

16 October 2018

**WiseTech Global acquires DataFreight, a leading UK logistics management software solutions provider**

Global logistics solutions group, WiseTech Global, today announced the acquisition of LSI Sigma Software ('DataFreight'), a leading provider of customs, freight forwarding and warehouse management software solutions in the United Kingdom.

Headquartered in Southampton, DataFreight provides integrated logistics solutions, including HMRC customs software, specialist consultancy for UK customs compliance and freight forwarding solutions for all modes of transport, along with warehousing capabilities for managing bonded and un-bonded warehouses in the UK. Their scalable solutions are used by large and small organisations including customers such as TNT International, Allport Cargo Services, Charles Kendall Freight, COSCO Shipping, DACHSER, Maersk Lines, and many other logistics providers and organisations.

WiseTech Global Founder and CEO, Richard White, said "Regardless of whether the outcome is a hard or soft border for Brexit, WiseTech is uniquely placed to facilitate trade and deliver cross-border compliance for logistics providers in the UK and Europe. With DataFreight, we will continue to expand our lead in cross-border capability geographically, further strengthening our local market capacity to move swiftly ahead of UK and EU regulatory evolution. Along with DataFreight's long-term UK cross-border compliance and logistics expertise, and existing involvement on HMRC move from CHIEF to the new CDS platform, we see their UK customs capability as valuable while the outcomes of Brexit are yet to be determined. In any event, with our powerful global development capacity, we are well positioned to address the changes to come."

The purchase cost comprises ~\$3.6m upfront, with a further multi-year earn-out potential of ~\$1.4m related to business and product integration and customer conversion<sup>1</sup>. With annual revenue of ~\$1.8m and ~\$0.4m contribution to EBITDA in the year to 31 March 2018, this transaction, while of strategic value, is not material to the WiseTech Global group<sup>2</sup>. DataFreight is expected to be consolidated into WiseTech Global accounts from November 2018.

Remaining under the leadership of Managing Director, Ian Brown, DataFreight's operations will be integrated within the WiseTech Global group and DataFreight will continue to deliver its customs management solutions directly to its own customers, along with WiseTech's integrated global logistics platform, CargoWise One.

Along with our recent acquisitions in Argentina, Australasia, Belgium, Brazil, France, Germany, Ireland, Italy, Netherlands, North America, Spain, Taiwan, Turkey and Uruguay, this acquisition is in line with WiseTech Global's clearly stated strategy of accelerating long-term organic growth through targeted, valuable acquisitions.

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<sup>1</sup> Approximate AUD equivalents to consideration amounts denominated in GBP.

<sup>2</sup> Historical revenues and EBITDA figures for acquired businesses should not be considered guidance for future financial contribution due to their differing licence arrangements, the extent of non-recurring revenue (such as one-off development and consulting income) and the potential impact of integration.

## About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 8,000 of the world's logistics companies across 130 countries, including 34 of the top 50 global third-party logistics providers and 24 of the 25 largest global freight forwarders worldwide<sup>[1]</sup>. Our flagship product, CargoWise One, forms an integral link in the global supply chain and executes over 54 billion data transactions annually. At WiseTech, we are relentless about innovation, adding more than 3,000 product enhancements to our global platform in the past five years while bringing meaningful continual improvement to the world's supply chains. Our breakthrough software solutions are renowned for their powerful productivity, extensive functionality, comprehensive integration, deep compliance capabilities, and truly global reach.

The WiseTech Global group includes CargoWise One, ABM Data Systems, ACO Informatica, BorderWise, Bysoft, Cargoguide, CargoSphere, CMS Transport Systems, CompuClearing, CoreFreight, CustomsMatters, EasyLog, Fenix, Forward, Intris, LSP Solutions, Microlistics, MultiConsult, Pierbridge, Prolink, SaaS Transportation, Softcargo, Softship, Taric, Trinium Technologies, Ulukom, zsoft and znet Group.

For more information about WiseTech Global or CargoWise One, please visit [wisetechglobal.com](https://www.wisetechglobal.com)

## About DataFreight (LSI Sigma Software Ltd)

Since 1988, DataFreight has been a leader in providing an integrated suite of software applications for the forwarding, customs and warehousing sectors.

Headquartered in Southampton, DataFreight has a team of 12 experienced customs, logistics and technical professionals and provides a highly scalable set of solutions used by large and small organisations. It is currently deployed in the United Kingdom as well as locations in the United States, Canada, China, Czech Republic, Ghana, India, South Africa, Nigeria, Republic of Ireland, Netherlands, Bahrain, Dubai, Oman, Hong Kong and Thailand. Customers include TNT International, Allport Cargo Services, Charles Kendall Freight, COSCO Shipping, DACHSER, Maersk Lines, and many other logistics providers and organisations.

For more information about DataFreight, visit [www.datafreight.co.uk](https://www.datafreight.co.uk)

## Contact information

### INVESTOR RELATIONS

Gail Williamson, Chief Growth Officer      + 61 2 8001 2200      [investor.relations@wisetechglobal.com](mailto:investor.relations@wisetechglobal.com)

### MEDIA

Piers Shervington      +61 2 8001 2200      [piers.shervington@wisetechglobal.com](mailto:piers.shervington@wisetechglobal.com)

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<sup>[1]</sup> Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2017 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2017 logistics gross revenue/turnover and freight forwarding volumes.