

ACCELERATING ORGANIC GROWTH THROUGH ACQUISITION

Panel: Experience of origination, acquisition, integration
Bysoft, CargoSphere, Microlistics, ABM Data Systems

Product, Technology and Strategy Day – 4 May 2018



Panel guests



Edneia Moura Chebabi
Managing Director
bysoft Soluções Em
Sistemas ('Bysoft')

Edneia founded Bysoft in Brazil in 1991, a company that went from success to success, being awarded the Best Company Global Award for developing logistics solutions for foreign trade in 1999.

In 2005, Edneia was awarded the Prêmio Intermodal for the Best Businesswoman of the year. Edneia has 35 years of experience in information technology, and 30 of these were dedicated to developing software for foreign trade management.

Bysoft was acquired by WiseTech Global in 2017.



Stewart Bourke
Managing Director
ABM Data Systems

Stewart has 30 years' experience leading successful development teams in various high-volume European logistics organisations.

Stewart founded a transport management software company, which was acquired by a major European postal operator in 1999.

Using his extensive industry experience, Stewart founded ABM Data Systems in Ireland in 2006, with a vision to create a global customs platform.

ABM Data Systems was acquired by WiseTech Global in 2018.



Mark Dawson
Managing Director
Microlistics

Mark has nearly forty years' experience in the logistics industry.

Prior to founding Microlistics, Mark worked at transport companies TNT Group and Henderson.

In 1990, Mark established Dawson Consulting International which went on to become Australasia's leading supply chain and logistics consulting practice, and in the same year founded Microlistics to address the gap in the software available for the running of warehouses and distribution centres.

Microlistics was acquired by WiseTech Global in 2018.



Neil Barni
Managing Director
CargoSphere

Neil founded CargoSphere in 1999 with an aim to create a market leading freight rate management and networking solution. CargoSphere connects the global shipping industry with its collaborative and confidential technology platform, the Rate Mesh, the neutral rate network for container shipping.

Prior to CargoSphere, Neil held various roles in the international logistics division of the Pepsi Cola Company and has over 20 years of international supply chain experience.

CargoSphere was acquired by WiseTech Global in 2017.

Overview

- Founded in 1991, Bysoft is the largest provider of customs brokerage, government compliance and freight forwarding solutions to the logistics industry across Brazil
- Pioneers with 27 years' experience
- Headquartered in São Paulo, Bysoft has a team of 50 industry and technology experts
- Bysoft provides automated software and solutions to about 750 logistics customers, comprising more than 3,000 users
- Customers include DHL, FedEx, UPS, Schenker, Yusen and CH Robinson



Market opportunity

- Brazil is the 5th largest country in the world
- The foreign trade market in Brazil is made up of more than 43,000 importing companies and 25,000 exporters companies¹
- There are about 5,500 freight forwarders and customs brokers in Brazil².
- Bysoft the largest software company for logistics in the country³



Specialists in the Foreign Trade market



Compliance, commitment, respect and partnership with our client



Specializing in providing solutions for service providers

¹ <http://www.mdic.gov.br/index.php/balanca-comercial>

² <https://www.ibge.gov.br/>

³ Estimate based on Bysoft and WiseTech Global data, 2018

ABM Data Systems



- Founded 2006 in Dublin, Ireland
- Vision – to create a single global customs platform
- Headcount (2017) – 22 staff
- Proven technology – currently supporting 80+ procedures in 8 countries

Country	Export	Import	Transit	Warehousing	Port systems
NL	✓ Certified	✓ Certified	✓ Certified	✓ Certified	✓ Certified
BE	✓ Certified	✓ Certified	✓ Certified	✓ Certified	✓ Certified
DE	✓ Certified	✓ Certified	✓ Certified	✓ Certified	✓ Certified
GB	✓ Certified	✓ Certified	✓ Certified	✓ Certified	✓ Certified
IE	✓ Certified	✓ Certified	✓ Certified	Not Applicable	Not Applicable
CH	✓ Certified	✓ Certified	✓ Certified	Not Applicable	Not Applicable
AE	✓ Certified	✓ Certified	Not Applicable	Not Applicable	Not Applicable
SE	✓ Certified	✓ Certified	✓ Certified	Not Applicable	Not Applicable

ABM Data Systems



- Typical customer – any company with customs/compliance requirements in multiple jurisdictions
- Acquired Dec 2017
 - Very positive market and team reactions
 - Working with WiseTech Global since 2012, already integrated



Global reach

In 2018, due to new partnerships and customer expansion around the globe, Microlistics has more global reach than ever before.



● Offices / Partners

○ Client Sites

50 Employees

“Our Best Fit Customer”

Any size, any vertical.

In 2018 most Microlistics clients are Level 4 on the Gartner strata.

The Microlistics Sweet Spot

Level 4
Warehousing

Third Party
Logistics

Multi-Vertical

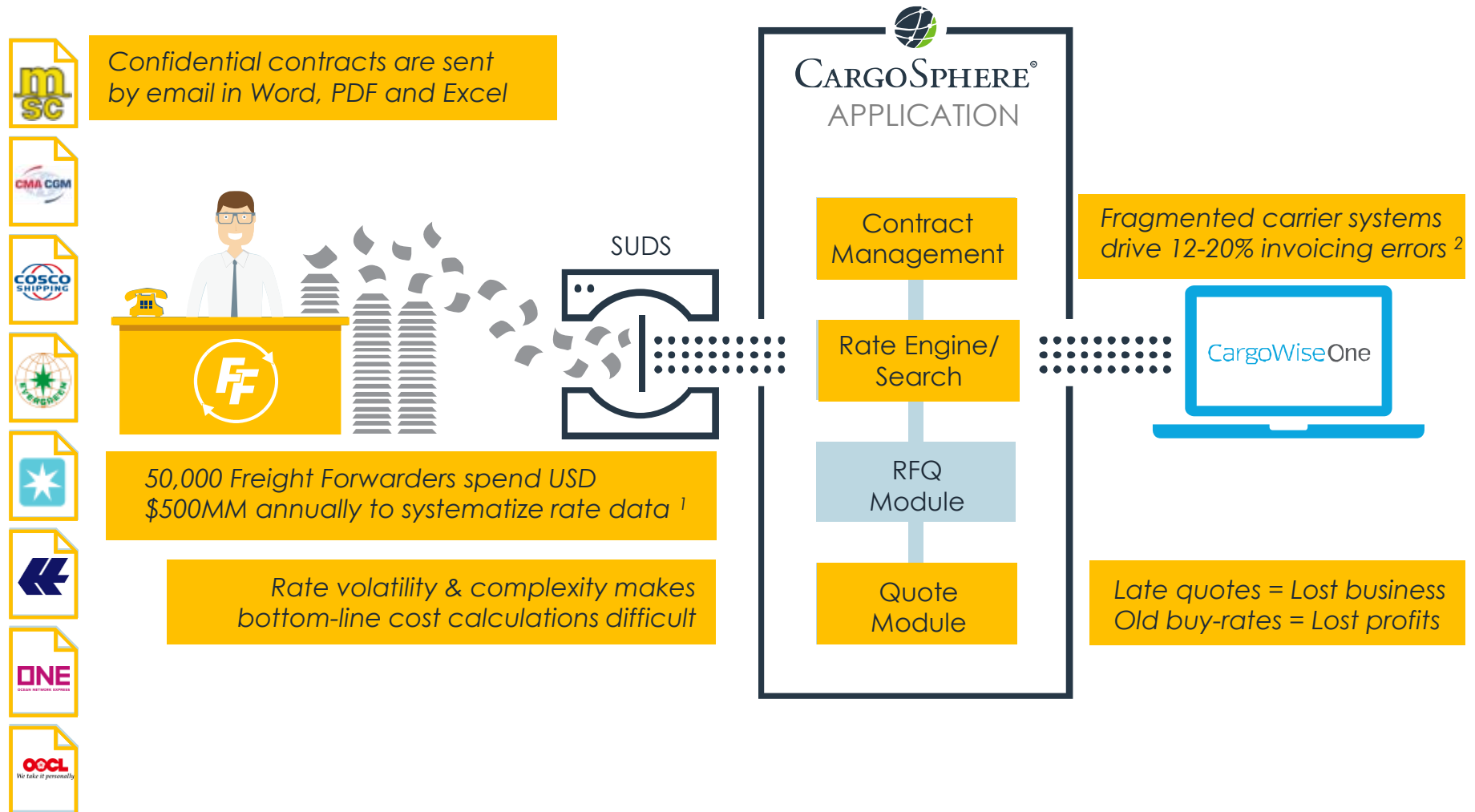
The strength of a **single configurable platform** enables the same business to handle many different verticals.

It is not uncommon for a Microlistics WMS client to be managing all of the below:

- 3PL
- FMCG
- Catchweight Meat
- Shelf/Batch/Lot/Serial etc
- Technology
- Pharmaceuticals

Microlistics' customer base is still dominated by 3PL's.

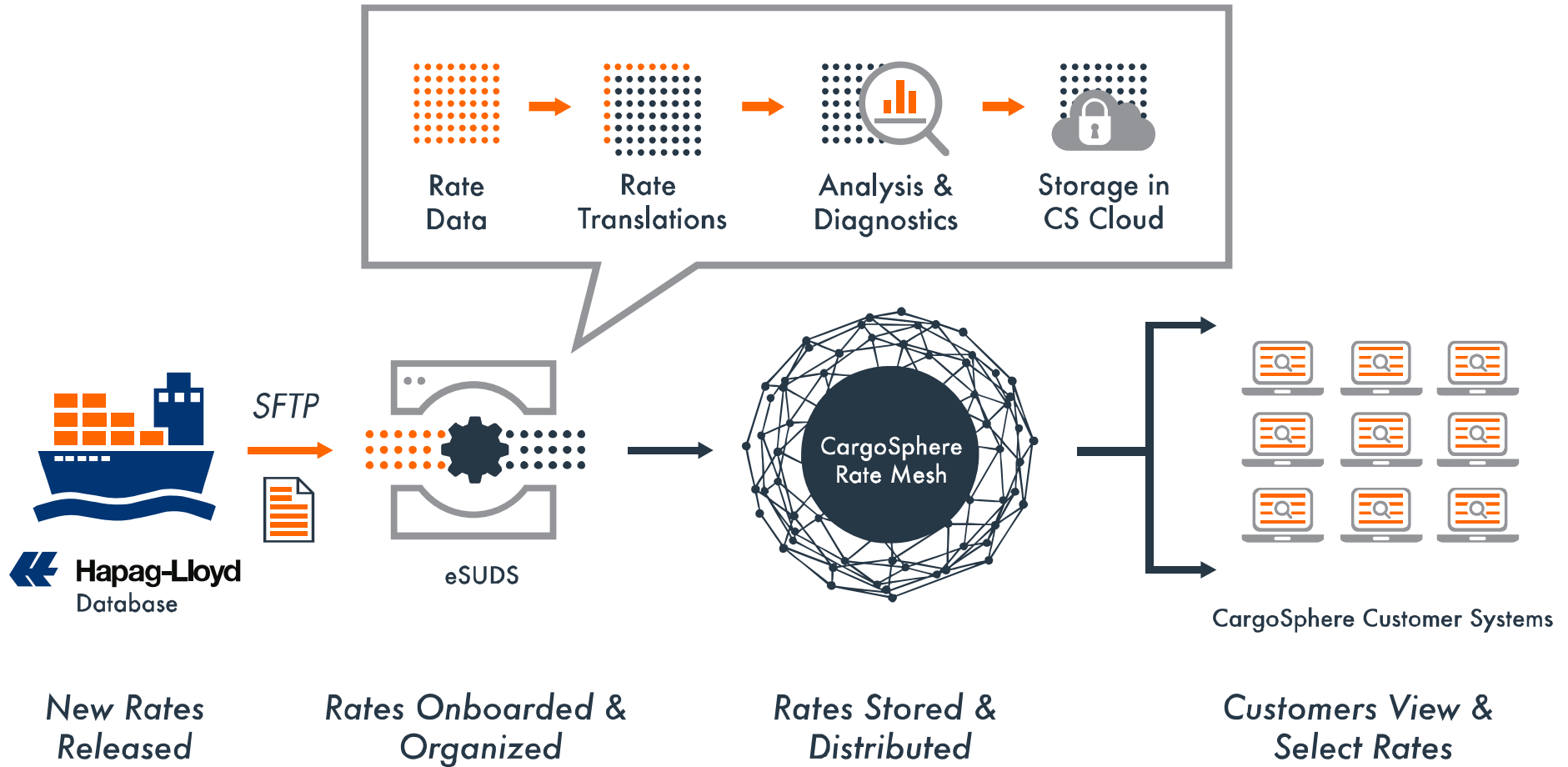
Ocean Rates: A \$500MM Problem



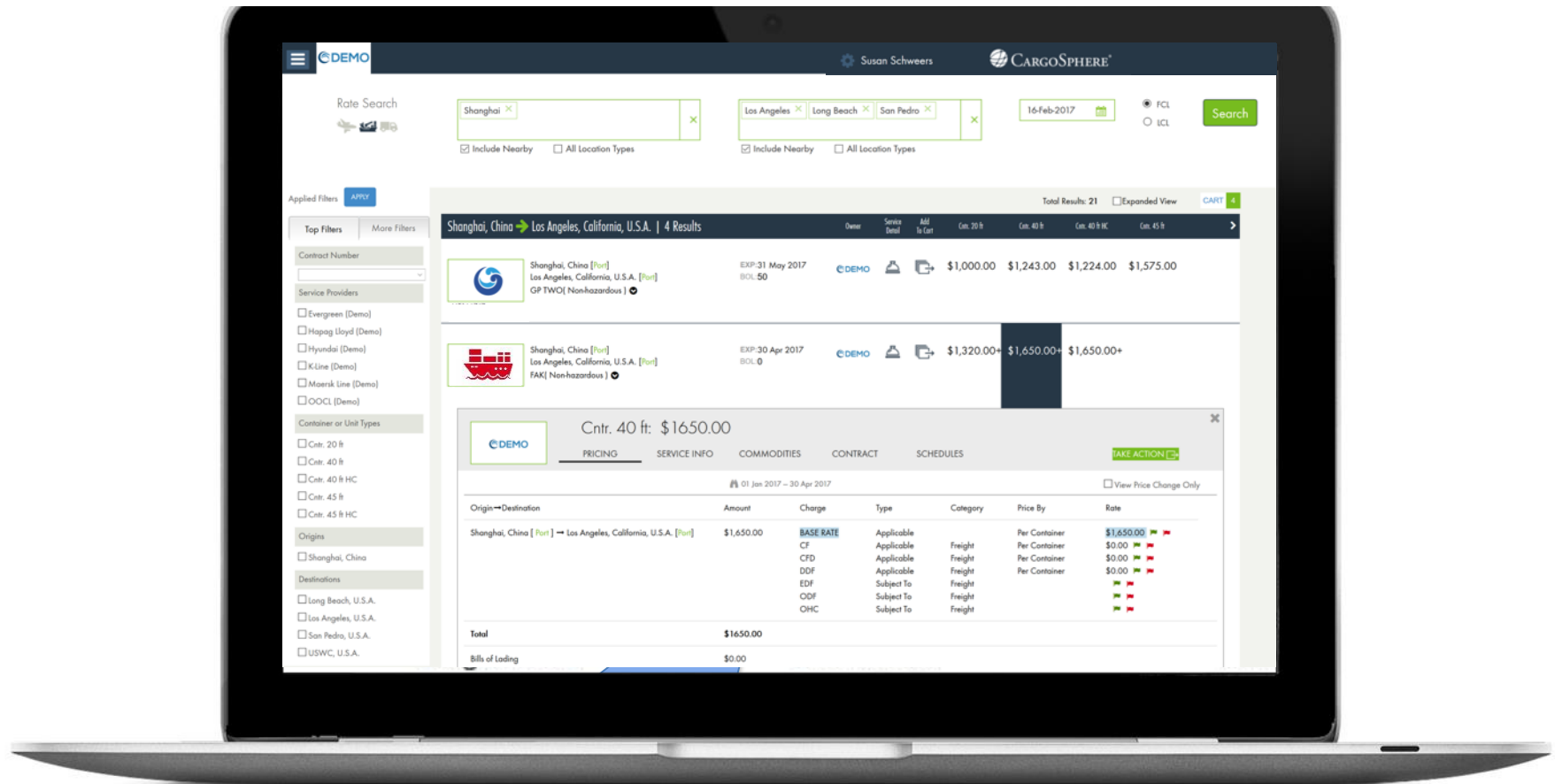
¹ Drewry study available on www.cargosphere.com or click [here](#)

² Ocean Audit Inc on Linked-In or click [here](#)

Hapag-Lloyd Digital Rate Distribution in CargoSphere Platform



Our Solution: Search In Seconds



WiseTech
GLOBAL