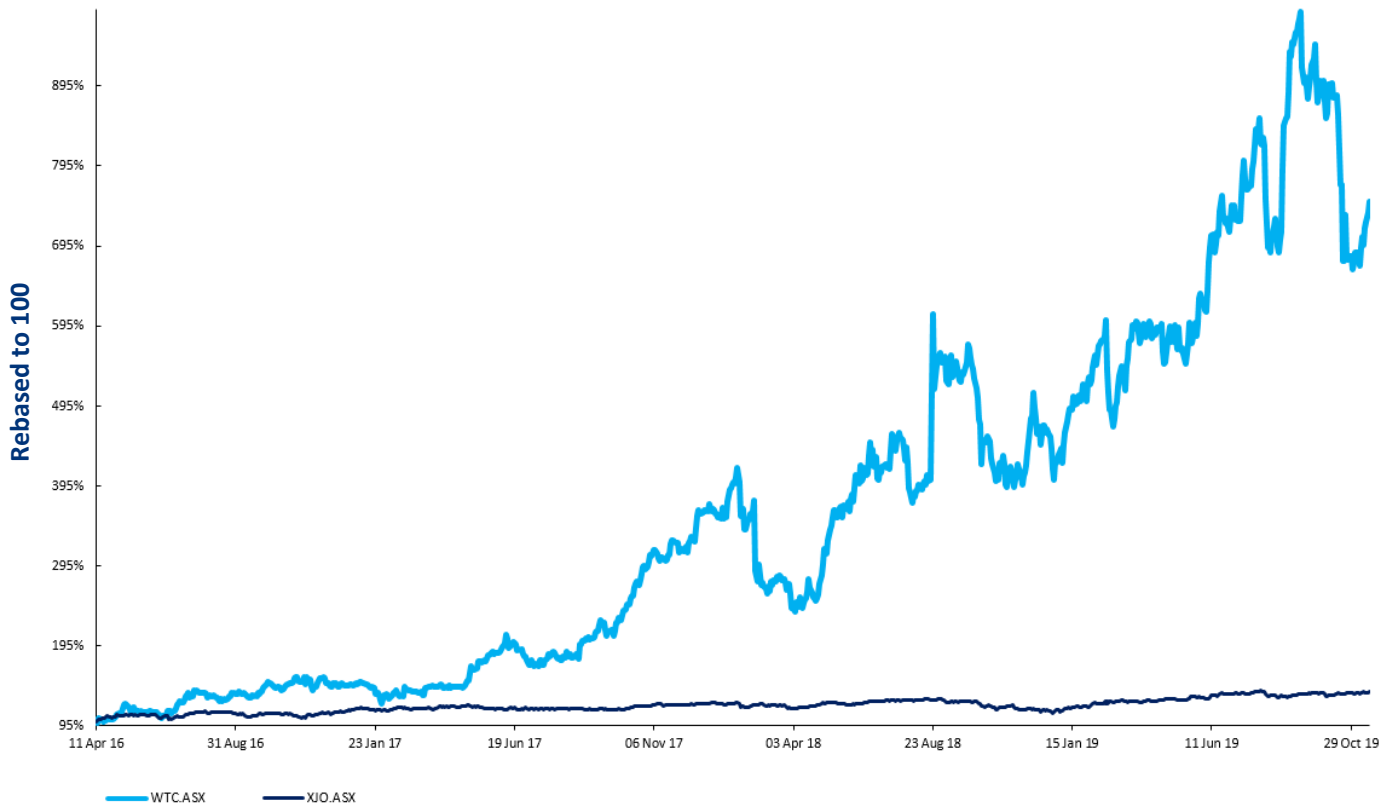
WiseTech  
GLOBAL



# WiseTech dividend and shareholder return

*Outperformed ASX200 by 693% since listing in April 2016*

## WiseTech Global share price v S&P/ASX200



### Dividend FY19

Interim dividend: 1.50c (Apr 19)

Final dividend: 1.95c (Oct 19)

**Total 3.45cps fully franked**

### Dividend policy

Payout ratio of up to 20%  
of annual NPAT

### TSR for FY19

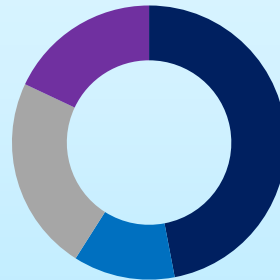
**77.1%**

# Our people are changing the world of logistics one innovation at a time



## EMPLOYEES BY FUNCTION

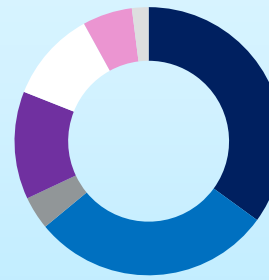
(%, as at 30 June 2019)



- Product design and development **47%**
- Sales and marketing **12%**
- Technical and product support **23%**
- General and administration **18%**

## EMPLOYEES BY REGION

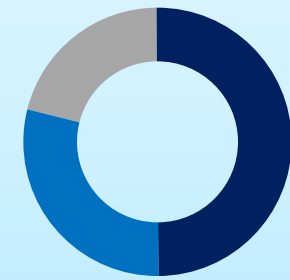
(%, as at 30 June 2019)



- Australia and New Zealand **35%**
- Europe **29%**
- South Africa **4%**
- Asia **13%**
- North America **11%**
- Latin America **6%**
- Middle East **2%**

## EMPLOYEES BY AGE DIVERSITY

(%, as at 30 June 2019)



- Under 30 **21%**
- 30 - 44 **50%**
- 45 and over **29%**



**Richard White**

Founder & CEO





**Our innovations and global technology enable, improve and empower the world's supply chains. We are a force for good, improving productivity, connectivity and resource usage across 150 countries worldwide.**

# CargoWise One... operating system for global logistics

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



Relentless platform expansion with ~700 enhancements annually

# Our technology is used by the world's logistics providers across ~150 countries

**12,000+**

logistics organisations globally are customers<sup>(1)</sup>

**~150**

countries<sup>(2)</sup>

**50+ billion**

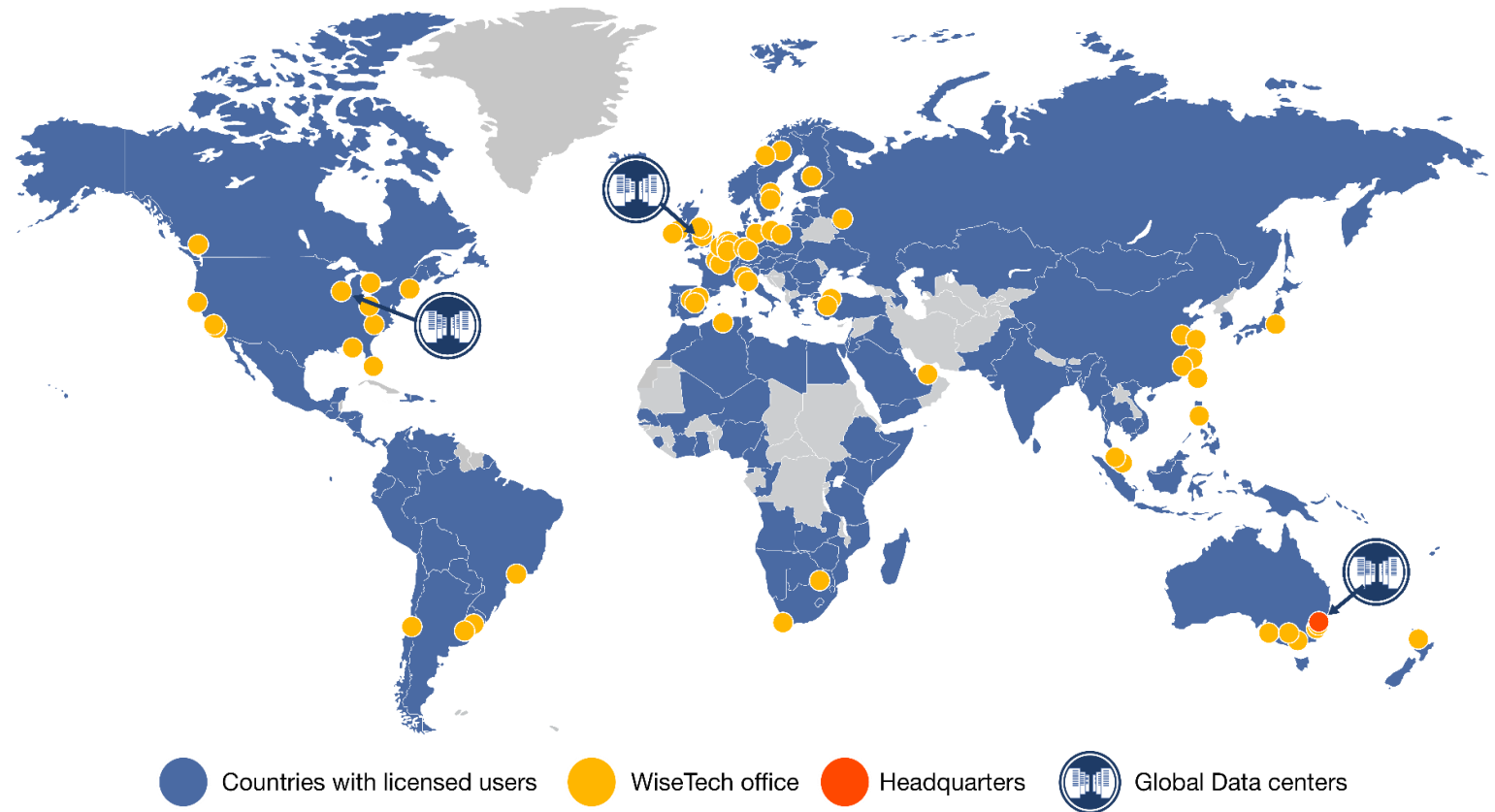
data transactions in CargoWise One annually<sup>(3)</sup>

**4+ million**

development hours over two decades

**~1,900**

valued employees<sup>(4)</sup> across 50+ offices



1. Includes customers on the CargoWise One application suite and platforms of acquired businesses whose customers may be counted with reference to installed sites.
2. Countries in which CargoWise One is licensed for use for FY19, disclosed at 30 June annually.
3. Data transactions for FY19, transactions measured at 30 June annually.
4. Includes acquisitions announced or completed to 20 August 2019.

# Powerful growth strategy – multiple levers



**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.”**

# Increasing investment in relentless innovation

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

**830+**

product upgrades and enhancements in FY19

**32%**

of revenue invested in innovation in FY19

**47%**

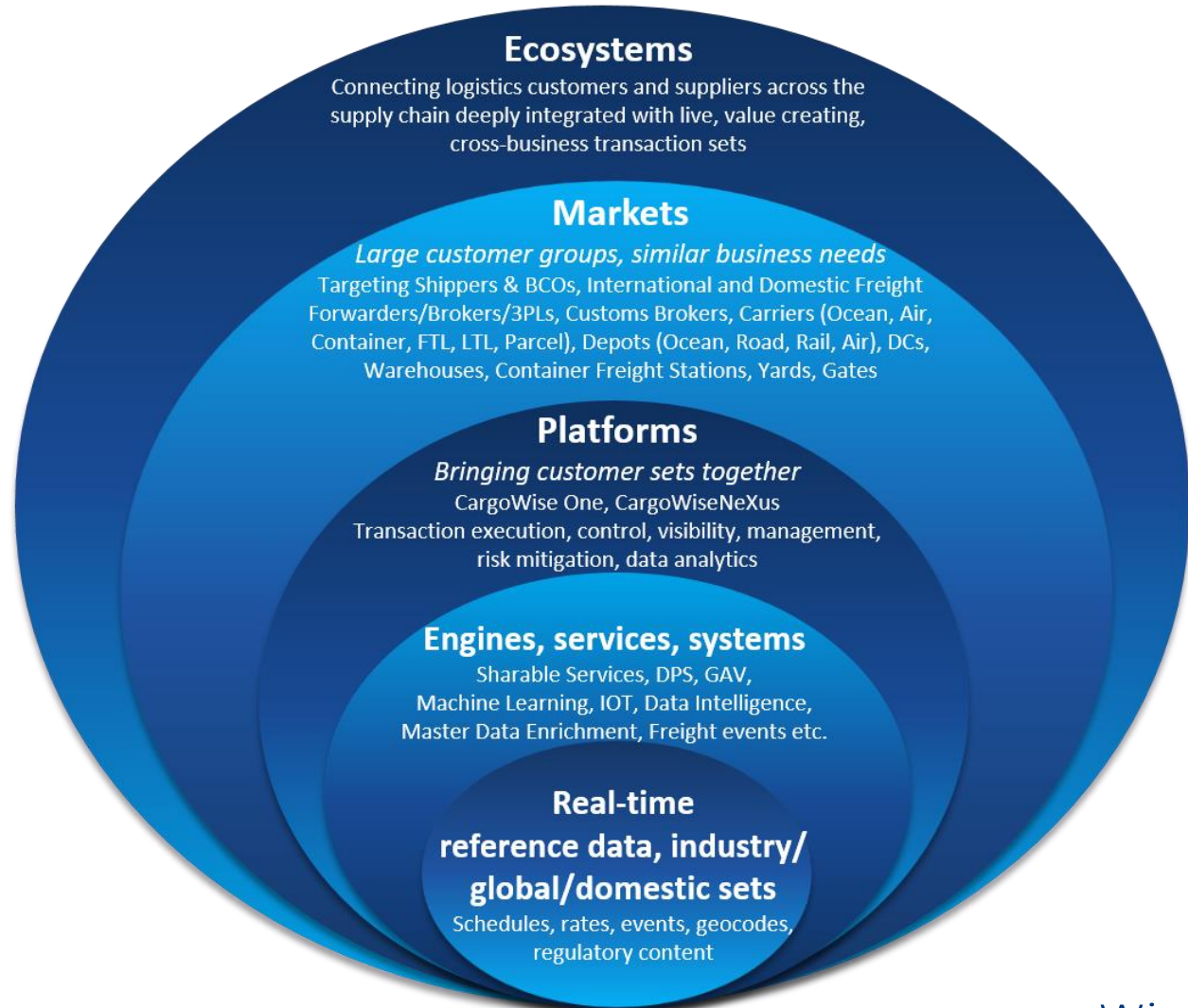
employees focus on product development

**>760,000**

unit tests executed every 45 mins

**\$309m**

invested in last 5 years



# CargoWise One – building out the Cargo Chain and Compliance Chain

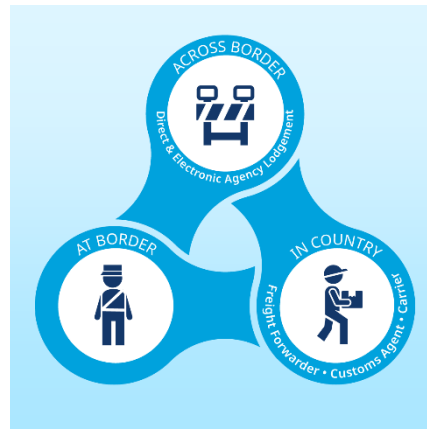
*Adding powerful engines, machine learning, new products and execution capability, global data sets*



**Cargo chain ecosystem**



**Trade and border compliance ecosystem**



**Landside logistics and land transport**



**CargoWise neXus**



# Strategic acquisitions – secured key assets swiftly

Small targeted acquisitions provide safer, faster, stronger entry to new markets for global customs

We are well-progressed, our global customs footprint now covers...



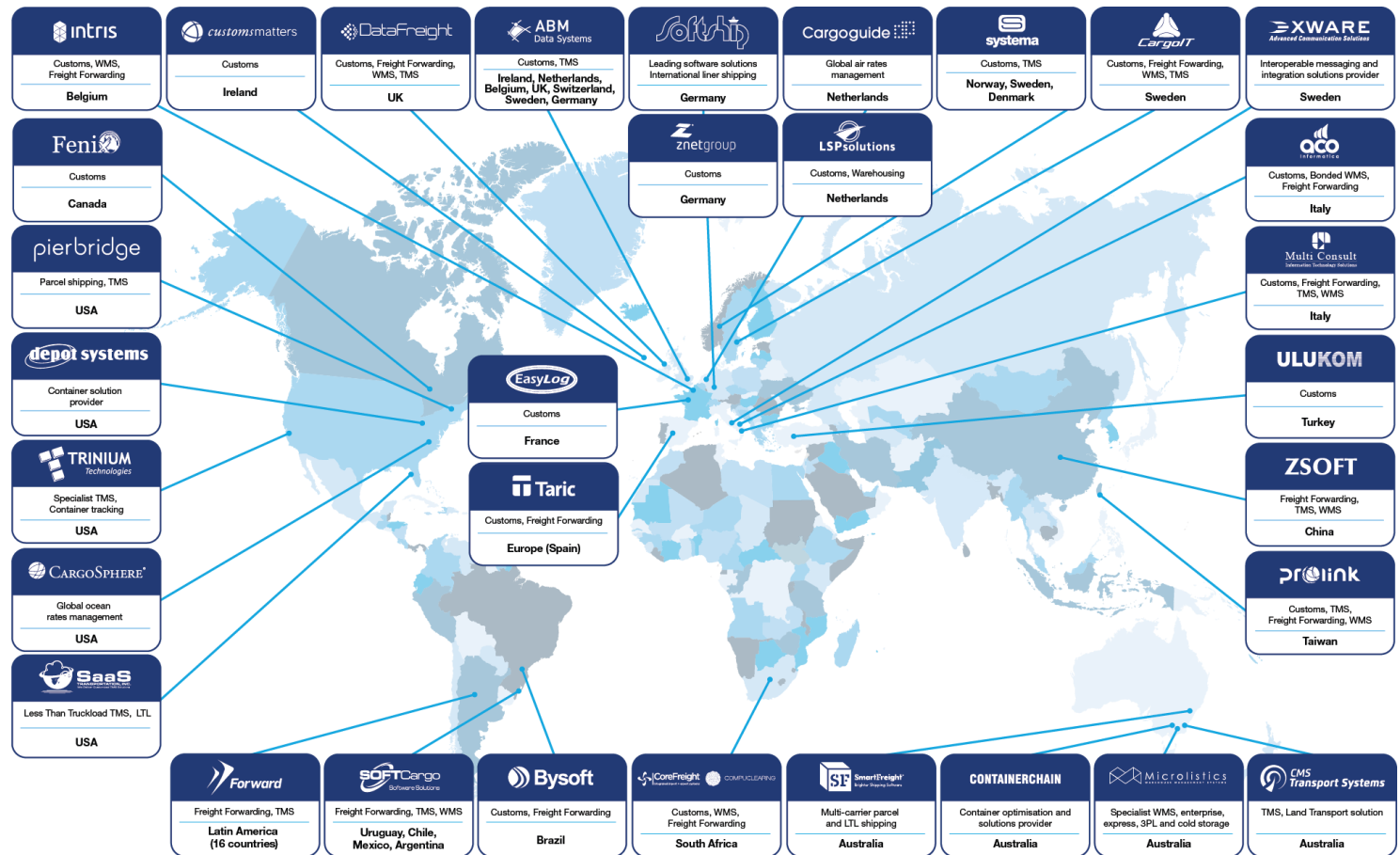
80% GDP



74% imports



30 of 60+ countries<sup>(1)</sup>



1. G20+20 countries. G20 countries is defined as 19 countries + countries in EU, 43 unique countries in total.

# Adjacencies feed into our innovation pipeline to build ecosystems

Targeting key plug-ins to our global development or multi-regional adjacencies that can scale

## LANDSIDE/CONTAINER

## TRANSPORT MANAGEMENT SOLUTIONS

### CONTAINERCHAIN

Leading container optimisation and solutions provider to container shipping + landside communities, Asia-Pac, Europe and US.

### depot systems

The leading US Container yard solution provider for over 200 depots and terminals and 6 million gate movements per year.

### pierbridge

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, rates.



TMS to add to CargoWise One next generation Land Transport solution.



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



A leading multi-carrier parcel and LTL shipping solution in ANZ, UK, South Africa and Asia.

## GLOBAL RATES MANAGEMENT

## SPECIALIST WMS

## GLOBAL SHIPPING

## COMPLIANCE

## MESSAGING



Global ocean rates management – live, global data set on carrier rates. Neutral platform links carriers and 3PLs.



Global air rates management – provides global data set on carrier rates. Neutral platform linking carriers and 3PLs.



Specialist WMS across Asia Pacific, North America and Middle East for enterprise, express, 3PL and cold storage. Gartner rated.



Leading global provider of software solutions to international liner shipping industry – with operations across Germany, US, Philippines and Singapore.



Australian reference data providers absorbed into stage 1 of our global BorderWise development.

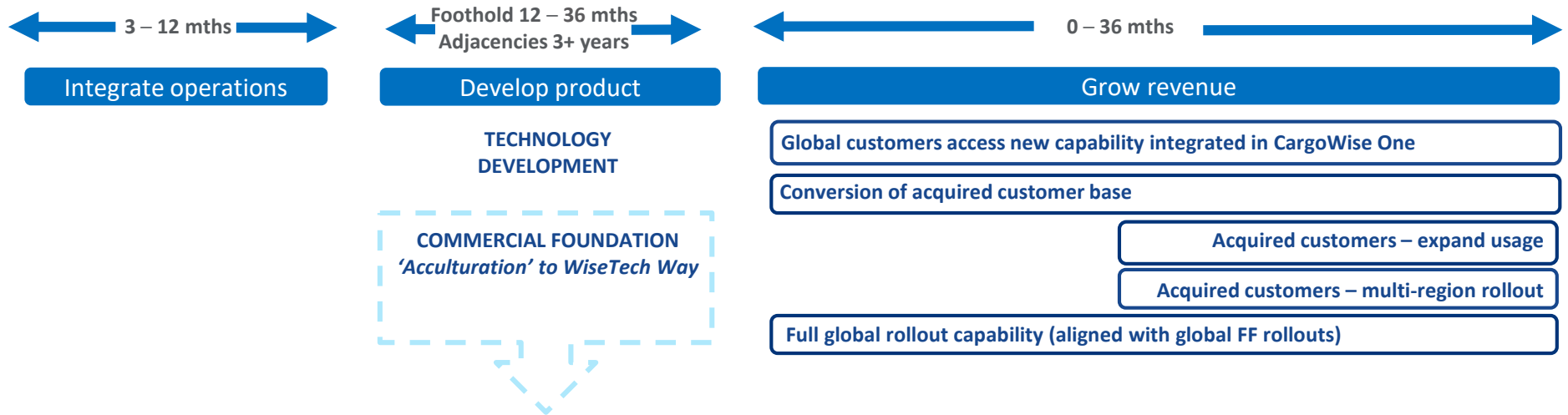


A leading interoperable messaging and integration solutions provider.



# Integration process

Evolution of strategic assets involves comprehensive reshaping of commercial model



## Content architectures

- Education
- Certifications
- Sales and marketing
- Channel
- Languages
- Localisations



## Licensing

- On-demand licensing
- Universal contracting
- Universal pricing



## Sales evolution

- On-boarding
- Systems
- Inside sales
- CargoWise Certifications



## Service and support

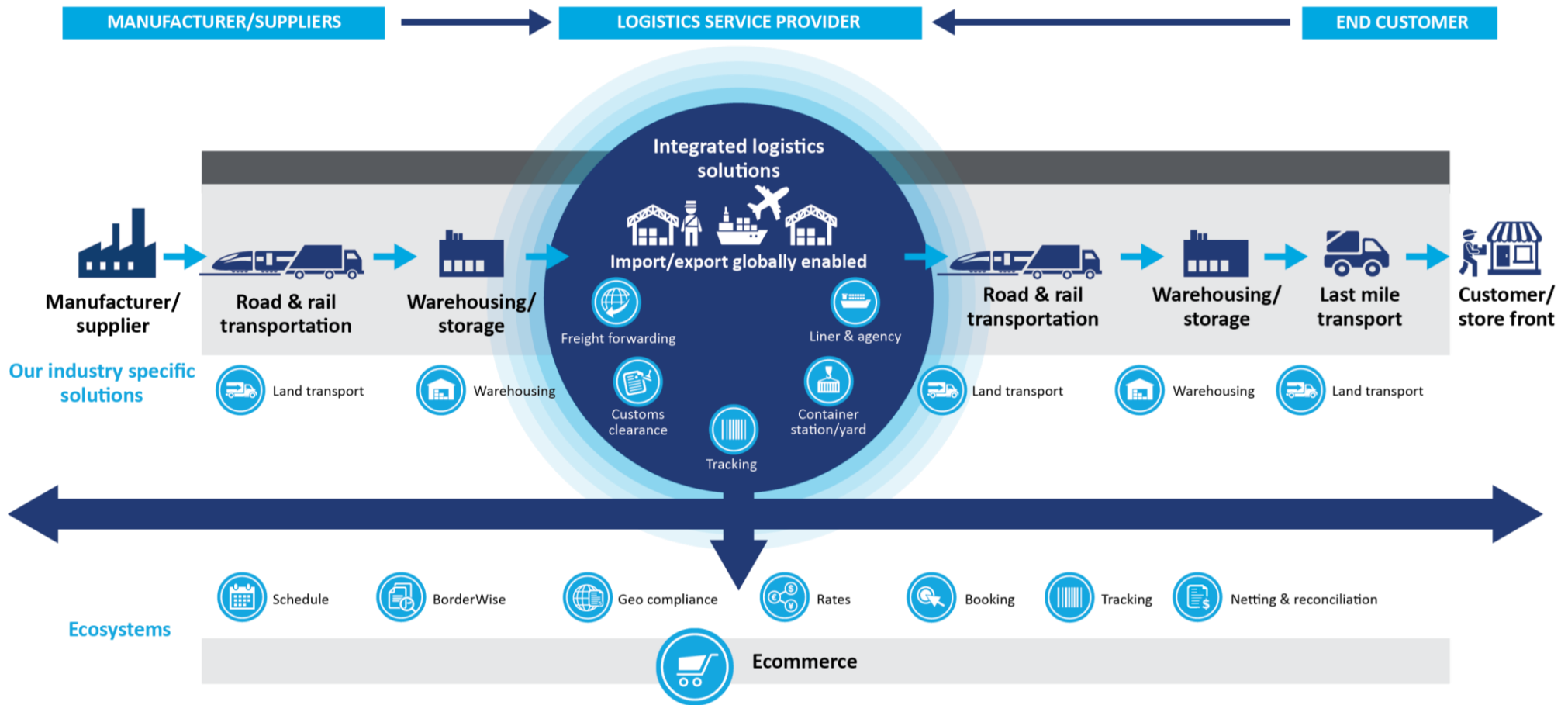
- Training, systems
- Outsource consulting and on-boarding
- Semi-automations
- CW1 Cert Practitioners



## Channel development

- Establish Partners
  - Technical
  - Service
  - Referral
- Access CargoWise Partners + Networks

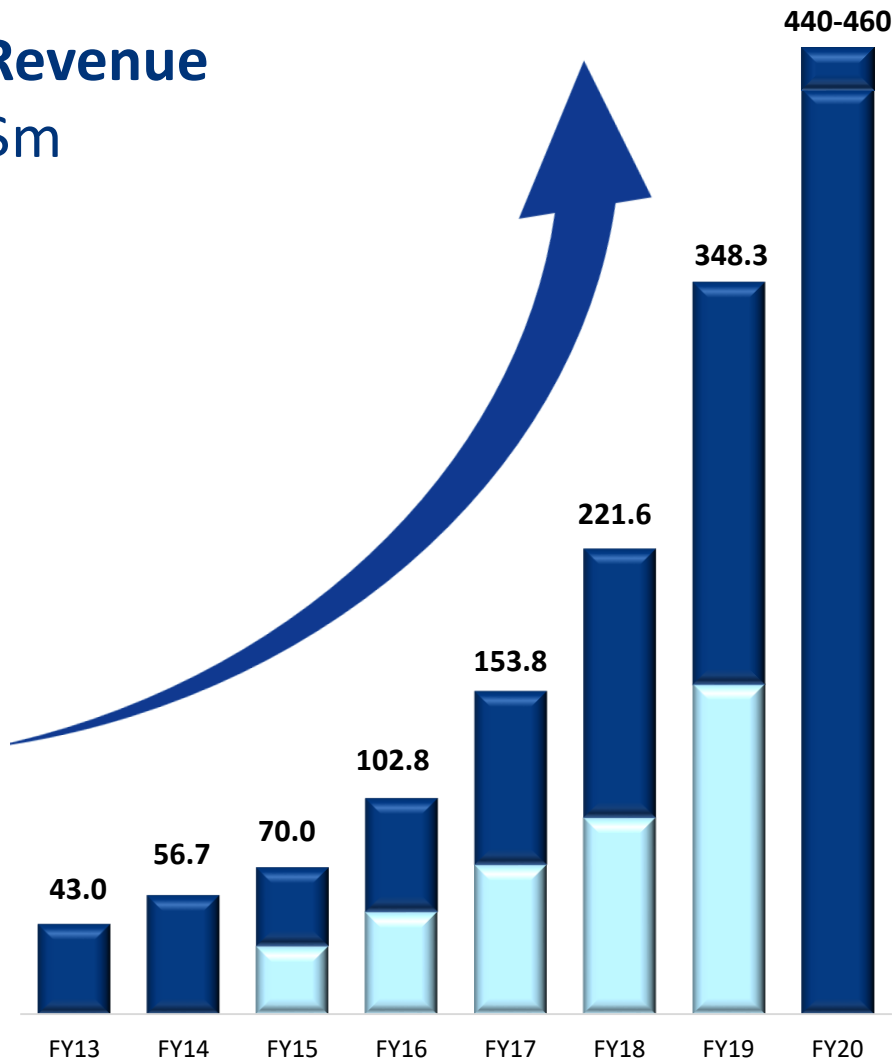
# Widening our reach, building industry ecosystems



# High growth outlook for FY20

Execution on strategy to deliver strong growth in FY20

Revenue  
\$m



FY20 revenue<sup>(1)</sup>

\$440m - \$460m

26% - 32%  
FY20 growth vs FY19

FY20 EBITDA<sup>(1,2)</sup>

\$145m - \$153m

34% - 42%  
FY20 growth vs FY19

1. Revenue invoiced in a range of currencies, reflecting the global nature of our customer base and as a result is impacted by movements in foreign exchange rates. Our FY20 guidance is based on rates provided in the Appendix.  
2. The application of AASB 16 Leases brought into effect from 1 July 2019, is expected to add \$6m to EBITDA for FY20 with no change to revenue. The total is reflected in the guidance provided.

# Visit our investor centre for more information on WiseTech Global

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

## Videos

What is CargoWise One?



Productivity Overview



Product, Technology and Strategy Day – May 2018

Title	Presentation	Video
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



## Other materials



# FY20 guidance and assumptions

*Growth in revenue and EBITDA*

	FY19	FY20 guidance
Revenue	\$348.3m	\$440 – \$460m
EBITDA <sup>(1)</sup>	\$108.1m	\$145m – \$153m

## **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 monetised
- Contractual increases in revenue from existing customers, including those reflecting the end of temporary pricing arrangements
- Standard price increases
- Full year effect of prior year acquisitions and minimal growth for acquisitions as a group overall
- Acquisition announced post 30 June 2019: Depot Systems
- Investment in R&D to increase in \$ terms, but in the longer term will benefit from operating leverage
- Sales and marketing as % of revenue to increase over time to more historical levels at 10% – 15%
- General and administration also includes M&A costs and acquired G&A, - over time, as a % of revenue expect to be more efficient, below 20%

## **What is not included in the guidance:**

- Revenue from new products in development but not planned to be commercialised
- Benefits from migration of customers from acquired platforms, where CW1 development is yet to be completed
- Growth in services revenue outside of e-services
- Changes in the mix of invoicing currencies
- Future potential acquisitions, revenues and associated costs

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- **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.
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