Annual General Meeting

21 November 2025

Financial data: All dollar values are in U.S. dollars (USD) unless otherwise presented.

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WiseTech Global Limited Board and Officers

Richard White
Co-founder &
Executive Chair

Andrew Harrison
Lead Independent Director

Rob Castaneda
Independent
Non-Executive Director

Chris Charlton
Independent
Non-Executive Director

Sandra Hook
Independent
Non-Executive Director

Maree Isaacs
Executive Director, Co-founder
and Head of License Management

Zubin Appoo
Chief Executive Officer

Katrina Johnson
Group Company Secretary
& Head of Regulatory Affairs

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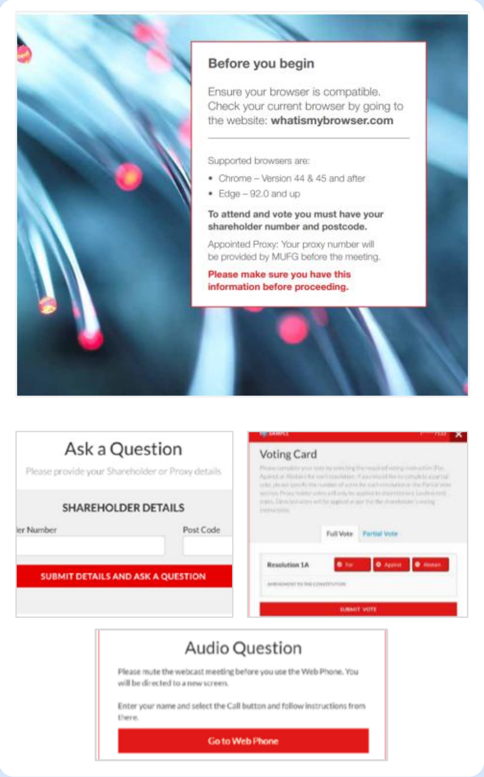
Attend AGM online

Online meeting guide	wisetechglobal.com/investors/shareholder-services/#annual-general-meetings
Access virtual meeting	https://meetings.openbriefing.com/WTC25
How to vote	Click '**Get a Voting Card**' button
How to ask a question	Click '**Ask a Question**' or '**Audio Question**' button

HELP NUMBER: +61 1800 990 363



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How to ask written questions through the online meeting platform

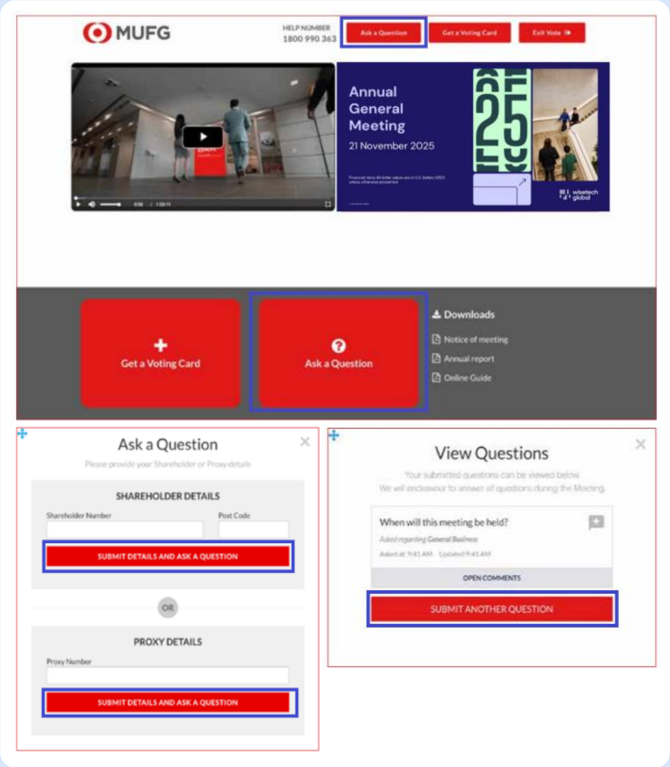
1. Click '**Ask a Question**' button either at the top or bottom of the webpage.

2. Enter your Shareholder Number (SRN/HIN) and postcode or Proxy Number and click '**Submit Details and ask a Question**'.

3. In the '**Regarding**' section click on the drop down arrow and select the category/resolution for your question.

4. Click in the '**Question**' section and type your question and click on '**Submit**'. You can view your questions in 'View Questions' section.

5. Click '**Submit Another Question**' in 'View Questions' box if you would like to ask another question.



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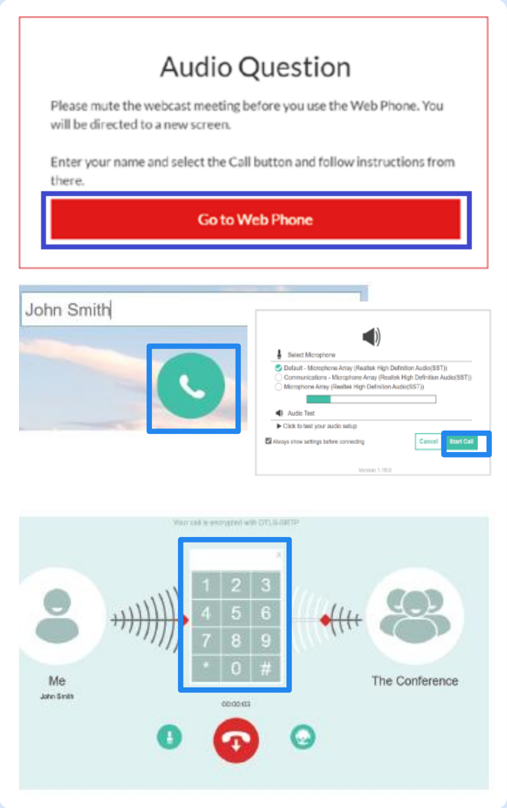
How to ask audio questions

1. Click ‘**Go to Web Phone**’ button.

2. Type in your name and hit the green call button to be in the meeting and listen to proceedings. Select ‘**Start Call**’ on the microphone test box.

3. When the Chair calls for questions on each resolution, **press *1** on your keypad to notify the operator that you have a question.

4. When it is your time to ask your question, the moderator will introduce you to the meeting, your line will be unmuted and you will be prompted to speak.



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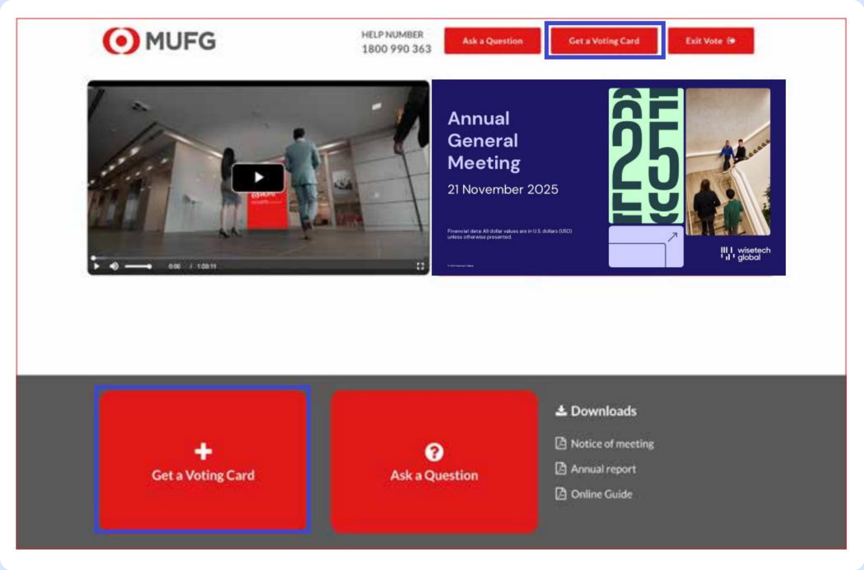
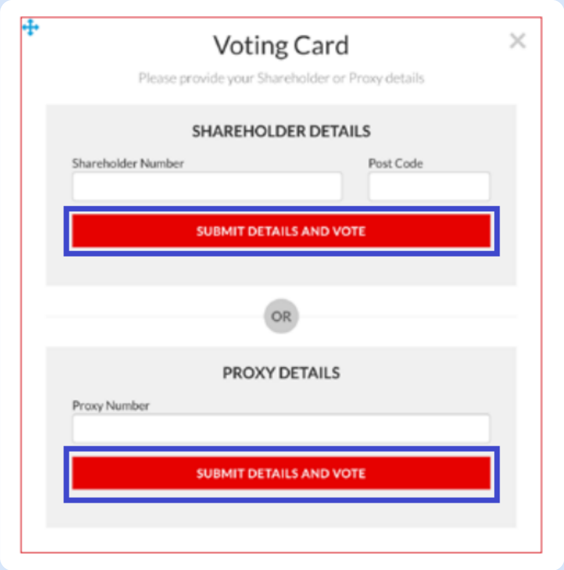
How to vote on items of business by poll

1. Click '**Get a Voting Card**' button either at the top or bottom of the webpage.



2. Enter your Shareholder Number (SRN/HIN) or Proxy Number and click '**Submit Details and Vote**'.



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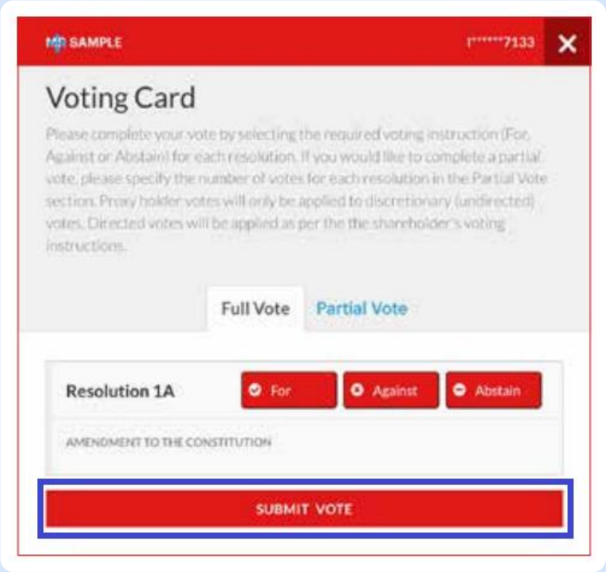
How to vote on items of business by poll (continued)

3. Select either ‘**Full Vote**’ or ‘**Partial Vote**’.

4. Place your vote by clicking ‘**For**’, ‘**Against**’ or ‘**Abstain**’ voting buttons.

5. If you would like to submit a partial vote, ensure you enter the number of votes for any or all resolutions.

6. Click ‘**Submit Vote**’ or ‘**Submit Partial Vote**’ button to complete your vote.



- You may cast your live vote at any time during the AGM
- You must log on to the online platform to cast the live vote
- Live voting will close approximately five minutes after the close of the AGM

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Agenda

Lead Independent Director’s address

Executive Chair’s address

CEO’s address

Formal business

Poll

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Lead Independent Director's address

ANDREW HARRISON

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Board composition

Andrew Harrison
Lead Independent Director

Chris Charlton
Independent
Non-Executive Director

Sandra Hook
Independent
Non-Executive Director

Rob Castaneda
Independent
Non-Executive Director

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Executive Chair's address

RICHARD WHITE

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Board retirements

Charles Gibbon
Independent Non-Executive Director

Michael Gregg
Independent Non-Executive Director

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CEO's address

ZUBIN APPOO

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FY25 financial performance

EBITDA margin rate ahead of expectations

Total revenue $778.7m
↑ 13% organically[1]
(↑ 14% reported)
on FY24

Total revenue growth **$95.1m**
Recurring revenue **98% (↑ 1pp)**

CargoWise revenue $682.2m
↑ 17% organically
(↑ 18% reported)
on FY24

Total CargoWise revenue growth **$104.5m**
CargoWise recurring revenue **99%**

EBITDA ex. e2open M&A[2] $409.5m
↑ 26%
(↑ 17% reported EBITDA)
on FY24

EBITDA margin ex. e2open M&A[2] **53% (↑ 5pp)**
Reported EBITDA margin **49% (↑ 1pp)**

Underlying NPAT[1] $241.8m
↑ 30%
on FY24

Statutory NPAT **$200.7m (↑ 17%)**
Underlying EPS **72.8 cps (↑ 30%)**

Free cash flow $287.0m
↑ 31%
on FY24

Operating cash flow $436.5m **(↑ 25%)**
Free cash flow conversion rate **75% (↑ 8pp)**
51% Rule of 40[1]

Final dividend 7.7 cps
↑ 24%
on FY24

Fully franked
Payout ratio 20% of Underlying NPAT

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1. See definitions on slide 45 on FY25 Investor presentation. For Underlying NPAT see also reconciliation on slide 43 of FY25 Investor presentation.
2. Excludes $27.9m one-time e2open M&A costs recorded in G&A.

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CargoWise penetration

Expected users from two new Top 25 wins in FY25 are greater than 3X FY24 wins

Two new global rollouts by LGFFs[1] secured since 1 July 2024:

- Nippon Express (Top 25)
- LOGISTEED (Top 25)
- Two Top 25 wins in FY25 vs. typically one in prior years

Two transitions from 'Contracted' to 'In Production':

- Hellmann
- FedEx

Three additional organic rollouts 'In Production':

- SPARX
- MOL Logistics
- Mondiale VGL

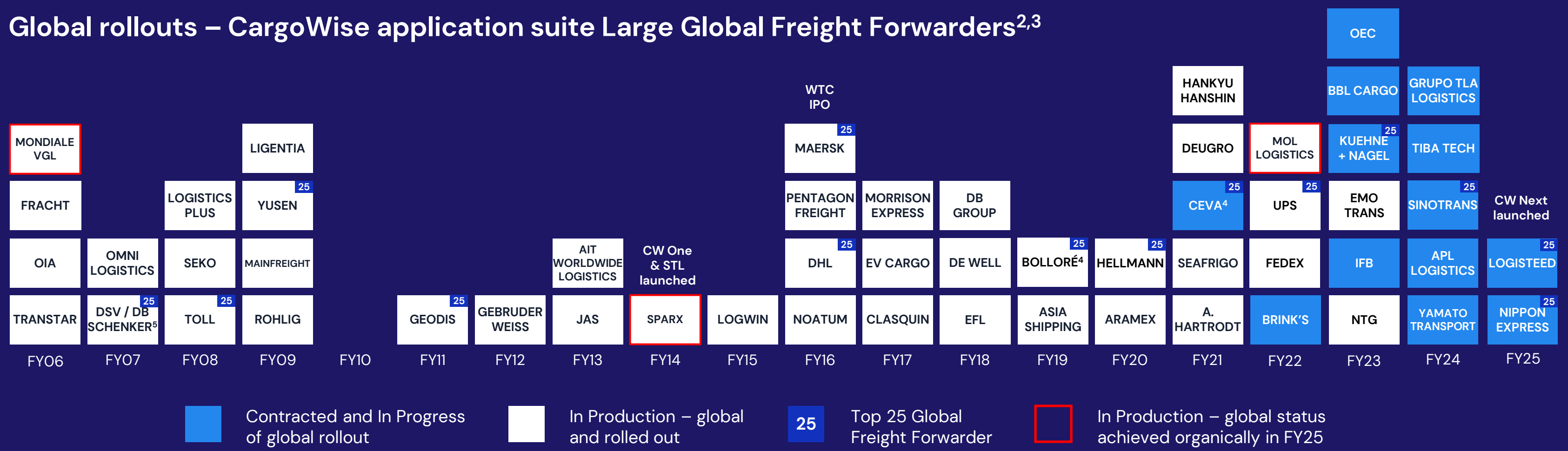
Recent industry consolidation:

- DSV #3 acquires DB Schenker #4 Top Global Freight Forwarder[5]
- Nippon Express acquires cargo-partner

Since 1 July 2024: CargoWise had global rollouts 'In Production' or 'Contracted and In Progress' with **55 LGFFs:**

- **42 'In Production'**[1]
- **13 'Contracted and In Progress'**[1] (i.e. in the process of a global rollout)
- Including 14 Top 25 customers

Global rollouts – CargoWise application suite Large Global Freight Forwarders[2,3]



1. See definitions on slide 45 of FY25 Investor presentation.
2. Reconciliation of global rollouts reported at FY25 on slide 44 of FY25 Investor presentation.
3. Customers have been categorized in the financial year that reflects the later of their CargoWise application suite revenue cohort or global contract signing date (if applicable).
4. CEVA and Bolloré to be consolidated into a single customer in the future following Armstrong & Associates, Inc reporting.
5. DSV completes acquisition of Schenker, 30 April 2025.

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Strategic priorities

e2open acquired

Completed strategically significant acquisition of e2open on 4 August 2025, expanding our total addressable market (TAM) in the $11+ trillion global trade and logistics market. Integration on track.

Recently launched new CargoWise commercial model ready to rollout

New CargoWise commercial model expected to drive long-term product adoption, deeper market penetration and additional value creation through deep AI workflow and management engine opportunity.

Breakthrough products progressing towards revenue generation

CargoWise Next rolled out; potential value of Container Transport Optimization has increased, strategic partnership with ACFS Port Logistics announced.

Significant long-term value creation opportunities

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E2open expands our ecosystem and extends our vision

Be the operating system for global trade and logistics

TRADE | LOGISTICS | TRADE

Supply Side Management	e2open
Global Trade Mgt Compliance Logistics Mgt	e2open
Domestic DC Warehouse	WTC
Domestic Logistics	WTC/e2o
International Customs Warehouse	WTC
Landside Logistics	WTC/e2o
Customs and Border Compliance	WTC/e2o
International Freight Forwarding	WTC
Customs and Border Compliance	WTC/e2o
Landside Logistics	WTC/e2o
International Customs Warehouse	WTC
Domestic Logistics	WTC/e2o
Domestic DC Warehouse	WTC
Trade, Compliance Management	e2open
Supply, Channel, Planning, Demand Mgt	e2open

FLOW OF GOODS

BUILDING A TRUE MULTI-SIDED MARKETPLACE

- Connecting carriers, logistics providers, terminals, transporters, traders, importers, exporters, shippers, brand owners, governments
- Domestic and international trade compliance embedded across the platform

TradeWise.Net

- Improved planning, management, visibility, predictability, yield
- Connecting the world of trade and logistics – digital docs, straight through digital processing

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New CargoWise commercial model

Pre-2008

OTL

One-time license

2008

MUL

Module user license

- Per user
- Per module
- Per month

2014

STL

Seat plus transaction license

2025+

CVP

CargoWise Value pack – a pure transactional license

- **4th generation evolution** of our commercial model
- **The highly compelling licensing model** is an extensive and valuable package of logistics and supply chain software capabilities
- **Enables deeper penetration** into our existing customer base and **expansion into new segments** including SMEs
- Ensures we're positioned to **capture the full commercial value of AI**

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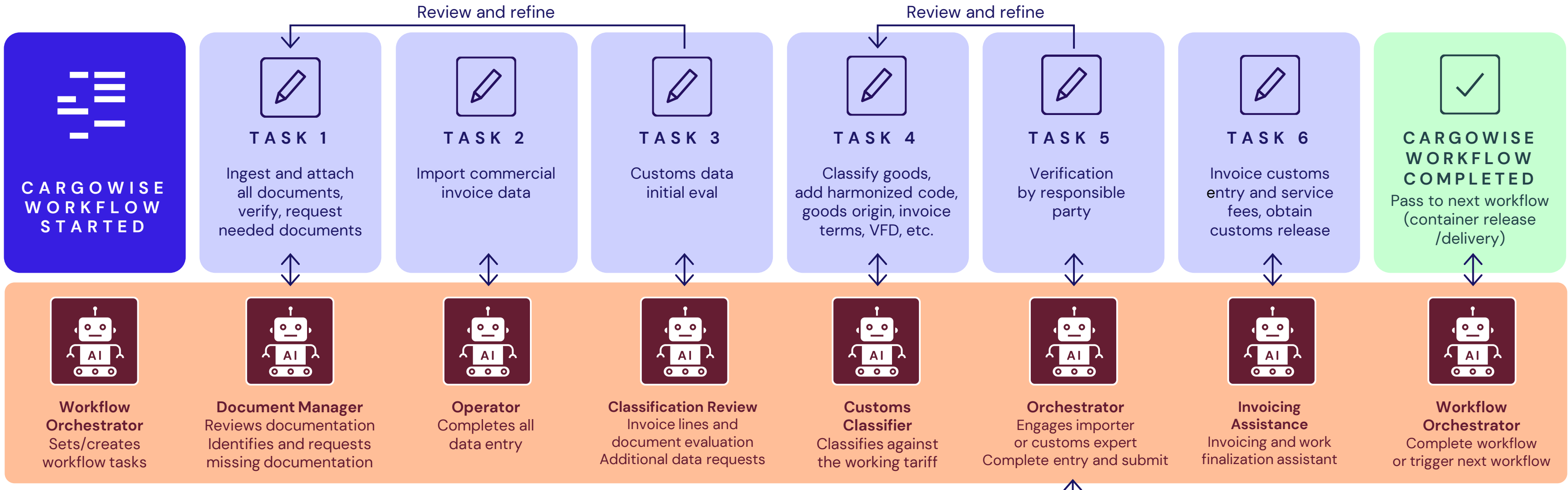
AI Workflow Engine uses Agentic AI Personas

Agentic AI driven operations automate tasks and lower labor costs

EXAMPLE AI WORKFLOW: – IMPORT CUSTOMS ENTRY – JOB REGISTRATION



- Seamlessly embedded into CargoWise's Workflow for *all job types*
- Complete data entry, verification and compliance tasks using pre-trained Agentic AI Personas
- Smart, real-time, context-aware AI responses
- 24/7 task handling and productivity

Importer/Broker
(Human verifies and submits entry)

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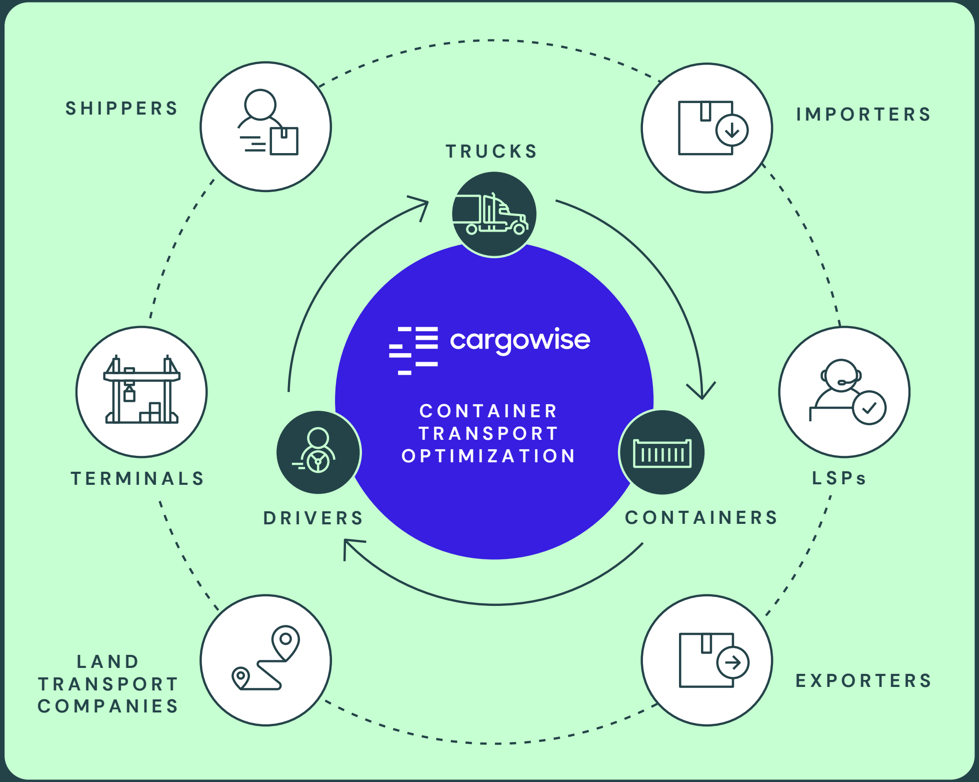
Container Transport Optimization (CTO)



- Enables transport companies, shippers, and logistics providers to maximize efficiencies across container movements using advanced optimization algorithms
- Sophisticated, optimized, automated planning and predictable execution and real time data
- Significantly lowers both operating costs and environmental impact
- E2open and INTTRA brings expanded visibility of nearly 40m additional containers across the supply chain
- Initial launch and revenues expected in 1H26, with continued product and commercial model maturation into FY27+, supporting growth beyond FY26 launch

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Sustainability & ESG

Offset **100% of our Scope 1 and 2 emissions**

Transitioned our Sydney headquarters to 100% renewable electricity.

Continued to **invest in people & skills**

WiseTech Earn & Learn program supports 127 Associate Software Engineers.

WiseTech Academy now free

For CargoWise customers globally, making world-class logistics education accessible to all.

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FY26 guidance

Strong growth outlook focused on strategic foundations for the future

FY26 revenue

$1.39b – $1.44b

79% – 85%
FY26 growth vs. FY25

FY26 EBITDA

$550m – $585m

44% – 53%
FY26 growth vs. FY25

FY26 EBITDA %

40% – 41%

(9)pp – (8)pp
FY26 vs. FY25

FY26 guidance assumptions

Includes e2open from 4 August 2025, ~11 months in FY26

1 **CargoWise: revenue growth of ~14% to 21%**
- Organic growth led by LGFF rollouts and new & existing customer growth
- Initial revenues from launch of CTO and rollout of the new commercial model, starting in 1H
- 1H/2H skew ~3pp more weighted to 2H than in FY25 due to launch and rollout of new products and commercial model

2 **Non-CargoWise:**
- Minor revenue reduction as customers convert and non-recuring revenue exited, as expected

3 **E2open revenue assumptions:**
- In line with e2open full year-ended February 2026 pre-acquisition guidance ($600m-$618m), adjusted for expected reduction in professional services reflecting long-term strategic focus on recurring revenue
- Range includes minor continued attrition in subscription revenue prior to implementing long-term retention strategies

4 **FX: ~$10m FX tailwind on total revenue, most in 2H**
- FX tailwind partially offset with cost headwind, essentially neutral to EBITDA
- See Appendix for sensitivity analysis

5 **Operating expenses and cost of revenue:**
- Margin expansion from remaining run rate savings from $40m company-wide efficiency program
- Phased restructure program ~$18m annual run rate savings target by end FY27 with FY26 net cost out of ~$9m
- PD&D costs expected to moderate as R&D focus on hiring senior developers & leveraging AI
- Development process efficiency with capitalized development in the ~55% range, excluding e2open

6 **EBITDA and EBITDA %: expect FY26 EBITDA margin exit run rate 43% to 44%**
- >10pp of margin rate dilution from first time consolidation of e2open
- FY26 includes ~$45m-$50m of one-off e2open integration, retention and break costs driving 2-3pp of margin dilution
- 2H margin expansion driven by cost efficiencies, launch of new products and roll-out of new commercial model

Guidance provided in line with these assumptions, those in the Appendix, slide 36 in the FY25 Investor presentation and to be read in conjunction with the FY25 pro forma on slide 15

Uncertainty around future economic and industrial production growth.

Prevailing uncertainties relating to sovereign and geopolitical risk may also reduce assumed growth rate.

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WiseTech's 3P strategy

Vision: Be the operating system for global trade and logistics

People: Powered by our talented people, and accelerated by our innovation culture and targeted acquisitions

Product

Extend technology lead

Penetration

Expand market penetration

Profitability

Enhance operating leverage

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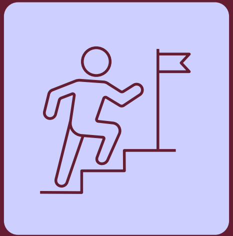
Formal business



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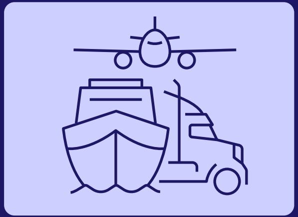

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