WiseTech GLOBAL

Results 1H18 – Investor Briefing

21 February 2018

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- **Prior period pro forma (PF)** Except where explicitly stated, the financial data prior to FY17 in this presentation is provided on a pro forma basis. Information on the specific pro forma adjustments is included in the Appendix to this 1H18 Results investor presentation dated 21 February 2018.
- **Current period statutory** The financial data for 1H18 in this presentation is provided on a statutory basis but in a non-statutory presentation format.
- **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 document have been rounded to the nearest $0.1m. Any differences between this document and the accompanying financial statements are due to rounding.

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A leading provider of software to the logistics industry globally

130
countries[1]

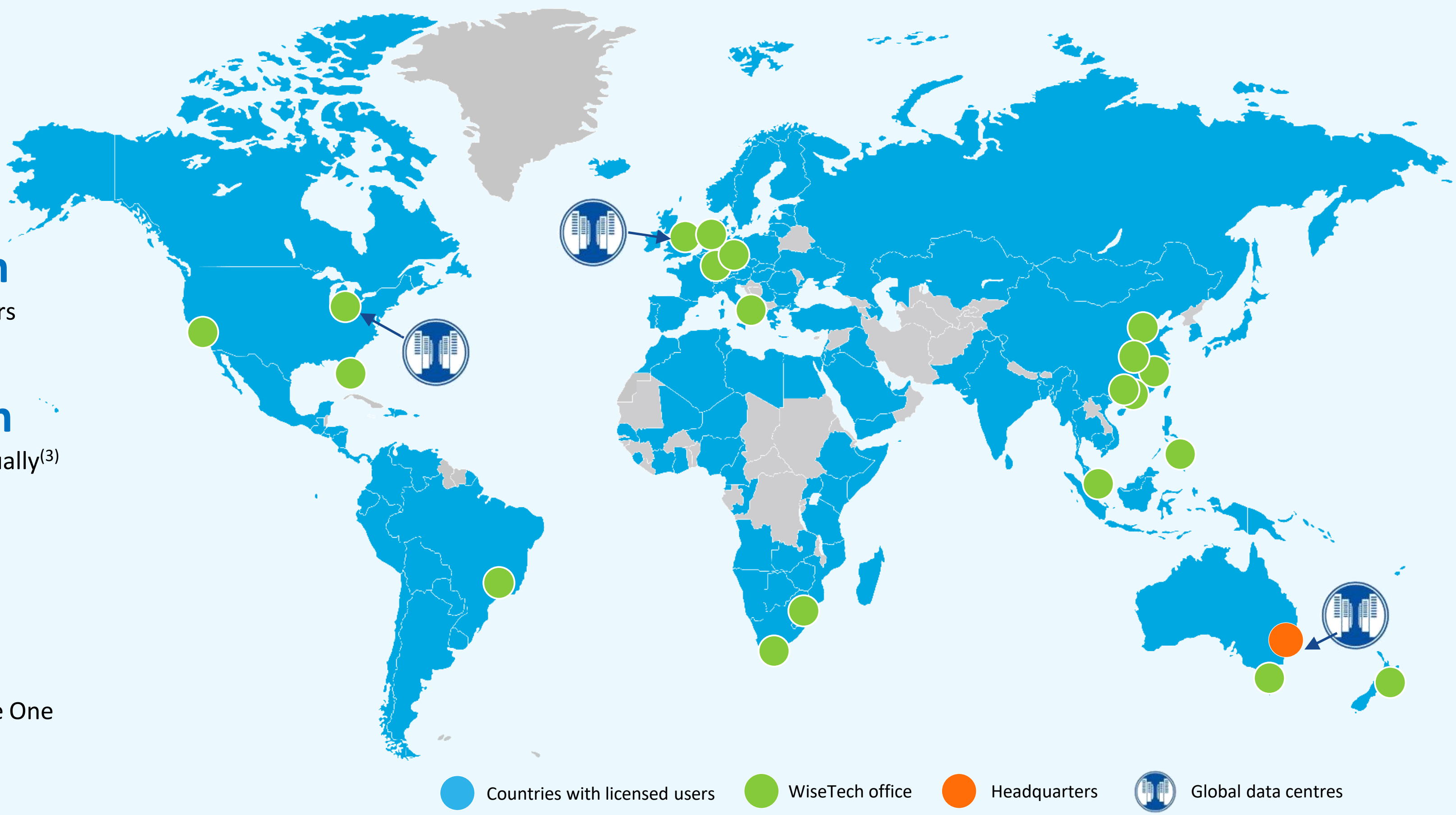
7,000+
customers [2]

3+ million
development hours over 15 years

44+ billion
data transactions annually[3]

>1,000
Employees[4]

1
integrated CargoWise One global system



(1) Countries in which WiseTech software is licensed for use.
(2) Includes customers on the CargoWise One application suite and legacy platforms of acquired businesses; legacy customers may be counted with reference to installed sites.
(3) Data transactions for FY17, transactions measured at 30 June annually.
(4) Includes acquisitions announced to 21 Feb 2018

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CargoWise One: an integrated software solution for the logistics industry

Allowing companies to better manage many aspects of the global supply chain

Integrated modules covering **key logistics transactions**

- Freight forwarding
- Customs clearance
- Land transport
- Warehousing
- Liner & agency
- Container freight station
- Track, trace & manage
- Geo compliance

+

Integrated modules for **enterprise wide** administration, accounting and management

- Accounting & reporting
- Customer relationship management
- Workflow
- Integrated messaging
- Document management
- Human capital management

Agenda

Richard White
Founder and CEO

Welcome

CEO overview & performance highlights

Financials 1H18

Outlook

Q & A

WiseTech GLOBAL

WiseTech Global financial highlights

Delivered strong, high quality growth while expanding technology lead and accelerating global footprint

ACCELERATED revenue growth

↑ 31% revenue
vs 1H17

$93.4m

38% CAGR
over 1H16PF-1H18

HIGH recurring, HIGH quality revenue

100% recurring revenue
excl acquisitions(1)

99%+ On-Demand
usage-based licensing CargoWise One customers

LOW customer attrition

<1% every year for last 5½ years(2)

Annual customer attrition rate across CargoWise One global platform

HIGH innovation product development investment

37%
of revenue(3)

50%
of our people

$34.3m(3)
innovation and product development spend in 1H18

LOW sales and marketing expense

11%
of revenue

10%
of our people

Sales automation, swift on-boarding, open-access licence, On-Demand usage

PROFITABLE + cash generative

↑ 32% EBITDA
$31.8m
vs 1H17

EBITDA margin 34%

$15.6m Net profit(4)

(1) Acquisitions are those businesses acquired since 2012 and not embedded into CargoWise One.
(2) 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 five financial years FY13 - FY17 and 1H18.
(3) Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation.
(4) Net profit = net profit after tax attributable to equity holders.

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Delivered on strategy

Prioritised pipelines for innovation through development, and global expansion through acquisitions

Innovation and expansion of our global platform

- ✓ 230 product upgrades and enhancements this half
- ✓ $34.3m invested [1]
- ✓ 50% of people
- ✓ Investment in expanding core platform
- ✓ Launched BorderWise, PAVE
- ✓ Considerable development pipeline of initiatives, with focus on:
  - Universal engines – global sets, customs
  - Machine learning, natural language processing, robotics, process automation, and guided decision-making
  - Border security and risk reduction
  - Productivity and visibility tools
  - Global data sets focused on compliance, tariffs, rates, risk reduction, visibility, and event driven automations

Greater usage by **existing customers**

Transactions/users | *Modules* | *Geographies* | *Industry consolidation*

- ✓ Existing customers' revenue grew $13m in 1H18 (vs 1H17) and provided 81% of organic revenue growth in 1H18
- ✓ Licence transition from OTL complete: On-Demand 99%+ (CargoWise One)
- ✓ 33 of top 50 global 3PLs [3] are customers – early penetration
- ✓ 24 of top 25 global freight forwarders [3] are customers
- ✓ Global rollouts progressing well – those complete now moving to productivity gains
- ✓ Revenue from mid-large customers growing
- ✓ Top 10 customers are 28% of revenue (1H17: 26%)

Increase **new customers** on the platform

- ✓ New customer wins similar to 1H17
- ✓ Mid-market wins include Swift Freight and DB Group
- ✓ Re-engineered sales process remains in transition with reorganisation of internal sales function now underway

Stimulate **network effects**

- ✓ ~230 Wise Partners referring, promoting or implementing our platform
- ✓ Early CW1 sales in acquisition regions *ahead* of embedded product/ customer transition

Accelerate organic growth through **acquisitions** [2]

- ✓ Geographic foothold
  - Intris (*Belgian customs, FF, WMS*)
  - ABM Data *(Irish/EU customs)*
  - CustomsMatters *(Irish customs)*
  - Bysoft *(Brazilian customs)*
  - Prolink *(Taiwanese customs)*
- ✓ Technology adjacencies
  - Microlistics *(multi-region WMS)*
  - CargoSphere *(global ocean rates mgmt)*
  - Cargoguide *(global air rates mgmt)*
  - Digerati + TradeFox *(A&NZ -> global tariffs)*
  - CMS *(A&NZ land transport)*
- ✓ Integrations on-track
- ✓ Strong pipeline of near, mid and long-term targets across Asia, Europe and South America

(1) Total investment in product development and innovation includes both expensed and capitalised amounts each year spent on product development and innovation.
(2) Including the acquisitions completing in 2H18.
(3) Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2016 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2016 logistics gross revenue/turnover and freight forwarding volumes.

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Acquiring businesses for geographic expansion – solving buy or build?

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

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

Why buy, not build?

Seamless entry into new markets with:

- Industry experts
- Local leadership
- Quality customer base
- Local infrastructure and offices

Risk reduction

- Known entry cost
- Earnouts help retain mgmt
- Addresses war for talent

Accelerates expansion

- Move rapidly with certainty
- Targeting manufactured trade flows – high growth

Rapid expansion since January 2017:

7 customs focused acquisitions

Delivering strong positions in:

- Belgium
- Brazil
- Germany
- Ireland (2)
- Italy
- Taiwan, China

Added ~200 talented industry experts and developers

Integrate product immediately – embed new product over time, utilising Universal Customs Engine

Integration scalable

Upfront cost of ~$42m plus earnouts in future years

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Adjacencies feed into our innovation pipeline to build ecosystems

Targeting key plug-ins to our global development or multi-regional adjacencies that can scale

We are **accelerating convergence of technologies** by adding targeted acquisition of key adjacencies to our innovation pipeline to build valuable ecosystems and global product sets.

1H18 acquisitions focus on expanding TAM in ocean, air, land transport, warehousing and data provision

We look for adjacencies that we can scale from domestic multi-region to global product capability, and either:

1. Provide a core element for key ecosystem development; or
2. Expand our next generation development of existing CW1 modules; or
3. Feed into global data set for machine learning and automation

Since 2017 we've added ~200 talented industry experts and developers

Integrate or embed is bespoke to the adjacency

Upfront cost of ~$72m plus earnouts in future years

Key to building ecosystem for efficient live rates, bookings and automated execution

Cargoguide
WISETECH GLOBAL GROUP

Global air rates mgmt – provides global data set on carrier rates. Neutral platform linking carriers and 3PLs.

Softship
WISETECH GLOBAL GROUP

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

CargoSphere
WISETECH GLOBAL GROUP

Global ocean rates mgmt – provides live, global data set on carrier rates. Neutral platform linking carriers and 3PLs. Rates Mesh standalone and data integrated to CW1 customers.

Digerati TradeFox

Australian reference data providers feed into stage 1 of our global BorderWise data set development.

Microlistics
WISETECH GLOBAL GROUP

Specialist WMS across Asia Pacific, North America and Middle East for enterprise, express, 3PL and cold storage. Gartner rated.

CMS Transport Systems
WISETECH GLOBAL GROUP

Transport mgmt systems to add to our next generation Land Transport solution FY20.

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Innovation pipeline – BorderWise

Global data set + machine learning = powerful border compliance engine, market leading

BorderWise

WiseTech border compliance engine
+ Custom-built global data set
+ Adjacent acquisitions x 2
+ WiseTech machine learning and natural language processing (NLP)

Prototype testing to rapid deployment <6 months

Immediate customer base from ediTariff, Digerati and TradeFox

Attractive for large global 3PLs and non-logistics data providers

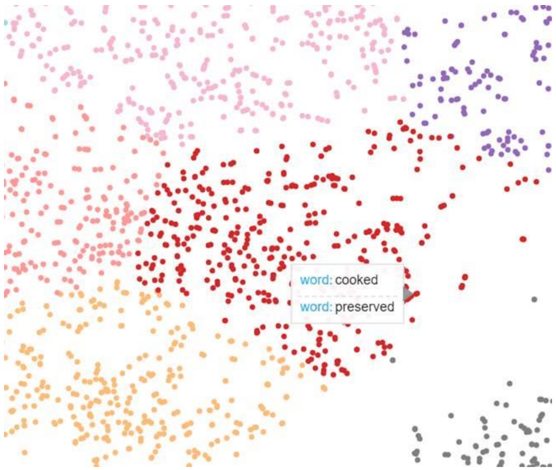
FY18 rollout to Australia, EU, NZ, Singapore, South Africa and the UK

What's in the box:

- Next generation of compliance management: comprehensive, integrated suite of legal books, technical documents, tariff-classification tools, and reference information.
- Provides the full breadth of customs publications from the World Customs Organization Harmonized System Explanatory Notes and the principles of valuation, to ratified treaties and local legislation.
- Global data set with real-time updates and alerts on legislation, publications and notices from regulatory bodies. Improves productivity, reduces compliance risk, fines, penalties and costs and can help customs and border protection agencies mitigate safety and security risks arising from the movement of goods across their borders.

Development:

- Over 60m past classifications and growing exponentially daily.
- Extensive global and local data set drive our machine learning and NLP techniques.
- NLP will allow levels of automated classification through the use of guided decision trees.
- Available standalone and integrated with CargoWise One.
- SaaS subscription licensing, cloud enabled.
- Launched in Dec 2017, FY18 rollout to Australia, the EU, NZ, Singapore, South Africa and the UK. Next phase the US, Canada, Mexico, Taiwan, Italy, Brazil, Germany, then ROW.



Innovation pipeline – Global Tracking

Global data set, powerful, unique global tracking engine

Powerful global tracking for vessel and container
+ Custom-built global data set – ‘one source of truth’
+ WTC proprietary advanced analytics and workflow automations
+ Embedded in CargoWise One and will integrate with acquired rates engines

Immediate customer base from CargoWise One global platform

Vessel and container – adopted by DHL GF, Geodis, Rohlig & many others

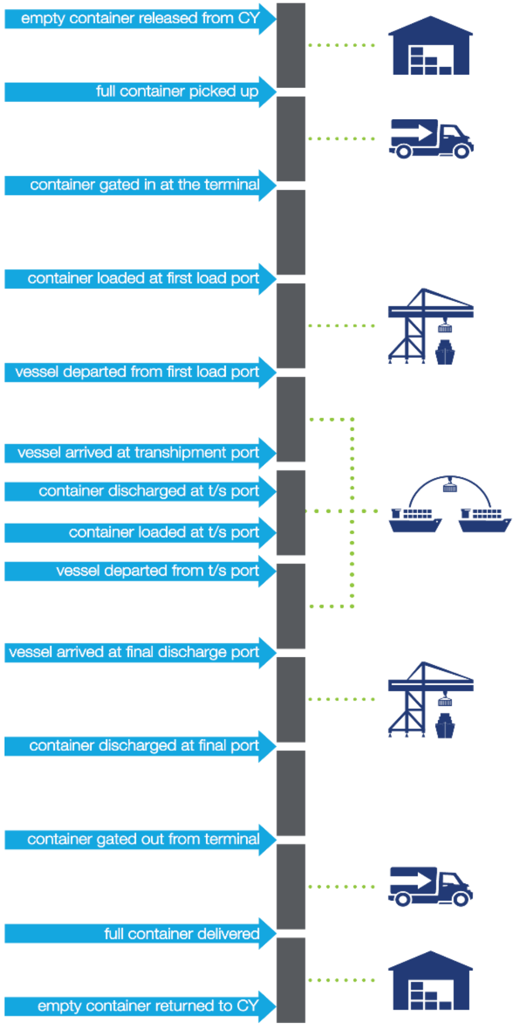
Each month, tracking more than 350,000 unique containers (~500,000 TEUs)

What’s in the box:

- Large global set, cleansed, validated and designed to provide real-time visibility of every ocean container, booking, schedules and master bills from 90% of industry volume.
- Provides multi-piece consignment solution, multi-modal route optimisation and allows automations for logistics executions.
- Reduces headcount, penalties, delays, missed shipments, detention, risks.
- Available to all parties to the consignment: alerts to staff, customers, agents and third parties and to trigger downstream transactions.
- Embedded in Freight Forwarding and Customs designed to link to rates, bookings, warehousing and broader CW1 platform.
- Container tracking also provides critical timely and accurate updates on ~30 different statuses: eg shipments, government, customs, quarantine, cargo pick-ups, consignee receipts and cargo loading.
- In development, Enhanced Air Tracking (flight and AWB) targeting every flight tracked, real-time movements, status updates. Complexity arises from volumes and fragmentation with over ~36m commercial flights occurring globally annually (IATA 2017).

Development:

- Available integrated with CargoWise One.
- SaaS transaction licensing for tracking, schedules in STL seat charge.
- Cloud enabled.
- Launched vessel and container with further phased rollouts in FY18.
- Enhanced AWB tracking to be launched FY19.
- Currently WTC receives over 12m air freight status updates annually.



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Innovation investment

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

230 product upgrades and enhancements in 1H18

37% of revenue invested in 1H18

50% of employees focus on innovation and product development

>670,000 unit tests executed every 45 mins

>$200m invested FY14-FY18F

Major development focus on:

- Productivity
- Global data sets
- Machine learning
- Natural language processing
- Guided decision making
- Global automations
- HVLV logistics (e-tail)
- Regulatory environment changes

Over 3,000 product upgrades and enhancements added to the global platform over last 5 years

Our FY18 commitment: >$65m in innovation and development

Work faster, harder, smarter

PAVE
- Productivity Acceleration Visualisation Engine

GLOW
- 'Build once' architecture and 'coding without coders'

Universal Customs Engine
- Accelerating complex customs localisations

Reduce cost, time, error, risk

WiseRates
- Global data sets
- Real-time access
- Immediate booking

Global Tracking
- Global air/ocean schedules, container and air waybill tracking

BorderWise
- Risk reduction
- Due diligence
- Cost efficiency

Supply chain behavioural change

GEOCODE
- Global address cleansing
- Geocoding
- Master data de-duplication

Global data sets
- Multi-modal rates, schedules, bookings
- Compliance data
- 3PL supply chain

Machine learning
- Process automation
- Guided decision making
- Natural language processing

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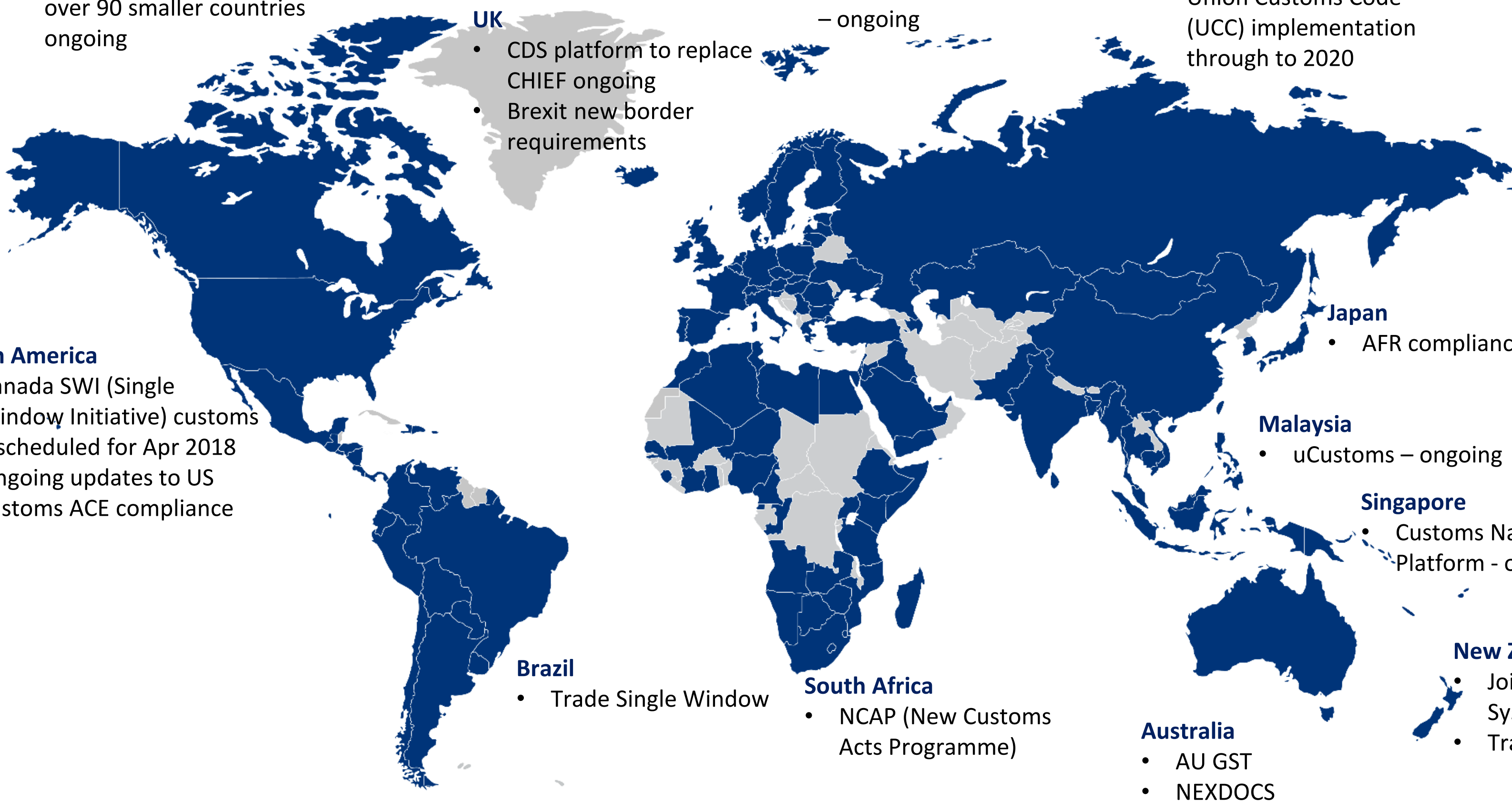
Ongoing and upcoming regulatory changes

We invest our regulatory experts and development teams in ensuring CW1 fully compliant globally



World
- ASYCUDA World/UNCTAD – over 90 smaller countries ongoing

UK
- CDS platform to replace CHIEF ongoing
- Brexit new border requirements

Germany
- Customs ATLAS Release 8.8 and AES release 2.4 – ongoing

EU
- Union Customs Code (UCC) implementation through to 2020

North America
- Canada SWI (Single Window Initiative) customs – scheduled for Apr 2018
- Ongoing updates to US customs ACE compliance

Japan
- AFR compliance complete 1H18

Malaysia
- uCustoms – ongoing

Singapore
- Customs National Trade Platform - ongoing

Brazil
- Trade Single Window

South Africa
- NCAP (New Customs Acts Programme)

Australia
- AU GST
- NEXDOCS

New Zealand
- Joint Border Mgmt System (JBMS)
- Trade Single Window

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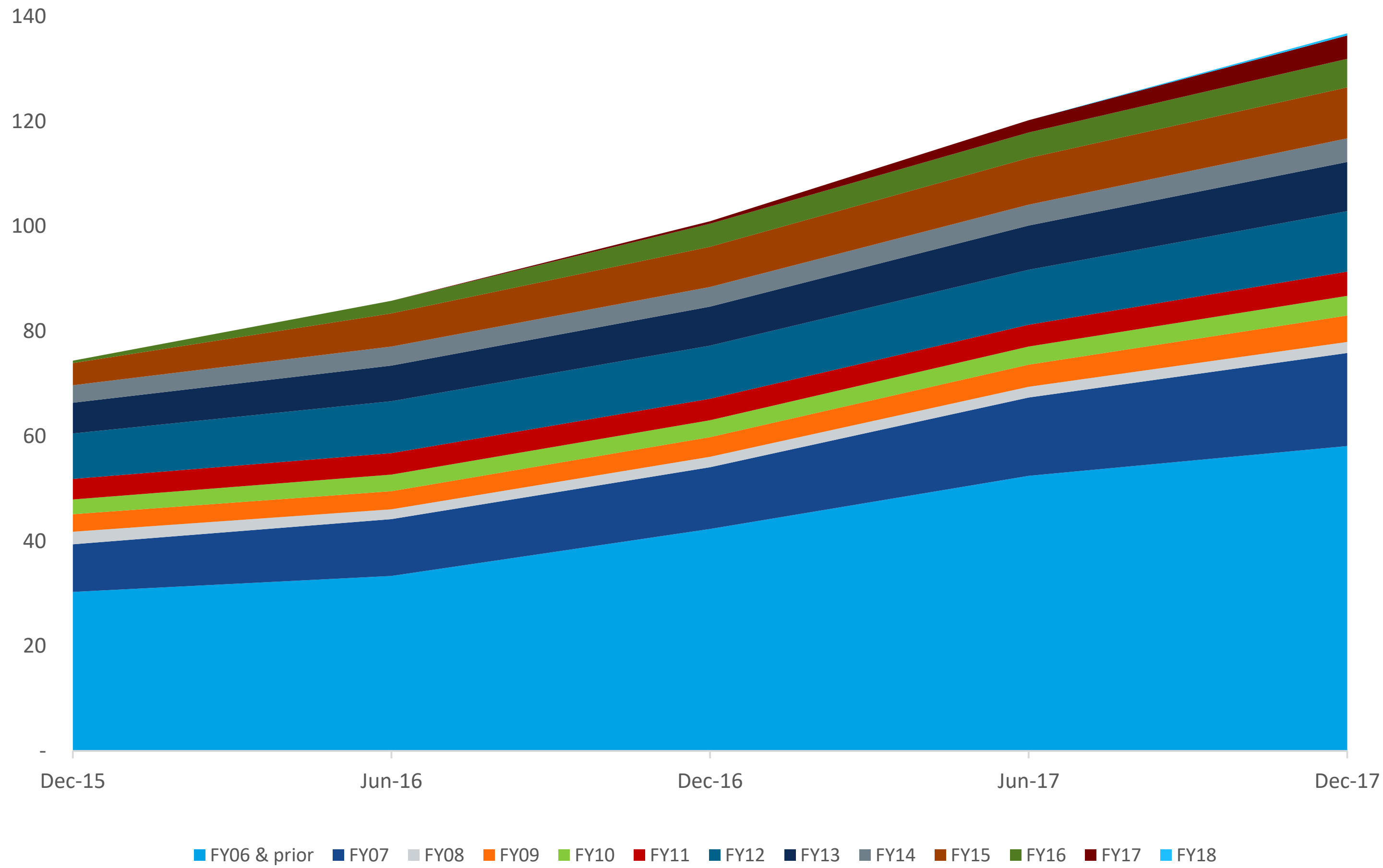
Revenue growth by cohort – all cohorts grew revenue in 1H18

Our customers stay and grow their revenue over time… more users, modules and transactions

- CW1 continues to grow during business transformation, licence conversions, development partnerships and cross-module fertilisation pilot programmes
- Each cohort from FY06 onwards grew revenue in 1H18, as it did for FY17
- Underlying revenue growth trends can be impacted by lumpy movements around transitional pricing, customer consolidation, behavioural discounts and licence changes

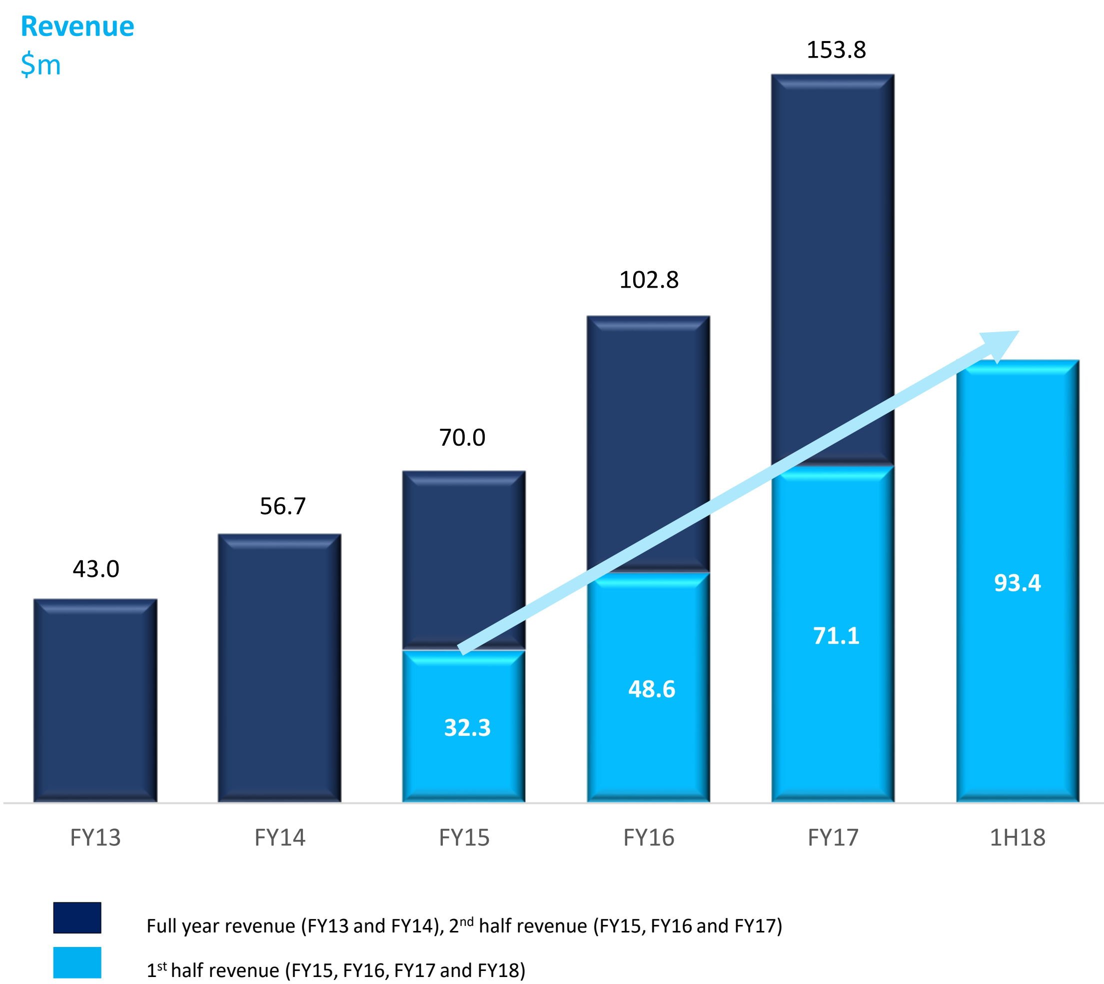
CargoWise One application suite revenue by customer cohort

$m, last 12 months



Solid revenue growth while business in transition and expanding globally

Revenue from core CargoWise One platform now 100% recurring



1H18 revenue

+ 31% vs 1H17

+ 92% vs 1H16

Solid foundation for our FY18 growth forecast

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Agenda

Andrew Cartledge
CFO

Welcome | CEO overview & performance highlights | **Financials 1H18** | Outlook | Q & A

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Financial summary

Strong growth in revenue continues, impact on EBITDA reflects execution on expansion strategy

$m	1H16 PF	2H16 PF	1H17 [1]	2H17 [1]	1H18 [1]	Change (vs 1H17)
Total revenue	49.3	54.0	71.1	82.7	93.4	31%
Gross profit	43.3	46.9	61.0	70.0	79.4	30%
Gross profit margin	88%	87%	86%	85%	85%	(1)pp
Total operating expenses	(29.2)	(29.5)	(37.0)	(40.2)	(47.6)	29%
EBITDA	14.1	17.4	24.0	29.8	31.8	32%
EBITDA margin	29%	32%	34%	36%	34%	-
Net profit	5.0	9.2	14.4	17.5	15.6	8%

1. Based on statutory accounts excluding depreciation and amortisation for calculations where appropriate.

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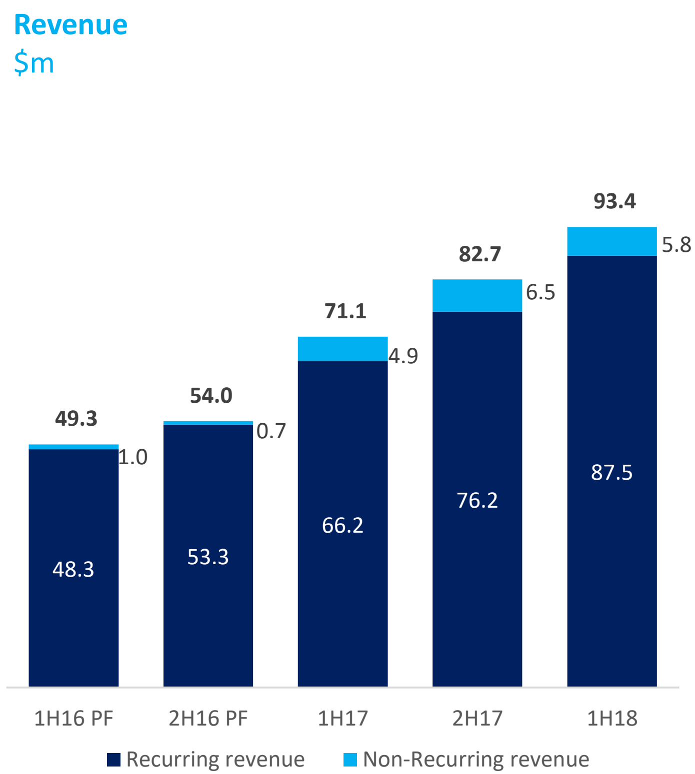
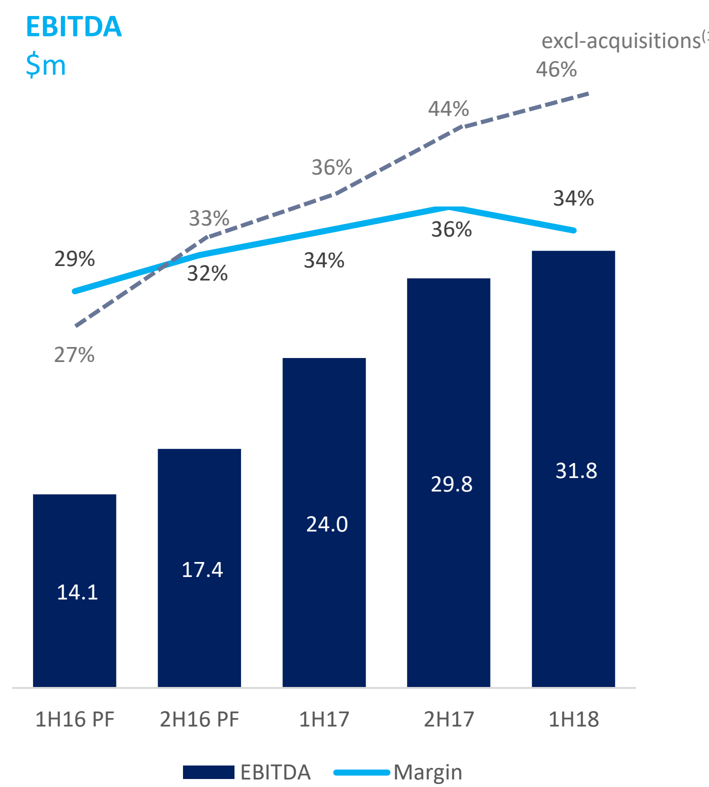
Revenue and EBITDA

Growth in quality revenue continues, impact on EBITDA reflects execution on expansion strategy

- 31% revenue growth v 1H17, reflecting 24% organic growth from existing and new customers plus 9% from targeted acquisitions offset by 2% of FX headwind
- 100% recurring revenue (excl acquisitions[1])
- 94% recurring revenue overall, reflecting the different business models of recent acquisitions which have consulting and OTL
- 46% EBITDA margin (excl acquisitions), reflecting CW1 business efficiency
- 32% EBITDA growth v 1H17 reflecting the impact of lower margin acquisitions and the costs of their product development expenditure





1. Acquisitions are those businesses acquired since 2012 and not embedded into CargoWise One.

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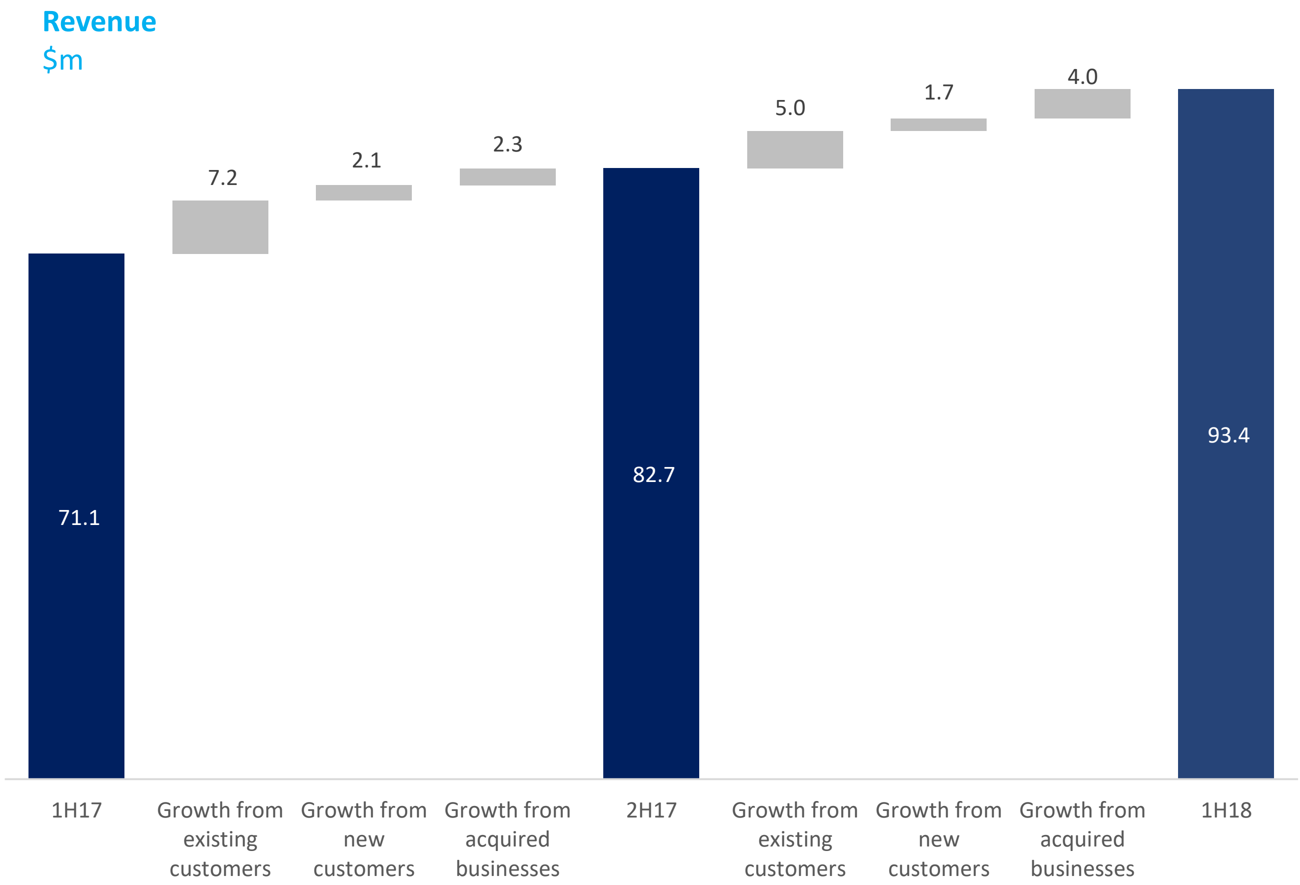
Revenue growth

Organic revenue growth continues across existing and new customers

- Existing customer growth rose $5.0m in 1H18 as customers continue to grow transactions, modules, sites and take up new products
- Strength of underlying growth masked by one-off $2.3m static step-up for DHL GF in prior period
- $1.7m new customer growth(1) in line with 1H17. Variance against 2H17 is due to 2.5 years of customers in 1H18 vs 3 years in 2H17
- $4.0m growth from acquired businesses outside CargoWise One, noting older acquisition slight revenue decline partially offset new acquisition revenues
- Revenue momentum partially impacted by FX headwind in 1H18



FX impact: 2H17 $nil, 1H18 $(1.1)m

1. Growth from new customers is defined as revenue growth from CargoWise One application suite customers won in the current financial year and the previous two financial years.

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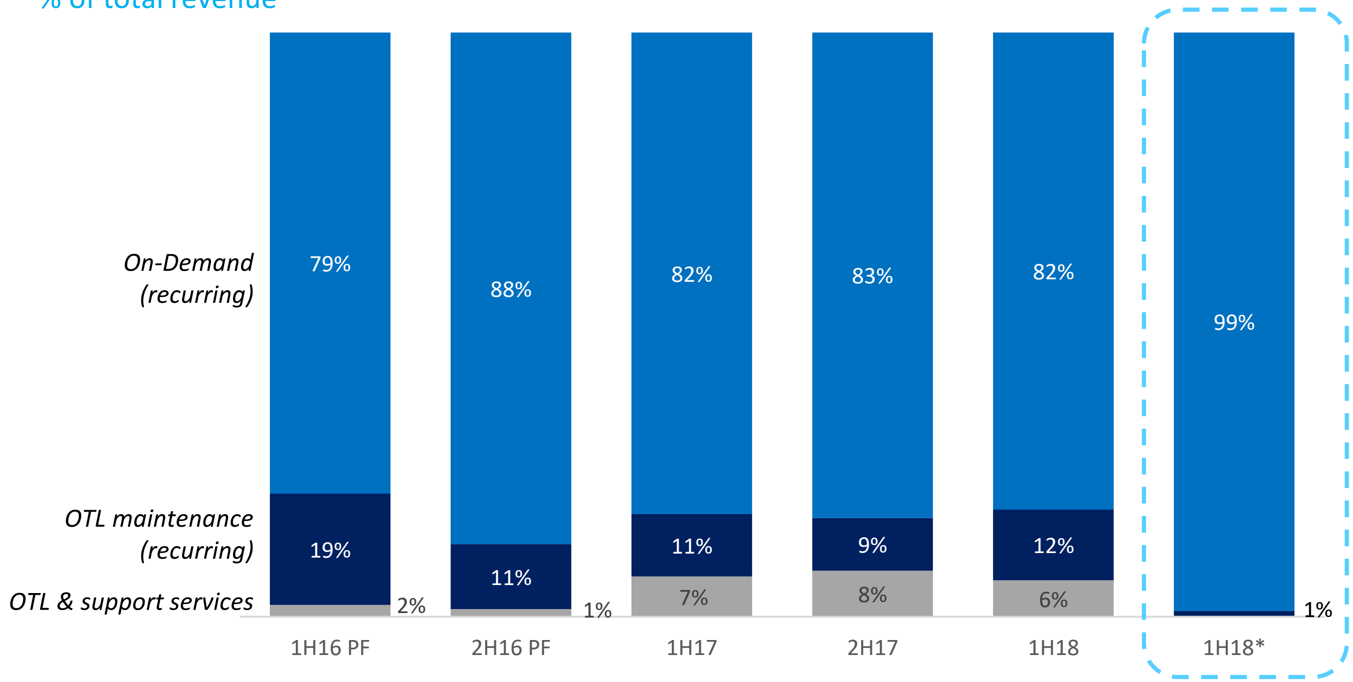
Licensing model

Transition to On-Demand licensing essentially complete for CargoWise One

- Conversion essentially complete: 99% of our 1H18 CargoWise One revenues from On-Demand customers
- On-Demand licensing = access on an as-needed basis, pay monthly based on usage by module user or transactions ie MUL + STL combined
- Each revenue stream accelerates at different rate and can be impacted by customer behavourial discounts, transitional pricing arrangements and consolidation
- Customer conversions from MUL to STL commenced in FY18
- Customer licence conversions for acquired businesses involve multi-year transition of ~3-5+ years to complete from time product fully embedded

Revenue by licence type
% of total revenue



CargoWise One application suite only

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Financial performance summary

Strong underlying metrics for CW1 impacted by acquisitions to accelerate long-term growth

Income statement

$m

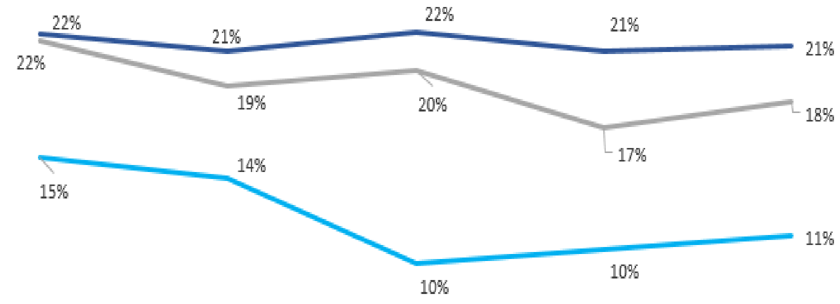
	1H17	2H17	1H18	Ch vs 1H17
Revenue				
On-Demand	58.6	68.7	76.2	30%
OTL maintenance	7.6	7.5	11.3	49%
OTL and support services	4.9	6.4	5.8	18%
Total revenue	**71.1**	**82.7**	**93.4**	**31%**
Cost of revenues	(10.1)	(12.6)	(13.9)	38%
Gross profit	**61.0**	**70.0**	**79.4**	**30%**
Operating expenses				
Product design and development	(14.3)	(14.1)	(17.2)	20%
Sales and marketing	(6.9)	(8.6)	(10.4)	51%
General and administration	(15.8)	(17.5)	(20.0)	27%
Total operating expenses	**(37.0)**	**(40.2)**	**(47.6)**	**29%**
EBITDA	**24.0**	**29.8**	**31.8**	**32%**
Key operating metrics				
Total revenue growth vs prior period	32%	16%	13%	(19)pp
Recurring revenue	93%	92%	94%	1pp
On-Demand revenue	82%	83%	82%	-
Gross profit margin	86%	85%	85%	(1)pp
Total R&D - % of total revenue	34%	32%	37%	3pp
Sales and marketing - % of total revenue	10%	10%	11%	1pp
General and administration - % of revenue	22%	21%	21%	(1)pp
EBITDA margin	34%	36%	34%	-

Operating expenses

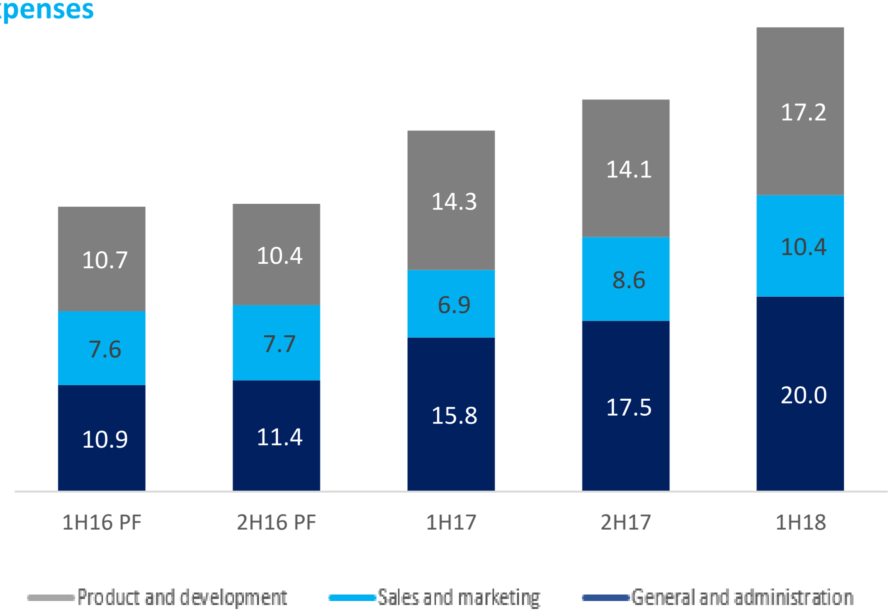
Continued investment to scale, support and accelerate global growth

- Operating expenses focused on strategic levers
  - Innovation and product development expanded and updated core platform. However, new acquisitions typically have higher levels of maintenance and support charges
  - Sales and marketing expense ratio rose with investment in new region multi-lingual marketing content. In future periods we will make additional investments for new adjacent markets and non-English speaking geographies
  - Investment in general and administration (G&A) rose to support further business expansion, additional M&A resources, expanded finance and compliance administration, corporate office and the impact of G&A costs inherited from acquired businesses

Operating expenses
% of total revenue



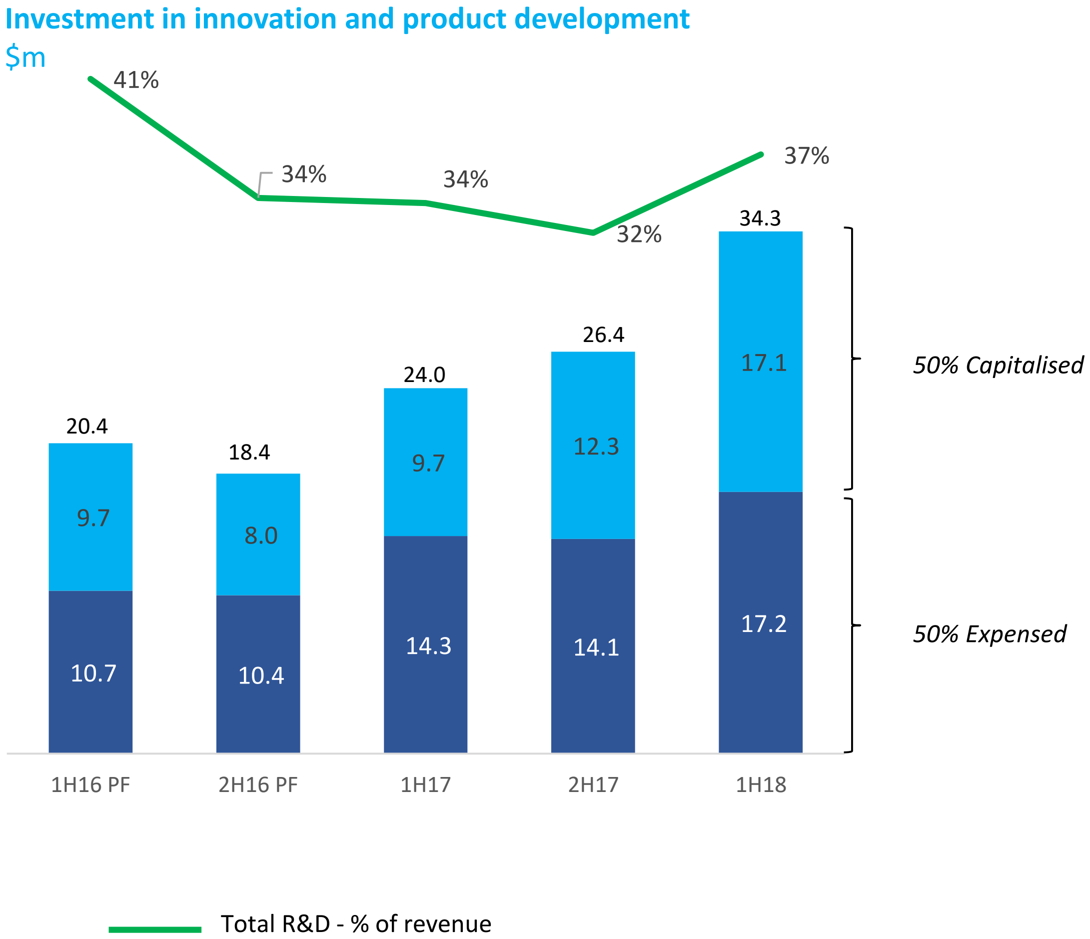
Operating expenses
$m



Investment in innovation and product development

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

- Over $200m invested in R&D and innovation (FY14-FY18) driving our platform leadership
- Increases in product design and development costs from 1H17 to 1H18 reflect significant growth in the innovation pipeline of commercialisable development, additional investment in industry experts and skilled software developers, plus maintenance and support costs from acquired businesses
- 230 product upgrades and enhancements in 1H18 across the CargoWise One global platform
- We expense maintenance, fixes, and research that cannot be commercialised
- Acquired businesses increased expensed R&D as they mainly focus on product maintenance and support
- Proportion of R&D investment capitalised in range 40%-50%
- Capitalised development policy in accordance with accounting standards – see Appendix



WiseTech GLOBAL

Cash flow profile

Strong operating cash flow impacted by multiple acquisitions in global expansion

- Continued high conversion of EBITDA into operating cash flow
  - Non-cash items in EBITDA mainly reflect share-based payments
  - Negative working capital reflects increases in accounts receivable due to invoice timing, revenue growth and decrease in deferred revenue
- Continued expenditure on development
  - $17.2m capitalised development costs
  - Other net capital expenditure included office equipment and computer hardware
- 37% free cash flow conversion ratio

Cash flows
$m

	1H17	2H17	1H18
EBITDA	**24.0**	**29.9**	**31.8**
Non-cash items in EBITDA	1.6	3.8	4.1
Change in working capital	2.9	1.2	(4.2)
Operating cash flow	**28.5**	**34.9**	**31.7**
Capitalised development costs[1]	(9.7)	(12.3)	(17.2)
Other net capital expenditure	(4.1)	(2.8)	(2.6)
Free cash flow	**14.7**	**19.8**	**11.9**
Key operating metrics			
Operating cash flow conversion ratio	*119%*	*117%*	*100%*
Free cash flow conversion ratio	*61%*	*66%*	*37%*

1. Includes expenditure on patents

WiseTech GLOBAL

Summary statement of financial position

Solid capital position from which to drive further strategic growth initiatives

- Solid capital position with $60m in cash and equivalents, plus $55m in unused debt facility available
- Cash reserves and funding alternatives in place to drive strategic growth initiatives – including potential for share issuance to vendors as part payment for acquisitions
- Increase in trade and other receivables reflects timing of invoices for large customers, impact of acquisitions and more organic revenue growth
- Increase in intangible assets reflects product investments and acquisition goodwill
- Increase in other non-current liabilities reflects contingent earnouts for multiple acquisitions and pre-paid customer deposits
- Increase in deferred tax liabilities reflects increase in capitalised development
- Dividend declared, fully franked, 1.05 cents per share for 1H18 with up to $3.1m payable in April 2018

$m	30 Jun 2017	31 Dec 2017
Current assets		
Cash and cash equivalents	101.6	60.2
Trade and other receivables	13.8	24.3
Other assets	7.2	4.7
Total current assets	**122.6**	**89.3**
Non-current assets		
Intangible assets	133.7	241.2
Property, plant and equipment	16.8	15.3
Other non-current assets	3.1	2.1
Total non-current assets	**153.6**	**258.6**
Total assets	**276.2**	**347.8**
Current liabilities		
Trade and other payables	15.2	17.1
Borrowings	2.7	1.7
Deferred revenue	12.6	9.8
Other current liabilities	11.9	22.6
Total current liabilities	**42.4**	**51.1**
Non-current liabilities		
Borrowings	1.2	0.9
Deferred tax liabilities	13.7	18.6
Other non-current liabilities	5.2	51.0
Total non-current liabilities	**20.1**	**70.5**
Total liabilities	**62.5**	**121.6**
Net assets	**213.8**	**226.3**
Equity		
Share capital	166.6	170.7
Reserves	(8.3)	(9.2)
Retained earnings	53.9	64.2
Non-controlling interests	1.6	0.6
Total equity	**213.8**	**226.3**

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Richard White
Founder and CEO

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WiseTech GLOBAL

Logistics execution 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 CargoWise One	Our leading global logistics software and open-access, usage-driven business model removes 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, scales from 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, 130 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, transaction charge 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 enabled	positive	SaaS since 2008, cloud enabled, all devices, LDaaS and PaaS to come
Shift from in-house to commercial systems	positive	Commercially proven, integrated platform used by 24 of the 25 largest global freight forwarders

Our technology and business model turns industry problems into tailwinds

Industry and competitive environment

What's ahead in 2018 and beyond

3PL industry in rapid evolution

- Consolidation continues, for 3PL and 2PL providers scale is key
- Increasing demand for integrated ecosystems to improve productivity and competitiveness
- Growing demand, few new commercial provider entrants of scale
- Borders blurring across the logistics industry
- 3PL e-commerce growth, growing 15%+ in key regions driven by consumer spending and increased cross-border purchasing
- High growth in 3PL logistics, upcycle = stronger inertia around switching platforms

Governments

- Constant ongoing change centred around single window, system upgrades, border control or political change such as Brexit
- Increasing compliance fines to address risks, increasing regulation add-ons
- Digitisation is essential but implementation slow
- Supportive environment for software solution providers

E-commerce growth driver

- E-commerce volumes are simultaneously pressuring and expanding 3PL businesses
- Increasing cross-border transactions to facilitate e-commerce
- E-commerce dismantling offline bricks and mortar, now impacting online retailers and potentially dis-intermediating wholesalers while both using, and competing with, 3PLs
- E-commerce giants becoming 3PL for their own operations and for third parties – strategy is build/buy and hoard
- E-commerce players expanding in significant ways into new markets

3PL revenues from e-commerce activity are growing faster than the overall 3PL market. 3PL e-commerce revenues are expected to generate a compound annual growth rate of 15.7% versus overall 3PL market growth of 6.0% for the period 2016 to 2020.

Armstrong & Associates 2017

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Powerful growth strategy

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**

Accelerate **organic growth** through **acquisitions**

"We are accelerating into more products, more geographies and more adjacencies … driving our long-term growth with each innovation and acquisition"

High growth outlook for FY18

Execution on strategy provides solid foundation for delivering high growth in FY18

- **Momentum from 1H18 leading into FY18**
  - Powerful progress on innovation and acquisition pipelines
  - Continuing revenue growth during business expansion and transformation
  - 100% recurring revenue for CargoWise One
  - Annual CargoWise One customer attrition rate <1%
  - Increasing tailwinds from industry dynamics and ecommerce
- **Business well positioned for transformation and growth**
  - 'Operating system for global logistics' licensed in 130 countries
  - Relentless innovation, widening our technology lead
  - Solid balance sheet, high quality CW1 revenues, cash generative
  - Organic growth through geographic expansion, innovation pipeline + building out platform capability
  - Benefit of full year impact of FY17 acquisitions, part contribution of FY18 transactions and launch of new products
- **We will continue to execute our potent growth strategy throughout FY18, driving innovation and global expansion and transforming our operations**

FY18 Revenue(1)

$207m - $217m

35% to 41%

FY18 growth vs FY17

FY18 EBITDA(1)

$71m - $75m

32% to 39%

FY18 growth vs FY17

1. Our revenue is invoiced in a range of currencies, reflecting the global nature of our customer base, and as a result is impacted by movements in foreign exchange rates. Our FY18 guidance is based on rates provided in the Appendix.

WiseTech GLOBAL

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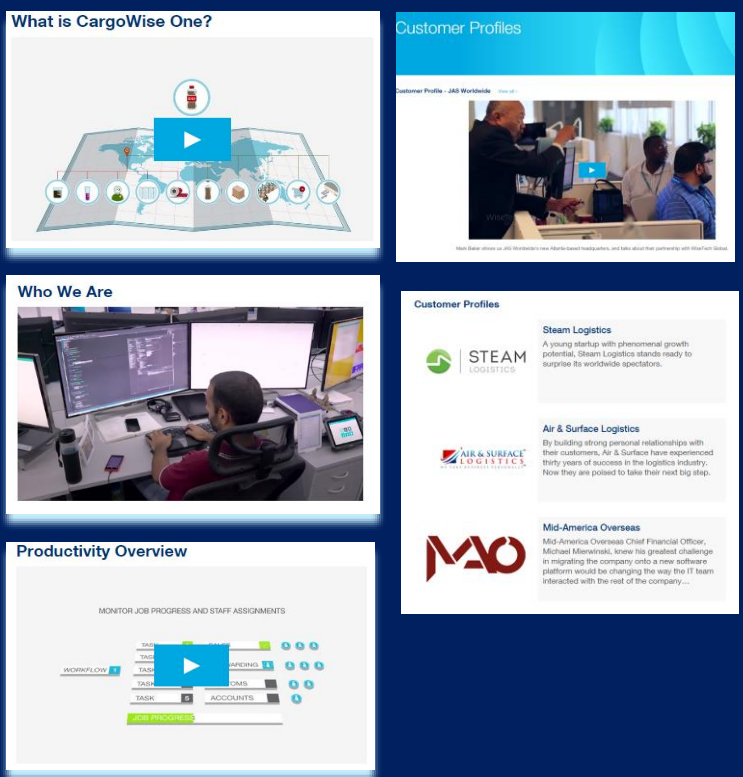
Visit our investor centre for more information on WiseTech Global

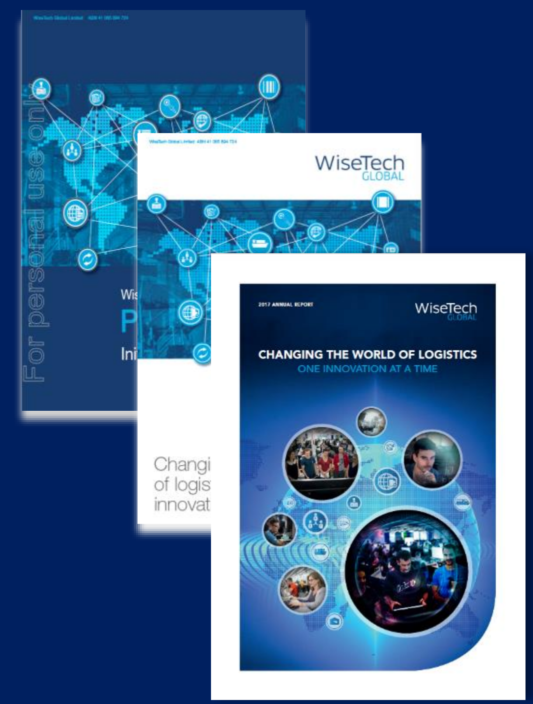
www.wisetechglobal.com/investors

Videos



Presentations

Other materials



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Appendix

FY18 guidance and assumptions

Strong growth in revenue and EBITDA

What is included in the guidance:

- 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
- Standard price increases
- Acquisitions post 30 June 2017: Bysoft, Digerati, TradeFox, Prolink, CMS, Cargoguide, CargoSphere, Microlistics, ABM, CustomsMatters and Intris
- New product launches
- Investment in R&D to increase in $ terms, but will benefit from operating leverage
- Sales and marketing as % of revenue to increase to more historical levels over time, 12%-13%
- General and administration, including M&A costs, excluding acquired G&A, as a % of revenue to be more efficient, below 20%

What is not included in the guidance:

- Material change in revenues from the acquired platforms
- Benefits from migration of customers from acquired platforms, where CargoWise One development is yet to be completed
- Growth in services revenue outside of e-services
- Revenue from new products in development but not planned to be commercialised
- Changes in the mix of invoicing currencies
- Potential acquisitions

	FY17	FY18 guidance
Revenue	$153.8m	**$207m - $217m**
EBITDA	$53.9m	**$71m - $75m**

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Global revenues received in a mix of key currencies

Revenues protected with effective natural hedge and external arrangements

- 73% of 1H18 revenue in non-AUD, as expected, slightly lower rate than FY17 (75%)
- Natural hedges in some regions with both revenue and expenses denominated in local currencies – including recent acquisitions. 55% of our 1H18 revenue is in non-local currencies
- No derivative contracts in place for FY18

FX rates vs AUD	FY18 guidance	2H18 guidance
GBP	0.60	0.58
RMB	5.23	5.09
EUR	0.68	0.65
NZD	1.06	1.10
ZAR	10.24	9.79
USD	0.78	0.79

Sensitivities	Increase/ decrease	2H18 revenue $m	2H18 EBITDA $m
FX rates vs AUD			
USD	+/- 5%	-/+ 1.6	-/+ 1.1
EUR	+/- 5%	-/+ 0.7	-/+ 0.2
ZAR	+/- 5%	-/+ 0.2	nil

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Key operating metrics – including and excluding acquisitions

Key operating metrics	1H17	2H17	1H18	1H18 excl acquisitions[1]
Recurring revenue	93%	92%	94%	100%
On-Demand revenue	82%	83%	82%	99%
Gross profit margin	86%	85%	85%	91%
Total R&D - % of total revenue	34%	32%	37%	36%
Product design and development - % of total revenue	20%	17%	18%	13%
Sales and marketing - % of total revenue	10%	10%	11%	12%
General and administration - % of total revenue	22%	21%	21%	21%
EBITDA margin	34%	36%	34%	46%

1. Acquisitions are those businesses acquired since 2012 not embedded into CargoWise One.

WiseTech GLOBAL

Global 3PLs – 33 of the top 50 global 3PLs[1]

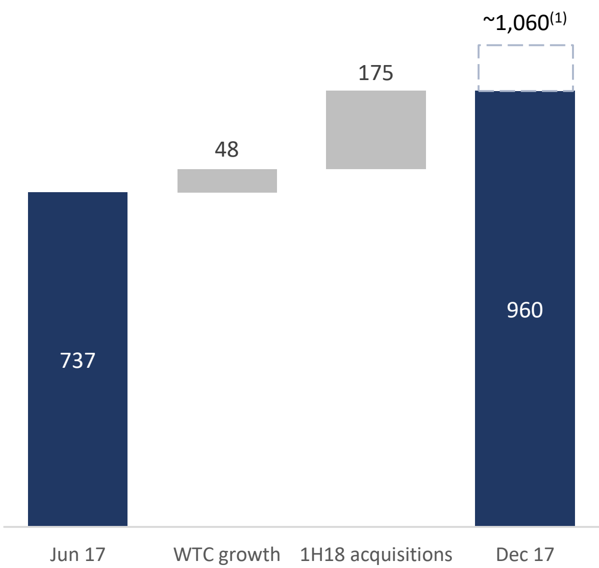
The WiseTech Global group offers solutions domestically, multi-regionally and globally

1. Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2016 logistics gross revenue/turnover.

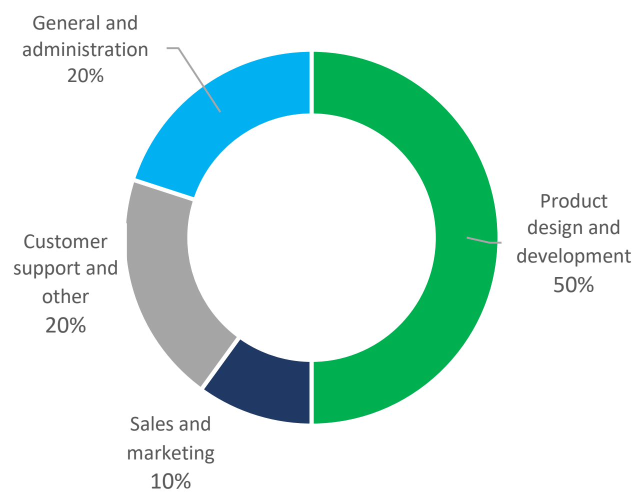
Employees

30% increase in our diverse, talented workforce in 1H18

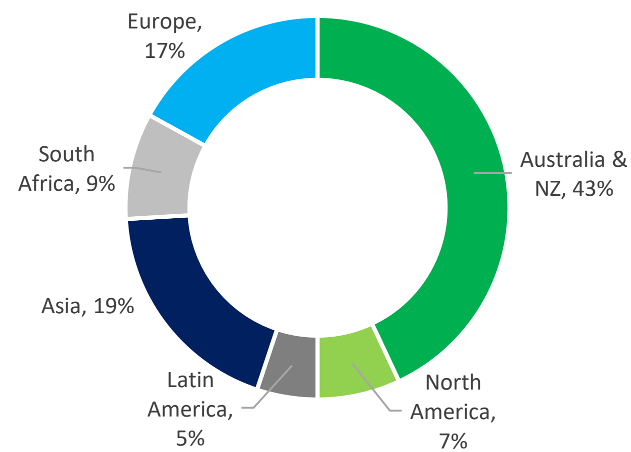
Growth in number of employees



Employees by function
as at 31 Dec 2017



Employees by region
as at 31 Dec 2017



1. Headcount of 1,060 includes FTE from acquisitions completed or announced in 2H18: Microlistics, CustomsMatters, ABM Data Systems and Intris.

Overview of revenue, licensing models, drivers and platforms

Nature of revenue:	*Recurring revenue* 94%[1]					*Other revenue* 6%[1]	
Revenue categories:	**On-Demand** 82%[1]				**OTL maintenance** 12%[1]	**OTL and support services** 6%[1]	
Licence model:	**Seat plus Transaction Licence (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 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, znet, Bysoft, CMS	CCN	Translogix, Zsoft, CoreFreight, CCN, Softship, znet, ACO, Bysoft, Digerati, CMS, Prolink, Cargoguide, CargoSphere	Translogix, Zsoft, Softship, znet, ACO, CMS, Prolink	Translogix, Zsoft, Softship, znet, ACO, Bysoft, CMS, Prolink

1. Represents percentage of 1H18 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.

WiseTech GLOBAL

Product commercialisation and monetisation processes and timeline

High innovation to commercialisation ratio – product designed for CW1 platform + global customer base

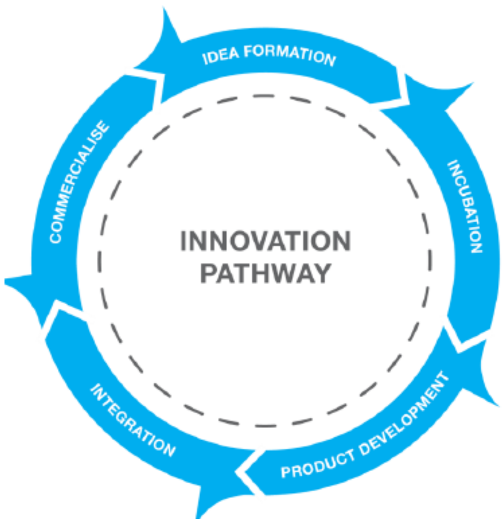
Rich ideation

Industry expert teams solve across sectors and countries:

- **Regulatory compliance** (eg SOLAS, ACE)
- **Inefficiencies and pain points** (ie automating or eliminating manual work)
- **Productivity, quality, control and visibility enhancements** (incl machine learning, AI, grouping big data and global integrated services)

Innovation cycle

Product leads and architects leverage global data, integrated platform and layered visibility to build breakthrough solutions



Rapid commercialisation

Grow usage and revenue

Global platform availability of released product/functional enhancement

Dev't partners and early adopters | Commercialised final release

Early low cost or free deals signed | Early adopter deals expire

Standard price list and terms published

Seed usage ahead of revenue from monetisable transactions across platform
New component released on-demand, free trials, easy access to testing
Customers start using without locked-in, fixed-term, fixed feature contracts

Revenue grows exponentially over time

1-3 months — ***3-15 months*** Small to mid size functional enhancements — ***Piloting 6-12 months*** — ***Revenue stream forever***

1-5 years Large new modules and major architectures

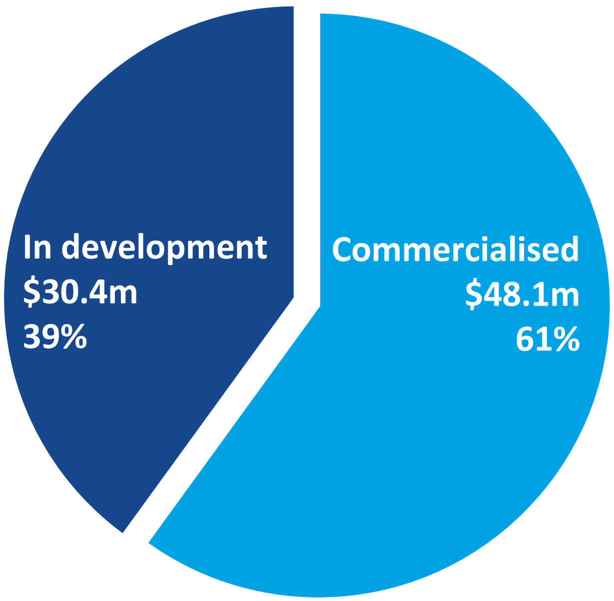
WiseTech GLOBAL

Capitalised development and amortisation

High innovation to commercialisation ratio – product designed for CW1 platform + customer base

- 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 One
  - Patents
- Workflow management tool, PAVE, is used to accurately track development hours and activity
- Most commercialised software is amortised over a 10 year period
- 1H18 amortisation is $3.4m
- Total commercialised $69.2m life to date, accumulated amortisation $21.1m
- 'In development' will be amortised once commercialised in the future. We undertake impairment testing annually to support recovery of capitalised amounts
- PAVE launched in 1H18, cost transferred from In development to Commercialised

Net book value of capitalised development
31 Dec 2017



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	Foothold 12-24 months Adjacencies 3+ years	0-36 months
Integrate target	**Develop product**	**Grow revenue**

Integrate target

"Acculturation"

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

Integrate acquired product with CargoWise One swiftly

Develop product

"Build out"

Product development utilising Universal Customs Engine

Localisation
E-learning platform
Innovation and expansion

Move to full "embedded" product

Grow revenue

Global customers access new capability integrated in CargoWise One

Immediate revenue once capability embedded in 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 and industry experts + **Local infrastructure** Geographic presence Potential data/service centre + **New capability** Expand CargoWise One platform + **Global customer $** Additional transaction revenue stream and network effect + **Acquired customer $** Initial revenue stream + move to CargoWise One transactions + growth in usage + **Acquired regional $** Revenue stream from related offices worldwide = $$$

WiseTech GLOBAL

Organic growth accelerated by acquisitions

Small, valuable acquisitions further our growth across geographies and adjacencies

	FY15 and FY16		FY17			FY18			
	Customs China	Customs South Africa	Customs Germany	Customs Italy	Ocean carrier Global	Customs Brazil	Customs tariffs Australasia	Customs Taiwan China	Land transport Australasia
Brand	Zsoft	CCL + CFS	znet	ACO	Softship	Bysoft	Digerati	Prolink	CMS
Staff	75	100	~30	~10	~100	~50	1	~65	~20
Integrate with WiseTech	Complete	Complete	Complete	Complete	Collaboration	Commenced	Complete	Commencing 2H18	Commencing 2H18
Develop product	Embedded	Embedded	Commenced	Commenced	-	Commenced	Embedded	Commenced	Commenced
Customer conversion	On hold	Commenced							

We are continuing to progress our pipeline of opportunities in key target regions of Europe, South America and Asia

WiseTech GLOBAL

Organic growth accelerated by acquisitions

Small, valuable acquisitions further our growth across geographies and adjacencies

FY18

	Rates management Global	Rates management Global	Warehouse WMS Asia Pacific North America Middle East	Customs FF/WMS Pan-European	Customs Ireland
Brand	Cargoguide	CargoSphere	Micrologistics	ABM Data Systems	CustomsMatters
Staff	~22	~20	~40	20	8
Integrate with WiseTech	Commencing 2H18	Complete	Commencing 2H18	Complete	-
Develop product	Commenced	Commenced	Commencing 2H18	Commencing 2H18	Commencing 2H18

We are continuing to progress our pipeline of opportunities in key target regions of Europe, South America and Asia

Key operating metrics

Strong growth in revenue continues, impact on EBITDA reflects execution on expansion strategy

	1H16 PF	2H16 PF	1H17	2H17	1H18
Revenue growth vs prior period	16%	10%	32%	16%	13%
On-Demand revenue	79%	88%	82%	83%	82%
Recurring revenue	98%	99%	93%	92%	94%
Gross profit margin	88%	87%	86%	85%	85%
Product design and development - % of total revenue	22%	19%	20%	17%	18%
Sales and marketing - % of total revenue	15%	14%	10%	10%	11%
General and administration - % of total revenue	22%	21%	22%	21%	21%
EBITDA - % of total revenue	29%	32%	34%	36%	34%
EBITA - % of total revenue	19%	24%	27%	30%	25%
EBIT - % of total revenue	17%	23%	25%	29%	24%
NPAT - % of total revenue	10%	17%	20%	21%	17%
Capitalised development costs	\$9.7m	\$8.0m	\$9.7m	\$12.3m	\$17.1m
Total R&D	\$20.3m	\$18.4m	\$24.0m	\$26.4m	\$34.3m
Total R&D - % of total revenue	41%	34%	34%	32%	37%
Effective tax rate	40%	26%	27%	27%	30%

WiseTech GLOBAL

Income statement

$ million	1H16 PF	2H16 PF	1H17	2H17	1H18
Revenue					
On-Demand	38.9	47.3	58.6	68.7	76.2
OTL maintenance	9.4	6.0	7.6	7.5	11.3
OTL and support services	1.0	0.7	4.9	6.4	5.8
Total revenue	**49.3**	**54.0**	**71.1**	**82.7**	**93.4**
Cost of revenues	(6.0)	(7.1)	(10.1)	(12.6)	(13.9)
Gross profit	**43.3**	**46.9**	**61.0**	**70.0**	**79.4**
Operating expenses					
Product design and development	(10.7)	(10.4)	(14.3)	(14.1)	(17.2)
Sales and marketing	(7.6)	(7.7)	(6.9)	(8.6)	(10.4)
General and administration	(10.9)	(11.4)	(15.8)	(17.5)	(20.0)
Total operating expenses	**(29.2)**	**(29.5)**	**(37.0)**	**(40.2)**	**(47.6)**
EBITDA	**14.1**	**17.4**	**24.0**	**29.8**	**31.8**
Depreciation	(2.6)	(1.7)	(2.3)	(2.3)	(3.8)
Amortisation	(2.1)	(2.7)	(2.8)	(2.8)	(4.4)
EBITA	**9.4**	**13.0**	**18.9**	**24.7**	**23.6**
Acquired amortisation	(1.1)	(0.8)	(1.0)	(1.2)	(1.1)
EBIT	**8.3**	**12.2**	**17.9**	**23.6**	**22.5**
Net finance income/(costs)	0.1	0.2	1.9	0.8	(0.2)
Share of loss of equity accounted investees	-	-	(0.0)	(0.0)	(0.0)
Profit before income tax	**8.4**	**12.4**	**19.8**	**24.4**	**22.4**
Tax expense	(3.4)	(3.2)	(5.3)	(6.7)	(6.8)
NPAT	**5.0**	**9.2**	**14.5**	**17.7**	**15.6**
Non-controlling interests	-	-	(0.1)	(0.2)	0.0
Net profit attributable to equity holders of the Parent	**5.0**	**9.2**	**14.4**	**17.5**	**15.6**

WiseTech GLOBAL

Reconciliation of statutory operating cash flow to statutory cash flow

- Payments for intangibles are $17.2m capitalised development
- Acquisition of businesses comprises:
  - Payment for 1H18 acquisitions
  - $4.6m related to Softship
  - $0.5m in contingent consideration payments for CMS and ACO
- Treasury shares acquired to meet future share-based payment obligations

	6 months to 31 December		Full year
$m	**1H17**	**1H18**	**FY17**
EBITDA	**24.0**	**31.8**	**53.9**
Non-cash items in EBITDA	1.6	4.1	5.4
Change in working capital	2.9	(4.2)	4.1
Operating cash flow	**28.5**	**31.7**	**63.4**
Income tax paid	(2.9)	(1.2)	(8.5)
Net cash flows from operating activities	**25.5**	**30.5**	**54.9**
Payments for intangible assets	(9.6)	(17.1)	(21.9)
Payments for patents	(0.1)	(0.1)	(0.1)
Purchase of property, plant and equipment	(4.1)	(2.6)	(6.9)
Interest received	0.8	0.6	2.3
Other investing income	-	-	0.3
Acquisition of businesses, net of cash acquired	(5.5)	(46.7)	(22.9)
Net cash flows used in investing activities	**(18.5)**	**(65.8)**	**(49.2)**
Proceeds from the issue of shares	-	3.8	0.9
Interest paid	(0.1)	(0.1)	(0.3)
Treasury shares acquired	-	(5.0)	(7.5)
Payment for finance lease liabilities	(1.6)	(1.4)	(3.7)
Repayment of borrowings	(0.1)	(0.1)	(0.2)
Dividends	(0.0)	(3.2)	(2.9)
Net cash flows used in financing activities	**(1.8)**	**(5.9)**	**(13.8)**
Net increase/(decrease) in cash and cash equivalents	**5.0**	**(41.2)**	**(8.0)**
Cash and cash equivalents at 1 July	109.5	101.6	109.5
Effect of exchange differences on cash balances	0.2	(0.2)	0.1
Cash and cash equivalents at 31 December/30 June	**114.7**	**60.2**	**101.6**

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Reconciliation from statutory to pro forma income statement

$m	Note	1H16	2H16
Statutory revenue		**48.6**	**54.2**
Net impact of acquisitions	1	0.7	(0.2)
Pro forma revenue		**49.3**	**54.0**
Statutory NPAT		**3.1**	**(0.9)**
Net impact of acquisitions	1	0.3	0.2
Acquisition transaction costs	2	0.3	0.2
Incremental listed company costs	3	(1.3)	(0.5)
Offer costs	4	2.7	4.0
Net finance costs	5	0.5	0.3
Employee incentive scheme close-out	6	-	4.4
Commission scheme close-out	7	-	6.2
Tax impact of pro forma adjustments	8	(0.6)	(4.7)
Pro forma NPAT		**5.0**	**9.2**

Summary of pro forma adjustments

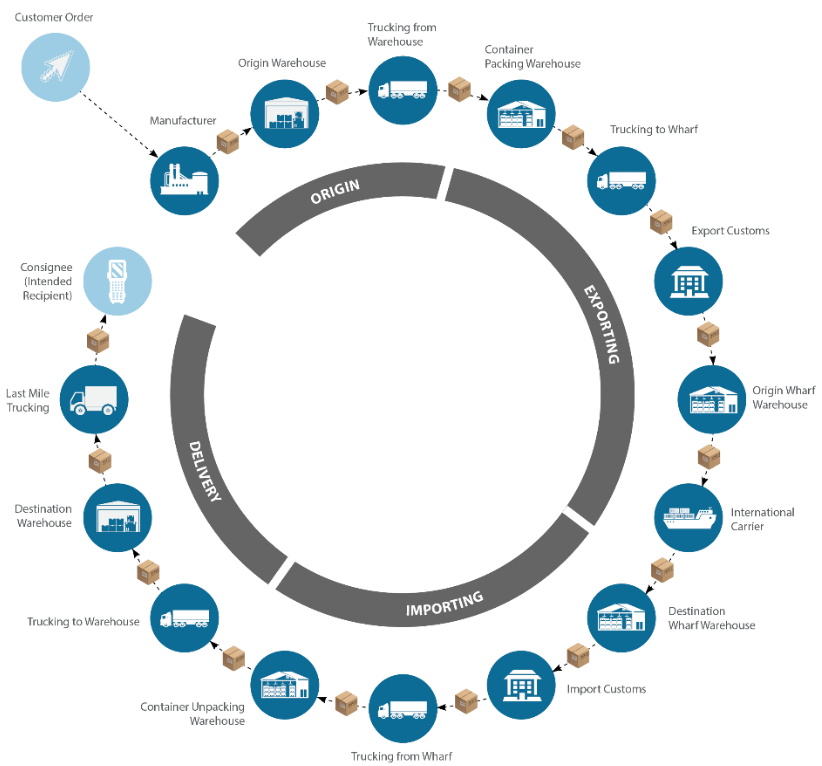
1. Represents the pro forma impact of acquisitions as presented in the Prospectus and adjustments for FY16 to remove the impact of CCN for May and June 2016.
2. Represents costs associated with acquisitions completed in the respective period.
3. Includes a full year of estimated costs of being a listed 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.

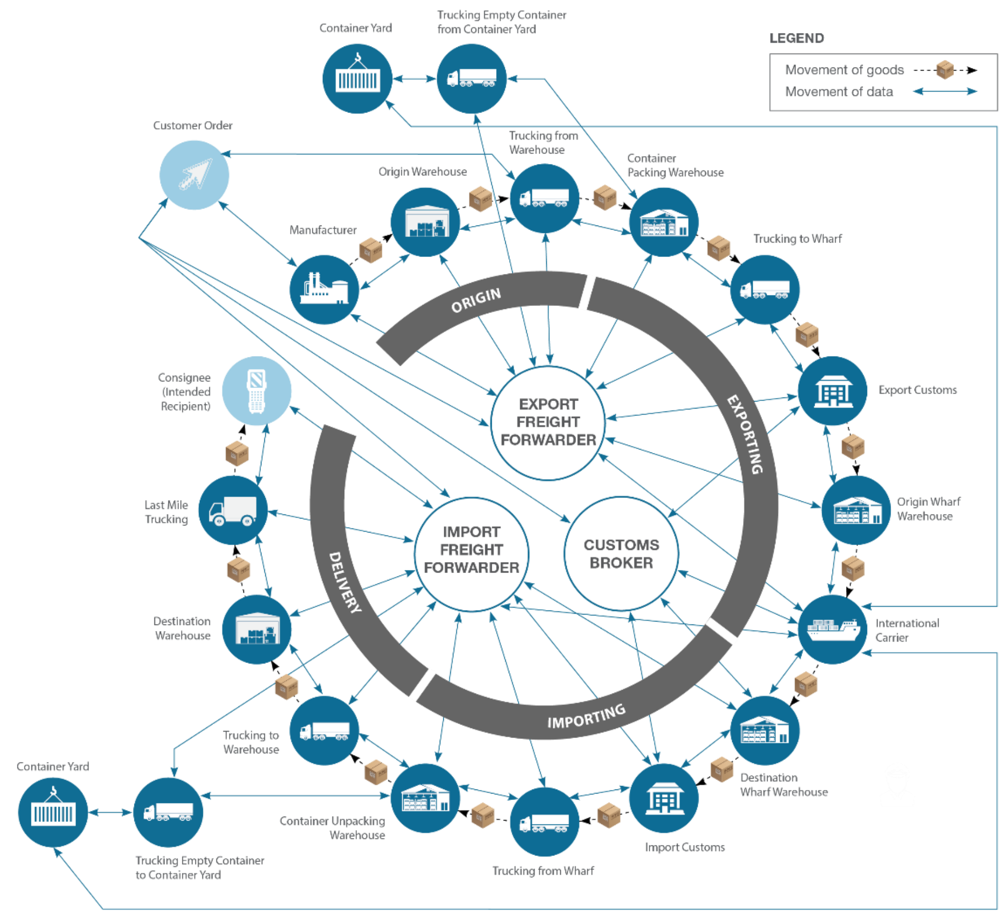
Logistics industry – moving goods and data

A myriad of logistics suppliers is needed across the supply chain.

Information moves ahead of, alongside and behind the physical goods as they move through the supply chain.

Data speed, accuracy, timeliness and quality is essential.





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