



ASX Announcement: 2023/62

24 November 2023

### WiseTech Global 2023 AGM – Chair and CEO addresses

Today's AGM addresses by WiseTech Global Chair, Andrew Harrison, and Founder and CEO, Richard White, are attached, along with the associated presentation slides.

Further information about the virtual AGM, including the Notice of AGM, can be accessed online at [www.wisetechglobal.com/investors/annual-general-meetings/](http://www.wisetechglobal.com/investors/annual-general-meetings/)

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Authorized for release to ASX by David Rippon, Corporate Governance Executive and Company Secretary.

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##### About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 17,000<sup>1</sup> of the world's logistics companies across 174 countries, including 44 of the top 50 global third-party logistics providers and 24 of the 25 largest global freight forwarders worldwide<sup>2</sup>.

Our mission is to change the world by creating breakthrough products that enable and empower those that own and operate the supply chains of the world. At WiseTech, we are relentless about innovation, adding over 5,300 product enhancements to our global CargoWise application suite in the last 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. For more information about WiseTech Global or CargoWise, please visit [wisetechglobal.com](http://wisetechglobal.com) and [cargowise.com](http://cargowise.com)

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<sup>1</sup> Includes customers on CargoWise and non-CargoWise platforms whose customers may be counted with reference to installed sites

<sup>2</sup> Armstrong & Associates: Top 50 Global 3PLs & Top 25 Global Freight Forwarders ranked by 2021 gross logistics revenue/turnover and freight forwarding volumes – Updated 20 September 2022

## Chair's address

First, I'd like to thank our exceptional WiseTech Global team, which has grown to more than 3,000 people globally. The achievements of the past financial year are a result of their talents, hard work and focus, which have enabled us to make significant progress in delivering our 3P strategy and realizing our vision to be the operating system for global logistics.

### Financial performance

Our strong FY23 performance was underpinned by continued growth in Large Global Freight Forwarder rollouts and CargoWise revenue.

WiseTech delivered Total Revenue of \$816.8 million in FY23, a 29% increase on FY22.

The majority of our growth came from our CargoWise application suite, which was up 41% to \$659.6 million, reflecting increased usage by existing customers and new customer signings.

This result was underpinned by our 96% recurring revenue base, and low customer attrition rate of less than 1%, in line with the last 11 years, which combine to make our existing business very secure and predictable.

EBITDA excluding M&A costs was up 28% on FY22, to \$412.1 million. EBITDA was up 21% to \$385.7 million versus FY22. As we explained at our full year results in August, our EBITDA margin was down three percentage points to 47% due to the near-term dilutive impact of recent M&A.

Organically, EBITDA was up 26%, with EBITDA margin expansion of two percentage points to 53%, reflecting the benefit of new customers, new product releases, price increases, and our enhanced operating leverage and ongoing financial discipline.

Our statutory NPAT of \$212.2 million was up 9% on FY22, and Underlying NPAT was up 30% at \$247.6 million, demonstrating the high quality of our earnings.

It's important to note that these strong results were against a backdrop of softening global trade flows as a result of geopolitical frictions, persistent inflationary pressures and interest rate rises – all of which impacted global demand. This highlights the resilience of our strategy and the capability of our team to deliver outcomes in challenging conditions.

### Strong financial position

WiseTech retains a solid financial position, supported by a resilient balance sheet and strong cash flows.

As at 30 June 2023, we had liquidity of approximately \$400 million, providing significant financial flexibility and headroom to fund strategic growth opportunities, as demonstrated by our recent acquisitions.

Our operating cash flows were \$433.3 million, up 28% on FY22, and free cash flow of \$291.4 million was up 23%, demonstrating our highly cash-generative operating model.

Reflecting our confidence in the strength of the underlying business performance and robust outlook for WiseTech, the Board declared a fully franked final dividend of 8.4 cents per share, up 31% on FY22. Our total dividend for the year was 15 cents per share, representing a payout ratio of 20% of Underlying NPAT.

WiseTech's dividend reinvestment plan continues to offer eligible shareholders the opportunity to reinvest dividends to acquire additional WiseTech shares. Our ongoing dividend policy is to target a dividend payout ratio of up to 20% of our Underlying NPAT.

### **Board activities**

Turning to developments with your Board, where we continue to build on our technology leadership, global reach, and geographic footprint.

To support WiseTech's ongoing growth and governance, we are committed to retaining deep industry knowledge and experience on the Board, while also evolving the Board composition to suit our future needs. To this end, we continue our search for additional independent Non-Executive Directors, and look forward to providing an update to shareholders in due course.

After close to nine years on the Board, I am announcing today that this will be my last Annual General Meeting with WiseTech, and that I will be retiring on 31 March 2024. The Board has elected Richard Dammary, our current Chair of the People & Remuneration Committee, as the new Chair of the Board, and I look forward to working with Richard over the coming months on a smooth transition. Richard will bring clarity and thoughtfulness to the Chair role and, together with my current colleagues and expected new appointments in the near future, your Board will be well-balanced and equipped to take the Company forward following my retirement.

I would like to take this opportunity to thank my Board colleagues and the wonderful team here at WiseTech for their support and collegiality, and you, the shareholders, for your ongoing support of our business.

### **Building a sustainable future**

WiseTech is a force for good; improving productivity, connectivity and resource usage across global supply chains, and in the communities and markets in which we operate.

Our diverse and inclusive team of more than 3,000 people across 35 countries is united in our goal to transform the world of logistics one innovation at a time.

We are committed to encouraging and supporting more women to enter the technology and logistics industries, but recognize that we can always do more.

To learn more about the clear steps we have taken in building our Environmental, Social and Governance commitments, I encourage you to read our Sustainability Report, which forms part of our Annual Report. We will continue to develop and build on our ESG disclosures in line with new sustainability accounting standards.

### **Acknowledgments**

On behalf of the Board, I would like to thank our CEO, Richard, for his continued passion in leading the business to deliver on our vision. And to the WiseTech Team, we thank you for your relentless curiosity, drive and dedication.

I extend my thanks to all Directors for their valuable insights, guidance and commitment throughout the year, as we continue to grow our global reach.

And finally, I would like to thank you, our shareholders, as well as our customers, and the communities in which we operate, for your continued support and belief in our vision. We are excited by the opportunities ahead of us, and the long-term shareholder value we continue to deliver.

I'll now hand over to Richard.

## **CEO's address**

Thank you, Andrew, and good morning, everyone.

I am very proud of our strong FY23 results, the great progress we have made on our 3P strategy, and the value we continue to deliver for our customers and shareholders.

### **Strong financial performance**

As Andrew has already covered our strong FY23 performance, I'd like to focus on the key factors contributing to that performance.

First and foremost, our people, are the key to driving our success and strategy. We have built one the most talented teams globally, and their hard work and commitment to WiseTech and its vision and mission, and their embodiment of our credo, mantras and culture, mean they continue to drive real change in an industry that is critical to the world today.

Our ability to perform in challenging times is a result of years of very deliberate and focused work to enhance our development capability by hiring, retaining and developing very talented people, automating repetitive processes wherever possible, stopping low-yield activities, and designing to allow scaling at low cost; all of which has positioned us for long-term sustainable growth and profitability.

WiseTech continues to grow at a very healthy pace, and our highly cash-generative business model and strong liquidity provides a solid foundation to fund our ongoing organic and inorganic growth.

## Strategy execution

At our FY23 results briefing, we outlined the significant progress we have made in delivering on our 3P strategy, including:

- Our strong financial performance and FY24 outlook, underpinned by continued growth in the number of Large Global Freight Forwarder rollouts.
- Signing our first global customs rollout with Kuehne+Nagel, the world's largest Global Freight Forwarder, followed by, FedEx Trade Networks confirming they intend to roll out CargoWise global customs alongside their ongoing global forwarding rollout.
- The release of our Warehouse Suite of five highly differentiated products.
- The release of the early experience version of CargoWise Neo.
- Executing a strategic move into landside logistics, initially in North America, through our strategic acquisition of Envase Technologies and Blume Global, and
- Increasing our global product development capability to now over 1,800 team members, up from just over 1,000 at the beginning of FY23, to now represent 60% of our workforce.

## Product

As a product-led business, research and development is at the core of everything we do. In FY23 we increased our R&D investment by 45% vs. FY22, investing \$261.9 million and delivering 1,130 new CargoWise application suite product enhancements. To put this into perspective, over the last five years alone, we have invested over \$880 million in R&D and delivered more than 5,300 product enhancements.

The substantial increase in scale and development capability reflects our commitment to investing to achieve our vision **to be the operating system for global logistics**.

Our goal is to drive innovation within the CargoWise ecosystem, so that CargoWise is a 'must have' for large global forwarders and international logistics providers.

Through our focus on our six key development priorities—landside logistics, warehouse, Neo, digital documents, customs and compliance, and international eCommerce—we are accelerating our product delivery and expanding into new markets and opportunities.

This year we achieved important product milestones, releasing the CargoWise Warehouse Suite, highly differentiated and purpose-built for integrated logistics providers; and releasing Neo to select customers.

We leveraged our team's proven M&A expertise to complete two strategically significant acquisitions in Envase and Blume, which significantly transform CargoWise's capability in North American landside logistics, where the long-term opportunity is significant.

To support our product development goals, we also completed two tuck-in acquisitions in Bolero and Shipamax, extending our digital documents and straight-through digital processing capability.

In October, we announced the acquisition of Matchbox Exchange, provider of a breakthrough online platform for the reuse and exchange of shipping containers. This acquisition provides our CargoWise landside logistics key development priority with enhanced container optimization capabilities. Matchbox Exchange enables customers to conveniently reuse containers, or request or offer empty containers across businesses for their import or export needs. This helps the landside logistics and port community to be more efficient and productive by enabling faster turnaround times and reducing the cost and inefficiencies of transporting, hiring, de-hiring and storing empty containers.

This month, we announced the acquisition of a customs foothold business in Mexico. Mexico is the second largest economy in Latin America and now the largest trading partner with the US, it is also the 17<sup>th</sup> largest export economy globally. This is another important addition to our customs and compliance key development priority.

With this acquisition, our global customs system coverage is now more than 70% of global manufactured trade flows, combining our native customs platform and acquired businesses, bringing us closer to our 90% target. We remain committed to meeting the needs of our Large Global Freight Forwarder customers who need a single global customs platform to make their customs processing more efficient, compliant and secure.

Combined with our CargoWise and existing acquisition solutions, the optimization and supply chain orchestration capabilities we now have will provide extensive benefits and create real value for our customers and the broader landside logistics ecosystem.

### ***Penetration***

In FY23, we secured six new large global freight forwarder rollouts plus two organic rollouts. Since year end, we also secured APL Logistics for a global CargoWise forwarding rollout, and, as I mentioned, FedEx added global customs alongside their CargoWise freight forwarding rollout.

We expect to see future revenue growth driven by additional Large Global Freight Forwarder contract wins, and organic growth with our existing customers.

### ***Profitability***

We remain focused on driving returns through our high growth, scalable, SaaS model which delivers strong profitability and operating cash flows.

We launched a multi-year, company-wide efficiency program which we expect to deliver a net \$15 million saving in FY24 with an annual run rate of \$40 million, principally by extracting acquisition synergies, streamlining our processes and removing duplication.

### ***Sustainability***

Andrew touched on the steps we have taken this year to progress our Environmental, Social and Governance efforts.

In FY23, we continued to strengthen our strategy and progress towards net zero. Our Sustainability & ESG Framework and Principles embed sustainability considerations into our

decision making and operations, contributing to a more sustainable future and creating long-term value for our stakeholders.

Building a diverse and inclusive workforce is something we are committed to. We know that both the technology and logistics industries face challenges in attracting diverse team members. At WiseTech, approximately 31% of our employees and 29% of our Board members are female. We remain dedicated to encouraging and supporting more women to enter the technology and logistics industries.

We are taking clear steps to enable this through our culture of inclusion, flexible work practices, and strong focus on learning and development to support the growth of our people across our global teams, and importantly, through our strong pipeline of education initiatives.

We believe that to attract more diverse people to this industry, we need to change perception and engage in early childhood education before students start to self-select out of certain technical studies and careers. A critical way we can help solve this problem is by encouraging students to preference STEM subjects starting in early primary school and continuing through to high school, rather than wait until late in high school when many young people have already chosen their career paths, often without any meaningful STEM engagement or exposure.

This is the key reason for our initial 5-year commitment of 1% of annual pre-tax profit to Grok Academy. Through our contribution of more than \$3 million in FY23, our partnership makes the Grok Academy platform free for all K-12 students, adult learners, teachers and parents in Australia, and supports the development of the next-generation technology platform and content to meet the diverse needs of students and educators.

Pleasingly, during the first half of the Australian school year, there was a 78% increase in the number of students accessing the platform, a 54% increase in the number of institutions utilizing the platform, and a 50% increase in the number of teachers using the platform, compared to the same period in 2022.

Our contribution will also make the platform completely free to students and teachers and parent across New Zealand from the beginning of 2024.

This year, we launched our Earn & Learn Program, connecting high school graduation with full time employment and a university degree in software engineering. High school graduates that enter our program work as Associate Software Engineers at WiseTech while undertaking part-time university study. Our FY23 cohort consisted of 30 students, studying a specially designed blend of university coursework, WiseTech-developed coursework, and on-the-job training, leading to the completion of a bachelor's degree in four years.

These initiatives combined with the continued development and increased reach of WiseTech Academy and our growing engagement with schools and universities, present a powerful and comprehensive program that can introduce learners of all ages to software engineering and other valuable technical skills.

We are covering K-12, bridging the gap from high school to university, the bridge from education to employment, undergraduate, post-graduate, on-the-job and adult learning. We are building an on-ramp for students and adult learners to develop skills and access high

value, long-term employment in the technology sector, with a particular focus on software engineering skills and jobs, whilst also creating a diverse pipeline for our future workforce.

Through these focused programs and continued investment, we can enable and empower the technologists of the future.

Our commitment to minimize our environmental footprint continues. Once again, in FY23 we offset 100% of our Scope 1 and 2 emissions from our global operations using offsets aligned to verified standards. Importantly, this financial year we have expanded our emissions inventory to include Scope 3 emissions. This is an important step in our net zero journey.

I encourage you all to read more about our Sustainability and ESG commitments and achievements in our Sustainability Report.

### **FY24 Outlook**

Turning to our FY24 outlook. I am reconfirming our FY24 guidance. We expect to deliver 27% to 34% total revenue growth to between \$1.04 billion and \$1.095 billion, with CargoWise revenue expected to grow by approximately 34% to 43%. We expect to deliver 18% to 27% EBITDA growth equating to \$455 million to \$490 million. FY24 guidance now includes FX tailwind from recent Australian Dollar weakness as well as our recent small acquisitions of MatchBox Exchange and Sistemas Casa and their associated upfront M&A costs offsetting continued macro uncertainty from the global economy and later product release timing. We'll provide further updates at our first half FY24 Results in February.

As noted at our FY23 results briefing, near-term EBITDA margins will be slightly lower whilst our larger strategic acquisitions are being integrated. However, we expect EBITDA margins to return to above 50% in FY26.

Before I hand back to Andrew to commence the formal business of the meeting, I would like to thank him for his significant contribution since joining the WiseTech Board. Over Andrew's near nine years at the Company, we have grown exponentially and continued our strong momentum to be the operating system for global logistics. I wish him all the best in his future endeavors.

I would like to again thank the WiseTech team for what they have achieved this year. It is their hard work and commitment that drives our success.

I would also like to thank the WiseTech Senior Management Team for their leadership, expertise, dedication and drive in continuing to deliver on our strategic objectives and vision.

Thanks also to you, our shareholders, for your ongoing support and believing in and being a part of our vision and mission. The opportunities ahead of us are vast, and will continue to deliver long-term shareholder value.



# Annual General Meeting 2023

24 November 2023



# Virtual meeting platform

 Virtual meeting online guide


[wisotechglobal.com/investors/annual-general-meetings/](https://www.wisotechglobal.com/investors/annual-general-meetings/)

 Access virtual meeting

<https://meetings.linkgroup.com/WTC23>

 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

 wisotech  
global

Virtual Meeting  
Online Guide

#### Before you begin

Ensure your browser is compatible.  
Check your current browser by going to the website: [whatismybrowser.com](https://www.whatismybrowser.com)

#### Supported browsers are:

- Chrome - Version 88 & 40 and after
- Firefox - 80.0 and after
- Safari - OS X v10.0 & iOS X v10.0 and after
- Internet Explorer 9 and up
- Microsoft Edge - 80.0 and after

To attend and vote you must have your security holder number and postcode.

Appointed Proxy: Your proxy number will be provided by Link before the meeting.

Please make sure you have this information before proceeding.

**Voting Card**

Please complete your vote by selecting the required voting instruction (For, Against or Abstain) for each resolution. If you would like to complete a partial vote, please specify the number of votes for each resolution in the Partial Vote section. Proxy holder votes will only be applied to discretionary (undirected) votes. Directed votes will be applied as per the shareholder's voting instructions.

Full Vote Partial Vote

Resolution 1  For  Against  Abstain

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**SUBMIT VOTE**

**Ask a Question**

The following questions that you may have any before or questions during the meeting. You may select what the question pertains to and then you provided one if you have multiple questions and their priority.

Resolved Questions

Question

Enter your question here.

**Submit Question**

**Audio Question**

Please mute the webcast meeting before you use the Web Phone. You will be directed to a new screen.

Enter your name and select the Call button and follow instructions from there.

**Go to Web Phone**

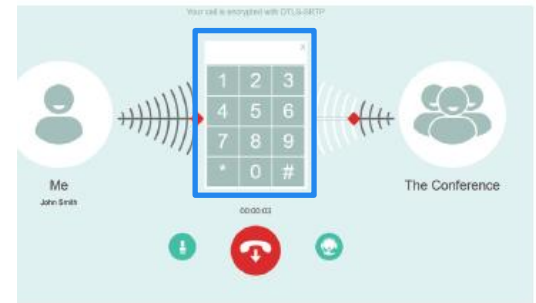
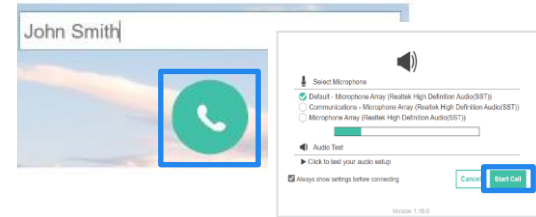
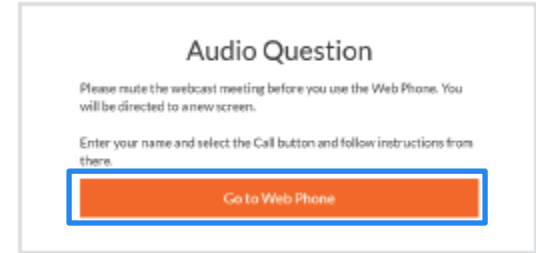
# How to ask written questions through the online platform

1. Click **'Ask a Question'** button either at the top or bottom of the webpage
2. Complete the two sections in the **'Ask a Question'** box
3. Click **'Submit Question'**. You can view your questions in **'View Questions'** section
4. Click **'Submit Another Question'** in **'View Questions'** box if you would like to ask another question

The screenshot displays the LINK Group 2023 Annual General Meeting online platform. At the top, there is a navigation bar with the LINK Group logo, a help number (1800 990 363), and buttons for 'Ask a Question', 'Get a Voting Card', and 'Exit Meeting'. Below the navigation bar is a video player showing a scene from the meeting, with a '2023 Annual General Meeting' overlay. A sidebar on the right lists 'Downloads' including Speakers Bio's, Sustainability Report, Notice of meeting, Online Guide, and Annual Report. The main content area features two orange buttons: 'Get a Voting Card' and 'Ask a Question'. Below this, there are two panels: 'Ask a Question' and 'View Questions'. The 'Ask a Question' panel includes a dropdown menu for 'Regarding' (set to 'General Business'), a text input field for the question, and a 'Submit Question' button. The 'View Questions' panel shows a submitted question: 'When will the next AGM be held?' with a plus icon, and a 'SUBMIT ANOTHER QUESTION' button.

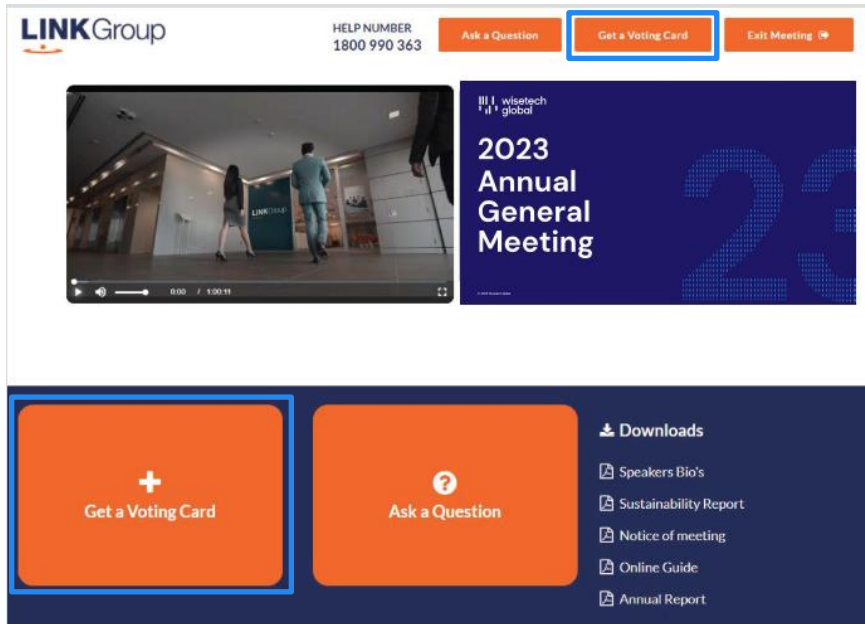
# How to ask audio questions

1. Click on '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



# How to vote on items of business by poll

1. Click the **'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'**

The screenshot shows a 'Voting Card' form with a close button (X) in the top right corner. The form prompts the user to 'Please provide your Shareholder or Proxy details'. It is divided into two sections: 'SHAREHOLDER DETAILS' and 'PROXY DETAILS'. The 'SHAREHOLDER DETAILS' section has input fields for 'Shareholder Number' and 'Post Code', with a 'SUBMIT DETAILS AND VOTE' button below them. An 'OR' separator is in the middle. The 'PROXY DETAILS' section has an input field for 'Proxy Number' and a 'SUBMIT DETAILS AND VOTE' button below it. Both 'SUBMIT DETAILS AND VOTE' buttons are highlighted with a blue border.

# How to vote on items of business by poll

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

ABC COMPANY PTY LTD X123456789 X

### Voting Card

Please complete your vote by selecting the required voting instruction (For, Against or Abstain) for each resolution. If you would like complete a partial vote, please specify the number of votes for each resolution in the Partial Vote section. Proxy holder votes will only be applied to discretionary (undirected) votes. Directed votes will be applied as per the the Unitholder's voting instructions.

Full Vote Partial Vote

**Resolution 2B**  For  Against  Abstain  
RE-ELECTION OF MR. ABC AS A DIRECTOR

**Resolution 2C**  For  Against  Abstain  
RE-ELECTION OF MS XYZ AS A DIRECTOR

**Resolution 3**  For  Against  Abstain  
INCREASE TO DIRECTORS' MAXIMUM FEE POOL LIMIT

**Resolution 4**  For  Against  Abstain  
ADOPTION OF REMUNERATION REPORT

**SUBMIT VOTE**

# WiseTech Global Limited Board



**Andrew Harrison**  
Independent Chair and  
Non-Executive Director



**Richard White**  
Executive Director,  
Founder and CEO



**Richard Dammery**  
Independent  
Non-Executive Director



**Teresa Engelhard**  
Independent  
Non-Executive Director



**Charles Gibbon**  
Independent  
Non-Executive Director



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



**Michael Malone**  
Independent  
Non-Executive Director

# Agenda

WELCOME &  
CHAIR'S ADDRESS



CEO'S  
ADDRESS



FORMAL  
BUSINESS



POLL





# Chair's Address

ANDREW HARRISON



# FY23 – strong financial performance

## Delivering on strategy

**Total Revenue \$816.8m**  
**↑ 21% organically<sup>1</sup>**  
(↑ 29% reported)  
on FY22

Total revenue growth **\$184.6m**  
Recurring revenue 96% (↑ 7pp)

**CargoWise revenue \$659.6m**  
**↑ 30% organically**  
(↑ 41% reported)  
on FY22

CargoWise recurring revenue \$650.1m  
(↑ 37% organically, ↑ 48% reported)

**EBITDA (ex. M&A costs)<sup>2</sup> \$412.1m**  
**↑ 28%**  
on FY22

Organic EBITDA margin 53% (↑ 2pp)  
Reported EBITDA \$385.7m (↑ 21%)

**Underlying NPAT<sup>1</sup> \$247.6m**  
**↑ 30%**  
on FY22

Statutory NPAT **\$212.2m** (↑ 9%)  
Underlying EPS **75.6cps** (↑ 30%)

**Free cash flow \$291.4m**  
**↑ 23%**  
on FY22

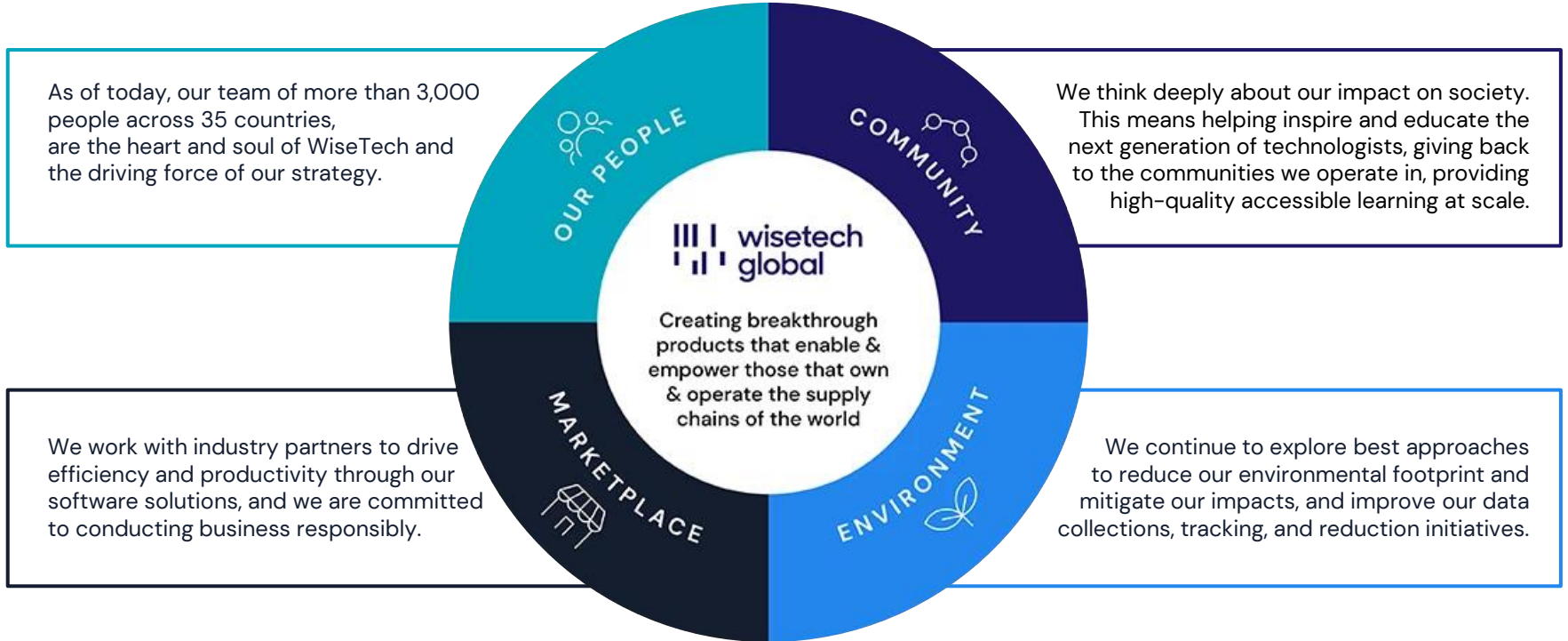
Free cash flow conversion rate **76%** (↑ 1pp)  
65% Rule of 40<sup>1</sup>

**Final dividend 8.40 cps**  
**↑ 31%**  
on FY22

Fully franked  
Payout ratio 20% of Underlying NPAT

# Sustainability pillars

## Applying an innovation-led approach to sustainability



# CEO's Address

RICHARD WHITE





## OUR VISION

To be the operating system  
for global logistics



## OUR MISSION

To create breakthrough products  
that enable and empower those  
that own and operate the  
supply chains of the world

# WiseTech's '3P' strategy

Strategy delivers sustainable growth through the cycle

**Vision:** To be the operating system for global logistics



Need to **replace** ageing legacy systems to reduce complexity



Demand for integrated global software solutions with **increased visibility**



Logistics providers pursuing **industry consolidation**

## Product

Extend technology lead

## Penetration

Expand market penetration

## Profitability

Enhance operating leverage

## People

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

# Development priorities to extend the CargoWise ecosystem

Continued CargoWise enhancement<sup>1</sup> (1,130 in FY23) – over \$880m invested in R&D since FY19 delivering 5,300+ enhancements

## Six CargoWise product development priorities

### Landside logistics



Extending into import/export container haulage & rail

### Warehouse



Configurable and integrated solutions across 3PL, transit and bonded warehouse

### Neo



Global integrated platform for Beneficial Cargo Owners (BCOs) to plan, book, track and manage their freight

### Digital documents



Digital documents and straight-through digital processing of data

### Customs and compliance



Customs and compliance procedures (including import/export) targeting ~90% of global manufactured trade flows

### International eCommerce



Single platform for international eCommerce fulfilment

## Tuck-ins and strategically significant acquisitions to accelerate CargoWise product development and ecosystem reach

### Tuck-in acquisitions

- Typically, smaller size
- Staff, knowledge and technology absorbed into CargoWise product, teams and development processes
- 1H23 completed acquisition of Bolero and Shipamax

### Strategically significant acquisitions

- Focus on step-out areas aligned with product development priorities
- Leverage proven M&A strength to accelerate and scale our existing capability, deep industry knowledge and technology understanding
- 2H23 completed acquisition of Envas and Blume to accelerate landside logistics capabilities

# Penetration

## Momentum through existing customer growth & new global rollout wins

Six new global rollouts by LGFFs<sup>1</sup> secured since 1 July 2022:

- NTG Nordic Transport Group
- IFB International Freightbridge
- EMO Trans
- Kuehne+Nagel – #1 Top 25 Global Freight Forwarder, global customs rollout
- BBL Cargo
- OEC

Two additional organic rollouts 'In Production'

- DB Group
- Maersk<sup>2</sup> – acquisitions including Senator, LF Logistics, Martin Bencher & Pilot Freight Services

Recent industry consolidation

- Maersk acquired Senator
- JAS acquired Greencarrier
- CEVA acquired GEFCO

In FY23, CargoWise had global rollouts 'In Production' or 'Contracted and In Progress' with 47 LGFFs:

- 33 'In Production'<sup>1</sup>
- 14 'Contracted and In Progress'<sup>1</sup> (i.e. in the process of a global rollout)

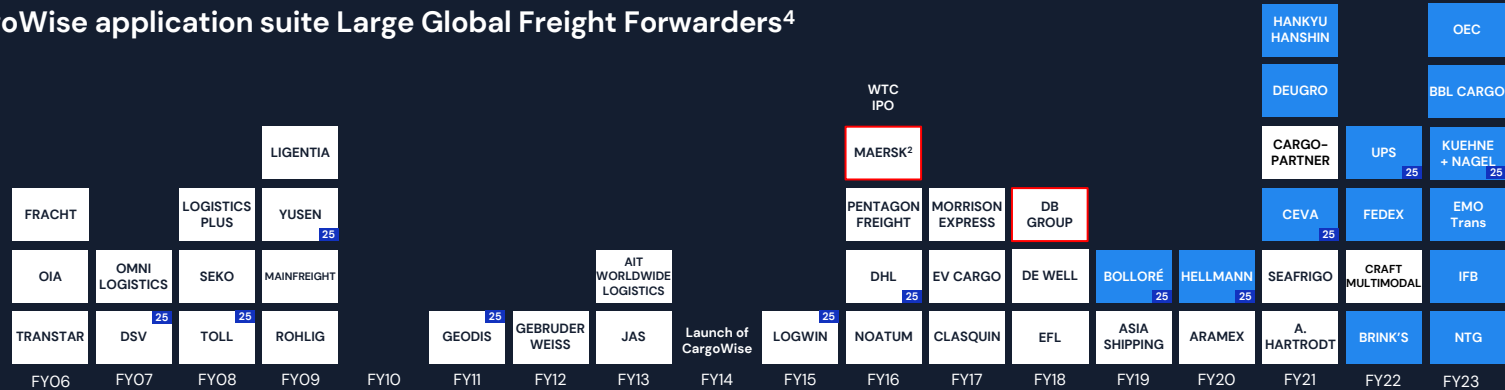
Of the 47 global rollouts, 11 are with Top 25 Global Freight Forwarders<sup>3</sup>

Post year-end

- APL Logistics
- FedEx confirming they intend to rollout global customs alongside their global freight forwarding rollout

## Global rollouts – CargoWise application suite Large Global Freight Forwarders<sup>4</sup>

- Contracted and in progress of global rollout
- In Production – global and rolled out
- In Production – global status achieved organically in FY23
- 25 Top 25 Global Freight Forwarder



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).

1. See definitions on slide 43 in FY23 Results presentation
2. Maersk, A unified Maersk brand, 27 January 2023
3. Of the 11 global rollout customers that are in the Top 25 Global Freight Forwarders, 6 are 'In Production' and 5 are 'Contracted and In Progress'
4. Reconciliation of global rollouts reported at FY23 on slide 37 of FY23 Results presentation



# Sustainability & ESG framework and strategic objectives

## Driving greater impact and improvement in our sustainability performance

Our sustainability ambition is to be a force for good, improving productivity, connectivity and resource usage across global supply chains.



# FY24 guidance reconfirmed

## FY24 revenue

\$1,040m – \$1,095m

27% – 34%

FY24 growth vs. FY23

## FY24 EBITDA

\$455m – \$490m

18% – 27%

FY24 growth vs. FY23

## FY24 EBITDA %

44% – 45%

(2)pp – (3)pp

FY24 vs. FY23

### Includes:

- FX tailwind from recent Australian Dollar weakness
- recent small acquisitions of MatchBox Exchange and Sistemas Casa and their associated upfront M&A costs

### Offset by:

- continued macro uncertainty from the global economy
- later product release timing

Further updates at our 1H24 Results in February.

Guidance provided in line with the assumptions in the FY23 Results presentation.

Uncertainty around future economic and industrial production growth.

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

# Formal Business





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