

WiseTech  
GLOBAL



## 2017 Annual General Meeting of Shareholders

WiseTech  
GLOBAL



**Charles Gibbon**  
Chair

# WiseTech Global – FY17 financial highlights

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



(1) Acquisitions are those executed in FY17: Softship AG (Softship), znet group GmbH (znet) and ACO Informatica S.r.l. (ACO).

(2) Annual attrition rate is a customer attrition measurement relating to the CargoWise One application suite (excluding any customers on acquired legacy platforms). A customer's users are included in the customer attrition calculation upon leaving, i.e. having not used the product for at least four months. Based on attrition rate <1% for each year of the last five financial years FY13 - FY17.

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

(4) Net profit = net profit attributable to equity holders.

# Our software is used by the world's logistics providers across 125 countries

**125+**  
countries<sup>(1)</sup>

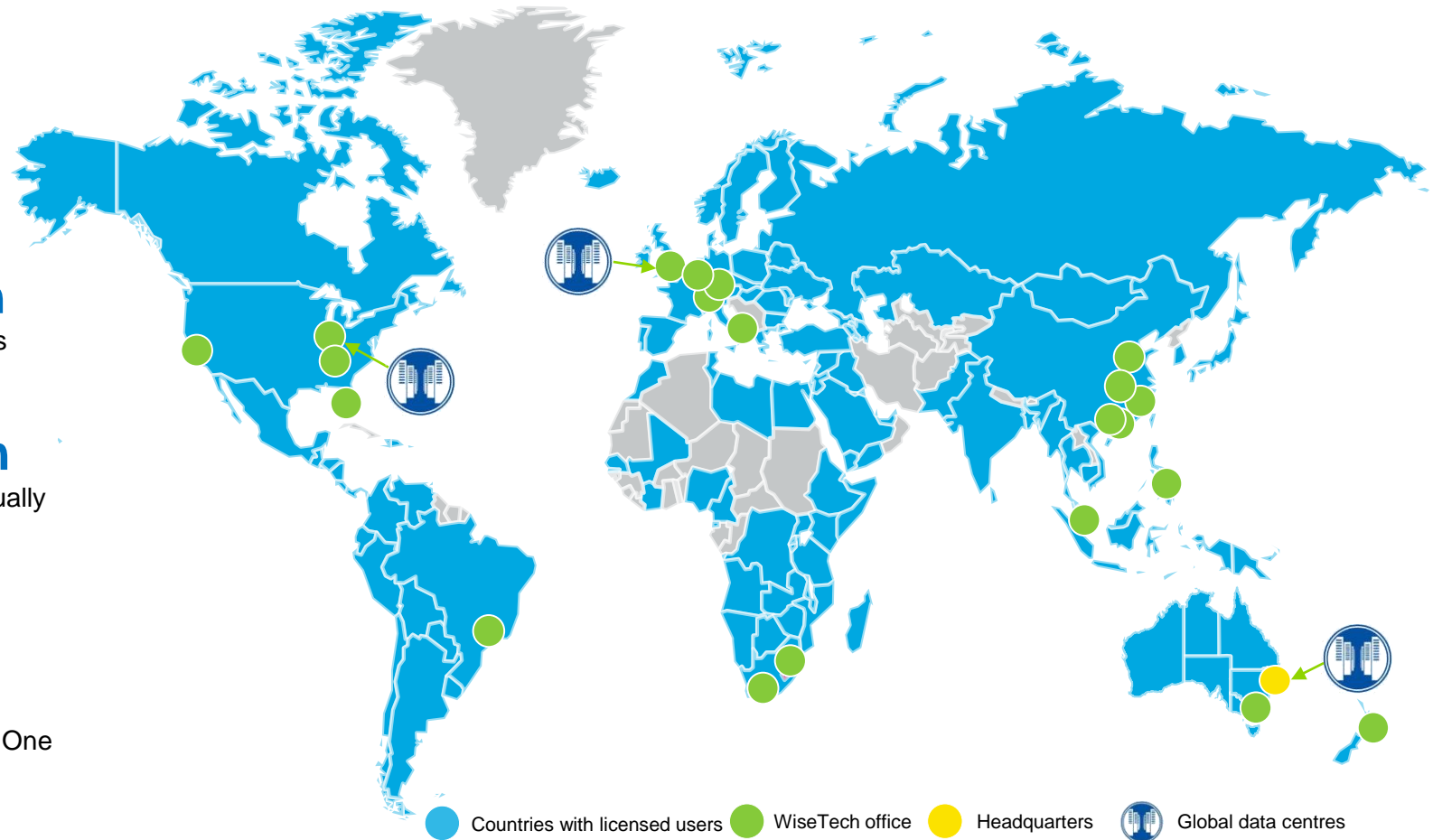
**7,000+**  
customers<sup>(2)</sup>

**3+ million**  
development hours  
over 15 years

**44+ billion**  
data transactions annually

**>900**  
employees

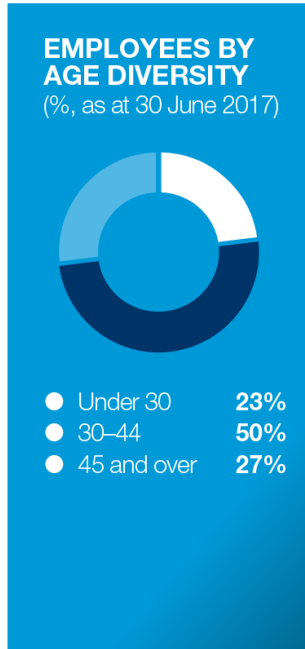
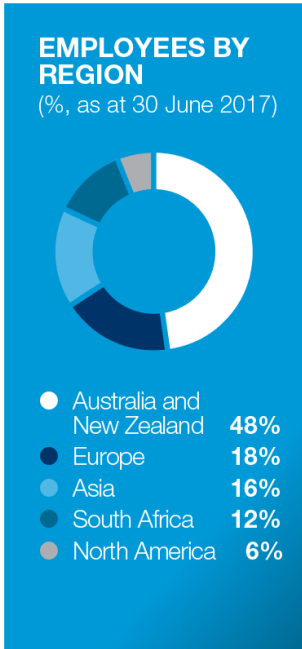
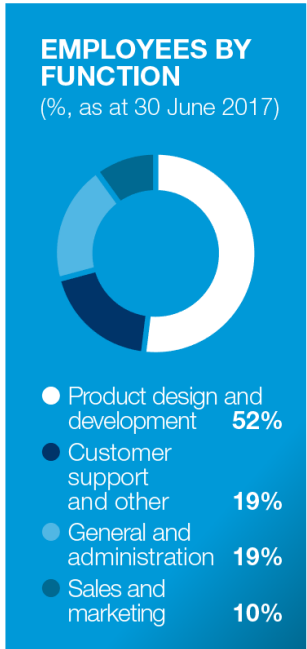
**1**  
integrated CargoWise One  
global system



(1) Countries in which WiseTech software is licensed for use.

(2) Customers refer to purchasers of our software. Includes customers on the CargoWise One application suite and legacy platforms of acquired businesses; legacy customers may be counted with reference to installed sites.

# Our people are changing the world of logistics one innovation at a time



# WiseTech dividend and shareholder return

Outperformed ASX300 by 180% since listing in April 2016

## WiseTech Global share price v S&P/ASX300



## Dividend FY17

Interim dividend: 1.0c (paid Apr 17)

Final dividend: 1.2c (paid Oct 17)

Total 2.2cps fully franked

## Dividend policy

Payout ratio of up to 20% of annual statutory NPAT

## TSR for FY17

56.4%

WiseTech  
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**Richard White**  
**Founder CEO**

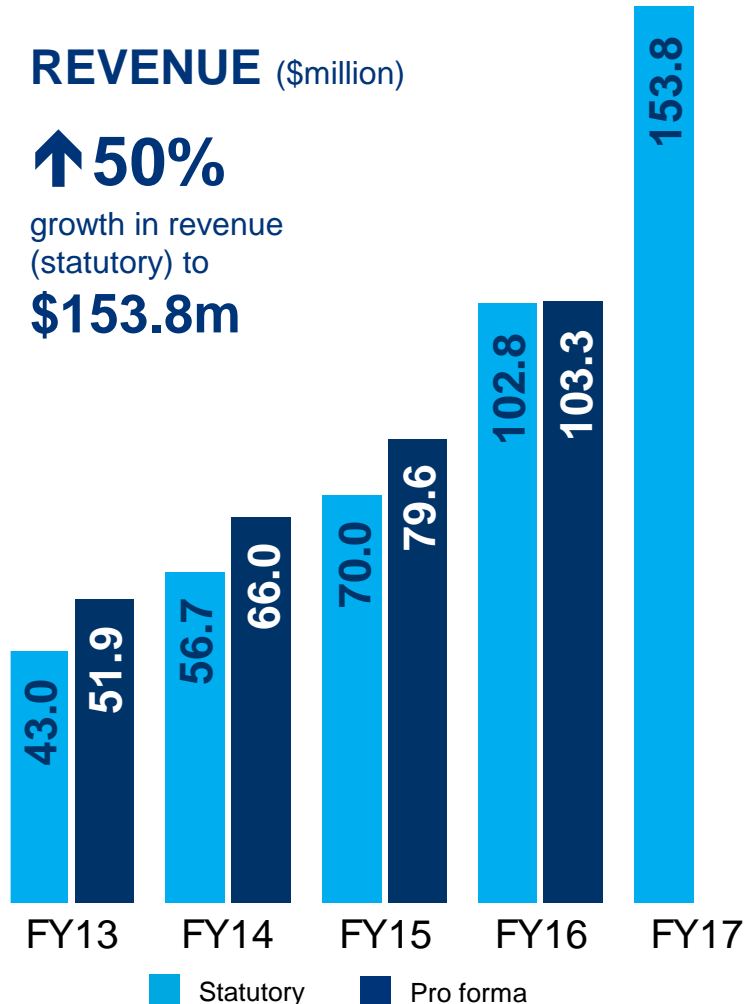
# WiseTech Global – FY17 financial highlights

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

## REVENUE (\$million)

↑ **50%**

growth in revenue  
(statutory) to  
**\$153.8m**



## CUSTOMERS

Our 7,000 existing customers = significant runway for increased usage in transactions, geographic expansion and entering new verticals across the supply chain

Growth opportunities from:

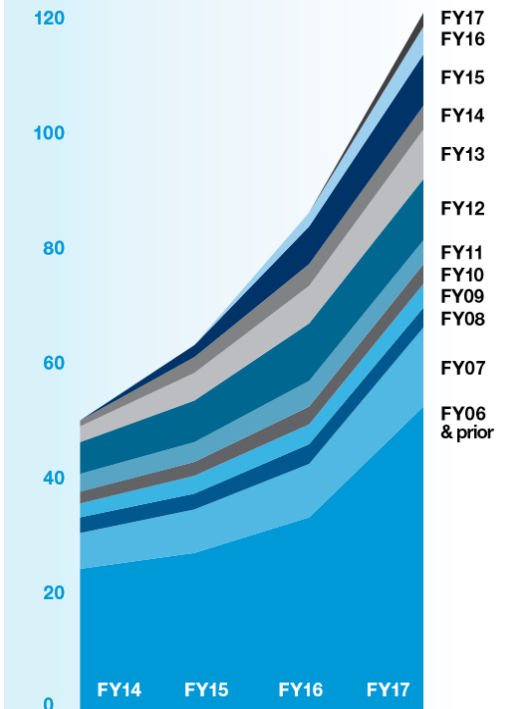
- ▶ 32 of top 50 global 3PLs
- ▶ 23 of top 25 global freight forwarders

Global rollouts progressing for largest freight forwarders

Top 10 customers represent 27% of FY17 revenue

## CARGOWISE ONE REVENUE

(\$million FY14–FY17)  
by application suite  
customer cohort





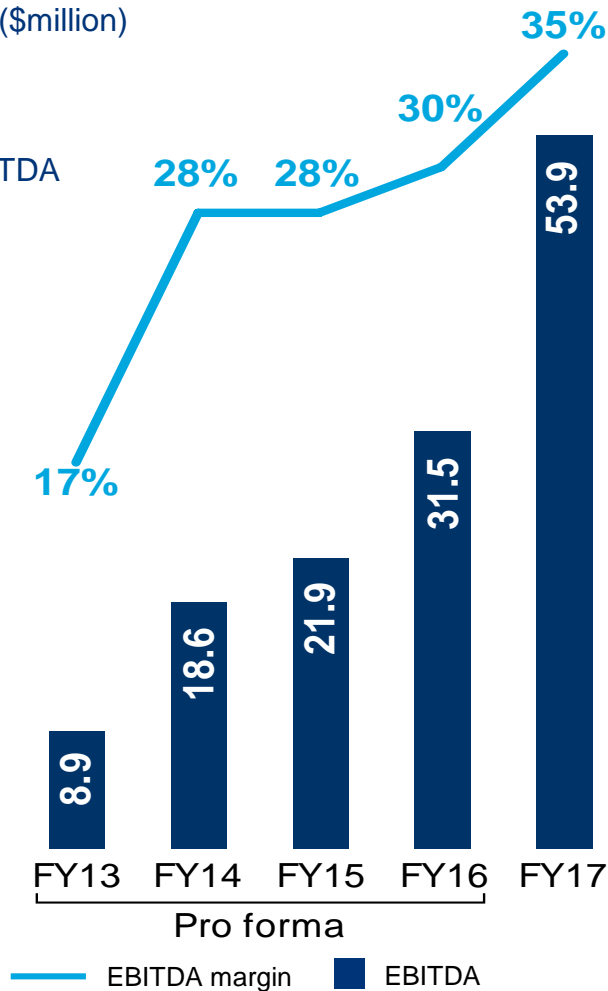
# WiseTech Global – FY17 financial highlights

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

## EBITDA (\$million)

↑71%

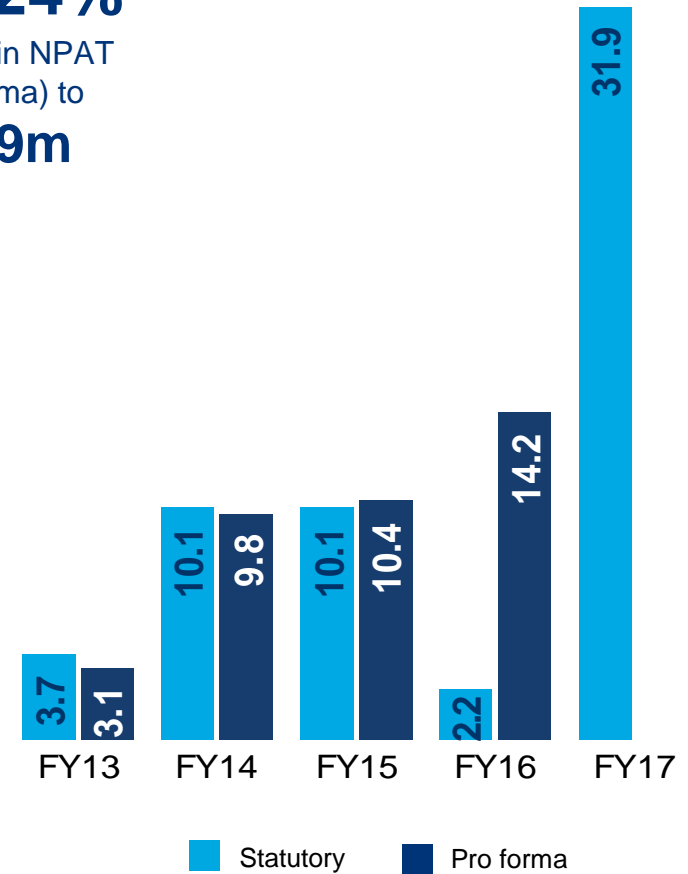
growth in EBITDA  
(pro forma) to  
\$53.9m



## NPAT (\$million)

↑124%

growth in NPAT  
(pro forma) to  
\$31.9m



# Powerful high growth engine – CargoWise One integrated global platform

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

## CargoWise One

Global deeply integrated logistics execution platform

Integrated modules covering **key logistics transactions**



Freight forwarding



Customs clearance



Land transport



Warehousing



Liner & agency



Container freight station



Track, trace & manage



Geo compliance

Integrated modules for **enterprise wide** administration, accounting and management



Accounting & reporting



Customer relationship management



Workflow



Integrated messaging



Document management



Human capital management

**Relentless platform expansion with over 600** enhancements annually

- + functionality
- + geographies
- + regulation
- + efficiencies
- + productivity tools



- ✓ scalable to any size of business
- ✓ global reach – over 125 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
- ✓ swift on-boarding efficient sales process
- ✓ open-access
- ✓ available anywhere, anytime

# Innovation investment

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

680+

product upgrades and enhancements in FY17

Over 3,000 product upgrades and enhancements added to the global platform over last 5 years

33%

of revenue invested in FY17

Our FY18 commitment: ~\$60-65m in innovation and development

52%

of employees focus on innovation and product development

Major development focus on:

- Productivity
- Global automations
- Robotics
- Natural language processing
- Global data lakes
- Machine learning
- Guided decision making

640,000

unit tests executed every 45 mins

\$167m

invested FY13PF-FY17

## Work faster, harder, smarter

### PAVE

- ▶ Productivity Acceleration Visualisation Engine

### GLOW

- ▶ 'Build once' architecture and 'coding without coders'

### Universal Customs Engine

- ▶ Accelerating complex customs localisations

## Reduce cost, time, error, risk

### WiseRates

- ▶ Global data sets
- ▶ Real time access
- ▶ Immediate booking

### Global Tracking

- ▶ Global Air/Ocean Schedules, Container and Air Waybill Tracking

### Border Compliance

- ▶ Risk reduction
- ▶ Due diligence
- ▶ Cost efficiency

## Supply chain behavioural change

### GEOCODE

- ▶ Global Address Cleansing, Geocoding and Master Data Deduplication

### IOT & VOLCAM

- ▶ Computer Vision Scan-Weigh-Measure
- ▶ Telematics, SOLAS

### Machine Learning

- ▶ Robotic process automation
- ▶ Guided decision making

# Organic growth accelerated by acquisitions

Targeted, strategically valuable acquisitions further our growth across geographies and adjacencies

We buy into market positions that would take years to build, integrate swiftly, drive value across platform



# Powerful growth strategy

Multiple levers to sustain growth and increase market penetration



**Innovation  
and  
expansion  
of our global  
platform**



*Transactions/users*



*Modules*



*Geographies*



*Industry  
consolidation*

**Greater usage by  
existing customers**



**Increase  
new  
customers  
on the  
platform**



**Stimulate  
network  
effects**



**Accelerate  
organic  
growth  
through  
acquisitions**

# High growth outlook for FY18

Execution on strategy to deliver strong growth in FY18

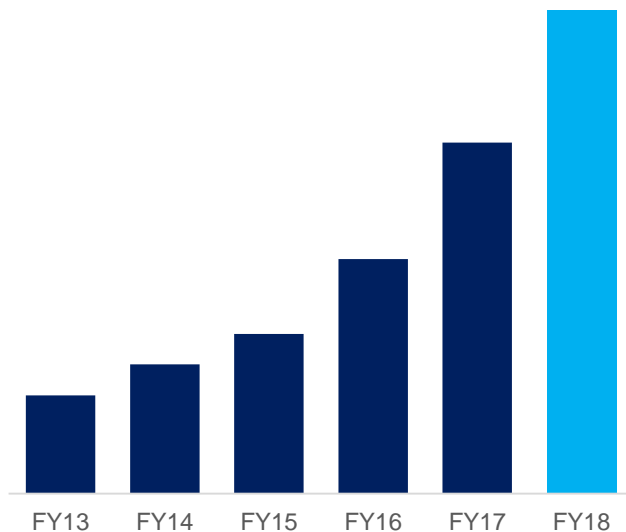
## FY18 Revenue

**\$207m - \$217m**



**35% to 41%**

FY18 growth vs FY17



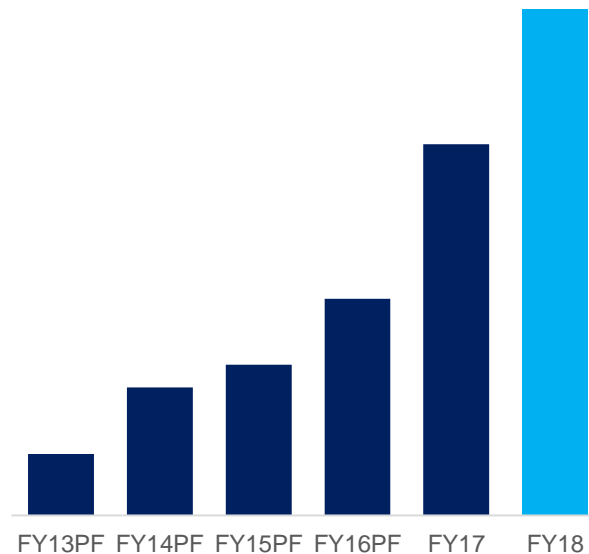
## FY18 EBITDA

**\$71m - \$75m**



**32% to 39%**

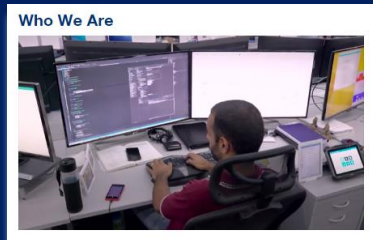
FY18 growth vs FY17



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## Videos

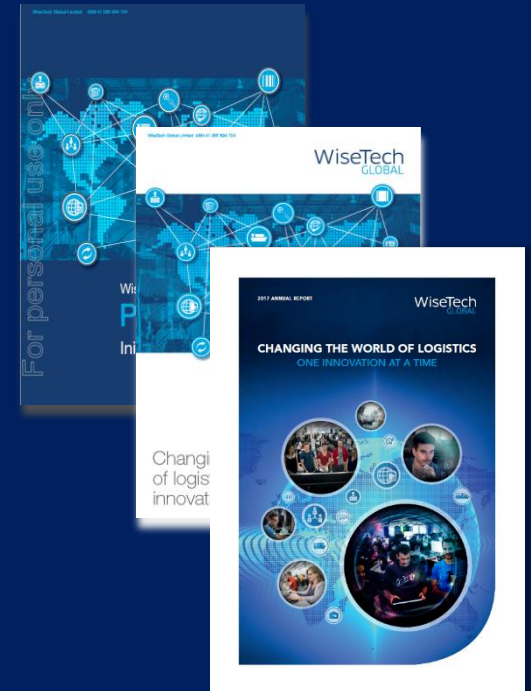


## Presentations



Title
WiseTech Global Limited - who we are
Why do logistics service providers choose CargoWise One?
WiseTech Global 1H17 results - February 2017
WiseTech Global FY16 results - August 2016
About WiseTech Global - February 2017
WiseTech Global AGM 2016 - November 2016

## Other materials



# FY18 guidance and assumptions

## Growth in revenue and EBITDA

### What is included in the guidance:

- Retention of existing customers with organic usage growth consistent with historical levels
- New customer growth consistent with historical levels
- Contracted increases in revenue from existing customers, reflecting the end of temporary pricing arrangements
- Standard price increases
- Acquisitions post 30 June 2017: Bysoft, Digerati, Prolink, CMS, Cargoguide, CargoSphere
- New product launches
- Updated USD:AUD of 0.765
- Investment in R&D to increase in \$ terms, but will benefit from operating leverage
- Sales & marketing as % of revenue to increase to more historical levels over time, 12%-13%
- General & administration, including M&A, as a % of revenue to be more efficient, below 20%

### What is not included in the guidance

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

\$ million	FY17	FY18 guidance
Revenue	153.8	207 - 217
EBITDA	53.9	71 - 75



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