WiseTech GLOBAL

Results 1H17

Changing the world of logistics one innovation at a time

22 Feb 2017

Agenda

Gail Williamson
Investor Relations

Welcome | **CEO overview & performance highlights** | **Financials 1H17** | **Outlook** | **Q & A**

WiseTech GLOBAL

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- **Prior period pro forma (PF)** Except where explicitly stated, the financial data prior to 1H17 in this presentation is provided on a pro-forma basis. Information on the specific pro-forma adjustments is included in the Appendix to this document.
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A leading provider of software to the logistics industry globally

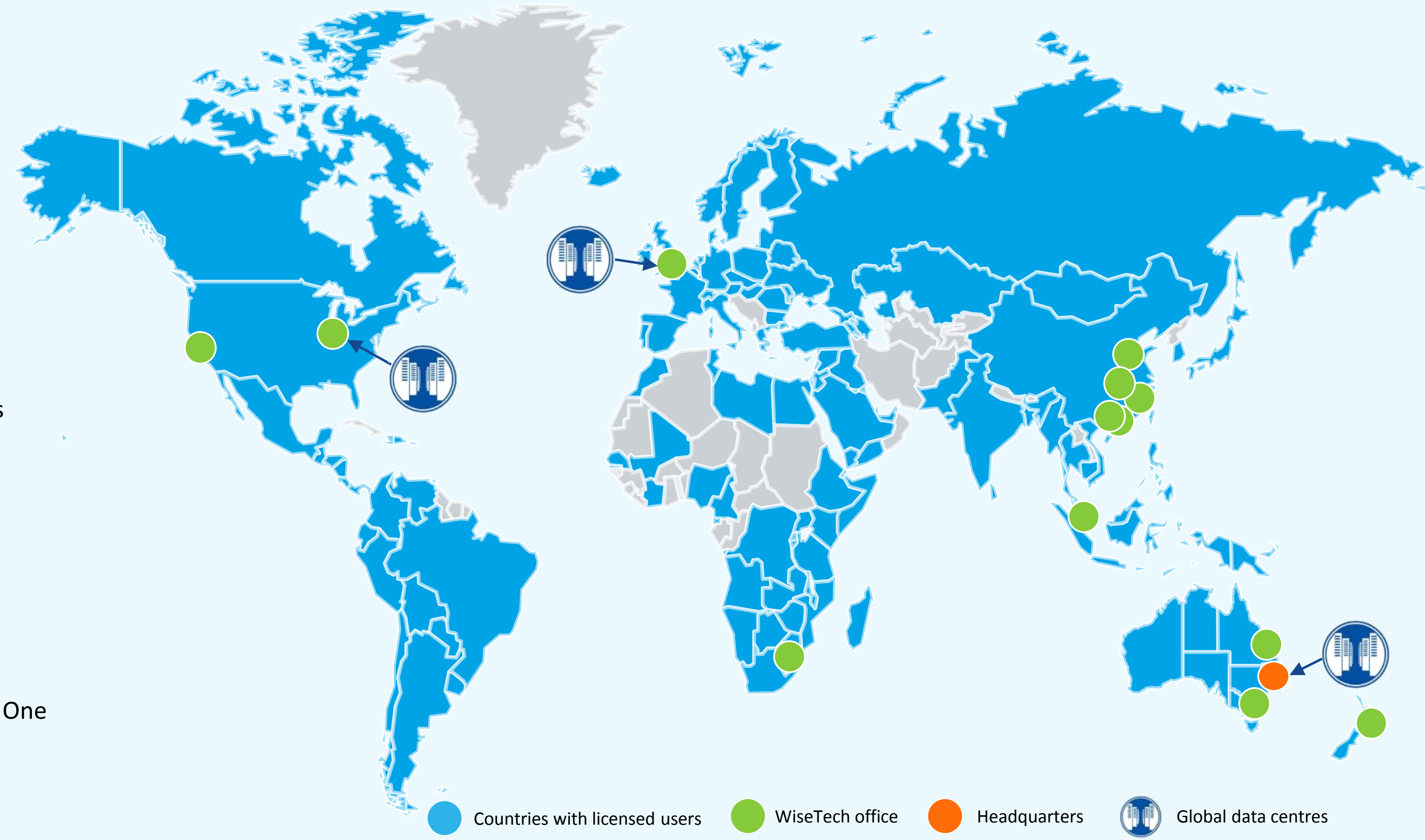
125+
countries[1]

6,000+
customers[2]

3 million
development hours over 15 years

~650
employees

1
integrated CargoWise One global system



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

Agenda

Richard White
Founder and CEO

Welcome

CEO overview & performance highlights

Financials 1H17

Outlook

Q & A

WiseTech GLOBAL

WiseTech Global financial highlights

Accelerated revenue growth, significant global platform and business expansion

ACCELERATED revenue growth

↑ **44% revenue** vs 1H16 PF

$71.1m 1H17

39% CAGR 1H15-1H17

HIGH recurring HIGH quality revenue

99% recurring revenue ex acquisitions[(1)]

91% 'on-demand' ex acquisitions[(1)]

LOW customer attrition

<1% every year for last 4 years annual attrition rates[(2)]

PROFITABLE + cash generative

↑ **70% EBITDA** to **$24.0m**

$14.4m net profit[(4)]

HIGH innovation and product development investment

34% of revenue[(3)] and **51% of our people**

$165m[(3)] FY13 - FY17F innovation and product spend

HIGH yield LOW cost sales and marketing machine

10% of revenue and **12% of our people**

sales automation, swift on-boarding, open-access licence, on-demand usage

(1) Acquisitions are those executed in the 12 months to 31 December 2016: Cargo Community Network Pty Ltd (CCN) and Softship AG (Softship).
(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 four financial years FY13-FY16 and 1H17.
(3) Total actual and forecast 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 attributable to equity holders

WiseTech GLOBAL

Delivered on strategy – we focused on what's important

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

Innovation and expansion of our global platform

- ✓ ~300 product upgrades and enhancements
- ✓ $24m invested [1]
- ✓ 51% of people
- ✓ Investment in expanding scalability and core platform
- ✓ Development of China (FF) and South African (customs)

Added to considerable pipeline of development initiatives
- universal cross-border compliance,
- productivity and visibility,
- machine learning and artificial intelligence

Greater usage by **existing customers**

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

- ✓ Existing customers' revenue grew $8.5m in 1H17 (up 183% vs growth in 2H16) and provided 84% of organic revenue growth in 1H17
- ✓ Licence transition from OTL essentially complete: On-Demand 91% (ex acquisitions[2])
- ✓ 34 of top 50 global 3PLs are now customers – early penetration
- ✓ 22 of top 25 global freight forwarders are customers and we have 7 in global rollout including Yusen, DSV, DHL GF

Increase **new customers** on the platform

- ✓ New customers signing increasing account + deal size
- ✓ Continued strong growth mid-market 100-500
- ✓ Large sales wins include GEFCO, Clasquin, Pentagon, All Ports

Stimulate **network effects**

- ✓ Next-gen WARP in progress
- ✓ 31 Freight Forwarding networks
- ✓ "CargoWise One" certified program
- ✓ WiseTechnical WiseBusiness WiseService Partners: 120+

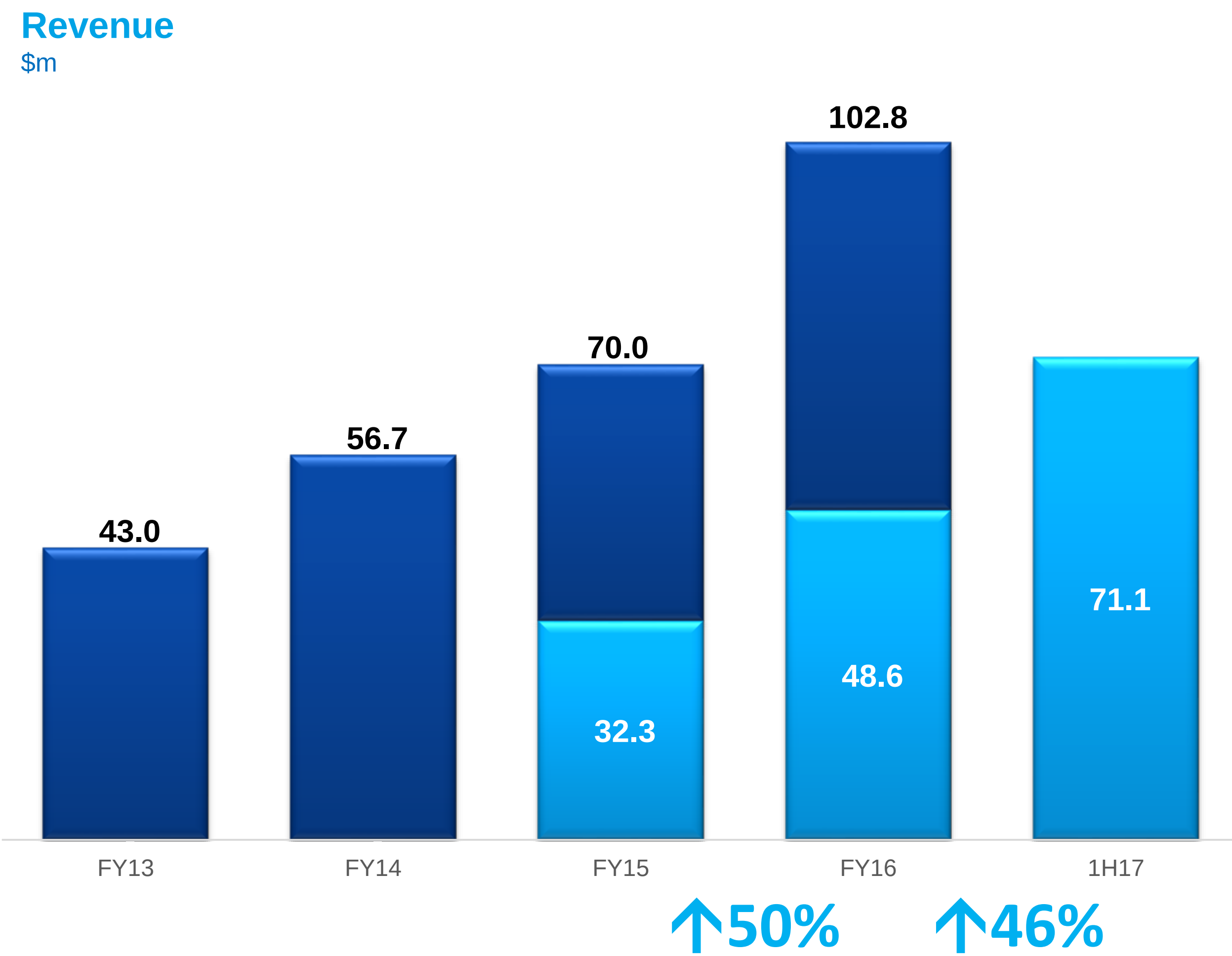
Accelerate organic growth through **acquisitions**

- ✓ Adjacencies:
- *Softship (sea freight)*
- ✓ Foothold:
- *znet (German customs)*[3]
- *ACO (Italian customs)*[3]
- ✓ Early adopter sales commencing China and South Africa
- ✓ Strong pipeline of near, mid and long-term targets in 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) Acquisitions are those executed in the 12 months to 31 December 2016: Cargo Community Network Pty Ltd (CCN) and Softship AG (Softship).
(3) Acquisitions completed in February 2017.

Strong growth in revenue continues

Accelerated high quality revenue growth while building out our platform and expanding globally



1H17 revenue

+46% v 1H16

+120% v 1H15

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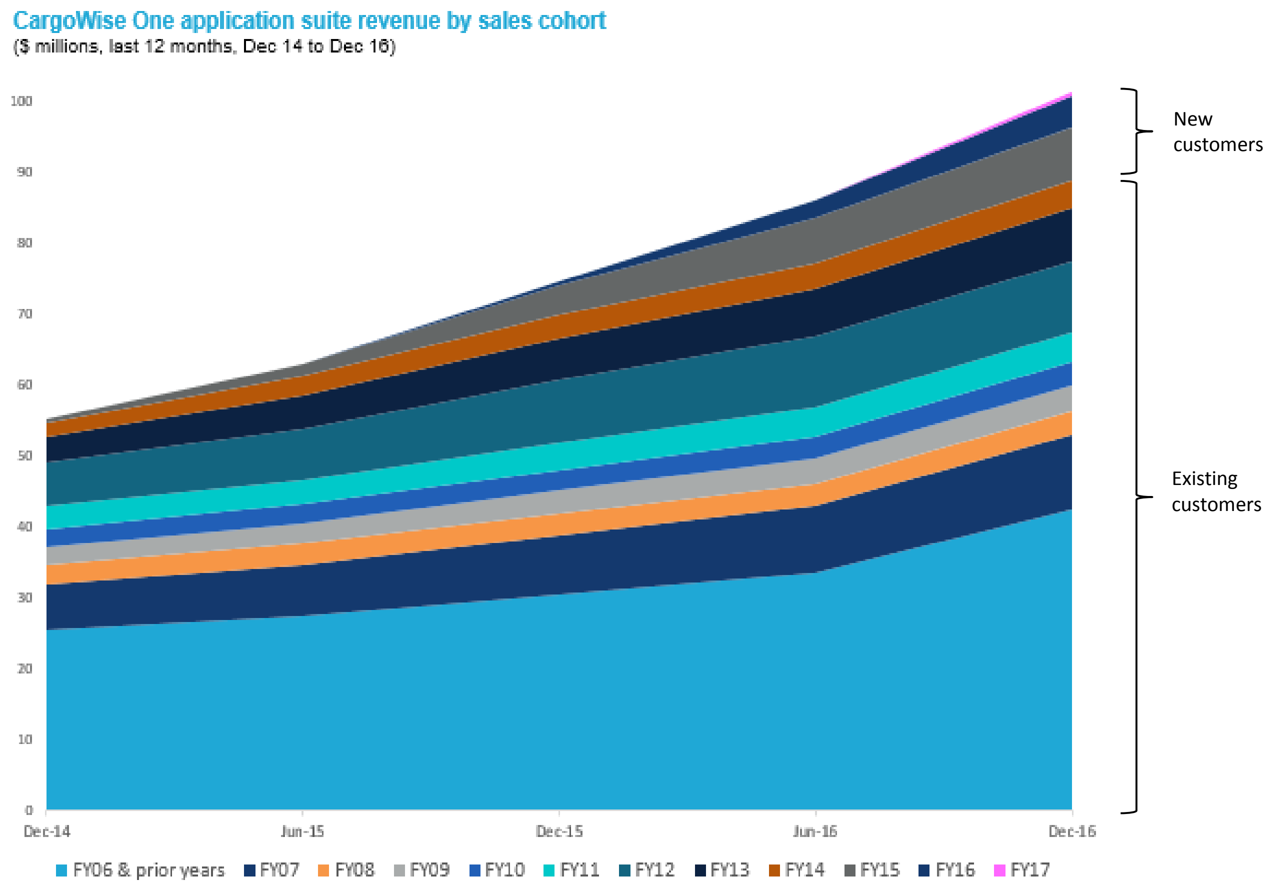
Accelerated high quality revenue uplift from existing customers

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

- Extensive base of customers on CargoWise One continue to add more transactions and users and expand into more modules and geographies
- Minimal customer attrition <1% per year every year for the previous 4 years
- Large runway, significant growth opportunity remains with existing base to expand usage – early penetration
- Strong growth from top 20 customers partially offset by discounts and select transition pricing



(1) CargoWise One application suite revenue for the last 12 months; excludes revenue on legacy platforms from acquired businesses (TransLogix, Zsoft, Core Freight, Compu-Clearing, CCN, Softship).

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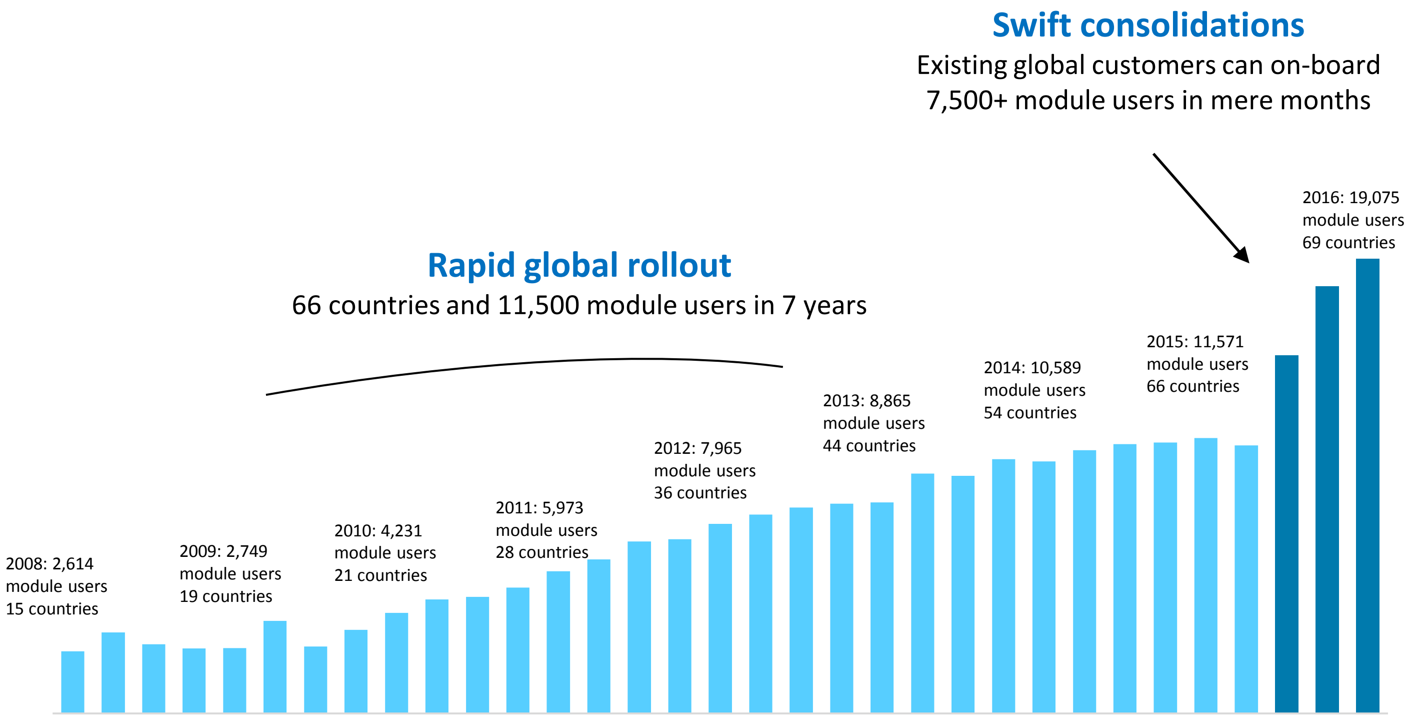
Global rollouts in CargoWise One build users and regions over time

Industry consolidation can create step-change in revenue

- 34 of top 50 global 3PLs
- 22 of top 25 global freight forwarders
- 7 FF in global rollout including Yusen, DSV, DHL GF, JAS, IJS
- Our 6,000 existing customers = significant runway for increased usage in transactions, geographic expansion and entering new verticals across the supply chain
- Revenue from existing customer base up 16% in last 6 months and contributed 84% of organic revenue growth
- DHL GF progressing well
- Top 10 customers represent 24% of 1H17 revenue



This represents a specific example of the quarterly growth in module users and geographies for one specific large scale multi-national customer using CargoWise One

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New customer growth

Industry pain points drive logistics providers to CW1, supplemented by sales and network effects

Growth in higher quality **sales**

- New customers signing increasing account + deal size
- Continued strong growth mid-market
- Large sales include GEFCO, Clasquin, Pentagon, All Ports
- Sales across logistics providers large and small accelerated by tailwinds of industry pain points, ongoing regulatory changes and powerful network effects

Growth in **new customer revenue** driven by

- Capacity to swiftly on-board new customers including consolidations
- Key areas of growth in logistics transactions – eg etailing
- Large global rollouts, new contracts – revenue uplift ramps up over time
- Initiatives for sales and marketing

Examples of upcoming regulatory changes announced by governments

as at Feb 2017

Network effects – compelling across our global platform

Potent productivity/cost benefits of CW1 drive network effects, enriched with active programmes

- Continuing powerful growth across all high GDP trade routes – North America and Asia Pacific and significant growth in Africa and the Middle East
- High growth network effects reflect:
  — Cost reduction and productivity benefits of the CW1 platform driving users to bring in their 3PL network
  — Brand equity ↑ post-IPO
  — Global customer rollouts
- Foothold geographic expansion adds further global presence and network opportunity

Wise*Business* Partner | Wise*Technical* Partner | Wise*Service* Partner | Wise*Education* Partner | Networks (FF) | WARP | CCLP

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Organic growth accelerated by acquisitions

Small, valuable acquisitions further our growth across geographies and adjacencies

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

	Land transport Australia	Freight forwarding China	Customs South Africa	Air cargo automation Aus/NZ	Sea freight Global	Customs Germany	Customs Italy
Brand	Translogix	Zsoft + WTG	Core Freight Compu-Clearing	CCN Australia	Softship	znet	ACO
Staff	~15	~90	~100	2	~100	~30	~10
Customers	~300	~2,000	~650	~200	~120	>500	>200
Integrated WTC	✓	✓	✓	✓	Collaboration	Commenced	Commenced
Develop product	2nd generation + telematics + LDAAS	✓	✓	Global automation product in development	Ideation	FY18+	FY18+
Grow revenue	In pilot – select customers, 2H18	Early adopter sales to mix new/existing, initial steps to conversion	Early adopter sales	Continuing revenue stream			

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

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Acquisition — integration process + value components

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

Integrate target

3 - 12 months

"Acculturation"

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

Develop product

Foothold 12-24 months
Adjacencies 3+ yrs

"Build out"

Product development
Localisation
E-learning platform
Innovation and expansion

Grow revenue

0 - 36 months

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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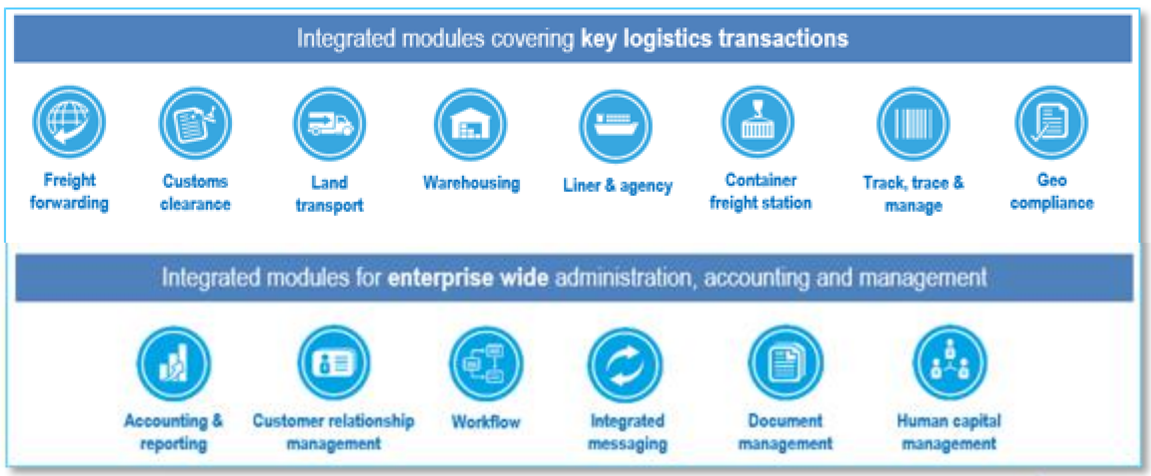
Global integrated CW1 platform + large innovation pipeline

Existing business delivers high quality, high growth revenue, R&D targeting hyper-growth

POWERFUL HIGH GROWTH ENGINE

CargoWise One
Global deeply integrated logistics execution platform

Significant high quality revenue, 99% recurring, strong organic growth, attrition <1%
Open-access, usage driven business model removes constraints to growth
Fuelled by ever increasing transactions, users, regions



Relentless platform expansion with over 500 enhancements annually
+ functionality
+ geographies
+ regulation
+ efficiencies
+ productivity tools

HYPER-GROWTH FUEL

New global adjacencies
+ $/customer

AI, machine learning, next generation
+ order of magnitude TAM/$

Industry evolution + consolidation
+ $/users

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Innovation and product development – enhancements

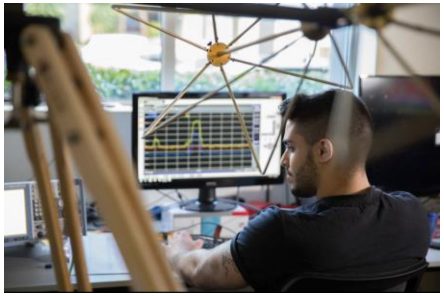
High innovation to commercialisation: product designed for 3PL, leverages CW1, ready customer base

Our 300 product upgrades and enhancements are delivered via update notes and ring release across the global CargoWise One platform.

In 1H17 examples of these included:

- **Global Container Tracking** - fleet management visibility and automation improvements
- **SOLAS Verified Gross Mass Compliance**
- **Global AWB** booking, tracking and event enrichment
- **Global address validation**, phone and address format cleansing and master data de-duplication

‘Enhanced capabilities significantly improve the supply chain. We’re removing whole swathes of human error and risks and giving people better, accurate, complete and enriched data.’



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Innovation and product development – longer term pipeline

High innovation to commercialisation ratio: product designed for 3PL, leverages CW1 globally

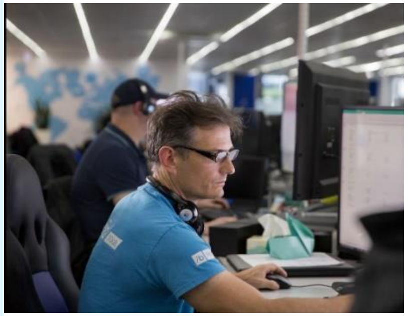
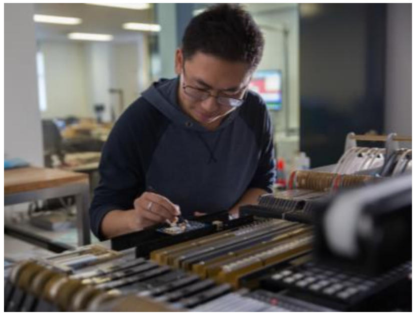
Adding to our pipeline of mid-long term innovation we focus on industry growth areas and new addressable markets:

- universal cross-border compliance
- productivity and visibility engines
- machine learning and artificial intelligence

Examples

- **Universal Customs Engine** to deliver complex, major multi-year customs localisation projects in a fraction of the time
- **VolCam** utilises computer vision and related technologies for small packages to full pallets
- **PAVE** productivity workflow and **GLOW** rapid development tools layered across CW1
- **Exception Management Engine** operating to automate processes, exception management and problem escalation

"Core logistics execution should become 'consciousness free'. If you can clearly define a manual task, then it can be automated – WiseTech can do this on a scale and capacity that has the potential to revolutionise industry across trade routes and borders."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Product commercialisation and monetisation processes and timeline

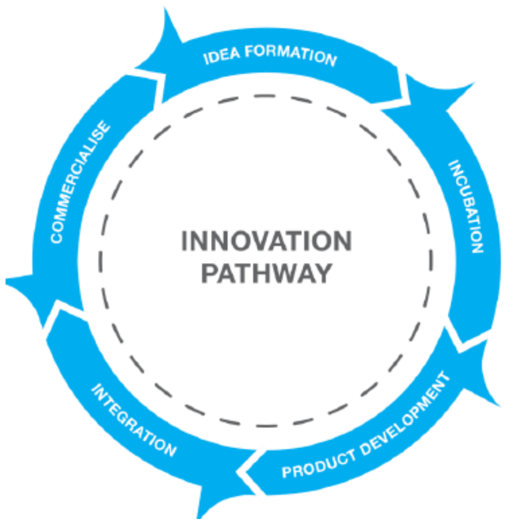
Rich ideation

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, visibility enhancements** (incl machine learning, AI, grouping big data, global integrated services)

Innovation cycle

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



Rapid commercialisation

Grow usage & revenue

Global platform availability of released product/functional enhancement

Dev't partners & 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

1-5 years
Large new modules and major architectures

Piloting 6 – 12 months

Revenue stream forever

Agenda

Andrew Cartledge
CFO

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Financial summary

Strong growth in revenue and earnings reflect strength of business and execution on strategy

	Pro forma				Statutory	
$ million	**1H15** PF	**2H15** PF	**1H16** PF	**2H16** PF	**1H17**	**Change** (vs 1H16 PF)
Total revenue	37.0	42.6	49.3	54.0	71.1	**+44%**
Gross profit	30.8	35.9	43.3	46.9	61.0	**+41%**
Gross profit margin	83%	84%	88%	87%	86%	**(2)pp**
Total operating expenses	(20.3)	(24.5)	(29.2)	(29.5)	(37.0)	**+27%**
EBITDA	10.5	11.4	14.1	17.4	24.0	**+70%**
EBITDA margin	28%	27%	29%	32%	34%	**+5pp**
Net profit attributable to equity holders	5.2	5.2	5.0	9.2	14.4	**+188%**

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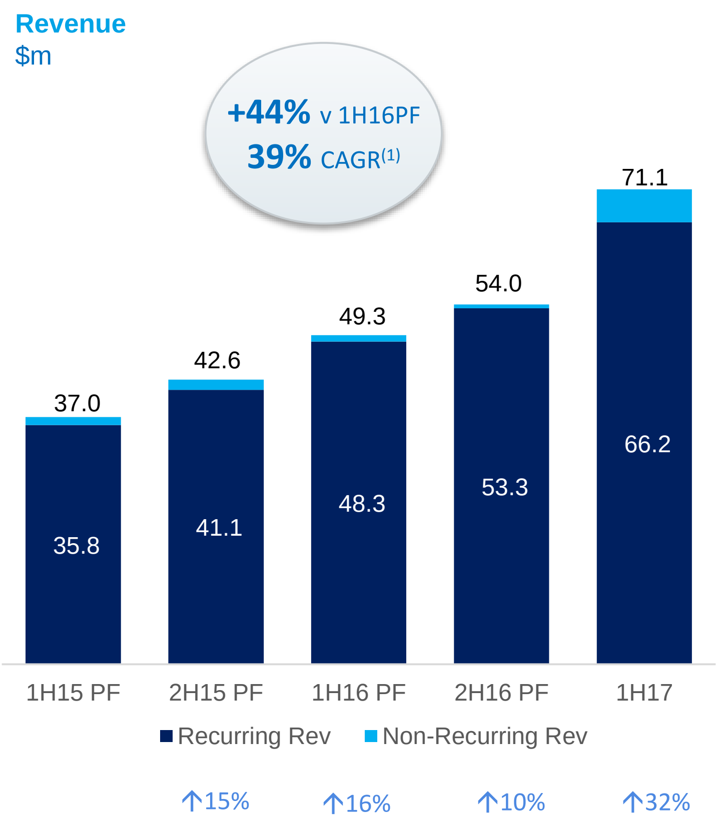
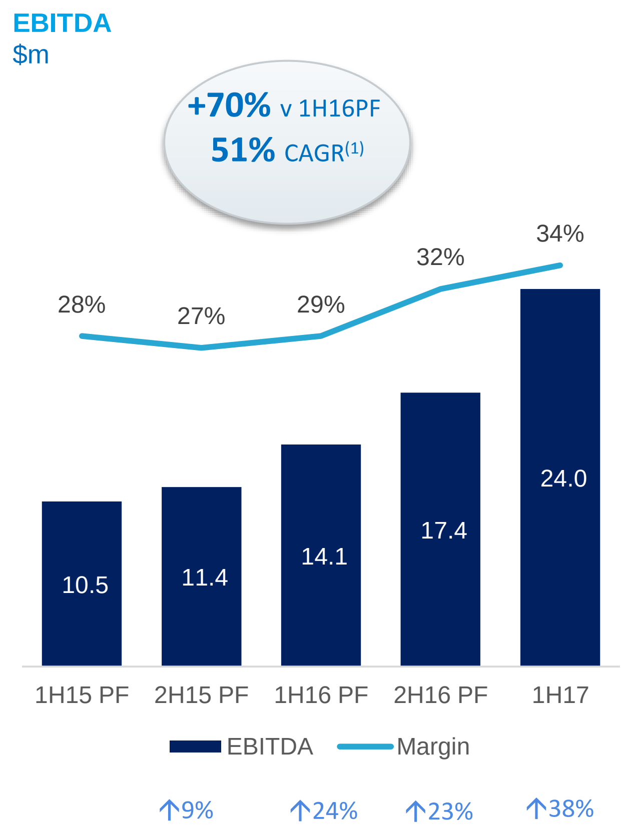
Strong growth in revenue and EBITDA

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

- 44% revenue growth v 1H16, reflecting strong organic growth from existing customers, growth from new customers plus the impact of targeted acquisitions
- 46% revenue growth v statutory 1H16
- 99% recurring revenue (excl recent acquisitions)
- 93% recurring revenue overall reflecting the different business models of recent acquisitions which have consulting and OTL
- 70% EBITDA growth v 1H16 despite the impact of lower margin acquisitions





(1) CAGR 1H15PF – 1H17

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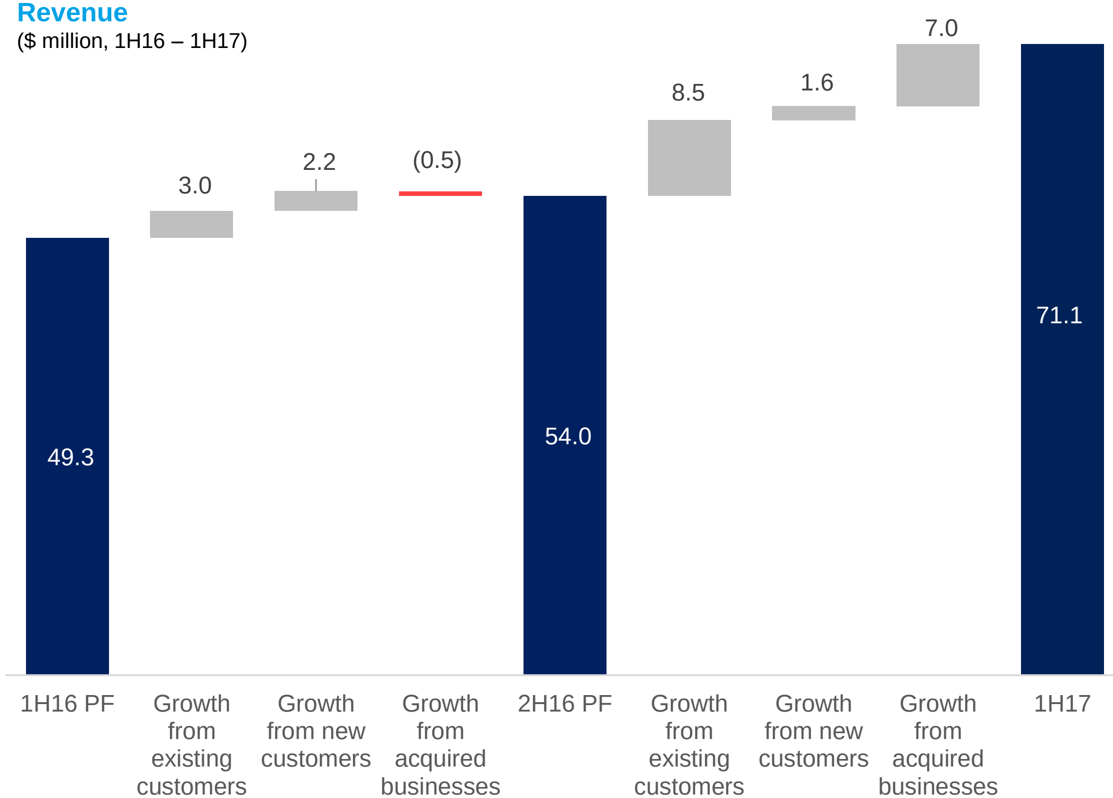
Revenue growth

Revenue accelerating from existing customers, enhanced by targeted acquisitions

- Existing customer growth $8.5m in 1H17 – up 183% compared to growth in 2H16 reflecting increased usage across the customer base, revenue growth from customers on temporary pricing arrangements and impact of large global rollouts
- $1.6m new customer growth[(1)]. Variance in 1H17 new customer growth reflects 2.5 years of customers in 1H17 vs 3 years in 2H16
- $7.0m growth from acquired businesses outside the CargoWise One platform
- Revenue momentum partially offset by F/X headwind

Revenue
($ million, 1H16 – 1H17)



FX impact: 2H16 $(1.1)m, 1H17 $(0.9)m

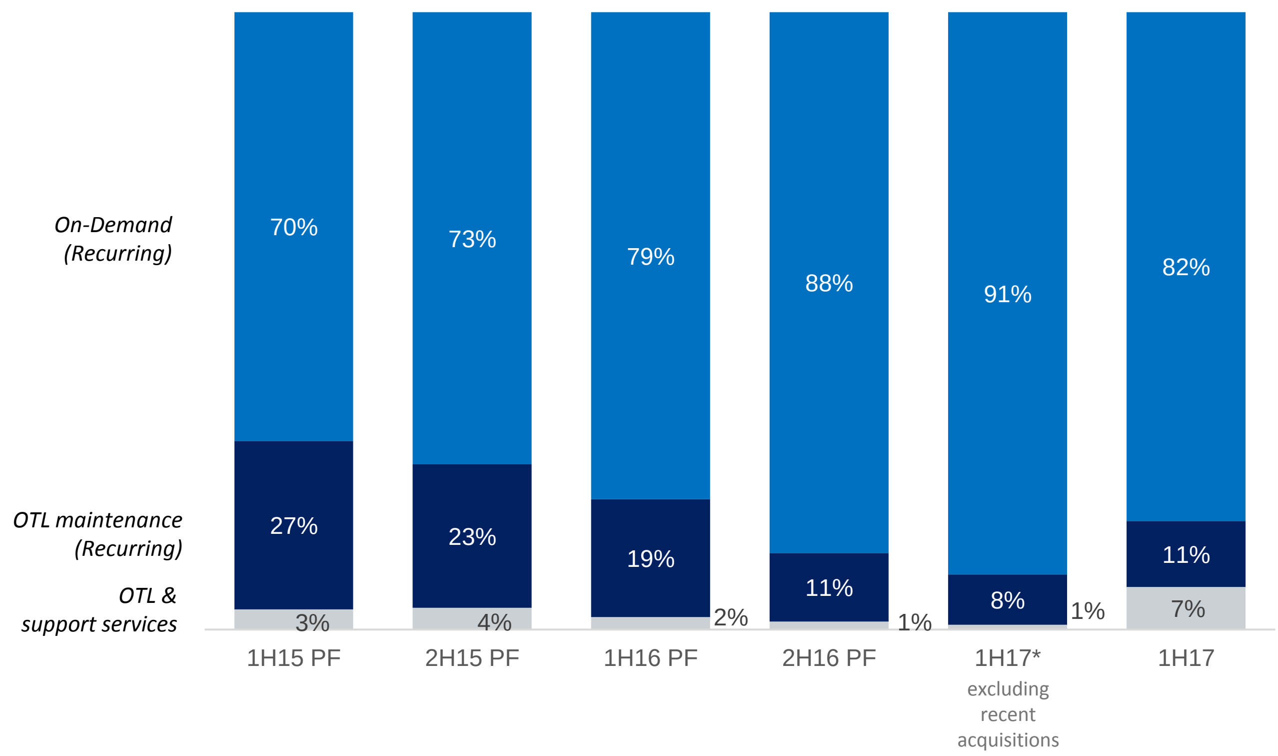
(1) Growth from new customers is defined as revenue growth from CargoWise One application suite customers won in the current financial year and the previous two financial years

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 by module user or transactions
- 91% of our 1H17 revenues (excluding recent acquisitions) from On-Demand customers
- Strong growth from transaction-based licence model, Seat plus Transaction Licence (STL)
- Transition of CW1 one time licence (OTL) customers to On-Demand model essentially complete
- Over 12 months to 31 Dec 16:
  - MUL grown ~1.0+% per mth, mth-on-mth
  - STL grown ~1.5+% per mth, mth-on-mth
- Customer licence conversions for acquired businesses involve multi-year transition of ~3-5yr+ to complete

Revenue by licence type
(% of total revenue, 1H15 – 1H17)



Financial performance summary

Robust delivery on strategy, business thriving, operating leverage as revenue grows

Income statement

$ million	Pro forma		Statutory	
	1H16	**2H16**	**1H17**	**Ch v 1H16PF**
On-Demand	38.9	47.3	58.6	51%
OTL maintenance	9.4	6.0	7.6	(19%)
OTL & support services	1.0	0.7	4.9	390%
Total revenue	**49.3**	**54.0**	**71.1**	**44%**
Cost of revenues	(6.0)	(7.1)	(10.1)	68%
Gross profit	**43.3**	**46.9**	**61.0**	**41%**
Operating expenses				
Product design and development	(10.7)	(10.4)	(14.3)	34%
Sales and marketing	(7.6)	(7.7)	(6.9)	(9%)
General and administration	(10.9)	(11.4)	(15.8)	45%
Total operating expenses	**(29.2)**	**(29.5)**	**(37.0)**	**27%**
EBITDA	**14.1**	**17.4**	**24.0**	**70%**
Key operating metrics				
Total revenue growth	16%	10%	32%	16pp
Recurring revenue %	98%	99%	93%	(5)pp
On Demand revenue %	79%	88%	82%	3pp
Gross profit margin	88%	87%	86%	(2)pp
Total R&D - % of total revenue	41%	34%	34%	(7)pp
Sales and marketing - % of total revenue	15%	14%	10%	(5)pp
General and administration - % of revenue	22%	21%	22%	0pp
EBITDA margin	29%	32%	34%	5pp

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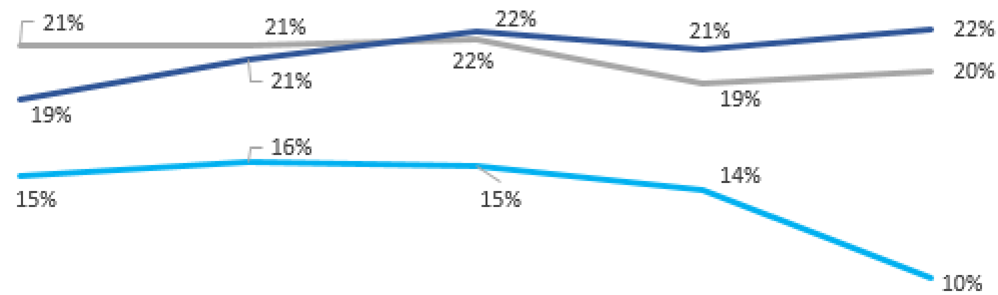
Operating expenses

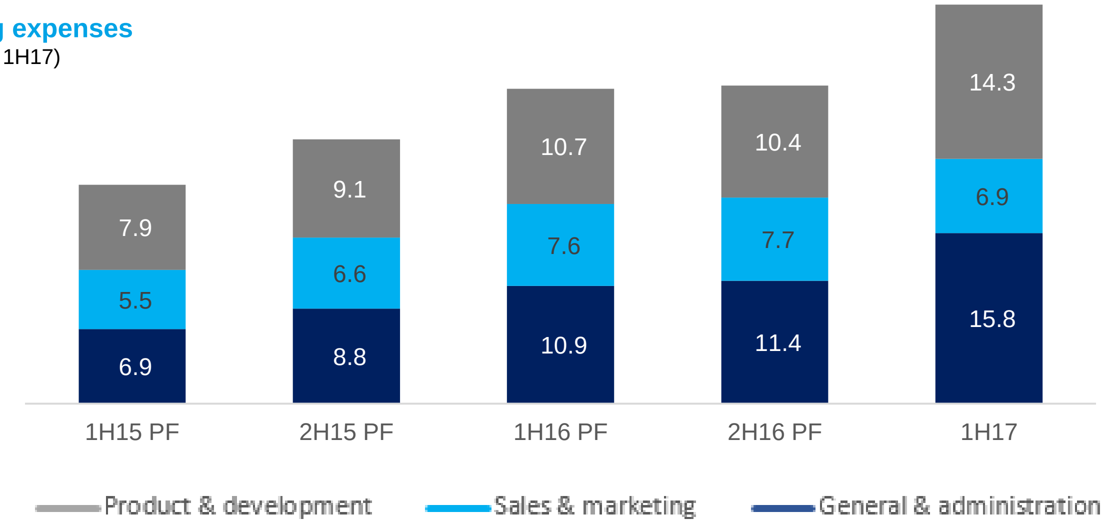
Efficiency while scaling to support innovation and business growth

- Large growth in revenue delivers operating leverage as the business scales
- OpEx focused on strategic levers
  - Innovation and product development expanded core platform and stability
  - Sales and marketing expense ratio lower this period reflecting changes to the sales force structure and commission scheme, future periods more in line with trend
  - Investment in general and administration rose to support business growth, corporate office and acquisitions

Operating expenses
(% of total revenue 1H15 to 1H17)



Operating expenses
($m 1H15 to 1H17)



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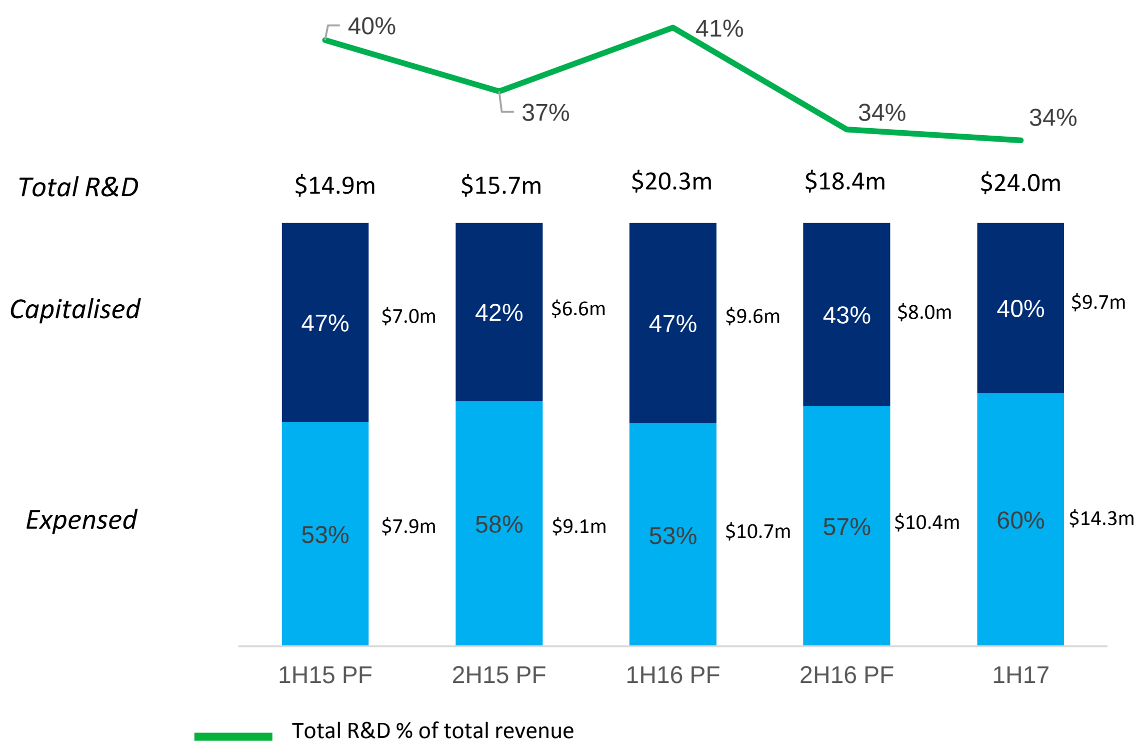
Investment in innovation and product development

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

- Increases in product design and development expenses from 1H16 to 1H17 reflect additional investment in the product development team and wage inflation
- ~300 product upgrades and enhancements in 1H17 across the CargoWise One platform
- Significant addition to innovation pipeline of commercialisable development
- Strong revenue growth reduces R&D spend as % of total revenue
- We expense maintenance, fixes, and research that cannot be commercialised
- Proportion of R&D spend capitalised in range 40-50%
- Capitalised development policy in accordance with accounting standards

Investment in innovation and product development
(1H15 – 1H17)



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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
  - positive working capital movement mainly reflects the temporary timing benefits of accruals
- Continued expenditure on development
  - $9.7m capitalised development cost
  - Other net capital expenditure included premises in South Africa
- 61% free cash flow conversion ratio

Cash flows

$ million	Pro forma		
	1H16	**2H16**	**1H17**
EBITDA	**14.1**	**17.4**	**24.0**
Non-cash items in EBITDA	3.0	(0.4)	1.6
Change in working capital	(3.7)	3.6	2.9
Operating cash flow	**13.4**	**20.6**	**28.5**
Capitalised development costs[1]	(9.6)	(8.1)	(9.7)
Other net capital expenditure	(2.4)	(0.0)	(4.1)
Free cash flow	**1.4**	**12.5**	**14.7**
Key operating metrics			
Operating cash flow conversion ratio	*95%*	*118%*	*119%*
Free cash flow conversion ratio	*10%*	*72%*	*61%*

(1) Includes expenditure on patents

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Summary statement of financial position

Strong capital position from which to drive strategic growth

- Strong capital position - $115m in cash and equivalents
- High cash reserves to drive strategic growth initiatives
- Increase in receivables reflects the timing of invoicing for certain large customers, including those invoiced annually in advance
- Increases in intangible assets from product investments and acquisition goodwill
- Increase in payables partly reflects timing payments: increased employee, rent, service and capital accruals
- Borrowings reflect debt acquired with Softship and finance leases
- Dividend declared, fully franked, 1 cent per share for 1H17 with up to $2.9m payable in April

$ million	30 Jun 2016	31 Dec 2016
Current assets		
Cash and cash equivalents	109.5	114.7
Trade and other receivables	12.1	17.0
Other assets	5.4	5.1
Total current assets	**127.0**	**136.8**
Non-current assets		
Property, plant and equipment	13.4	16.5
Intangible assets	96.9	115.4
Other non-current assets	8.4	3.8
Total non-current assets	**118.7**	**135.7**
Total assets	**245.8**	**272.5**
Current liabilities		
Trade and other payables	8.7	17.8
Borrowings	3.7	3.6
Deferred revenue	13.4	12.0
Other current liabilities	10.6	10.5
Total current liabilities	**36.4**	**43.9**
Non-current liabilities		
Borrowings	2.7	2.3
Deferred tax liabilities	8.0	11.9
Other non-current liabilities	2.5	1.2
Total non-current liabilities	**13.2**	**15.4**
Total liabilities	**49.6**	**59.2**
Net assets	**196.2**	**213.3**
Equity		
Share capital	165.6	165.6
Reserves	5.4	4.1
Retained earnings	25.2	39.6
Non-controlling interests	0.0	4.0
Total equity	**196.2**	**213.3**

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Agenda

Richard White
Founder and CEO

Welcome

CEO overview & performance highlights

Financials 1H17

Outlook

Q & A

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Economic and political impacts *positive* for WiseTech

Trade growth, margin pressures, increased border controls and regulation all ADD transaction volumes

Economic trends and impacts

- Logistics 12% of global GDP(1)
- Margin contraction
- Moving to faster, smaller consignments
- E-commerce growth ~20% pa(2)
- 3rd Party Logistics est 5+% CAGR 2016-2020(3)

Political trends and impacts

- Political changes bring increased regulation
- Border tightening = ↑transactions
- Increasing globalisation PLUS nationalism
- Governments consolidating systems
- Brexit: ↑regulations, significant increase in UK declarations

"Should Britain leave the EU customs union, through which the bloc sets a common tariff, all imports and exports to the EU will require customs declarations and separate security checks. As a result officials have sought to ***scale up the new customs system's maximum capacity to 350m declarations a year, against approximately 50m filings now handled*** *and 100m that the new system was originally designed to process."*

Financial Times 24 Oct 2016

(1) Armstrong & Associates, Inc. October 2016
(2) eMarketer August 2016
(3) TechNavio (Infiniti Research Ltd.) May 2016

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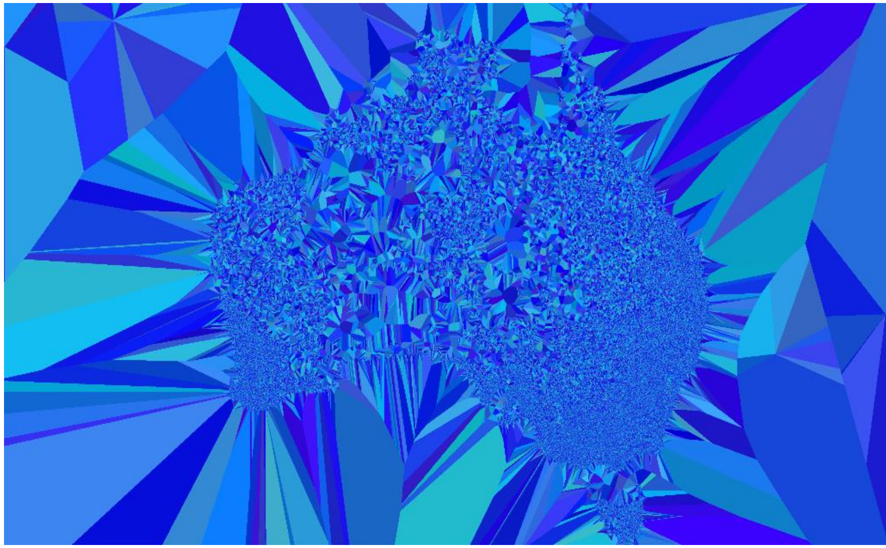
Industry dynamics 2018 - 2025, regions, outlook, trends

“If you aren’t out of breath, you aren’t running fast enough”

Logistics/supply chain industry

- Growth in 3PL transactions
- <u>*PLUS*</u> high margin pressure
- Fragmented industry -> consolidation
- Efficiency ↑ demand for technology
- $$ moving from bricks & mortar and last mile
- Amazon – disrupting traditional retail

Fortune.com 12 May 2016



Logistics execution solutions

- Execution consciousness free
- Machine learning. Artificial intelligence. Cognification.
- Automation revolutionising industry across trade routes and borders
- Low restriction to technology development
- Multiple accelerants to growth

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Outlook for FY17

Execution on track to deliver strong growth in 2H17 and meet FY17 guidance

- **Strong momentum from 1H17 leading into FY17**
  - Revenue growth accelerated in existing customers
  - Increasing tailwinds from industry dynamics
  - Annual attrition rate <1%
  - Brand uplift from global rollouts, large customer wins and ASX listing
- **Business well positioned for significant growth**
  - 'operating system for global logistics' licensed in 125+ countries
  - relentless innovation, widening our technology lead with every $ invested
  - Strong balance sheet, high quality recurring revenues, generating further cash flow
  - Accelerating organic growth through acquisition + building out platform capability
- **Driving global expansion** in key regions and adjacencies
- **Robust delivery on potent growth strategy, high growth in 1H17, on track to meet FY17 guidance**

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

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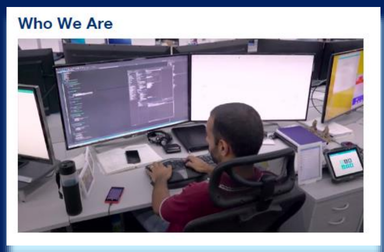
Videos



Presentations

Other materials

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Appendix

FY17 guidance and assumptions

Current revenue and EBITDA guidance reaffirmed

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
- Recent acquisitions: Softship and CCN (FY17) , znet and ACO (from Feb 17 – part year impact)

What is not included in the guidance

- Material change in revenues from the acquired platforms
- Benefits from migration of customers from acquired platforms to CargoWise One
- 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, znet & ACO - acquisitions	14	2
FX	(4)	(1)
Operational run-rate	3 – 10	1 - 4
FY17 guidance	**148 – 155**	**50 - 53**

Global revenues received in a mix of key currencies

Revenues protected with effective natural hedge and external arrangements

- 72% of 1H17 revenue in non-AUD, as expected, slightly lower rate than FY16
- DHL GF contract denominated in AUD (total $60m FY17 – FY21)
- Natural hedges in some regions with both revenue and expenses denominated in local currencies
- USD exposure limited by approx 90% coverage for the remainder of FY17 at 0.74 average rate

FX rates v AUD	FY17 Prospectus forecast	2H17 forecast
GBP	0.49	0.61
RMB	4.61	5.10
EUR	0.64	0.70
NZD	1.07	1.05
ZAR	11.46	10.14
USD	0.70	0.74

Sensitivities	Increase / decrease	2H17 NPAT $ million
FX rates vs AUD		
USD	+/- 1%	nil/+ 0.2
ZAR	+/- 10%	-/+ 0.1

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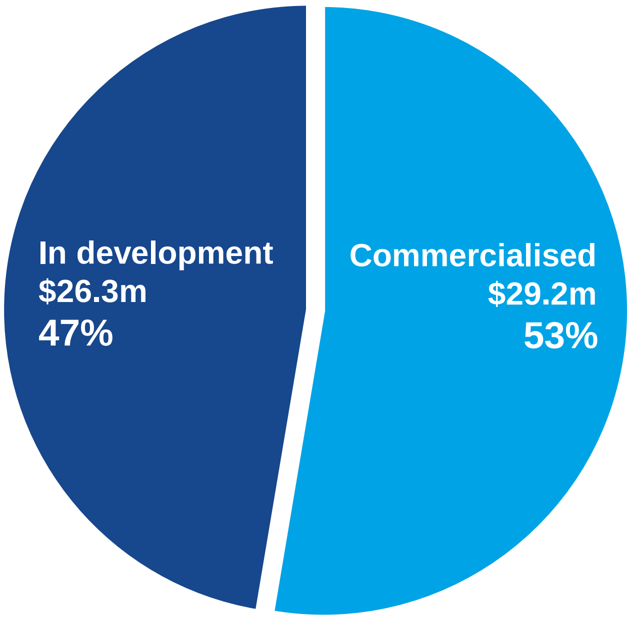
Capitalised development and amortisation

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
- Workflow management tool, PAVE, is used to accurately track development hours and activity
- Most commercialised software is amortised over a 10 year period
- 1H17 amortisation is $2.5m
- Total Commercialised $44.4m, accumulated amortisation $15.2m
- In development will be amortised once commercialised in the future. We undertake impairment testing annually to support recovery of capitalised amounts

Net book value of capitalised development

(31 Dec 16)



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Income statement

$ million	Pro forma				
	1H15 PF	2H15 PF	1H16 PF	2H16 PF	1H17
On-Demand	25.7	31.2	38.9	47.3	58.6
OTL maintenance	10.1	9.9	9.4	6.0	7.6
OTL & support services	1.2	1.5	1.0	0.7	4.9
Total revenue	**37.0**	**42.6**	**49.3**	**54.0**	**71.1**
Cost of revenues	(6.2)	(6.7)	(6.0)	(7.1)	(10.1)
Gross profit	**30.8**	**35.9**	**43.3**	**46.9**	**61.0**
Operating expenses					
Product design and development	(7.9)	(9.1)	(10.7)	(10.4)	(14.3)
Sales and marketing	(5.5)	(6.6)	(7.6)	(7.7)	(6.9)
General and administration	(6.9)	(8.8)	(10.9)	(11.4)	(15.8)
Total operating expenses	**(20.3)**	**(24.5)**	**(29.2)**	**(29.5)**	**(37.0)**
EBITDA	**10.5**	**11.4**	**14.1**	**17.4**	**24.0**
Depreciation	(1.1)	(1.6)	(2.6)	(1.7)	(2.3)
Amortisation	(1.3)	(1.7)	(2.1)	(2.7)	(2.8)
EBITA	**8.1**	**8.1**	**9.4**	**13.0**	**18.9**
Acquired amortisation	(1.0)	(1.1)	(1.1)	(0.8)	(1.0)
EBIT	**7.1**	**7.0**	**8.3**	**12.2**	**17.9**
Net finance (costs)/income	0.4	0.1	0.1	0.2	1.9
Share of profit of equity accounted investees	0.0	0.0	0.0	0.0	(0.0)
Profit before income tax	**7.5**	**7.1**	**8.4**	**12.4**	**19.8**
Tax expense	(2.3)	(1.9)	(3.4)	(3.2)	(5.3)
NPAT	**5.2**	**5.2**	**5.0**	**9.2**	**14.5**
Non-controlling interests	0.0	0.0	0.0	0.0	(0.1)
Net profit attributable to equity holders of the Parent	**5.2**	**5.2**	**5.0**	**9.2**	**14.4**

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Key operating metrics

$ million	Pro forma				
	1H15 PF	2H15 PF	1H16 PF	2H16 PF	1H17
Revenue Growth	n/a	15.1%	15.7%	9.5%	31.7%
On Demand Revenue %	69.5%	73.2%	78.9%	87.6%	82.4%
Recurring Revenue %	96.8%	96.5%	98.0%	98.7%	93.1%
Gross profit margin %	83.2%	84.3%	87.8%	86.9%	85.9%
Product design and development as % sales	21.4%	21.4%	21.7%	19.3%	20.1%
Sales and marketing as % sales	14.9%	15.5%	15.4%	14.3%	9.7%
General and administration as % sales	18.6%	20.7%	22.1%	21.1%	22.2%
EBITDA %	28.4%	26.8%	28.6%	32.2%	33.8%
EBITA %	21.9%	19.0%	19.1%	24.1%	26.7%
EBIT %	19.2%	16.5%	16.8%	22.6%	25.2%
NPAT %	13.9%	12.3%	10.2%	17.0%	20.4%
Capitalised development costs	7.0	6.6	9.6	8.0	9.7
Total R&D	14.9	15.7	20.3	18.4	24.0
Total R&D %	40.3%	36.9%	41.2%	34.1%	33.8%
Effective tax rate	31%	27%	40%	26%	27%

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Reconciliation from statutory to pro forma income statement

$ million

	Note(1)	1H15	2H15	1H16	2H16
Statutory revenue		**32.3**	**37.7**	**48.6**	**54.2**
Net impact of acquisitions	1	4.7	4.9	0.7	(0.2)
Pro forma revenue		**37.0**	**42.6**	**49.3**	**54.0**
Statutory NPAT		**5.1**	**5.0**	**3.1**	**(0.9)**
Net impact of acquisitions	1	1.1	0.4	0.3	0.2
Acquisition transaction costs	2	0.0	0.5	0.3	0.2
Incremental listed company costs	3	(1.3)	(1.3)	(1.3)	(0.5)
Offer costs	4	0.2	0.1	2.7	4.0
Net finance costs	5	0.2	0.2	0.5	0.3
Employee incentive scheme close-out	6	0.0	0.0	0.0	4.4
Commission scheme close-out	7	0.0	0.0	0.0	6.2
Tax impact of pro forma adjustments	8	(0.1)	0.3	(0.6)	(4.7)
Pro forma NPAT		**5.2**	**5.2**	**5.0**	**9.2**

(1) Please refer to notes on slide 41 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

- Payments for intangibles include \$9.3m capitalised developed, \$0.3m relating to Softship and \$0.1m for payments of patents
- Purchase of property plant and equipment includes \$2.0m relating to the relocation and fit out of facilities in South Africa

	6 months to December		Full Year
\$ million	**1H16**	**1H17**	**FY16**
EBITDA	**12.1**	**24.0**	**15.8**
Non-cash items in EBITDA	3.5	1.6	9.2
Changes in working capital	(2.1)	2.9	0.7
Operating cash flow	**13.5**	**28.5**	**25.7**
Income tax paid	(1.9)	(2.9)	(3.1)
Derivatives purchased	-	-	(1.5)
Net cash flows from operating activities	**11.6**	**25.5**	**21.1**
Payment for intangible assets	(9.6)	(9.7)	(17.7)
Purchase of property, plant and equipment	(2.4)	(4.1)	(2.4)
Interest received	0.6	0.8	0.8
Acquisition of subsidiaries, net of cash acquired	(18.7)	(5.5)	(19.8)
Payment for equity securities	-	-	(0.2)
Net cash flows used in investing activities	**(30.2)**	**(18.5)**	**(39.3)**
Proceeds from the issue of shares	-	-	125.0
Interest paid	(1.0)	(0.1)	(1.4)
Initial Public Offering costs	-	-	(7.6)
Payment for finance lease liabilities	(1.5)	(1.6)	(3.4)
Proceeds from borrowings	2.4	-	-
Repayment of borrowings	-	(0.1)	(24.0)
Dividends	(2.3)	(0.0)	(3.8)
Transaction costs	(0.3)	-	(0.2)
Net cash flows from financing activities	**(2.6)**	**(1.8)**	**84.6**
Net (decrease)/increase in cash and cash equivalents	(21.2)	5.0	66.4
Cash and cash equivalents at 1 July	43.1	109.5	43.1
Effect of exchange differences on cash balances	0.0	0.2	0.0
Cash and cash equivalents at 31 December	**21.9**	**114.7**	**109.5**

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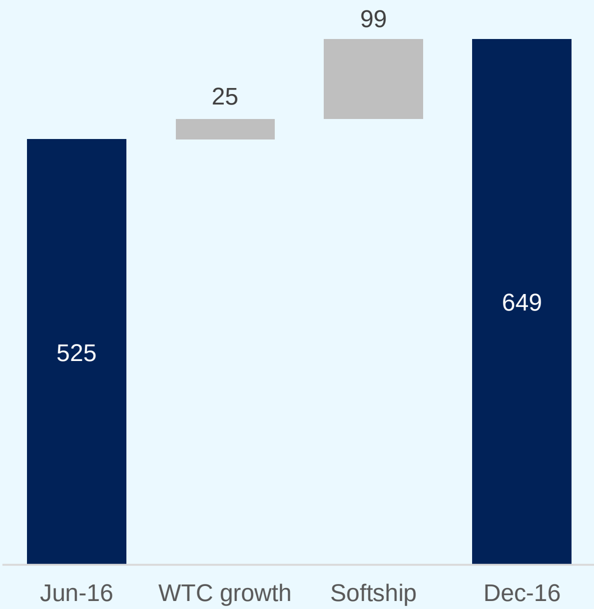
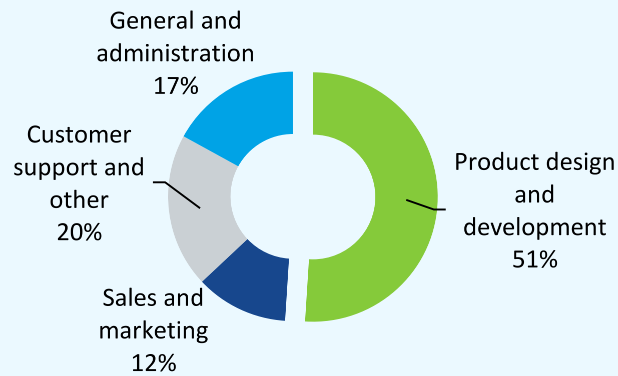
Employees

~650 employees; over half our workforce focused on product development activities

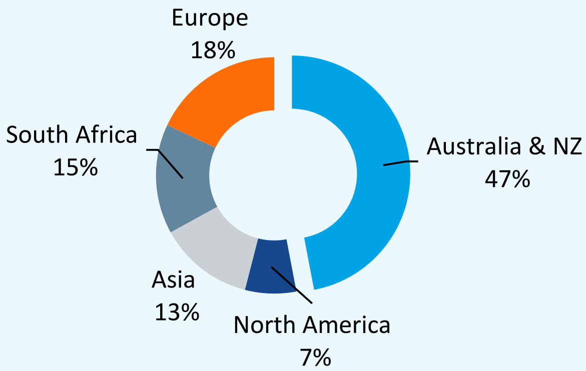
Growth in full time employees
(# of full time employees)



Employees by function
(%, as at 31 Dec 2016)



Employees by region
(%, as at 31 Dec 2016)



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 93%* [1]					*Other revenue 7%* [1]	
Revenue categories:	**On-Demand 82%** [1]				**OTL maintenance 11%** [1]	**OTL & support services 7%** [1]	
Licence model:	**Seat plus Transaction Licence(STL)**		**Module User Licence (MUL)**		**One-Time Licence (OTL)**		**Support services**
					Maintenance	**Licence**	
Revenue drivers:	**Transactions**	**Temporary or transition 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	CCN	Translogix, Zsoft, CoreFreight, CCN, Softship	Translogix, Zsoft, Softship	Translogix, Zsoft, Softship

(1) Represents percentage of 1H17 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 1H17 revenue and recurs with similar consistency to STL and MUL services
(3) ediEnterprise is our software product that CargoWise One was developed from

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Organic growth accelerated by acquisitions

Small, valuable acquisitions further our growth across geographies and adjacencies

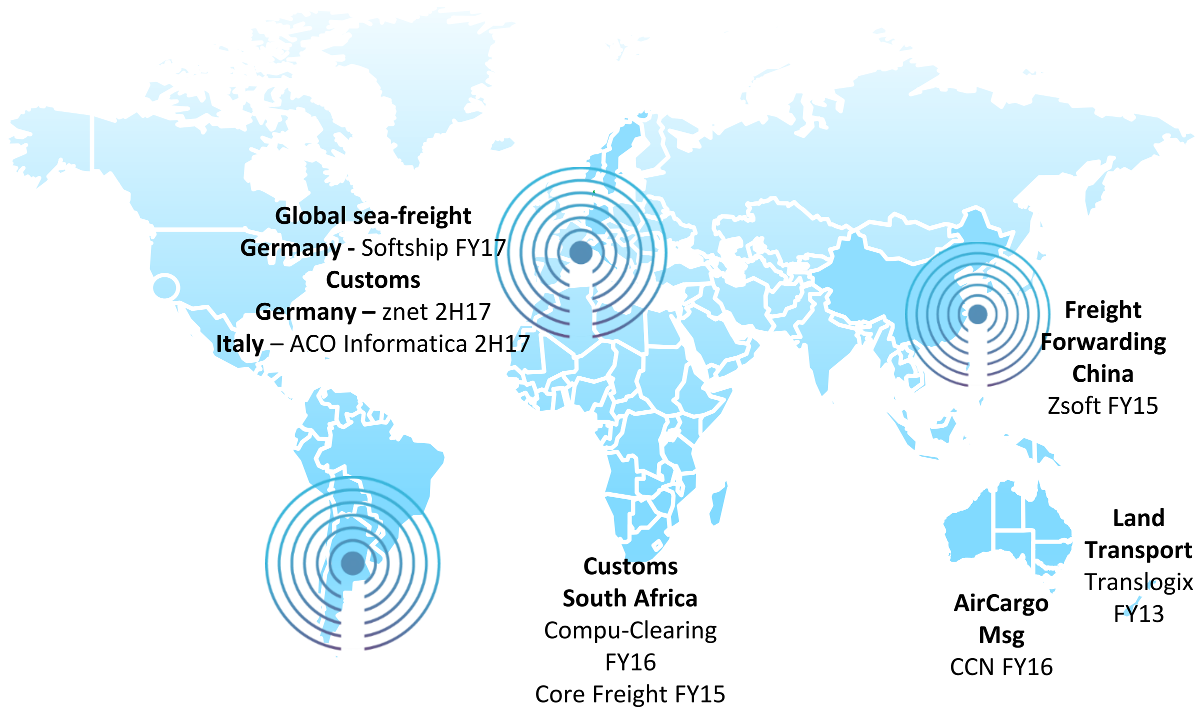
We buy into market positions that would take years to build, integrate swiftly, drive value across platform

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, 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 leading 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



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 of 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 largest global 3PLs

Our technology and business model turns industry problems into tailwinds

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