

Annual General Meeting 2023

24 November 2023



Virtual meeting platform

 Virtual meeting online guide


[wisotechglobal.com/investors/annual-general-meetings/](https://www.wisotechglobal.com/investors/annual-general-meetings/)

 Access virtual meeting

<https://meetings.linkgroup.com/WTC23>

 How to vote

Click '**Get a Voting Card**' button

 How to ask a question

Click '**Ask a Question**' or '**Audio Question**' button

Help number: +61 1800 990 363

 wisotech
global

Virtual Meeting
Online Guide

Before you begin

Ensure your browser is compatible.
Check your current browser by going to the website: [whatismybrowser.com](https://www.whatismybrowser.com)

Supported browsers are:

- Chrome - Version 88 & 40 and after
- Firefox - 80.0 and after
- Safari - OS X v10.0 & iOS X v10.0 and after
- Internet Explorer 9 and up
- Microsoft Edge - 80.0 and after

To attend and vote you must have your security holder number and postcode.

Approved Proxy: Your proxy number will be provided by Link before the meeting.

Please make sure you have this information before proceeding.

JOHN SAMPLE

Voting Card

Please complete your vote by selecting the required voting instruction (For, Against or Abstain) for each resolution. If you would like to complete a partial vote, please specify the number of votes for each resolution in the Partial Vote section. Proxy holder votes will only be applied to discretionary (undirected) votes. Directed votes will be applied as per the shareholder's voting instructions.

Full Vote Partial Vote

Resolution 1

For Against Abstain

00000000000000000000

SUBMIT VOTE

Ask a Question

The following questions that you may have are shown or questions during the meeting. You may select what the question pertains to and then go provided area if you have a question you wish to ask.

Resolved Questions

Questions

Enter your question here.

Submit Question

Audio Question

Please mute the webcast meeting before you use the Web Phone. You will be directed to a new screen.

Enter your name and select the Call button and follow instructions from there.

Go to Web Phone

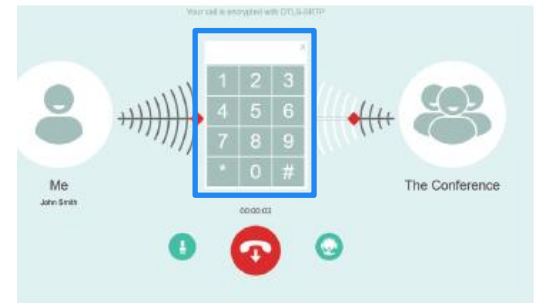
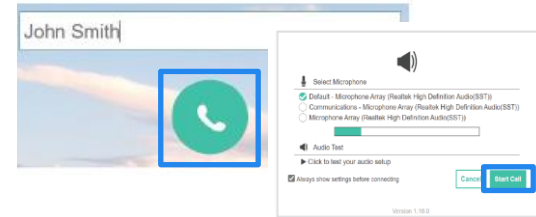
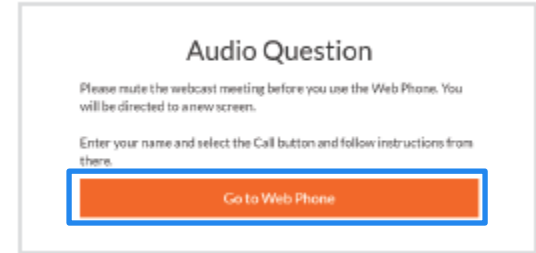
How to ask written questions through the online platform

1. Click **'Ask a Question'** button either at the top or bottom of the webpage
2. Complete the two sections in the **'Ask a Question'** box
3. Click **'Submit Question'**. You can view your questions in **'View Questions'** section
4. Click **'Submit Another Question'** in **'View Questions'** box if you would like to ask another question

The screenshot displays the LINK Group 2023 Annual General Meeting online platform. At the top, there is a navigation bar with the LINK Group logo, a help number (1800 990 363), and buttons for 'Ask a Question', 'Get a Voting Card', and 'Exit Meeting'. Below the navigation bar is a video player showing a scene from the meeting, with a '2023 Annual General Meeting' overlay. A sidebar on the right lists 'Downloads' including Speakers Bio's, Sustainability Report, Notice of meeting, Online Guide, and Annual Report. The main content area features two orange buttons: 'Get a Voting Card' and 'Ask a Question'. Below these are two panels: 'Ask a Question' and 'View Questions'. The 'Ask a Question' panel includes a dropdown menu for 'Regarding' (set to 'General Business'), a text input field for the question, and a 'Submit Question' button. The 'View Questions' panel shows a submitted question: 'When will the next AGM be held?' with a plus icon, and a 'SUBMIT ANOTHER QUESTION' button.

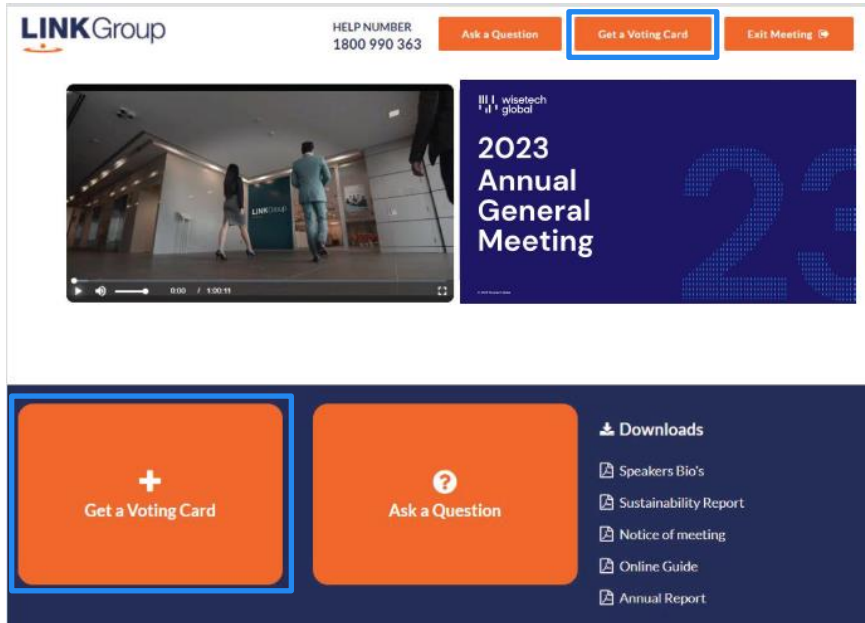
How to ask audio questions

1. Click on 'Go to Web Phone' button
2. Type in your name and hit the green call button to be in the meeting and listen to proceedings. Select 'Start Call' on the microphone test box
3. When the Chair calls for questions on each resolution, **press *1** on your keypad to notify the operator that you have a question
4. When it is your time to ask your question, the moderator will introduce you to the meeting, your line will be unmuted and you will be prompted to speak



How to vote on items of business by poll

1. Click the **'Get a Voting Card'** button either at the top or bottom of the webpage



2. Enter your Shareholder Number (SRN/HIN) or Proxy Number and click **'Submit Details and Vote'**

The screenshot shows a 'Voting Card' form with a close button (X) in the top right corner. The form prompts the user to 'Please provide your Shareholder or Proxy details'. It is divided into two sections: 'SHAREHOLDER DETAILS' and 'PROXY DETAILS'. The 'SHAREHOLDER DETAILS' section has two input fields: 'Shareholder Number' and 'Post Code'. Below these fields is an orange button labeled 'SUBMIT DETAILS AND VOTE' (highlighted with a blue border). An 'OR' separator is in the middle. The 'PROXY DETAILS' section has one input field: 'Proxy Number'. Below this field is another orange button labeled 'SUBMIT DETAILS AND VOTE' (highlighted with a blue border).

How to vote on items of business by poll

3. Select either **'Full Vote'** or **'Partial Vote'**
4. Place your vote by clicking **'For'**, **'Against'** or **'Abstain'** voting buttons
5. If you would like to submit a partial vote, ensure you enter the number of votes for any or all resolutions
6. Click **'Submit Vote'** or **'Submit Partial Vote'** button to complete your vote

- You may cast your live vote at any time during the AGM
- You must log on to the online platform to cast the live vote
- Live voting will close approximately five minutes after the close of the AGM

ABC COMPANY PTY LTD X123456789 X

Voting Card

Please complete your vote by selecting the required voting instruction (For, Against or Abstain) for each resolution. If you would like complete a partial vote, please specify the number of votes for each resolution in the Partial Vote section. Proxy holder votes will only be applied to discretionary (undirected) votes. Directed votes will be applied as per the the Unitholder's voting instructions.

Full Vote Partial Vote

Resolution 2B For Against Abstain
RE-ELECTION OF MR. ABC AS A DIRECTOR

Resolution 2C For Against Abstain
RE-ELECTION OF MS XYZ AS A DIRECTOR

Resolution 3 For Against Abstain
INCREASE TO DIRECTORS' MAXIMUM FEE POOL LIMIT

Resolution 4 For Against Abstain
ADOPTION OF REMUNERATION REPORT

SUBMIT VOTE

WiseTech Global Limited Board



Andrew Harrison
Independent Chair and
Non-Executive Director



Richard White
Executive Director,
Founder and CEO



Richard Dammery
Independent
Non-Executive Director



Teresa Engelhard
Independent
Non-Executive Director



Charles Gibbon
Independent
Non-Executive Director



Maree Isaacs
Executive Director,
Co-founder and
Head of License Management



Michael Malone
Independent
Non-Executive Director

Agenda

WELCOME &
CHAIR'S ADDRESS



CEO'S
ADDRESS



FORMAL
BUSINESS



POLL



Chair's Address

ANDREW HARRISON



FY23 – strong financial performance

Delivering on strategy

Total Revenue \$816.8m
↑ 21% organically¹
(↑ 29% reported)
on FY22

Total revenue growth **\$184.6m**
Recurring revenue 96% (↑ 7pp)

CargoWise revenue \$659.6m
↑ 30% organically
(↑ 41% reported)
on FY22

CargoWise recurring revenue \$650.1m
(↑ 37% organically, ↑ 48% reported)

EBITDA (ex. M&A costs)² \$412.1m
↑ 28%
on FY22

Organic EBITDA margin 53% (↑ 2pp)
Reported EBITDA \$385.7m (↑ 21%)

Underlying NPAT¹ \$247.6m
↑ 30%
on FY22

Statutory NPAT **\$212.2m** (↑ 9%)
Underlying EPS **75.6cps** (↑ 30%)

Free cash flow \$291.4m
↑ 23%
on FY22

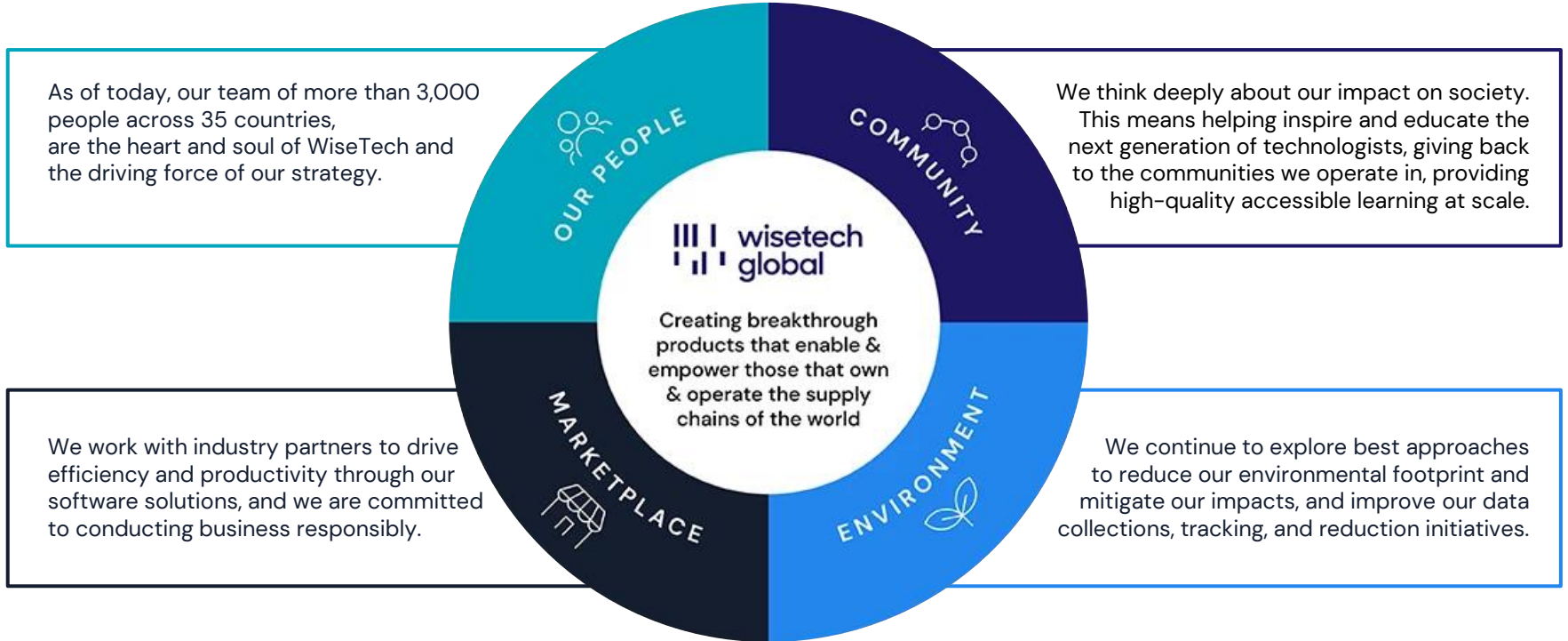
Free cash flow conversion rate **76%** (↑ 1pp)
65% Rule of 40¹

Final dividend 8.40 cps
↑ 31%
on FY22

Fully franked
Payout ratio 20% of Underlying NPAT

Sustainability pillars

Applying an innovation-led approach to sustainability



CEO's Address

RICHARD WHITE





OUR VISION

To be the operating system
for global logistics



OUR MISSION

To create breakthrough products
that enable and empower those
that own and operate the
supply chains of the world

WiseTech's '3P' strategy

Strategy delivers sustainable growth through the cycle

Vision: To be the operating system for global logistics



Need to **replace** ageing legacy systems to reduce complexity



Demand for integrated global software solutions with **increased visibility**



Logistics providers pursuing **industry consolidation**

Product

Extend technology lead

Penetration

Expand market penetration

Profitability

Enhance operating leverage

People

Powered by our talented people, and accelerated by our innovation culture and targeted acquisitions

Development priorities to extend the CargoWise ecosystem

Continued CargoWise enhancement¹ (1,130 in FY23) – over \$880m invested in R&D since FY19 delivering 5,300+ enhancements

Six CargoWise product development priorities

Landside logistics



Extending into import/export container haulage & rail

Warehouse



Configurable and integrated solutions across 3PL, transit and bonded warehouse

Neo



Global integrated platform for Beneficial Cargo Owners (BCOs) to plan, book, track and manage their freight

Digital documents



Digital documents and straight-through digital processing of data

Customs and compliance



Customs and compliance procedures (including import/export) targeting ~90% of global manufactured trade flows

International eCommerce



Single platform for international eCommerce fulfilment

Tuck-ins and strategically significant acquisitions to accelerate CargoWise product development and ecosystem reach

Tuck-in acquisitions

- Typically, smaller size
- Staff, knowledge and technology absorbed into CargoWise product, teams and development processes
- 1H23 completed acquisition of Bolero and Shipamax

Strategically significant acquisitions

- Focus on step-out areas aligned with product development priorities
- Leverage proven M&A strength to accelerate and scale our existing capability, deep industry knowledge and technology understanding
- 2H23 completed acquisition of Envas and Blume to accelerate landside logistics capabilities

Penetration

Momentum through existing customer growth & new global rollout wins

Six new global rollouts by LGFFs¹ secured since 1 July 2022:

- NTG Nordic Transport Group
- IFB International Freightbridge
- EMO Trans
- Kuehne+Nagel – #1 Top 25 Global Freight Forwarder, global customs rollout
- BBL Cargo
- OEC

Two additional organic rollouts 'In Production'

- DB Group
- Maersk² – acquisitions including Senator, LF Logistics, Martin Bencher & Pilot Freight Services

Recent industry consolidation

- Maersk acquired Senator
- JAS acquired Greencarrier
- CEVA acquired GEFCO

In FY23, CargoWise had global rollouts 'In Production' or 'Contracted and In Progress' with 47 LGFFs:

- 33 'In Production'¹
- 14 'Contracted and In Progress'¹ (i.e. in the process of a global rollout)

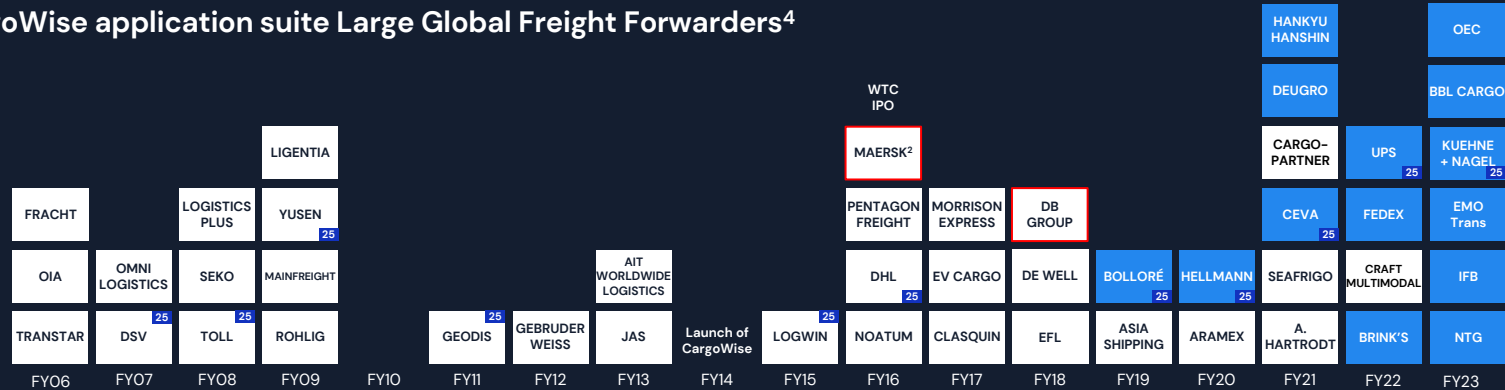
Of the 47 global rollouts, 11 are with Top 25 Global Freight Forwarders³

Post year-end

- APL Logistics
- FedEx confirming they intend to rollout global customs alongside their global freight forwarding rollout

Global rollouts – CargoWise application suite Large Global Freight Forwarders⁴

- Contracted and in progress of global rollout
- In Production – global and rolled out
- In Production – global status achieved organically in FY23
- 25 Top 25 Global Freight Forwarder



Customers have been categorized in the financial year that reflects the later of their CargoWise application suite revenue cohort or global contract signing date (if applicable).

1. See definitions on slide 43 in FY23 Results presentation
2. Maersk, [A unified Maersk brand](#), 27 January 2023
3. Of the 11 global rollout customers that are in the Top 25 Global Freight Forwarders, 6 are 'In Production' and 5 are 'Contracted and In Progress'
4. Reconciliation of global rollouts reported at FY23 on slide 37 of FY23 Results presentation

Sustainability & ESG framework and strategic objectives

Driving greater impact and improvement in our sustainability performance

Our sustainability ambition is to be a force for good, improving productivity, connectivity and resource usage across global supply chains.



FY24 guidance reconfirmed

FY24 revenue

\$1,040m – \$1,095m

27% – 34%

FY24 growth vs. FY23

FY24 EBITDA

\$455m – \$490m

18% – 27%

FY24 growth vs. FY23

FY24 EBITDA %

44% – 45%

(2)pp – (3)pp

FY24 vs. FY23

Includes:

- FX tailwind from recent Australian Dollar weakness
- recent small acquisitions of MatchBox Exchange and Sistemas Casa and their associated upfront M&A costs

Offset by:

- continued macro uncertainty from the global economy
- later product release timing

Further updates at our 1H24 Results in February.

Guidance provided in line with the assumptions in the FY23 Results presentation.

Uncertainty around future economic and industrial production growth.

Prevailing uncertainties relating to global pandemic, sovereign and geopolitical risk may also reduce assumed growth rate.

Formal Business





wisetechglobal.com/investors