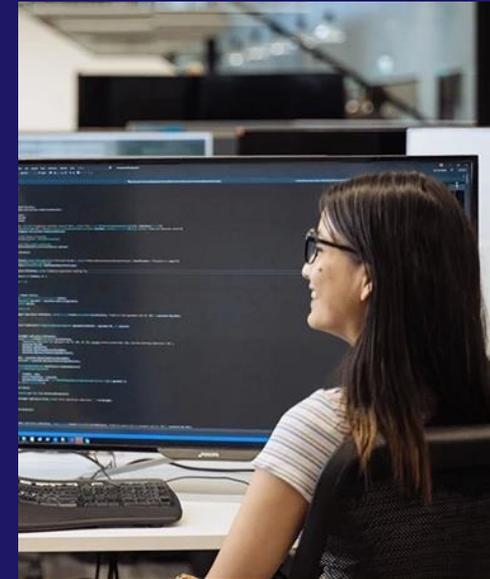


2020 Annual General Meeting



Virtual meeting platform



Access virtual meeting

<https://agmlive.link/WTC20>



Virtual meeting online guide

<https://ir.wisotechglobal.com/investors/?page=agm>



How to vote

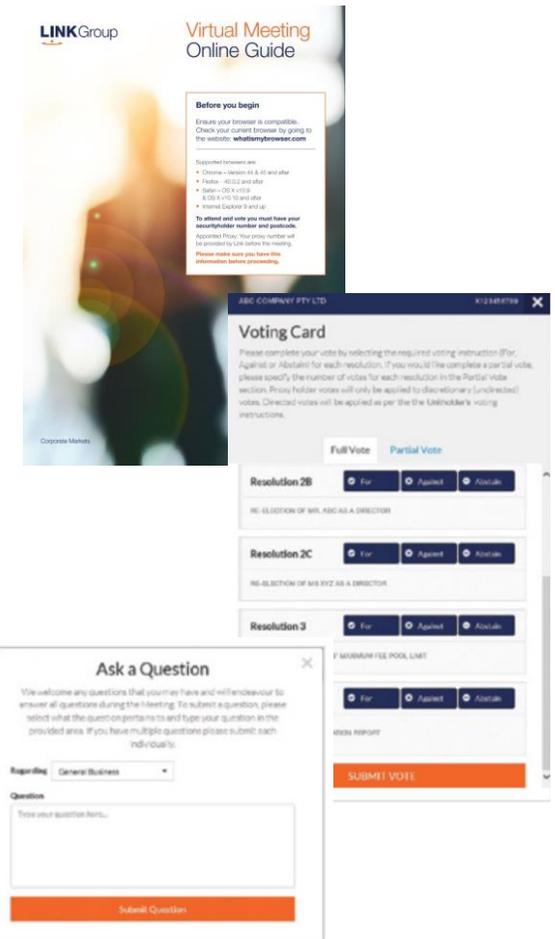
Click on “Get a Voting Card” button



How to ask a question

Click on “Ask a Question” button

Help number: 1800 990 363



Board of Directors



Andrew Harrison
Independent Chair &
Non-Executive Director



Richard White
Executive Director,
Founder & CEO



Teresa Engelhard
Independent
Non-Executive Director



Charles Gibbon
Independent
Non-Executive Director



Michael Gregg
Independent
Non-Executive Director



Maree Isaacs
Executive Director,
Co-Founder & Head of
License Management



Arlene Tansey
Independent
Non-Executive Director

Agenda

1 Welcome & Chair's address

2 CEO's address

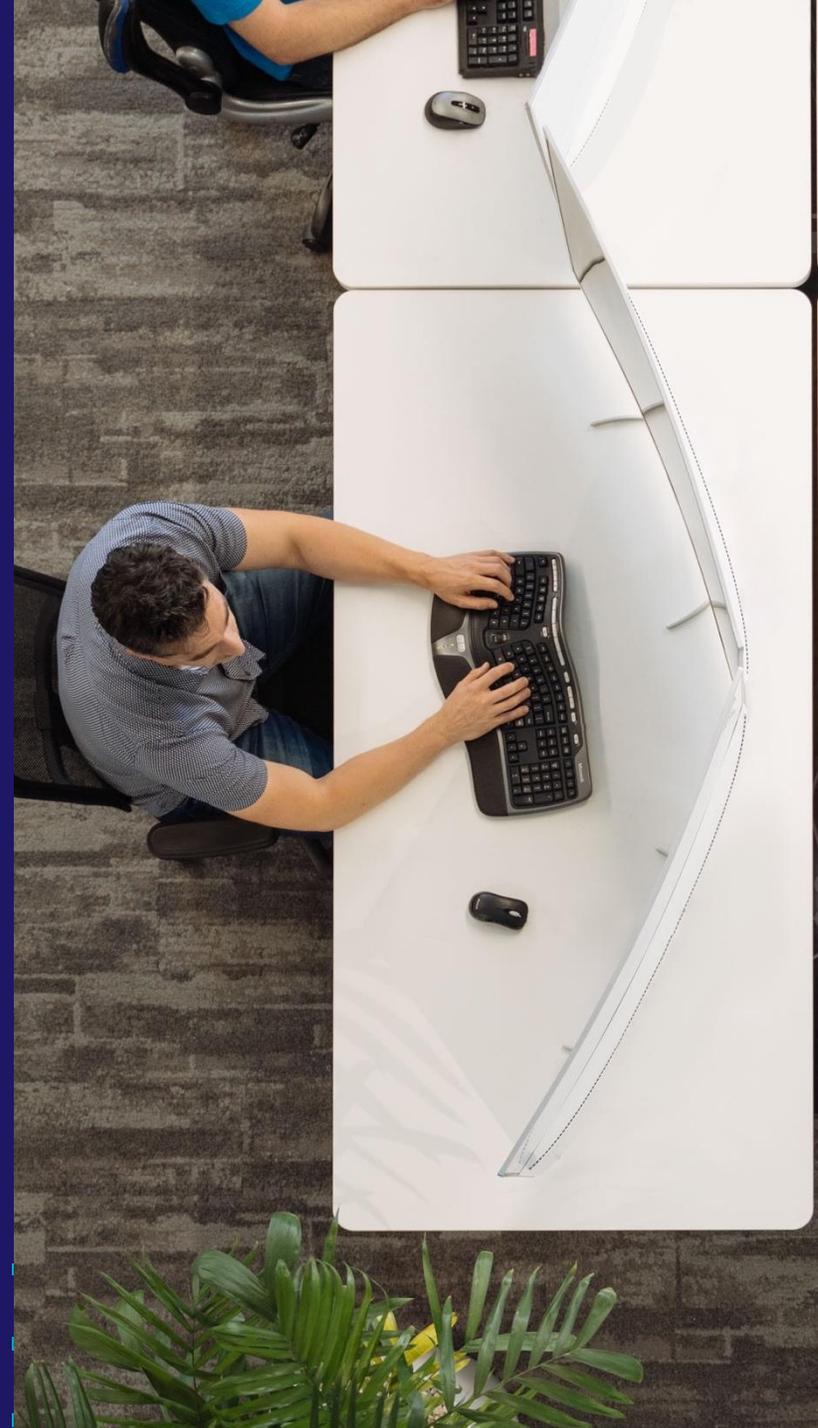
3 Formal business

4 Poll



Andrew Harrison

CHAIR'S ADDRESS



COVID-19 response

- Rapid response due to early visibility into disruption of trade flows
- Prioritised safety and wellbeing of our people, partners & communities
- Proud of resilience and dedication of staff
- Commitment to ensuring customers can keep global supply chains moving



Financial highlights

Total revenue
\$429.4m ↑23%
on FY19

20% CargoWise growth
despite COVID-19 headwinds

EBITDA
\$126.7m ↑17%
on FY19

EBITDA margin 30%
CargoWise 48% in FY20

Statutory NPAT
\$160.8m ↑197%
on FY19

includes non-cash (non-taxed)
fair value gain of \$111.0m

Underlying NPAT
\$52.6m

Reflecting increased depreciation
& amortisation expenses due to
increased investment in R&D and
the amortisation from acquisition
product development

Operating cash flow
↑16% on FY19

\$223.7m in cash
at 30 June 2020
\$190.0m undrawn debt
with an additional \$200.0m
accordion facility

1.60 cps
Fully franked final dividend
(paid on 2 October 2020)
Total year dividend of
3.30 cps (payout ratio of 20%
of underlying NPAT)

Board evolution



Arlene Tansey
Independent Non-Executive Director
since June 2020

- Extensive ASX-listed governance experience
- 30-years international experience in financial services & investment banking
- Appointed Chair of the Audit Committee in October 2020

Additional Independent Non-executive Director expected to be appointed in next 12 months to support our long-term growth strategy

Corporate social responsibility



Governance standards

- Significant importance to governance standards



Contributing to sustainable logistics

- Positive contribution to communities
- Technology solutions important role in improving resource usage



Diverse & inclusive workforce

- 2,000 people globally – 60 nationalities and ages 18–75+
- 33% of employees and 43% of Board female

Richard White

FOUNDER & CEO

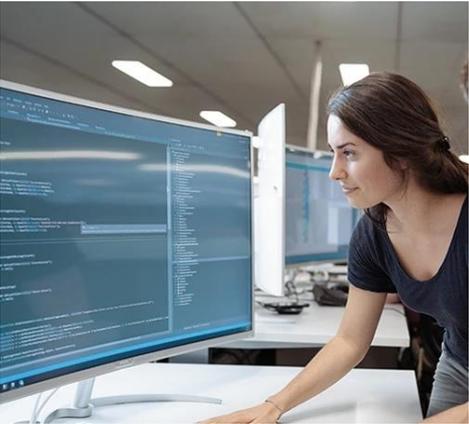


Emerging stronger from challenges of COVID-19

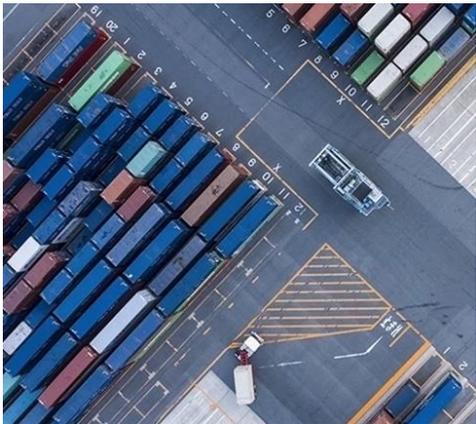
Logistics industry
and our technology
of critical
importance



Our platforms &
data centres
supporting
customers

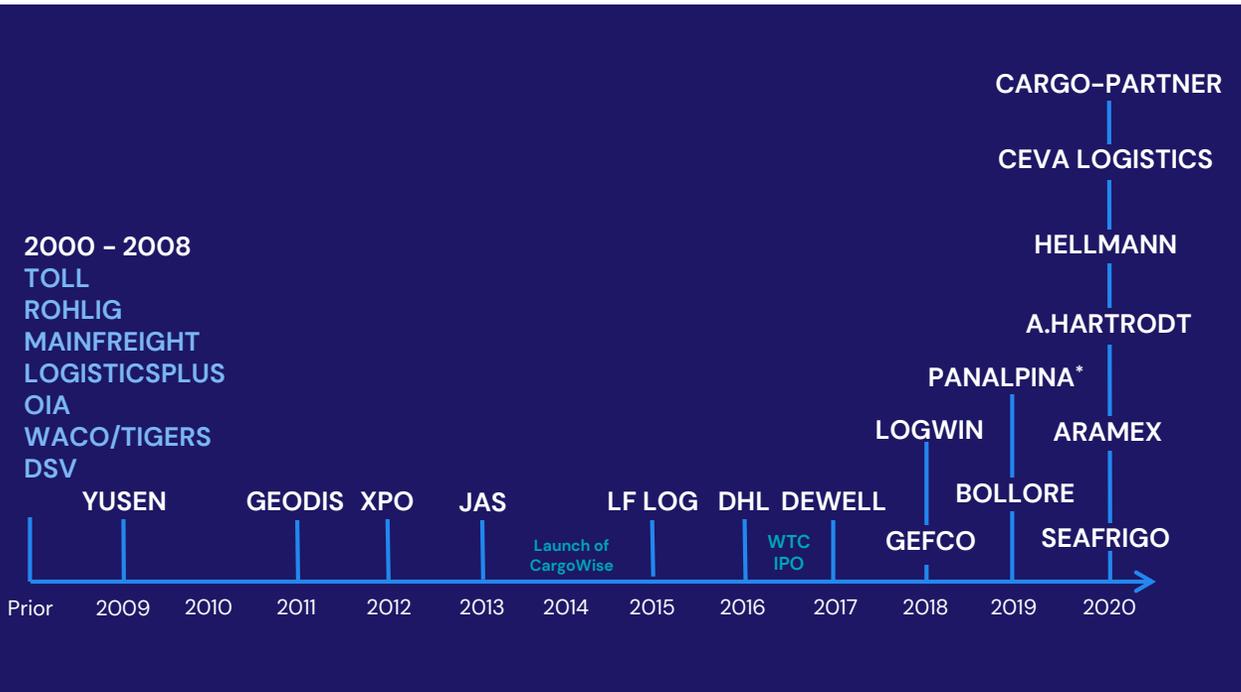


Providing real-time
data to assess
impact on
businesses



Strong product
outcomes &
productivity
increases

Continued market penetration

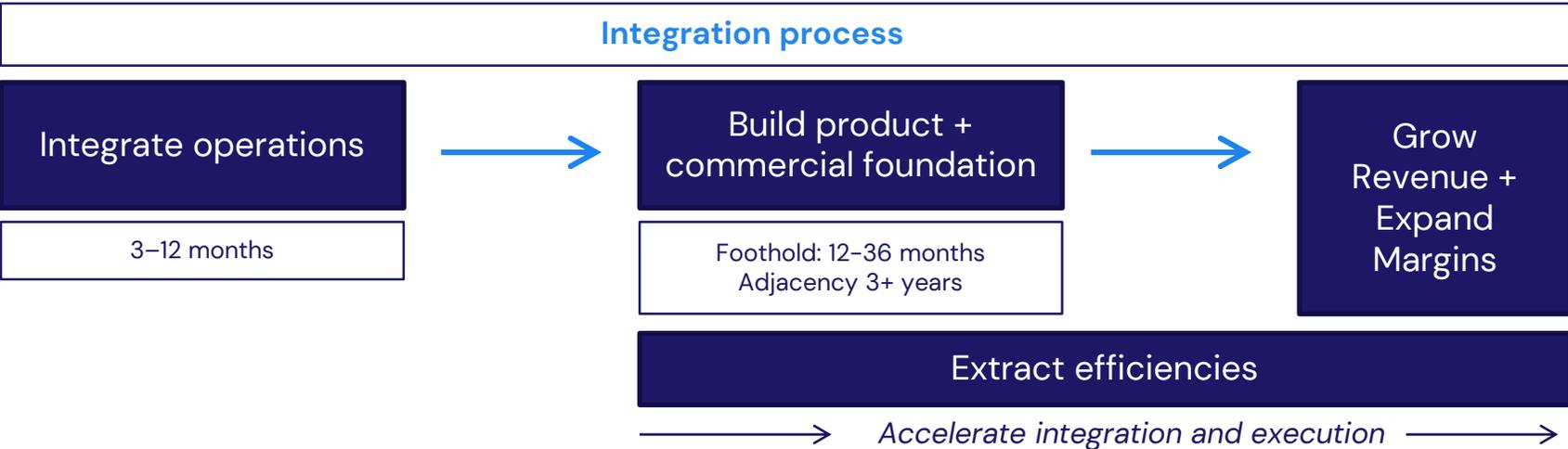


- CargoWise has 23 large global freight forwarders[^] with global rollouts in process or completed. 11 of these are in the top 25
- Recent sales acceleration and a strong pipeline are driven by a sales team focus (Delta) and COVID-19 industry pressures creating conditions for change
- Global rollouts take time, with significant 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

Strategic acquisitions & integration



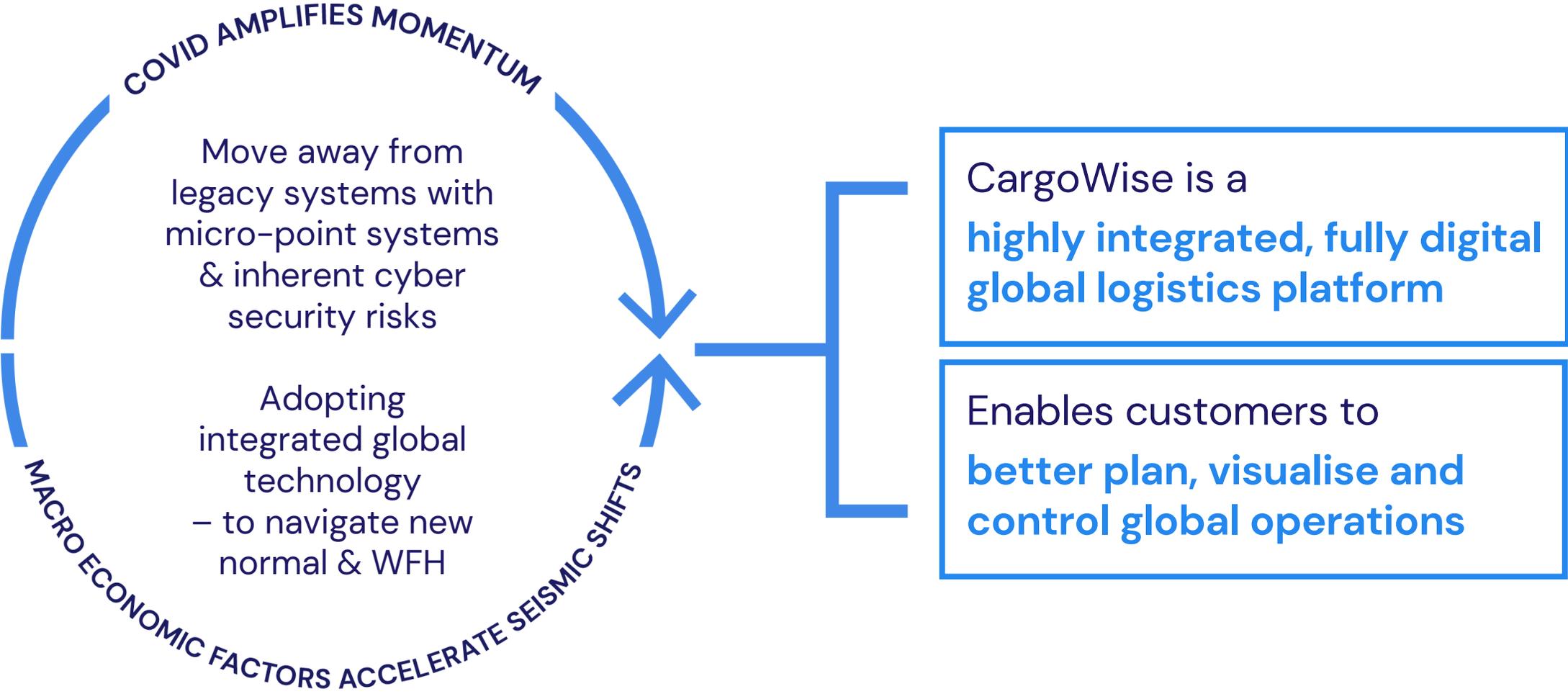
Building out the world's customs and border compliance platform to cover 90% of manufactured trade flows

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

LANDSIDE/CONTAINER	GLOBAL RATES MANAGEMENT	SPECIALIST WMS
TRANSPORT MANAGEMENT SOLUTIONS		
GLOBAL SHIPPING	COMPLIANCE	MESSAGING

1. BorderWise is fully integrated in CargoWise.

Structural sector changes – accelerated by COVID-19



Next horizon

Product

*Expand
technology
lead*

- Drive CargoWise platform & product suite evolution
- Accelerate key native customs projects
- Complete 30 geographic customs & border-compliance builds

Penetration

*Expand
market
penetration*

- Drive global rollouts – top 25 freight forwarders and top 200 global logistics providers
- Collaborate with channel partners (46 countries)
- Digital-first approach

Profitability

*Drive
operational
efficiency*

- Self-service portal – automate manual customer facing & internal functions
- Remove duplication
- Align product teams to key development resources (Sydney)

Outlook & FY21 guidance

FY21 revenue

\$470m – \$510m



9% – 19%

FY21 growth vs FY20

FY21 EBITDA

\$155m – \$180m



22% – 42%

FY21 growth vs FY20

- WiseTech has remained resilient through COVID-19 and recovery momentum improving since July
- COVID-19 disruptions provide tailwinds for growing market share
- Seeing increased demand amongst global logistics service providers for our digital solutions

Guidance subject to assumptions set out in appendices & subject to no material adverse events



Strategic opportunities



Clear goal to empower & enable the world's supply chains



Product pipeline and R&D providing competitive edge & significant profitability opportunity

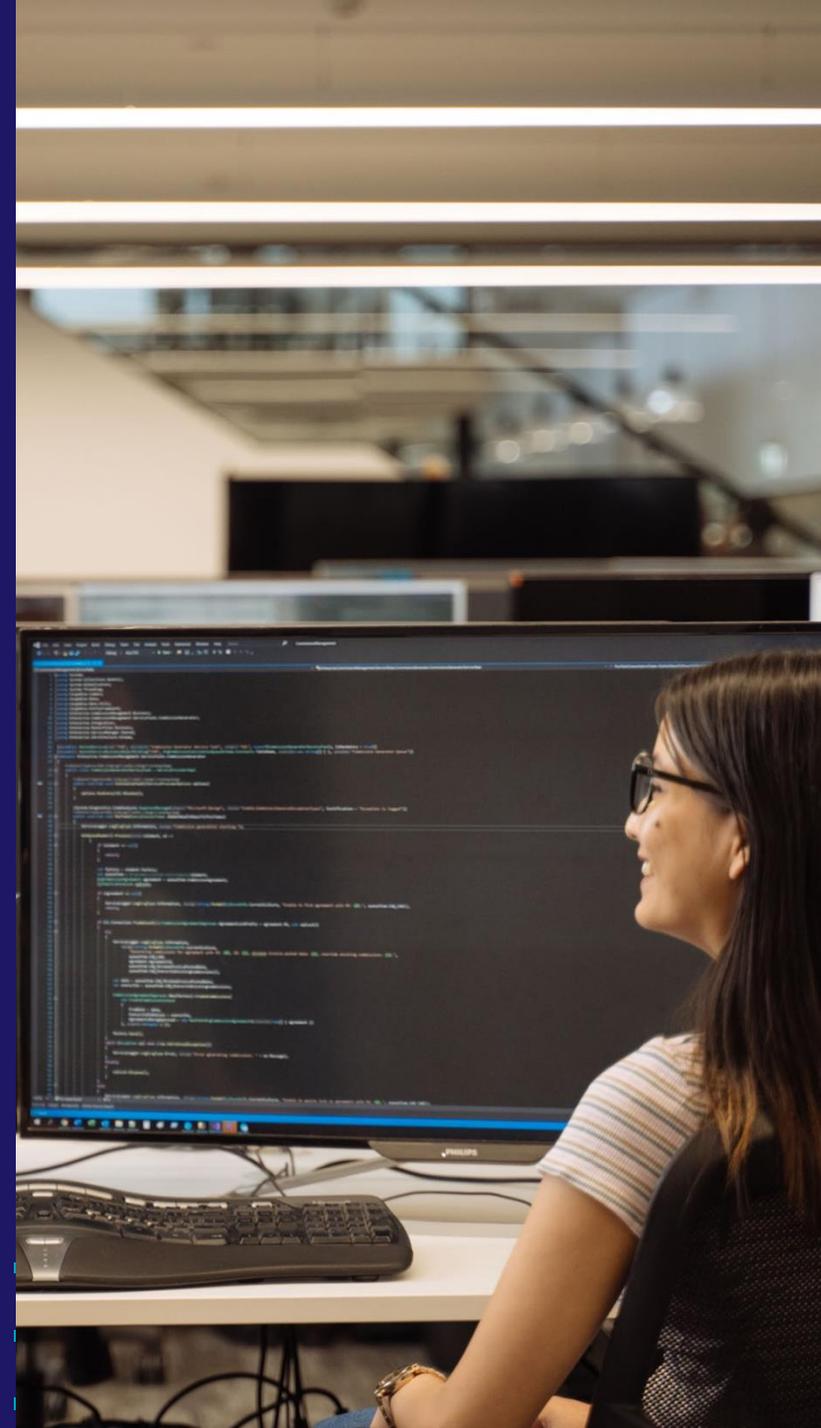


Ideally positioned to deliver continued growth & market penetration



Comprehensive strategy & financial firepower to fund growth

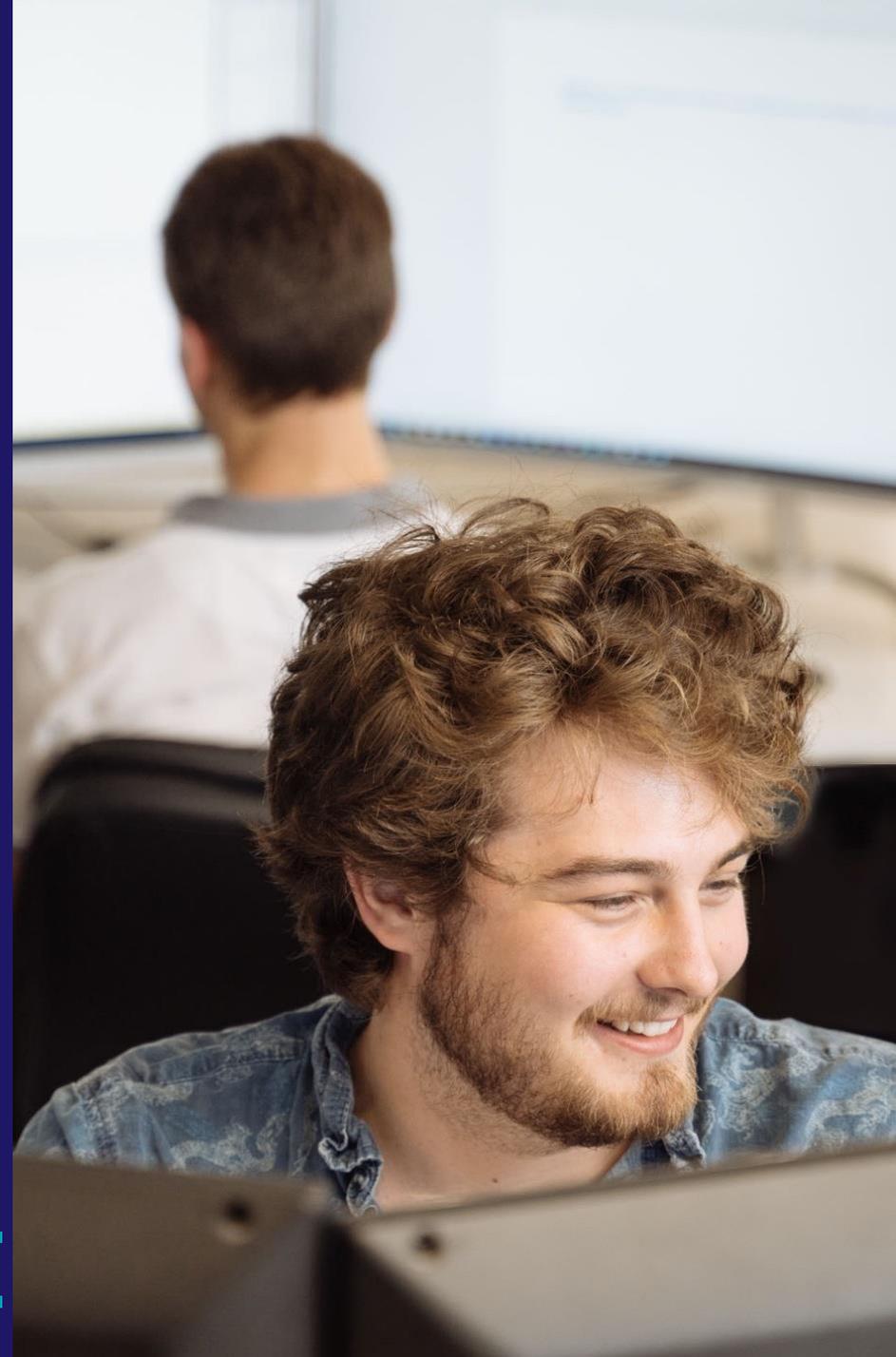
Formal Business



Appendices

Slides

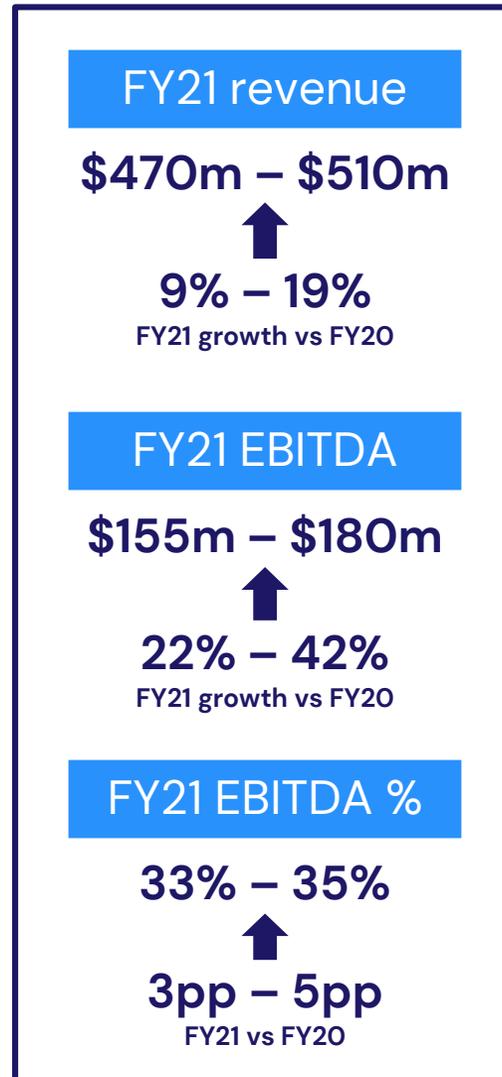
- FY21 guidance – Key assumptions and sensitivities
- FY21 COVID-19 assumptions and F/X sensitivities



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-19 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 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 rollouts, new customer wins, user and transaction growth, new product and feature enhancement rollouts

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 Appendices. 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.

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

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

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
- Hedge position in place to cover part of USD and EUR revenue exposure

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

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

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