

19 February 2020

WTC 1H20 Results investor presentation

Attached is the 1H20 results investor presentation for the half-year ended 31 December 2019.

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

About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 15,000 of the world's logistics companies across 150+ countries, including 40 of the top 50 global third-party logistics providers and 25 of the 25 largest global freight forwarders worldwide¹. Our flagship platform, CargoWise One, forms an integral link in the global supply chain and executes over 50 billion data transactions annually. At WiseTech, we are relentless about innovation, adding ~3,500 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, Depot Systems, EasyLog, Fenix, Forward, Intris, LSP Solutions, Microlistics, Multi Consult, Pierbridge, ProLink, Ready Korea, SaaS Transportation, SISA, SmartFreight, Softcargo, Softship, Systema, Taric, Trinium Technologies, Ulukom, Xware, zsoft and znet Group.

For more information about WiseTech Global or CargoWise One, please visit wisetechglobal.com

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¹ Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2018 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2018 logistics gross revenue/turnover and freight forwarding volumes.

Empowering and enabling the
logistics industry globally



WiseTech Global 1H20 Results
Investor briefing materials February 2020

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- 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 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 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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The background is a vibrant blue with a complex, futuristic aesthetic. It features a grid of glowing lines that curves across the frame, suggesting a globe or a digital landscape. In the lower right, there are patterns of binary code (0s and 1s) that appear to be floating or scrolling. A bright light source in the upper right creates a lens flare effect, adding to the high-tech, digital atmosphere.

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 150 countries worldwide.

Our technology is used by the world's logistics providers across 150+ countries

15,000+

logistics organisations globally are customers⁽¹⁾

150+

countries⁽²⁾

2,000+

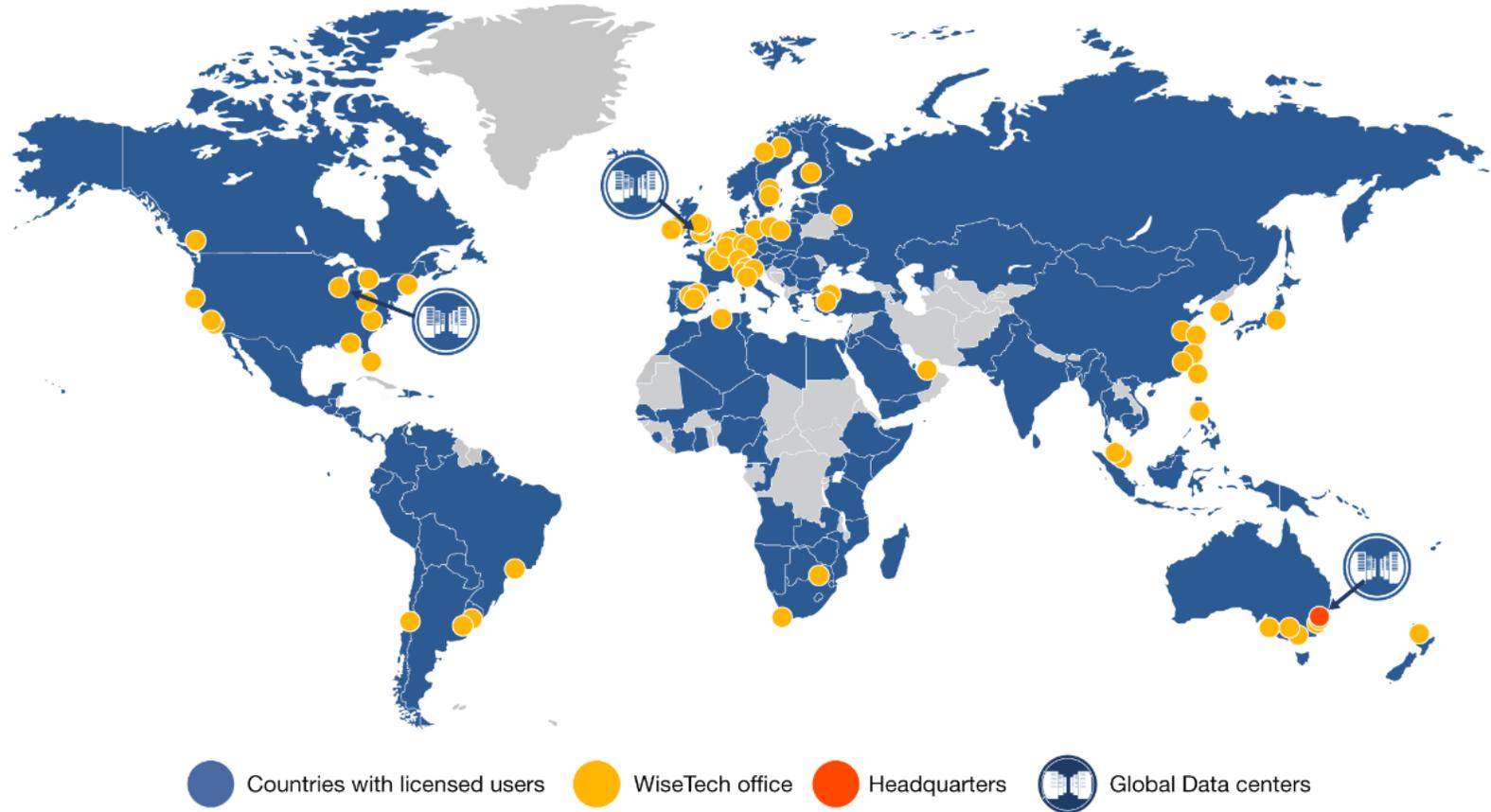
valued employees⁽⁴⁾ across 60+ offices

50+ billion

data transactions in CargoWise annually⁽³⁾

4+ million

development hours over two decades



1. Includes customers on CargoWise and platforms of acquired businesses whose customers may be counted with reference to installed sites.
2. Countries in which CargoWise is licensed for use for 1H20.
3. Data transactions for FY19, transactions measured at 30 June annually.
4. Includes acquisitions announced or completed to 18 February 2020.

CargoWise... operating system for global logistics

Strong foundation for future technology, seamless rollout, scalable capacity, global solutions



Integrated modules covering key logistics transactions

- Freight forwarding
- Customs clearance
- Warehousing
- Land transport
- Liner & agency
- Container station/yard
- Ecommerce
- BorderWise
- Geo compliance
- Schedules
- Rates
- Booking
- Tracking
- Netting & Reconciliation

Integrated modules for enterprise wide...

- Accounting & Invoicing
- Customer relationship management
- Workflows & automations
- Integrated messaging
- Document manager
- Human capital management

Integrated identity management, security and SSO

- ✓ scalable to any size of business
- ✓ global reach ~150 countries
- ✓ deeply integrated with real-time visibility
- ✓ reduces risks, costs and data entry
- ✓ detailed compliance
- ✓ 30 languages
- ✓ data entered only once
- ✓ automations and delegations
- ✓ built-in productivity tools
- ✓ On-Demand/transaction-based licensing
- ✓ global data sets and execution engines
- ✓ swift on-boarding, efficient sales process
- ✓ open-access, cloud enabled
- ✓ available anywhere, anytime

Relentless platform expansion with ~700 enhancements annually

40 of the top 50 global third party logistics providers⁽¹⁾
use our solutions across 150+ countries worldwide,
34 use CargoWise.



25 of the top 25 global freight forwarders
use our solutions across 150+ countries worldwide,
23 use CargoWise.



8 of the top 25 global freight forwarders⁽¹⁾ use CargoWise in global forwarding rollout exclusively – or are rolling out - including the world’s largest.

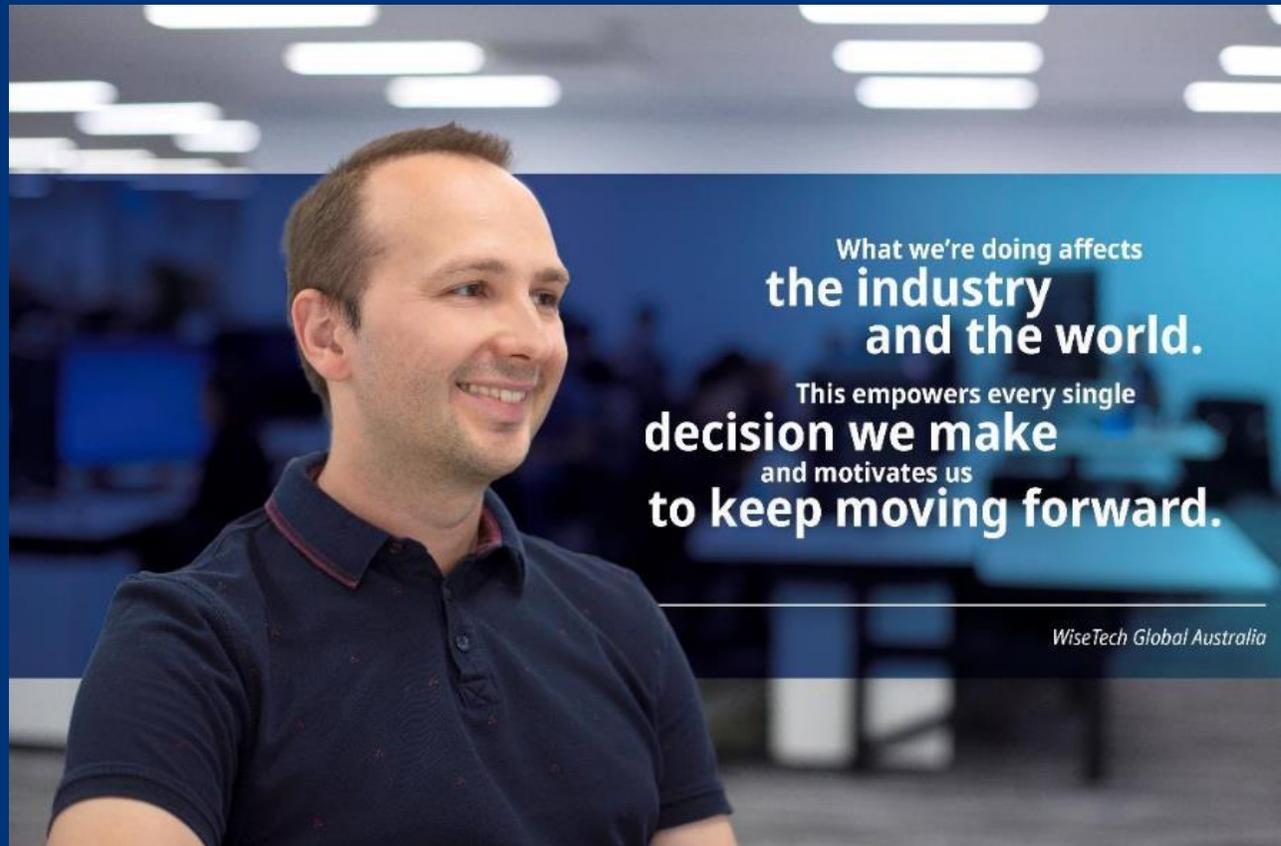
“We have chosen the CargoWise One single platform software solution which fully responds to our needs and ambitions. This new tool will gradually replace all of our existing TMS software.”

*CEO of Bolloré Logistics,
Thierry Ehrenbogen⁽²⁾*

“...CargoWise One is the foundation of everything. We need a strong TMS system, and this TMS system will then give us the opportunity to work also with automation, will give us better data accuracy and end-to-end shipment process, ownership and we'll gradually harmonize our processes.”

DHLGF, Capital Markets Day - Nov 2019

**1H20
performance,
delivery on
strategy and
financial
results**

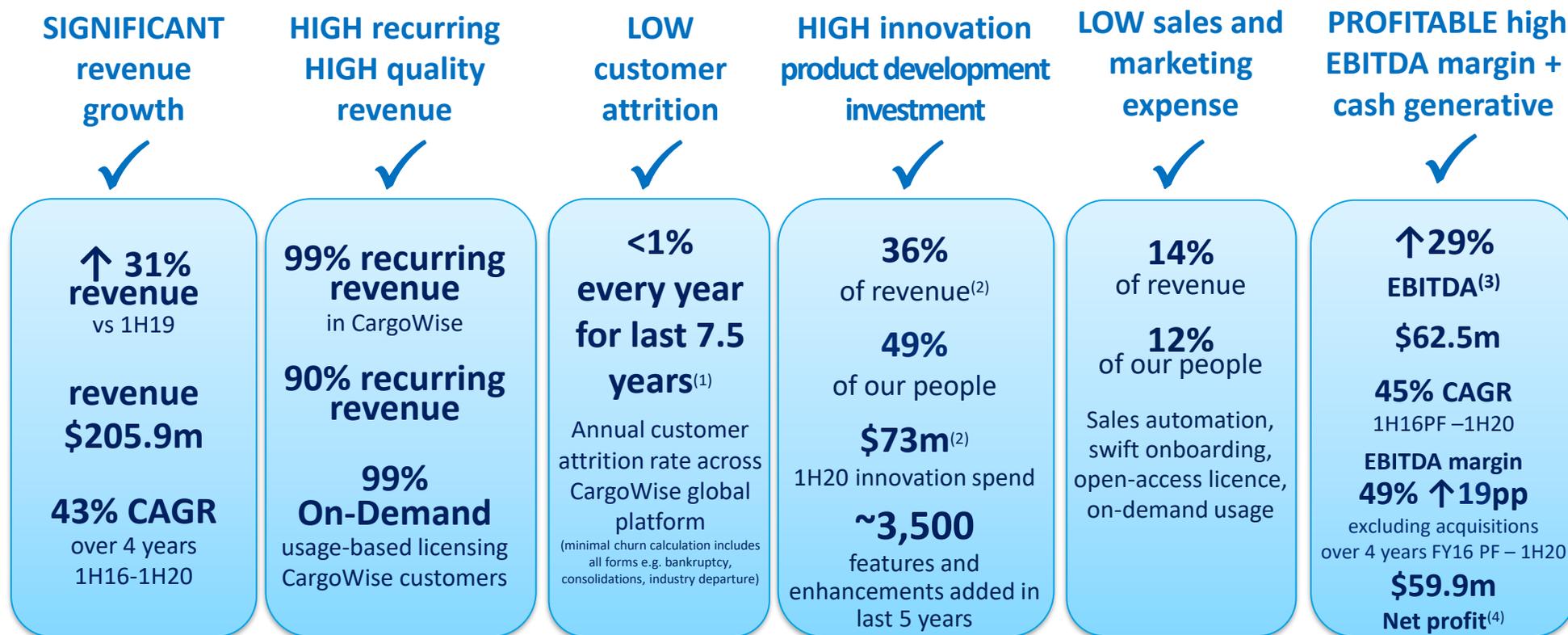


What we're doing affects
**the industry
and the world.**

This empowers every single
decision we make
and motivates us
to keep moving forward.

WiseTech Global financial highlights

Delivered significant, high quality growth while expanding technology lead and global footprint



1. Annual attrition rate is a customer attrition measurement relating to the CargoWise platform (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 7 financial years FY13 – FY19 and 1H20.

2. Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation, patents and purchased external software licences used in our products.

3. If AASB 16 Leases had been applied in 1H19 this would have increased reported EBITDA by \$3m.

4. Net profit = net profit after tax attributable to equity holders of the parent which in 1H20 included a \$32.7m fair value gain on contingent consideration liability reassessment.

Delivered on strategy – significant progress in 1H20

Focus on expanding market leadership and investing to grow



Innovation and expansion of our global platform

- ✓ Delivered 450+ product upgrades and enhancements⁽¹⁾ to CargoWise platform in 1H20
- ✓ Investment in expanding core platform – scaling, functionality, productivity and performance
- ✓ Accelerating development capability across over 35 development centres
- ✓ Built more technology assets in pipeline of initiatives, with focus on:
 - Global customs capability
 - Machine learning, natural language processing and data robotics
 - Global data sets and enterprise engines
 - Regulatory upgrades
 - Next-generation accounting
 - CargoWise neo (Nexus)



Greater usage by existing customers

- ✓ Existing customers' revenue grew \$17.0m in 1H20, and provided 70% of CargoWise revenue growth in 1H20
- ✓ Made significant progress in global rollouts for DHLGF, DSV with Panalpina and Bollore – driving seat growth across global CargoWise platform
- ✓ 40 of top 50 global 3PLs⁽³⁾ are customers – early penetration
- ✓ All top 25 global freight forwarders⁽³⁾ are customers, 23 now use CargoWise
- ✓ Each cohort of CW customers grew revenue in 1H20
- ✓ Diversified revenue further: top 10 customers are 19% of revenue (1H19: 25%), no single customer >5%



Increase new customers on the platform

- ✓ Continuing wins in multi-region and mid-size including Green Worldwide Shipping, Shanghai Coil Dragon and PT Yamato Indonesia
- ✓ In 2020 signed new multi-year FF and customs global rollout with Aramex
- ✓ Acquisitions expanding network effect – bringing customers to CW ahead of new product build
- ✓ Select acquired assets gained new customer wins, supported global customers and, while in transition, specific solutions are being adopted by global customers e.g. rates management



Stimulate network effects

- ✓ Over 280 CargoWise Partner organisations now referring, promoting or implementing our platform
- ✓ Over 3,700 new CCLP certifications completed in 1H20 – total of over 19,000 practitioners
- ✓ Now 48 independent industry partner networks
- ✓ Invested in updating channel program, content architecture and global brand rollout (to launch in 2H20)
- ✓ We can also now access ~15,000 customers across the WiseTech group



Strategic acquisitions: securing resources and market entry⁽⁴⁾

- ✓ Across 30+ strategic assets, progressed multi-year product and technology builds, along with commercial foundation development and localisations
- ✓ Added 500+ technologist and industry experts since FY19
- ✓ Global customs/geo foothold
 1. Ready Korea (South Korea)
 2. SISA (Switzerland)
- ✓ Technology adjacencies
 3. Depot Systems (container yard & terminal solutions)
 4. Cypress (early-stage machine-learning classification)
- ✓ Added to pipeline for Asia opportunities plus technology adjacencies in landside logistics and platform components

1. From FY19, the 'product upgrades and enhancements' count includes global plus specialised enhancements and upgrades specific to an individual region.

2. Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation, patents and purchased external software licences used in our products.

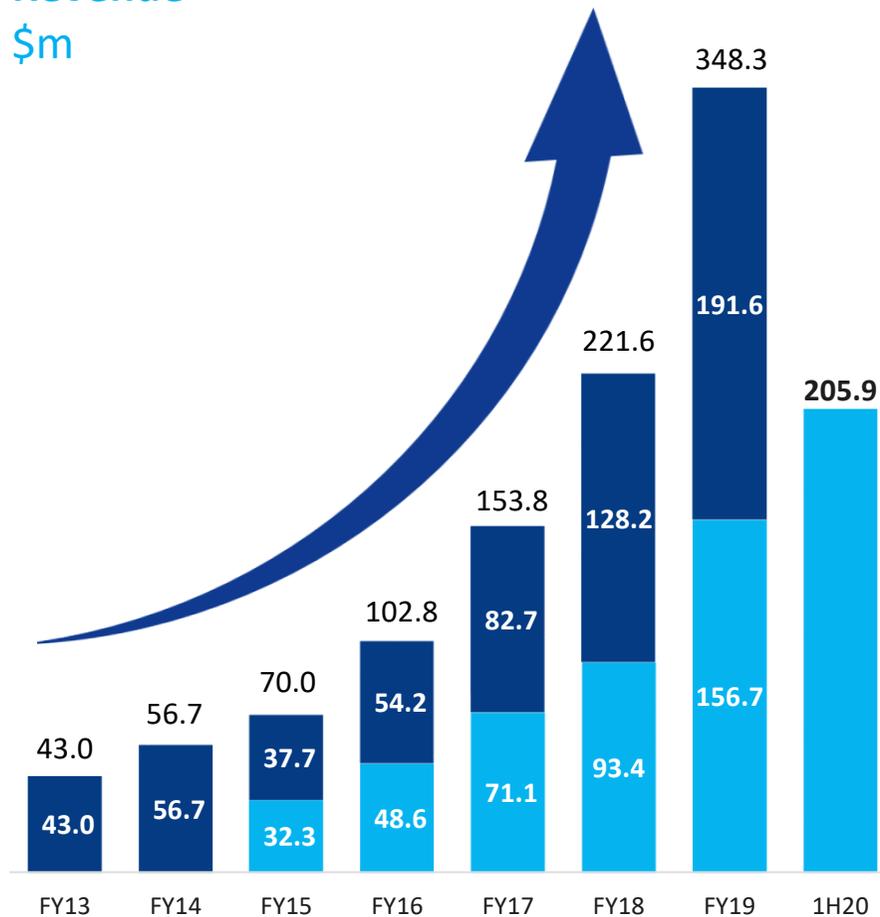
3. Armstrong & Associates: Top 50 Global Third Party Logistics Providers List ranked by 2018 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List ranked by 2018 logistics gross revenue/turnover and freight forwarding volumes.

4. Including acquisitions announced or completed to 18 February 2020.

Strong growth in revenue continues

Significant high quality revenue growth while focusing on innovation and global expansion

Revenue
\$m



1H20 revenue

+31%

vs 1H19

+43%

CAGR 1H16 – 1H20

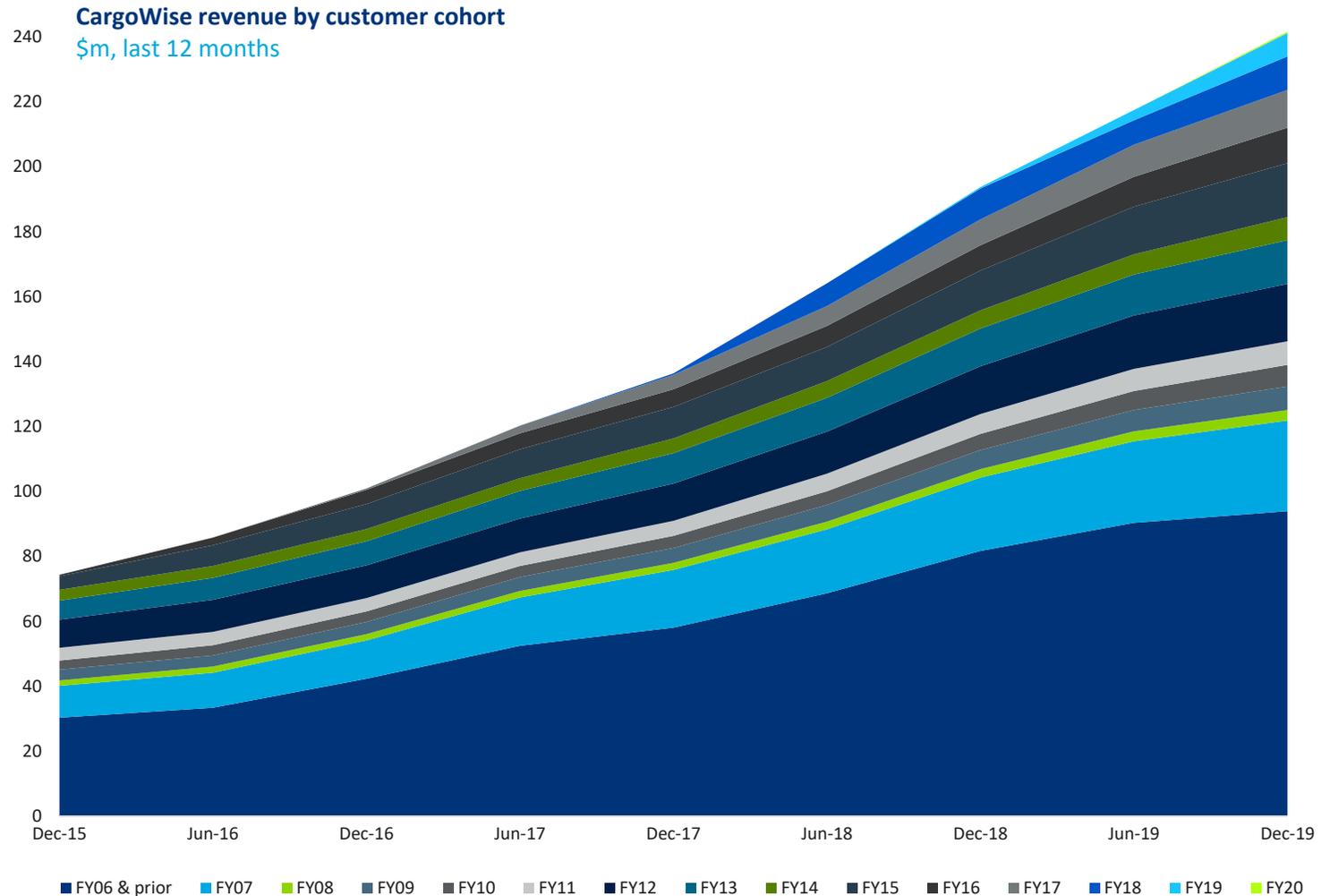
■ Full year revenue (FY13 and FY14),
2H revenue (FY15 – FY19)

■ 1H revenue (FY15 – FY20)

CargoWise organic revenue growth – all cohorts grew revenue in 1H20

Expanding penetration... more users, modules and transactions

- CargoWise continues significant growth during extensive business transformation, licence conversions, development and pilot programs
- All CargoWise cohorts grew revenue in 1H20
- Diversified revenue drivers of CargoWise transactions and seats resilient through additional industry headwinds in 2019 trade wars (US China, US Europe) and geo-political uncertainty (Brexit)

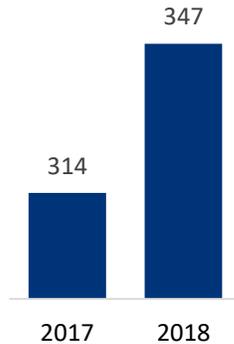


Global rollouts increasing – larger players rolling out, grow more valuable over time

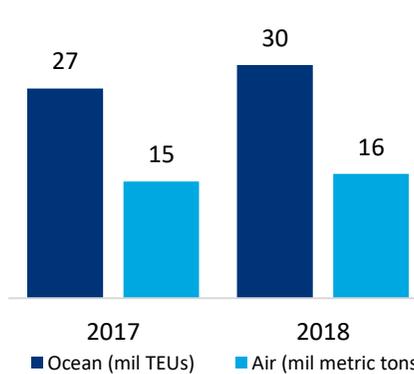
Powerful network effect, exponential growth in transactions, revenue over long term

The world's top 25 global freight forwarders continue to expand in scale – collectively they move 27 million ocean TEUs + 16 million air metric tons of the industry each year with revenues ~A\$350bn⁽¹⁾.

Top 25 global freight forwarder logistics gross revenue (A\$bn)



Top 25 global freight forwarder freight forwarding volume

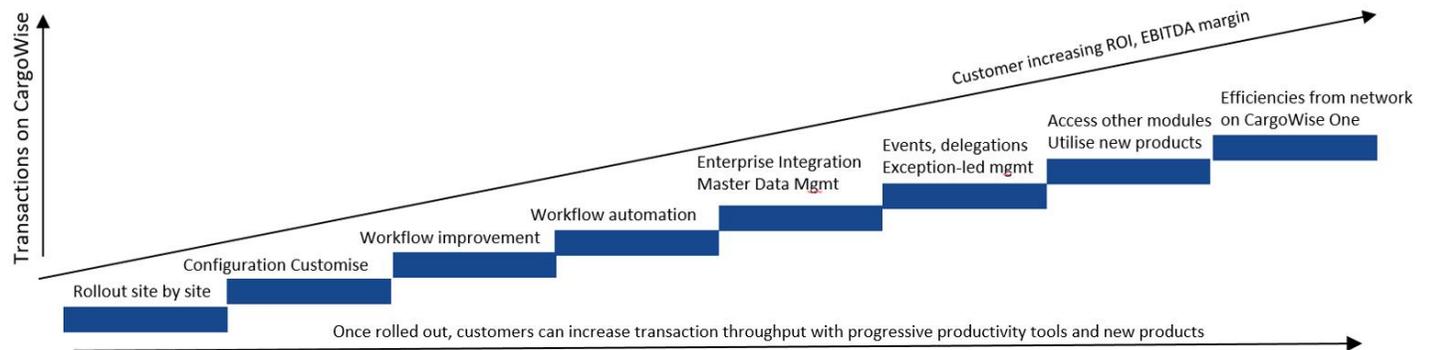


23 of the top 25 global freight forwarders use CargoWise



CargoWise has 10 freight forwarders with full global FF rollout (e.g. DSV) or in process of rolling out (e.g. DHLGF), however we are still in early penetration.

- DSV (UTi, Panalpina)
- DHL Global Forwarding
- Yusen Logistics
- TOLL
- BOLLORE Logistics
- GEODIS (OHL)
- Mainfreight
- JAS Forwarding
- Rohlig Logistics



NEW GLOBAL ROLLOUT SIGNED 2020

Aramex

1. Armstrong & Associates: Top 50 Global Third Party Logistics Providers List ranked by 2018 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List ranked by 2018 logistics gross revenue/turnover and freight forwarding volumes.

CargoWise organic revenue strength and EBITDA efficiency continues

Drivers of CargoWise Organic Revenue

Increased usage across our existing CargoWise customer base, as existing customers use more – i.e.

- add transactions
- open up in new sites
- start to use more modules and features
- use new products and features
- expand to more geographies
- extend to global rollouts
- add automations to increase transaction throughput
- add more users
- consolidate their acquisitions onto the platform

Revenue movements from customers that have transitioned from (static) temporary pricing arrangements (+/-)

Customer take up of behavioural discounts (+/-)

Customer consolidation of other companies they acquire

New customers adding users to the platform in single site, multi-region or full global rollout

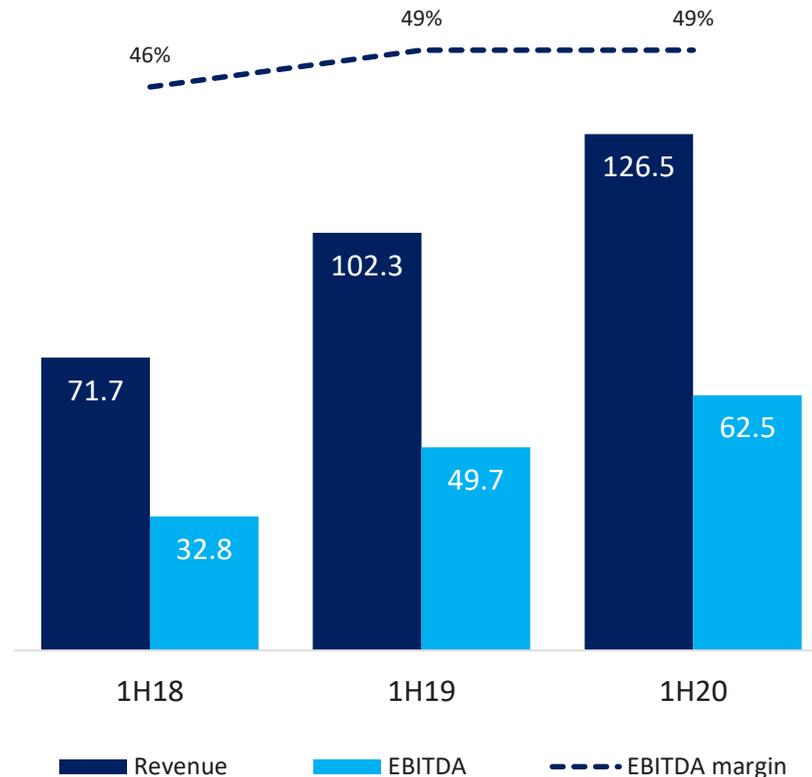
Trade patterns, trade volumes (+/-)

Measured price changes related to new product additions or CPI adjustment

Launch of new product/features to the platform: commercialised then monetised through transaction charges or in seat licence

See Appendix slide 49-50

Organic CargoWise revenue, EBITDA⁽¹⁾ and EBITDA margin (\$m)

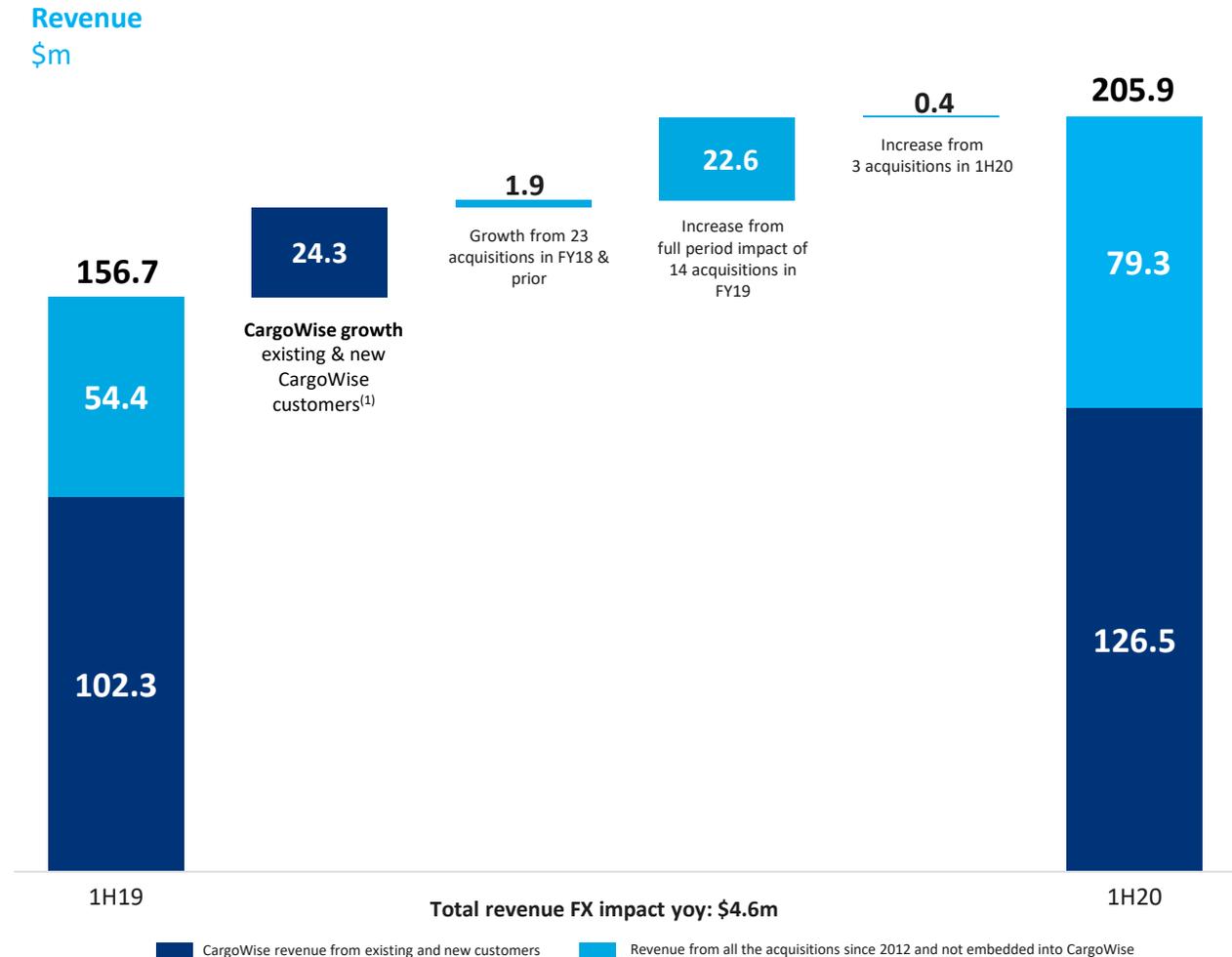


1. If AASB 16 Leases had been applied in 1H19 this would have increased reported EBITDA by \$3m.

Significant total 1H20 revenue growth of 31%

Strong CargoWise growth with impact of large volume of strategic acquisitions

- Powerful revenue growth of 31% in challenging logistics industry environment
- Organic revenues from our existing and new CargoWise customers delivered 49% of our total revenue growth over 1H19, driven by:
 - increased usage across our existing customer base,
 - new customers rolling on, and
 - new product/features launch
- 24% organic growth yoy on CargoWise revenue. Generally, organic CargoWise revenue tends to grow roughly 20 – 30% each year
- CargoWise revenue can contain large static components on which organic growth does not occur e.g. fixed or transitional pricing
- Growth from acquired businesses was primarily driven by the full period impact of FY19 acquisitions
- Revenue from acquired businesses We expect revenue growth from acquisitions to remain flat or negative during business model transition as they build out the commercial foundation toward WiseTech Global efficiencies and growth rates

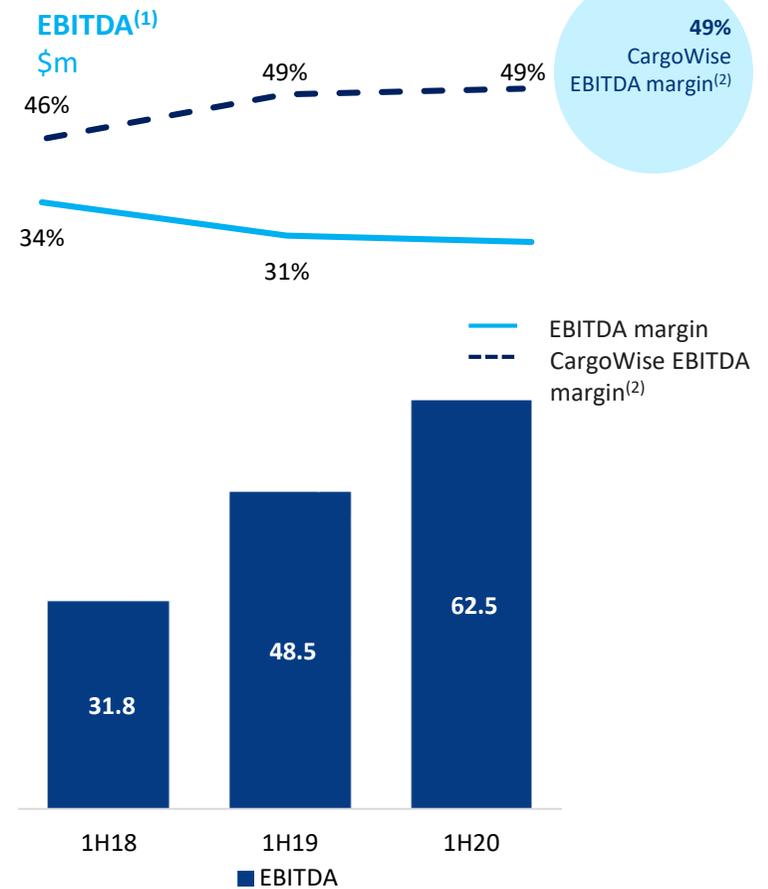
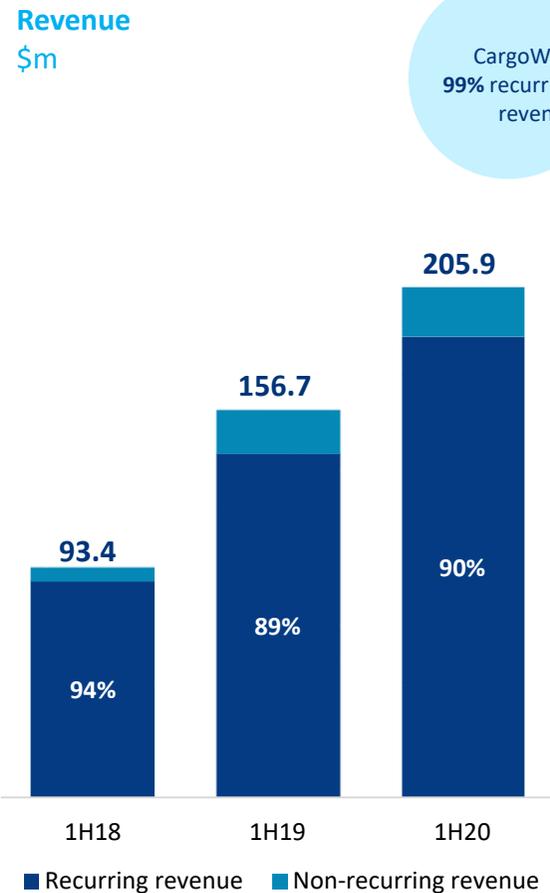


1. Growth from new CargoWise customers is revenue growth from CargoWise platform customers won in the current financial year and the previous two financial years.

Strong growth in total revenue and EBITDA

Strong CargoWise revenue growth, high CargoWise EBITDA margin, while building out our platform

- 31% revenue growth vs 1H19, reflecting both strong CargoWise growth and impact of acquisition of strategic assets that lay solid foundations for future organic growth
- 99% recurring revenue from CargoWise
- Recurring revenue 90% overall, predominantly reflecting the different business models of recent acquisitions which have higher OTL and support services
- 49% CargoWise EBITDA margin, reflecting continued improvement in CargoWise efficiency – up significantly from 30% in FY16 PF
- 29% EBITDA growth vs 1H19, strong profit growth



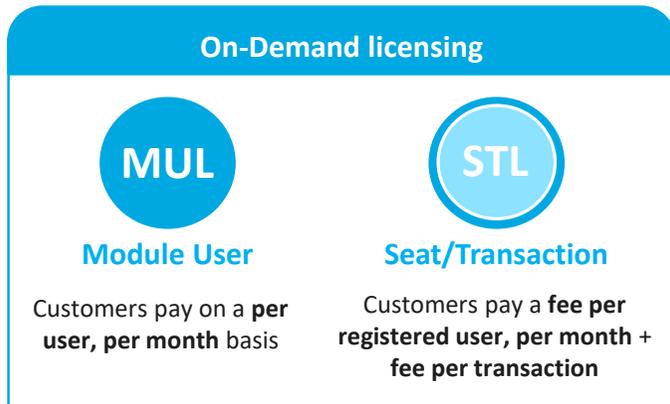
1. If AASB 16 Leases had been applied in 1H19 this would have increased reported EBITDA by \$3m.

2. CargoWise EBITDA margin excluded acquisitions since 2012 not embedded into CargoWise and included M&A costs.

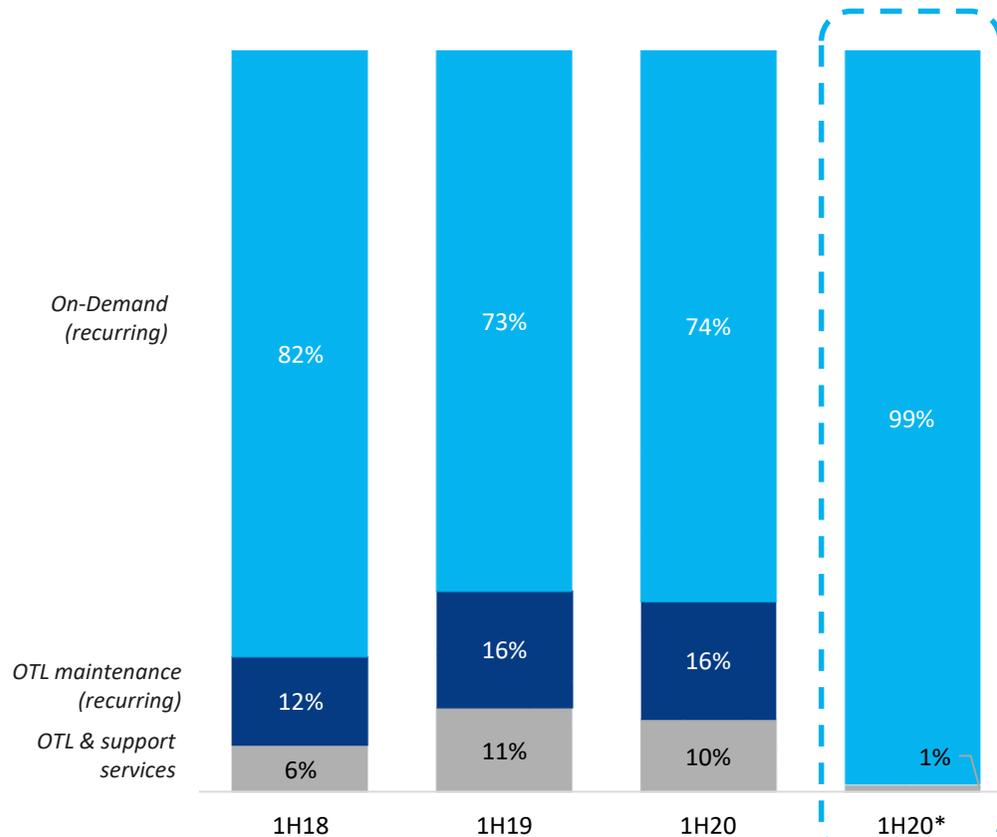
Licensing model – On-Demand removes constraints to growth

Focus on pay for usage, revenue benefits from transition of customers to On-Demand licensing

- Excluding acquisitions, CargoWise has achieved 99% recurring revenue, with 99% revenue from customers on On-Demand licensing
- We have proven skills in licensing transformation with well-established processes – ensuring minimal attrition and building transaction revenue



Revenue by licence type
% of total revenue



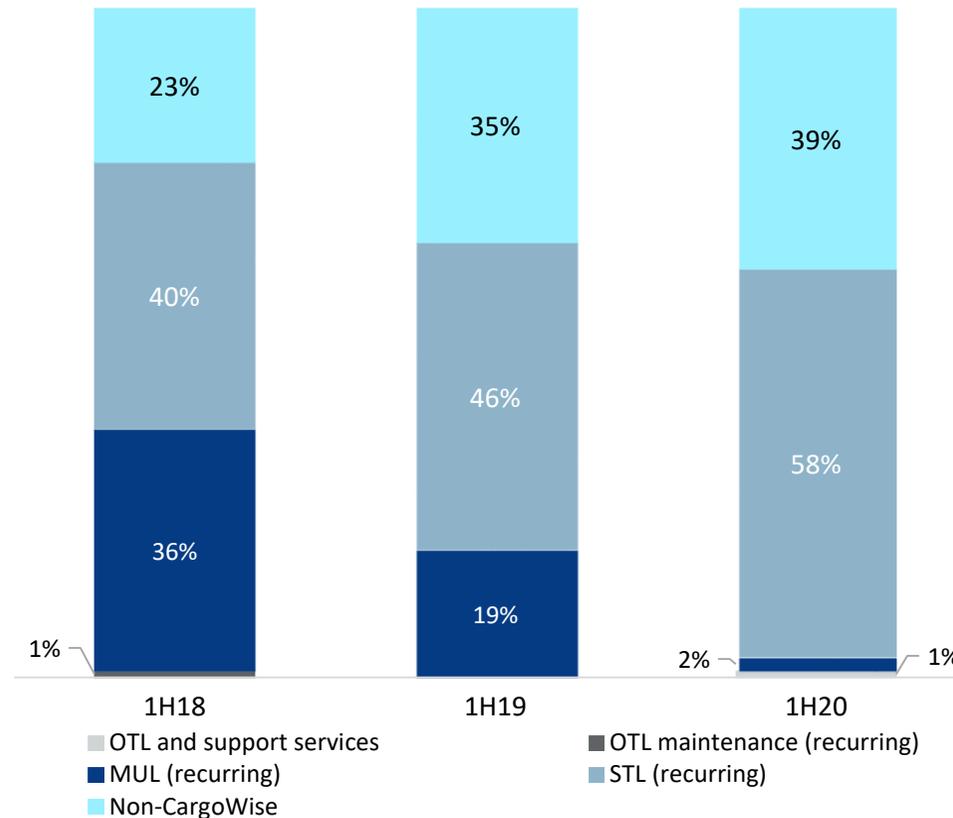
* CargoWise only.

Licensing model – transformation ongoing

Transitioning pre-existing MUL to more sustainable STL progressed rapidly in 1H20

- We have well-proven expertise in customer licence transition with <1% attrition
- We introduced STL in 2014 for all new customers and have transitioned long-term existing customers to this high growth transaction-based licensing model
- Customer conversions within On-Demand to full STL progressed well in 1H20 – STL makes up 95% of CargoWise revenue, up from 81% in FY19
- Acquired business revenue from OTL will transition over coming years toward On-Demand licensing and STL where appropriate

Revenue by licence type
% of total revenue



STL now 95% of CargoWise
(FY19: 81%
1H19: 71%)

MUL
3% of CargoWise

**Strong
financial
position and
disciplined
use of capital**



We feel
connected to
WiseTech's success because
our ideas, our opinions,
and our voices have a
real impact
on how WiseTech
grows and evolves.

WiseTech Global Australia

Financial summary

Significant growth in revenue and earnings reflects strength of business and execution on strategy

\$m	1H18	1H19	1H20	Change (vs 1H19)
Total revenue	93.4	156.7	205.9	+31%
Gross profit	79.4	129.0	169.4	+31%
Gross profit margin	85%	82%	82%	-
Total operating expenses	(47.6)	(80.4)	(106.9)	+33%
EBITDA ⁽¹⁾	31.8	48.5	62.5	+29%
EBITDA margin	34%	31%	30%	(1)pp
Net profit attributable to equity holders of the parent	15.6	23.1	59.9	+160%
NPATA ⁽²⁾	16.8	27.5	33.5	22%
Basic earnings per share (cents)	5.3	7.6	18.8	147%

1. If AASB 16 Leases had been applied in 1H19 this would have increased reported EBITDA by \$3m.

2. Net profit after tax attributable to equity holders of the parent before acquired amortisation net of tax, contingent consideration interest unwind net of tax and fair value changes on contingent consideration.

Operating expenses

Scaling to support relentless innovation, geographic expansion and business growth

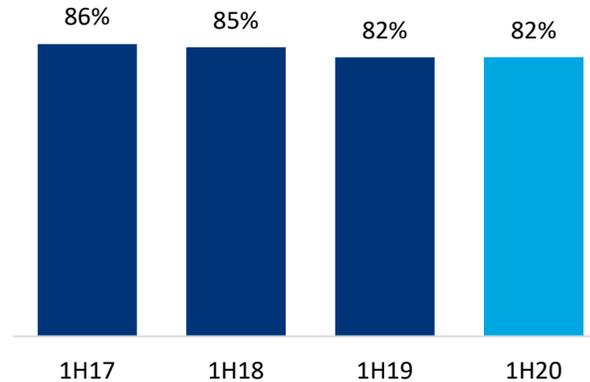
Operating expenses focused on strategic levers:

- Innovation, product development and maintenance of our global platform and expansion and retention of our skilled development workforce
- Increased PD&D expense with new acquisitions which typically have higher levels of maintenance and support charges
- Increased S&M expense to amplify brand, support new product launches and marketing in new geographies and adjacencies
- G&A expense reflects increased investment to support acquisition management teams and additional headcount in corporate functions for global growth

Trends:

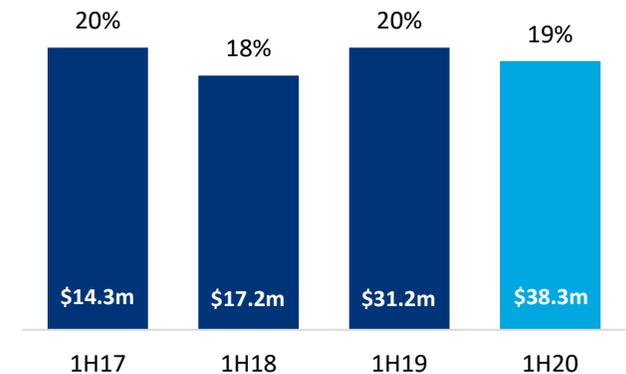
- Investment in R&D to increase in \$ terms, but in the longer term will benefit from operating leverage
- Sales and marketing as % of revenue to remain at 10% – 15%
- General and administration also includes M&A costs and acquired G&A, over time, as a % of revenue expect to be more efficient, below 20%

Gross profit margin



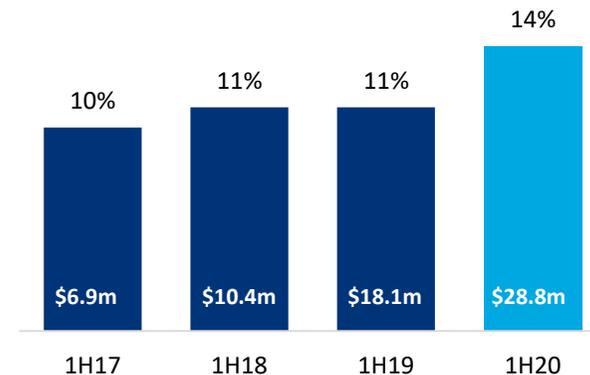
Product design & development

% of total revenue



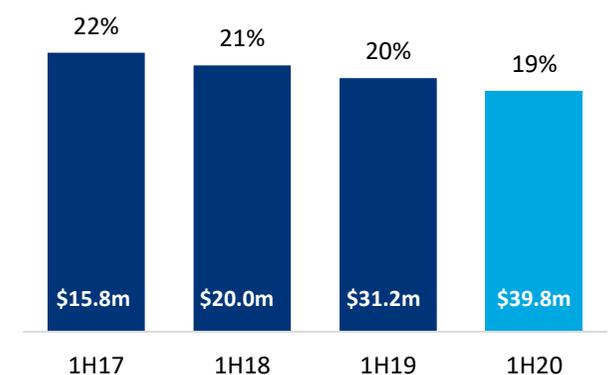
Sales & marketing

% of total revenue



General & administration

% of total revenue

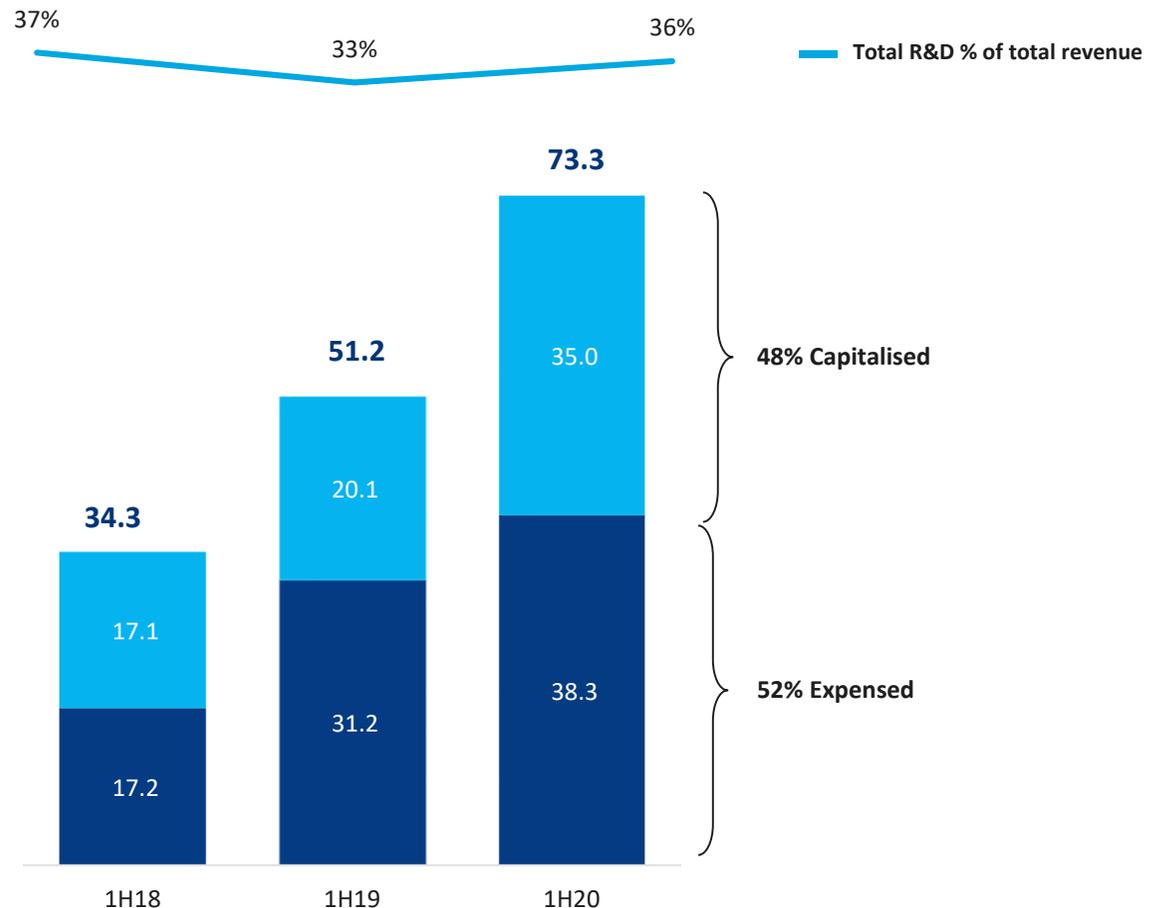


Investment in innovation and product development

Continued high investment in R&D, every \$ and every hour build out our technology

- 1H20 \$73.3m invested in R&D
- 450+ product upgrades and enhancements in 1H20 across the CargoWise platform
- 43% increase yoy R&D spend reflects growth in the innovation pipeline of commercialisable development (e.g. customs modules in new countries, international logistics products, cargo chain solutions), acquisitions, and additional investment in industry experts and skilled software developers
- We expense maintenance, fixes, and research that cannot be capitalised
- Proportion of R&D investment capitalised broadly in range 40% – 50%
- \$368m invested in R&D and innovation in last 5 years driving our platform leadership
- See Appendix for more detail on capitalised development approach and comparatives

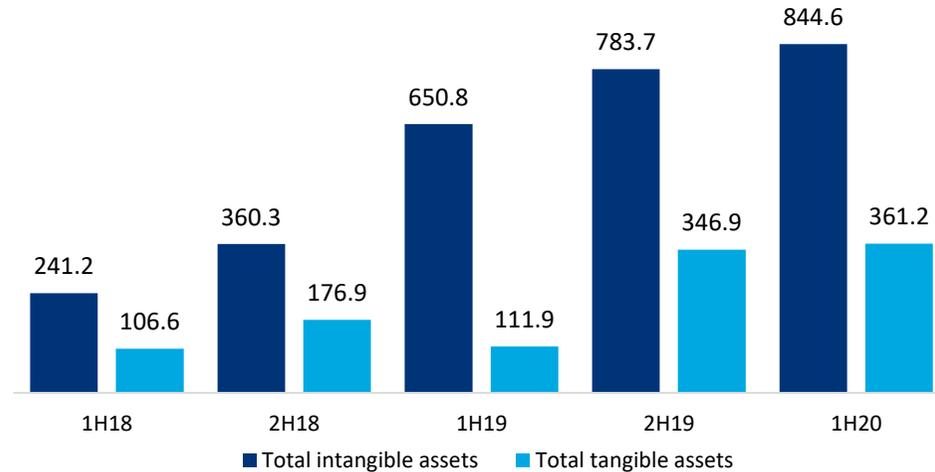
Investment in innovation and product development
\$m



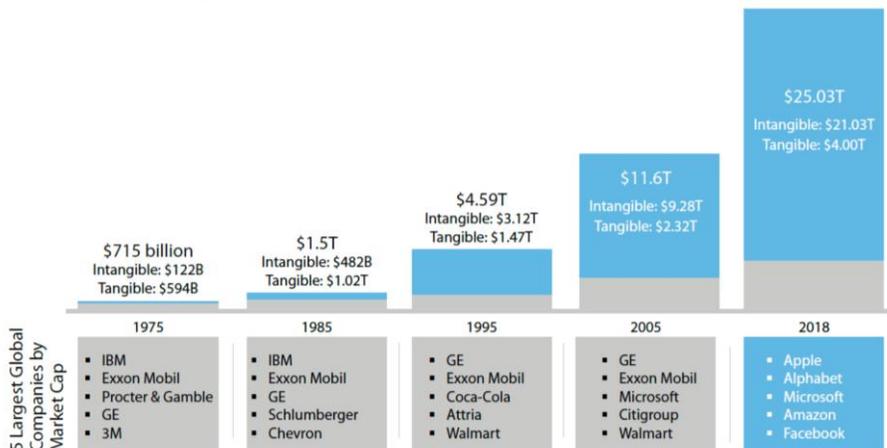
Intangibles: significant technology assets for commercialisation

Building commercialisable and monetisable assets for future growth

Intangible assets and tangible assets at period end (\$m)

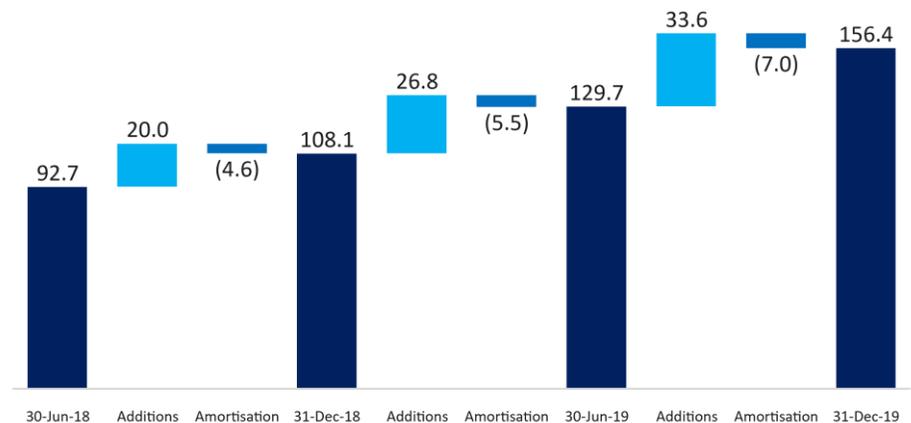


Tangible Assets vs. Intangible Assets for S&P 500 Companies, 1975 – 2018



Source: <https://ipclosure.com/2019/06/04/21-trillion-in-u-s-intangible-asset-value-is-84-of-sp-500-value-ip-rights-and-reputation-included/>

Intangible assets: total of computer software and development costs (WIP)⁽¹⁾ (\$m)



1. Exchange differences are not separately shown in the chart (1H19: \$0.0m, 2H19: \$0.3m, 1H20: \$0.1m).

Cash flow profile

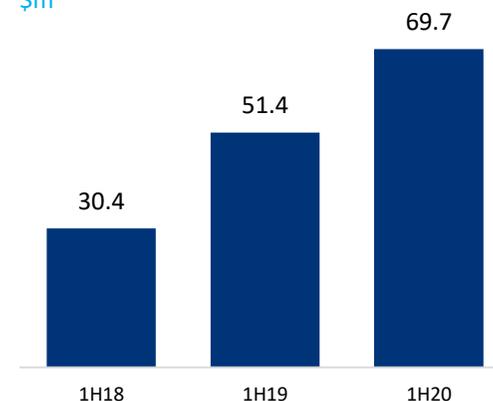
Increasing operating and free cash flow

- Strong operating performance delivered continuing increase in operating cash flow
- Continued high conversion of EBITDA into operating cash flow
 - Non-cash items in EBITDA mainly reflect share-based payments
- Continued expenditure on development and innovation
 - \$33.0m capitalised development investment (see Appendix)
- Other net capital expenditure mainly reflects cost related with data centre additions and office facilities for growth in employees

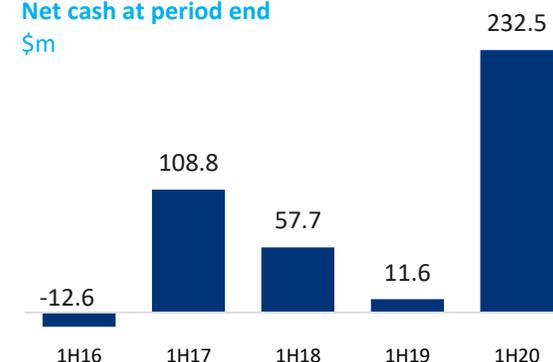
\$m	1H18	1H19	1H20
EBITDA	31.8	48.5	62.5
Non-cash items in EBITDA	2.8	3.2	6.8
Change in working capital	(4.2)	(0.4)	0.4
Operating cash flow	30.4	51.4	69.7
Capitalised development investment ⁽¹⁾	(15.9)	(18.3)	(33.0)
Other net capital expenditure	(2.6)	(2.4)	(8.7)
Free cash flow	11.9	30.7	28.0
Key operating metrics			
Operating cash flow conversion ratio	96%	106%	111%
Free cash flow conversion ratio	37%	63%	45%

1. Includes expenditure on patents and purchased external software licences used in our products.

Operating cash flow
\$m



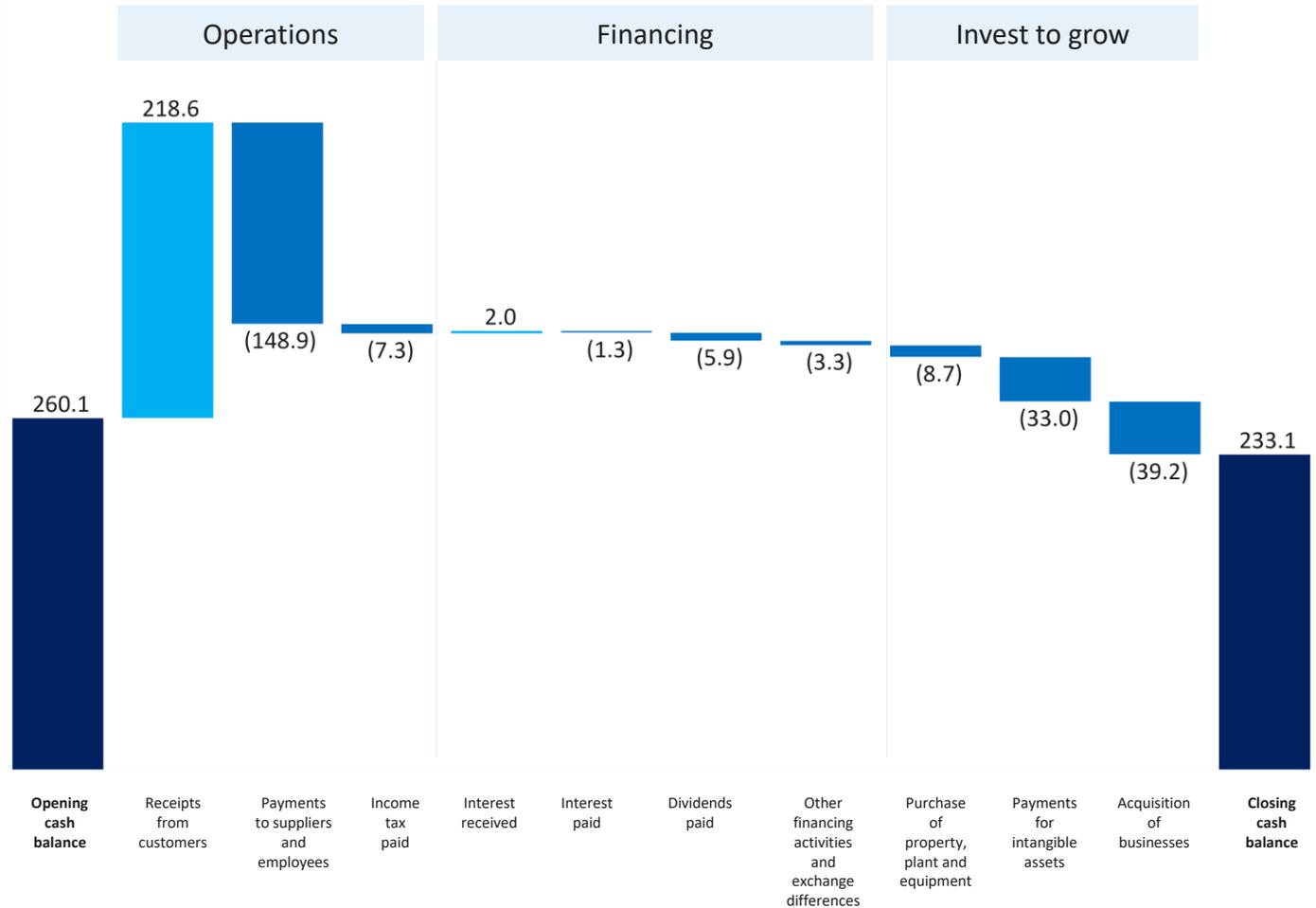
Net cash at period end
\$m



Net cash is cash and cash equivalents minus total borrowings.

Cash flow movement

- Healthy inflows of \$218.6m from customers
- Main cash outflows comprise:
 - \$148.9m of payments to suppliers and employees
 - Investments in future \$39.2m related to the acquisition of strategic assets and \$33.0m cash cost of capitalised developments, resulting in a closing cash balance of \$233.1m



Summary statement of financial position

Solid capital position to drive further strategic growth

- Strong balance sheet and healthy cash generation to support growth and strategic initiatives
- Further funding alternatives in place, including share issuance to acquisition sellers and undrawn debt facility of \$190m (with \$200m accordion)
- Decrease in cash and cash equivalents mainly reflected acquisition payments and investment in capitalised development, partly offset by cash from operating activities
- Increase in intangible assets reflects acquisition goodwill and continuing product investments
- Increase in property, plant and equipment primarily due to first-time adoption of AASB 16
- Other current and non-current liabilities mainly include contingent earnouts for strategic acquisitions
- Interim dividend declared, fully-franked, 1.70 cents per share with up to \$5.4m payable in April 2020

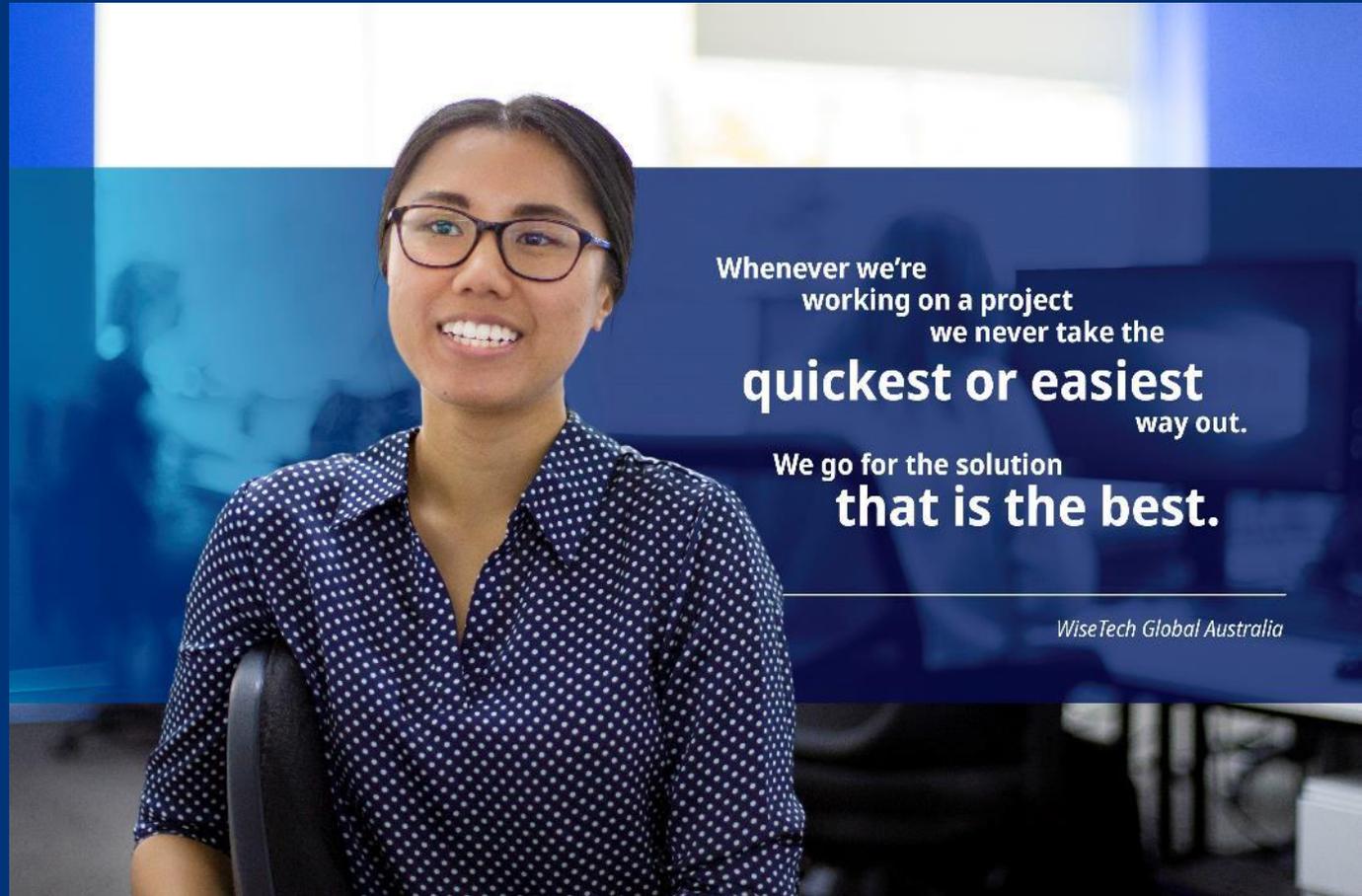
\$m	30 June 2019	31 December 2019
Current assets		
Cash and cash equivalents	260.1	233.1
Trade receivables	50.8	45.1
Other current assets	13.0	15.1
Total current assets	323.9	293.3
Non-current assets		
Intangible assets	783.7	844.6
Property, plant and equipment	15.8	59.8
Other non-current assets	7.3	8.0
Total non-current assets	806.8	912.5
Total assets	1,130.6	1,205.8
Current liabilities		
Trade and other payables	35.2	33.8
Borrowings	0.2	0.2
Lease liabilities	0.2	11.3
Deferred revenue	19.0	14.1
Other current liabilities	114.4	131.7
Total current liabilities	169.0	191.2
Non-current liabilities		
Borrowings	0.5	0.4
Lease liabilities	0.2	31.7
Deferred tax liabilities	33.7	33.3
Other non-current liabilities	160.6	119.1
Total non-current liabilities	195.0	184.5
Total liabilities	364.1	375.7
Net assets	766.6	830.1
Equity		
Share capital	668.5	669.5
Reserves	(25.7)	(2.3)
Retained earnings	123.8	162.9
Non-controlling interests	-	-
Total equity	766.6	830.1

Investing
to grow

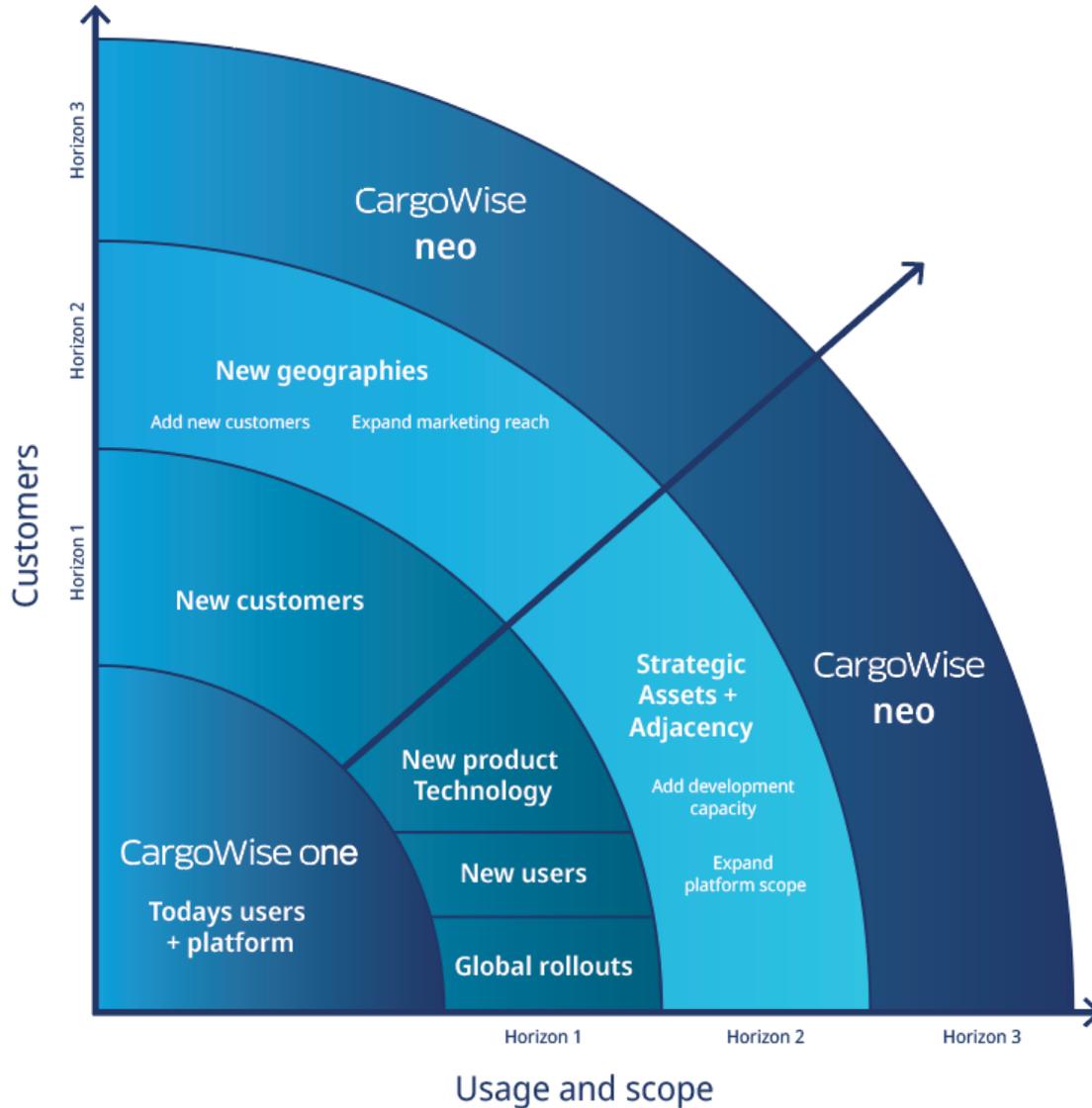
Whenever we're
working on a project
we never take the
quickest or easiest
way out.

We go for the solution
that is the best.

WiseTech Global Australia



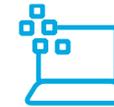
Widening our reach, building the operating system for ecosystem



Expanding global CargoWise platform



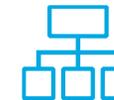
Expanding technology to new addressable markets



Expanding platform to Operating System (neo)



Expanding commercial foundation to new geo-markets



Transforming content architectures, channel development, brand assets



Growing R&D speed, quality and capacity

Increasing investment in relentless innovation

Significant pipeline of longer-term innovations across existing verticals and new adjacencies

450+

product upgrades and enhancements in 1H20

36%

of revenue invested in innovation in 1H20

49%

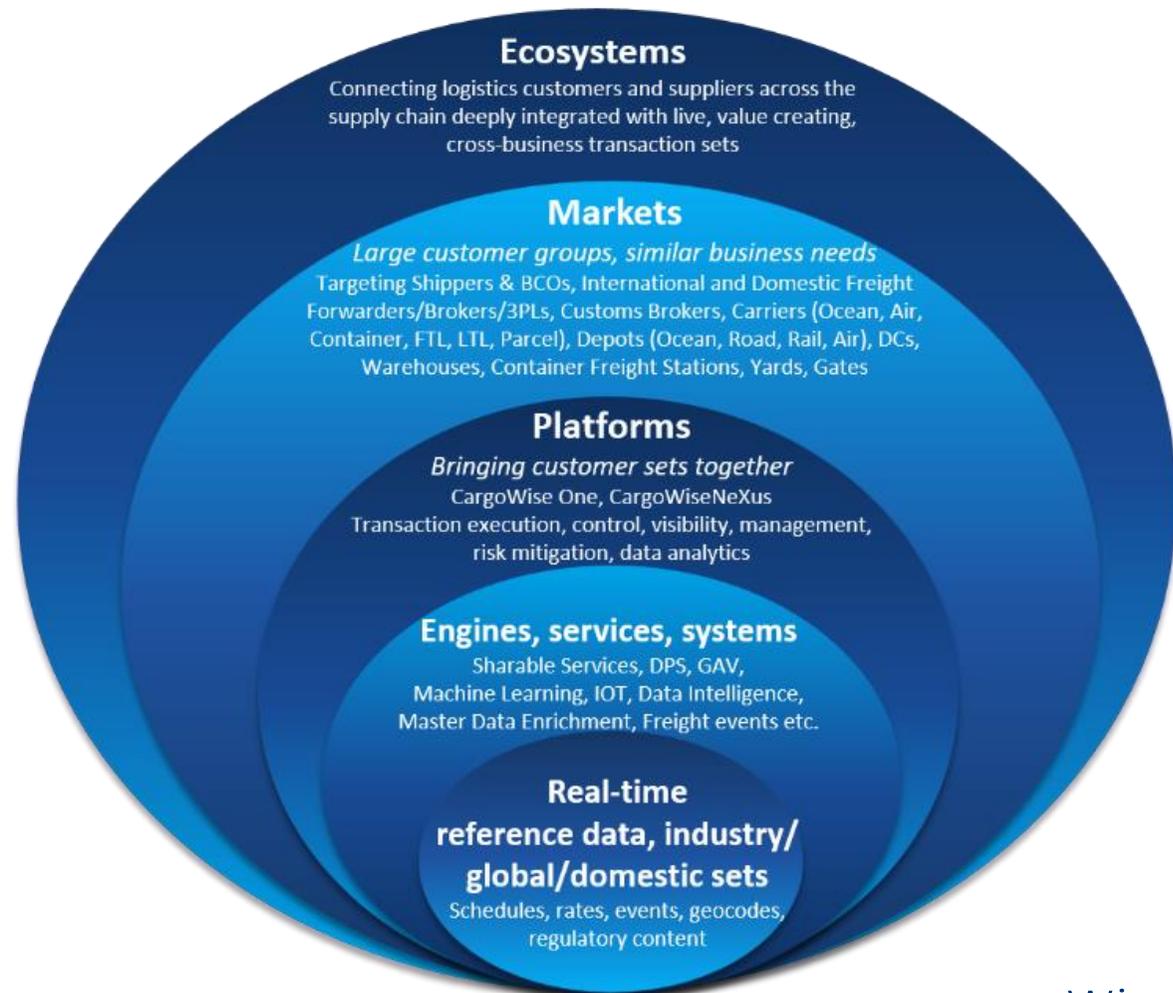
employees focus on product development

>805,000

unit tests executed every 45 mins

\$368m

invested in last 5 years



Increasing investment in relentless innovation

Significant pipeline of longer-term innovations across existing verticals and new adjacencies



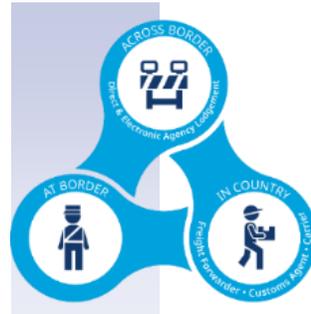
Extending CargoWise One functionality

- Product/new components/new modules/Enterprise layer capabilities
- Data sets, engines, compute components
- Machine learning, guided decision-making, automations,
- Spatial technology, IOT



Cargo chain ecosystem

- Gateway Ops and billing
- Global Air and Sea Schedules
- Container Events
- Cargo Vessel Tracking events
- Air Waybill Tracking
- Aircraft Avionics and real time tracking
- Predictive ETA and Carrier performance reporting
- Continuing digital integration of Air and Ocean Carriers for Schedules, Rates, Bookings, Cargo Events and Billing



Trade and border compliance ecosystem

- Across border, at border and in-country compliance
- Global Accounting and Tax compliance architecture – 2020 focus on complex tax reporting economies in EU and LATAM
- Further Customs integrations and Native Customs builds
- Customs Entry Optimisation and Automations



International Ecommerce

- Next-gen international ecommerce with shipper portal, consolidation and deconsolidation launched in Australia and NZ
- Netherlands next focus
- Launching origin depot 2H20



Landside logistics and land transport

- Secured Depot Systems asset bringing together with Containerchain and Trinium on depots, yards and container optimisation
- Transit Warehouse (GLOW based) released to 6 Beta customers



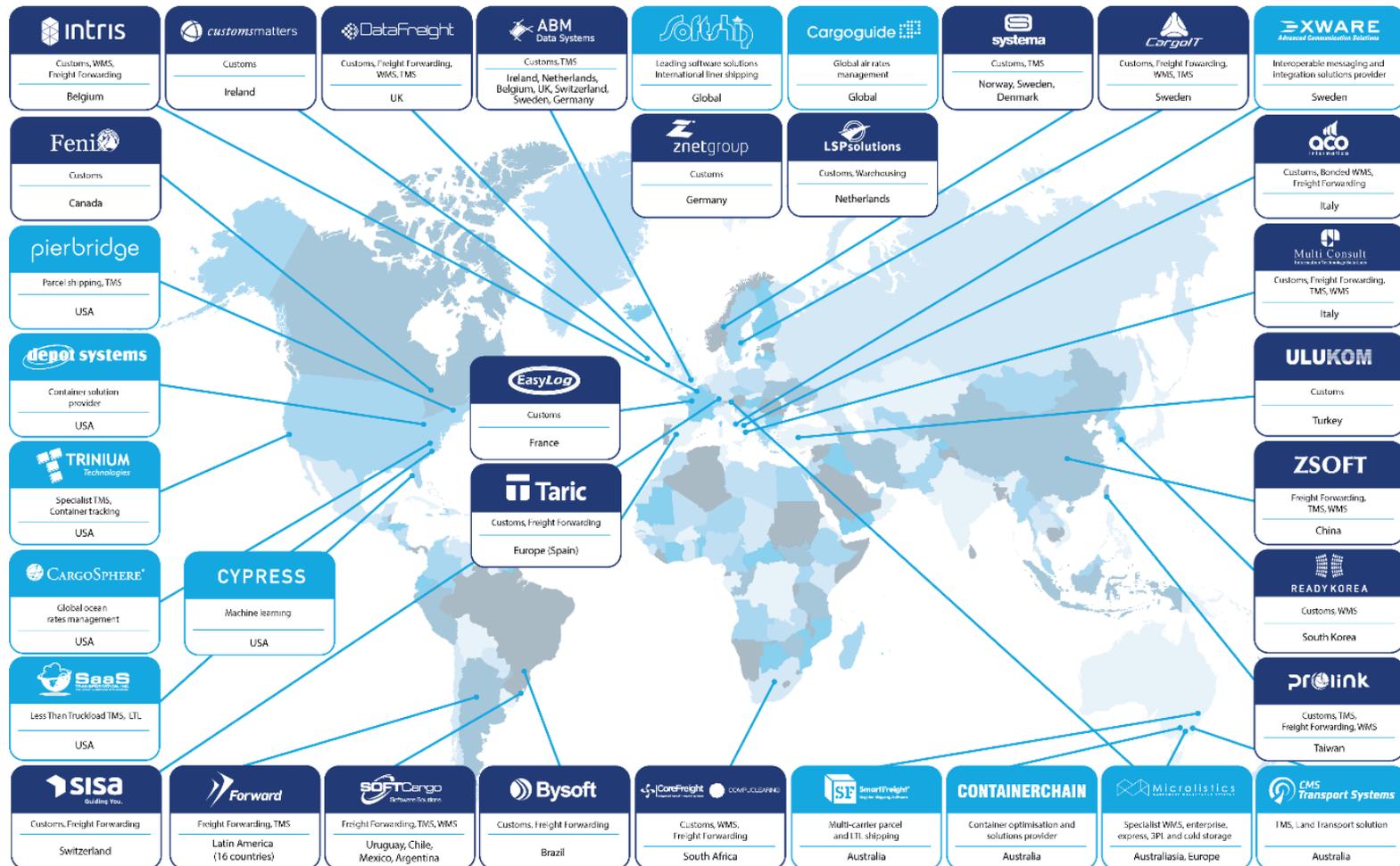
CargoWise neo

- Technology suite to connect users of logistics services
- On track for beta launch end calendar 2020
 - Working prototypes for digital forwarding portal, Schedules, Quotes, Booking, Tracking, and Invoice Reconciliation

Acquire people, knowledge & market positions to fuel development

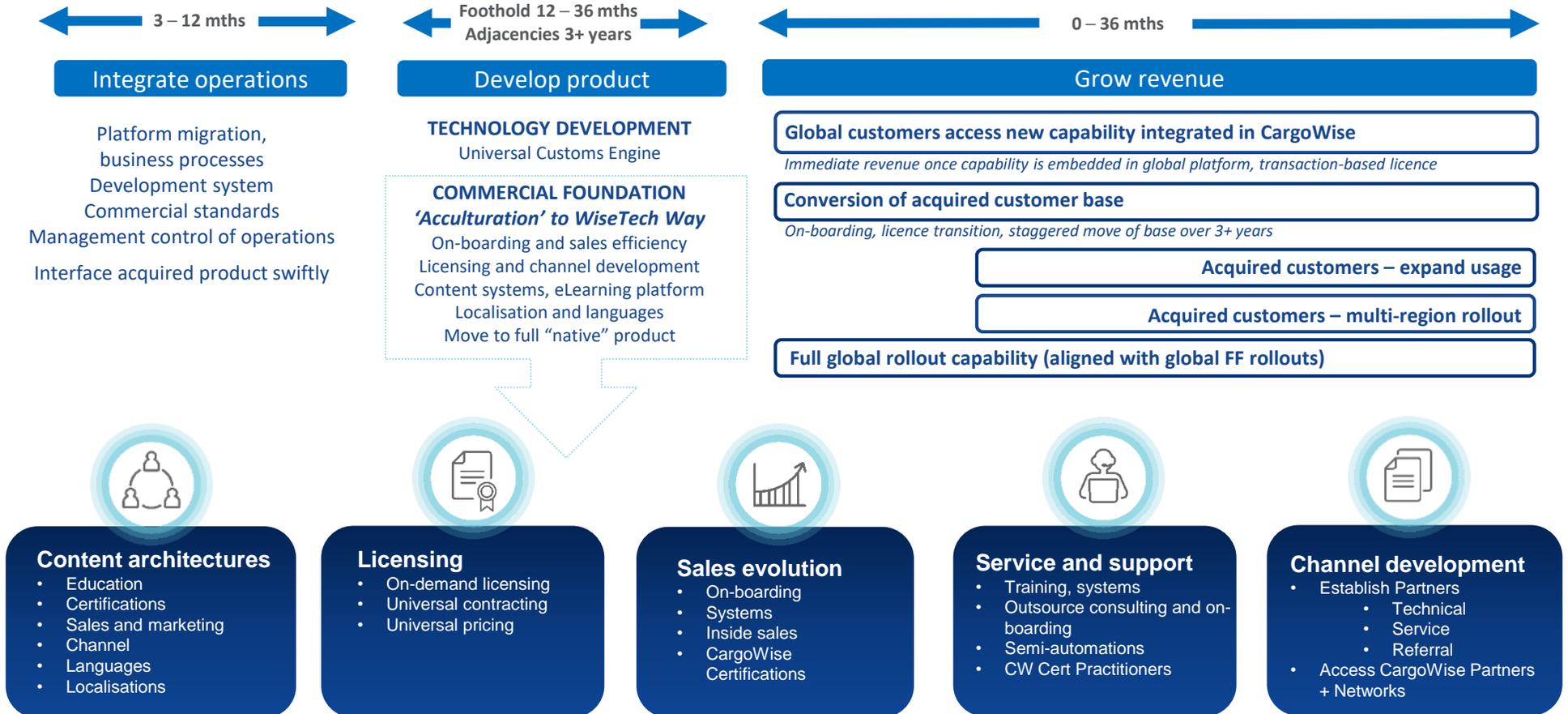
Small targeted founder-led acquisitions provide safer, faster, stronger entry

Geographic footholds fuel global customs platform, agencies expand into addressable markets/technologies



Integration process – build out of foundation to support efficient growth

Evolution of strategic assets involves comprehensive reshaping of commercial model



Acquisition and integration value components



Progress on integration

Key highlights for 1H20

- Acquired Depot Systems, Cypress, Ready Korea and SISA since FY19
- We have now completed interface for 10 acquired custom platforms, with 12 native or embedded builds underway and 3 in commencement stage
- Extended PAVE use and training to another 20 assets for development
- Completed China customs ready for rollout, Taiwan 90% complete
- Completed Cargoguide next-gen product for rollout 2H20
- Completed compliance upgrades for customs and regulatory environments w/wide
- CargoWise localisation:
 - Accounting – LATAM, Italy, Turkey
 - Significant development in CargoWise content - translation to German, Italian, French, Spanish, Portuguese and Turkish
- Partner channels in 38 countries – developing/strengthening relationships in key geographies.

“To date we have secured over 1,200 industry experts and key logistics industry resources with hard to access knowledge and development capability across 30+ logistics software businesses”

Acquisitions progress – integration and product ADJACENCIES

	FY17	FY18			FY19		
	Ocean Carrier Global	Land Transport Australia	Rates (air) management Global	Rates (ocean) management Global	Warehouse Asia Pac, M East North America	LTL TMS United States	Parcel shipping TMS United States
Brand	Softship	CMS	Cargoguide	CargoSphere	Micrologistics	SaaS Transportation	Pierbridge
Headcount	140	19	37	46	57		
Integrate operations WiseTech Global	<ul style="list-style-type: none"> HR, Finance nearing completion IT complete PAVE implementation in 2020 Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE implementing in 2020 Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE implementing in 2020 Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE training complete and implementing in 2020 Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete Full PAVE Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops Support global clients
Technology Resource deployment Develop product	<ul style="list-style-type: none"> Product integration starting with CargoWise underway 	<ul style="list-style-type: none"> CargoWise integration in final stages 	<ul style="list-style-type: none"> API connection to CargoWise complete Updated to new platform Cargoguide app across 71 countries 	<ul style="list-style-type: none"> CargoWise integration complete and in beta testing phase with global customer Launched universal rate API for carriers Increased development resources 	<ul style="list-style-type: none"> Integration <u>ongoing</u> 	<ul style="list-style-type: none"> CargoWise integrat stages Integrat with Res underw 	<ul style="list-style-type: none"> CargoWise integrat stages Integrat with Res underw
Commercial foundation	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> Strong customer retention in core markets 	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> In progress Customer retention strong

SEE APPENDICES FOR OVERVIEW ON INTEGRATION PROGRESS FOR STRATEGIC ASSETS

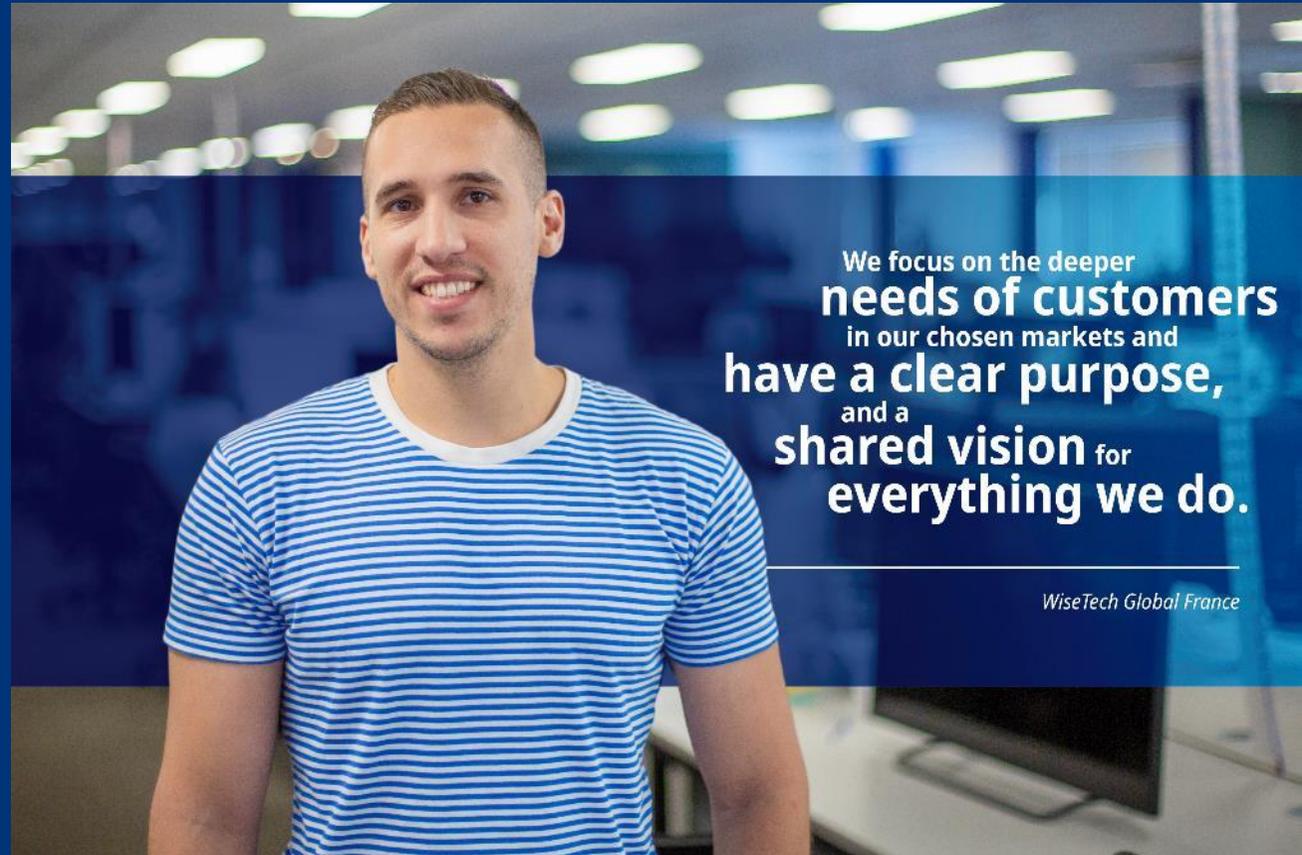
Acquisitions progress – integration and product GLOBAL CUSTOMS AND FOOHOLD

	FY15 and FY16		FY17		FY18	
	Freight forwarding China	Customs South Africa	Customs Germany	Customs Italy	Customs Brazil	Customs Taiwan
Brand	Zsoft	Compu-Clearing & CoreFreight	znet	ACO Informatica & Multi-consult	Bysoft	Prolink
Headcount	14	52	33	54	38	58
Integrate operations WiseTech Global	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE used for CW1 Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops Support global clients
Technology Resource deployment Develop product	<ul style="list-style-type: none"> IT completed China Customs native build complete Commercial pilot imminent 	<ul style="list-style-type: none"> Native build complete 	<ul style="list-style-type: none"> Native build complete Customs interface complete Native customs progressing well esp 2020 	<ul style="list-style-type: none"> Customs interface complete Native in development esp 2021 CW1 localisations in progress 	<ul style="list-style-type: none"> Customs interface complete Native development commencing CW1 localisations in progress 	<ul style="list-style-type: none"> Customs interface complete Native in development 80% complete esp FY21 Taiwan compliance module go-live
Commercial foundation	<ul style="list-style-type: none"> Well progressed Sales/Channel Pty Well progressed with translated clearing content build and support 	<ul style="list-style-type: none"> Complete 	<ul style="list-style-type: none"> Progressing well Customer retention strong Translated clearing and sales content build and support in progress 	<ul style="list-style-type: none"> In progress Customer retention strong Translated clearing and sales content build and support in progress 	<ul style="list-style-type: none"> Well progressed Sales/Channel Pty Translated clearing and sales content build and support in progress 	<ul style="list-style-type: none"> Well progressed Sales/Channel Pty Translated clearing and sales content build and support
Customer conversion	<ul style="list-style-type: none"> CargoWise sales commenced conversion for FF 	<ul style="list-style-type: none"> Well progressed 	<ul style="list-style-type: none"> Progressive module replacement - planning 	<ul style="list-style-type: none"> Progressive module replacement - planning 	<ul style="list-style-type: none"> Progressive module replacement - planning 	<ul style="list-style-type: none"> Planning

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WiseTech
GLOBAL

2020
Strategy
and
outlook



We focus on the deeper
needs of customers
in our chosen markets and
have a clear purpose,
and a
shared vision for
everything we do.

WiseTech Global France

We are moving swiftly and determinedly to grow our market and moat

Solved for global platform, high growth commercial model, expanding network foundation

Global integrated platform

Digital straight-through processing
Facilitates relentless product development

Hyper-scalable efficient commercial model

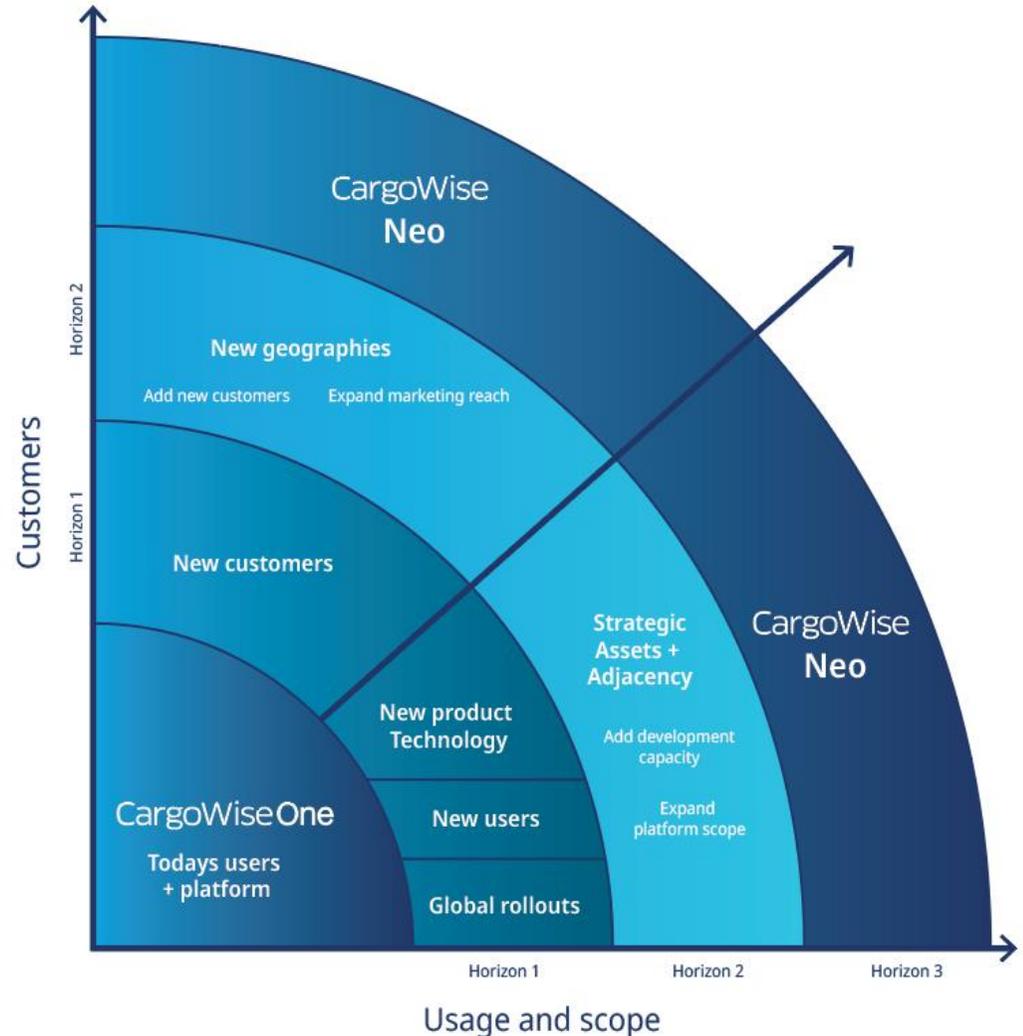
Speeds onboarding
Eliminates costs
Disciplined use of resources

Vast data sets

Global and domestic machine learning
Automate execution
Identify supply chain opportunities
50 billion data transactions per year

Network foundation

Nodes + connections
Thousands of logistics organisations, brings million+ nodes



Powerful growth strategy

Multiple levers to sustain growth and increase market penetration



**“We are accelerating into more products, more geographies and more adjacencies...
driving our long-term growth with each innovation and acquisition.”**

Logistics execution industry dynamics

Industry pain points and trade changes cycle faster, drive an exponential shift to CargoWise

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

Impact of dynamic for WiseTech Global

Our leading global logistics software, CargoWise 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, 150+ 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 onboarding 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	→	Large-scale customs/border 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 25 largest global FF's
Trade wars, tariffs, barriers up/down	→	positive	→	CargoWise swift to update, trade complexity adds transactions

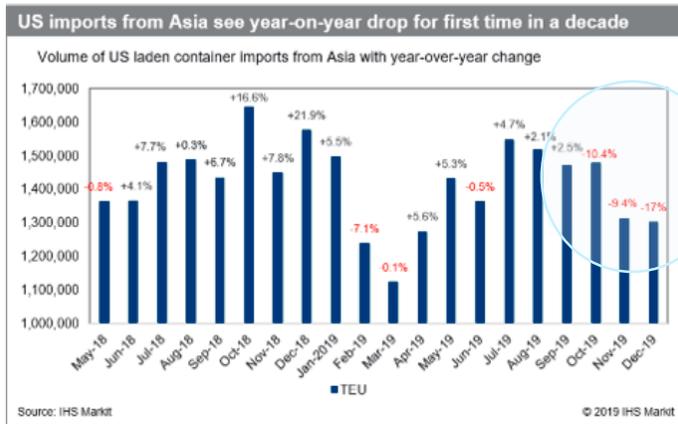
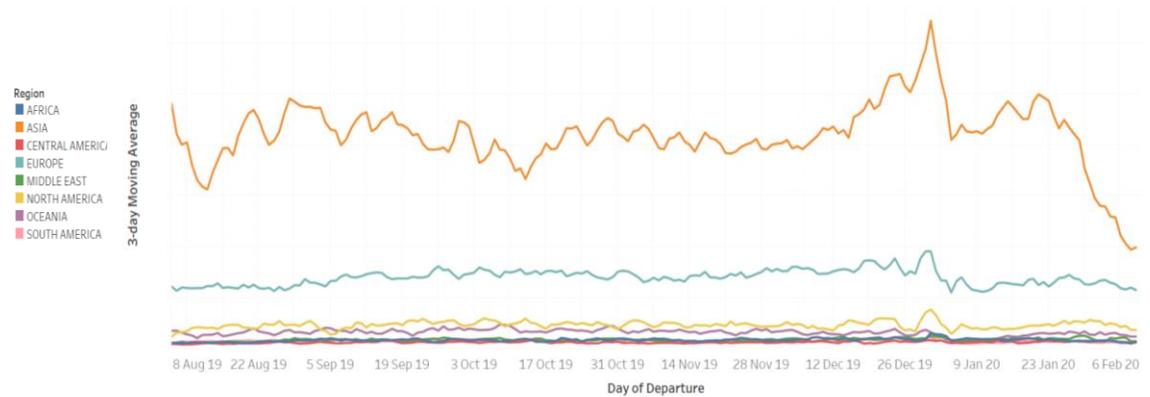
Our technology and business model turns industry problems into tailwinds

Industry environment early 2020

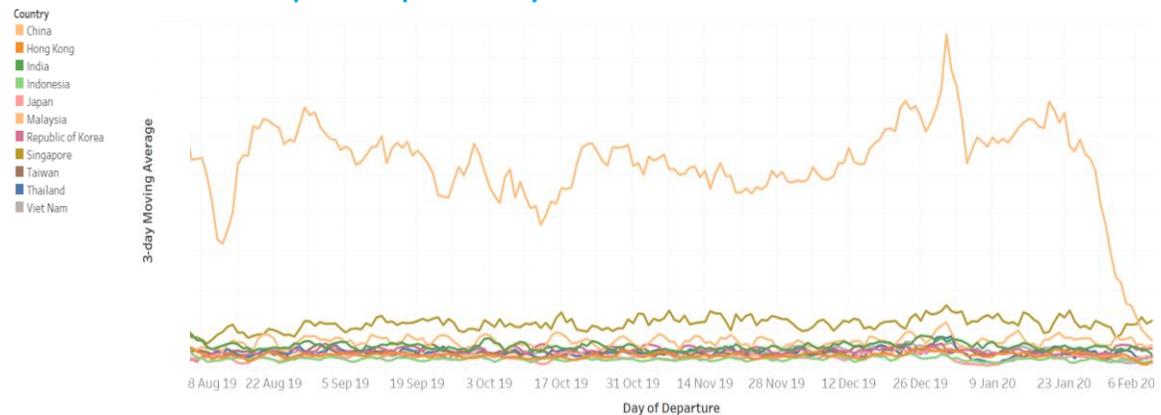
COVID-19 virus closing manufacturing, delaying trade



Container departures per region



Container departures per country - Asia

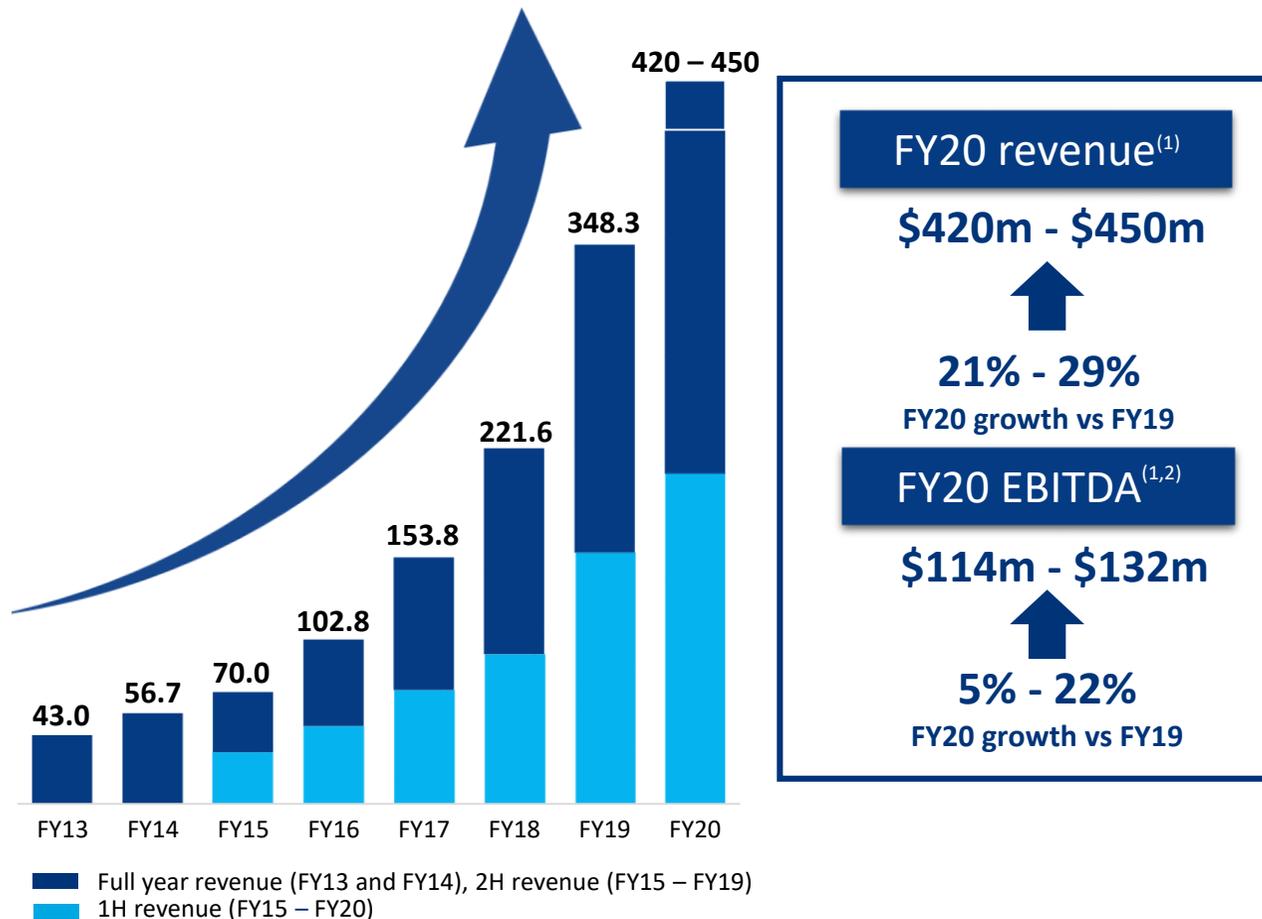


Sources:
https://www.joc.com/maritime-news/global-container-growth-forecast-rebound_20190425.html
https://www.joc.com/maritime-news/trade-lanes/trade-war-drives-first-year-year-drop-us-imports-asia-decade_20200117.html

Source: CargoWise – industry analysis Feb 2020

Strong growth outlook – powerful organic revenue

Execution on strategy continues to deliver strong long term growth



Strong delivery

- Momentum from accelerating penetration of existing customers
- 99% recurring revenue on CargoWise
- Annual CargoWise customer attrition rate of <1%
- Resilient organic revenue growth
- Increasing tailwinds from industry dynamics increasing adoption and transactions
- Impact of COVID-19 uncertain - prudent allowance for potential delayed 2020 transactions/product releases

Well positioned for long term growth

- High quality customer base
- Net expansion revenue underpinned by increasing global rollout adoptions by the worlds largest logistics service providers and deeper penetration
- Relentless innovation, widening our technology lead and expanding new addressable markets
- Secured valuable resources (people and IP) for tech pipeline and geographic expansion
- On track to deliver CargoWise neo platform

We will focus on our potent growth strategy in FY20 driving innovation and global expansion

1. Revenue 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 FY20 guidance is based on rates provided in the Appendix.

2. The application of AASB 16 Leases brought into effect from 1 July 2019, is expected to add \$6m to EBITDA for FY20 with no change to revenue. The total is reflected in the guidance provided.

Appendices

Financial information

- FY20 guidance and assumptions
- Global revenues received in a mix of key currencies
- Financial performance summary
- Income statement
- Key operating metrics – WiseTech Global including and excluding acquisitions
- Contingent consideration liability
- Explanatory notes
- Reconciliation of statutory operating cash flow to statutory cash flow

Revenue

- Revenue: CargoWise and acquired strategic assets
- Significant revenue growth
- Overview of revenue licensing models, drivers and platform

Acquired Strategic Assets

- Integration process – build out of foundation to support efficient growth
- Acquisitions progress – integration and product GLOBAL CUSTOMS
- Acquisitions progress – integration and product ADJACENCIES
- “Lego-map’ CargoWise expanding to be the operating system for global logistics

Development

- Product commercialisation and monetisation processes and timeline
- Capitalised development and amortisation
- Focus on innovation investment, efficient sales and marketing

Company information

- Opportunity for the solution to industry pain points is vast
- Powerful high growth engine – CargoWise integrated global platform
- CargoWise – value proposition for customers
- CargoWise integrated global platform – productivity gains and cost savings
- Employees

CargoWise Transformation

- WiseTech difference, transformation track record – Product
- WiseTech difference, transformation track record – Revenue
- WiseTech difference, transformation track record – Cost efficiency
- WiseTech difference, transformation track record – Technology

Industry

- Regulatory changes
- Overview of moving goods and data

FY20 guidance and assumptions

Growth in revenue and EBITDA

What is included in the FY20 guidance:

- Retention of existing customers with CargoWise usage growth consistent with historical levels
- New customer growth consistent with historical levels
- New product and feature launches monetised
- Contractual increases in revenue from existing customers, including those reflecting the end of temporary pricing arrangements
- Standard price increases
- Full year effect of prior year acquisitions and minimal growth for acquisitions as a group overall
- Acquisition completed post 30 June 2019: Depot Systems, Cypress, Ready Korea, SISA
- Prudent allowance for COVID-19 timing impact during 2H20

What is not included in the guidance:

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

	FY19	FY20 guidance
Revenue	\$348.3m	\$420m - \$450m
EBITDA ⁽¹⁾	\$108.1m	\$114m - \$132m

1. The application of AASB 16 Leases brought into effect from 1 July 2019, is expected to add \$6m to EBITDA for FY20 with no change to revenue. The total is reflected in the guidance provided.

Global revenues received in a mix of key currencies

Revenues protected with effective natural hedge

- 75% of 1H20 revenue in non-AUD currencies, 1pp lower than 1H19 (76%)
- Natural hedges in some regions with both revenue and expenses denominated in local currencies – including recent acquisitions
- 43% of 1H20 revenue in non-local due to impact from overseas acquisitions and mix of transactions and users in CargoWise
- No derivative contracts in place for 1H20

FX rates v AUD	FY20 prior guidance	1H20 actual	2H20 forward guidance
GBP	0.55	0.55	0.52
RMB	4.80	4.81	4.81
EUR	0.61	0.62	0.62
NZD	1.05	1.06	1.04
ZAR	10.1	10.1	9.9
USD	0.69	0.69	0.67
TRY	4.05	3.94	4.02

Sensitivities	Increase/decrease	2H20 revenue \$m	2H20 EBITDA \$m
FX rates vs AUD			
USD	+/- 5%	-/+ 3.7	-/+ 2.0
EUR	+/- 5%	-/+ 2.1	-/+ 0.3
ZAR	+/- 10%	-/+ 0.6	-/+ 0.2
TRY	+/- 10%	-/+ 0.1	-/+ 0.1

Financial performance summary

Robust delivery on strategy, business thriving, revenue growing

Income statement

\$m

	1H19	1H20	Change (vs 1H19)
Revenue			
Recurring On-Demand	114.1	151.8	33%
Recurring OTL maintenance	25.0	34.1	36%
OTL & support services	17.7	19.9	12%
Total revenue	156.7	205.9	31%
Cost of revenues	(27.7)	(36.4)	31%
Gross profit	129.0	169.4	31%
Operating expenses			
Product design and development	(31.2)	(38.3)	23%
Sales and marketing	(18.1)	(28.8)	59%
General and administration	(31.2)	(39.8)	28%
Total operating expenses	(80.4)	(106.9)	33%
EBITDA	48.5	62.5	29%
Key operating metrics – including acquisitions			
Recurring revenue	89%	90%	1pp
On-Demand revenue	73%	74%	1pp
Gross profit margin	82%	82%	-
Total R&D - % of total revenue	33%	36%	3pp
Sales and marketing - % of total revenue	11%	14%	3pp
General and administration - % of total revenue	20%	19%	(1)pp
General and administration (excluding M&A) - % of total revenue	17%	17%	-
EBITDA margin	31%	30%	(1)pp

Income statement

\$m	1H19	1H20
Revenue		
Recurring On-Demand	114.1	151.8
Recurring OTL maintenance	25.0	34.1
OTL & support services	17.7	19.9
Total revenue	156.7	205.9
Cost of revenues	(27.7)	(36.4)
Gross profit	129.0	169.4
Operating expenses		
Product design and development	(31.2)	(38.3)
Sales and marketing	(18.1)	(28.8)
General and administration	(31.2)	(39.8)
Total operating expenses	(80.4)	(106.9)
EBITDA	48.5	62.5
Depreciation	(3.9)	(7.8)
Amortisation	(5.1)	(7.5)
EBITA	39.5	47.2
Acquired amortisation	(3.7)	(5.2)
EBIT	35.8	42.0
Net finance costs	(2.8)	(3.0)
Fair value gain on contingent consideration	0.1	32.7
Share of (loss)/profit of equity accounted investees	-	-
Profit before income tax	33.1	71.8
Tax expense	(10.1)	(11.9)
NPAT	23.0	59.9
Non-controlling interests	-	-
Net profit attributable to equity holders of the parent	23.1	59.9
NPATA⁽¹⁾	27.5	33.5

1. Net profit after tax attributable to equity holders of the parent before acquired amortisation net of tax, contingent consideration interest unwind net of tax and fair value changes on contingent consideration.

Key operating metrics – WiseTech Global including and excluding acquisitions

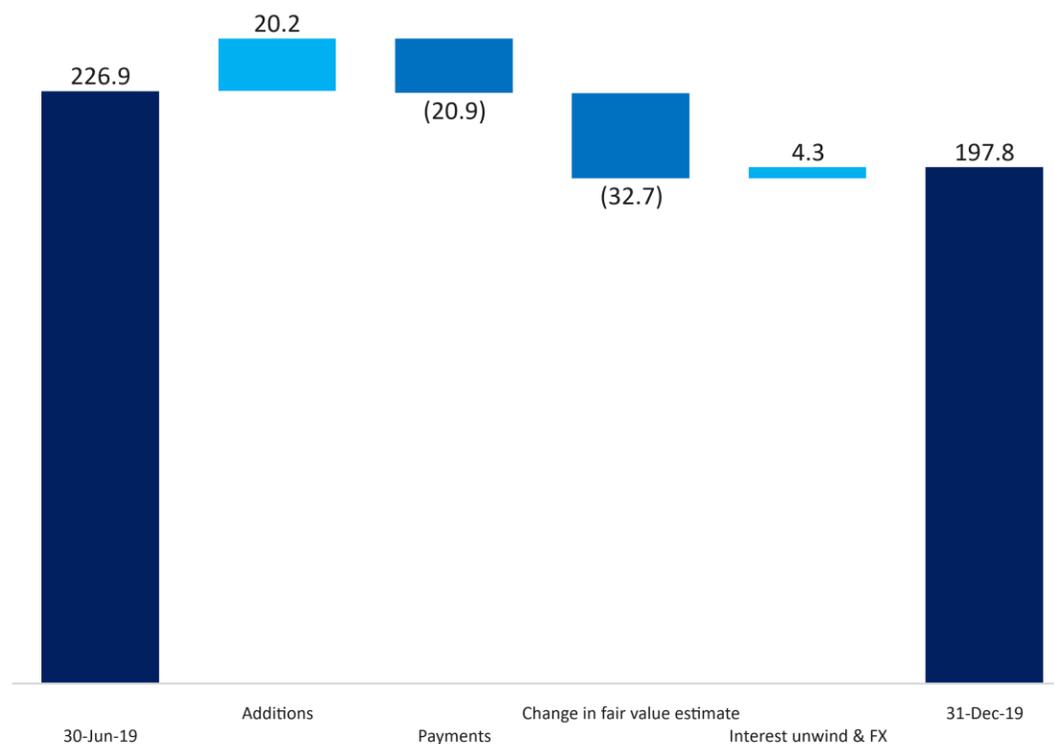
	1H19	1H20	1H20 CargoWise ⁽¹⁾
Total revenue growth vs prior period	22%	7%	
Total revenue growth vs prior corresponding period	68%	31%	
Recurring revenue	89%	90%	99%
On-Demand revenue	73%	74%	99%
Gross profit margin	82%	82%	92%
Product design and development - % of total revenue	20%	19%	11%
Total R&D - % of total revenue	33%	36%	32%
Sales and marketing - % of total revenue	11%	14%	13%
General and administration - % of total revenue	20%	19%	19%
EBITDA margin	31%	30%	49%
EBIT - % of total revenue	23%	20%	
NPAT - % of total revenue	15%	29%	
NPATA - % of total revenue	18%	16%	
Capitalised development investment \$m	20.1	35.0	
Total R&D \$m	51.2	73.3	
Effective tax rate	30%	17%	

1. CargoWise ratios excluded acquisitions since 2012 not embedded into CargoWise and included M&A costs.

Contingent consideration liability

- Contingent consideration liability is related to earnouts agreed, at the time of acquisition for 29 acquired businesses, contingent on achieving select milestones over periods of 3 years or more such as for financial performance, product development or customer transition.
- As part of the assessment of the liability at each reporting date, the fair value of contingent consideration is determined, taking into account historical and expected future performance.
- Changes in the fair value of contingent consideration after the acquisition date must be recognised in profit or loss.
- Each period, we gain a clearer picture of the operational performance and potential of our acquired businesses. This updates our assessment of the contingent consideration payable pursuant to performance conditions. In this period, the assessment resulted in a liability reduction and a corresponding fair value gain of \$32.7m (1H19: \$0.1m).

Contingent consideration liabilities (\$m)



Explanatory notes

NPATA

\$m

	1H18	2H18	1H19	2H19	1H20
NPAT attributable to equity holders of the Parent	15.6	25.3	23.1	31.1	59.9
Acquired amortisation (net of tax)	0.8	1.8	2.7	3.6	3.8
Contingent consideration interest unwind (net of tax)	0.5	1.0	1.9	2.2	2.6
Fair value gain on contingent consideration	-	-	(0.1)	(1.5)	(32.7)
NPATA* attributable to equity holders of the Parent	16.8	28.0	27.5	35.4	33.5

*NPATA – Net profit after tax attributable to equity holders of the parent before: acquired amortisation net of tax, contingent consideration interest unwind net of tax and fair value changes on contingent consideration

Impact of fair value gains on effective tax rate

	1H20 excl. FV gain	1H20 FV gain	1H20
Profit before income tax	39.1	32.7	71.8
Tax expense	(11.9)	-	(11.9)
NPAT	27.2	32.7	59.9
Effective tax rate	30.4%	-	16.6%

Deed of cross guarantee

In Australia, a Deed of Cross Guarantee is available to provide Company Groups relief from the requirement to prepare redundant, duplicate financial information. This information is already provided and audited in the Group accounts and no additional information would be available should the deed not be in place.

Reconciliation of statutory operating cash flow to statutory cash flow

- Payments for intangible assets reflected internal capitalised development
- Acquisition of businesses comprises payment for acquisitions upfront consideration and earnouts
- Purchase of property, plant and equipment included data centre additions, office equipment replacement and new office facilities

\$m	1H19	1H20
EBITDA	48.5	62.5
Non-cash items in EBITDA	3.2	6.8
Changes in working capital	(0.4)	0.4
Operating cash flow	51.3	69.7
Income tax paid	(7.6)	(7.3)
Net cash flows from operating activities	43.7	62.4
Payments for intangible assets	(18.3)	(33.0)
Purchase of property, plant and equipment	(3.1)	(8.7)
Interest received	0.3	2.0
Acquisition of businesses, net of cash acquired	(120.4)	(39.2)
Disposal of assets held for sale	0.7	-
Net cash flows used in investing activities	(140.8)	(78.9)
Interest paid	(0.5)	(1.3)
Treasury shares acquired	(5.7)	-
Repayments of lease liabilities (1H19: finance lease liabilities)	(0.5)	(2.6)
Proceeds from/(repayment of) borrowings	28.4	(0.1)
Dividends paid	(4.7)	(5.9)
Transaction costs on issue of shares	-	(0.2)
Net cash flows from/(used in) financing activities	17.0	(10.2)
Net decrease in cash and cash equivalents	(80.1)	(26.7)
Cash and cash equivalents at 1 July	121.8	260.1
Effect of exchange differences on cash balances	0.5	(0.3)
Cash and cash equivalents at 31 December	42.2	233.1

Revenue: CargoWise and acquired strategic assets

Strong organic revenue from CargoWise is durable as it derives from many drivers

What drives CargoWise organic revenue growth?

Organic revenue relates to revenue from existing CargoWise customers or new CargoWise customers.

Drivers

- 1. Increased usage across our existing CargoWise customer base, as existing customers:**
 - use more – i.e. add transactions
 - open up in new sites
 - start to use more modules and features
 - use new products and features
 - expand to more geographies
 - extend to global rollouts
 - add automations to increase transaction throughput
 - add more users
 - consolidate their acquisitions onto the platform
- 2. Revenue growth from customers that have transitioned from (static) temporary pricing arrangements**
- 3. Customer take up of behavioural discounts**
- 4. Customer consolidation of other companies they acquire**
- 5. New customers adding users to the platform** in single site, multi-region or global rollout
- 6. Trade patterns**
- 7. Measured price changes related to new product additions or CPI adjustment**
- 8. Launch of new product/features to the platform:** commercialised then monetised through transaction charges or in seat licence.

When does acquired revenue become CargoWise?

As with everything we do, it is driven by the technology.

Revenue from all strategic assets acquired since 2012 (not already embedded in CargoWise) are categorised as 'revenue from customers on acquired platforms' or 'growth from acquisitions'. Unlike many companies that transfer revenue from acquired to organic shortly after business integration, we keep our acquired revenue separate.

For geographic expansion assets:

- the revenue will only become CargoWise when the customs technology is embedded in CargoWise and usage of the module/platform is native to CargoWise, and
- the revenue related to the customers acquired, that remain on the acquired platform, is recorded as acquired revenue until that customer transitions to CargoWise.

For adjacent technology assets:

Adjacent technology assets will move to the CargoWise revenue category when:

- their technology interface to CargoWise is complete and seamless (SSO), and
- they have completed the commercial foundation (e.g. content and eLearning architecture, contract and licensing transition, sales and support model).

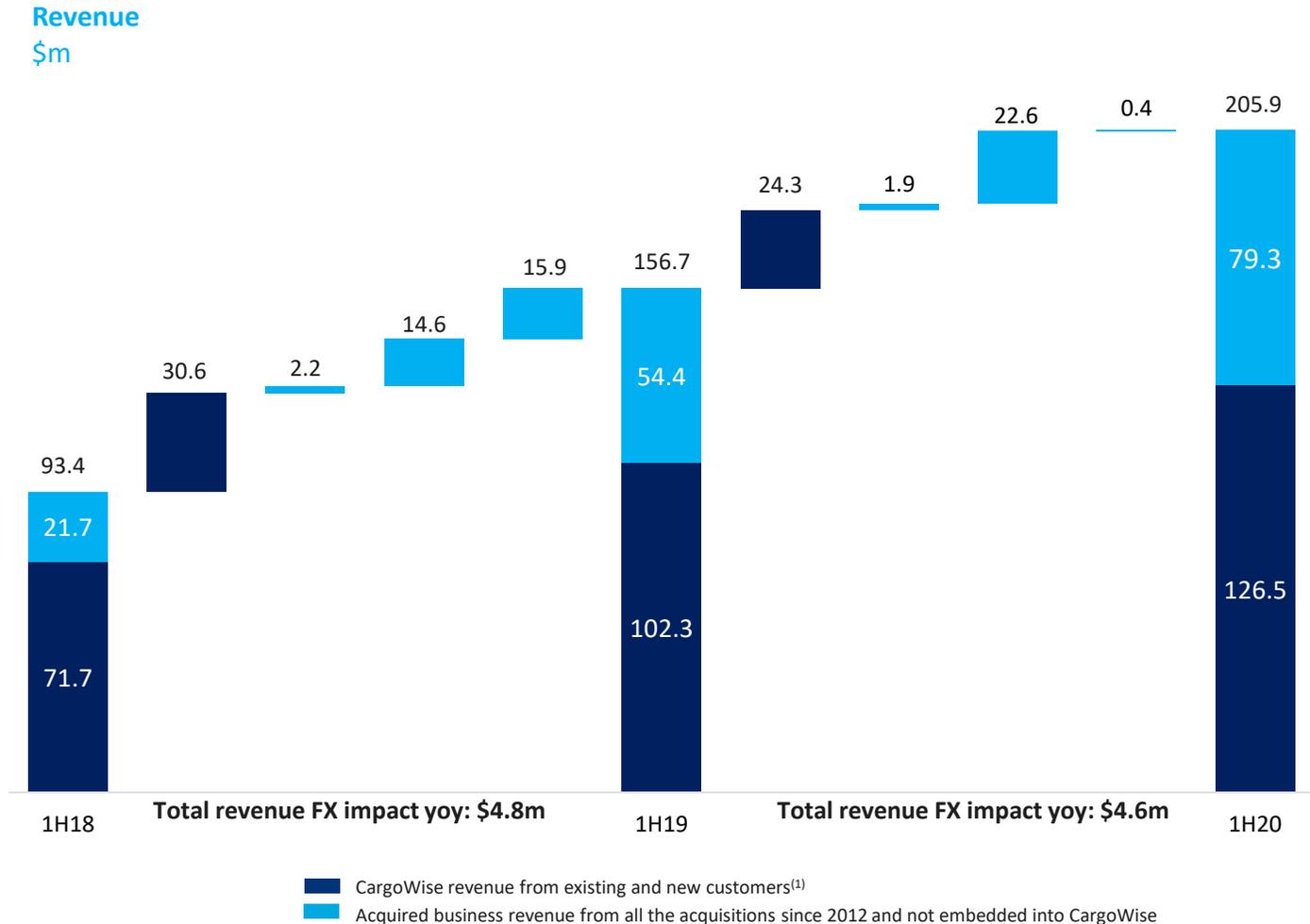
Acquisitions with minimal or no revenues or customers can be absorbed quickly into the CargoWise core, predominantly impacting operating expense.

In any given period, while revenue drivers can cause large lumpy movements, on average, organic CargoWise growth range is about 20 – 30% pa.

Significant revenue growth

Strong underlying CargoWise growth demonstrates resilience during extensive business transformation

- Organic CargoWise revenue growth 24% yoy
- CargoWise revenue can contain large static components on which organic growth does not occur. e.g. fixed or transitional pricing such as for global rollouts
- Revenue from strategic asset acquisitions can be impacted by part-period consolidation
- Strategic assets may stop one-off or non-recurring transactions or services and one-time licence sales or introduce transitional commercial arrangements during a period
- Revenue related to sales of CargoWise through new geographic assets or adjacencies yet to be embedded, will appear as CargoWise revenue



Overview of revenue licensing models, drivers and platform

Customers in transition to On-Demand, ultimately move to transaction-based licensing

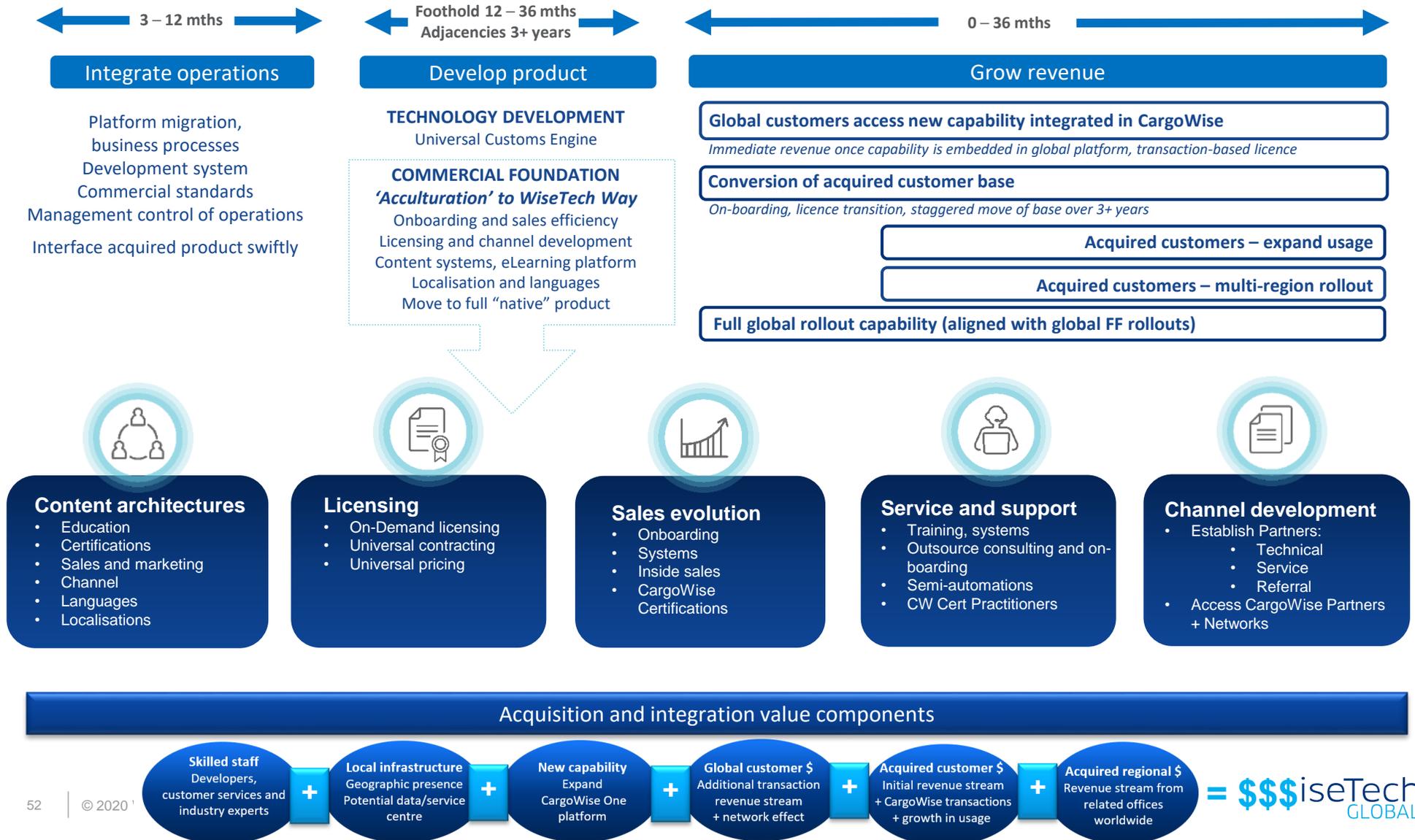
Nature of revenue:	Recurring revenue 90% ⁽¹⁾				Other revenue 10% ⁽¹⁾			
Revenue categories:	On-Demand 74% ⁽¹⁾				OTL maintenance 16% ⁽¹⁾		OTL & support services 10% ⁽¹⁾	
Licence model:	Seat Plus Transaction Licensing (STL)		Module User Licence (MUL)		One-Time Licence (OTL)		Support services	
Revenue drivers:	Transactions		Temporary contracted pricing arrangements		Modules used		Services ⁽²⁾	
Price drivers:	<ul style="list-style-type: none"> Price per transaction executed Price per individual user 		<ul style="list-style-type: none"> Fixed monthly rate for limited period Contracted price increases Excess user fees 		<ul style="list-style-type: none"> Price per user Price per module used 		<ul style="list-style-type: none"> Annual maintenance price per licence One-time price per perpetual licence 	
Volume drivers:	<ul style="list-style-type: none"> Transactions executed per month and number of individual users Number and size of customers Activity level of customers 		<ul style="list-style-type: none"> Number of MUL users per month Number and size of customers Activity level of customers 		Level of usage		<ul style="list-style-type: none"> Number of licences Number of licences 	
Ad hoc revenue:	Ad hoc revenue such as professional services, training and paid feature requests							
FX:	Foreign exchange rates for customers invoiced in foreign currency							
Platform:								
- CargoWise One	✓	✓	✓	✓	✗	✗	✓	✓
- ediEnterprise	✗	✗	✓	✓	✓	✓	✓	✓
- BorderWise	✗	✗	✓	✗	✗	✗	✗	✗
- ProductivityWise	✓	✗	✗	✗	✗	✗	✓	✗
- Acquired	SmartFreight, Ulukom, Trinium, Systema, Containerchain, Ready Korea	✗	TransLogix, Compu-Clearing, znet, Bysoft, CMS, ABM Data Systems, CustomsMatters, LSP, EasyLog, Forward, Softcargo, SaaS Transportation, Trinium, Pierbridge, SmartFreight, Systema, Containerchain, Xware, Depot Systems	CCN	TransLogix, Zsoft, CoreFreight, CCN, Softship, znet, ACO, Bysoft, Digerati, CMS, Prolink, Cargoguide, CargoSphere, Micrologistics, Intris, Softcargo, Ulukom, Fenix, Pierbridge, Taric, DataFreight, CargoIT, SmartFreight, Multi Consult, Trinium, Systema, Containerchain, Xware, Depot Systems, Ready Korea	TransLogix, Zsoft, Softship, znet, ACO, CMS, Prolink, Ulukom, Fenix, Pierbridge, Taric, DataFreight, CargoIT, Multi Consult, Trinium, Systema, Containerchain, Depot Systems, Ready Korea	TransLogix, Zsoft, Softship, znet, ACO, Bysoft, CMS, Prolink, Micrologistics, ABM Data Systems, CustomsMatters, Intris, LSP, Softcargo, Fenix, Ulukom, Pierbridge, Taric, CargoIT, DataFreight, SmartFreight, SaaS Transportation, Multi Consult, Trinium, Systema, Containerchain, Xware, Depot Systems, Ready Korea	

1. Represents percentage of 1H20 total revenue.

2. Mainly comprises additional services such as e-services (connections to commercial information systems) and hosting fees provided to STL and MUL customers. Fees are typically based on the transfer of data or execution of activities contained within each active module.

Integration process – build out of foundation to support efficient growth

Evolution of strategic assets involves comprehensive reshaping of commercial model



Acquisitions progress – integration and product

GLOBAL CUSTOMS AND Foothold

	FY15 and FY16		FY17		FY18	
	Freight forwarding China	Customs South Africa	Customs Germany	Customs Italy	Customs Brazil	Customs Taiwan
Brand	Zsoft	Compu-Clearing & CoreFreight	znet	ACO Informatica & Multi-consult	Bysoft	Prolink
Headcount	14	52	33	54	38	58
Integrate operations WiseTech Global	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE used for CW1 Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE used for CW1 Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE training for CW1 Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE in use for CW1 Dev Ops Support global clients
Technology Resource deployment Develop product	<ul style="list-style-type: none"> FF completed China Customs native build complete Commercial pilot imminent 	Native build complete	<ul style="list-style-type: none"> Customs interface complete Native customs progressing well exp 2020 	<ul style="list-style-type: none"> Customs interface complete Native in development exp 2021 CW1 localisations in progress 	<ul style="list-style-type: none"> Customs interface complete Native development commencing CW1 localisations in progress 	<ul style="list-style-type: none"> Customs interface complete Native in development: 90% complete exp FY21 Taiwan compliance module go-live
Commercial foundation	<ul style="list-style-type: none"> Well progressed Sales/Channel Ptr Well progressed with translated elearning content build and support 	Complete	<ul style="list-style-type: none"> Progressing well Customer retention strong Translated elearning and sales content build and support in progress 	<ul style="list-style-type: none"> In progress Customer retention strong Translated elearning and sales content build and support in progress 	<ul style="list-style-type: none"> Well progressed Sales/Channel Ptr Translated elearning and sales content build and support in progress 	<ul style="list-style-type: none"> Well progressed Sales/Channel Ptr Customer retention strong Well progressed with translated elearning and sales content build and support
Customer conversion	<ul style="list-style-type: none"> CargoWise sales Commenced conversion for FF 	Well progressed		Progressive module replacement - planning		Planning

Acquisitions progress – integration and product

GLOBAL CUSTOMS AND FOOTHOLD

FY18						
	Customs/ Freight forwarding/ WMS	Customs	Customs/ Freight forwarding/ WMS	Customs WMS	Freight Forwarding Accounting	Freight Forwarding Accounting
	Pan-European	Ireland	Belgium	Netherlands	Argentina	Uruguay
Brand	ABM Data Systems	CustomsMatters	Intris	LSP	Forward	Softcargo
Headcount	28	6	41	20	36	30
Integrate operations WiseTech Global	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE install for Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE for Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE for Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE for Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE CW1 Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE CW1 Dev Ops
Technology Resource deployment Develop product	<ul style="list-style-type: none"> Customs integration complete Brexit and new AIS govt systems prioritised customs for multiple countries 	<ul style="list-style-type: none"> Customs interface complete Brexit and new AIS govt systems prioritised Native customs commenced 	<ul style="list-style-type: none"> Customs interface complete Native build commenced 	<ul style="list-style-type: none"> Customs interface 80% complete Native build commenced 	<ul style="list-style-type: none"> Native in development for LATAM region – joint project with Softcargo 	<ul style="list-style-type: none"> Native in development for LATAM region – joint project with Forward
Commercial foundation	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> Customer retention strong 	Commenced	Planning	<ul style="list-style-type: none"> Customer retention good in challenging economic environment Commenced translated elearning and sales content build and support 	<ul style="list-style-type: none"> Growing customer base in challenging economic environment Commenced translated elearning and sales content build and support
Customer conversion		Planning			Planning and opportunistic conversions	Planning and opportunistic conversions

Acquisitions progress – integration and product

GLOBAL CUSTOMS AND Foothold

FY19					
	Customs	Customs	Customs	Customs	Customs/ Freight forwarding/ WMS
	France	Turkey	Canada	Spain/Europe	United Kingdom
Brand	Easylog	Ulukom	Fenix	Taric	DataFreight
Headcount	14	37	9	87	11
Integrate operations WiseTech Global	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE CW1 Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE CW1 Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE CW1 Dev Ops Assist global customers 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete
Technology Resource deployment Develop product	<ul style="list-style-type: none"> Customs interface complete Native customs progressing well 	<ul style="list-style-type: none"> Customs interface complete Native development commenced: Customs and Accounting focus 	<ul style="list-style-type: none"> Prioritised Canada Trade Single Window (delay) 	<ul style="list-style-type: none"> Customs interface complete Native in development (customs + border compliance EU + LATAM) Prioritise New EU Commission contract + Brexit 	<ul style="list-style-type: none"> Brexit and new CDS govt systems prioritised
Commercial foundation	<ul style="list-style-type: none"> Customer retention good Translated elearning and sales content build and support in progress 	<ul style="list-style-type: none"> In progress Strong retention, low local sales growth in challenging economic environment Translated sales content build and support in progress 	Fold into Cargowise Canada	<ul style="list-style-type: none"> Commenced translated elearning and sales content build and support Adding large wins 	<ul style="list-style-type: none"> Customer retention good – CW1 may not suit all smaller co's Planning
Customer conversion			Planning		Progressive module replacement – planning and opportunistic

Acquisitions progress – integration and product

GLOBAL CUSTOMS AND FOOTHOLD

	FY19		FY20	
	Customs/ Freight forwarding/ WMS/ TMS Sweden	Customs Norway/ Denmark	Customs/ Bonded WMS/ Trade compliance South Korea	Customs/ Freight forwarding Switzerland
Brand	CargoIT	Systema	Ready Korea	SISA
Headcount	14	7	63	50+
Integrate operations WiseTech Global	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE for Dev Ops 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE for Dev Ops 	Acquisition completed in Dec 2019	Acquisition completed in Feb 2020
Technology Resource deployment Develop product	<ul style="list-style-type: none"> Customs interface complete Embedded build commencing 	<ul style="list-style-type: none"> Interface in progress Prioritised local Norwegian customs changes Embedded build commencing 	<ul style="list-style-type: none"> Interface well progressed 	
Commercial foundation	<ul style="list-style-type: none"> Customer retention strong 	<ul style="list-style-type: none"> Sales for cloud solution Customer retention strong 		
Customer conversion				

Acquisitions progress – integration and product ADJACENCIES

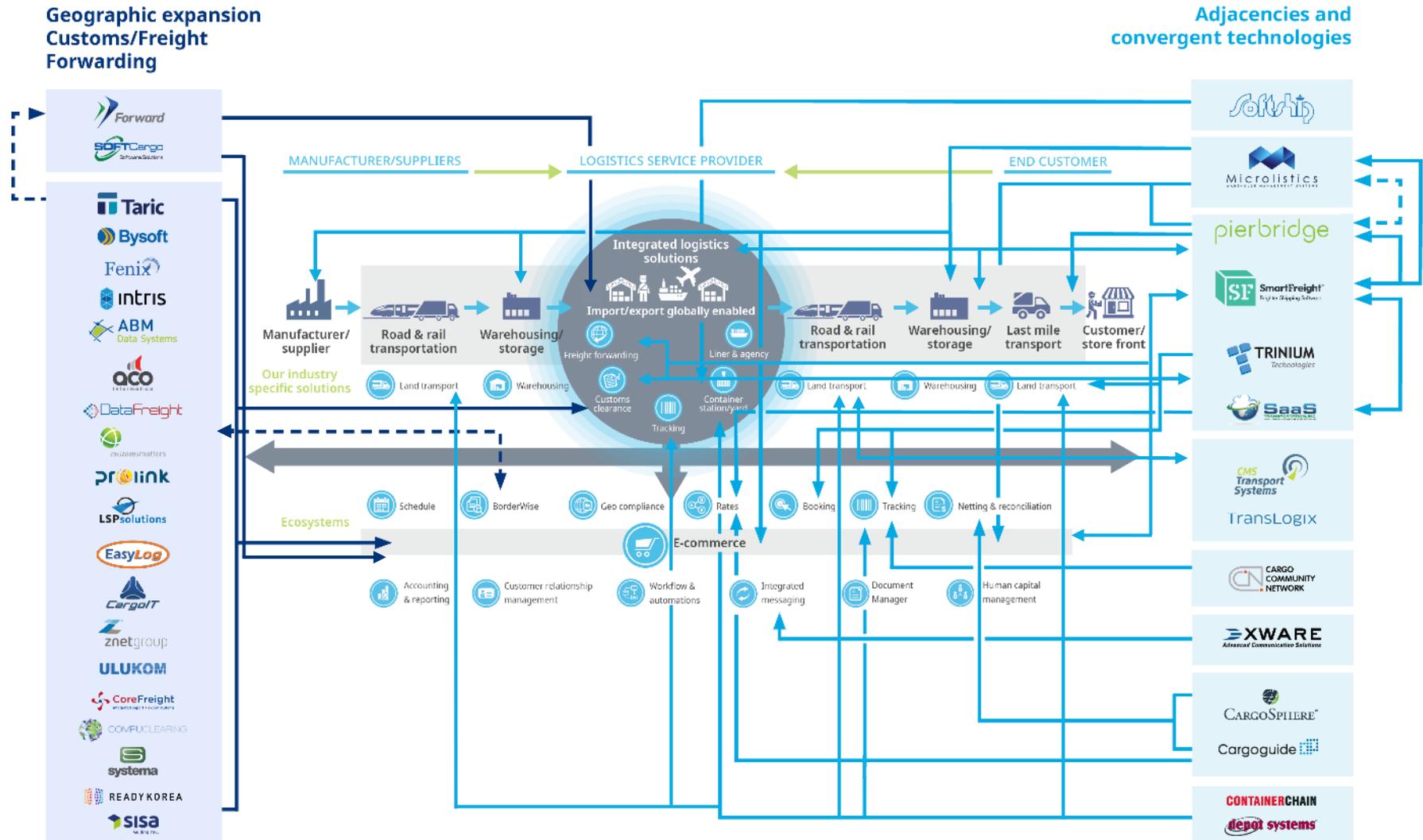
	FY17		FY18				FY19	
	Ocean Carrier	Land Transport	Rates (air) management	Rates (ocean) management	Warehouse	LTL TMS	Parcel shipping TMS	
	Global	Australasia	Global	Global	Asia Pac, M East North America	United States	United States	
Brand	Softship	CMS	Cargoguide	CargoSphere	Micrologistics	SaaS Transportation	Pierbridge	
Headcount	140	19	37	46	57	4	80	
Integrate operations WiseTech Global	<ul style="list-style-type: none"> HR, Finance nearing completion IT complete PAVE implementation in 2020 Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE implementing in 2020 Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete Support global clients PAVE implementing in 2020 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE training complete and implementing in 2020 Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete Full PAVE Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete Full PAVE Dev Ops in progress Support global clients 	
Technology Resource deployment Develop product	Product integration scoping with CargoWise underway	CargoWise integration in final stages	<ul style="list-style-type: none"> API connection to CargoWise complete Updated to new platform – Cargoguide.app – across 71 countries 	<ul style="list-style-type: none"> CargoWise integration complete and in beta testing phase with global customer Launched universal rate API for carriers Increased development resources 	Integration commenced	<ul style="list-style-type: none"> CargoWise integration in final stages Integrated ecosystem with Pierbridge underway 	<ul style="list-style-type: none"> CargoWise integration commenced Increased development resources 	
Commercial foundation	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> Strong customer retention in core markets. 	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> In progress Customer retention strong 	

Acquisitions progress – integration and product ADJACENCIES

	FY19				FY20	
	Intermodal trucking TMS/container tracking North America	Parcel ship LTL Transport Australia	Container optimisation Sing/Aust/NZ Europe/US	Messaging/ Integration Sweden	Machine Learning United States	Container yard/ terminal mgt United States
Brand	Trinium	SmartFreight	Containerchain	Xware	Cypress	Depot Systems
Headcount	45	72	74	11	3	7
Integrate operations WiseTech Global	<ul style="list-style-type: none"> HR, Finance, BP/BO complete Full PAVE install Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete PAVE implementation in 2020 Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete Full PAVE install Dev Ops Support global clients 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete IT progressing 	<ul style="list-style-type: none"> HR, Finance, BP/BO complete IT progressing 	<ul style="list-style-type: none"> HR, Finance, complete IT progressing
Technology Resource deployment Develop product	Integrated ecosystem commenced	<ul style="list-style-type: none"> CargoWise integration in final stages Product and market extensions developed 	<ul style="list-style-type: none"> Several CargoWise product integrations underway Launched new Notifications product to all depot customers in Australia 	CargoIT used Xware's xTrade software to connect to CargoWise	Planning	Integration with Containerchain commenced
Commercial foundation	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> Strong customer retention in core markets BREXIT impacting UK growth 	<ul style="list-style-type: none"> In progress Customer retention strong 	<ul style="list-style-type: none"> In progress Customer retention strong 	Direct to Cargowise	Planning

CargoWise expanding to be the operating system for global logistics

Every innovation & acquisition adds to flywheel of growth



Opportunity for the solution to industry pain points is vast

Logistics market size: across 1PL, 2PL, 3PL = ~A\$16 trillion⁽¹⁾

Hundreds of billions 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.



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



CargoWise

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

Powerful high growth engine – CargoWise integrated global platform



Powerful high growth engine – CargoWise 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 integrated global platform

... features extend beyond integration

configuration, not customisation

+

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

+

global reach – licensed over 150 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 19,000 Certified CW practitioners

+

continuous upgrade – ~3,500 new products, enhancements and features in last 5 years

+

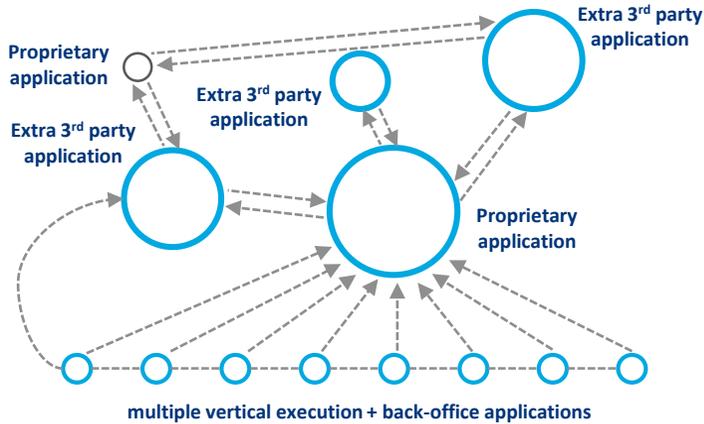
cloud, on-demand transaction licensing, available anywhere, anytime

CargoWise – 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 integrated global platform – productivity gains and cost savings

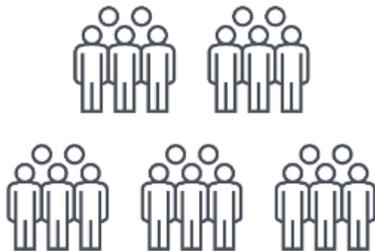
Customer with multiple software applications provided by multiple suppliers ⁽¹⁾



Complex network of applications replaced with CargoWise ⁽²⁾



Many users processing transactions using multiple third-party vendor software applications

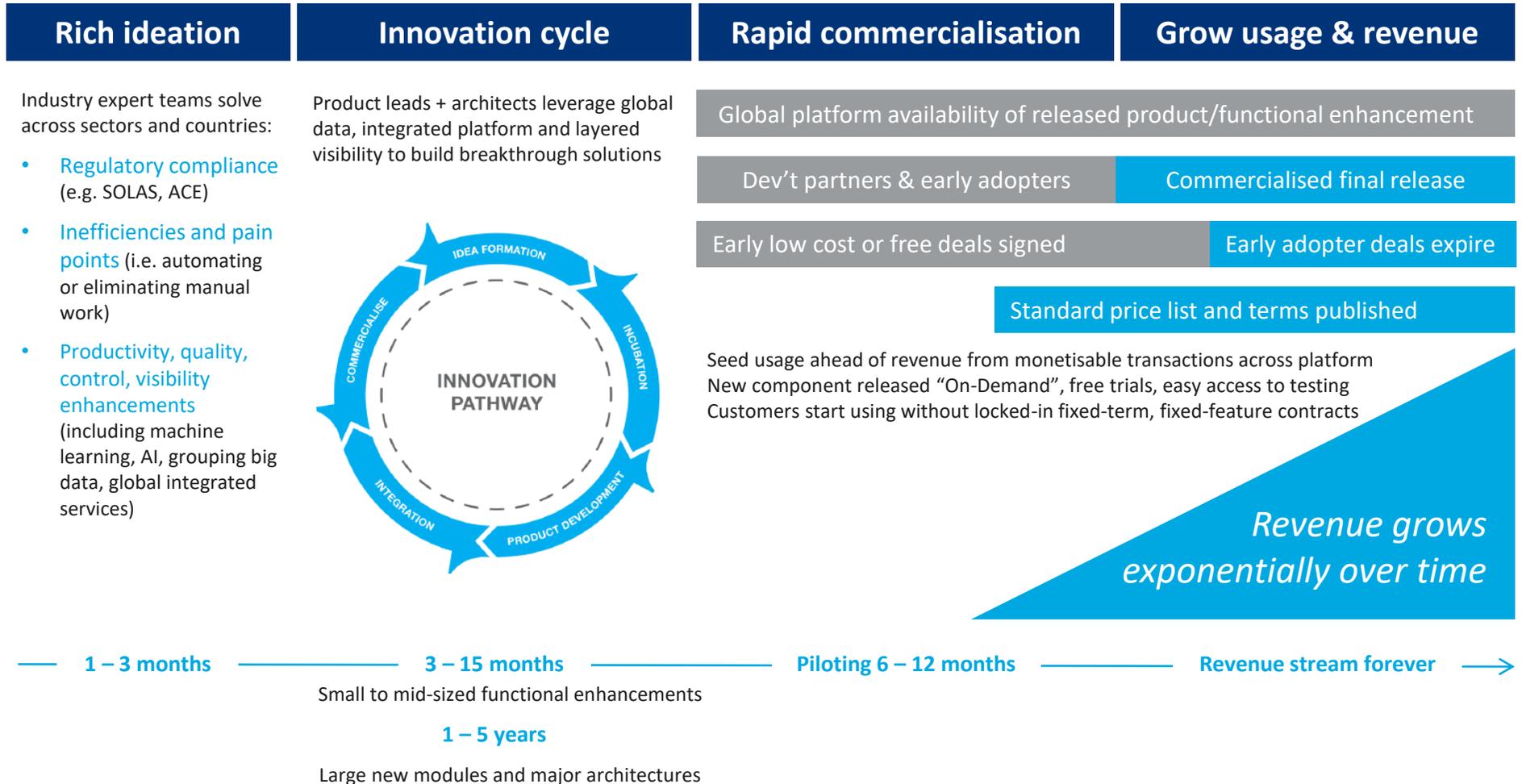


Can be reduced to fewer users processing higher volume of transactions using CargoWise



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

Product commercialisation and monetisation processes and timeline

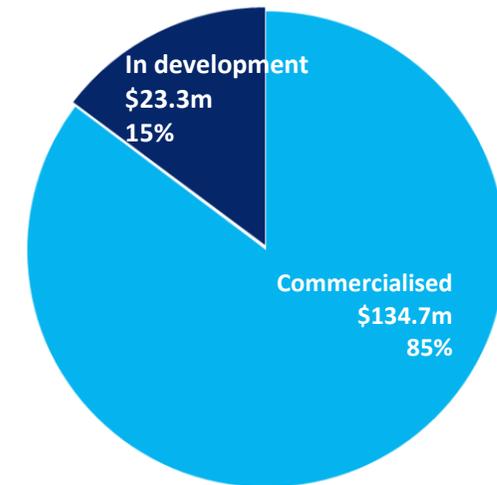


Capitalised development and amortisation

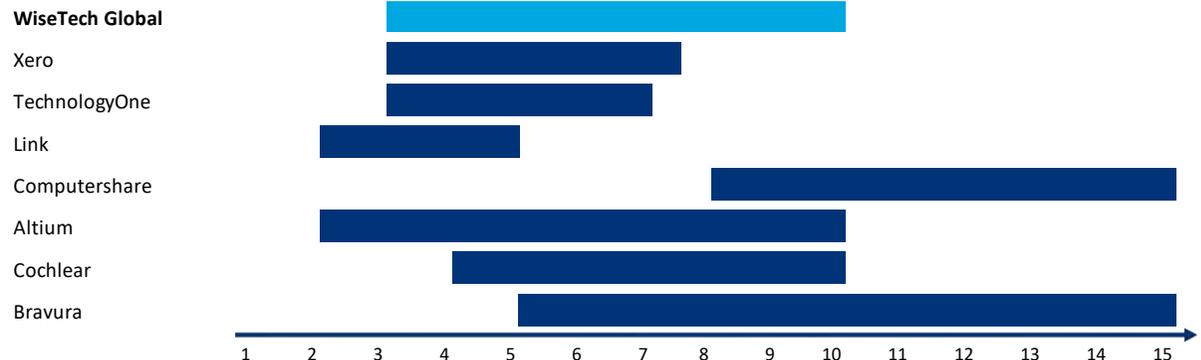
High innovation to commercialisation ratio – product designed for CargoWise platform + customer base

- Capitalised development comprises:
 - in development – labour and overhead costs relating to the development of new modules and products
 - commercialised – labour and overhead costs relating to enhancements to existing modules generating revenue
 - certain specialist external software used within CargoWise
 - patents
- \$31.4m from GLOW and ecommerce transferred from in development to commercialised in 1H20
- Most commercialised software is amortised over a 10 year period
- 1H20 amortisation was \$7.3m
- Total commercialised \$178.8m life to date, accumulated amortisation \$44.1m
- In development will be amortised once commercialised in the future. We undertake impairment testing annually to support recovery of capitalised amounts
- WTG reports under IFRS where it is a requirement for companies to capitalise internally generated intangible assets (including software development) when the recognition criteria are met. Differences exist in the recognition criteria between IFRS and US GAAP, leading to different accounting treatments

Net book value of capitalised development 31 December 2019



Software/technology useful life years



Sources: relevant public disclosure of FY19 results of Xero, TechnologyOne, Link, Computershare, Altium, Cochlear and Bravura.

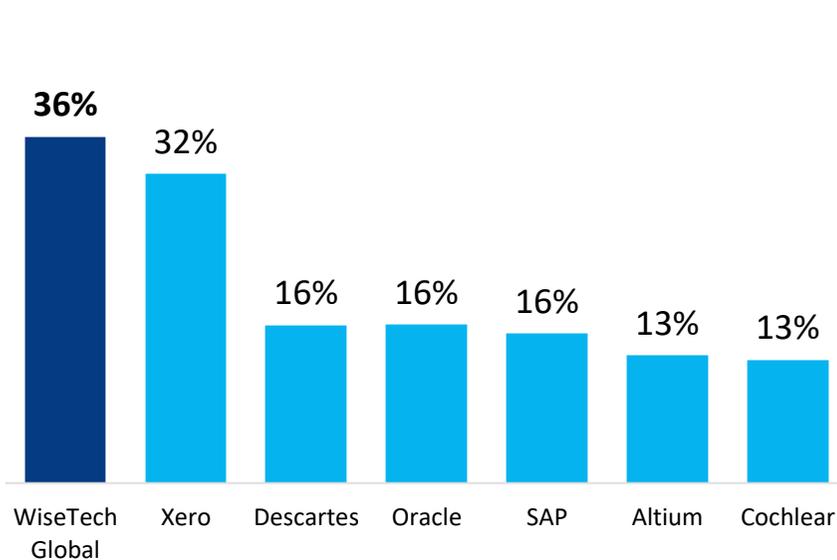
Focus on innovation investment, efficient sales and marketing

We build assets, not churn

Relentless focus on innovation aligned with an efficient commercial model delivers minimal attrition by CargoWise customers – less than 1% **every** year for last 7½ years

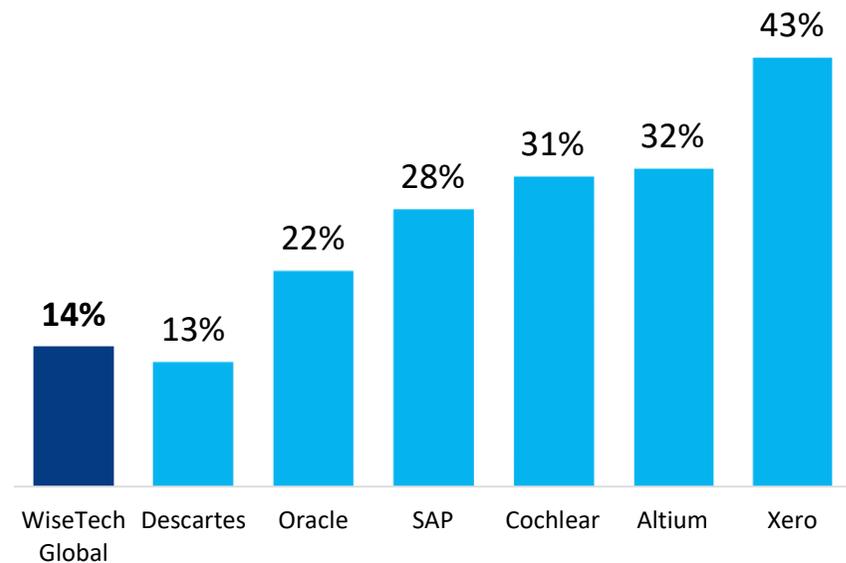
R&D

% of total revenue



Sales and marketing expense

% of total revenue

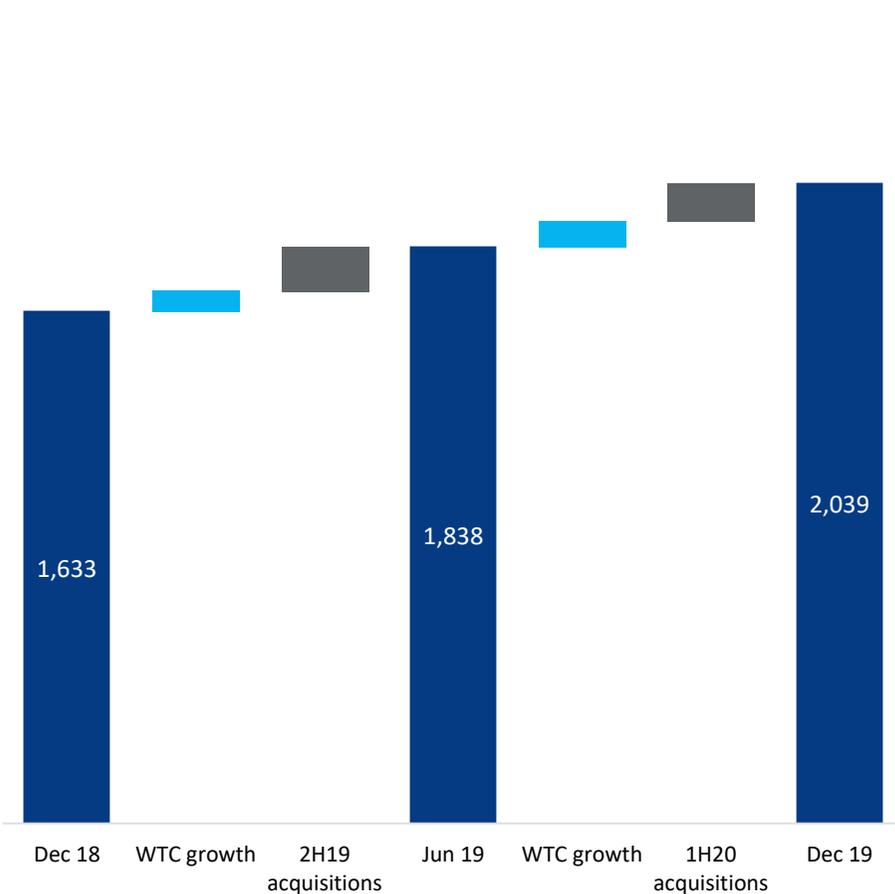


Sources: relevant public disclosures of 3Q19 results of SAP, FY19 results of Cochlear and Altium, 1H20 results of Xero and Oracle and 3Q20 results of Descartes.

Employees

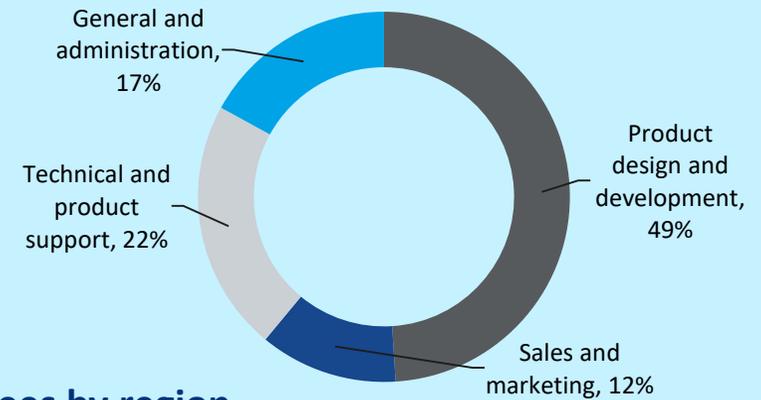
Our diverse, talented workforce continued to grow both organically and through acquisitions in 1H20

Growth in number of employees



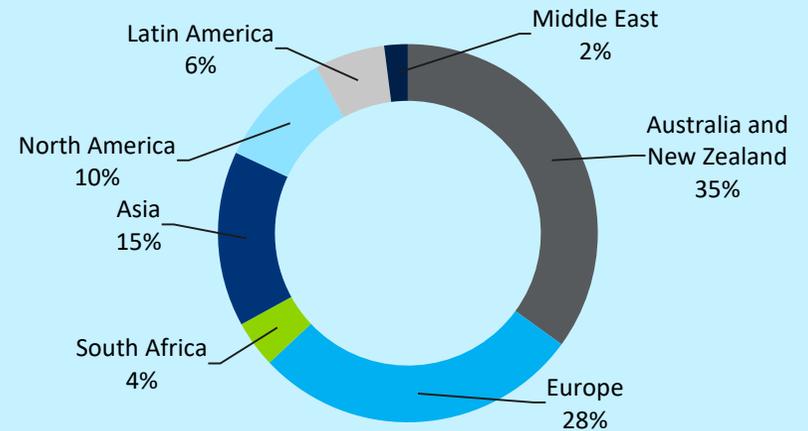
Employees by function

as at 31 Dec 2019



Employees by region

as at 31 Dec 2019



WiseTech difference, transformation track record

Product

Expanding offshore requires bottom up global solution

Cannibalised AU business by building single source-code, global platform
Launched integrated regional platform: AU, NZ, UK, US, SG (2004)
Ultimately created the integrated global logistics execution platform (2014)

Focus on the hardest pain point (cross-border execution)

Freight forwarding + deep expertise in customs clearance + regulatory compliance

Build globally, configure locally

Developed specialised logistics accounting capability for each country of operation
Universal engines with local configurations

Scale requires uniformity, not more resources

Auto configuration: works 'out of the box'
Disciplined approach to product and platform, 'mass customisation'
Every feature available to all
Solve with technology, new architectures, engineered processes

Integration, not fragmentation

Data entered once, reused and visible across platform

WiseTech difference, transformation track record

Revenue

Create pure recurring revenue

Early move to On-Demand licensing (2008)
Transition existing OTL to On-Demand
Launched transaction-based licensing – disciplined application (2014)
Transition existing to pure Seat+ Transaction-based licensing

Create pricing simplicity

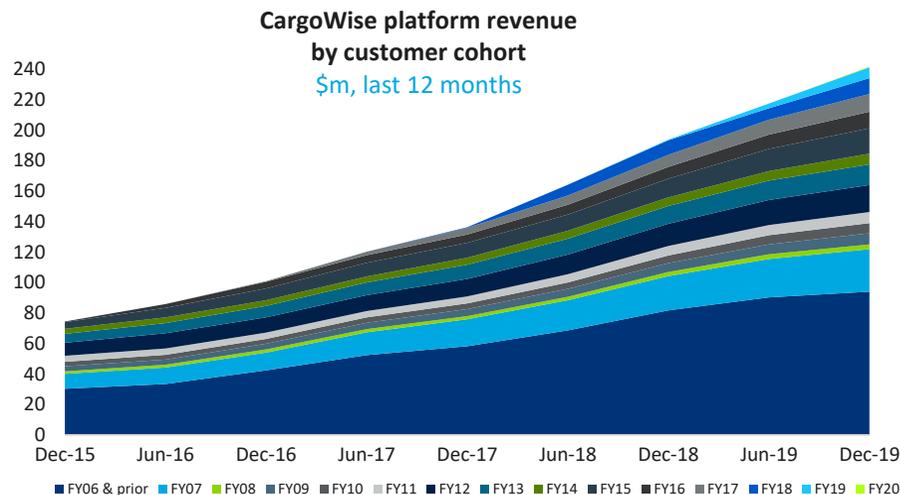
One standard price list, no need to negotiate

Behaviours drive revenue

Behavioural discounts: driving volume, increases prepayment, commitment, swift rollouts, module extension

Data-led strategy

Pay attention to transaction revenue growth and customer attrition

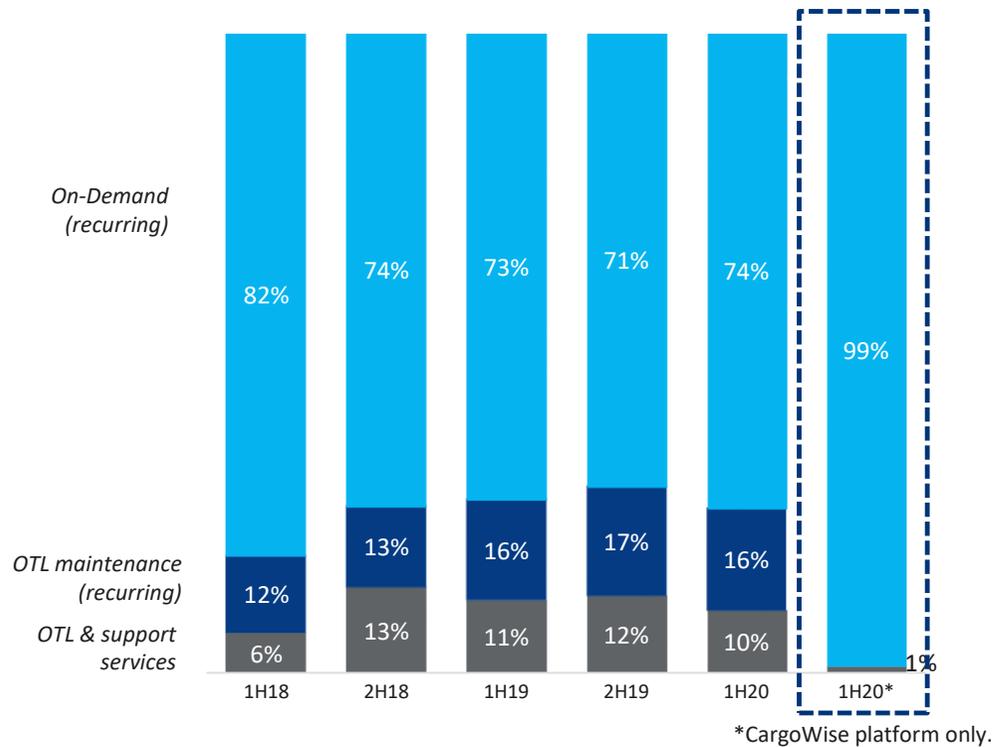


WiseTech difference, transformation track record

Revenue

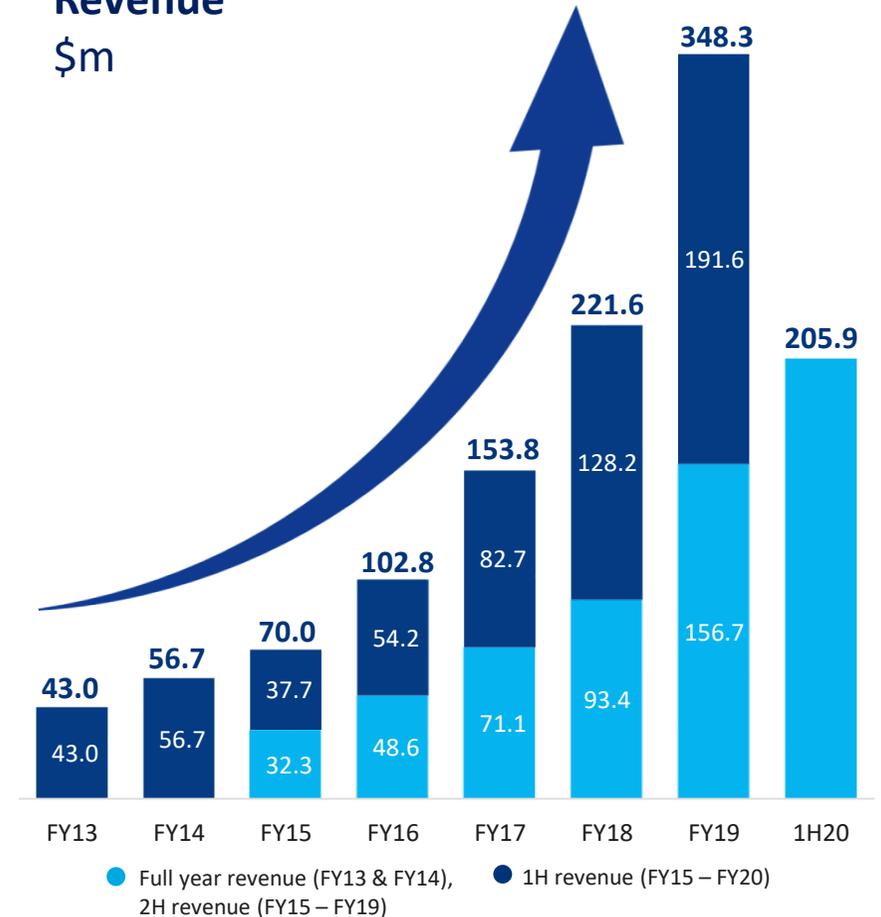
Revenue by licence type

% of total revenue



Revenue

\$m



WiseTech difference, transformation track record

Cost efficiency

Build assets, not churn

Inversion of *product* spend vs usual sales & marketing – prioritise asset development

Eliminate costly bottlenecks to growth

Remove consulting: evolve to channel partner organisations

Continuous rollout and expansion with no further sales effort – use and revenue grows as customers add transactions, modules, geographies and industry consolidation

Solution over service

Self onboarding, workflow and configuration tools, channel partners, minimal WiseTech resources

Focus on 2nd and 3rd level helpdesks, customers establish and run 1st level helpdesks

Automation

Automated education: built 24/7 certification platform

Automated training content platform: videos, use cases and ‘user-how-to’ guides

Auto-billing platform, 150+ countries, invoices issued monthly without manual intervention

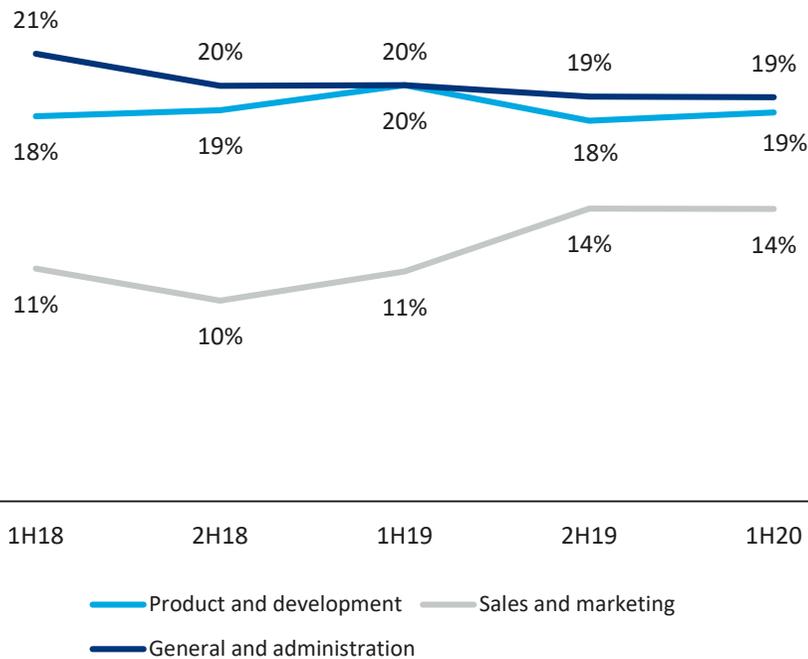
Automated software release + platform upgrade

WiseTech difference, transformation track record

Cost efficiency

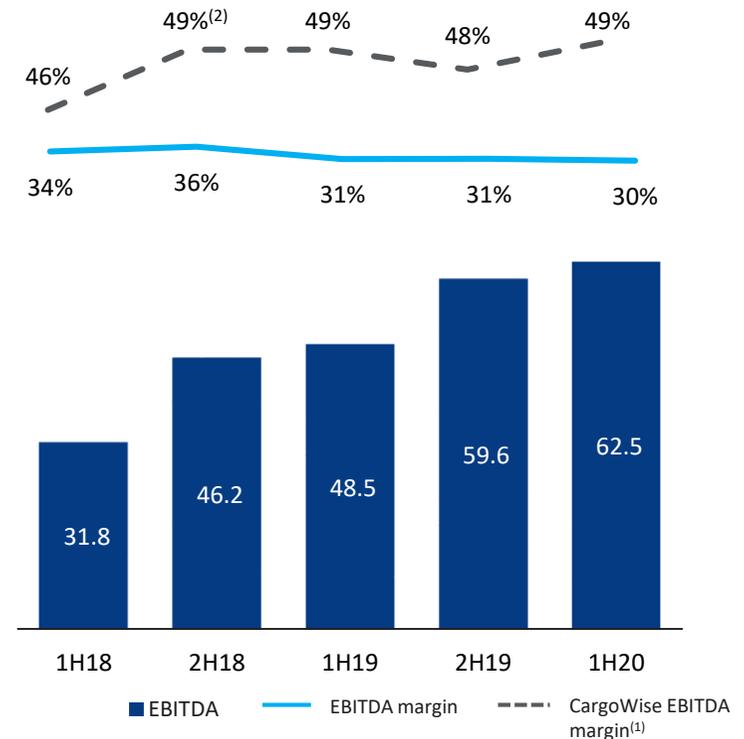
Operating expenses

% of total revenue



EBITDA⁽¹⁾

\$m



1. CargoWise EBITDA margin excluded acquisitions since 2012 not embedded into CargoWise and included M&A costs.

2. Minor adjustment in 2H18 EBITDA excluding acquisitions to reflect updated cost functional split in 2H18.

WiseTech difference, transformation track record

Technology

Innovation lead + fast follower

Early deployment 2011 to full cloud – customers transition over 2 years
Establish data centres worldwide
Built “High Volume Low Value” capability 2006, launched ecommerce 2013

Architectures and engines over ‘sweatshops’

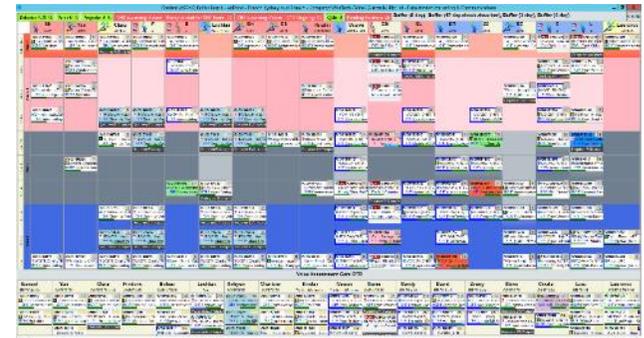
2012, GLOW ‘build once architecture’, evolve to build software, minimal coder involvement
2013, built PAVE, since applied across global development workforce – decimated defect rates, exponential growth in development productivity, ~700 new product upgrades and enhancements annually
Built Universal Customs Engine – allows local customs builds in fraction of time
Exceptional speed to market – swift delivery of regulatory changes and new products

Productivity at the centre of everything – ‘use not users’

Launched deeply integrated CargoWise One global platform, high productivity tooling
Workflow automation engine – transactions configured to flow from events
Introduce exception-based execution on CargoWise One

Leverage global data sets, transaction sets, new technologies

Built global data sets – cleansed and verified
Utilising machine learning, NLP, guided decision-making, to maximise the benefit of our vast data lakes and global transaction sets
Investigating myriad new technologies for logistics and CargoWise One



Regulatory and trade changes are tailwinds

We invest our regulatory experts and development teams in ensuring CargoWise fully compliant globally

Global trade changes and updates in tariffs and regulations are a positive driver for CargoWise adoption as we are swift to market with our solution upgrades and compliance changes – importantly, changes to local requirements and regulations influence logistics providers to seek updated software solutions.

World

- ASYCUDA World/UNCTAD – over 90 smaller countries
- Revised Trans-Pacific Partnership agreement in Dec 2018 related to customs duties on imports to Canada (implemented*)

Germany

- Customs ATLAS Release 9.0 and AES release 2.4xml, Inward processing
- Customs ATLAS Release 8.8 and AES release 2.4 (implemented*)

UK

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

Switzerland

- DazIT transformation through to 2026

EU

- Union Customs Code (UCC) implementation through to end of 2020

North America

- US ACE Section 321
- Canada CARM (CBSA Assessment and Revenue Management)
- US New USDA/APHIS Core Implementation Guide and APHIS Supplemental Trade Guide
- Canada SWI (Single Window Initiative) customs (implemented)
- US Air Cargo Advance Screening Pilot Program (implemented*)
- US ACE Consolidated Express Filings (implemented*)

Peru

- FAST Program (Customs Facilitation, Security and Transparency Program)

Brazil

- Cargo, Control and Transit
- Trade Single Window

France

- End of Trigo

Ireland

- AIS system

South Africa

- NCAP (New Customs Acts Program)

Australia

- AU GST
- NEXTDOCS

Japan

- Renewal of NACCS to 7G in 2025

Taiwan

- Revision of merge declaration N5501 coverage

China

- Trade Single Window (implemented*)

Pakistan

- Single Window

Malaysia

- uCustoms

Singapore

- Decommissioning of EDIFACT

New Zealand

- Joint Border Management System (JBMS) and Trade Single Window

* Implemented by regulatory authorities.

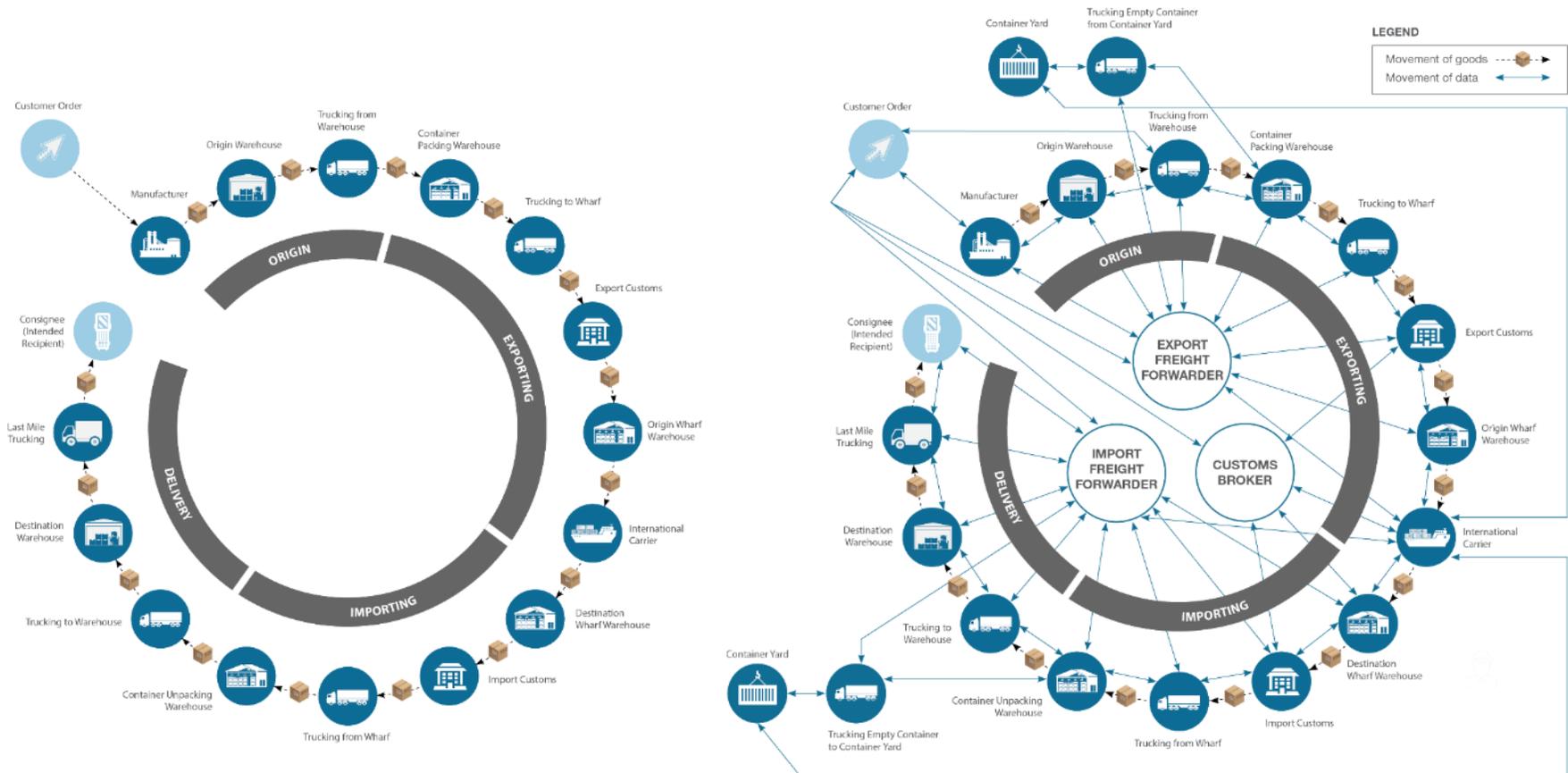
Logistics industry – moving goods and data

Movement of goods requires timely movement of accurate information across the supply chain

A myriad of logistics suppliers is needed across the supply chain.

Information moves ahead of, alongside and behind the physical goods as they move through the supply chain.

Data speed, accuracy, timeliness and quality are essential.



Visit our investor centre for more information on WiseTech Global

www.wisetechglobal.com/investors

Videos

What is CargoWise One?



Productivity Overview



Product, Technology and Strategy Day – May 2018

Title	Presentation	Video
WiseTech Global – our people and development		▶
Strategy and technology	▶	▶
The customer experience	▶	▶
Product development		▶
Architecture / data centres / security / scalability	▶	▶
Experience of origination, acquisition, integration	▶	▶

Presentations & videos

Title	Presentation	Video
WiseTech Global Limited - who we are		▶
Why do logistics service providers choose CargoWise One?		▶
About WiseTech Global - August 2017		
WiseTech Global investor conference presentation - May 2017	▶	

Presentations



Other materials





WiseTech
GLOBAL

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