

6 June 2019

## Investor conference and briefing materials

Investor briefing materials used by WiseTech Global management for investor conferences and briefings are attached.

//ENDS

### About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include 12,000 of the world's logistics companies across 130 countries, including 38 of the top 50 global third party logistics providers and all 25 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, CargoIT, CargoSphere, CMS Transport Systems, Containerchain, CustomsMatters, DataFreight, EasyLog, Fenix, Forward, Intris, LSP Solutions, Microlistics, Multi Consult, Pierbridge, ProLink, SaaS Transportation, SmartFreight, Softcargo, Softship, Systema, Taric, Trinium Technologies, Ulukom, zsoft, znet Group and Xware.

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

### Contact information

INVESTOR RELATIONS + 61 2 8001 2200 [investor.relations@wisetechglobal.com](mailto:investor.relations@wisetechglobal.com)

MEDIA + 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.

Integrated modules covering key logistics transactions...

- Freight forwarding
- Customs clearance
- Warehousing
- Land transport
- Liner & agency
- Container station/yard
- E-commerce
- BorderWise
- Geo compliance
- Schedules
- WiseRates
- Booking
- Tracking & events
- Netting & reconciliation

Integrated modules for enterprise wide...

- Accounting & invoicing
- Customer relationship management
- Workflow & automations
- Integrated messaging
- Document manager
- Human capital management

Integrated Identity Management, Security and SSO

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 130 countries worldwide.

## Overview: WiseTech Global and CargoWise

# Important notice and disclaimer

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

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### PRESENTATION OF INFORMATION

- **Current period statutory** The financial data for 1H19 in this presentation is provided on a statutory basis but in a non-statutory presentation format.
- **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 109 of WiseTech Global's 2018 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** Amounts in this document have been rounded to the nearest \$0.1m. Any differences between this document and the accompanying financial statements are due to rounding.

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# Our technology is used by the world's logistics providers across ~130 countries

**12,000+**

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

**~130**

countries<sup>(2)</sup>

**54+ billion**

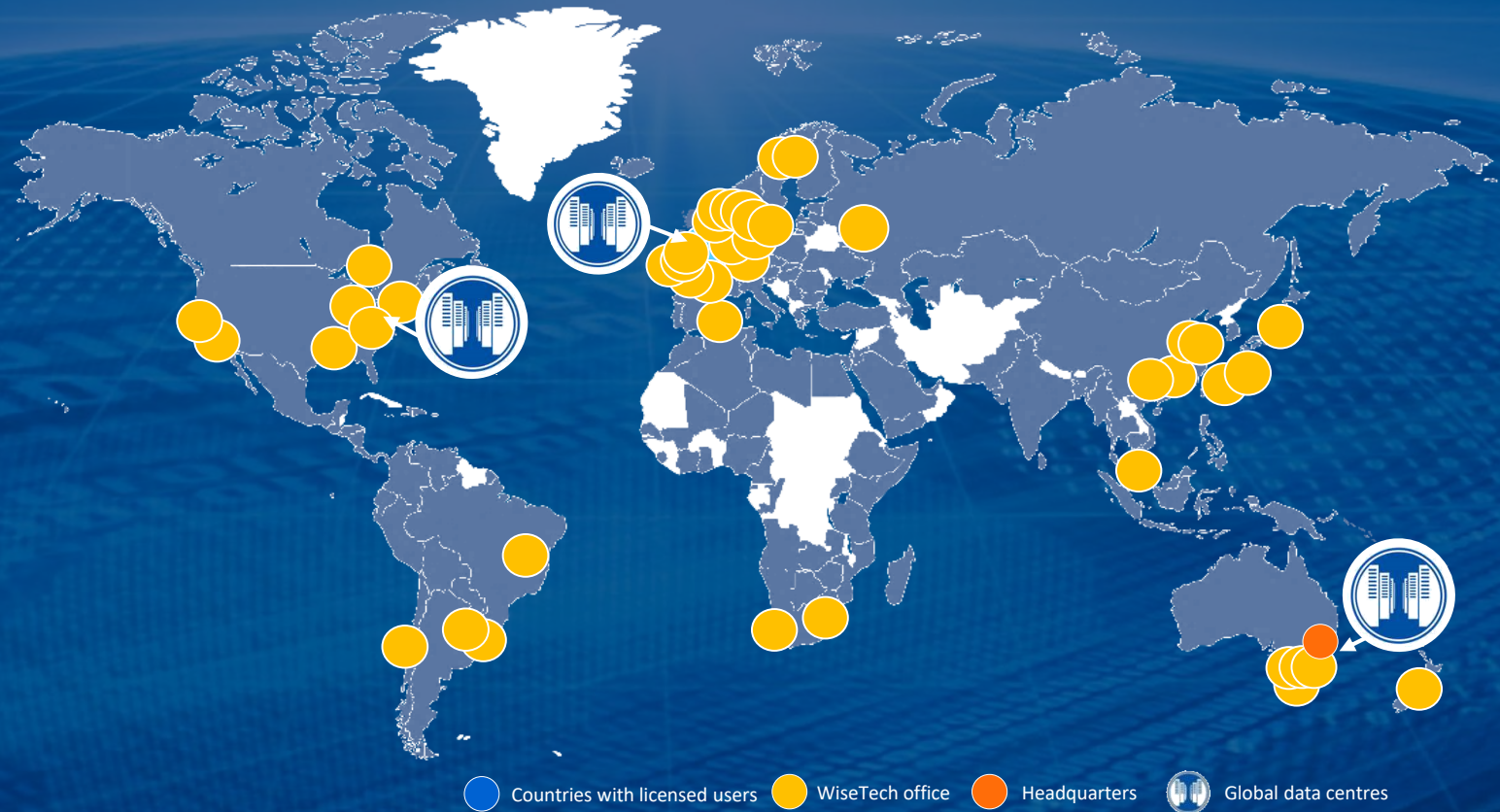
data transactions in CargoWise One annually<sup>(3)</sup>

**4+ million**

development hours over two decades

**1,700+**

valued employees<sup>(4)</sup> across 40 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 FY18, disclosed at 30 June annually.

3. Data transactions for FY18, transactions measured at 30 June annually.

4. Includes acquisitions announced or completed to 1 May 2019.

**38** of the top 50 global third party logistics providers<sup>(1)</sup>  
use our solutions across ~130 countries worldwide



25 of the top 25 global freight forwarders use our solutions across ~130 countries worldwide



7 of the top 25 global freight forwarders<sup>(1)</sup> use CargoWise One in global forwarding rollout exclusively – including the world’s largest.

“The new TMS system that we are deploying now is called CargoWise, which is an off-the-shelf solution which we optimize for public viewing. Other freight forwarders have it and, because it’s practically tested, it works. The system is designed by forwarders for forwarders.”

*CEO of DHL Global Forwarding,  
Tim Scharwath<sup>(2)</sup>*

“We have chosen the CargoWise One single platform software solution which fully responds to our needs and ambitions. This new tool will gradually replace all of our existing TMS software.”

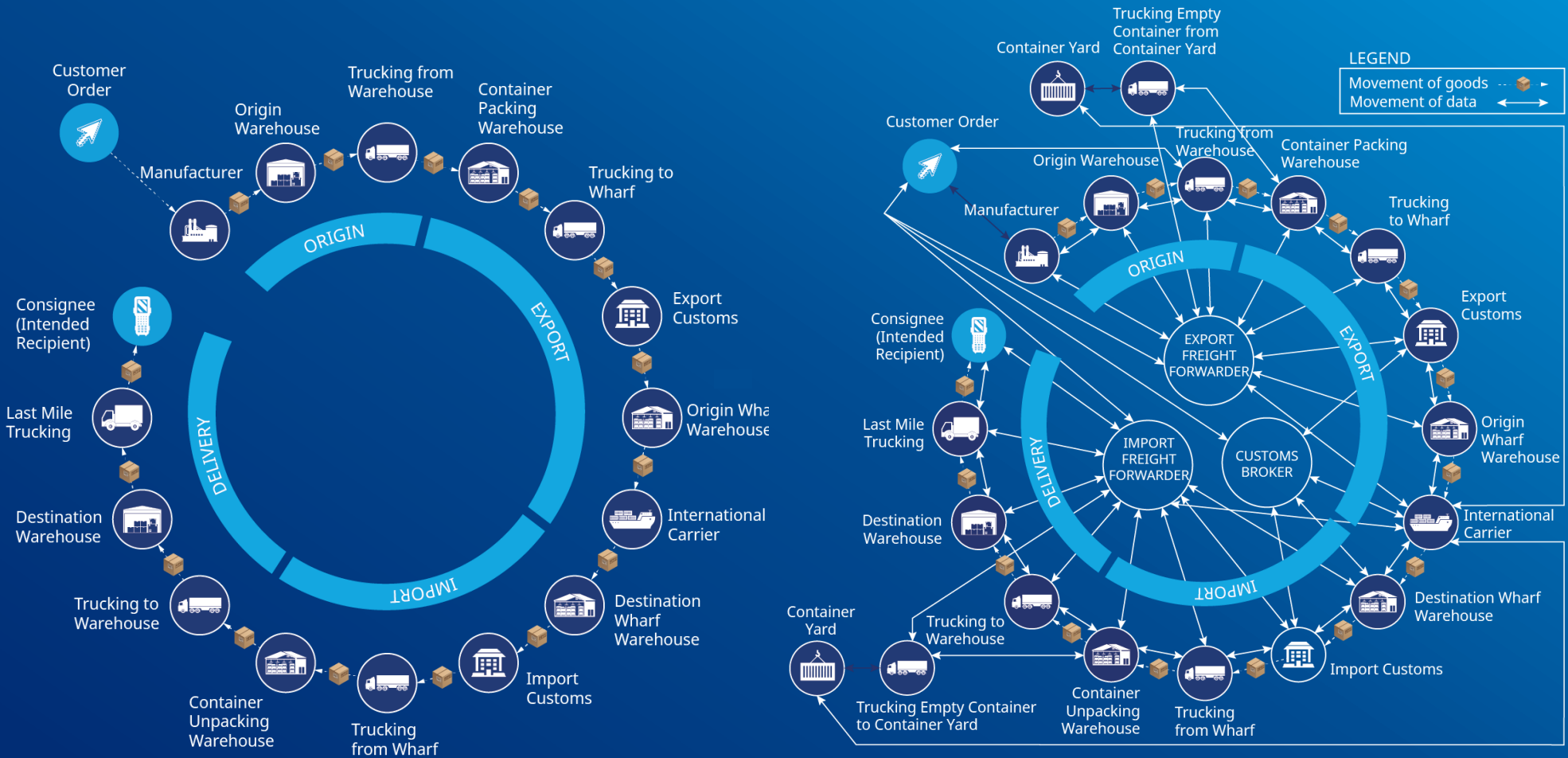
*CEO of Bolloré Logistics,  
Thierry Ehrenbogen<sup>(3)</sup>*

1. Armstrong & Associates: Top 25 Global Freight Forwarders List ranked by 2017 logistics gross revenue/turnover.

2. Lloyds Loading List article 4 Dec 2018.

3. Bolloré press release issued 24 April 2019

# Logistics industry – moving goods and data



**Opportunity is vast**

**The logistics industry: \$14 trillion in annual revenues.**

**Global 3PL**

Top 150  
Logistics providers in  
each vertical and  
each domestic  
market

**Global 2PL**

Carriers (Ocean, Air,  
Rail, Road, LTL, FTL,  
Parcel, Container)

**Global 1PL**

Shippers and  
Beneficial Cargo  
Owners (BCOs)

**E-commerce**

3PLs  
Express couriers  
E-commerce giants  
Postal services

**Government**

Regulation  
Digitisation  
Integration  
Domestic regulators  
Global regulators  
Industry bodies

**Up to a TRILLION spent on technology  
+ billions more wasted on sneakerware/people.**

**Yet industry drowning in paper and high error rates,  
decimating margins and visibility.**

**We solve this.**





## TECHNOLOGY

*“fragmented solutions destroy efficiency”*

Fragmentation and specialisation

Proliferation of micro-point systems

‘Sneakerware’

IOT and asset investment attract capital

Aging legacy platforms dominate

Disparity of code/islands of data vs cloud/global access –  
standardization ‘the holy grail’

## COMMERCIAL IMPERATIVES

*“not integrated? no digitized data? Ouch”*



Exponential volume growth

Demand for faster throughput

Margin pressure

Capital constraints

Logistics high margin industry – for the successful few

Economic ‘summer’

## COMPETITION

*“growing divide between historical titans and emerging vanguard”*

Blurring of 1PL/2PL/3PL

Leaders capable of pulling ahead

Deep systems capability driving value (not discounts)

Legacy platforms ripe for acquisition



## REGULATORY PRESSURE

*“fines and penalties in place of solutions,  
sneakerware can’t keep up”*

Increasing regulation and complexity

Onerous penalties

Digitisation can be slow to implement

Constant ongoing change (single window, system upgrades, tariffs, blocks, trade Wars, political change)





## Needs of all logistics providers

- Real-time visibility
- Control over margins
- Reduced risk, cross-border execution
- Faster multi-modal movement
- More efficient use of resources
- Error reduction



## Solution in sight

- Integration
- Digitisation
- Automation
- Single source of truth, cleansed + verified global data sets
- Guided decision-making
- Exception-driven intervention

# Powerful high growth engine – CargoWise One integrated global platform

## Integrated modules covering key logistics transactions...



Freight forwarding



Customs clearance



Warehousing



Land transport



Liner & agency



Container station/yard



E-commerce



BorderWise



Geo compliance



Schedules



WiseRates



Booking



Tracking & events



Netting & reconciliation

## Integrated modules for enterprise wide...



Accounting & invoicing



Customer relationship management



Workflow & automations



Integrated messaging



Document manager



Human capital management

Integrated Identity Management, Security and SSO

Relentless platform expansion with over 500 enhancements annually

# Powerful high growth engine – CargoWise One integrated global platform

## Deeply integrated...



Integration **within + across** modules



Integration across **geographies**



Integration with **other** customers



Integration with **third party** systems



Integration with **government** systems

## Benefits of integration

- ✓ **Data** is entered once only
- ✓ Lower **error** rates
- ✓ Real-time **visibility** globally
- ✓ Improved **productivity**
- ✓ **Risk** mitigation
- ✓ Ease of **scalability**
- ✓ Reduction in **costs**

# Powerful high growth engine – CargoWise One integrated global platform

## ...features extend beyond integration

configuration, not customisation

+

scalable to any size of business – from single user to thousands

+

global reach – over 130 countries and expanding

+

30 languages, myriad of currencies, netting engine

+

detailed compliance components, validation engines, denied party screening, guided decision making

+

built-in productivity tools, automations, and delegations

+

global data sets and execution engines

+

swift on-boarding, hundreds of CargoWise Partner organisations, over 13,000 Certified CW practitioners

+

continuous upgrade – over 3,000 new products, enhancements and features since 2014

+

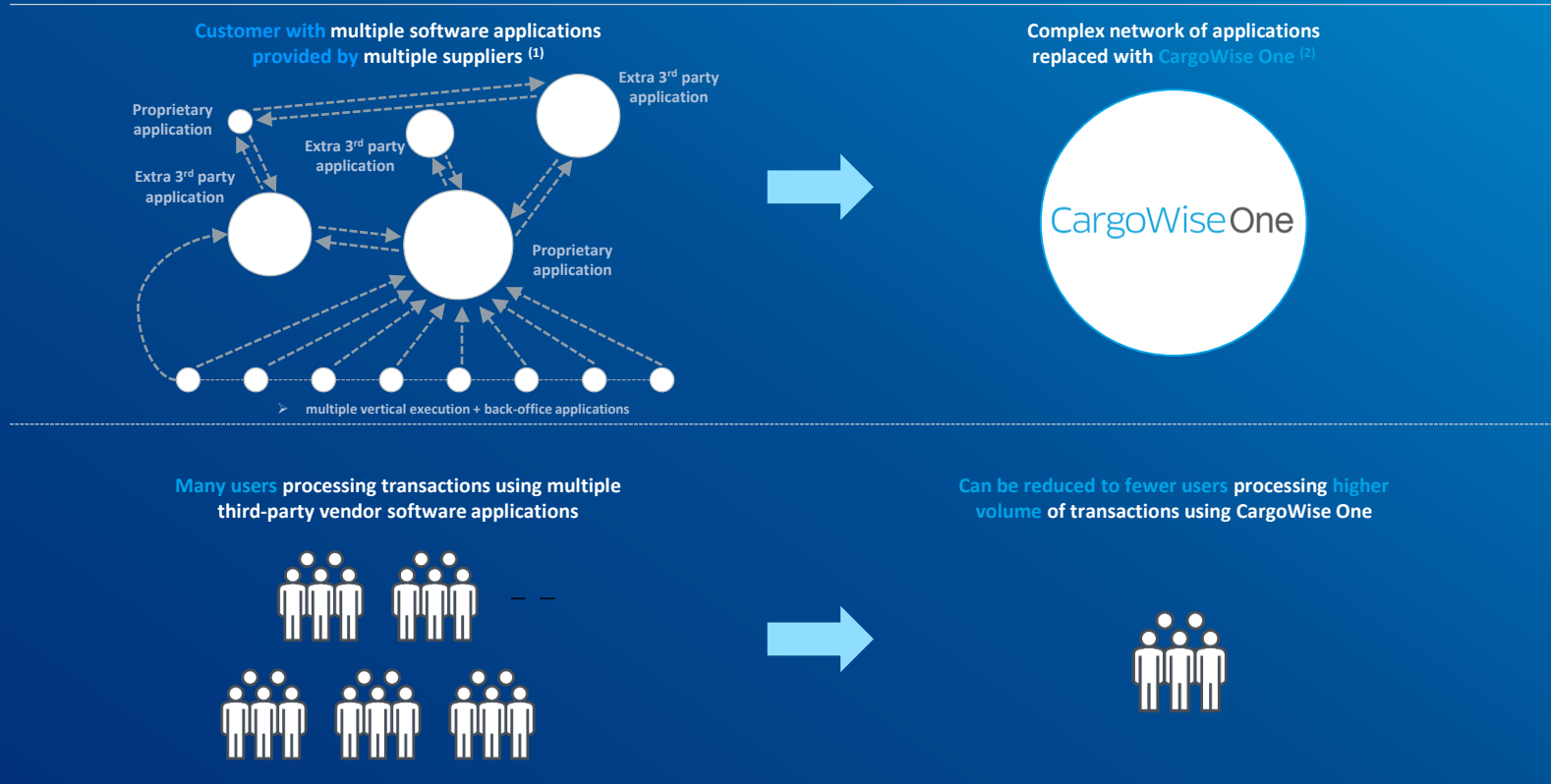
cloud, on-demand transaction licensing, available anywhere, anytime



## CargoWise One – value proposition for customers

- ✓ **Reduction in costs** – due to: replacement of multiple proprietary systems and/or third-party applications with a single, deeply integrated platform; reduction in IT infrastructure and maintenance costs; and potential elimination of labour intensive processes
- ✓ **Productivity gains** – productivity gains can be realised through a reduction in third-party vendor software applications and a reduction in resources required
- ✓ **Risk mitigation** – increased visibility and alerts, real-time data availability globally and elimination of errors associated with re-entering data reduces the risk of shipment delay, penalties and seizure
- ✓ **Scalability and expansion into new geographies and services** – customers can easily add new geographies, users and modules
- ✓ **Sustainability and maintainability** – focus on configurability ensures faster rollout of enhancements and functionality
- ✓ **Intelligent development** – self-automation, self-generated ad hoc fields and self-developed reporting

# CargoWise One integrated global platform – productivity gains and cost savings



<sup>(1)</sup> This represents a specific example for one specific large-scale, multi-national customer using CargoWise One over time. It does not purport to represent the profiles for all customers or to be indicative of any future trend  
<sup>(2)</sup> For services that CargoWise One does not cover, the customer used third party applications

# Logistics execution industry dynamics

*Industry pain points drive an exponential shift to CargoWise One*

## 3PL industry dynamics vs low propensity to switch out of proprietary systems

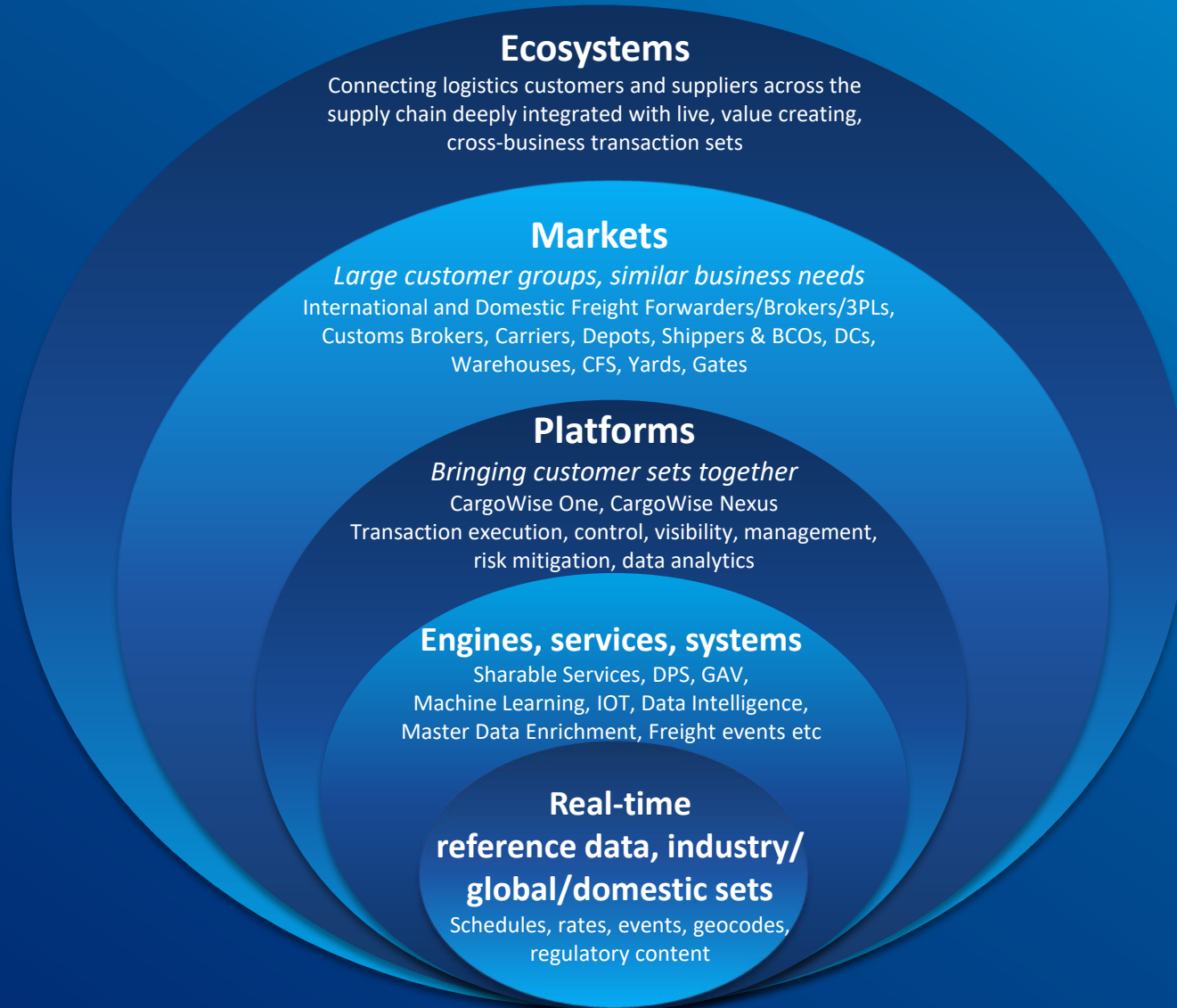
## Impact of dynamic for WiseTech Global

## 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, ~130 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-boarding 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 platform used by all of the 25 largest global freight forwarders

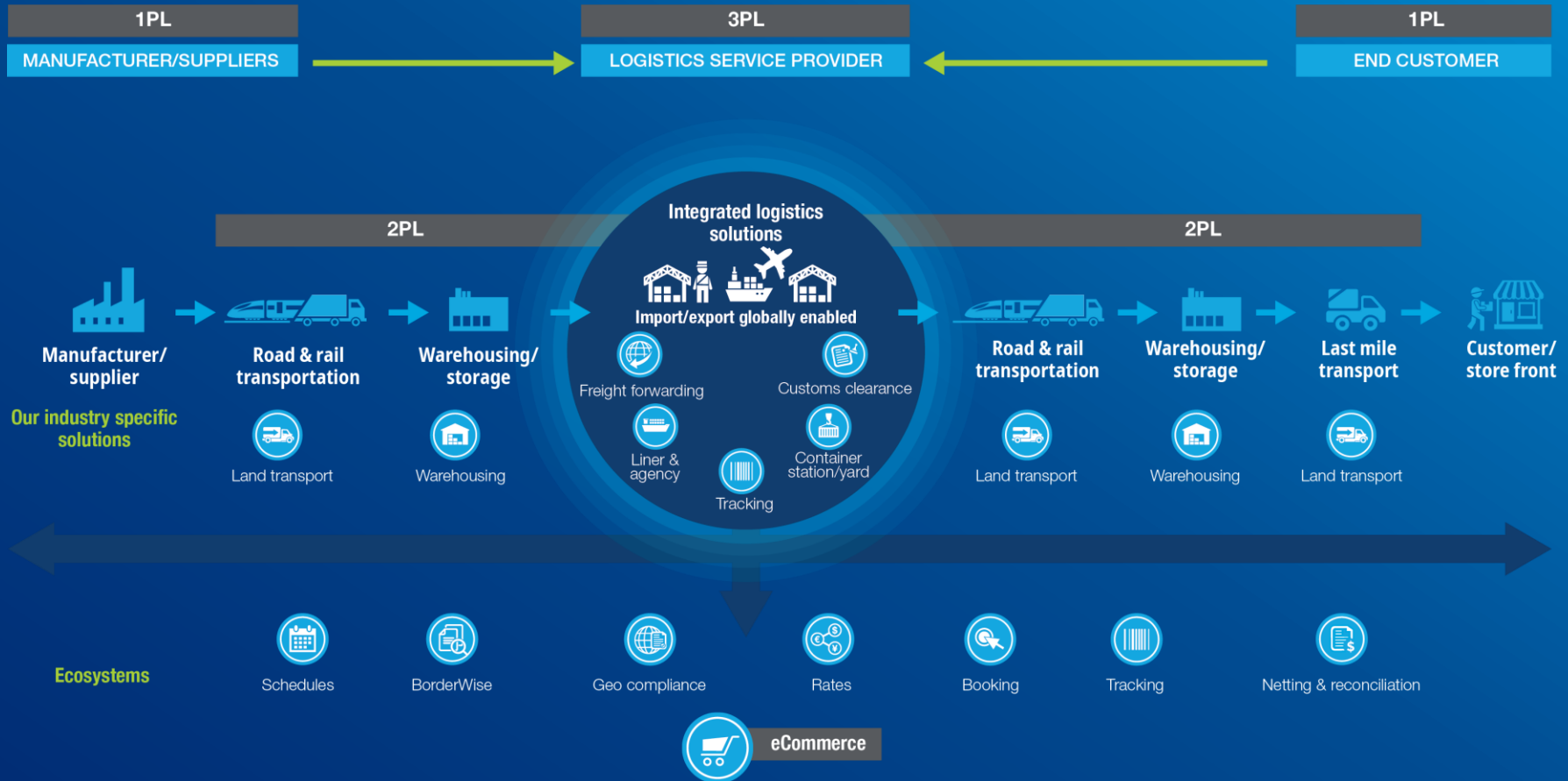
**Our technology and business model turns industry problems into tailwinds.**

# Opportunity – global data, platforms and technology build ecosystem



# Widening our reach, building ecosystems

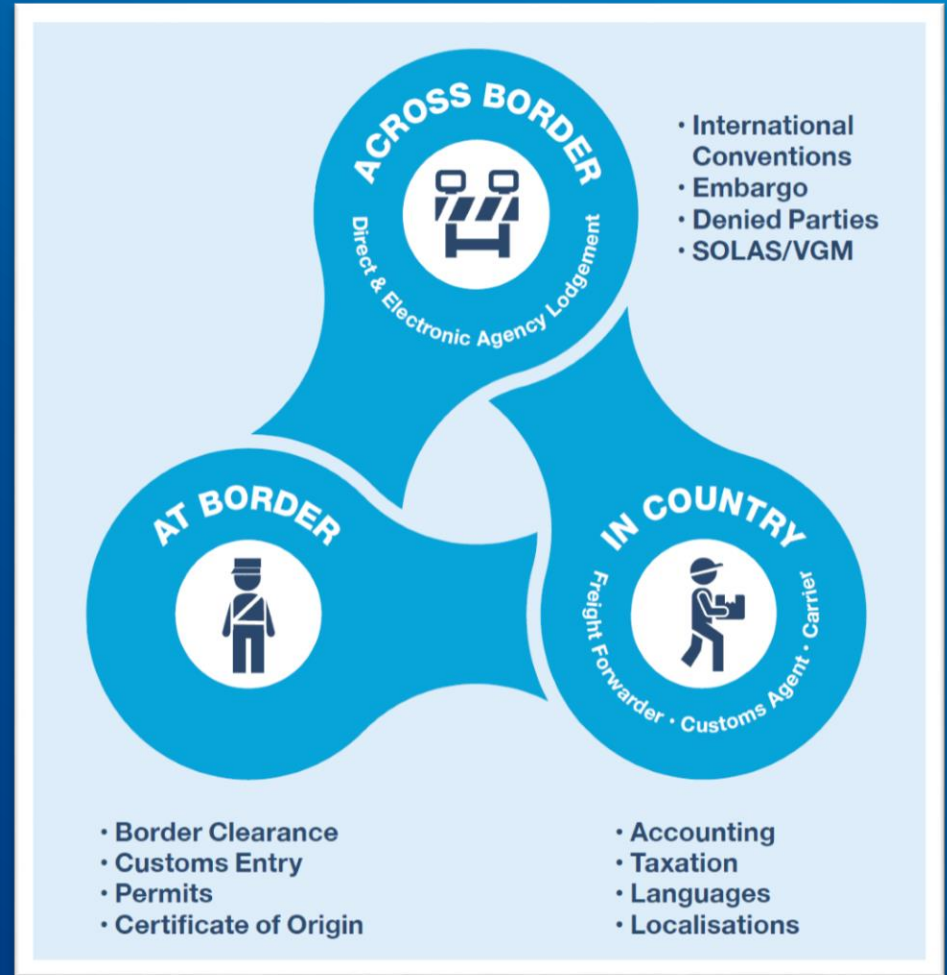
We converge our innovation pipeline and acquisitions to rapidly build our multi-modal capabilities on a global scale



## CARGO CHAIN



## COMPLIANCE CHAIN



Regulatory and trade changes are tailwinds for us

**World**

- ASYCUDA  
World/UNCTAD – over  
90 smaller countries  
ongoing

**North America**

- Canada SWI (Single  
Window Initiative)  
customs - ongoing
- Extension of US Air  
Cargo Advance  
Screening Pilot Program

**Brazil**

- Trade Single  
Window

**South Africa**

- NCAP (New Customs  
Acts Programme)

**Australia**

- AU GST
- NEXDOCS

**New Zealand**

- Joint Border Mgmt  
System (JBMS)
- Trade Single Window

**Germany**

- Customs ATLAS Release  
8.8 and AES release 2.4  
– ongoing

**EU**

- Union Customs Code  
(UCC) implementation  
through to 2020

**UK**

- CDS platform to  
replace CHIEF  
ongoing
- BREXIT new border  
requirements

**Malaysia**

- uCustoms – ongoing

**Singapore**

- Customs National  
Trade Platform -  
ongoing

Logistics providers face government scrutiny, increasing fines and punitive penalties

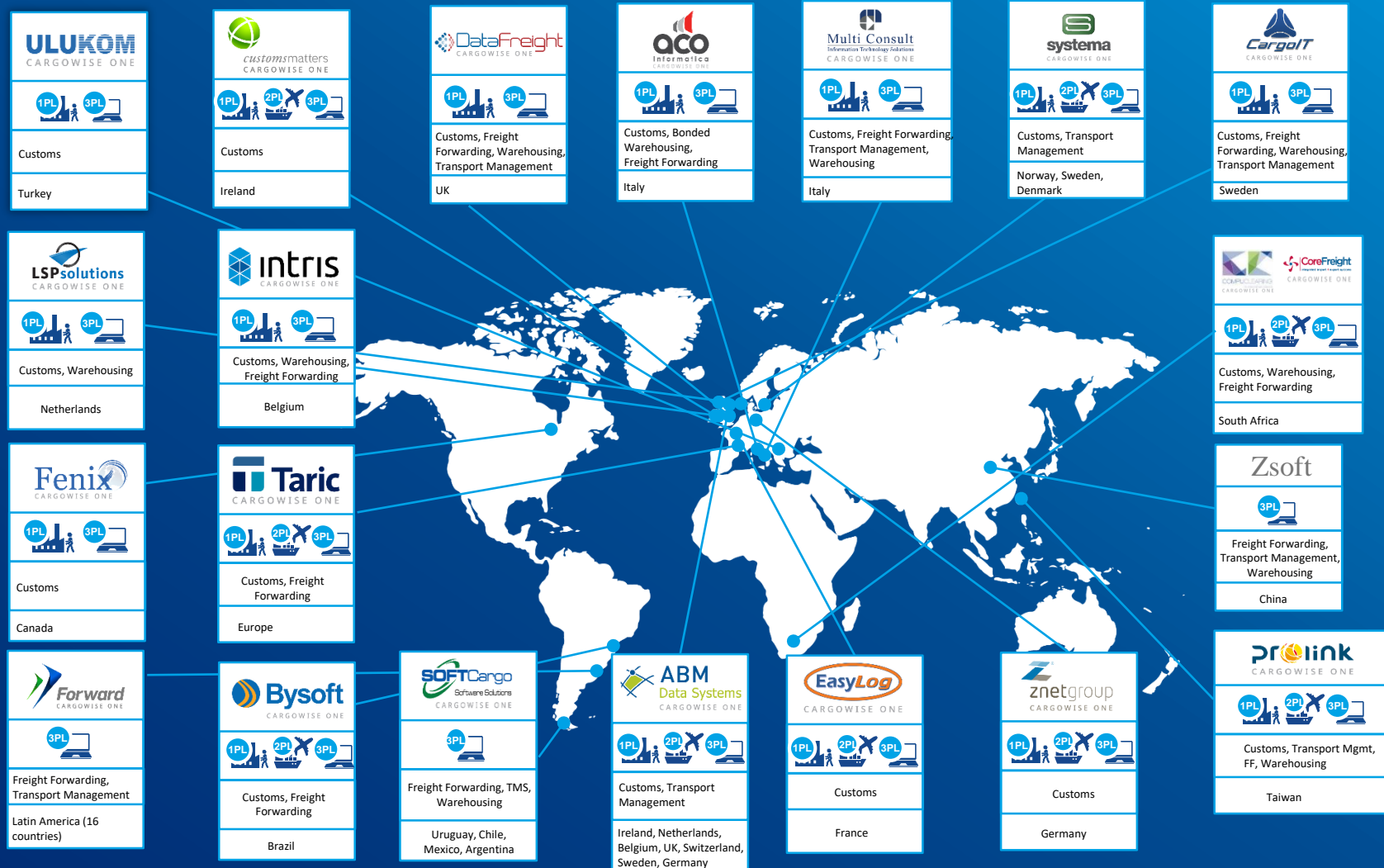
Record fine in 2017 US\$1.19bn



**Globally integrated  
CUSTOMS & BORDER-COMPLIANCE  
platform designed to service 90% of the  
world's manufactured trade flows**

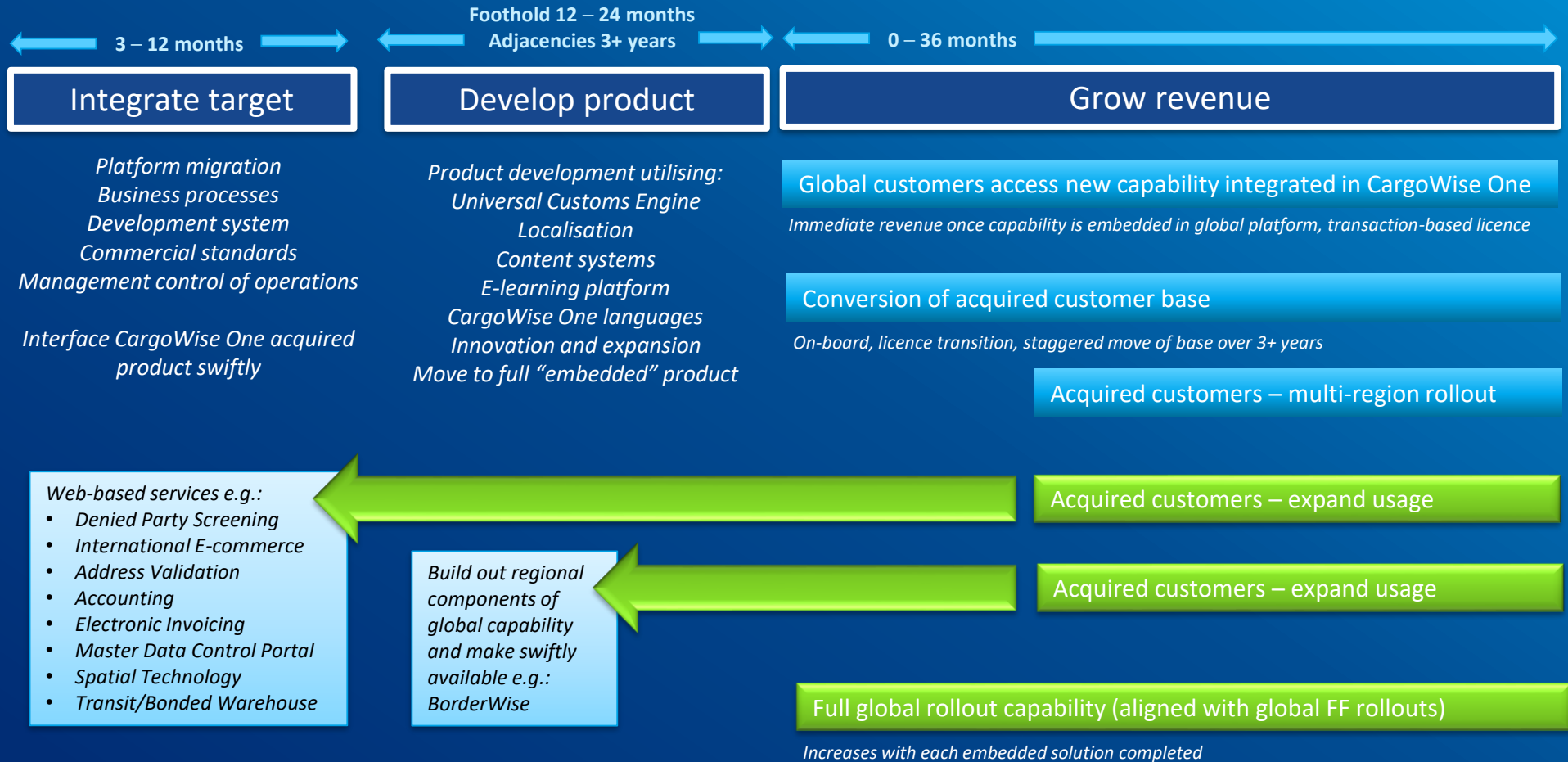


# Founder-led software assets fuel geographic expansion + cross-border capability



# Acquisitions – integration process + value components

Stage 1 integration completed swiftly, we focus on long-term product capability and growing revenue





**Globally integrated**  
**INTERNATIONAL FULFILMENT E-COMMERCE**  
**execution for parcel shipments**

# E-commerce 2<sup>nd</sup> generation, 'High Volume Low Value'

Providing scalable, high volume integrated solution for 3PLs facing e-commerce juggernaut





**Globally integrated TMS**  
– ultimately modeless *and* borderless

**Optimised, LANDSIDE LOGISTICS with  
global container automation**

# Adjacencies feed into our innovation pipeline to build ecosystems

## LANDSIDE/CONTAINER

**CONTAINERCHAIN**  
WISETECH GLOBAL GROUP

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

## TRANSPORT MANAGEMENT SOLUTIONS

**pierbridge**  
WISETECH GLOBAL GROUP

Leading parcel shipping TMS provider to large and medium enterprises in the US with offices in the UK and Finland.

**SaaS**  
CARGOWISE

Specialist US Less Than Truckload TMS provider with LTL road rate capabilities to expand road booking and rates.

**CMS Transport Systems**  
CARGOWISE

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

**TRINIUM**  
Technologies  
CARGOWISE

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

**SmartFreight**  
Digital Shipping Software  
WISETECH GLOBAL GROUP

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

## GLOBAL RATES MANAGEMENT

**CARGOSPHERE**  
WISETECH GLOBAL GROUP

Global ocean rates mgmt. – live, global data set on carrier rates. Neutral platform links carriers and 3PLs. Rates Mesh standalone and data integrated to CargoWise One customers.

**Cargoguide**  
WISETECH GLOBAL GROUP

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

## SPECIALIST WMS

**Micrologistics**  
WISETECH GLOBAL GROUP

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

## GLOBAL SHIPPING

**softship**  
WISETECH GLOBAL GROUP

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

## COMPLIANCE

**BorderWise**  
CARGOWISE

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

## MESSAGING

**XWARE**  
Advanced Communications Solutions  
WISETECH GLOBAL GROUP

A leading interoperable messaging and integration solutions provider



### Asset based TMS



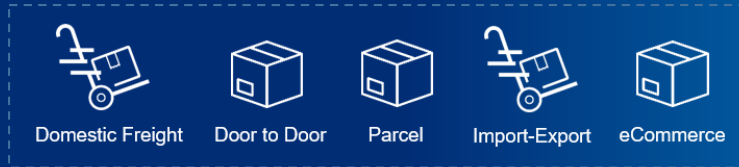
### Non-asset based



# CargoWise Nexus

**Global integrated platform for the  
consumers of logistics services**

**CONSUMERS** of logistics services



**PROVIDERS** of logistics services



**CargoWise One**  
Logistics Provider

**Major Carriers**  
(Ocean, air, road, rail)

**Other Transport Providers**



## CargoWise Nexus

Digitized Transaction Path - all processes, data & documents



Universal XML

App Adaptor

Finance & Accounting

Sales & Marketing

Manufacturing & Production

Procurement, Fulfillment Inventory

Workflow & automations

Planning & Costing

Booking & Documentation

Visibility, Delivery & Payment

Shipper/BCO/Importer/Exporter  
Enterprise System  
(Major ERP, MRP or Bespoke)



Digital Booking



Trade Documents

Powerful Live Datasets



## Powerful growth strategy

*Multiple levers to sustain growth, increase market penetration, build the operating system*



**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.”**

# WiseTech Global – quality revenues, low churn, efficient growth

High quality growth while expanding technology lead and global footprint

**SIGNIFICANT**  
revenue  
growth



↑ **68%**  
Revenue  
vs 1H18

**1H19 Revenue**  
\$156.7m

**48% CAGR**  
over 4 years  
1H15 – 1H19

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



**100%**  
recurring  
revenue

in CargoWise One

**89%** recurring  
revenue

**99%**  
**On-Demand**  
usage-based licensing  
CargoWise customers

**LOW**  
customer  
attrition



**<1%**  
every year  
for last **6½**  
years<sup>(1)</sup>

Annual customer  
attrition rate across  
CargoWise One  
global platform  
(Minimal churn, calculation  
includes all forms eg bankruptcy,  
consolidations, industry  
departures)

**HIGH innovation**  
product development  
investment



**33%**  
of revenue<sup>(2)</sup>

**47%**  
of our people

**\$260m<sup>(2)</sup>**  
innovation and product  
spend and  
**3,000**  
new products and  
enhancements added in  
the last 5 years

**LOW**  
marketing and  
sales expense



**11%**  
of revenue

**11%**  
of our people

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

**PROFITABLE**  
high EBITDA margin  
+ cash generative



↑ **52%** EBITDA

**\$48.5m**

**47% CAGR**  
over 4 years 1H15PF – 1H19

**EBITDA margin 49%**  
↑ **22pp**

excluding acquisitions  
over 3 years 1H16PF – 1H19

**\$23.1m**  
**Net profit<sup>(3)</sup>**

1H19 RESULTS – SEE [WISETECHGLOBAL.COM/INVESTORS](http://WISETECHGLOBAL.COM/INVESTORS) FOR 1H19 RESULTS AND ADDITIONAL INVESTOR MATERIALS

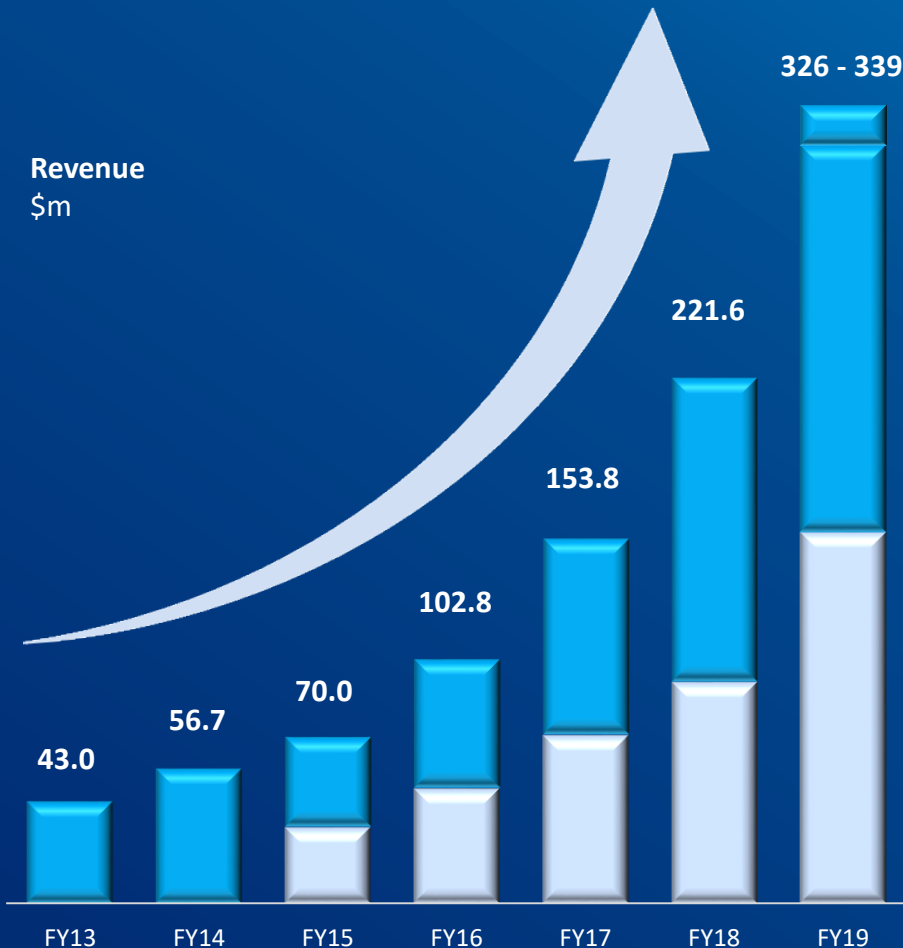
1. Annual attrition rate is a customer attrition measurement relating to the CargoWise One application suite (excluding any customers on acquired legacy platforms). A customer's users are included in the customer attrition calculation upon leaving i.e. having not used the product for at least four months. Based on attrition rate <1% for each year of the last six financial years FY13 – FY18 and 1H19.

2. Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation.

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

# High growth outlook for FY19

*Execution on strategy to deliver strong growth in FY19*



FY19 revenue<sup>(1)</sup>

**\$326m - \$339m**



**47% - 53%**

FY19 growth vs FY18

FY19 EBITDA<sup>(1)</sup>

**\$100m - \$105m**



**28% - 35%**

FY19 growth vs FY18

1. Our revenue is 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 FY19 guidance is based on rates provided in the Appendix.

# Appendix

# FY19 guidance and assumptions

## Growth in revenue and EBITDA

### 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
- Contractual increases in revenue from existing customers, reflecting the end of temporary pricing arrangements
- Standard price increases
- Full year effect of prior year acquisitions
- Acquisitions post 30 June 2018: Ulukom, SaaS Transportation, Fenix, Pierbridge, Multi Consult, Trinium, Taric, DataFreight, SmartFreight, CargoIT, Systema and Containerchain
- Investment in R&D to increase in \$ terms, but will benefit from operating leverage
- Sales and marketing as % of revenue to increase over time to more historical levels, 10% – 12%
- General and administration, including M&A, excluding acquired G&A, as a % of revenue to be more efficient over time, below 20%

### What is not included in the guidance:

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

	FY18	FY19 guidance
Revenue	\$221.6m	\$326m - \$339m
EBITDA	\$78.0m	\$100m - \$105m

# Global revenues received in a mix of key currencies

*Revenues protected with effective natural hedge*

- 76% of 1H19 revenue in non-AUD due to increased overseas acquisitions and mix of transactions and users in CargoWise One
- Natural hedges in some regions with both revenue and expenses denominated in local currencies – including recent acquisitions
- 46% of 1H19 revenue is in non-local currencies, 5pp lower than FY18 (51%)
- No derivative contracts in place for FY19

FX rates v AUD	FY19 guidance October to 30 June	2H19 guidance
GBP	0.55	0.57
RMB	4.91	4.99
EUR	0.62	0.63
NZD	1.09	1.05
ZAR	10.7	10.2
USD	0.72	0.72
TRY	4.61	3.84

Sensitivities	Increase/ decrease	2H19 revenue \$m	2H19 EBITDA \$m
<b>FX rates vs AUD</b>			
USD	+/- 5%	-/+ 3.5	-/+ 2.1
EUR	+/- 5%	-/+ 1.8	-/+ 0.5
ZAR	+/- 10%	-/+ 0.4	Nil
TRY	+/- 10%	-/+ 0.1	Nil

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