Results FY16

24 August 2016

Financial data is provided on a pro forma basis except where explicitly stated otherwise.
A reconciliation of statutory results to pro forma results is included in the appendix.

Agenda

Gail Williamson
Investor Relations

Welcome	CEO overview & performance highlights	Financials FY16	Progress on strategy & outlook	Q & A

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Agenda

Richard White
Founder and CEO

Welcome	CEO overview & performance highlights	Financials FY16	Progress on strategy & outlook	Q & A

WiseTech GLOBAL

A leading provider of software to the logistics industry globally

125+
countries[(1)]

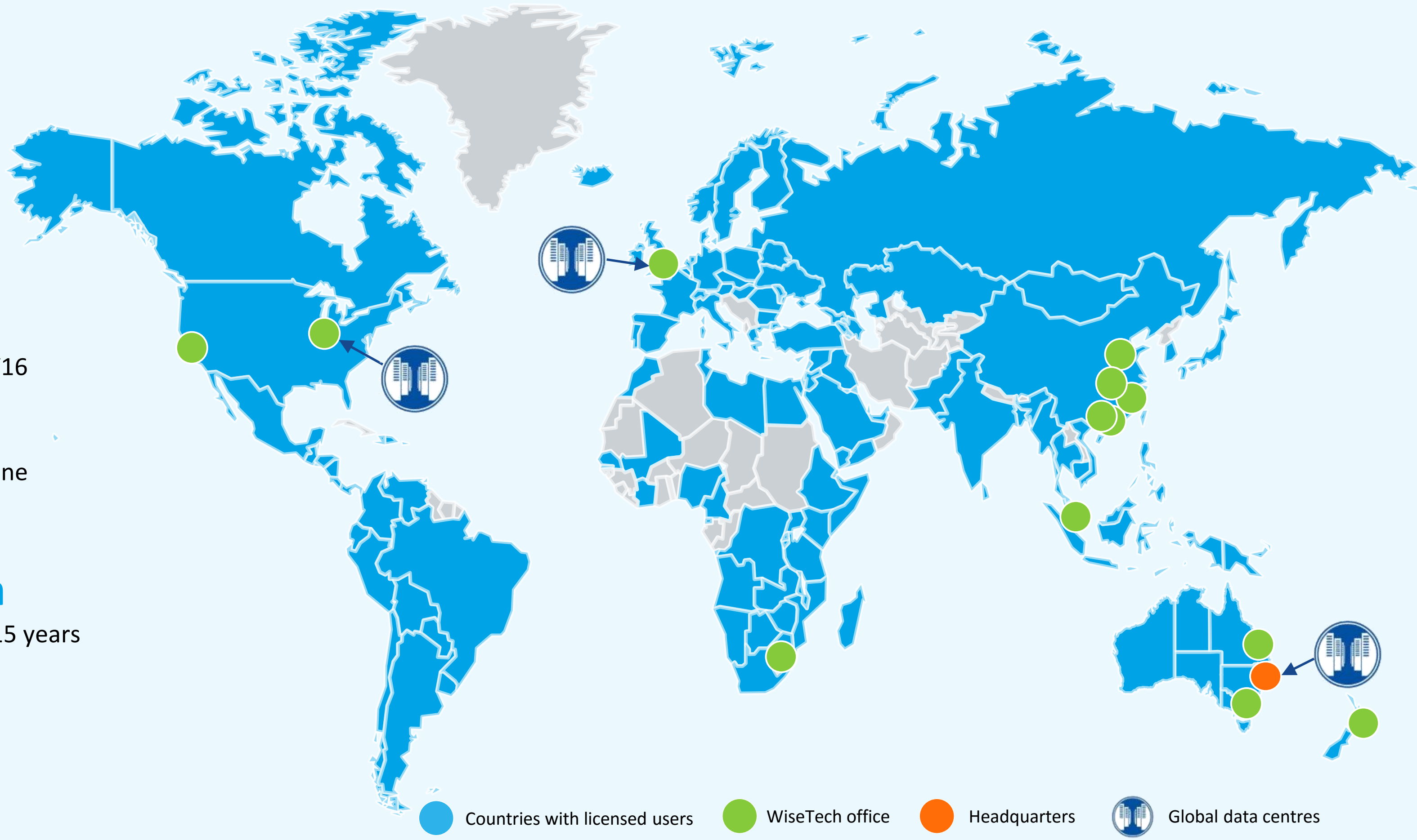
6,000+
customers[(2)]

34 billion+
data transactions in FY16

1
integrated CargoWise One global system

2.8 million
development hours over 15 years

525
employees



(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 companies; legacy customers may be counted with reference to installed sites.

WiseTech Global financial highlights

Delivered strong, high quality growth, exceeded Prospectus forecasts, expanded globally

STRONG organic revenue growth

↑ **30%**
Revenue yoy

$103.3m

26%
Revenue CAGR FY13 - FY16

HIGH recurring, HIGH quality revenue

98%
Recurring revenue

83%
of revenue from "On-Demand" usage based licensing, up 12pp since FY15

LOW customer attrition

<1%
Annual attrition rates[1] (by CargoWise One customers)

HIGH innovation product development investment

37%
of revenue[2]

51%
of our people

$165m[2]
FY13 - FY17F

LOW sales and marketing expense

15%
of revenue

13%
of our people

open-access, On-Demand Licence, swift on-boarding

Profitable + cash generative

↑ **44%** EBITDA

$31.5m

Operating cash flow conversion

>100%

Profitable

(1) 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, ie, having not used the product for at least four months. Based on attrition rate <1% for each year of the last four financial years FY13-FY16.

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

WiseTech GLOBAL

Delivered on strategy – we focused on what's important

Executed strategy to drive revenue growth, well-positioned for global expansion

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**	Grow through **acquisitions**
✓ Over 670 product upgrades ✓ $38.7m invested ✓ 51% of people ✓ Significant progress on innovation pipeline	✓ Existing customers' revenue growth $15.1m ✓ All cohorts expanded revenue in FY16 ✓ Licence transition: On-Demand 83% ✓ DHL GF $60m/4.5yr rollout secured and now in pilot ✓ Global rollouts in process: Yusen, JAS, IJS, DSV/UTi	✓ New customer revenue growth up 42% yoy ✓ Large contract wins ✓ US growth from ACE capability ✓ Growth in mid-market 100-500 users	✓ Signed 19 multi-national freight forwarding networks ✓ Rolled out certification programme ✓ Next-gen WARP in progress	✓ South Africa: acquired leading vendor, Compu-Clearing ✓ Stage 1 integration of China assets and South Africa operations into WiseTech Global ✓ Aus/NZ : acquired CCN distribution ✓ Increased investment in Softship (Germany)

+

Transitioned to public company
Executed IPO Q1-Q3 FY16 and raised $125m in new equity
Listed on the ASX on 11 April 2016

Agenda

Andrew Cartledge
CFO

Welcome

CEO overview & performance highlights

Financials FY16

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Q & A

WiseTech GLOBAL

Financial summary

Robust delivery across all metrics, exceeded forecast, upgraded FY17 expectation

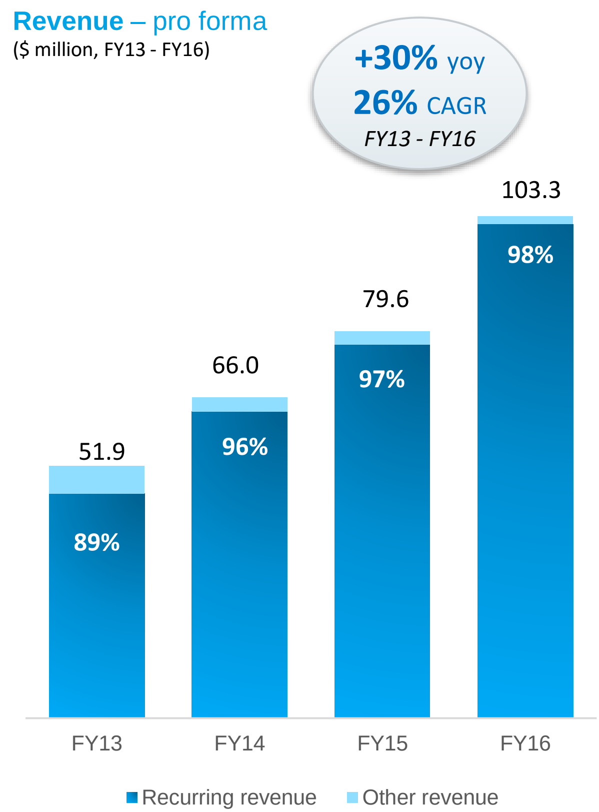
$ million	FY15 Pro forma results	FY16 Pro forma results	Yoy change	FY16 Prospectus forecast	FY16 actual vs Prospectus forecast	FY17 Prospectus forecast	FY17 upgraded forecast[1]
Total revenue	79.6	103.3	**+30%**	102.0	+1.3	135.0	148m - 155m
Gross profit	66.7	90.2	**+35%**	89.0	+1.2	119.1	
Gross profit margin	84%	87%	**+3pp**	87%	0pp	88%	
Total operating expenses	(44.8)	(58.7)	**+31%**	(59.0)	(0.3)	(71.1)	
EBITDA	21.9	31.5	**+44%**	30.0	+1.5	48.0	50m - 53m
EBITDA margin	28%	30%	**+2pp**	29%	+1pp	36%	
NPAT	10.4	14.2	**+37%**	13.0	+1.2	25.0	

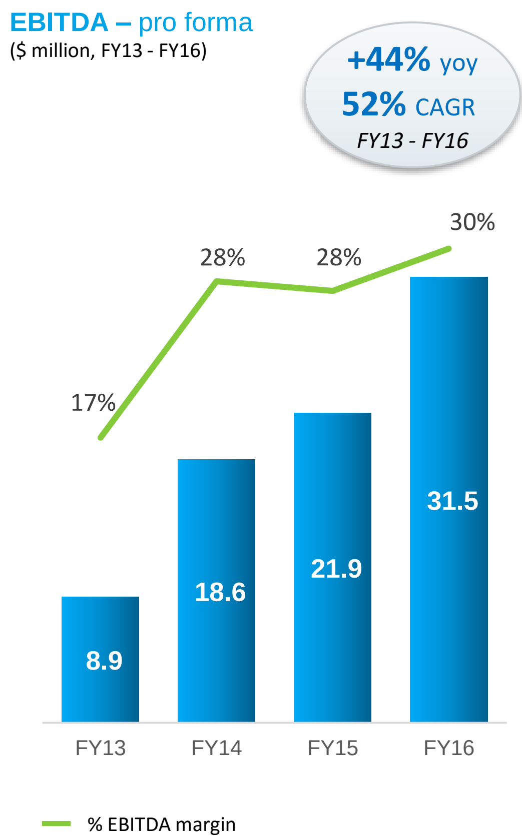
(1) FY17 upgraded forecast reflects full year consolidation of acquisitions, CCN and Softship, anticipated FY17 FX and operational run rate adjustment – see Appendix.

Strong growth

Strong organic revenue growth, expanding EBITDA margins, while building out our platform

- 30% pro forma revenue growth … 47% statutory revenue growth
- High quality 98% recurring revenue … +1pp increase over FY15
- Revenue growth across all customer cohorts
- +$15.1m existing customer growth driven by increased usage and FX
- +$7.8m new customers' additional volume … continued sales momentum
- +$0.8m acquired business growth
- 44% EBITDA growth to $31.5m
- 30% EBITDA margin … +2pp increase over FY15

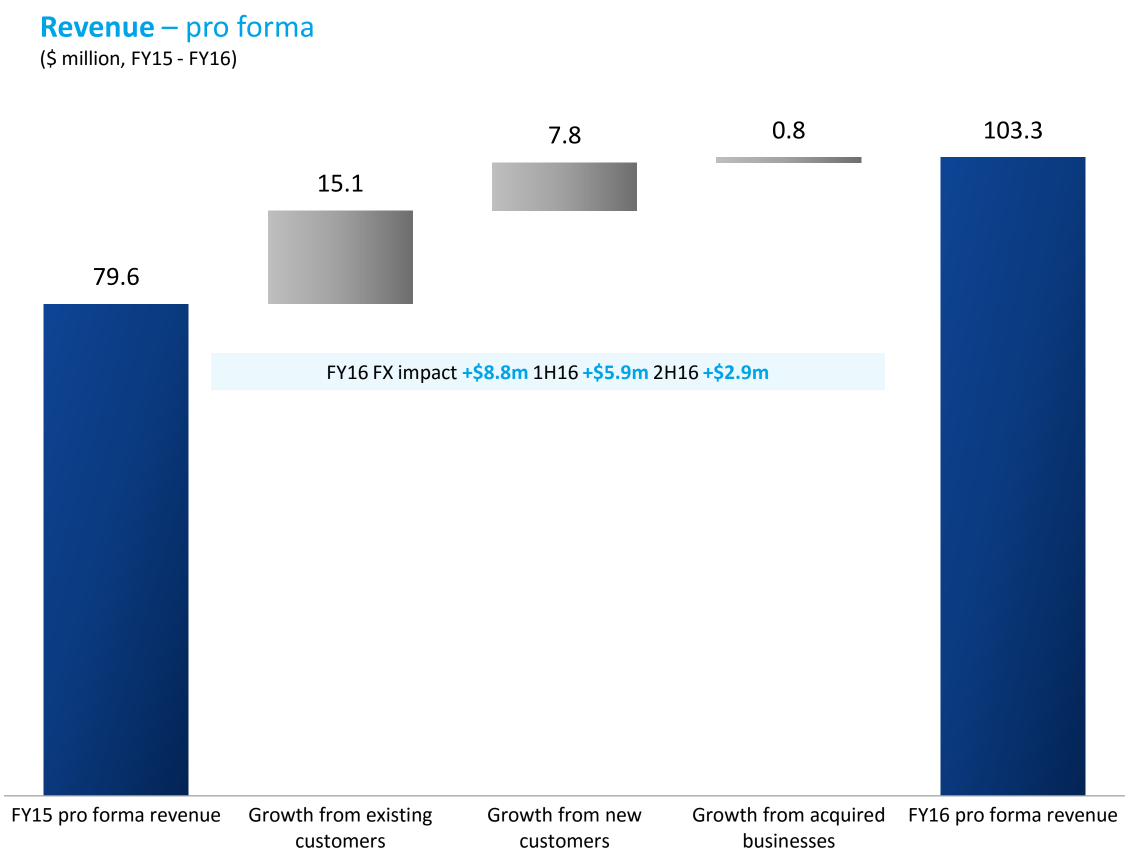




Revenue growth

Revenue up across existing and new customers

- $15.1m existing customer growth
- $7.8m new customer growth(1)
- FX tailwind $8.8m predominantly 1H16, less impact in 2H16
- Revenue +$1.3m vs Prospectus forecast with $1.9m stronger organic growth and $(0.6)m lower FX tailwind



(1) Growth from new customers is defined as revenue growth from CargoWise One application suite customers won in the current year and the full year impact of customers won in the previous two years (who are likely to have contributed only part of a year's revenue in the preceding year, or were still in the initial implementation and rollout phase in the preceding years).

Financial performance summary

Robust delivery across all metrics, business thriving, relentless investment in innovation

Pro forma income statement

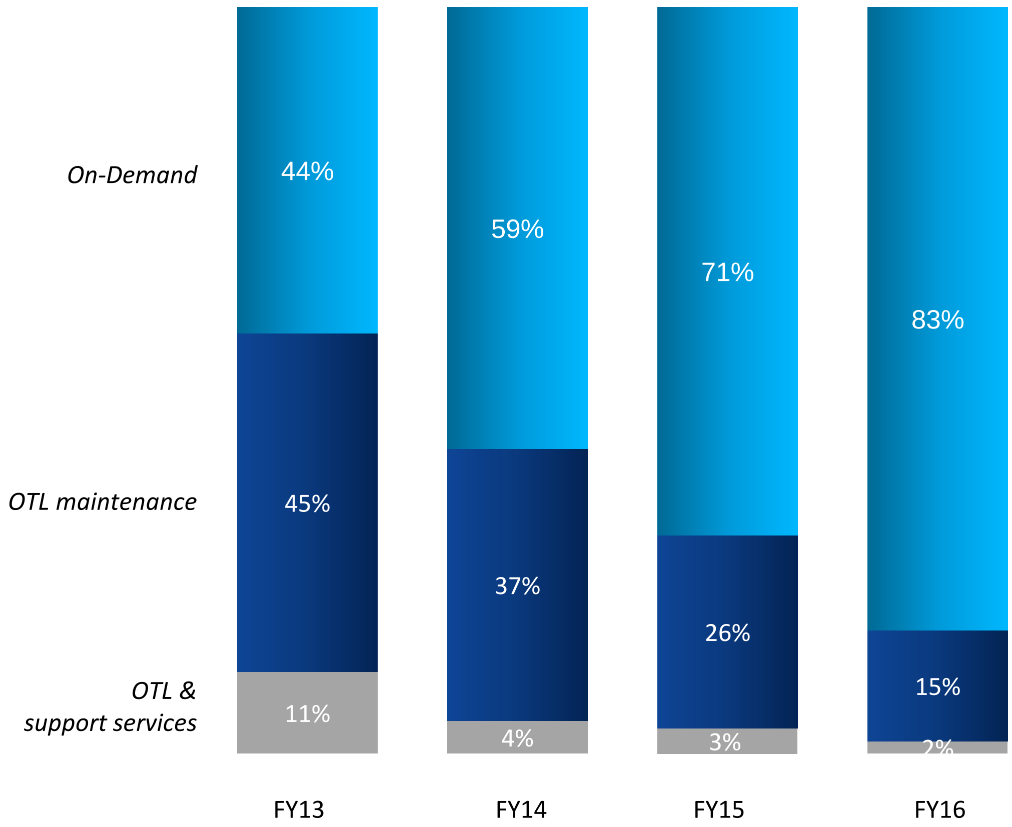
$ million Year ended 30 June	FY13	FY14	FY15	FY16
On-Demand	22.6	39.1	56.9	86.2
OTL maintenance	23.6	24.0	20.0	15.4
OTL & support services	5.7	2.9	2.7	1.7
Total revenue	**51.9**	**66.0**	**79.6**	**103.3**
Cost of revenues	(9.8)	(10.4)	(12.9)	(13.1)
Gross profit	**42.1**	**55.6**	**66.7**	**90.2**
Operating expenses				
Product design and development	(14.9)	(15.8)	(17.0)	(21.1)
Sales and marketing	(8.7)	(9.5)	(12.1)	(15.3)
General and administration	(9.6)	(11.7)	(15.7)	(22.3)
Total operating expenses	**(33.2)**	**(37.0)**	**(44.8)**	**(58.7)**
EBITDA	**8.9**	**18.6**	**21.9**	**31.5**
Key operating metrics				
Total revenue growth	n/a	27%	21%	30%
Recurring revenue growth	n/a	37%	22%	32%
Recurring revenue %	89%	96%	97%	98%
Gross profit margin	81%	84%	84%	87%
Total R&D - % of total revenue	42%	39%	38%	37%
Sales and marketing - % of total revenue	17%	14%	15%	15%
General and administration - % of revenue	18%	18%	20%	22%
EBITDA margin	17%	28%	28%	30%

Licensing model

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

- On-Demand licensing = access on an as-needed basis, pay monthly based on usage
- 83% of our FY16 revenues were from On-Demand customers
  - strong Seat plus Transaction Licence (STL) growth from new and existing customers … transaction-based licence model
  - transition of OTL maintenance customers to STL predominantly complete by 1H17
  - acquired businesses transition to continue beyond FY17
- Key benefits of On-Demand model
  - Enables customers to expand usage on an as-needed basis
  - Allows us to grow revenues over time as customers become more familiar with the product and add more users, modules and transactions

Revenue by licence type
(% of total revenue, FY13 - FY16)



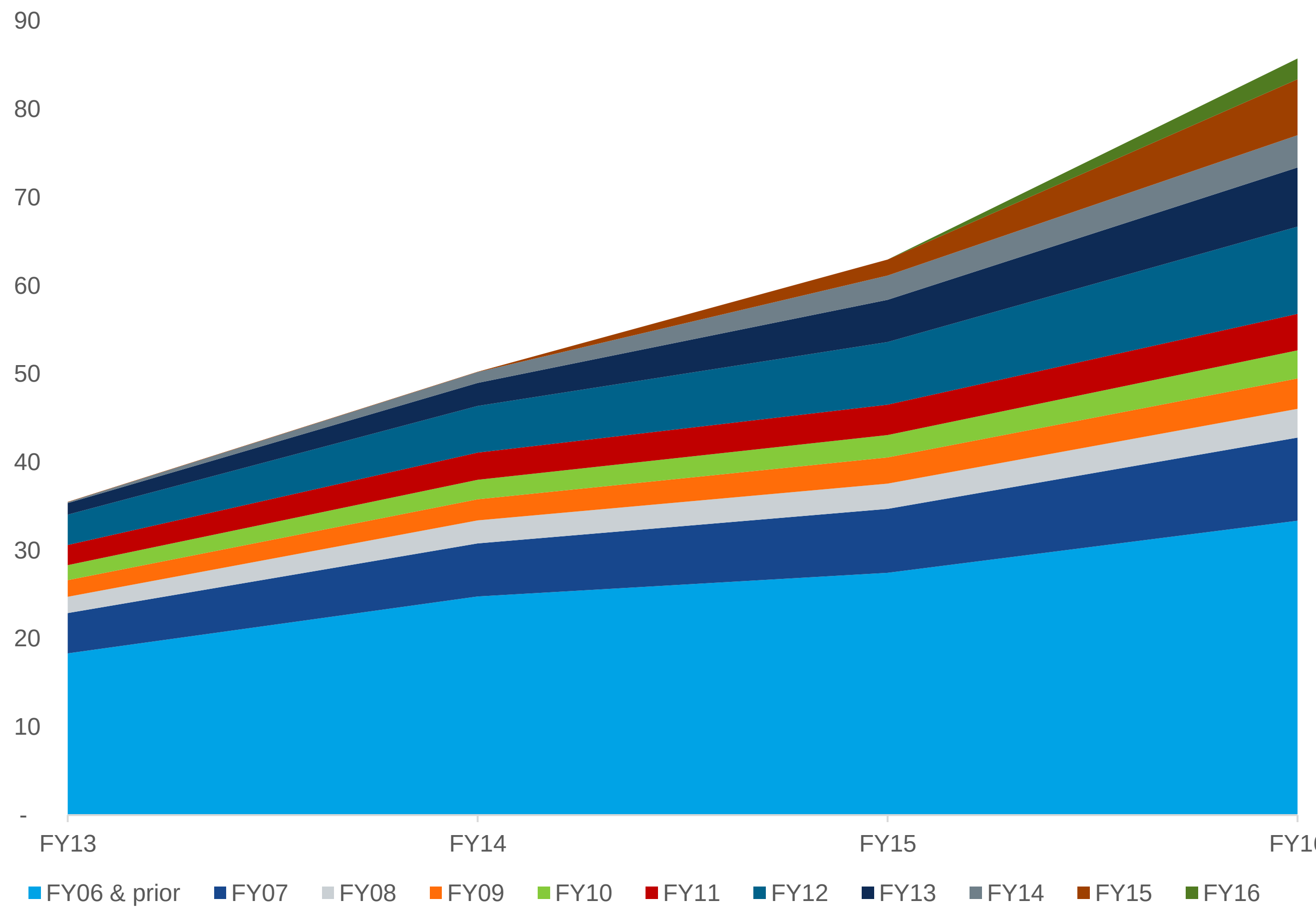
WiseTech GLOBAL

Greater revenue from customers

Our customers grow their revenue over time, low attrition… more users, modules, transactions

- Growth in all cohorts yoy
- Increased revenue benefits as customers use more and expand into more modules and geographies
- High recurring revenue 98% in FY16, +9pp vs FY13
- Minimal customer attrition <1% per year

CargoWise One application suite revenue by sales cohort(1)
($ million, June 2013 - June 2016)

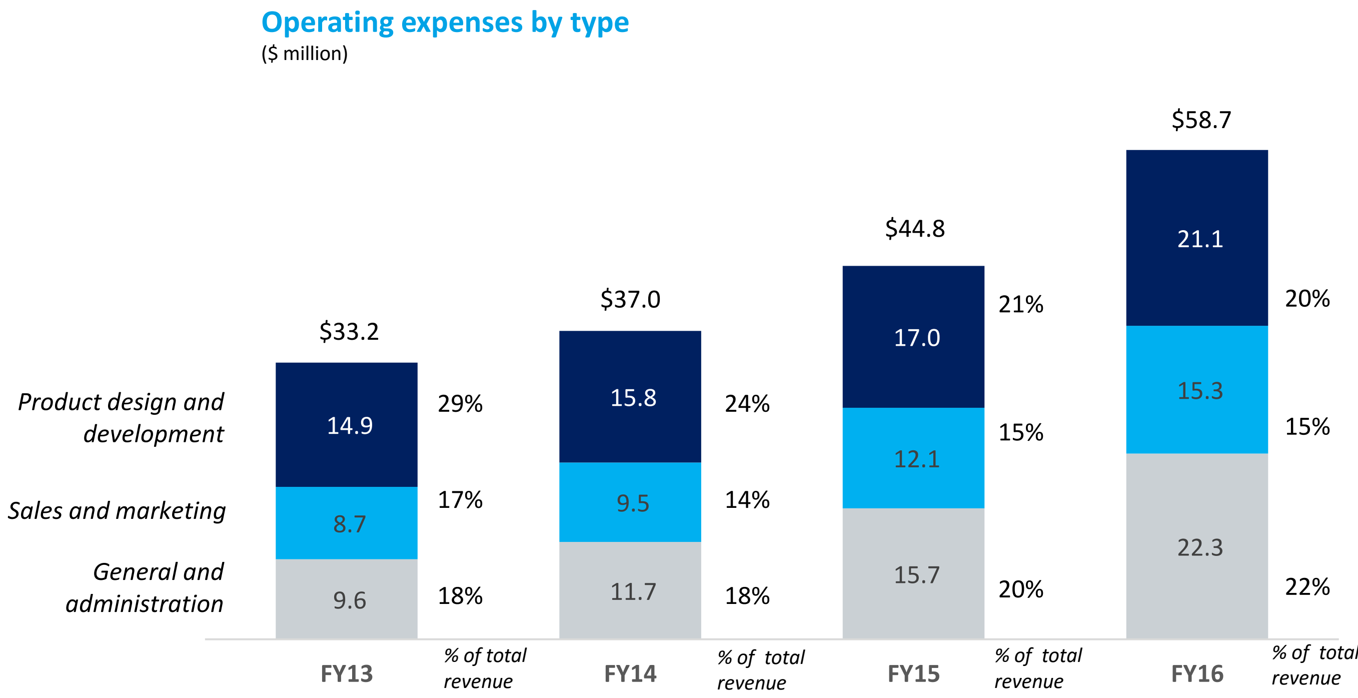


(1) CargoWise One application suite revenue ($ million); excludes revenue on legacy platforms from acquired businesses (TransLogix, Zsoft, CoreFreight, Compu-Clearing).

Operating expenses

Efficient cost control while scaling to support innovation and business growth

- Sales and marketing expenses increased in absolute terms but remained at an efficient rate of 15% of total revenue, consistent with FY15
- Investment in general and administration to support business growth, corporate office and acquisitions

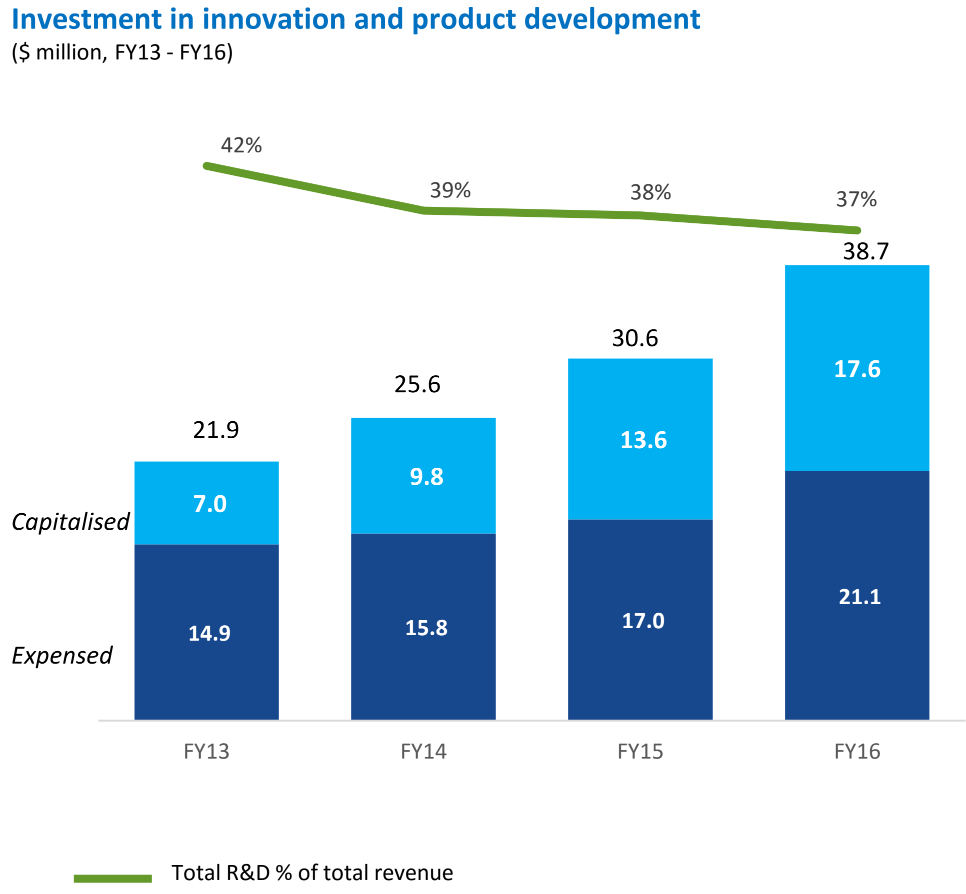


WiseTech GLOBAL

Investment in innovation and product development

Continued high investment in R&D, every $ and every hour builds out our technology lead

- Increases in product design and development expenses from FY15 to FY16 reflect additional investment in the product development team and wage inflation
- 670 product upgrades in FY16 up from an average of 550 pa in FY13 - FY15.
- Growing capitalised component reflects an increased proportion of developer time on new product innovation



WiseTech GLOBAL

Attractive cash flow profile

Healthy operating cash flow

- Continued high conversion of EBITDA into operating cash flow
  - Non-cash items in EBITDA mainly reflect share-based payments and provision movements
  - Small working capital increase includes increased number of customers prepayments
- Continued expenditure on development
  - $16.0m capitalised development cost
  - $1.6m software licences enhancing CargoWise One functionality
- Other net capital investment lower than prior year
- 44% free cash flow conversion ratio

(1) FY16 includes $0.1m expenditure on patents

Pro forma cash flows

$ million	FY13	FY14	FY15	FY16
EBITDA	**8.9**	**18.6**	**21.9**	**31.5**
Non-cash items in EBITDA	3.3	1.2	3.5	2.6
Change in working capital	1.2	(2.2)	(1.2)	(0.1)
Operating cash flow	**13.4**	**17.6**	**24.2**	**34.0**
Capitalised development costs(1)	(7.0)	(9.8)	(13.6)	(17.7)
Other net capital expenditure	(1.8)	(1.7)	(2.9)	(2.4)
Free cash flow	**4.6**	**6.1**	**7.7**	**13.9**
Key operating metrics				
Operating cash flow conversion ratio %	*151%*	*95%*	*111%*	*108%*
Free cash flow conversion ratio %	*52%*	*33%*	*35%*	*44%*

WiseTech GLOBAL

Summary statement of financial position

Strong capital position from which to drive strategic growth

- Strong capital position
  - $125m new equity raised in IPO
  - $24m debt repaid
- High cash reserves to drive strategic growth initiatives
- Increases in intangible assets from product investments and acquisition goodwill
- Remaining borrowings existing finance leases
- Retained earnings … current year earnings offset by dividend payment
- Dividend
  - FY15 final dividend of 0.91cps paid 30 September 2015, $2.3m
  - FY16 interim dividend of 0.60 cps paid 4 April 2016, $1.5m
  - No final dividend declared for FY16
  - FY17 onward expect to target a dividend payout ratio of up to 20% of annual statutory NPAT

$ million	30 June 2015	30 June 2016
Current assets		
Cash and cash equivalents	43.2	109.5
Trade and other receivables	7.8	12.1
Other assets	2.9	5.4
Total current assets	**53.9**	**127.0**
Non-current assets		
Property, plant and equipment	10.0	13.4
Intangible assets	66.0	96.9
Other non-current assets	10.7	8.4
Total non-current assets	**86.7**	**118.7**
Total assets	**140.7**	**245.7**
Current liabilities		
Trade and other payables	5.7	8.7
Borrowings	3.8	3.7
Deferred revenue	10.6	13.4
Other current liabilities	5.3	10.6
Total current liabilities	**25.4**	**36.4**
Non-current liabilities		
Borrowings	26.7	2.7
Deferred tax liabilities	11.8	8.0
Other non-current liabilities	3.8	2.4
Total non-current liabilities	**42.3**	**13.1**
Total liabilities	**67.7**	**49.5**
Net assets	**73.0**	**196.2**
Equity		
Share capital	44.9	165.6
Reserves	1.2	5.4
Retained earnings	26.9	25.2
Total equity	**73.0**	**196.2**

WiseTech GLOBAL

Agenda

Richard White
Founder and CEO

Welcome

CEO overview & performance highlights

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Q & A

WiseTech GLOBAL

Multiple levers for business growth

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**

Grow through **acquisitions**

WiseTech GLOBAL

Innovation investment

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

upgrading for **new regulatory requirements** *e.g. Automated Customs Environment US*

new modules to enable **additional logistics capabilities** or market segments
e.g. warehousing

new product components to **expand functionality of existing modules**
e.g. address validation, geo-coding

hardware components to complement our software
e.g. telematics devices

extending **access to new geographies**
e.g. China, South Africa

over 670
product upgrades in FY16

37%
of revenue invested in FY16

51%
of staff focus on product/innovation

590,000
unit tests executed hourly

$165m
investing FY13-FY17F

adding **quality improvements** – automating or eliminating processes
e.g. global standard workflows

incorporating **new technology** or delivery mechanisms
e.g. elastic cloud, ssd only storage

investing in processes, data centres, scalable technology
e.g. new region data centres

building **next-generation productivity** tools
e.g. PAVE, GLOW

Innovation investment – one example: GLOW

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

GLOW facilitates rapid, high quality and less costly software development

Idea: Build a product that could run on any modern platform without multiple development costs and allow non-technical staff to build products

From first pilot in 2012 to now, we created GLOW:

- An architecture that builds once and deploys to any OS (Windows, Android, iOS, WinCE) on any device (phone, tablet, desktop, handheld)
- Product development tools allow major and rapid product development by non-technical people

Current (us)

Used in WiseTech by product managers to build many aspects of the development of their product. Our experience:

- Faster to market
- Lower cost of development
- Low defect rate
- Higher quality product
- Coding time reduced significantly
- Non-technical staff deliver major business value without code

Future (customers)

Adding GLOW to CargoWise One will allow customers to configure our platform (or even their customers' access) to match their specific needs, rapidly.

- Reduces costs
- Increases customer productivity
- Increases transaction throughput

Long term (everyone)

GLOW = Platform as a Service (PaaS)

GLOW delivers rapid application development and customer driven customisation in any-workflow driven industry
e.g. manufacturing, finance, mining, logistics, construction, administration

WiseTech GLOBAL

Greater usage by customers

Significant growth in existing customers

Growth in usage by existing customers reflects:

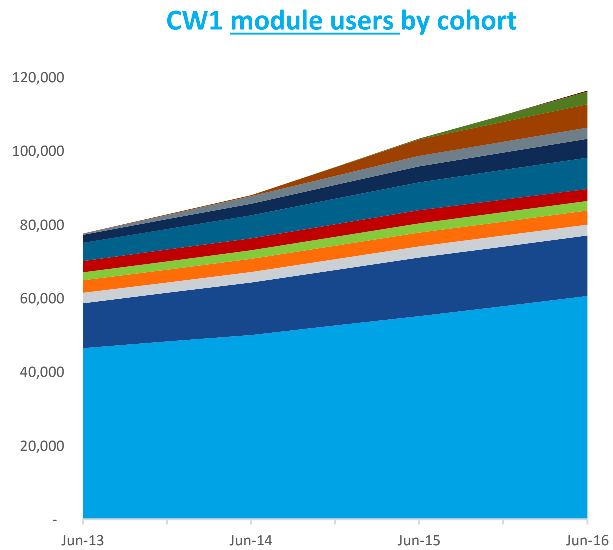
1 - Steady growth in module use and revenue
- Industry drivers fuel transaction growth
- 3PLs expand into new verticals
- Annual attrition rate consistently below 1%

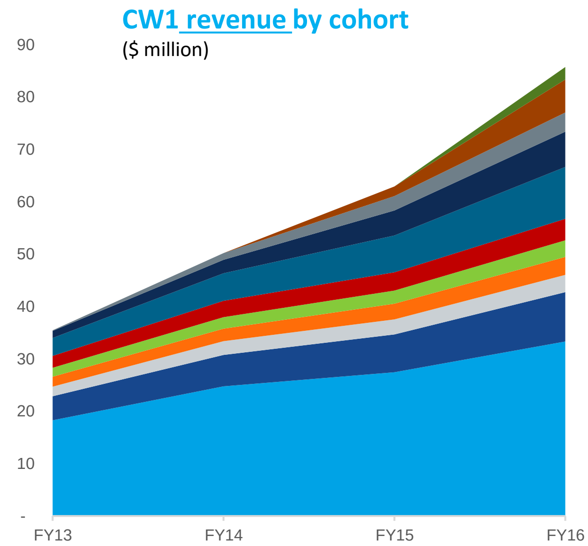
2 - Add new geographies
- Open new sites/geographies without restriction

3 - New adjacencies for global rollout
- Yusen on global rollout for air freight, in 2H16 added sea freight for global rollout

4 - CW1 platform is an efficient consolidation tool for large 3PLs
- DSV/UTi rapidly on-boarded thousands
- No new sales required

5 - Larger contracts and global rollouts grow from existing relationships in select areas
- e.g. DSV, GEODIS, JAS, Mainfreight, OHL, Toll
- DHL GF $60m/4.5yr rollout commenced - pilot site development





"All (UTi) customers have been transferred to the DSV Transport Management System, CargoWise One, allowing freight forwarders full transparency and providing great standard or fully customized EDI solutions for the customers."
Niels Larsen, President DSV Air & Sea North America
9 August 2016 Source: AJOT

New customer growth

Significant opportunities exist outside our existing customers, supported by network effects

Growth in new customers from:

1 - Regulatory changes driving new sales
- Global capacity + development expertise + investment in innovation = significant lead in addressing change
- First to deliver ACE in US, drove significant new sales, targeted key brands for network effect
- Constant regulatory change geographically drives 3PLs to seek new systems

2 - Swift on-boarding of new customers
- Effective piloting, open-access and transition plans encourage efficient rollout and drive transaction revenue

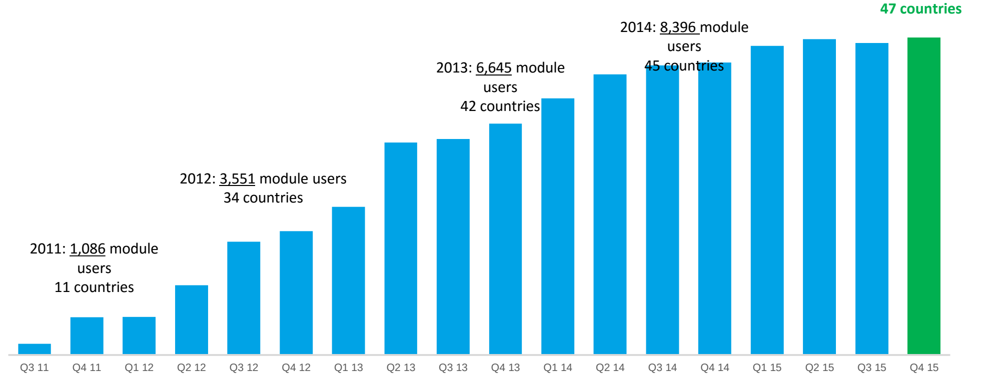
3 - Key areas of growth in logistics software served by CargoWise One
- Fastest growth in revenue and sales in cloud enabled, SaaS, integrated, commercial off-the-shelf systems

4 - Large global rollouts, new contracts
- Reputation as leader in proven commercial solutions for global rollouts

5 - Initiatives for sales and marketing
- Leveraging network effects with additional programs
- Improved scalability of global sales process

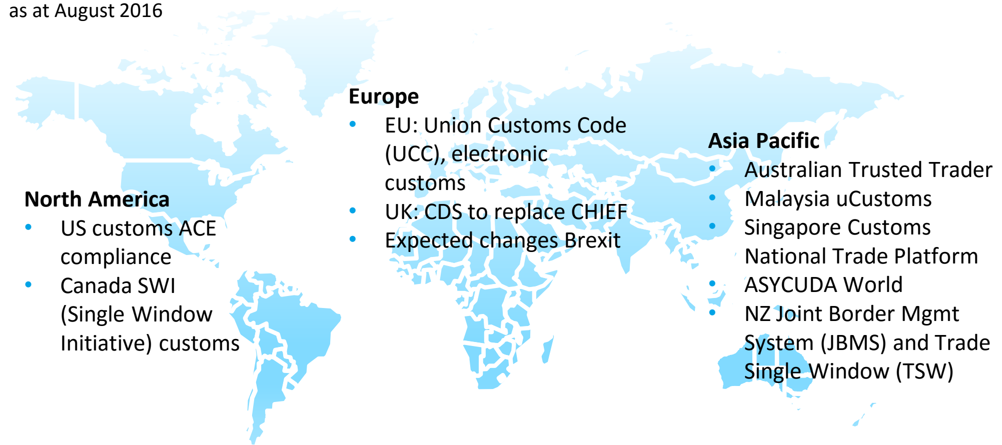
Open-access, single sale process large customer rollout

as at 31 December 2015



Examples of upcoming regulatory changes announced by governments

as at August 2016

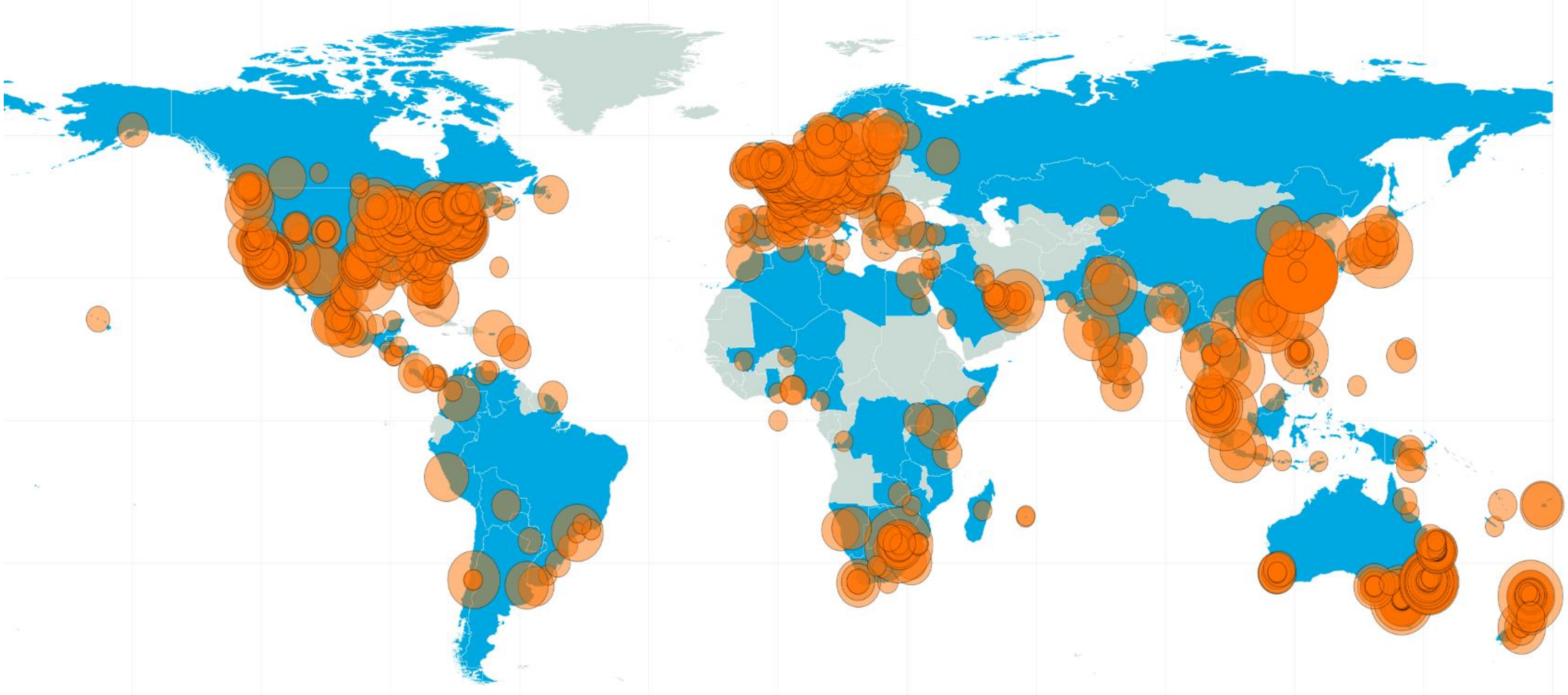


WiseTech GLOBAL

Network effects

Multiple active programmes drive adoption, operating system for global logistics

We build on our strong customer penetration across high GDP trade routes …



By supporting our sales activity with additional effective network programmes …

WARP
Wise Agent Referral Programme

+

Networks
Freight forwarding networks

+

CCLP
Certification programme

+

Industry education
Global - secondary and tertiary

Users by head office for each CargoWise One application suite customer during June 2016.

WiseTech GLOBAL

Growth through acquisitions

Small, valuable acquisitions accelerate our growth strategy across geographies and adjacencies

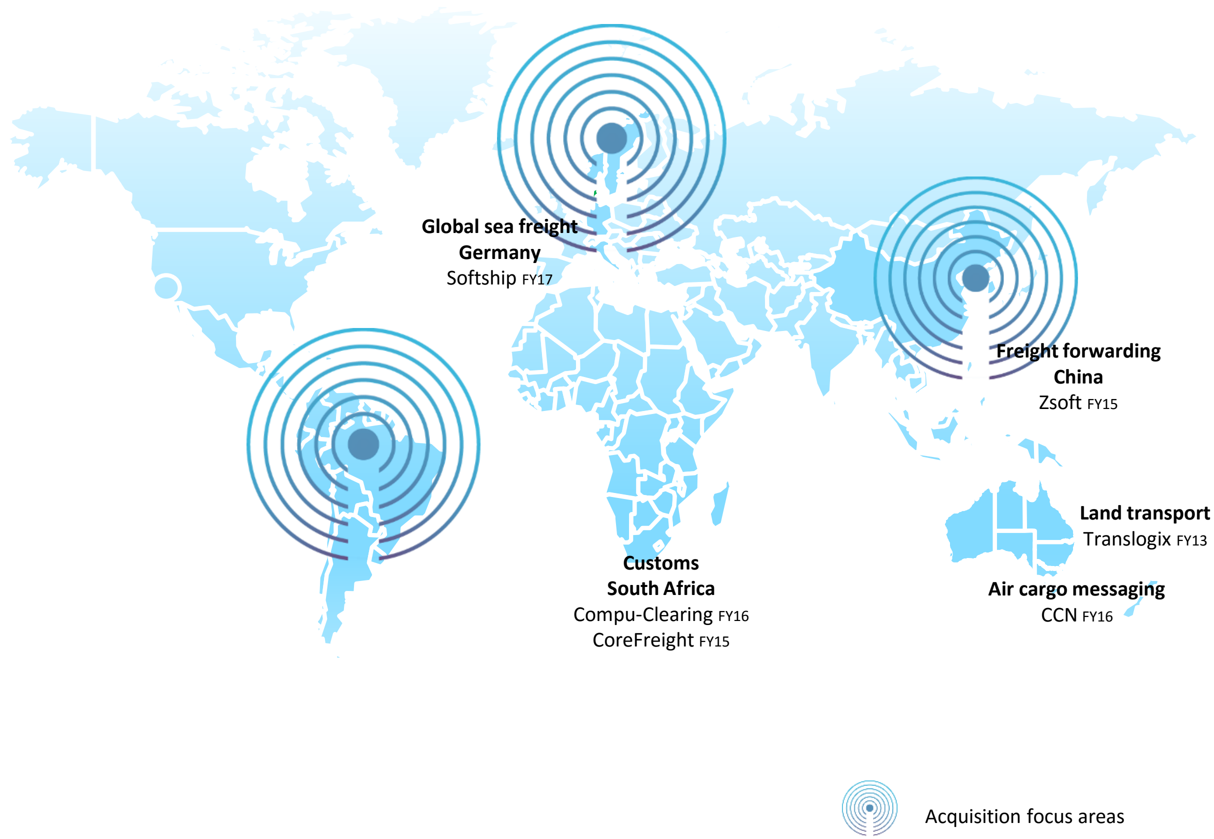
We buy into market positions that would take years to build, integrate swiftly, and drive value across platform

Why we acquire

- Acquire customers in new geographies to migrate to CargoWise One global platform
- Acquire compliance capabilities to avoid high risk, costly market entry
- Acquire skilled employees with local market experience and logistics industry capability and processes
- Acquire to efficiently enter new geographic regions with lower cost and lower risks than organic growth may deliver

What we target

- New geographies
- Strongly entrenched dominant providers (preferably top 3)
- In markets with complex compliance requirements (particularly customs)
- Major markets with larger 3PL customers to allow us to drive network effect
- New, complex, adjacent competencies to allow us to acquire specialist market knowledge to support our product development



WiseTech GLOBAL

Acquisition - integration process + value components

Stage 1 integration completed swiftly, we focus on long-term product capability and growing revenue

3 - 12 months

Integrate target

"Acculturation"

Platform migration
Business processes
Development system
Commercial standards
Management control of operations

Foothold 12-24 months
Adjacencies 3+ yrs

Develop product

"Build out"

Product development
Localisation
E-learning platform
Innovation and expansion

0 - 36 months

Grow revenue

Global customers access new capability integrated in CargoWise One

Immediate revenue once capability loaded to global platform, transaction licence

Conversion of acquired customer base

On-board, licence transition, staggered move of base over 3+ years

Acquired customers - expand usage

Acquired customers - multi-region rollout

Acquisition and integration value components

Skilled staff Developers, customer services, industry experts
\+
Local infrastructure Geographic presence Potential data/service centre
\+
New capability Expand CargoWise One platform
\+
Global customer $ Additional transaction revenue stream + network effect
\+
Acquired customer $ Initial revenue stream + move to CargoWise One transactions + growth in usage
\+
Acquired regional $ Revenue stream from related offices worldwide
= $$$

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Integration - South Africa, China

Stage 1 integration complete on FY15/16 acquisitions, well into product development

South Africa

Combined the leading #1 and #2 customs clearance vendors
Compu-Clearing
CoreFreight

~100 staff
550+ customers

Integration – stage 1

Acculturation **essentially complete**

- Merged CCL and CFS, IT, business and management
- Both businesses on-boarded on CargoWise One and WTC processes rolled out
- Moving to new Waterfall location – purpose built
- Redeployed non-maintenance developers to CargoWise One team
- Acquired staff provide regional support service centre for global platform
- Single face, fully functional sales team in place plus growing Wise Partners
- Commenced new sub-Saharan Africa sales

Product development

"Build out" **near completion**

SA developers commenced new CargoWise One capability for SA region using WTC development platform and equipment

China

Leading freight forwarding vendor
Zsoft

~75 staff
~2,000 customers

Integration – stage one

Acculturation **progressing well**

- Rebranded to WiseTech with Chinese name 慧咨
- Integrated finance, legal, employees and sales
- Integrated to local partner for Chinese Customs and executing transactions
- Commenced e-learning and marketing materials translations
- Migrated to WTC development process and IT infrastructure
- Commenced sales – mix of new and conversions
- Dual language customer service
- New offices – Shenzhen and Shanghai

Outlook - industry dynamics

Industry pain points drive an exponential shift to CargoWise One

3PL industry dynamics vs low propensity to switch out of proprietary systems	Impact of dynamic for WiseTech	Our leading global logistics software 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 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, 125+ 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 on-board 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 →	Unsurpassed 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 global platform used by 19 of top 20 largest global 3PLs

Our technology and business model turns industry problems into tailwinds

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Outlook for FY17

- **Strong momentum into FY17**
  - Revenue growth across existing and new customers
  - Tailwinds from industry dynamics
  - Annual attrition rate <1%
  - Large customers rapidly integrating acquisitions using CargoWise One
  - Brand uplift from global rollouts, large customer wins and ASX listing
- **Business well positioned for significant growth**
  - ‘operating system for global logistics’ licenced in 125+ countries
  - Relentless innovation, $165m (FY13 - FY17F), widening technology lead with every $ invested
  - Strong balance sheet, quality recurring revenues, generating further cash flow
  - Accelerating organic growth by integrating acquired vendors + building out platform capability
- **Driving global expansion** with further acquisitions in key regions and adjacencies
- **Healthy growth in earnings expected yoy**

	upgraded forecast	upgraded growth vs FY16
FY17 Total revenue	$148m - $155m	43 - 50%
FY17 EBIDTA	$50m - $53m	59 - 68%

Changing the world … one innovation at a time

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Agenda

Welcome

CEO overview & performance highlights

Financials FY16

Progress on strategy & outlook

Q & A

Appendix

FY17 upgraded forecast and forecast assumptions

Revenue and EBITDA growth in excess of Prospectus forecast

What is included in the forecast results

- 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
- Conversion of all CargoWise One customers on OTL maintenance to On-Demand licensing by 31 December 2016
- Standard price increases
- Softship and CCN forecasts

What is not included in the forecast results

- Material change in revenues from the acquired platforms
- Benefits from migration of customers from acquired platforms to CargoWise One
- Potential for increased revenue from OTL maintenance to On-Demand contracts
- Growth in services revenue outside of e-services
- Revenue from new products in development but not yet commercialised
- Changes in the mix of invoicing currencies
- Potential acquisitions

$ million	Revenue	EBITDA
FY17 Prospectus forecast	135	48
Adjustments:		
CCN & Softship - acquisitions	13	2
FX	(3)	(1)
Operational run-rate	3 - 10	1 - 4
FY17 upgraded forecast	**148 – 155**	**50 - 53**

Pro forma income statement

$ million	FY13	FY14	FY15	FY16
On-Demand	22.6	39.1	56.9	86.2
OTL maintenance	23.6	24.0	20.0	15.4
OTL & support services	5.7	2.9	2.7	1.7
Total revenue	**51.9**	**66.0**	**79.6**	**103.3**
Cost of revenues	(9.8)	(10.4)	(12.9)	(13.1)
Gross profit	**42.1**	**55.6**	**66.7**	**90.2**
Operating expenses				
Product design and development	(14.9)	(15.8)	(17.0)	(21.1)
Sales and marketing	(8.7)	(9.5)	(12.1)	(15.3)
General and administration	(9.6)	(11.7)	(15.7)	(22.3)
Total operating expenses	**(33.2)**	**(37.0)**	**(44.8)**	**(58.7)**
EBITDA	**8.9**	**18.6**	**21.9**	**31.5**
Depreciation	(0.9)	(1.2)	(2.7)	(4.3)
Amortisation	(1.9)	(2.3)	(3.0)	(4.8)
EBITA	**6.1**	**15.1**	**16.2**	**22.4**
Acquired amortisation	(2.2)	(2.0)	(2.1)	(1.9)
EBIT	**3.9**	**13.1**	**14.1**	**20.5**
Net finance (costs)/income	(0.0)	0.1	0.5	0.3
Profit before income tax	**3.9**	**13.2**	**14.6**	**20.8**
Tax expense	(0.8)	(3.4)	(4.2)	(6.6)
NPAT from continuing operations	**3.1**	**9.8**	**10.4**	**14.2**
Acquired amortisation after tax	1.5	1.4	1.5	1.3
NPATA	**4.6**	**11.2**	**11.9**	**15.5**

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Reconciliation from statutory to pro forma income statement

$ million	Note[1]	FY13	FY14	FY15	FY16
Statutory revenue		**43.0**	**56.7**	**70.0**	**102.8**
Net impact of acquisitions	1	8.9	9.3	9.6	0.5
Pro forma revenue		**51.9**	**66.0**	**79.6**	**103.3**
Statutory NPAT from continuing operations		**3.7**	**10.1**	**10.1**	**2.2**
Net impact of acquisitions	1	1.3	1.7	1.5	0.5
Acquisition transaction costs	2	-	-	0.5	0.5
Incremental listed company costs	3	(2.6)	(2.6)	(2.6)	(1.8)
Offer costs	4	-	-	0.3	6.7
Net finance costs	5	0.4	0.3	0.4	0.8
Employee incentive scheme close-out	6	-	-	-	4.4
Commission scheme close-out	7	-	-	-	6.2
Tax impact of pro forma adjustments	8	0.3	0.3	0.2	(5.3)
Pro forma NPAT		**3.1**	**9.8**	**10.4**	**14.2**

(1) Please refer to notes on slide 35 for an explanation of these adjustments

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Notes to pro forma adjustments

Summary of pro forma adjustments

1. Represents the pro forma impact of acquisitions as presented in the Prospectus and adjustments for FY16 to remove the impact of CCN for May and June 2016.
2. Represents costs associated with acquisitions completed in the respective period.
3. Includes a full year of estimated costs of being a listed public company.
4. Adds back the costs associated with the IPO, including the FX option cost of $0.6m.
5. Removes historical finance costs on bank debt, borrowings having been repaid as part of the IPO.
6. Adds back the costs associated with the close out of legacy employee incentive arrangements as part of the IPO.
7. Adds back the costs associated with the close out of legacy sales commission scheme as part of the IPO.
8. Adjusts the tax impact of the pro forma adjustments.

Reconciliation of statutory operating cash flow to statutory cash flow

- $6.1m IPO costs expensed included within statutory EBITDA but excluded from net cash flows from operating activities
- Total pre-tax IPO cash costs in the year $14.0m, $6.1m expensed and the remainder capitalised against equity
- Payments for intangibles include $16.0m capitalised development costs, $1.6m external software licences and $0.1m patents
- $125m of proceeds from the issue of shares as part of the IPO
- $24.0m of drawn borrowings repaid

$ million	FY15	FY16
EBITDA	**21.1**	**15.8**
Non-cash items in EBITDA	3.5	9.2
Changes in working capital	(1.3)	0.7
Operating cash flow	**23.3**	**25.7**
Income tax paid	(1.9)	(3.1)
Derivatives purchased	-	(1.5)
Net cash flows from operating activities	**21.4**	**21.1**
Payment for intangible assets	(13.3)	(17.7)
Purchase of property, plant and equipment	(2.6)	(2.4)
Interest received	0.2	0.8
Acquisition of trading assets of Shenzen Zsoft Software Corporation Development Co. Ltd	(2.4)	(1.3)
Acquisition of Core Freight Systems (Pty) Ltd	(5.5)	-
Acquisition of Compu-Clearing Outsourcing Limited	(5.6)	(17.5)
Acquisition of Cargo Community Network Pty Ltd	-	(1.0)
Payment for equity securities	(2.2)	(0.2)
Net cash flows used in investing activities	**(31.4)**	**(39.3)**
Proceeds from the issue of shares	35.0	125.0
Interest paid	(0.7)	(1.4)
Initial Public Offering costs	-	(7.6)
Payment for finance lease liabilities	(1.6)	(3.4)
Proceeds from borrowings	24.0	-
Repayment of borrowings	(5.0)	(24.0)
Dividends	(2.0)	(3.8)
Transaction costs	(0.3)	(0.2)
Net cash flows from financing activities	**49.4**	**84.6**
Net increase in cash and cash equivalents	39.4	66.4
Cash and cash equivalents at 1 July	3.7	43.1
Cash and cash equivalents at 30 June	**43.1**	**109.5**

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Reconciliation of operating and free cash flow - statutory to pro forma basis

FY16

$ million

	Note[1]	**Operating cash flow**	**Free cash flow**
Statutory basis		**25.7**	**5.6**
Net impact of acquisitions	1	0.3	0.3
Acquisition transaction costs	2	0.5	0.5
Incremental listed company costs	3	(1.8)	(1.8)
Offer costs	4	5.3	5.3
Employee incentive scheme close-out	6,7	4.0	4.0
Pro forma basis		**34.0**	**13.9**

(1) Please refer to notes on slide 35 for an explanation of these adjustments

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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* *98%* [1]				*Other revenue* *2%* [1]	
Revenue categories:	**On-Demand** **83%** [1]			**OTL maintenance** **15%** [1]	**OTL & support services** **2%** [1]	
Licence model:	**Seat plus Transaction Licencing (STL)**	**Module User Licence (MUL)**		**One-Time Licence (OTL)**		**Support services**
				Maintenance	**Licence**	
Revenue drivers:	**Transactions**	**Modules used**	**Services** [2]	**Licences**		
Price drivers:	· Price per transaction executed · Price per individual user	· 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 and training
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 One	✓	✓	✓	✗	✗	✗
- ediEnterprise	✗	✓	✓	✓	✓	✗
- Legacy	✗	Translogix, Compu-Clearing	✓	Translogix, Zsoft, CoreFreight	Translogix, Zsoft	Translogix, Zsoft

(1) Represents percentage of FY16 pro forma 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. Such revenue represented approximately 10% of FY16 pro forma revenue and recurs with similar consistency to STL and MUL services
(3) ediEnterprise is our software product that CargoWise One was developed from

Global revenues received in a mix of key currencies

Revenues protected with effective natural hedge and external arrangements

- 74% of FY16 revenue in non-AUD … lower rate expected in FY17
- DHL GF contract denominated in AUD: $60m total FY17 - FY21
- Natural hedge with both revenue and expenses denominated in various currencies
- USD exposure limited by approx 90% coverage for FY17 at 0.74 average rate
- FY16 FX tailwind shifted to FY17 headwind
- $3m FX headwind vs Prospectus forecast

FX rates v AUD	FY17 Prospectus forecast	FY17 upgraded forecast
GBP	0.49	0.57
RMB	4.61	5.00
EUR	0.64	0.66
NZD	1.07	1.05
ZAR	11.46	10.50
USD	0.70	0.74

Sensitivities	Increase / decrease	FY17 pro forma NPAT $ million
FX rates vs AUD		
USD	+/- 1%	nil/+ 0.4
ZAR	+/- 10%	-/+ 0.1

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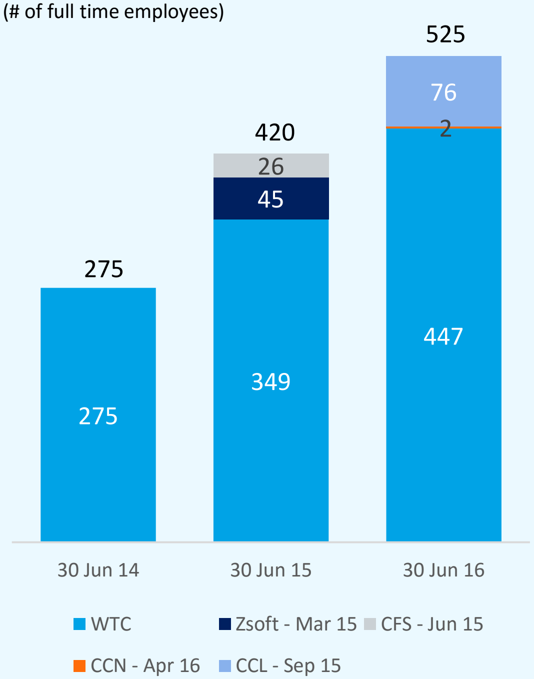
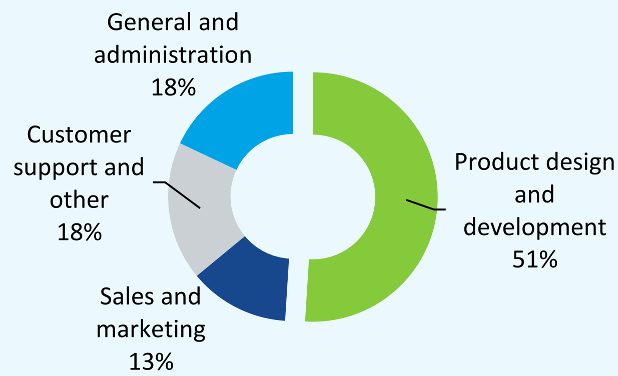
Employees

Over 500 employees; over half our workforce focused on product development activities

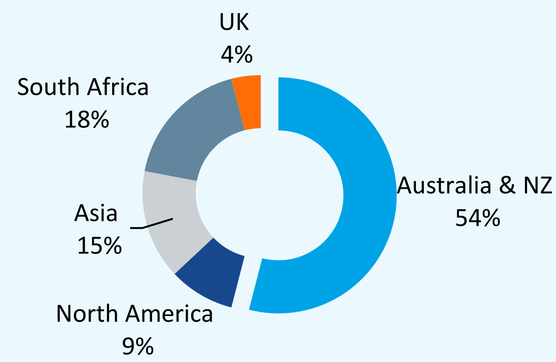
Growth in full time employees
(# of full time employees)



Employees by function
(%, as at 30 June 2016)



Employees by region
(%, as at 30 June 2016)



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Thank you

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