



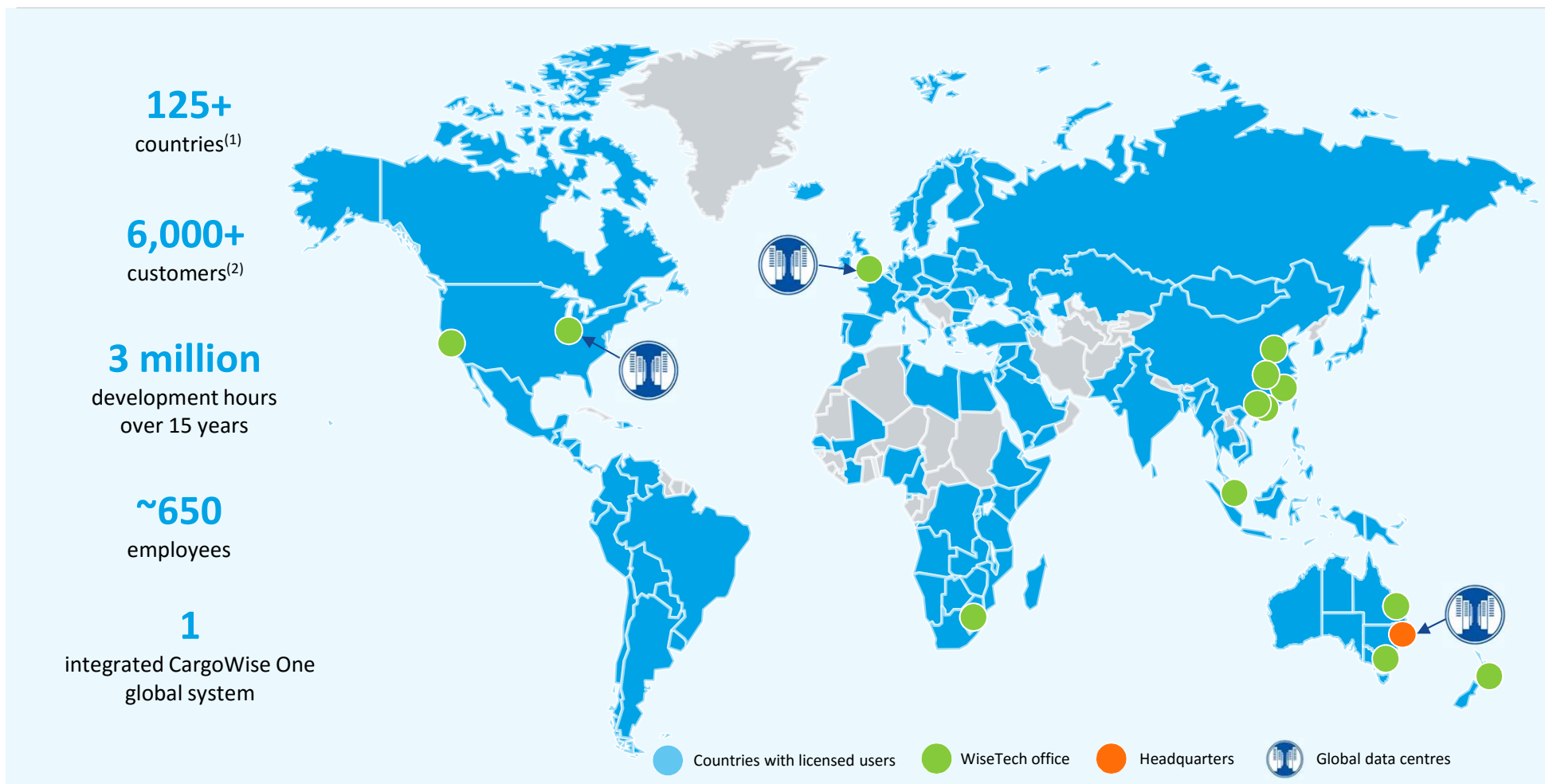
## WiseTech Global — Richard White, Founder CEO

Macquarie Australia Conference investor presentation

For latest information refer to [www.wisetechglobal.com/investors](http://www.wisetechglobal.com/investors)

May 2017

# A leading provider of software to the logistics industry globally



(1) Countries in which WiseTech software is licensed for use.

(2) Customers refer to purchasers of our software; includes customers on the CargoWise One application suite and legacy platforms of acquired businesses; legacy customers may be counted with reference to installed sites.



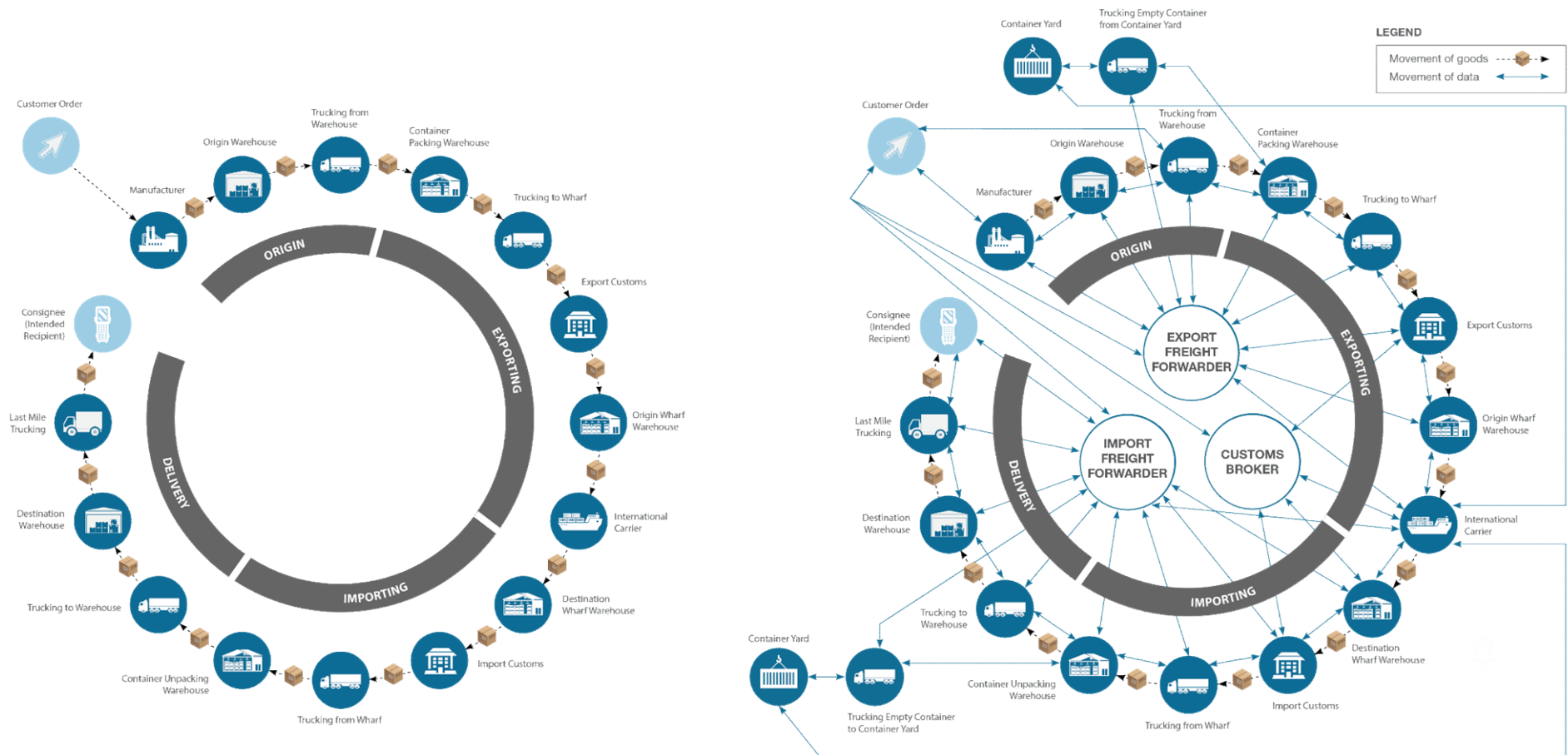
# Logistics industry – moving goods and data

*Movement of goods requires timely, accurate data to move 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 is essential.**



# CargoWise One: global software solution for the logistics industry

*Allowing companies to better manage many aspects of the global supply chain*

## Integrated modules covering key logistics transactions



Freight forwarding



Customs clearance



Land transport



Warehousing



Liner & agency



Container freight station



Track, trace & manage



Geo compliance

## Integrated modules for enterprise wide administration, accounting and management



Accounting & reporting



Customer relationship management



Workflow



Integrated messaging



Document management



Human capital management

- ✓ scalable to any size of business – single user to thousands
- ✓ global reach – over 125 countries
- ✓ deeply integrated with real time visibility
- ✓ reduces risks, costs and data entry

- ✓ detailed compliance
- ✓ 30 languages
- ✓ built-in productivity tools
- ✓ available anywhere, anytime



# An industry-leading software provider

*We are well positioned in the market to grow our global leadership position*



## Alternative #1: Self-developed software solutions

- **Complex** systems of multiple commercial and self-developed applications
- Typically **self-hosted**
- May have **been in place for some time**
- May require **significant IT department** to manage
- **Additional cost** and development risk for upgrades



## Alternative #2: Single-country software solutions

- **Single-country** expertise only
- Typically no enterprise capabilities – generally requires **additional commercial applications**
- Capability **outside country** or across borders may be **limited**



## Alternative #3: Multi-country software solutions

- **Not truly global** – typically focused on particular regions (e.g. North America, Europe)
- May or may not include enterprise capabilities – **additional commercial applications** may be required
- Usually consist of multiple, different technology platforms, architectures and databases – **not single platform**



## Alternative #4: Customised ERP

- Typically focused on functions in customised ERP software
- May have **limited logistics specific functionality**

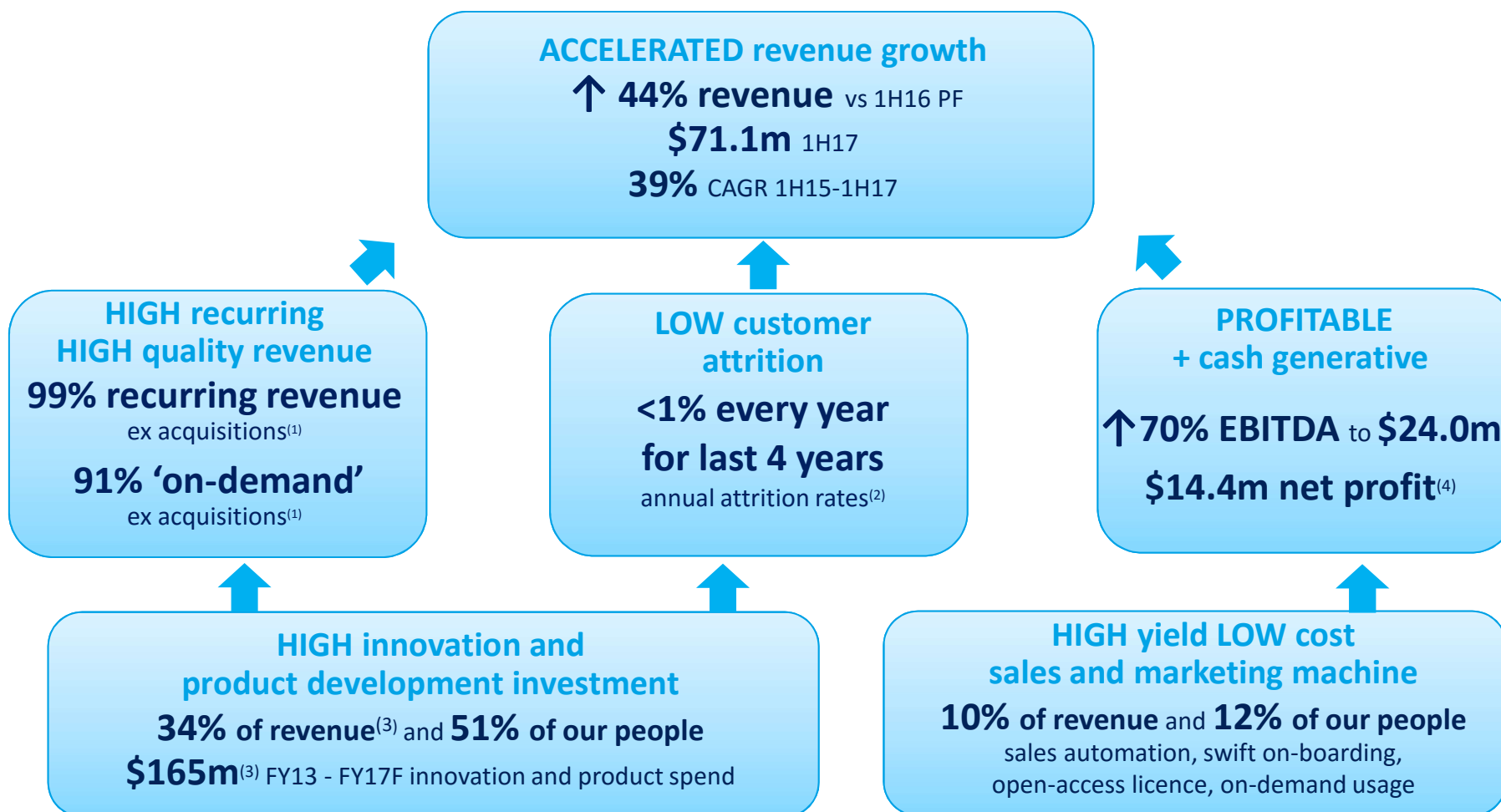


Global software solution –  
“**software platform for the  
logistics industry**”

- ✓ **Integrated global solution**
- ✓ **Deeply integrated modules**
- ✓ **Single, scalable, global platform** developed with a single source code
- ✓ Suits small, medium and large logistics companies - **scales from single user to thousands**
- ✓ Short sales cycle, **quicker on-boarding**

# WiseTech Global financial highlights

*Accelerated revenue growth, significant global platform and business expansion*



(1) Acquisitions are those executed in the 12 months to 31 December 2016: Cargo Community Network Pty Ltd (CCN) and Softship AG (Softship).

(2) 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 four financial years FY13-FY16 and 1H17.

(3) Total actual and forecast investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation.

(4) Net profit = net profit attributable to equity holders

# Outlook for FY17

*Execution on track to deliver strong growth in 2H17 and meet FY17 guidance*

- **Strong momentum from 1H17 leading into FY17**
  - Revenue growth accelerated in existing customers
  - Increasing tailwinds from industry dynamics
  - Annual attrition rate <1%
  - Brand uplift from global rollouts, large customer wins and ASX listing
- **Business well positioned for significant growth**
  - 'Operating system for global logistics' licensed in 125+ countries
  - Relentless innovation, widening our technology lead with every \$ invested
  - Strong balance sheet, high quality recurring revenues, generating further cash flow
  - Accelerating organic growth through acquisition + building out platform capability
- **Driving global expansion** in key regions and adjacencies
- **Robust delivery on potent growth strategy, high growth in 1H17, on track to meet FY17 guidance**

	guidance	growth vs FY16 PF
<b>FY17 Total revenue</b>	\$148m - \$155m	43 - 50%
<b>FY17 EBIDTA</b>	\$50m - \$53m	59 - 68%

# Multiple levers for business growth

*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**



# Outlook - 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 of 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, 125+ 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 global platform used by largest global 3PLs

Our technology and business model turns industry problems into tailwinds

# Economic and political impacts *positive* for WiseTech

*Trade growth, margin pressures, increased border controls and regulation all ADD transaction volumes*

## Economic trends and impacts

- Margin contraction
- Moving to faster, smaller consignments
- E-commerce growth ~20% pa<sup>(1)</sup>
- 3<sup>rd</sup> Party Logistics est 5+% CAGR 2016-2020<sup>(2)</sup>

## Political trends and impacts

- Political changes bring increased regulation
- Border tightening = ↑ transactions
- Increasing globalisation PLUS nationalism
- Governments consolidating systems
- Brexit: ↑ regulations, significant increase in UK declarations

*"Should Britain leave the EU customs union, through which the bloc sets a common tariff, all imports and exports to the EU will require customs declarations and separate security checks. As a result officials have sought to **scale up the new customs system's maximum capacity to 350m declarations a year, against approximately 50m filings now handled** and 100m that the new system was originally designed to process."*

*Financial Times 24 Oct 2016*

(1) eMarketer August 2016  
(2) TechNavio (Infiniti Research Ltd.) May 2016

# Global integrated CW1 platform + large innovation pipeline

*Existing business delivers high quality, high growth revenue, R&D targeting hyper-growth*

## POWERFUL HIGH GROWTH ENGINE

### CargoWise One Global deeply integrated logistics execution platform

Significant high quality revenue, 99% recurring, strong organic growth, attrition <1%  
Open-access, usage driven business model removes constraints to growth  
Fuelled by ever increasing transactions, users, regions



**Relentless platform expansion with over 500 enhancements annually**

- + functionality
- + geographies
- + regulation
- + efficiencies
- + productivity tools

## HYPER-GROWTH FUEL

**New  
global  
adjacencies**

+ \$/customer

**AI,  
machine learning,  
next generation**

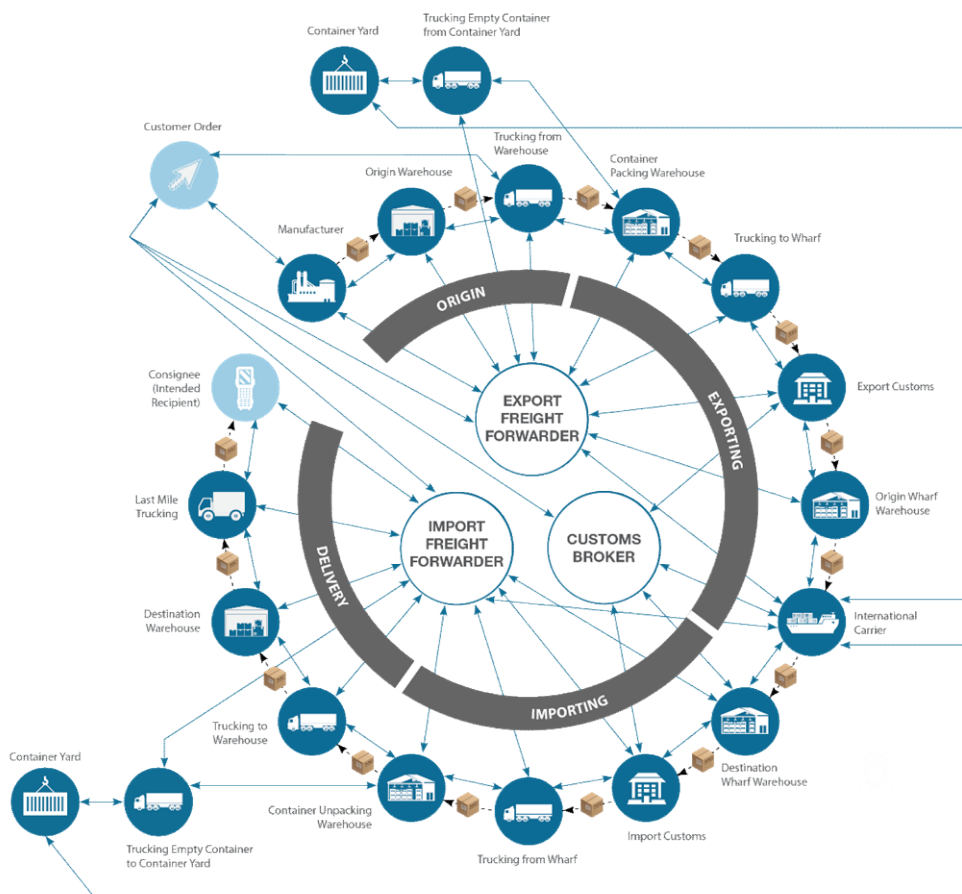
+ order of magnitude  
TAM/\$

**Industry  
evolution +  
consolidation**

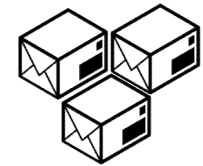
+ \$/users

# Logistics – impact of ecommerce

*Increasing volumes and demand for faster, cheaper, more accurate supply chain*



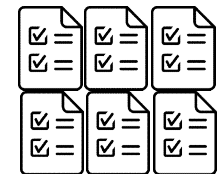
**Higher volume**



**Faster delivery**



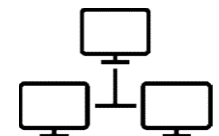
**More regulation**



**Lower margins**



**More automation**

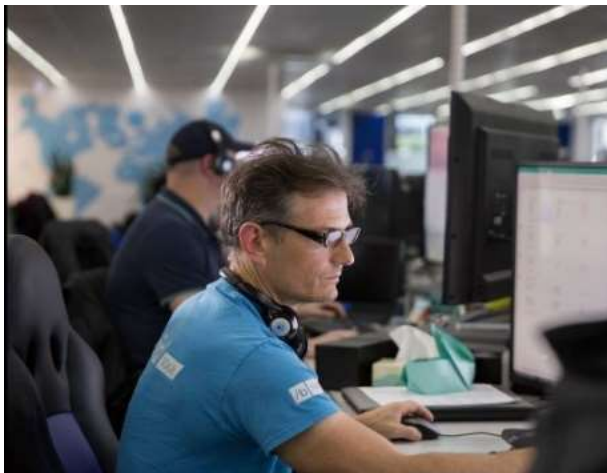




# Next generation supply chain execution

**Machine learning, artificial intelligence and cognification** will be essential to manage demand, volume, margins and speed

**WiseTech Global has the potential to do this on a scale and capacity that could revolutionise industry across trade routes and borders**



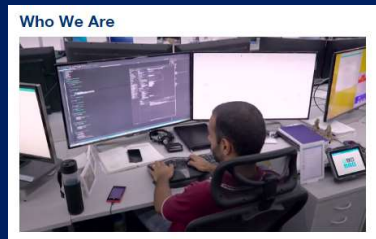
# Questions

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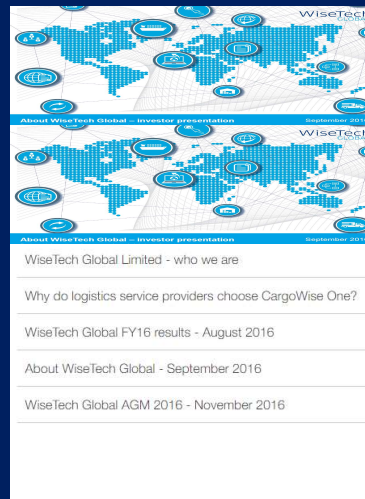
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