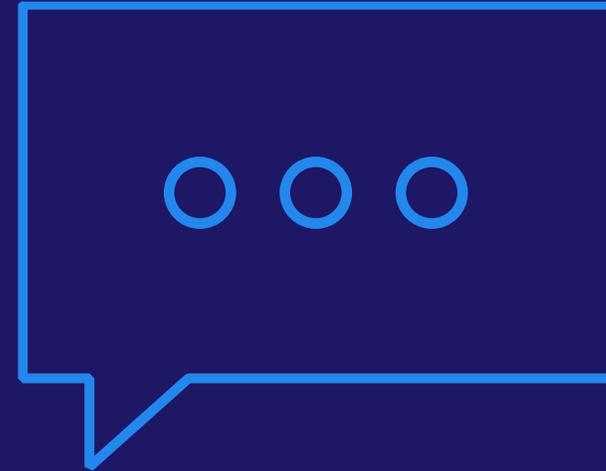


Closing remarks



Summary

Well positioned to continue to grow and increase market penetration



Clear goal to empower and enable the world's supply chains.



Product pipeline and R&D providing competitive edge and significant profitability opportunity.



Ideally positioned to deliver continued growth and market penetration.



Comprehensive strategy and financial firepower to fund growth.

Important notice and disclaimer

Content of presentation for information purposes only

Visit [wisotechglobal.com/investors](https://www.wisotechglobal.com/investors)

Forward-looking statements

This presentation may contain statements that are, or may be deemed to be, forward-looking statements. Such statements can generally be identified by the use of words such as 'may', 'will', 'expect', 'intend', 'plan', 'estimate', 'anticipate', 'believe', 'continue', 'objectives', 'outlook', 'guidance', 'forecast' and similar expressions. Indications of plans, strategies, management objectives, sales and financial performance are also forward-looking statements.

Such statements are not guarantees of future performance, and involve known and unknown risks, uncertainties, assumptions, contingencies and other factors, many of which are outside the control of WiseTech Global. No representation is made or will be made that any forward-looking statements will be achieved or will prove to be correct. Readers are cautioned not to place undue reliance on forward-looking statements and WiseTech Global assumes no obligation to update such statements.

No representation or warranty, expressed or implied, is made as to the accuracy, reliability, adequacy or completeness of the information contained in this presentation.

Past performance

Past performance information in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Information is not advice

This presentation is not, and is not intended to constitute, financial advice, or an offer or an invitation, solicitation or recommendation to acquire or sell WiseTech Global shares or any other financial products in any jurisdiction and is not a prospectus, product disclosure statement, disclosure document or other offering document under Australian law or any other law. This presentation also does not form the basis of any contract or commitment to sell or apply for securities in WiseTech Global or any of its subsidiaries. It is for information purposes only.

WiseTech Global does not warrant or represent that the information in this presentation is free from errors, omissions or misrepresentations or is suitable for your intended use. The information contained in this presentation has been prepared without taking account of any person's investment objectives, financial situation or particular needs and nothing contained in this presentation constitutes investment, legal, tax or other advice. The information provided in this presentation may not be suitable for your specific needs and should not be relied upon by you in substitution of you obtaining independent advice. Subject to any terms implied by law and which cannot be excluded, WiseTech Global accepts no responsibility for any loss, damage, cost or expense (whether direct or indirect) incurred by you as a result of any error in, omission from or misrepresentation in this presentation.

Preparation of information

All financial information has been prepared and reviewed in accordance with Australian Accounting Standards. Certain financial data included in this presentation is 'non-IFRS financial information'. The Company believes that this non-IFRS financial information provides useful insight in measuring the financial performance and condition of WiseTech Global. Readers are cautioned not to place undue reliance on any non-IFRS financial information including ratios included in this presentation.

Presentation of information

- The financial data in this presentation is provided on a statutory basis but in a non-statutory presentation format (unless otherwise stated).
- **Pro forma (PF)** Where indicated, financial measures for periods prior to FY17 are provided on a pro forma basis. Information on the specific pro forma adjustments is disclosed on page 116 of WiseTech Global's 2019 Annual Report.
- **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** Financial amounts in this presentation have been rounded to the nearest \$0.1m. Any differences between this presentation and the accompanying financial statements are due to rounding. Amounts shown as "-" represent zero amounts and amounts less than \$50,000 which have been rounded down.

Third party information and market data

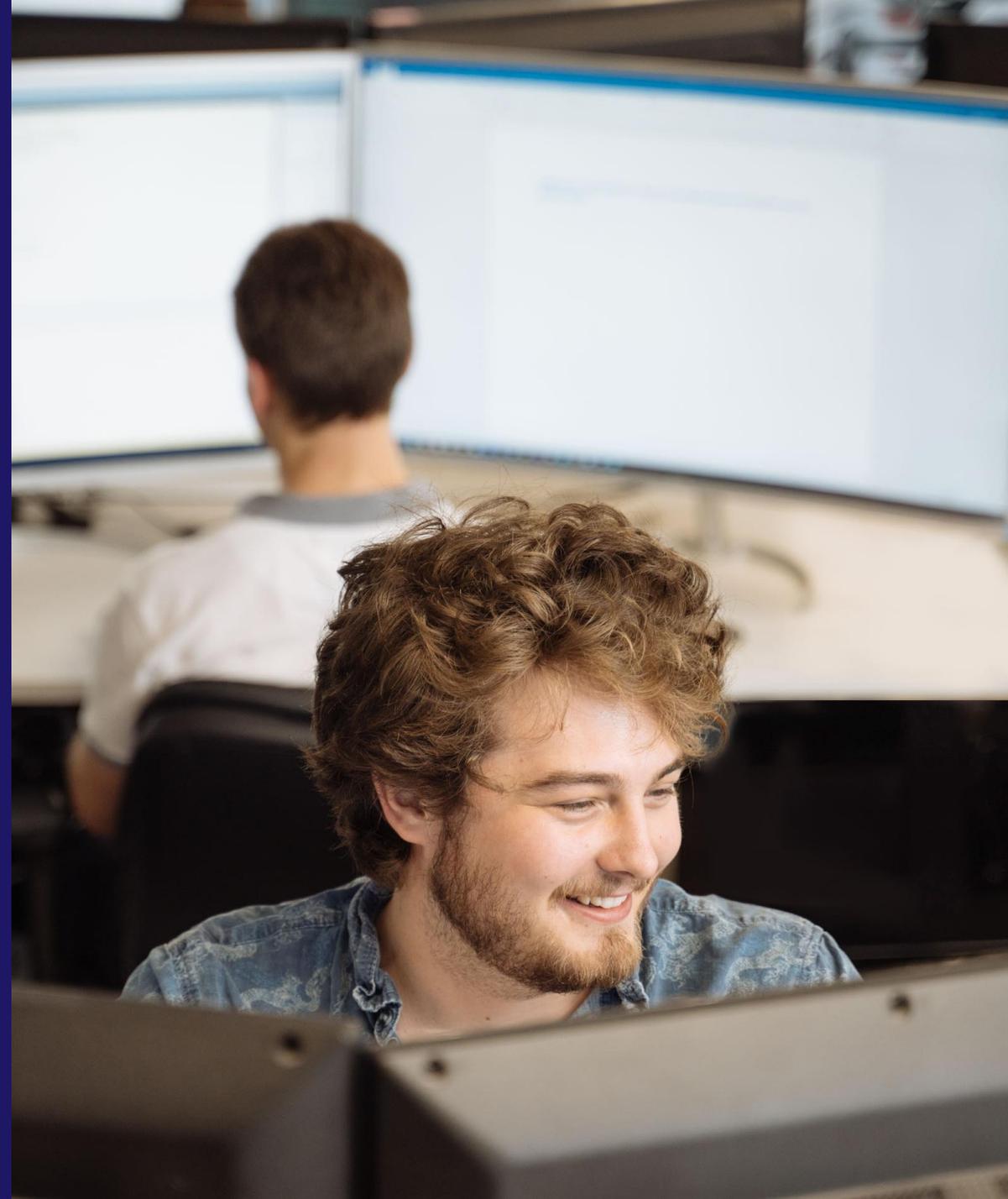
The views expressed in this presentation contain information that has been derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, reliability, adequacy or completeness of the information. This presentation should not be relied upon as a recommendation or forecast by WiseTech Global. Market share information is based on management estimates except where explicitly identified.

No liability or responsibility

The information in this presentation is provided in summary form and is therefore not necessarily complete.

To the maximum extent permitted by law, WiseTech Global and each of its subsidiaries, affiliates, directors, employees, officers, partners, agents and advisers and any other person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation, any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, this presentation. WiseTech Global accepts no responsibility or obligation to inform you of any matter arising or coming to its notice, after the date of this presentation, which may affect any matter referred to in this presentation. This presentation should be read in conjunction with WiseTech Global's other periodic and continuous disclosure announcements lodged with the ASX.

Appendices



Appendix 1 – FY21 guidance

Key assumptions and sensitivities

Background

- FY21 guidance based on five significant parameters.
- Uncertainty around future economic and industrial production growth based on pandemic, stimulus measures and China may lead to alternative outcomes.
- Market share growth is the main driver of CargoWise revenue growth
- 2H20 COVID related growth reduction has some correlation to global Industrial Production (IP)
- China IP decline in Feb '20 and ROW in Mar-Apr '20 and the recovery in Jun '20 were reflected in our monthly trading results
- IP growth is forecast to recover in Jul '20 and return to historic levels by the end of Dec '20 ... FY21 guidance is provided on this basis



FY21 Guidance

1. CargoWise: recurring revenue market share growth of 15%–30%

- allowed for 15–30% YOY organic growth (usual range 20–30%)
- key variables include large customer roll-outs, new customer wins, user and transaction growth, new product and feature enhancement roll-outs

2. CargoWise: recurring revenue industrial production growth

- external industrial production growth rate average 2H18–1H20: 0.8% HoH
- 2H20 significant decline (5.2)% HoH due to China shutdown and pandemic disruption
- expect 1H21 rebound 3% – 5% supported by Jul/Aug data
- 2H21 return to pre pandemic growth levels

3. FX headwind \$20m revenue; \$9m EBITDA – see Appendix for sensitivity analysis

4. Acquisitions

- No new acquisitions not already closed
- Full-year impact of FY20 acquisitions \$12m
- Flat growth

5. Cost reduction

- \$10m net cost out in FY21, expect \$20–\$30m run rate for FY22

Guidance provided in line with these assumptions and those in Appendix slide 2. Uncertainty around future economic and industrial production growth based on pandemic, stimulus measures and China may lead to alternative outcomes. Prevailing uncertainties relating to sovereign and geopolitical risk may also reduce assumed growth rate.

Appendix 2 – FY21 guidance COVID-19 impact assumptions, F/X

What is included in the FY21 guidance:

- Retention of existing customers with CargoWise 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
- Prudent allowance for COVID-19 impact

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 CargoWise 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

FX rates v AUD	FY20 actual	FY21 guidance
GBP	0.53	0.55
RMB	4.71	4.89
EUR	0.61	0.62
NZD	1.05	1.06
ZAR	10.37	11.74
USD	0.67	0.72
TRY	4.05	4.79

Sensitivities	Increase/decrease	FY21 revenue \$m	FY21 EBITDA \$m
FX rates vs AUD			
USD	+/- 5%	-/+ 8.7	-/+ 6.2
EUR	+/- 5%	-/+ 4.2	-/+ 1.7
GBP	+/- 5%	-/+ 0.7	-/+ 0.2
ZAR	+/- 10%	-/+ 1.0	-/+ 0.5
TRY	+/- 10%	-/+ 0.1	-/+ 0.0

Foreign Exchange

- 75% of FY20 revenue in non-AUD currencies, 2pp lower than FY19 (77%)
- Natural hedges in some regions with both revenue and expenses denominated in local currencies – including recent acquisitions
- 43% of FY20 revenue in non-local currencies due to impact from overseas acquisitions and mix of transactions and users in CargoWise
- Minor hedge position in place to cover part of USD and EUR revenue exposure

Appendix 3 – Total addressable market

Ref.	Data Point Description	Value
A	Global Logistics Costs ¹	USD \$9.3tr
B	Transportation & Logistics IT Expenditure ²	USD \$164bn
C	Global Supply Chain Management Expenditure ³	USD \$15.2bn
C(i)	Supply Chain Execution Expenditure ³	USD \$4.7bn
C(ii)	Supply Chain Planning Expenditure ³	USD \$5.3bn
C(iii)	Procurement Expenditure ³	USD \$5.2bn
D	WiseTech FY20 Revenue (AUD \$429.4m at 0.72) ⁴	USD \$309.2m

Statement	Calculation
Transport and logistics IT expenditure was valued at US\$164 billion (2019) ² , or ~2% of the total global logistics market:	$\frac{\text{USD } \$164\text{bn (B)}}{\text{USD } \$9.3\text{tr (A)}}$ <p>= 2%</p>
WiseTech FY20 Revenue as a % of the Global Supply Chain Management segment	$\frac{\text{USD } 309.2\text{m (D)}}{\text{USD } \$15.2\text{bn (C)}}$ <p>= 2%</p>
WiseTech FY20 Revenue as a % of the Global Supply Chain Execution segment	$\frac{\text{USD } 309.2\text{m (D)}}{\text{USD } \$4.7\text{bn (C (i))}}$ <p>= 7%</p>

¹ Armstrong & Associates, Inc, Global 3PL Market Size Estimates, 2019 Logistics Cost, updated 7 October 2020

² Gartner – Enterprise IT Spending by Vertical Industry Market, Worldwide, 2018–2024, 3Q20 Update, published 5 October 2020

³ Gartner – Market Share: Supply Chain Management, Worldwide, 2019, published 12 June 2020

⁴ AUD \$429.4m WiseTech Global FY20 Revenue as reported per the FY20 Results on 19 August 2020 converted to USD using the AUD to USD FX rate of 0.72 (FY21 Guidance FX Assumptions)