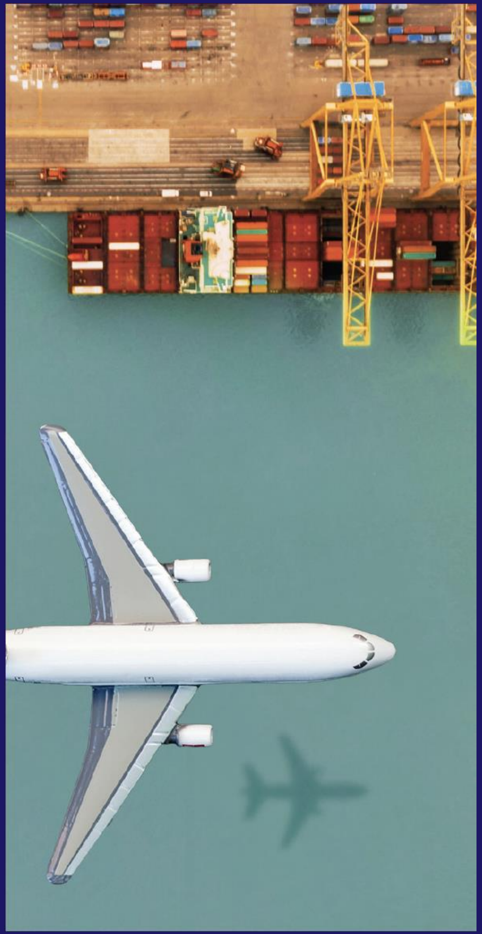
Empowering and enabling the world's supply chains

FY20 Results



Agenda

FY20 Highlights

RICHARD WHITE, CEO & FOUNDER

Financial highlights

Robust revenue and EBITDA growth, despite COVID-19 challenges

Total revenue

$429.4m ↑23%

on FY19

20% CargoWise growth despite COVID-19 headwinds

Recurring revenue

89% Group

97% CargoWise

EBITDA

$126.7m↑ 17%

on FY19

EBITDA margin 30%

CargoWise 48% in FY20

NPATA[1]

$64.6m↑ 3%

on FY19

Statutory NPAT of $160.8m includes non-cash (not taxed) fair value gain of $111.0m

Operating cash flow

↑ 16% on FY19

$223.7m in cash

at 30 June 2020

$190.0m undrawn debt

1.60 cps

Fully franked final dividend

Total year dividend of 3.30 cps down 0.15 cps (4%) vs FY19

1. 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. NPATA is a non-statutory measure and is a primary measure used by the Chief Operating Decision Maker (CODM) for the purpose of assessing the Group's performance.

COVID-19 market context

Agile response to a global pandemic

Our industry

- Logistics movements fell steeply as COVID-19 hit manufacturing, followed by lockdown restrictions
- Significant declines started in China between Jan-Mar and spread across the world from Apr-May with industry volumes down 20%-40% depending on transport mode. Late May-Jul saw partial recovery
- Route and carrier disruption (air vs ocean, tariffs, barriers). Ocean recovery in Q4 FY20, air cargo recovering more slowly
- Lockdown restrictions moved across geographies – increased complexity to logistics services and demand pressure to get goods through
- Government intervention avoided the worst-case economic scenario, but uncertainty remains (i.e. second waves, geo-political)

Our customers

- Lockdown restrictions bolstering demand for goods movement + logistics execution
- Larger global logistics companies - well placed to 'survive and thrive'
- International movements, ocean dominant
- Ecommerce pressure for volumes
- Logistics companies pivoting business models to highly efficient, real-time, digital-first solutions and support architectures
- All converging on needs: visibility, productivity and risk reduction – "new normal"

How we responded

- Moved global workforce to remote working – committed to hybrid WFH model during FY21
- Increased development team productivity by more than 10%
- Increased scalability and security of platforms
- Proactive action to preserve cash and strengthen balance sheet
- Business remained strong through COVID-19 trade disruption, seeing recovery May-Jul
- Lifted focus on top 25 and top 200 sales opportunity pipeline
- Continued investment to grow

Strategic progress

Focus on growing market share and investing for growth

Customer demand momentum

- Increased seats, usage and customer spend, including paid product enhancements
- Large global wins included Hellmann Worldwide Logistics, Aramex, a. hartrodt and Seafrigo Group, with strong pipeline in place

Increasing market share

- Increased revenue across CargoWise existing customer cohorts
- Record number of users on CargoWise in FY20
- New global signings extending across global freight forwarding, customs and warehouse

Innovation investment

- Global platform expansion progressing new builds in global Customs, TMS and Landside
- Increased technology assets including delivery of over 1,100 enhancements on CargoWise
- 51% of people and 37% of revenue invested in R&D across WiseTech

Integration progress

- Integration progressing well in new geo builds and reshaping adjacencies
- Restructured earnout arrangements to better align teams to deliver CargoWise tech pipeline
- 5 new acquisitions across North America, South Korea, Poland and Switzerland

Disciplined financial management

- Focused on preserving cash and fortifying balance sheet
- Executed cost savings through 2H20, future reduction initiatives identified

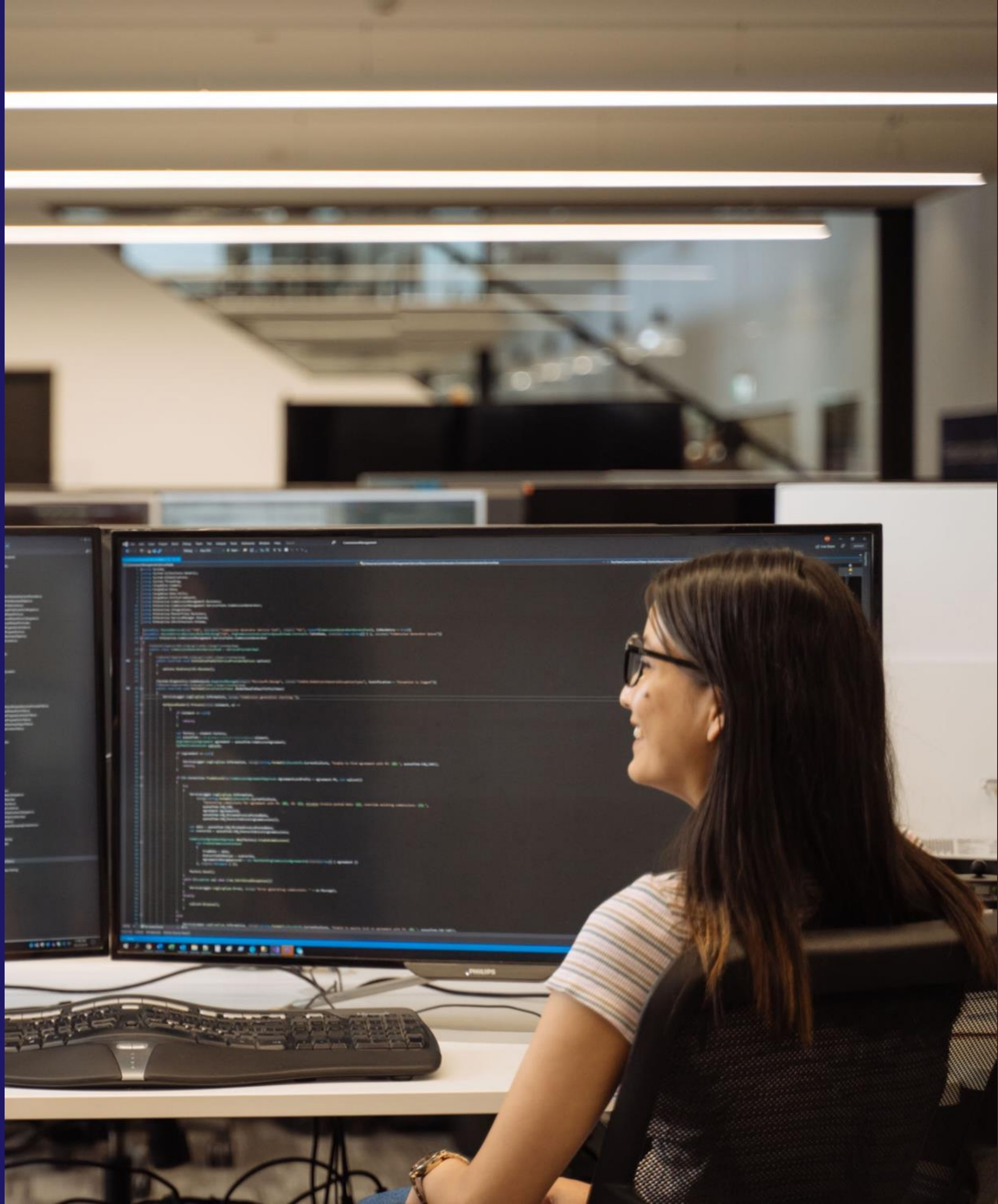
Building scale

- Added capacity, strengthened management team
- Grown to over 17,000 customers[1], 40 development centres, people in over 30 countries
- CargoWise licensed in 160 countries

1. Includes customers on CargoWise and platforms of acquired businesses whose customers may be counted with reference to installed sites.

Financial Review

ANDREW CARTLEDGE, CFO



FY20 results

Strong financial performance, business resilient through COVID, actions on acquisitions create one-offs

Financial results, A$m	FY19	FY20	% change
CargoWise Revenue	219.6	263.0	20%
Acquisition Revenue	128.7	166.4	29%
Total Revenue	348.3	429.4	23%
Gross Profit	286.4	352.7	23%
Gross Profit Margin	82%	82%	-pp
EBITDA	108.1	126.7	17%
EBITDA Margin	31%	30%	(1)pp
Depreciation & Amortisation	(27.9)	(46.2)	66%
Other Costs	(5.4)	(9.8)	81%
Fair Value Gain	1.6	111.0	n.a.
Tax Expense	(22.3)	(21.0)	(6)%
NPAT	54.1	160.8	197%
EPS (CPS)	17.7	50.3	185%
NPATA[(1)]	63.0	64.6	3%
EPS (NPATA) (CPS)	20.6	20.2	(2)%

Total revenue of $429.4m up 23% on previous year - in-line with guidance:

- **CargoWise revenue** up 20% to $263.0m despite COVID-19 headwind, strong track record of year-on-year revenue growth
- **Acquisition revenue** of $166.4m (up 29%) reflecting 5 strategic acquisitions completed in FY20 and full year impact of 14 FY19 acquisitions

Gross profit

- Up 23% on FY19, in line with revenue growth
- CargoWise gross profit margin of 92%, (+1pp)
- Acquisitions flattened overall gross profit margin on previous year at 82%

EBITDA

- $126.7m up 17% on previous year and in line with guidance – solid performance despite high level of R&D investment and dilution from acquisitions (includes +6pp from AASB 16 *Leases* accounting transition)
- EBITDA margin at 30% - above top end of guidance range reflecting 2H20 cost savings
- CargoWise EBITDA margin of 48%, in line with FY19

D&A

- 66% increase reflects AASB 16 transition, acquired intangible amortisation, in process project completion and significant increase in R&D investment and amortisation

Fair value gain: of $111.0m from renegotiation and close out of 22 acquisition earnouts and adjustments in 1H20

NPAT & NPATA

- Underlying NPAT[(2)] of $52.6m flat on FY19
- NPATA of $64.6m, up 3% on FY19

1. 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. NPATA is a non-statutory measure and is a primary measure used by the Chief Operating Decision Maker (CODM) for the purpose of assessing the Group's performance.
2. FY20 underlying figures exclude the fair value gain of $111.0 million and $2.9 million of contingent consideration interest unwind (net of tax) realised upon the close out of earnouts relating to 22 acquisitions as disclosed by the Company in May and July 2020, along with adjustments in 1H20 (FY19: $1.6 million fair value gain).

COVID-19 financial impact in 2H20

Tale of two halves, 2H disruption offset by greater market penetration, cost out benefits

A$m	1H20	% change VPH	2H20	% change VPH
Recurring Revenue	185.9	10%	196.1	**5%**
Non-Recurring Revenue	19.9	(13)%	27.5	**38%**
Total Revenue	205.9	7%	223.5	**9%**
Gross Profit	169.4	8%	183.2	**8%**
Gross Profit Margin	82%	-pp	82%	**-pp**
Operating Expenses	(106.9)	9%	(119.0)	**11%**
EBITDA	62.5	5%	64.2	**3%**
EBITDA Margin	30%	(1)pp	29%	**(1)pp**
Recurring Revenue %	90%	2pp	88%	**(2)pp**

Note: VPH in the table above refers to 'versus prior half.'

Revenue impact:

- Strong **recurring revenue growth** 1H20, slowed in 2H20 due to COVID-19, ~$10-$20m of forfeited revenue growth due to temporary reduction in supply chain volumes (lower transactions from Feb to Apr), reduced CargoWise recurring revenue growth to 3% in 2H20 (vs 10% in 1H20)
- 2H20 **non-recurring revenue** growth from CargoWise customer paid technology enhancements (partially offset 1H20 non-recurring revenue decline from acquired business one-time licences)
- New product launches planned for 2H20 delayed until supply chains stabilise (~$10m-$15m forfeited revenue growth)

Product innovation impact:

- 2H20 R&D focused on accelerating CargoWise product development for top 25 customers given increased demand during pandemic – aimed at transactional revenue growth

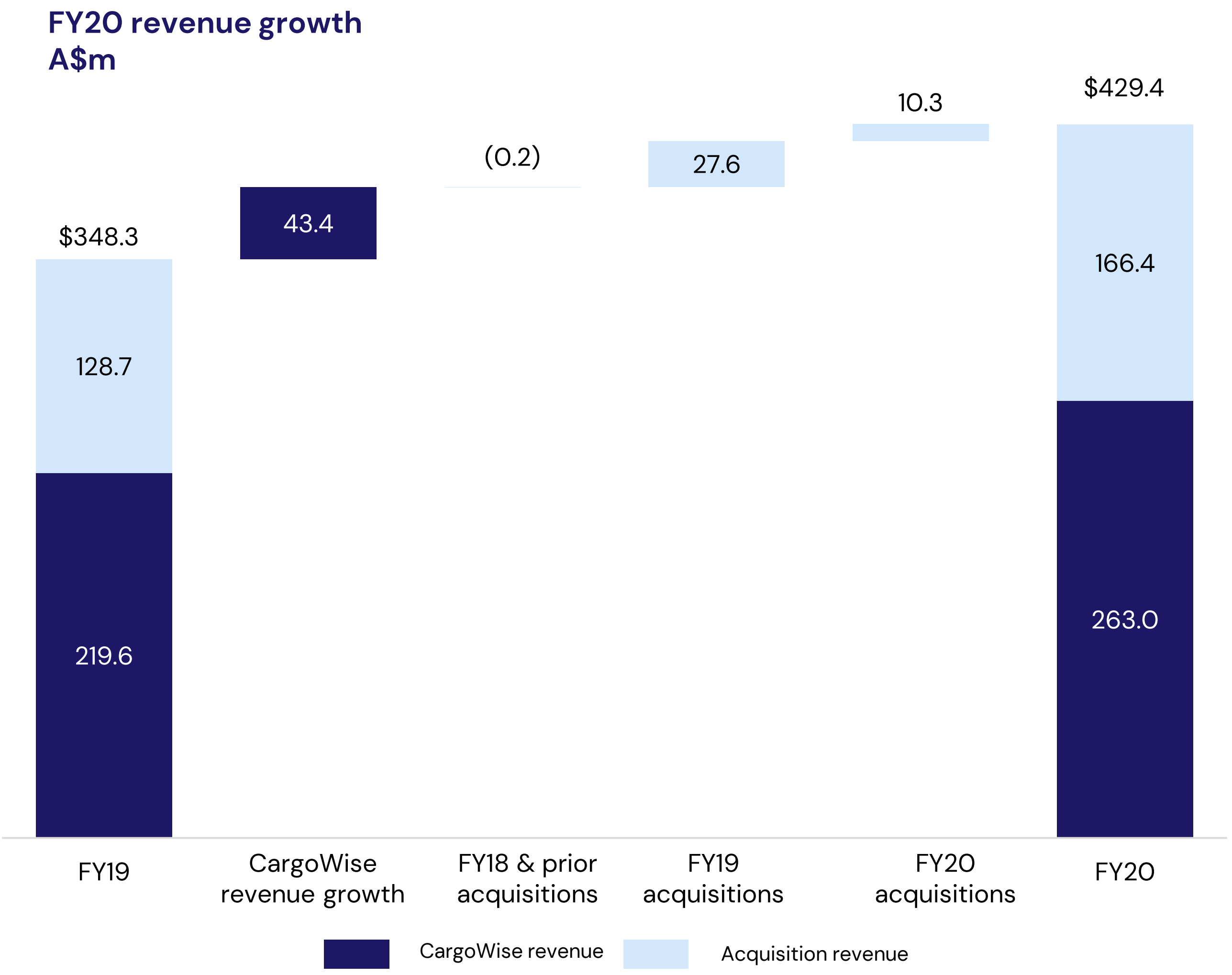
Financial impact:

- $4m FX revenue tailwind, $2m EBITDA upside versus guidance
- 2H operating cost savings due to lower run rate on travel, facilities and less new resource onboarding

wisetech global

FY20 revenue growth

Solid organic revenue growth and impact of acquisitions



CargoWise revenue growth:

- $43.4m of revenue growth in FY20 up 20% on FY19 – inline with guidance
  - $12.4m growth from new customers – strong opportunity pipeline especially with larger global freight forwarders
  - $31.0m of CargoWise revenue growth attributable to existing customers, reflecting:
    - Increasing transaction volumes; using more modules and adding more seats
    - Adoption of new products and features (over 1,100 product upgrades and enhancements launched in FY20)
    - Increased demand for accelerated delivery of customer paid features (product enhancements)

Acquisition revenue growth:

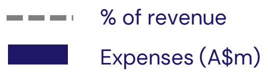
- $27.6m increase in revenue for 14 acquisitions completed in FY19
- $10.3m increase in revenue from 5 acquisitions in FY20
- $(0.2)m net change in revenue from acquisitions in FY18 & prior years

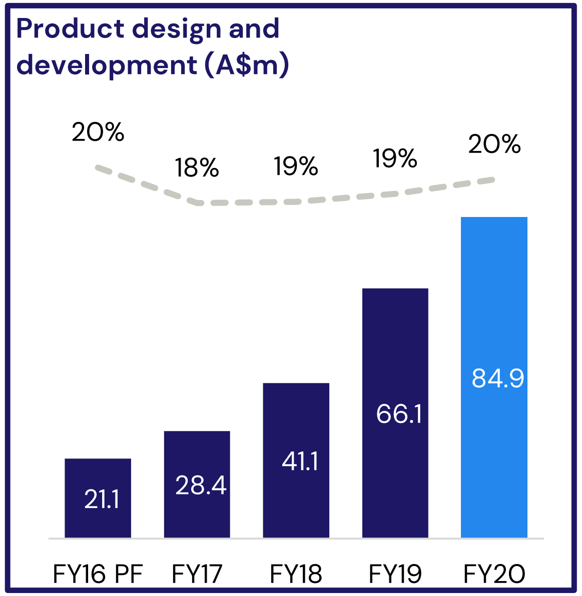
Favourable FX movements:

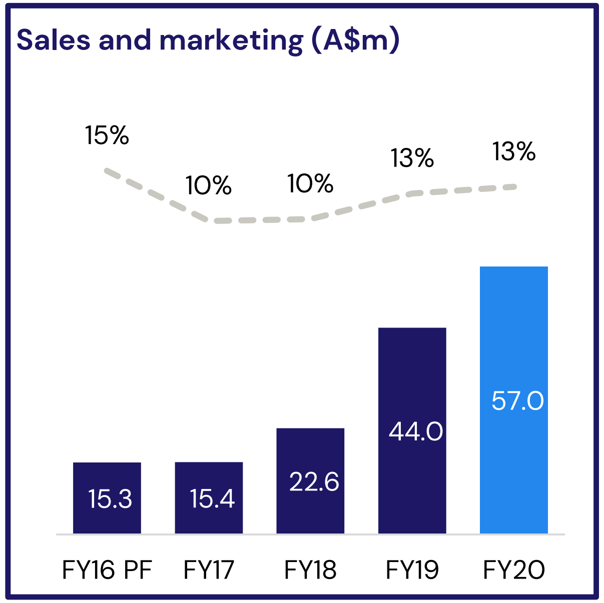
- $12.1m benefit in FY20 (FY19: $10.0m benefit)

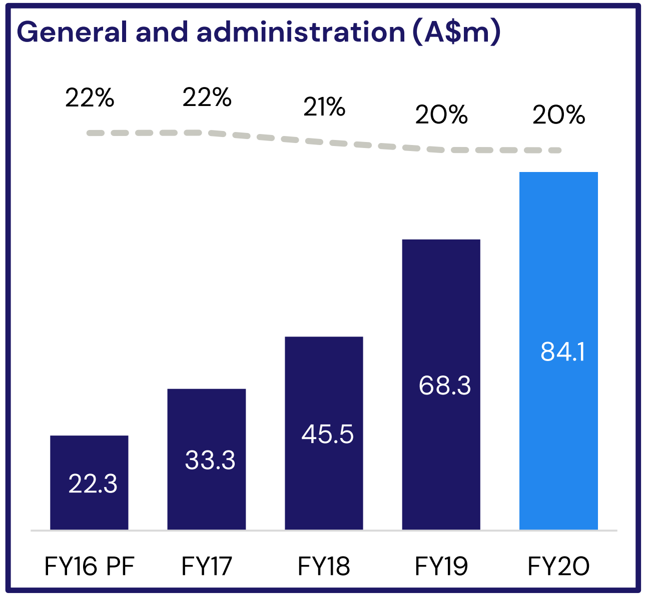
FY20 operating expenses

Investing to grow





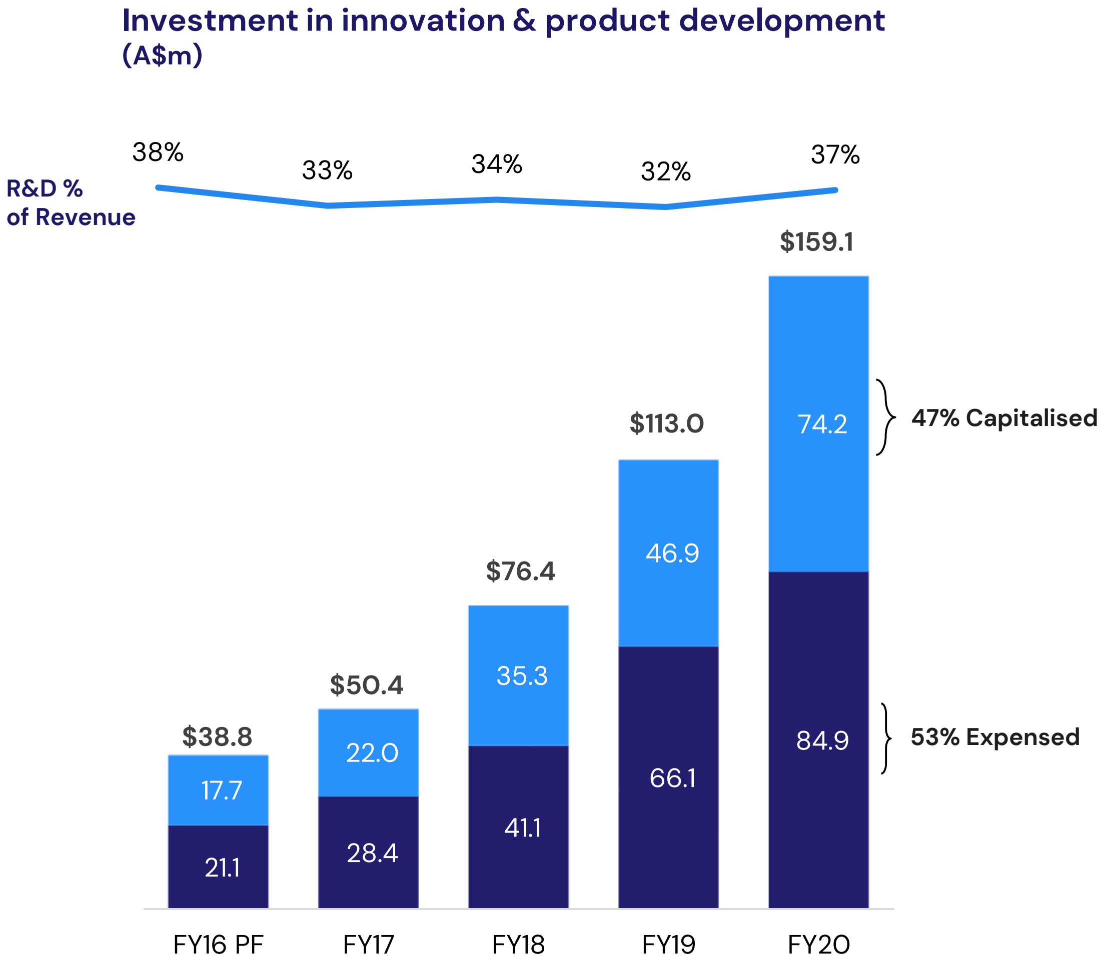




- **Product design and development expense** up 1pp as a % of revenue, reflecting increased R&D to drive development of product features and enhancements across our platforms worldwide
- **Sales and marketing expense** flat as a % of revenue on FY19 with revenue growth offsetting expenses to support new product launches, sales commission and marketing efforts
- **General and administration expense** flat on FY19 as a % of revenue – increase in global scale and regulatory cost offset by revenue growth. General and administration expense (ex M&A costs) 18%
- **Overall operating expense** as % of revenue up, reflecting the inclusion of expenses from FY19 & FY20 acquisitions and increased R&D

FY20 research and development

Product development and innovation continues to be a priority – increasing technology assets



Product investment:

- 41% increase from FY19 to FY20 in product investment reflecting growth in innovation pipeline - focused on enhancements to existing product, building new platforms and integrating acquired products
- Representing 37% of revenue and 51 % of people in FY20
- Capitalised development of 47% (+5pp), reflects additional investment in new development resources and momentum on acquired product development on CargoWise platform
- Maintenance, bug fixes and research costs are expensed
- Proportion of R&D investment capitalised broadly in the range of 40%-50%
- Over 1,100 product upgrades and enhancements on CargoWise platform in FY20
- $437.7m in R&D investment since FY16 driving platform leadership

FY20 balance sheet

Strong balance sheet, cash flow generation and liquidity

A$m	Jun-19	Jun-20
Cash	260.1	223.7
Receivables	50.8	59.6
Derivative Financial Instruments	-	4.6
Other Current Assets	13.0	22.3
Intangible Assets	783.7	885.0
Other Non-Current Assets	23.0	81.7
Total Assets	1,130.6	1,276.9
Current Liabilities	168.8	157.2
Borrowings	0.7	-
Non-Current Liabilities	194.6	116.4
Total Liabilities	364.1	273.5
Net Assets	766.6	1,003.4
Share Capital	668.5	779.8
Retained Earnings & Reserves	98.1	223.6
Total Equity	766.6	1,003.4

Strong liquidity:

- $223.7m in cash
- $190.0m undrawn debt facility with additional $200.0m accordion

Receivables:

- Receivables increase in-line with revenue growth, with minor increase in provision for future losses for smaller customers

Non-current assets:

- $42.3m in right-of-use assets at 30 June 2020 from AASB 16 *Leases*, offset in current/non-current liabilities

Intangible assets:

- $101.3m increase reflecting investment in new product development and new acquisitions. Impairment testing conducted – no impairment, see slide 40 in Appendix
- Early closeout of 22 acquisition earnout obligations (shares predominantly replace cash payments) and 1H20 adjustments, resulting in $111.0m reduction in contingent consideration payable (AASB 9)
- Earnout closeout did not impact carrying value of acquisitions (goodwill) as no impact on cumulative cash flow generation of these assets (AASB 136)

Share capital:

- $86.0m of new share capital issued for acquisition consideration
- $24.8m for employee equity awards

FY20 operating cash performance

Strong operating cash flow, investing in long term growth

A$m	FY19	FY20
EBITDA	108.1	126.7
Non-Cash Items in EBITDA	9.0	20.2
Working Capital Changes	9.4	(0.5)
Operating Cash Flow	126.4	146.3
Capitalised Development Costs	(43.7)	(70.4)
Other Capital Expenditure	(6.0)	(20.1)
Free Cash Flow	76.7	55.8
Operating Cash Flow Conversion %	117%	116%
Free Cash Flow Conversion %	71%	44%

Strong operating cash flow:

- Up 16% on FY19 – increase demonstrates strength of underlying operating model, highly cash generative
- Increase in operating cash flow reinvested into long term growth: $144.4m invested in product development, acquisitions and global expansion
- 116% conversion rate in line with FY19
- Non-cash items in EBITDA increased due to greater use of employee equity which improves long term retention and shareholder alignment
- Minor use of cash in working capital (FY19 step up in customer deposits did not recur in FY20)

Free cash flow:

- FY20 free cash flow down 27% on FY19 due to increased capitalised development costs, reflecting greater investment in product development, and other capital expenditure including data centre and office facilities to support platform expansion

Strategy & Outlook

RICHARD WHITE, CEO & FOUNDER

Long term strategy: CargoWise global expansion – focused execution

We are doing what we said we would, COVID-19 accelerates the opportunity we have built

Foundation established FY15–17

- CargoWise newly launched
- Moved to Seat + Transaction Licensing
- Developed expansion strategy
- Raised $160m in capital
- Signed world's largest freight forwarder DHL GF
- IPO and ASX-listed WiseTech
- Established corporate infrastructure
- Acquired businesses in China, SA and Europe
- Invested $120m in R&D
- Built M&A engine and pipeline
- Added ~1,800 new features
- Grew global workforce by 75%
- Doubled revenues

Resources + global foothold FY18–20

- Grew CargoWise EBITDA margin to 48%
- Completed 34 acquisitions to fuel resources and footprint for tech pipeline
- Almost tripled global workforce to 2,100 with 40 product development centres in 23 countries
- Established 14 global rollouts with worlds largest: e.g. GEFCO, DSV/Panalpina, Bolloré Logistics, Aramex, Hellmann Worldwide
- Invested further $348m in R&D
- Expanded further into new markets
- Established domain leadership in global logistics execution technology
- Near doubled revenues

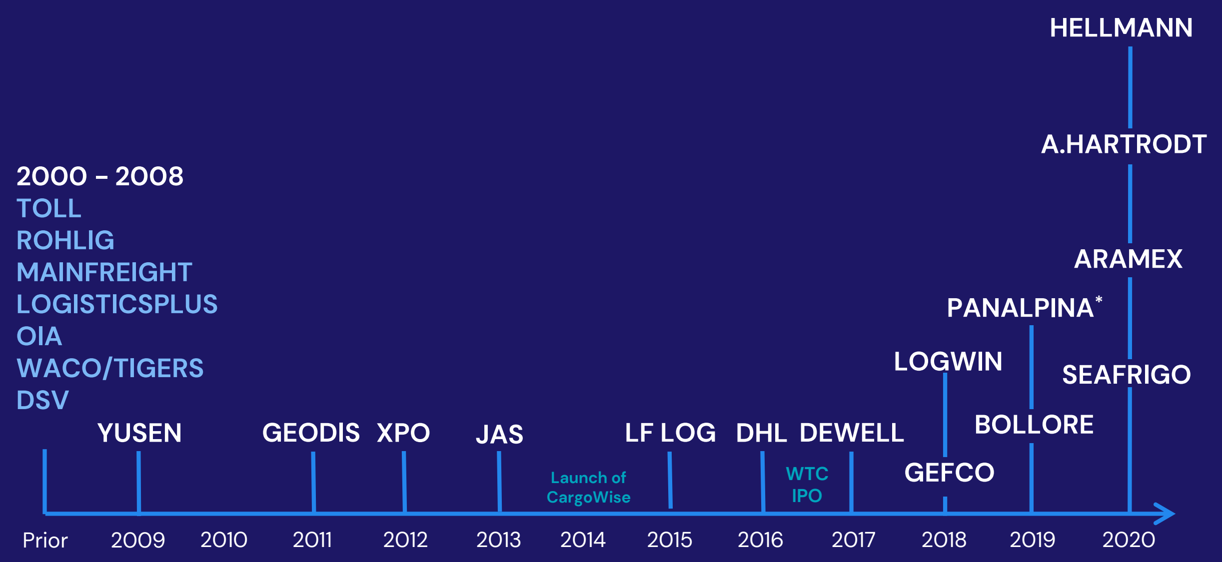
Penetration + efficiency FY21–23

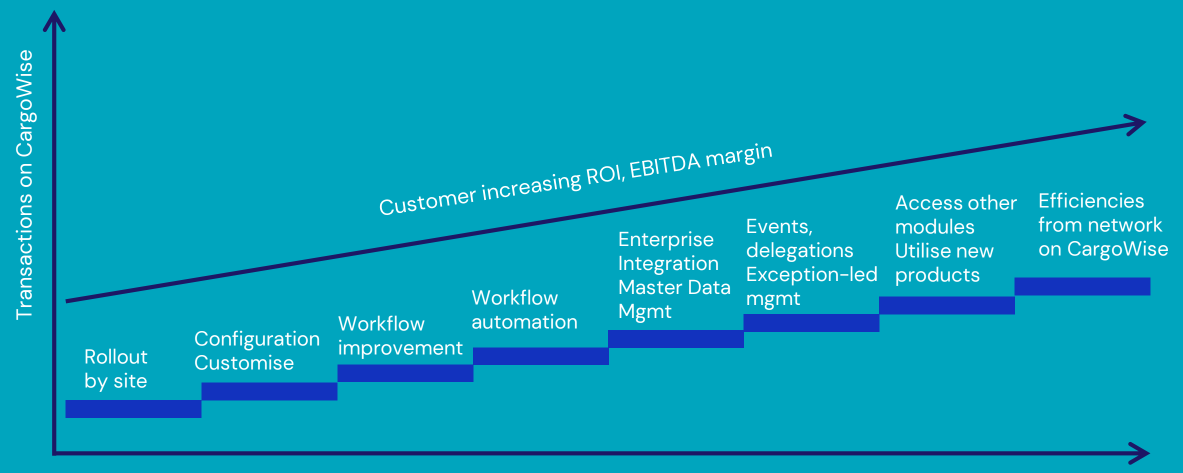
- Execute global CargoWise rollouts and expanding rollout pipeline – targeting top 200 global logistics providers
- Extract efficiencies from 40+ acquired operations, remove duplication across functions and platforms
- Bring acquired platforms into WiseTech data centres
- Complete 30 native customs builds in CargoWise + large global engines
- Launch CargoWise comprehensively into geo-footholds and progress conversion of acquired customers
- Release CargoWise Neo platform

Evolving logistics industry dynamics and COVID-19 environment create more tailwinds to advance our market leadership.

Market penetration

Global rollouts continue to increase across 3PLs and global freight forwarders enhance value over time





Once rolled out, customers can increase transaction throughput with progressive productivity tools and new products.

CargoWise has ~20 large global freight forwarders^ with global rollouts in process or completed. 10 of these are in the top 25. Recent sales acceleration and a strong pipeline are driven by a sales team reorganisation (Delta) and COVID-19 industry pressures creating conditions for change

Global rollouts take time, with significant future opportunity once complete.

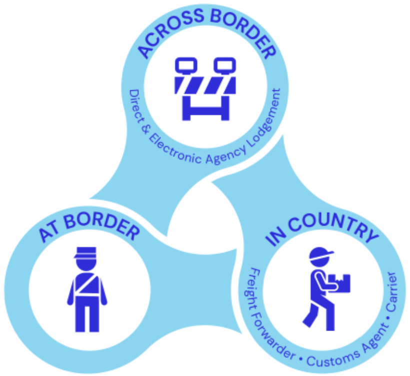
* Panalpina was acquired by DSV in August 2019 and DSV commenced moving major Panalpina operational activities onto CargoWise in FY20
^ A large global freight forwarder is defined here as having 10 or more countries and 400 or more operational staff on CargoWise

Product development – progress and pipeline

Investing in platform - adding powerful engines, new products, global data sets

Extending CargoWise functionality

Build out global engines and ecosystem



Global customs and cross-border compliance

International ecommerce

Landside logistics and land transport

CargoWise neo

$438m
invested in last 5 years

51%
employees focus on product development

1,100+
product upgrades and enhancements in FY20

37%
of revenue invested in FY20

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Acquisitions – progress and integration

Integration process

Integrate operations → Build product + commercial foundation → Grow Revenue + Expand Margins

3–12 months

Foothold: 12–36 months
Adjacency 3+ years

Extract efficiencies

Accelerate integration and execution

Building out the world's customs and border compliance platform to cover 90% of manufactured trade flows

intris | CoreFreight | COMPUCLEARING | ULUKOM | SOFTCargo Software Solutions | Forward
CargoIT | sisa Guiding You. | SAD EC Win | EasyLog | Multi Consult Information Technology Solutions
ABM Data Systems | znetgroup | Bysoft | DataFreight | customsmatters
READYKOREA | Taric | Prolink | aco informatica | Fenix
LSPsolutions | systema

Adding new technologies to build out the operating system for global logistics

LANDSIDE/CONTAINER: CONTAINERCHAIN, depot systems

GLOBAL RATES MANAGEMENT: CargoSphere, Cargoguide

SPECIALIST WMS: Microlistics

TRANSPORT MANAGEMENT SOLUTIONS: pierbridge, SaaS Transportation, Inc., CMS Transport Systems, TRINIUM Technologies, SmartFreight, TransLogix

GLOBAL SHIPPING: Softship

COMPLIANCE: BorderWise (1)

MESSAGING: XWARE Advanced Communication Solutions, Cargo Community Network

MACHINE LEARNING: CYPRESS

1. BorderWise is fully integrated in CargoWise.

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Management priorities FY21 to leverage opportunities

Expand technology lead

Product

- Investment and focus on CargoWise product suite: CargoWise; launch Neo & others
- Accelerate key 'native customs' projects- focus delivery on largest markets and major customers
- Draw adjacencies into native module builds inside CargoWise architecture
- Accelerate data agreements and full integration with major carriers for sea; air; rail and road
- Integrate datasets and drive automation within CargoWise stack
- Expand digital sales tools

Expand market penetration

Penetration

- Sales team to target top 25 freight forwarders and top 200 global logistics providers
- Enhance Delta team – expand team with further talent and additional support
- Marketing activities to focus on CargoWise
- Leverage international footprint
- Expand existing global rollouts
- Expand existing customer usage
- Leverage acquired customers

Drive operational efficiency

Profitability

- Remove duplication in global operations
- Automate high volume, manual customer facing and internal functions via a self-service portal
- Establish regional centre in Hamburg (post Brexit EU HQ)
- Build a global Network Operations Centre in Bangalore (underway)
- Align product teams with key development resources and scale in Sydney

Acceleration of opportunity during + post COVID-19

We are well positioned to transform the $13 trillion[1] global logistics and supply chain market

COVID AMPLIFIES MOMENTUM

Increasing regulation
Increasing complexity
Surge in transactions
High fragmentation
Pressure on supply chain execution margins
Capital constraints
Increasing network tie-ups
Demand for faster throughput
Cycles in 3PL verticals
Consolidation across IPL/2PL/3PL Amazon
3PL consolidation growing
High labour costs in high GDP trade routes
Impact of political change (US/China/Brexit)
Shift to SaaS cloud
Shift from in-house to commercial systems
Trade wars, tariffs, barriers up/down

MACRO ECONOMIC FACTORS ACCELERATE SEISMIC SHIFTS

Logistics providers **reassess business models** – move faster

Seismic industry **digital transformation** accelerates

1. Armstrong & Associates Global 3PL Market Size Estimates as of March 2020 (US$9.0 trillion converted to AUD).

FY21 guidance

Key assumptions and sensitivities

Background

- FY21 guidance based on five significant parameters.
- Uncertainty around future economic and industrial production growth based on pandemic, stimulus measures and China may lead to alternative outcomes.
- Market share growth is the main driver of CargoWise revenue growth
- 2H20 COVID related growth reduction has some correlation to global Industrial Production (IP)
- China IP decline in Feb '20 and ROW in Mar-Apr '20 and the recovery in Jun '20 were reflected in our monthly trading results
- IP growth is forecast to recover in Jul '20 and return to historic levels by the end of Dec '20 … FY21 guidance is provided on this basis

FY21 revenue

$470m - $510m

↑

9% - 19%

FY21 growth vs FY20

FY21 EBITDA

$155m - $180m

↑

22% - 42%

FY21 growth vs FY20

FY21 Guidance

1 – CargoWise: recurring revenue market share growth of 15%-30%

- allowed for 15-30% YOY organic growth (usual range 20-30%)
- key variables include large customer roll-outs, new customer wins, user and transaction growth, new product and feature enhancement roll-outs

2– CargoWise: recurring revenue industrial production growth

- external industrial production growth rate average 2H18-1H20: 0.8% HoH
- 2H20 significant decline (5.2)% HoH due to China shutdown and pandemic disruption
- expect 1H21 rebound 3% - 5% supported by Jul/Aug data
- 2H21 return to pre pandemic growth levels

3 – FX headwind $20m revenue; $9m EBITDA – see Appendix for sensitivity analysis

4 – Acquisitions

- No new acquisitions not already closed
- Full-year impact of FY20 acquisitions $12m
- Flat growth

5 – Cost reduction

- $10m net cost out in FY21, expect $20-$30m run rate for FY22

Guidance provided in line with these assumptions and those in the Appendix, slide 26. Uncertainty around future economic and industrial production growth based on pandemic, stimulus measures and China may lead to alternative outcomes. Prevailing uncertainties relating to sovereign and geopolitical risk may also reduce assumed growth rate

Summary

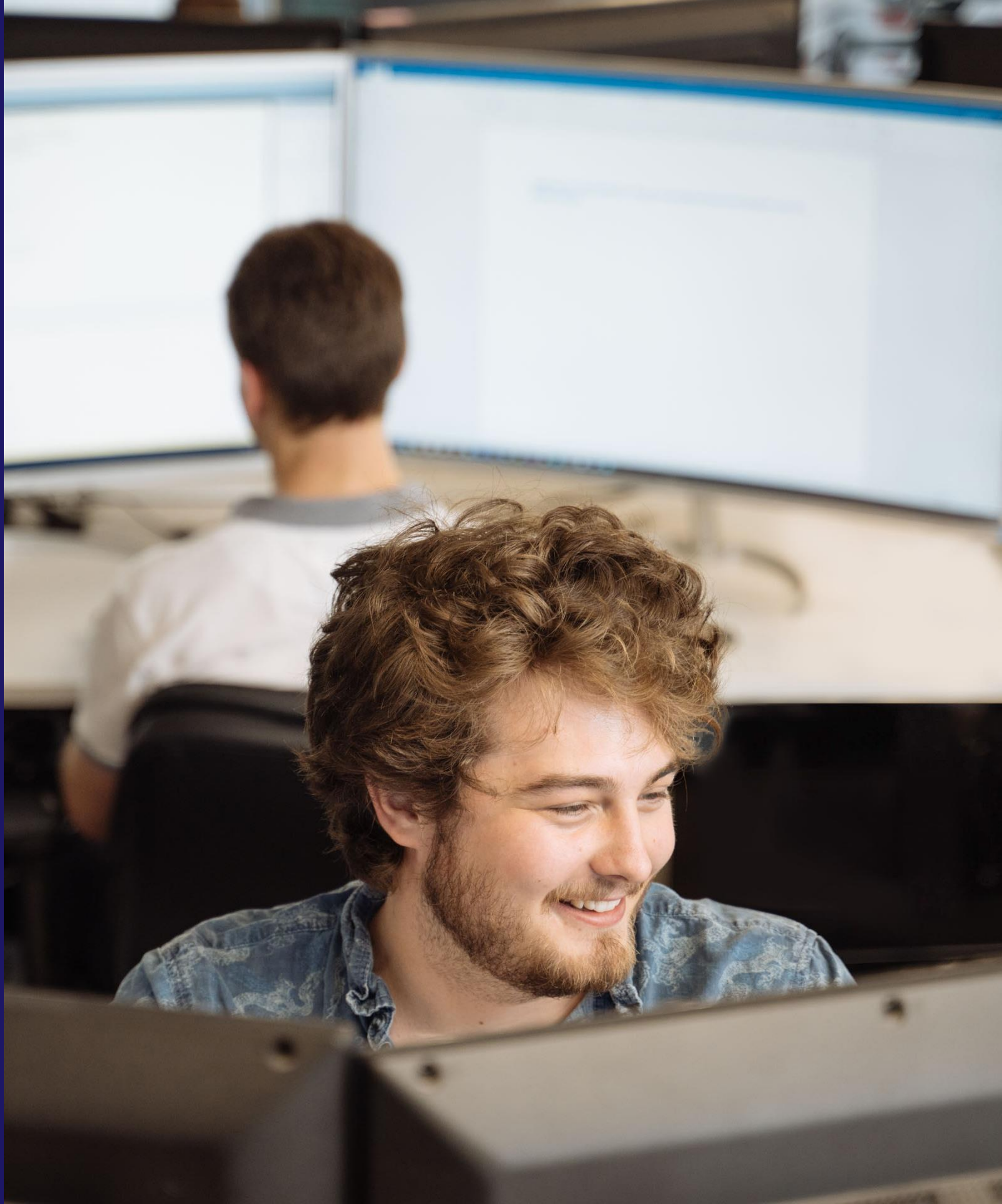
Well positioned to continue to grow and increase market share

- Unique customer value proposition
- Momentum with integration of strategic acquisitions
- Cost out opportunities through centralisation of key functions
- Resilient business model – delivered revenue & EBITDA growth despite disruption on global supply chains and logistics markets
- Well positioned to continue to increase market share
- Robust Balance Sheet – strong cash flows and liquidity
- Strong demand from global logistics players for the CargoWise offering
- Ongoing R&D and product innovations
- Strong outlook – high quality data provides visibility of future growth profile

Q&A

Appendices

Slides



FY21 guidance COVID-19 impact assumptions, F/X

What is included in the FY21 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
- Prudent allowance for COVID-19 impact

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

FX rates v AUD	FY20 actual	FY21 guidance
GBP	0.53	0.55
RMB	4.71	4.89
EUR	0.61	0.62
NZD	1.05	1.06
ZAR	10.37	11.74
USD	0.67	0.72
TRY	4.05	4.79

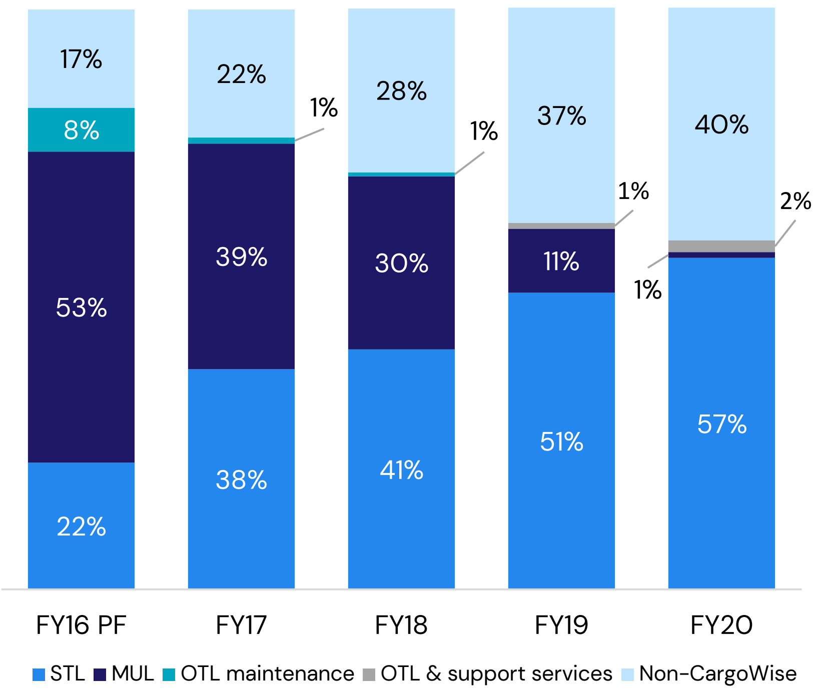
Sensitivities	Increase/ decrease	FY21 revenue $m	FY21 EBITDA $m
FX rates vs AUD			
USD	+/- 5%	-/+ 8.7	-/+ 6.2
EUR	+/- 5%	-/+ 4.2	-/+ 1.7
GBP	+/- 5%	-/+ 0.7	-/+ 0.2
ZAR	+/- 10%	-/+ 1.0	-/+ 0.5
TRY	+/- 10%	-/+ 0.1	-/+ 0.0

Foreign Exchange

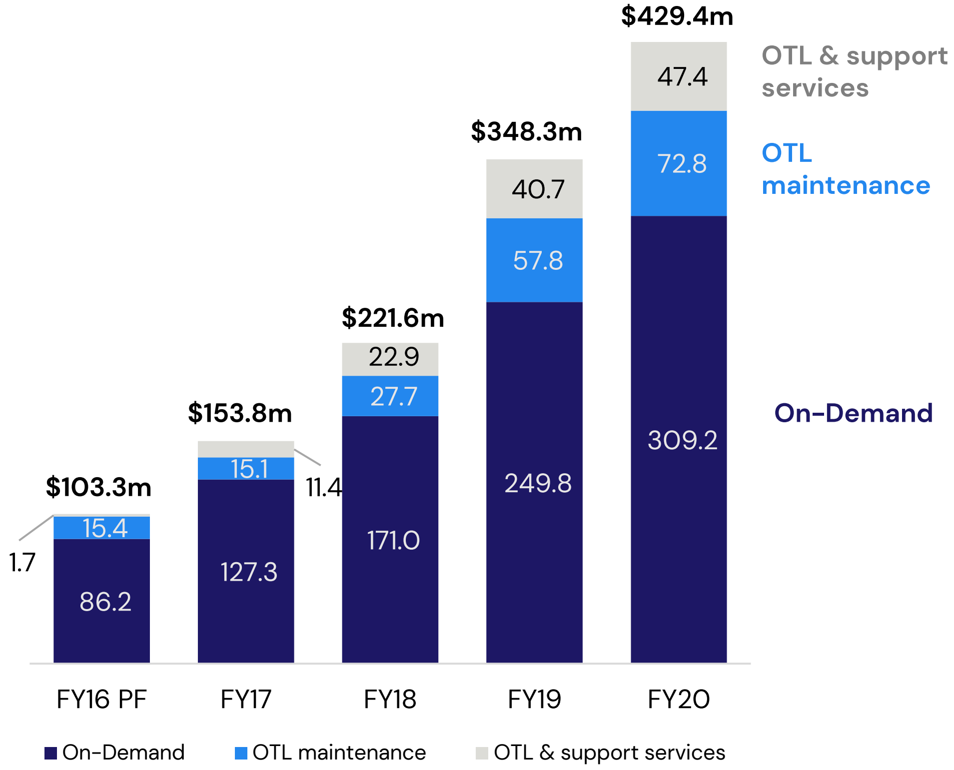
- 75% of FY20 revenue in non-AUD currencies, 2pp lower than FY19 (77%)
- Natural hedges in some regions with both revenue and expenses denominated in local currencies – including recent acquisitions
- 43% of FY20 revenue in non-local currencies due to impact from overseas acquisitions and mix of transactions and users in CargoWise
- Minor hedge position in place to cover part of USD and EUR revenue exposure

Revenue composition – licence

Group revenue by licence type
(% of total revenue)



Group revenue by licence type (A$m)



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 89%* (1)					*Other revenue 11%* (1)	
Revenue categories:	**On-Demand licence 72%** (1)				**OTL maintenance 17%** (1)	**OTL & support services 11%** (1)	
Licence model:	**Seat Plus Transaction Licensing (STL)**		**Module User Licence (MUL)**		**One-Time Licence (OTL)**		**Support services**
					Maintenance	**Licence**	
Revenue drivers:	**Transactions**	**Temporary contracted pricing arrangements**	**Modules used**	**Services** (2)	**Licences**		
Price drivers:	· Price per transaction executed · Price per individual user	· Fixed monthly rate for limited period · Contracted price increases · Excess user fees	· Price per user · Price per module used	Level of usage	Annual maintenance price per licence	One-time price per perpetual licence	Ad hoc revenue such as professional services, training and paid-feature requests
Volume drivers:	Transactions executed per month and number of individual users · Number and size of customers · Activity level of customers		Number of MUL users per month · Number and size of customers · Activity level of customers		Number of licences	Number of licences	
FX:	· Foreign exchange rates for customers invoiced in foreign currency						
Platform:							
- CargoWise	✓	✓	✓	✓	✗	✗	✓
- ediEnterprise	✗	✗	✓	✓	✓	✓	✓
- BorderWise	✗	✗	✓	✗	✗	✗	✗
- ProductivityWise	✓	✗	✗	✗	✗	✓	✗
- Acquired	SmartFreight, Ulukom, Trinium, Systema, Containerchain, SISA, 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, SISA, SAD EC	TransLogix, Zsoft, Softship, znet, ACO, CMS, Prolink, Ulukom, Fenix, Pierbridge, Taric, DataFreight, CargoIT, Multi Consult, Trinium, Systema, Containerchain, Depot Systems, Ready Korea, SISA, SAD EC	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, SISA, SAD EC

1. Represents percentage of FY20 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.

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CargoWise drivers of organic revenue growth

CargoWise organic revenue growth drivers

Organic revenue relates to revenue from existing CargoWise customers or new CargoWise customers and include:

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

STL revenue 94% of all CargoWise	FY20
Stable and growing	~50%
Transactional and growing	~50%

- There are many drivers in our organic revenue that provide resilience to the revenue base.
- About half of CargoWise organic STL revenue is considered stable and growing, and includes elements such as seat revenue from new and existing customers, static pricing arrangements or transitional contracts for rollouts and commitment agreements.
- About half the organic STL revenue is related to transactions which are growing as customers increase usage of the platform increase number of transactions, module usages, new features and enhancement etc.
- CargoWise transaction volumes are not entirely correlated to wider industry volumes, instead it is driven by increased market penetration and existing CargoWise customers increasing use of, and expansion across the platform.

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.

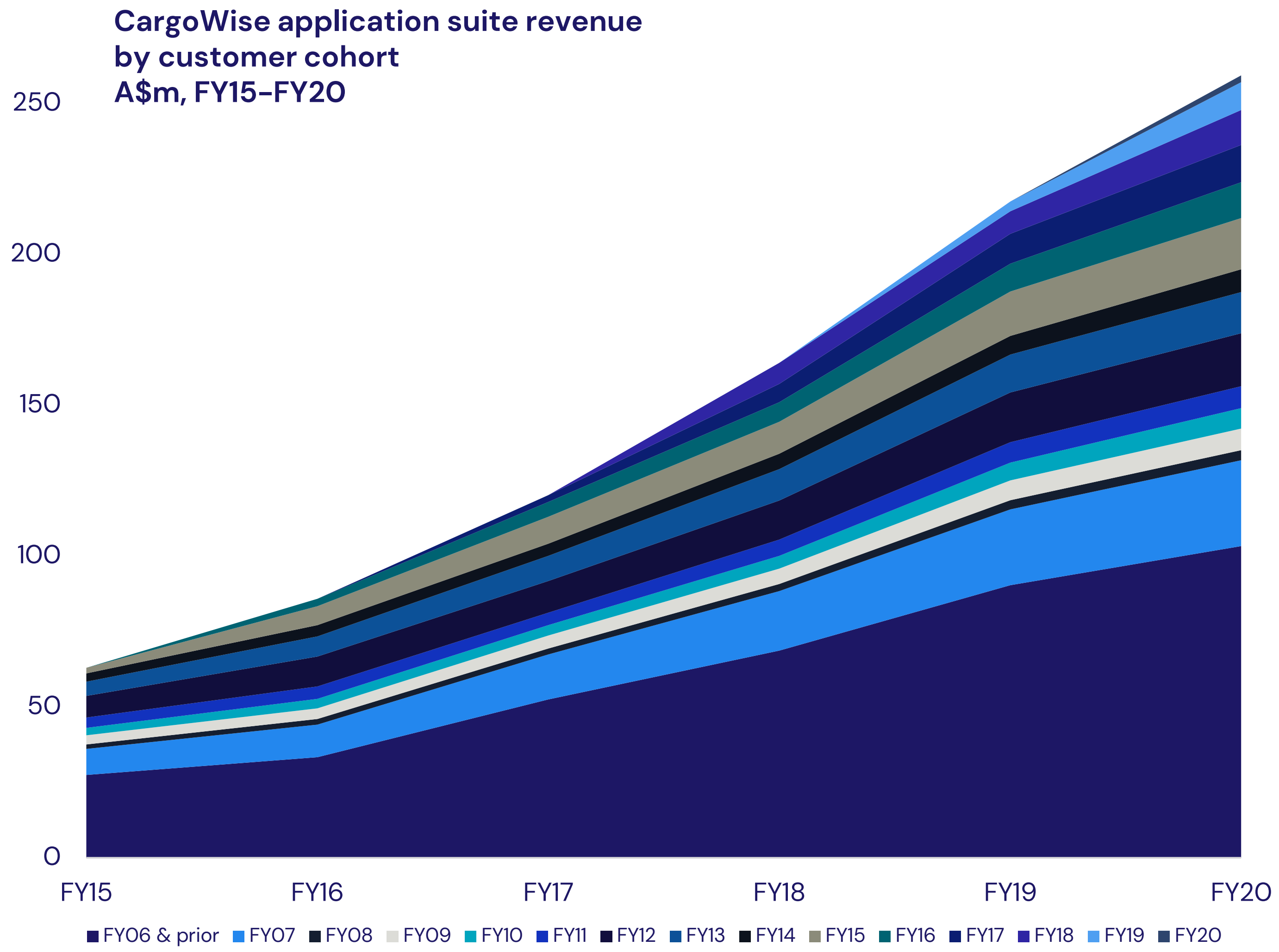
For adjacent technology assets:

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.

Customer growth and low attrition



Increasing adoption by large globals

Top 300 customers now deliver ~80% of CargoWise revenue

Customers stay and use more

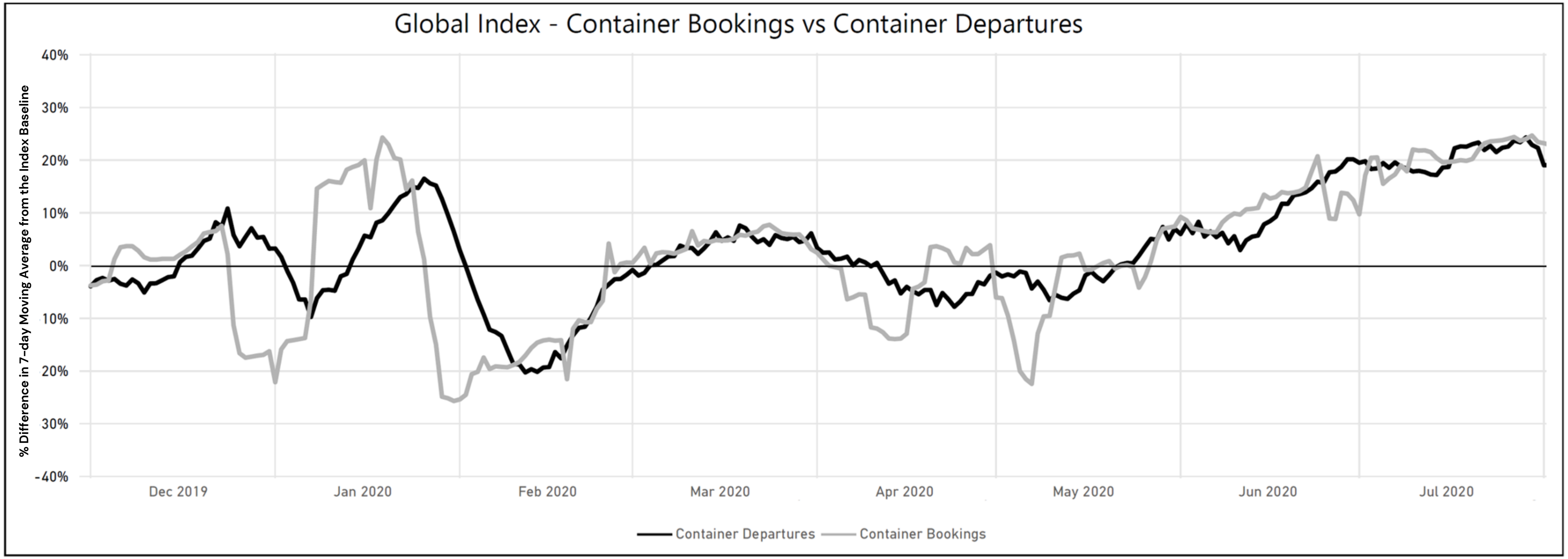
<1% attrition every year for last 8 years[(1)]

Annual customer attrition rate
(minimal churn calculation includes all forms e.g. bankruptcy, consolidations, industry departure)

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 8 financial years FY13 – FY20.

CargoWise: container bookings vs container departures data

Container bookings executed through CargoWise can act as a leading indicator to departure volumes representing our customers' intent to move goods.



Source: CargoWise industry data - Global: Container Bookings and Container Departures 7-day moving average (Dec 2019- July 2020)

- Container bookings and container departures – CargoWise internal data
- Chart data not directly correlated to revenue movements

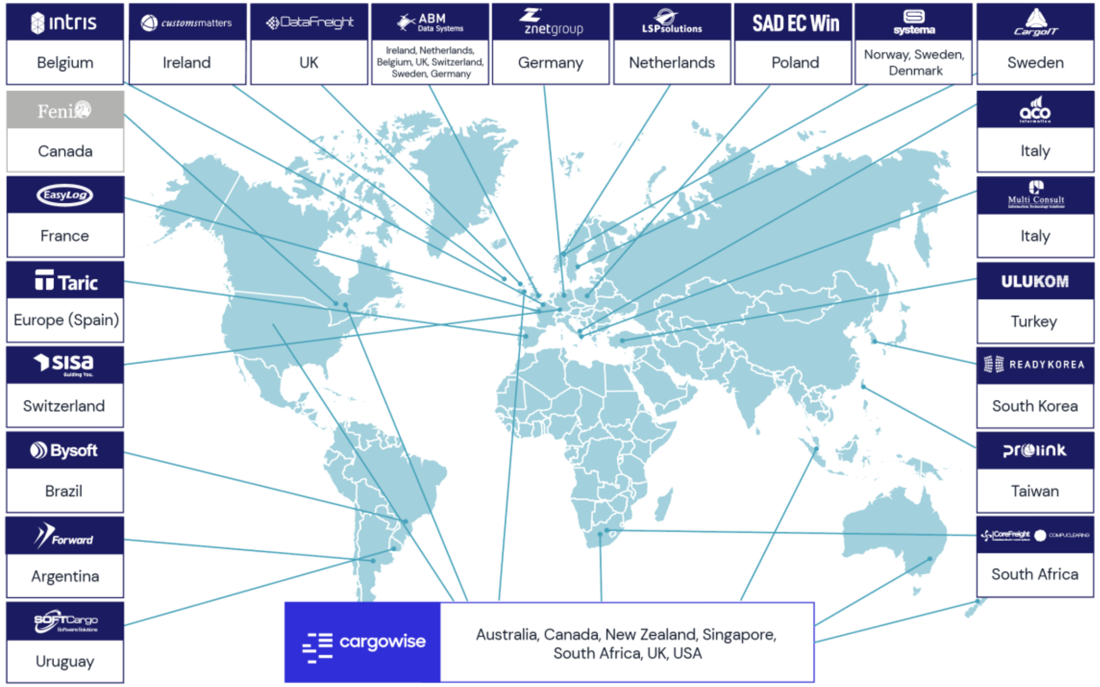
Index baseline is calculated using the average container departure volume for the 60 day period up to 1-Dec-19 (from 2-Oct-19 to 30-Nov-19 inclusive)

This chart is provided to give insight into the logistics industry and the container departures and bookings data does not represent, indicate or correlate with any revenues. Container bookings depicted in this chart reflect bookings made through CargoWise between the period Dec 2019 - Jul 2020 and do not guarantee or confirm any future container bookings. Container departures depicted in this chart reflect the physical movement of containers via ocean. WiseTech makes no express or implied warranties, representations, projections or guarantees in relation to the data in this chart.

Acquired assets fuel customs build and geographic expansion

Small targeted acquisitions in key regions provide safer, faster, stronger entry to new markets

We are building the global customs platform, which will cover ~90% of manufactured trade flows



30 countries covered in-depth for customs processing.

Our acquired resources work to build out native customs into CargoWise, plus the localised commercial foundation ahead of commercialisation.

Customs becomes native to the CargoWise platform, available to all CargoWise customers and to acquired customers who convert over time.

Live CargoWise	Planned FY21	Planned for FY22	Planned for FY23
Australia	France (EasyLog)	Turkey (Ulukom)	Argentina
New Zealand	Germany (znet)	Poland (SAD EC)	Chile
USA	Spain (Taric)	Brazil (Bysoft)	Costa Rica
Canada	Italy (ACO/MC)	Korea (Ready Korea)	Dominican Republic
United Kingdom	Ireland (ABM, CM)	Belgium (ABM Data)	Panama
South Africa		Denmark (Systema)	Paraguay
Singapore		Netherlands (LSP)	Puerto Rico
China		Norway (Systema)	
Taiwan		Sweden (CargoIT)	

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Acquiring adjacency assets for innovation pipeline

To build and extend CargoWise ecosystems

TRANSPORT MANAGEMENT SOLUTIONS

- **pierbridge** — Leading parcel shipping TMS provider to large and medium enterprises in the US with offices in the UK and Finland.
- **SaaS Transportation, Inc.** — Specialist US Less Than Truckload TMS provider with LTL road rate capabilities to expand road booking, rates.
- **CMS Transport Systems** — TMS to add to CargoWise next generation Land Transport solution.
- **TRINIUM Technologies** — Specialist inter-model trucking TMS and container tracking provider in US and Canada.
- **SmartFreight** (Brighter Shipping Software) — A leading multi-carrier parcel and LTL shipping solution in ANZ, UK and South Africa.

SPECIALIST WMS

- **Microlistics** (Warehouse Management Systems) — Global specialist WMS provider for enterprise, express, 3PL, cold storage for complex enterprise or mid-tier. Gartner rated.

GLOBAL SHIPPING

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

COMPLIANCE

- **BorderWise** — Australian reference data providers absorbed into stage 1 of our global BorderWise development.

MESSAGING

- **XWARE** (Advanced Communication Solutions) — A leading interoperable messaging and integration solutions provider.

MACHINE LEARNING

- **CYPRESS** — Machine learning Specialist USA

LANDSIDE / CONTAINER

- **CONTAINERCHAIN** — Leading container optimisation and solutions provider to container shipping + landside communities, Asia-Pac, Europe and US.
- **depot systems** — The leading US container yard solution provider for over 200 depots and terminals and 6 million gate movements per year.

GLOBAL RATES MANAGEMENT

- **CargoSphere** — Global ocean rates management – live, global data set on carrier rates. Platform links carriers and 3PLs.
- **Cargoguide** — Global air rates management – provides global data set on carrier rates. Platform linking carriers and 3PLS.

- SmartFreight expanding into UK, interface to CW ready for pilot
- Trinium executed large customer rollouts, 1H21 beta testing of transport orders in CW
- Pierbridge parcel integration to CW ready for pilot, launched Home Office Shipping
- CMS integration complete Freight 2020 mobility within CW (Land Transport)
- SaaS Trans pilot testing of SaaS LTL CW integration ready to commence 1H21

- Microlistics large wins in UK/Europe, WMS tailwinds with COVID/Brexit ecommerce demands, released preconfigured Global Express WMS
- SoftShip developments for large customers, COVID slowing projects, STL model ready
- Xware and Cypress progressing technology builds for CW
- BorderWise expanded to cover AU, CAN, EU, NA, SG, SA, UK, US

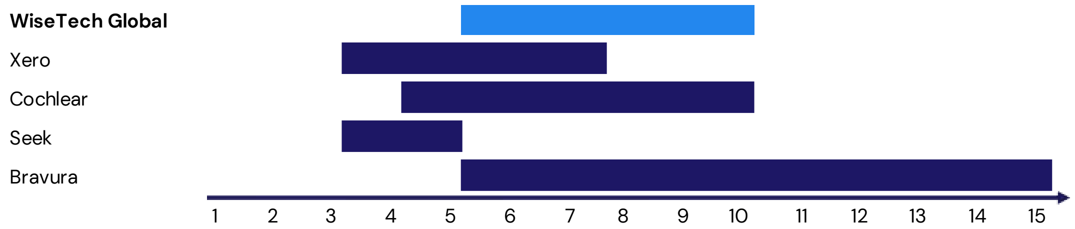
- Cargoguide launched 2nd gen product, signs include DAMCO and EMO Trans
- CargoSphere launched Hamburg Sud, progress key carriers, wins include Rohlig and Cargo Partner
- Containerchain, wins include Ports of Auckland (10yr contract), expanding Europe rollouts
- Depot Systems progressing integration and joint teams with ContainerChain

Capitalised development and amortisation

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 FY20
  - Most commercialised software is amortised over a 10-year period
  - FY20 amortisation was $18.1m
  - Total commercialised $221.9m life to date, accumulated amortisation $54.8m
  - In development will be amortised once commercialised in the future. We undertake impairment testing annually to support recovery of capitalised amounts
  - WiseTech 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

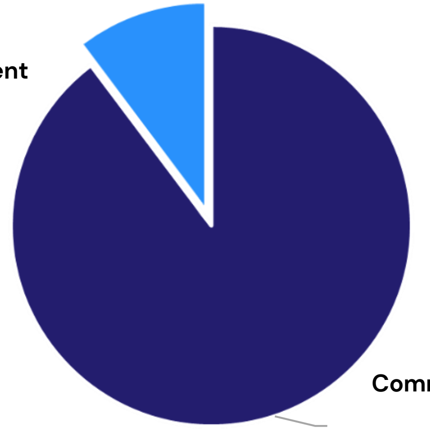
Software/technology useful life years



Sources: relevant public disclosure of FY19 results for Bravura and FY20 results for Xero, Seek and Cochlear.

Net book value of capitalised development

30 June 2020



Company	Capitalised development % out of total development expenses
Seek	69%
Bravura	64%
WiseTech	47%
Xero	45%
Cochlear	11%

Sources: relevant public disclosure of FY19 results for Bravura and FY20 results for Xero, Seek and Cochlear. Capitalised development amount included acquired software and technology, intellectual property, patents and licences where appropriate.

Financial performance summary

Income statement A$m	FY19	FY20	Change (vs FY19)
Revenue			
Recurring On-Demand licence	249.8	309.2	24%
Recurring OTL maintenance	57.8	72.8	26%
OTL & support services	40.7	47.4	17%
Total revenue	**348.3**	**429.4**	**23%**
Cost of revenues	(61.8)	(76.7)	24%
Gross profit	**286.4**	**352.7**	**23%**
Operating expenses			
Product design and development	(66.1)	(84.9)	28%
Sales and marketing	(44.0)	(57.0)	30%
General and administration	(68.3)	(84.1)	23%
Total operating expenses	**(178.3)**	**(226.0)**	**27%**
EBITDA	**108.1**	**126.7**	**17%**
Key operating metrics – including acquisitions			
Recurring revenue	88%	89%	1pp
On-Demand licence revenue	72%	72%	–
Gross profit margin	82%	82%	–
Total R&D – % of total revenue	32%	37%	5pp
Sales and marketing – % of total revenue	13%	13%	–
General and administration – % of total revenue	20%	20%	–
General and administration (excluding M&A) – % of total revenue	17%	18%	1pp
EBITDA margin	31%	30%	(1)pp

Income statement

A$m	FY19	FY20
Revenue		
Recurring On-Demand licence	249.8	309.2
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Total operating expenses	**(178.3)**	**(226.0)**
EBITDA	**108.1**	**126.7**
Depreciation	(8.4)	(17.1)
Amortisation	(10.8)	(18.5)
EBITA	**88.9**	**91.1**
Acquired amortisation	(8.6)	(10.6)
EBIT	**80.2**	**80.5**
Net finance costs	(5.4)	(9.8)
Fair value gain on contingent consideration	1.6	111.0
Share of (loss)/profit of equity accounted investees	–	–
Profit before income tax	**76.4**	**181.8**
Tax expense	(22.3)	(21.0)
NPAT	**54.1**	**160.8**
Non-controlling interests	–	–
Net profit attributable to equity holders of the parent	**54.1**	**160.8**
NPATA[1]	**63.0**	**64.6**

1. 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. NPATA is a non-statutory measure and is a primary measure used by the Chief Operating Decision Maker (CODM) for the purpose of assessing the Group's performance.

Key operating metrics

WiseTech Global including and excluding acquisitions

	FY19	FY20	FY20 CargoWise[1]
Total revenue growth vs prior year	57%	23%	20%
Recurring revenue	88%	89%	97%
On-Demand licence revenue	72%	72%	96%
Gross profit margin	82%	82%	92%
Product design and development – % of total revenue	19%	20%	12%
Total R&D – % of total revenue	32%	37%	34%
Sales and marketing – % of total revenue	13%	13%	12%
General and administration – % of total revenue	20%	20%	20%
EBITDA margin	31%	30%	48%
EBIT – % of total revenue	23%	19%	
NPAT – % of total revenue	16%	37%	
NPATA – % of total revenue	18%	15%	
Capitalised development investment $m	46.9	74.2	
Total R&D $m	113.0	159.1	
Effective tax rate	29%	12%	
Underlying effective tax rate	30%	30%	

1. CargoWise ratios excluded acquisitions since 2012 not embedded into CargoWise and included M&A costs.
2. FY20 underlying figures exclude the fair value gain of $111.0 million and $2.9 million of contingent consideration interest unwind (net of tax) realised upon the close out of earnouts relating to 22 acquisitions as disclosed by the Company in May and July 2020, along with adjustments in 1H20 (FY19: $1.6 million fair value gain).

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Explanatory notes

NPAT

$m	FY16 PF	FY17	FY18	FY19	FY20	Change (vs FY19)
NPAT attributable to equity holders of the Parent	**14.2**	**31.9**	**40.8**	**54.1**	**160.8**	**197%**
Fair value gain on contingent consideration	-	-	-	(1.6)	(111.0)	n.a.
Contingent consideration interest unwind (net of tax)	-	-	-	-	2.9	n.a.
Underlying[1] NPAT	**14.2**	**31.9**	**40.8**	**52.6**	**52.6**	**-%**
Acquired amortisation (net of tax)	1.3	1.5	2.6	6.3	7.8	24%
Contingent consideration interest unwind (net of tax)	0.2	0.2	1.4	4.1	4.2	2%
NPATA[2] attributable to equity holders of the Parent	**15.8**	**33.6**	**44.9**	**63.0**	**64.6**	**3%**

EPS

NPAT attributable to equity holders of the Parent	14.2	31.9	40.8	54.1	160.8	197%
EPS (CPS)	**5.4**	**10.9**	**13.9**	**17.7**	**50.3**	**185%**
Underlying EPS (CPS)	**5.4**	**10.9**	**13.9**	**17.2**	**16.4**	**(4)%**
EPS NPATA (CPS)	**6.0**	**11.5**	**15.3**	**20.6**	**20.2**	**(2)%**

Effective tax rate

$m	FY19	FY20	Change (vs FY19)
Profit before income tax	**76.4**	**181.8**	**138%**
Fair value gain on contingent consideration	(1.6)	(111.0)	n.a.
Underlying[1] profit before income tax	**74.9**	**70.7**	**(6)%**
Tax expense	(22.3)	(21.0)	(6)%
Underlying Effective Tax Rate	**29.8%**	**29.7%**	**(0.1)pp**

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.

1. FY20 Underlying figures exclude the fair value gain of $111.0 million and $2.9 million of contingent consideration interest unwind (net of tax) realised upon the close out of earnouts relating to 22 acquisitions as disclosed by the Company in May and July 2020, along with adjustments in 1H20 (FY19: $1.6 million fair value gain).
2. 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. NPATA is a non-statutory measure and is a primary measure used by the Chief Operating Decision Maker (CODM) for the purpose of assessing the Group's performance.

FY20 Cash Flow

A$m	FY19	FY20
Receipts	373.3	456.4
Payments	(246.9)	(310.0)
Taxes Paid	(14.0)	(16.5)
Cash Flow from Operations	112.5	129.9
Capitalised Development Cost	(43.8)	(70.4)
Payment for Acquisitions	(237.2)	(57.0)
Other Capital Expenditure	(6.6)	(20.1)
Interest and Other	2.6	3.1
Cash Flow from Investing Activities	(285.1)	(144.4)
Proceeds from Issue of Shares	323.1	(0.4)
Dividends	(9.0)	(11.1)
Other Financing Activity	(3.8)	(9.1)
Cash Flow from Financing Activities	310.3	(20.6)
Net Cash Flows for the Year	137.7	(35.2)
Opening Cash Balance	121.8	260.1
FX	0.6	(1.3)
Closing Cash Balance	260.1	223.7

Strong cash flow from operations:

- Up 15% on FY19 – increase – demonstrates strength of underlying operating model, highly cash generative

Investment in future growth:

- $144.4m reinvestment in long term assets such as internal product development to expand the current platform and strategic acquisitions

AASB 16 *Leases* increases the amount of Other Financing Activity

Treatment of contingent consideration (AASB 9) and goodwill (AASB 136)

Differences in accounting rules and methodology

Whilst the timing of the initial recognition is at acquisition date, the initial calculation and post-acquisition valuation of contingent consideration and goodwill are based on different metrics, over different time periods and governed by two separate accounting standards.

Contingent Consideration: AASB 9 *Financial Instruments*

Recognition at acquisition date:

- Recorded on the balance sheet at fair value which is the amount expected to be paid in the future if a predefined milestone is achieved
- Recorded as a financial liability[1]
- Value may increase or decrease, changes recognised in the P&L

Measurement after acquisition date:

- Assessed at each reporting period
- Assessment based on risk-based estimate on whether earnout targets will be met

Contingent Consideration is measured based on a single point in time achievement of a predefined milestone

1. Financial liabilities are governed under AASB 9 *Financial Instruments* which includes rules around the recognition and measurement criteria once the liability is established.

Goodwill: AASB 136 *Impairment of Assets*

Recognition at acquisition date:

- Recorded on the balance sheet as the difference between net assets and the purchase price (including initial contingent consideration)
- Recorded as an asset
- Value can decrease but can never be increased

Measurement after acquisition date:

- Assessed annually and when an impairment indicator is identified
- Assessment based on:
- Forecasting future cash flows **over a five-year period including a terminal value**
- Forecast includes **multiple inputs** that impact cumulative cash flow generation e.g. industry data and other external factors, underlying growth rate assumptions, synergies etc

Goodwill is only impaired when Net Present Value of the estimated cash flows is less than the asset carrying value

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This presentation may contain statements that are, or may be deemed to be, forward-looking statements. Such statements can generally be identified by the use of words such as 'may', 'will', 'expect', 'intend', 'plan', 'estimate', 'anticipate', 'believe', 'continue', 'objectives', 'outlook', 'guidance', 'forecast' and similar expressions. Indications of plans, strategies, management objectives, sales and financial performance are also forward-looking statements.

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Preparation of information

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Presentation of information

- The financial data in this presentation is provided on a statutory basis but in a non-statutory presentation format (unless otherwise stated).
- **Pro forma (PF)** Where indicated, financial measures for periods prior to FY17 are provided on a pro forma basis. Information on the specific pro forma adjustments is disclosed on page 116 of WiseTech Global's 2019 Annual Report.
- **Currency** All amounts in this presentation are in 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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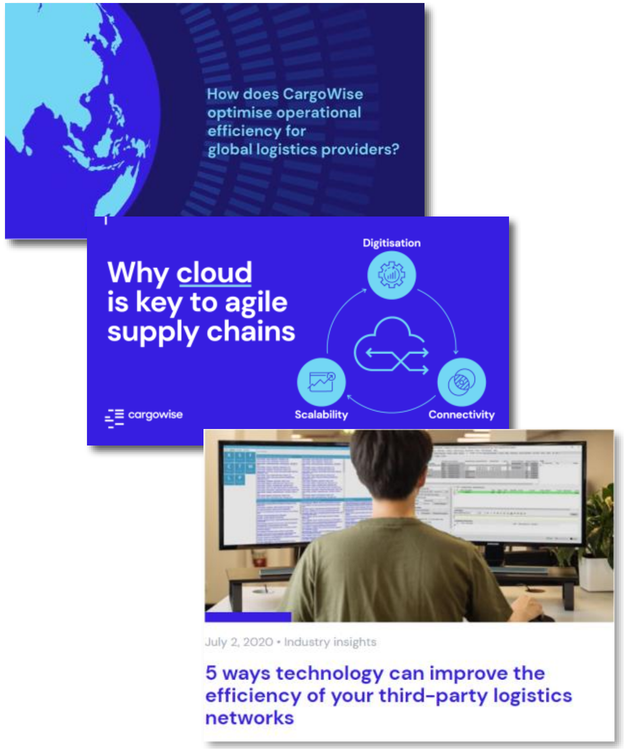
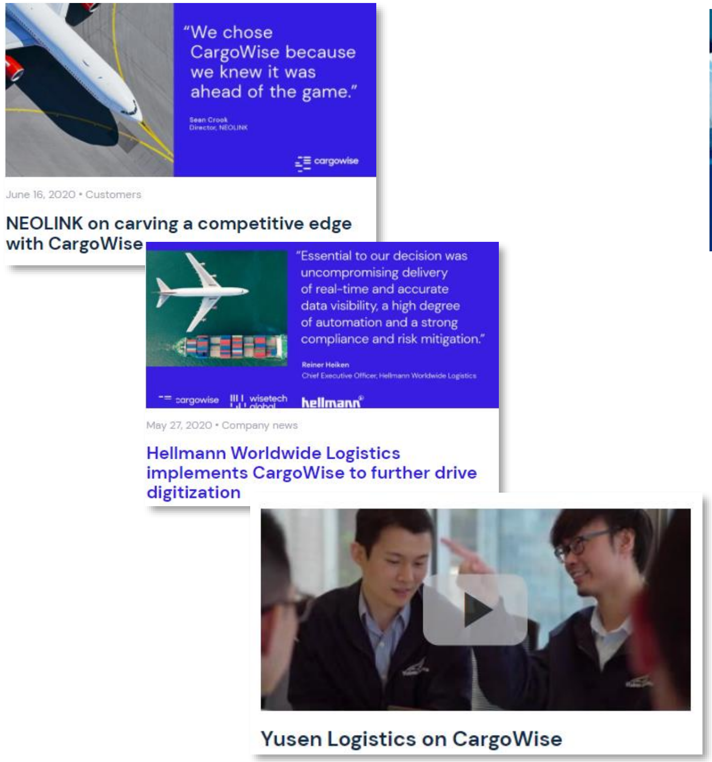


Information about our customers



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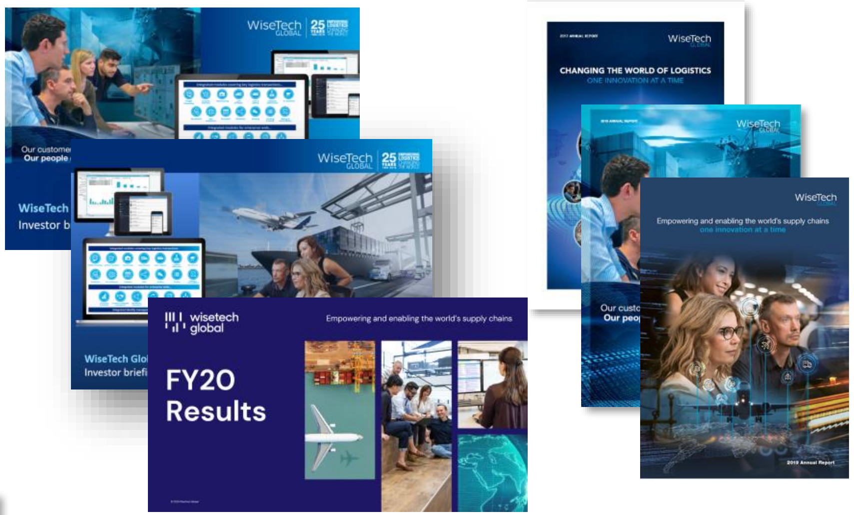

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