



ASX Announcement: 2025/42

6 May 2025

WiseTech Global at Macquarie Australia Conference

WiseTech Global Ltd (ASX: WTC) is attending the Macquarie Australia Conference today in Sydney to provide an overview of our business and strategies. The reference materials are attached.

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Authorized for release to ASX by Katrina Johnson, Group Company Secretary & Head of Regulatory Affairs.

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About WiseTech Global

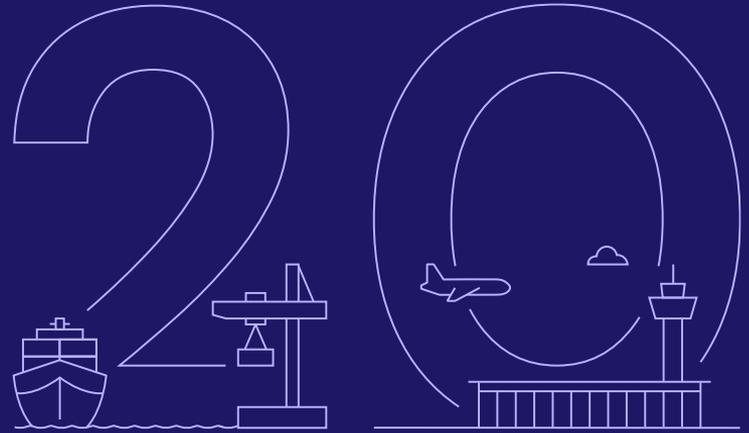
WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 16,500¹ of the world's logistics companies across 195 countries, including 46 of the top 50 global third-party logistics providers and 24 of the 25 largest global freight forwarders worldwide².

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 5,800 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 and cargowise.com

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

² Armstrong & Associates: Top 50 Global 3PLs & Top 25 Global Freight Forwarders ranked by 2023 gross logistics revenue/turnover and freight forwarding volumes – updated 14 August 2024

Macquarie Australia Conference 6 May 2025



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Preparation of information

All financial information has been prepared and reviewed in accordance with Australian Accounting Standards. Certain financial data included in this presentation is 'non-IFRS financial information'. The Company believes that this non-IFRS financial information provides useful insight in measuring the financial performance and condition of WiseTech Global. Readers are cautioned not to place undue reliance on any non-IFRS financial information including ratios included in this presentation.

Presentation of information

- The financial data in this presentation is provided on a statutory basis but in a non-statutory presentation format (unless otherwise stated)
- **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 116 of WiseTech Global's 2019 Annual Report
- **Currency** All amounts in this presentation are in U.S. 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 presentation have been rounded to the nearest \$0.1m. Any differences between this presentation and the accompanying financial statements are due to rounding. Amounts shown as "-" represent zero amounts and amounts less than \$50,000 which have been rounded down

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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.

Board & Executive additions



Michael Gregg

Independent Non-Executive Director
Joined 26 February 2025



Chris Charlton

Independent Non-Executive Director
Joined 31 March 2025



Andrew Harrison

Lead Independent Director
Chair of People & Remuneration Committee
Joined 31 March 2025

- **Additional directors:** The Board is continuing to interview additional directors, including those with experience on Audit & Risk Committees, from a field of candidates, with a view to appointing two further independent non-executive directors.
- **Zubin Appoo** was appointed to the newly created role of Chief of Staff and Deputy Chief Innovation Officer, reporting to Executive Chair and Chief Innovation Officer, Richard White.
- **Succession Planning and CEO search progress:** The Company has progressed its search for a permanent Chief Executive Officer. Several strong internal and external candidates have been identified for the role. A shortlist is in the process of being finalized with an appointment anticipated to be announced to the market prior to the Annual General Meeting in November 2025.

Market conditions

- Over the last 8 years, the benefit of market conditions has ranged from ~1-3pp of CargoWise's recurring revenue growth of 33% CAGR.
- Changes and increasing complexity in the supply chain regulatory environment are typically a tailwind for WiseTech as businesses look for solutions to help manage business compliance and risks.
- Drewry is projecting global container volumes to decline by 1% in calendar year 2025¹, marking only the third such downturn in Drewry's history and in contrast to the 5%+ growth in 2024.
- Uncertainty in the current geopolitical landscape, macroeconomic conditions and the global trading environment, relating to potential demand risks from announced trade tariffs, may be a headwind for the remainder of FY25.

1. Reuters: Global container shipping volume to fall 1% on Trump trade policies, Drewry says - 25 April 2025

WiseTech's '3P' strategy – Delivers sustainable growth through the cycle

Developing new commercial model to broaden market reach and adoption

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

Product highlights



ComplianceWise

- Launched in 1Q25
- Progressing on rollout with product development continuing



CargoWise Next

- Launched with pilot customers in 1H25
- Systematic phased rollout expected to start in 2H25
- Expect all new product features will be available in planned new commercial model



Container Transport Optimization

- Core functionality design and build complete
- Development ongoing as we build in additional advanced optimization capabilities

Competitive strength across three axes

Revolutionize the business model

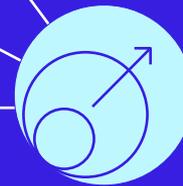


 **cargowise**

4 layers of cost efficiencies



Driving M&A and integration



Thank you

For more information visit
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