



ASX Announcement: 2023/39

23 August 2023

**WiseTech Global FY23 results investor presentation**

Attached is the FY23 results investor presentation for the year ended 30 June 2023.

//ENDS

Authorized for release to ASX by David Rippon, Corporate Governance Executive and Company Secretary.

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**About WiseTech Global**

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 17,000<sup>1</sup> of the world's logistics companies across 174 countries, including 44 of the top 50 global third-party logistics providers and 24 of the 25 largest global freight forwarders worldwide<sup>2</sup>.

Our mission is to change the world by creating breakthrough products that enable and empower those that own and operate the supply chains of the world. At WiseTech, we are relentless about innovation, adding over 5,300 product enhancements to our global CargoWise application suite in the last five years while bringing meaningful continual improvement to the world's supply chains. Our breakthrough software solutions are renowned for their powerful productivity, extensive functionality, comprehensive integration, deep compliance capabilities, and truly global reach. For more information about WiseTech Global or CargoWise, please visit [wisetechglobal.com](https://www.wisetechglobal.com) and [cargowise.com](https://www.cargowise.com)

<sup>1</sup> Includes customers on CargoWise and non-CargoWise platforms whose customers may be counted with reference to installed sites

<sup>2</sup> Armstrong & Associates: Top 50 Global 3PLs & Top 25 Global Freight Forwarders ranked by 2021 gross logistics revenue/turnover and freight forwarding volumes – Updated 20 September 2022

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# FY23 Results



## OUR VISION

To be the operating system  
for global logistics



## OUR MISSION

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

# Agenda

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FY23  
HIGHLIGHTS



FY23 FINANCIAL  
REVIEW



STRATEGY &  
OUTLOOK



Q&A



APPENDICES



# FY23 highlights

RICHARD WHITE, CEO & FOUNDER

- Delivered strong FY23 financial performance & outlook
- Global customs rollouts with K+N & FedEx
- Executed strategic move into landside logistics in North America
- Achieved substantial increase in global development capacity – released CargoWise Warehouse Suite & CargoWise Neo



# FY23 – strong financial performance

## Delivering on strategy

**Total Revenue \$816.8m**

**↑ 21% organically<sup>1</sup>**

(↑ 29% reported)

on FY22

Total revenue growth **\$184.6m**

Recurring revenue 96% (↑ 7pp)

**CargoWise revenue \$659.6m**

**↑ 30% organically**

(↑ 41% reported)

on FY22

CargoWise recurring revenue \$650.1m

(↑ 37% organically, ↑ 48% reported)

**EBITDA (ex. M&A costs)<sup>2</sup> \$412.1m**

**↑ 28%**

on FY22

Organic EBITDA margin 53% (↑ 2pp)

Reported EBITDA \$385.7m (↑ 21%)

**Underlying NPAT<sup>1</sup> \$247.6m**

**↑ 30%**

on FY22

Statutory NPAT **\$212.2m** (↑ 9%)

Underlying EPS **75.6cps** (↑ 30%)

**Free cash flow \$291.4m**

**↑ 23%**

on FY22

Free cash flow conversion rate **76%** (↑ 1pp)

65% Rule of 40<sup>1</sup>

**Final dividend 8.40 cps**

**↑ 31%**

on FY22

Fully franked

Payout ratio 20% of Underlying NPAT

# WiseTech Global – strategic highlights

Strategic progress on the '3P' to accelerate delivery of our vision powered by our People

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## PRODUCT

Delivered 1,130 new CargoWise application suite product enhancements in FY23

\$261.9m product investment in FY23, in line with expectations, up 45% vs FY22

1H23 tuck-in acquisitions of Bolero and Shipamax extend digital document capabilities

2H23 strategic acquisitions of Envase and Blume accelerate and expand CargoWise's North American landside logistics capability

- Native customs platform now covers ~55% of global manufactured trade flows, ~70% with countries in development



## PENETRATION

- Eight new rollouts of the CargoWise application suite in FY23, including:
  - Six new global rollouts signed including Kuehne+Nagel – #1 Top 25 Global Freight Forwarder<sup>1</sup>, global customs rollout
  - Two new organic rollouts 'In Production'<sup>2</sup>
- Total of 47 Large Global Freight Forwarder (LGFF) rollouts<sup>2</sup>
- 11 Top 25 Global Freight Forwarders<sup>2</sup> have either rolled out or are in progress, with global rollouts on the CargoWise application suite
- Post year-end, expansion of FedEx global rollout with intent to include global customs and signed new global rollout with APL Logistics



## PROFITABILITY

- Enhanced operating leverage supporting profitable growth driven by ongoing financial discipline
- Ongoing LGFF customer wins and rollouts
- Price increases to offset impacts of inflation and generate returns on product investments as well as new product releases
- Launched \$40m company-wide cost efficiency program, targeting \$15m net savings in FY24
- Good progress on integrations, reflecting strong track record of M&A capability
- Larger strategic acquisitions dilute EBITDA margin while being integrated. EBITDA margins expected to return to 50%+ in FY26

SECTION 02

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# FY23 financial review

ANDREW CARTLEDGE, CFO



# FY23 results

## Strong financial performance

A\$m	FY22	FY23	% change
CargoWise revenue	467.3	659.6	41%
Non-CargoWise revenue <sup>1</sup>	164.9	157.2	(5)%
<b>Total revenue</b>	<b>632.2</b>	<b>816.8</b>	<b>29%</b>
Cost of revenues	(83.3)	(113.9)	37%
<b>Gross profit</b>	<b>548.9</b>	<b>703.0</b>	<b>28%</b>
Gross profit margin	87%	86%	(1)pp
Operating expenses	(229.9)	(317.2)	38%
<b>EBITDA</b>	<b>319.0</b>	<b>385.7</b>	<b>21%</b>
EBITDA margin	50%	47%	(3)pp
Depreciation & amortization <sup>2</sup>	(64.0)	(85.6)	34%
<b>EBIT</b>	<b>255.0</b>	<b>300.2</b>	<b>18%</b>
Net finance (costs)/income	(2.7)	0.6	nm <sup>5</sup>
Fair value gain on contingent consideration	0.1	0.2	nm <sup>5</sup>
<b>Profit before income tax</b>	<b>252.4</b>	<b>301.0</b>	<b>19%</b>
Tax expense <sup>3</sup>	(57.7)	(88.8)	54%
<b>Statutory NPAT</b>	<b>194.6</b>	<b>212.2</b>	<b>9%</b>
Basic EPS (CPS)	59.7	64.8	9%
<b>Underlying NPAT<sup>4</sup></b>	<b>189.8</b>	<b>247.6</b>	<b>30%</b>
Underlying EPS (CPS)	58.2	75.6	30%

1. See definition on slide 43

2. Reconciliation of statutory expenses to non-statutory expenses on slide 33 in appendices

3. Tax expense includes non-recurring tax on acquisition contingent consideration (FY23: \$2.4m, FY22: \$12.8m)

4. Underlying NPAT: Net Profit After Tax excluding fair value adjustments from changes to acquisition contingent consideration, non-recurring tax on acquisition contingent consideration, acquired amortization net of tax, contingent and deferred consideration interest unwind net of tax and M&A costs. See definition on slide 43 and reconciliation on slide 34

5. Not measured

## Revenue

- Total revenue of \$816.8m, up 29% on FY22
- CargoWise recurring revenue grew to \$650.1m, organically up 37% on FY22
- Total CargoWise revenue grew organically 30% on FY22
- In addition, recent M&A contributed \$44.6m in FY23 vs \$1.8m in FY22 and a \$7.7m FX tailwind delivered CargoWise revenue growth of 41%

## Gross profit

- Gross profit was \$703.0m, a 28% increase on FY22
- 86% Gross profit margin, down 1pp on FY22 reflecting dilution from recent M&A

## EBITDA

- \$412.1 EBITDA excluding \$26.4m M&A costs (FY22 \$2.3m), up 28% and in line with top of guidance range
- Reported EBITDA \$385.7m up 21% and EBITDA margin at 47%, down 3pp on FY22
- Organically, EBITDA grew 26% and EBITDA margin expanded by 2pp to 53% on FY22

## EBIT and depreciation & amortization (D&A)

- 34% D&A increase from continued R&D<sup>2</sup> investment and reflects recent M&A
- EBIT up 18% on FY22

## NPAT and earnings per share (eps)

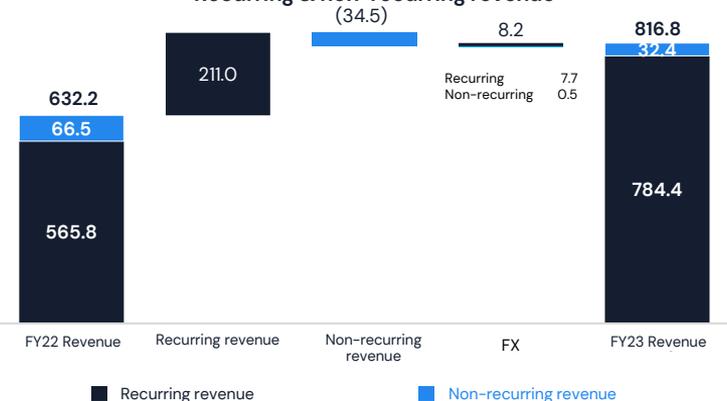
- Underlying NPAT<sup>4</sup> of \$247.6m, up 30% on FY22
- Underlying EPS 75.6cps, up 30% on FY22
- Statutory NPAT of \$212.2m, up 9% on FY22

# FY23 revenue growth

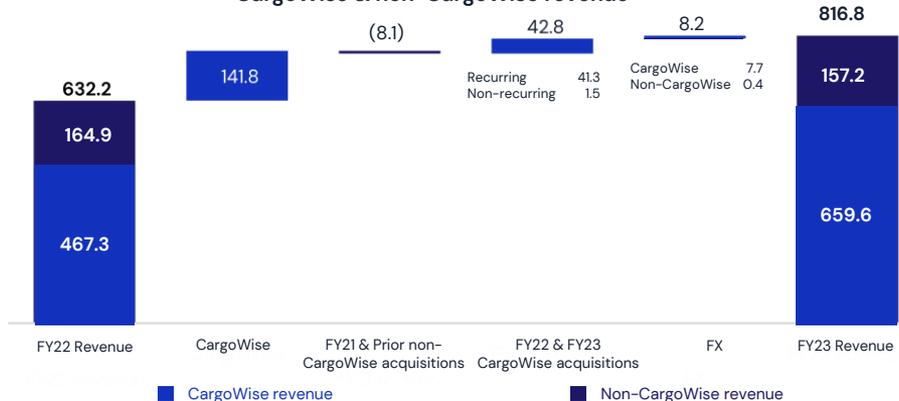
A\$m

Total revenue grew \$184.6m or 29% – CargoWise revenue grew \$192.3m or 41%

## Recurring & non-recurring revenue



## CargoWise & non-CargoWise revenue



### Recurring revenue

- \$211.0m increase, or 37% on pcp driven by:
  - Major new products released in FY22
  - Price increases to offset inflation and generate returns on product investment
  - \$41.3m from FY22 & FY23 M&A

Recurring revenue growth also includes \$7.7m FX tailwind

### Non-recurring revenue

- \$(34.5)m decrease, or (52)% in FY23 reflects:
  - FY22 one-off product license agreement of a CargoWise landside logistics component
  - Expected contraction from non-CargoWise acquisitions completed in FY21 and prior years
  - \$1.5m from FY22 & FY23 M&A

### CargoWise revenue

- \$141.8m increase, or 30% on pcp driven by:
  - \$127.7m growth from existing customers (FY22: \$83.6m)
  - \$14.1m growth from new customers (FY22: \$41.2m) reflecting FY22 one-off product license agreement of a CargoWise landside logistics component

Growth from existing & new customers reflects:

- Major new products released in FY22
- Price increases to offset inflation and generate returns on product investment
- Expected contraction in non-recurring revenue

CargoWise revenue growth also includes \$42.8m from FY22 & FY23 M&A and \$7.7m FX tailwind

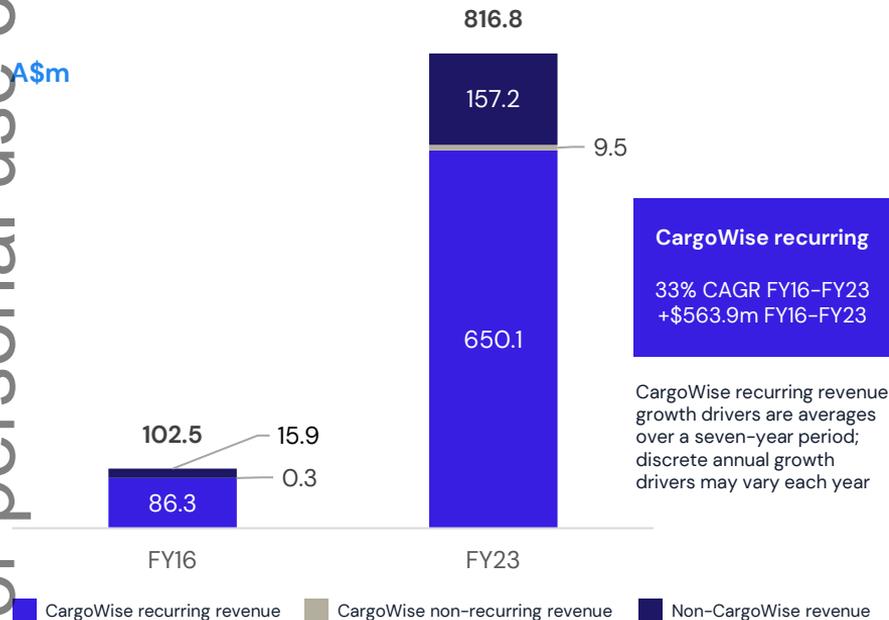
### Non-CargoWise

- \$(8.1)m decrease, or (5)% on pcp driven by:
  - Expected contraction from non-CargoWise acquisitions completed in FY21 and prior years
  - Partially offset by general price increases

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# Revenue growth drivers

CargoWise recurring revenue delivers 33% CAGR FY16 to FY23 (constant currency)



FY16 revenue is in constant currency terms based on FY23 average exchange rate

## CargoWise recurring revenue growth

- 33% CAGR FY16 to FY23
- Significant R&D investment driving long-term growth
- Revenue growth of \$563.9m, >7X over the last 7 years
- Major recurring revenue growth drivers (averages per year)
  - ~10pp Large Global Freight Forwarder rollouts
  - ~7pp New & existing customer growth
  - ~5pp New product enhancements reflected in price
  - ~5pp Major new product releases
  - ~3pp Inorganic<sup>2</sup>
  - ~3pp Market growth
- **33% CAGR FY16 to FY23**
- CargoWise non-recurring revenue includes customer paid product enhancements which are important future growth enablers
- Non-CargoWise businesses drive strategic product development in CargoWise global customs, warehouse and adjacencies, and add to overall revenue growth

## Future revenue growth drivers

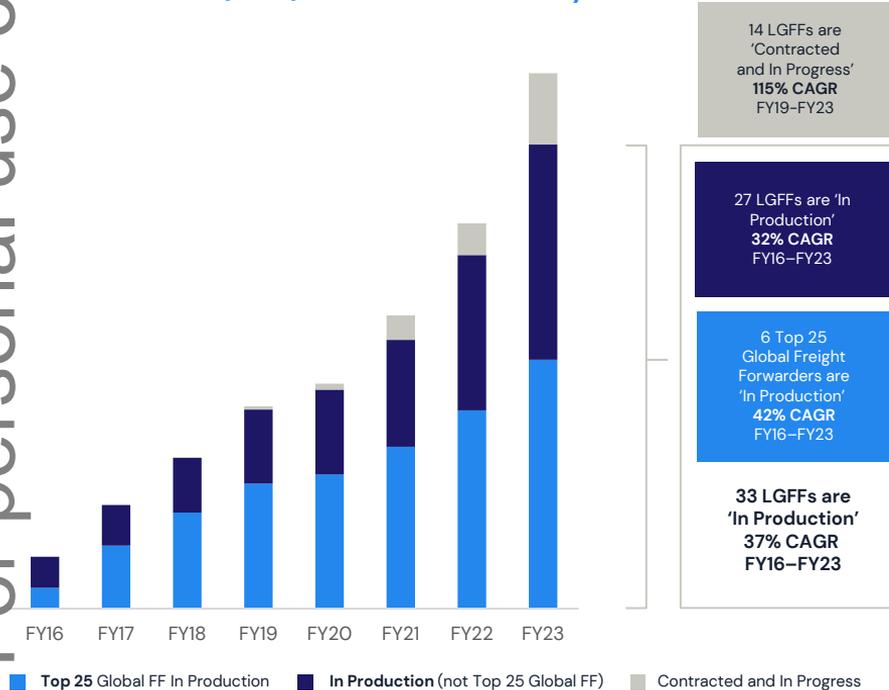
- CargoWise recurring revenue growth consistent with historical experience, and **accelerated growth** across:
  - Large Global Freight Forwarder rollouts and further contract wins
  - New products and features from acquisitions e.g. global customs, landside logistics, and warehouse in line with 6 key development priorities
  - Accelerated R&D investment
  - Potential strategically significant and tuck-in acquisition opportunities

1. Details on inclusions in CargoWise recurring revenue growth drivers on slide 36  
2. 'Inorganic' defined as CargoWise strategically significant or tuck-in acquisition revenue, within the first 12 months of acquisition

# Large Global Freight Forwarder rollouts driving revenue growth

47 LGFF rollouts are driving long term revenue growth

Annual revenue (A\$m)<sup>1</sup> in constant currency



## 33 LGFFs with rollouts of the CargoWise application suite 'In Production'<sup>2</sup> have delivered:

- Revenue growth of 37% CAGR over the period FY16 to FY23, driven by:
  - Ongoing growth of initial global rollouts including DHL, DSV, Toll, Yusen and Geodis
  - Adoption of more CargoWise application suite modules, new products, features, enhancements & geographies
  - Customer M&A activity integrating their acquired businesses onto the CargoWise application suite
- 6 are Top 25 Global Freight Forwarders and have delivered revenue growth of 42% CAGR over the period FY16 to FY23

## Significant future growth expected from:

- The 14 LGFFs that are 'Contracted and In Progress' have less than 40% of their expected users currently live. These delivered 115% CAGR revenue growth over FY19 to FY23
- Expected number of users not currently live was in line with prior year, with new contract wins including Kuehne + Nagel and OEC broadly offset by continued rollout from existing customers such as Hellman, Bollere and CEVA
- Increased usage and adoption by the existing 33 LGFFs currently 'In Production' as their global rollouts and product penetration expand
- Adoption of new products and features, customs, landside logistics and warehouse
- Further industry M&A driving customer consolidation and integration onto the CargoWise application suite
- New LGFF global contracts wins
- Tighter supply chain industry conditions moving industry participants to projects that increase productivity and efficiency of their business and cost base

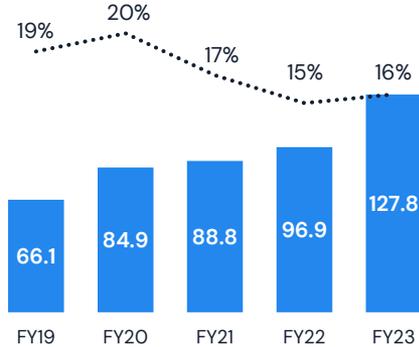
# FY23 operating expenses<sup>1</sup>

Operating leverage driving margin expansion

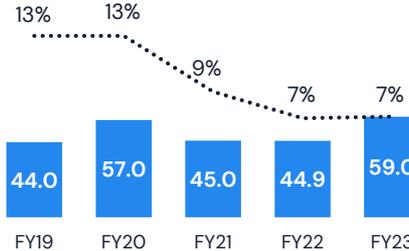
..... % of revenue  
 ■ Expenses (A\$m)

Overall operating expenses flat as a % of revenue on FY22 ex. M&A costs

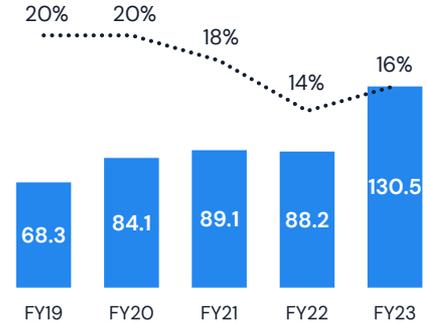
Product design & development (A\$m)



Sales & marketing (A\$m)



General & administration (A\$m)



## Product design & development expense

\$30.9m increase in FY23 vs FY22 reflecting investment in CargoWise innovation and development plus recent M&A

\$34.8m of PD&D expenses supporting maintenance of non-CargoWise platforms down 14% vs FY22, decreasing in line with expectations

## Sales & marketing expense

\$14.1m increase in FY23 vs FY22 largely reflecting FY23 M&A

We continue to focus on the Top 25 Global Freight Forwarders and top 200 global logistics providers

## General & administration expense

FY23 M&A costs of \$26.4m added 3pp to G&A as a % of revenue

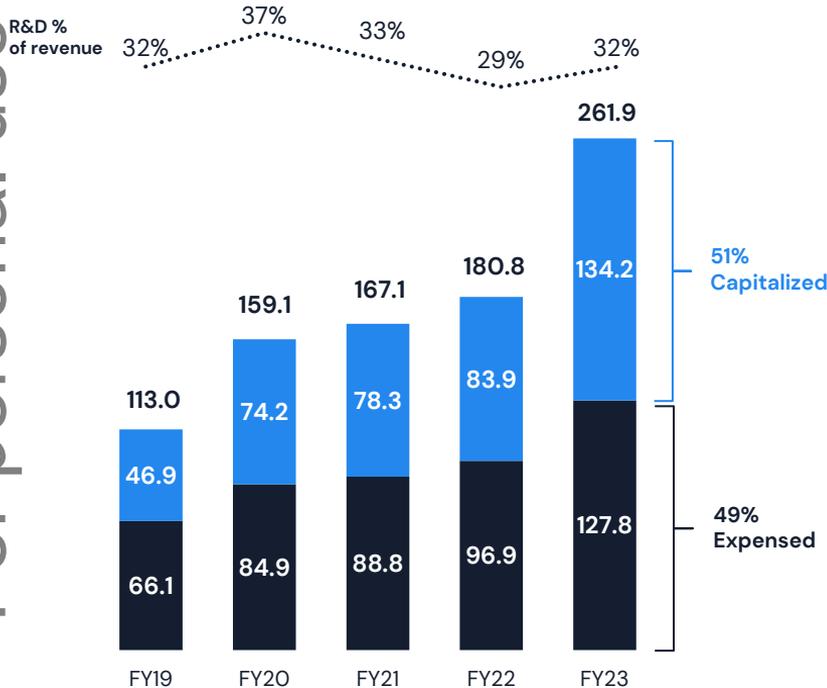
Excluding M&A costs, G&A as a % of revenue was 13%, down 1pp vs FY22

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# FY23 research and development

## Accelerated innovation and product development

### Investment in innovation and product development (A\$m)



### Product investment

- R&D investment increased \$81.1m, or 45% vs FY22 reflecting the previously communicated step up in R&D investment and hiring activity for future growth and recent M&A activity
- 32% of FY23 revenue was reinvested in R&D, overall consistent with previous periods but now more heavily weighted to CargoWise R&D vs non-CargoWise
- 51% of FY23 R&D investment capitalized, up 5pp vs FY22, 50% of 2H23 R&D investment capitalized, down 3pp vs 1H23, which reflected the acceleration of new strategic development priorities which have higher capitalization rates than existing products, driven by favorable hiring conditions
- FY23 capitalized development is outside the target range of 40%–50%. Moving forward, this is projected to be close to the top of the target range
- Delivered 1,130 new CargoWise application suite product enhancements in FY23, reflecting increased focus on larger development projects and product optimization
- Development costs (WIP) increased from \$24.5m as at Jun-22 to \$54.3m as at Jun-23 reflecting increased investment in future products
- Over \$880m in product investment in the last 5 years (FY19 to FY23)
- Over 5,300 product enhancements have been delivered on the CargoWise application suite in the last 5 years (FY19 to FY23)
- CargoWise product development resources increased by 96% in FY23 vs FY22 driven by increased hiring and M&A activity
- Product development is 60% of WiseTech total headcount, +6pp vs FY22

# FY23 balance sheet

Strong balance sheet and liquidity providing solid platform for future growth

A\$m	30 Jun 22	30 Jun 23
Cash	483.4	143.0
Receivables	88.0	121.0
Derivative financial instruments	2.2	-
Other current assets	36.1	100.5
Intangible assets	961.2	2,192.1
Other non-current assets	92.7	102.1
<b>Total assets</b>	<b>1,663.6</b>	<b>2,658.6</b>
Current borrowings	-	225.0
Derivative financial instruments	15.9	20.5
Other current liabilities	199.6	339.4
Other non-current liabilities	132.9	179.2
<b>Total liabilities</b>	<b>348.4</b>	<b>764.1</b>
<b>Net assets</b>	<b>1,315.2</b>	<b>1,894.6</b>
Share capital	906.3	1,254.7
Retained earnings & reserves	408.9	639.9
<b>Total equity</b>	<b>1,315.2</b>	<b>1,894.6</b>

## Strong liquidity

- ~\$400m total liquidity from cash and undrawn debt facilities
- \$340.5m decrease in cash largely reflects investments in recent M&A offset by strong operating cash flow generation

## Receivables

- 37% receivables increase driven by revenue growth and recent M&A

## Other current assets

- \$64.4m increase largely reflects funds collected on behalf of customers, offset in current liabilities

## Intangible assets

- \$1,230.9m increase reflecting Envase, Blume and tuck-in M&A and investment in capitalized development, partially offset by amortization

## Borrowings

- \$225.0m of current borrowings reflects partial funding for the strategic acquisition of Blume
- \$475m debt facilities reflects 1.2X FY23 EBITDA providing significant additional borrowing capacity

## Other current liabilities

- \$139.8m increase reflects increase in trade payables driven by recent M&A and funds collected on behalf of customers

## Share capital

- \$348.4m increase reflects new share capital issued for recent M&A consideration and to the Employee Share Trust to fund employee equity programs

# FY23 cash flow performance

Highly cash-generative business model delivering strong free cash flow

A\$m	FY22	FY23	% change
EBITDA	319.0	385.7	21%
Non-cash items in EBITDA	30.2	42.6	41%
Working capital changes	(9.5)	5.0	nm <sup>1</sup>
<b>Operating cash flow</b>	<b>339.6</b>	<b>433.3</b>	<b>28%</b>
Capitalized development costs	(75.4)	(114.7)	52%
Other Capital Expenditure	(26.8)	(27.2)	1%
<b>Free cash flow</b>	<b>237.3</b>	<b>291.4</b>	<b>23%</b>
Operating cash flow conversion	106%	112%	6pp
Free cash flow conversion	74%	76%	1pp
Free cash flow margin	38%	36%	(2)pp
Rule of 40 <sup>2</sup>	63%	65%	2pp

## Strong operating cash flow

- Operating cash flows up 28% vs FY22 to \$433.3m (FY22: \$339.6m), demonstrating the strength of our highly cash-generative operating model
- Increase in operating cash flow reinvested into long-term growth; \$141.9m invested primarily in product development and data center capacity
- 112% operating cash flow conversion rate, up 6pp vs FY22
- FY22 changes in working capital reflect a one-time decrease in deferred revenue from aligning non-CargoWise commercial models to shorter billing cycles, not repeated in FY23

## Free cash flow

- FY23 free cash flow was \$291.4m, up 23% on FY22 driven by higher operating cash flow
- 76% free cash flow conversion rate, up 1pp on FY22

## Rule of 40<sup>2</sup>

- 65% in FY23, up 2pp from 63% in FY22

SECTION 03

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# Strategy & outlook

RICHARD WHITE, CEO & FOUNDER



# WiseTech's '3P' strategy

Strategy delivers sustainable growth through the cycle

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**Vision:** To be the operating system for global logistics



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



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



Logistics providers pursuing **industry consolidation**

## Product

Extend technology lead

## Penetration

Expand market penetration

## Profitability

Enhance operating leverage

## People

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

# Development priorities to extend the CargoWise ecosystem

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

## Six CargoWise product development priorities

### Landside logistics



Extending into import/export container haulage & rail

### Warehouse



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

### Neo



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

### Digital documents



Digital documents and straight-through digital processing of data

### Customs and compliance



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

### International eCommerce



Single platform for international eCommerce fulfilment

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

### Tuck-in acquisitions

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

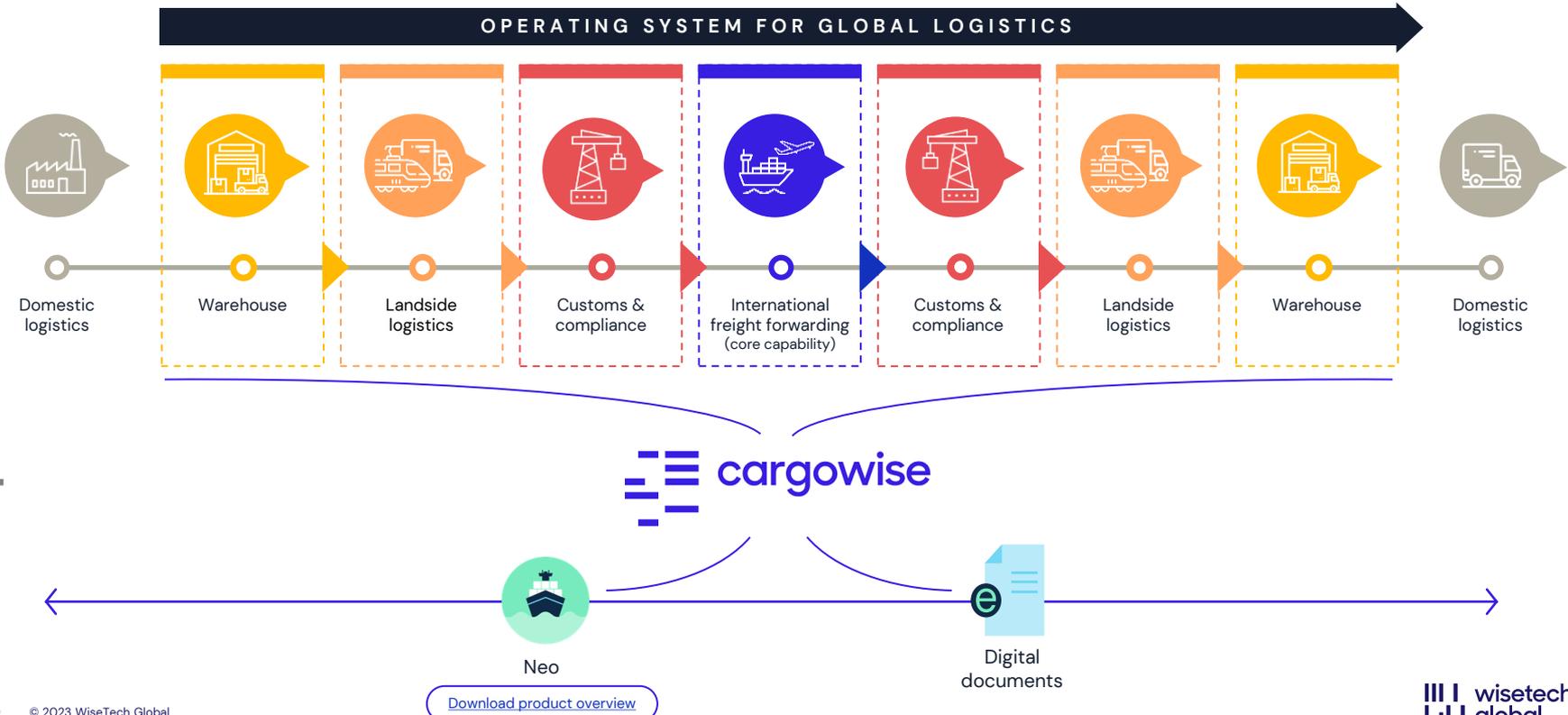
### Strategically significant acquisitions

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

# Expanding the CargoWise ecosystem

Extending the core customer proposition and addressable market

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# CargoWise Global Customs & Compliance

Deeply productive, highly integrated, global, powerful, complete solution



## Myriad local systems

## vs One global solution

### Many

- Different systems
- Complex user interfaces
- Localized work processes
- Customized data interfaces
- Different architectures
- Data entry models
- Local vendors
- Cyberattack surfaces
- Contracts and terms

### Complex

- Configurations
- Maintenance schedules
- IT support requirements
- Application life cycles
- Vendor management
- Contract management
- Compliance risk
- Management processes
- Customer service

### Costs

- Local expertise is expensive
- Training is local/limited
- customer service local/limited
- Difficult to run shared services
- Difficult global management
- 24x7 support costly
- Data Interface maintenance
- Manual master data
- Manual customer take on

### One

- Globally capable, scalable
- Standardized user interface
- Fully Integrated platform
- Standardized processes
- Single architecture
- Data capture model
- Hardened cybersecure surface
- Globally capable vendor
- Contract and terms

### Simple

- Configuration
- Maintenance schedule
- IT support requirement
- Application life cycle
- Classification tools
- Compliance tools
- Training of staff
- Acquiring skilled staff
- Switching UI languages

### Productive

- Straight through processing
- Automations & visibility
- Workflow management
- Follow the sun
- Shared services
- Integrated visibility
- Global manageability
- Global visibility
- Customer portal (NEO)

CargoWise Global Customs now covers ~55% global manufactured trade flows, ~70% with countries in development as we progress to our 90% target

[Download product overview](#)



# CargoWise Landside Logistics

Combining logistics optimization & supply chain orchestration, delivering valuable & actionable visibility

## Customers



FORWARDERS



BCOs



CARRIERS

## Resources



TERMINALS



CONTAINER PARKS



BCO GATES/ STANDS

## Problems

- ⊗ Port congestion
- ⊗ Container storage
- ⊗ Terminal gate congestion
- ⊗ Container detention/per diem
- ⊗ Truck wait times
- ⊗ Empty transport legs
- ⊗ Missed slot bookings
- ⊗ Poor asset utilization
- ⊗ Just-in-time failures

## Solutions

- ✓ Digital bookings
- ✓ Live driver app
- ✓ Road & rail co-ordination
- ✓ Logistics optimization
- ✓ Container optimization
- ✓ Truck/driver optimization
- ✓ SecurSpace online marketplace for parking and storage
- ✓ Supply chain orchestration
- ✓ Domestic reloads

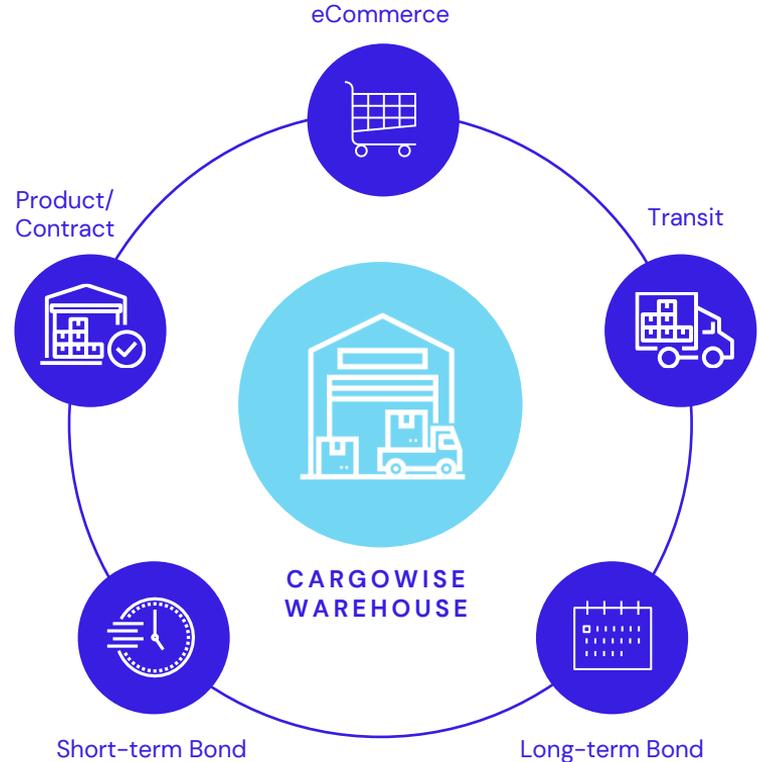


# CargoWise Warehouse Suite

Five highly differentiated, advanced warehousing modalities

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- ✓ Global, modular, high differentiated warehouse capabilities
- ✓ Designed for international and landside logistics
- ✓ Highly integrated across CargoWise capabilities
- ✓ Fast to train, implement, and onboard customers
- ✓ Single contract, single global application
- ✓ Easily scales to global, multisite, and high volume
- ✓ Highly productive, reduced total cost of ownership



# Penetration

## Momentum through existing customer growth & new global rollout wins

Six new global rollouts by LGFFs<sup>1</sup> secured since 1 July 2022:

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

Two additional organic rollouts 'In Production'

- DB Group
- Maersk<sup>2</sup> – acquisitions including Senator, LF Logistics, Martin Bencher & Pilot Freight Services

Recent industry consolidation

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

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

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

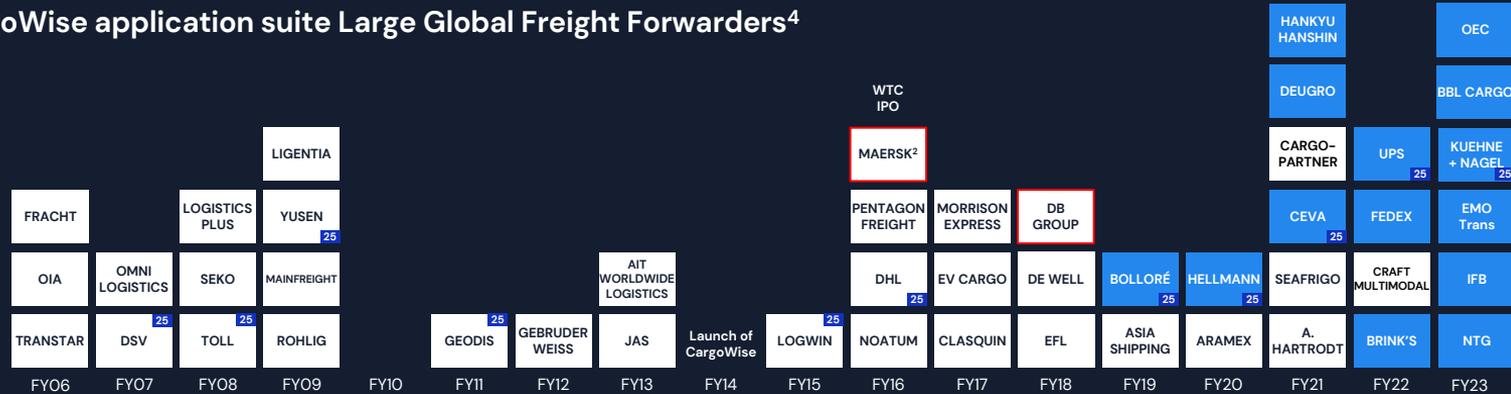
Of the 47 global rollouts, 11 are with Top 25 Global Freight Forwarders<sup>3</sup>

Post year-end

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

## Global rollouts – CargoWise application suite Large Global Freight Forwarders<sup>4</sup>

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



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

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

# Profitability

## Enhancing operating leverage supporting profitable growth



Streamlining processes  
and teams



Internal development of  
our existing teams



Optimizing our integrated  
cost structures



Allocating resources  
appropriately

## Driving returns by leveraging high growth and scalable SaaS model delivering strong profitability and operating cash flow generation

- Accelerating investment in resources focused on P&D to deliver future growth and expanded returns
- New product releases to expand ecosystem and capability
- Price increases to offset impacts of inflation and generate returns on product and data center investments
- \$34.8m of PD&D expenses supporting maintenance of non-CargoWise platforms down 14% vs FY22, decreasing in line with expectations
- Targeted acquisition strategy to accelerate CargoWise product development, ecosystem reach and future returns
- Launched \$40m company-wide cost efficiency program, forecast to deliver \$15m net savings in FY24
- Larger strategic acquisitions dilute EBITDA margin while being integrated. EBITDA margins expected to return to 50%+ in FY26

# FY24 guidance

## Continued strong growth outlook

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### FY24 revenue

\$1,040m – \$1,095m

27% – 34%

FY24 growth vs. FY23

### FY24 EBITDA

\$455m – \$490m

18% – 27%

FY24 growth vs. FY23

### FY24 EBITDA %

44% – 45%

(2)pp – (3)pp

FY24 vs. FY23

#### FY24 guidance assumptions

- 1 CargoWise: revenue growth of ~34% – 43%**
  - Continued positive momentum from FY23 run rate
  - Moderated market growth reflecting current industry volumes
  - Includes full year of Shipamax, Envase & Blume, 14pp – 18pp of growth
  - 1H/2H slightly more 2H weighted than FY23, 46%/54% 1H/2H split
- 2 Non-CargoWise:**
  - Revenue approximately flat with FY23
  - Lower margin non-recurring product exits offset by price increases
- 3 FX: \$10m–\$15m FX tailwind on CargoWise revenue, evenly split between 1H and 2H**
  - ~55% – 60% of USD/EUR revenue covered by hedging
  - See Appendix for sensitivity analysis
- 4 Operating expenses and cost of revenue:**
  - Increase in P&D costs as R&D hiring and investment continues, with cap dev close to top of 40% – 50% target range
  - \$15m net cost savings from company-wide efficiency program
  - Includes full year of Shipamax, Envase & Blume and cost investments for future growth
  - Inflation offset by price increases
- 5 EBITDA and EBITDA %: Underlying growth, near-term dilution from full-year of Shipamax, Envase & Blume**
  - In FY23 Shipamax, Envase & Blume delivered \$33m revenue and \$(5m) EBITDA at (15)% EBITDA margin
  - FY24 Shipamax, Envase & Blume revenue \$125m – \$150m as expected, EBITDA margin ~5%, cost investments to drive future growth
  - Shipamax, Envase & Blume ~6pp dilution to overall WiseTech EBITDA %, impacting cost of revenues, product design & development, and sales & marketing expenses as a % of revenue
  - WiseTech 2H24 EBITDA % expected to be in the 47% – 48% range

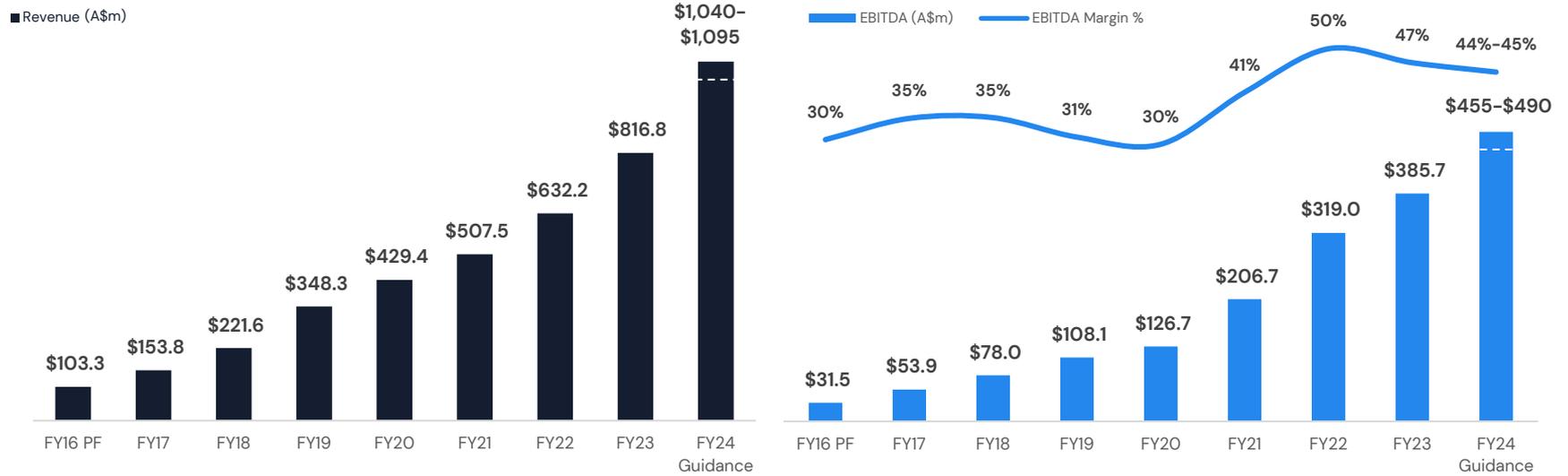
Guidance provided in line with these assumptions and those in the Appendix, slide 29.

Uncertainty around future economic and industrial production growth.

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

# Business model and strategy delivering sustainable shareholder value

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- Delivering strong revenue growth

**34%**  
CAGR  
FY16PF-FY23

- Continuing momentum in market penetration

**47**  
global rollouts

- Expanding CargoWise ecosystem

**\$880m+**  
R&D investment  
FY19-FY23

- Enhancing operating leverage

**43%**  
EBITDA CAGR  
FY16PF-FY23

- Delivering strong free cash flow

**54%**  
CAGR  
FY16PF-FY23

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# Q & A



# Appendices

## Slides

- 29. FY24 guidance assumptions and FX
- 30. Customer growth and low attrition
- 31. Earnings diversification
- 32. FY23 organic growth
- 33. Reconciliation of statutory expenses to non-statutory expenses
- 34. Reconciliation of underlying NPAT, NPATA and underlying ETR
- 35. Trinium revenue reclassification
- 36. CargoWise recurring revenue growth drivers
- 37. Global rollouts
- 38. Investment trends of logistics companies
- 39. About WiseTech
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# FY24 guidance assumptions and FX

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## What is included in the FY24 guidance:

- Retention of existing CargoWise customers consistent with historical levels
- Overall supply chain volumes reflecting recent trends
- New customer growth consistent with historical levels
- New product and feature launches monetized
- Contractual increases in revenue from existing customers, including those reflecting the end of temporary pricing arrangements
- Standard price increases
- Inflation in staff and other costs
- Full year effect of FY23 acquisitions and a minor reduction for non-CargoWise revenue, as a group overall, from product exits, as expected

## What is not included in the guidance:

- Revenue from new products in development but not planned to be commercialized
- Benefits from migration of customers from non-CargoWise platforms, where CargoWise development is yet to be completed
- Changes in the mix of invoicing currencies
- Future potential acquisitions, revenues and associated costs
- Uncertainty around future economic conditions and industrial production, international goods flow, sovereign and geopolitical risk

FX rates <sup>1</sup> vs AUD	FY23 actual	FY24 Guidance
USD	0.71	0.68
EUR	0.64	0.62
GBP	0.56	0.52
ZAR	11.86	12.38
TRY	12.76	17.74
NZD	1.09	1.08
RMB	4.66	4.84
CHF	0.64	0.59

Sensitivities <sup>2</sup>	Increase/decrease	FY24 Revenue A\$m	FY24 EBITDA A\$m
<b>FX rates vs AUD</b>			
USD	+/- 5%	-18.2 / +19.2	-10.9 / +11.1
EUR	+/- 5%	-3.5 / +3.6	-1.0 / +1.0
GBP	+/- 5%	-1.0 / +1.1	-0.3 / +0.3
ZAR	+/- 10%	-1.1 / +1.4	-0.9 / +1.1
TRY	+/- 10%	-0.1 / +0.1	+0.1 / -0.2
NZD	+/- 5%	-1.1 / +1.2	-1.0 / +1.1
RMB	+/- 5%	-0.3 / +0.3	+0.4 / -0.4
CHF	+/- 5%	-0.5 / +0.6	-

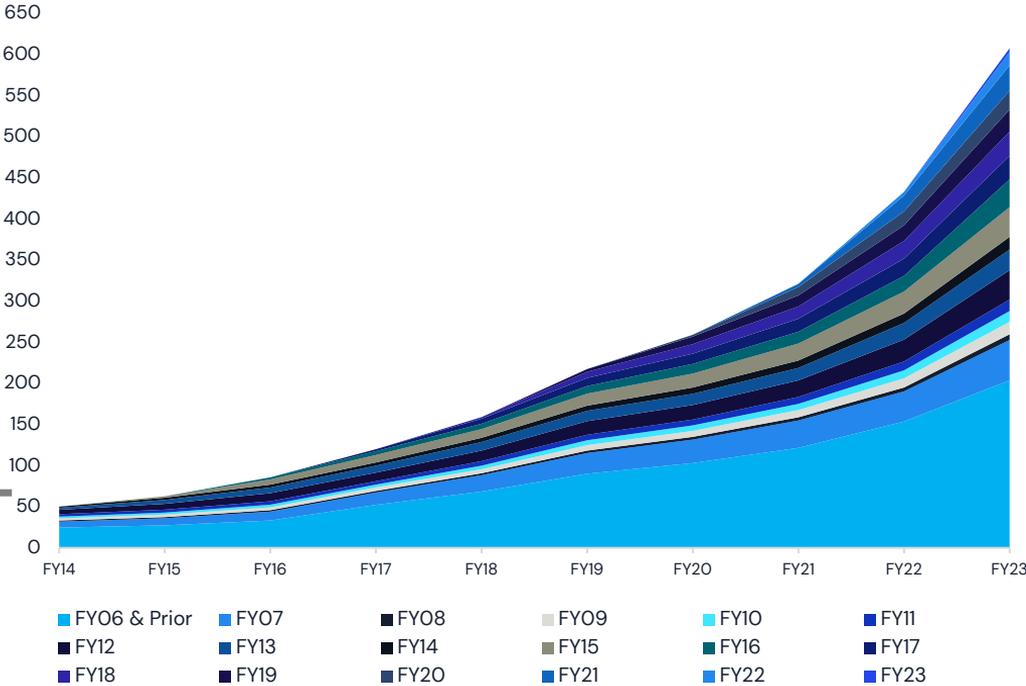
## Foreign Exchange

- ~80% of FY23 revenue in non-AUD currencies, 5pp higher than FY22 (75%)
- Natural hedges in some countries with both revenue and expenses denominated in local currencies
- ~55% of FY23 revenue in non-local currencies due to impact from overseas acquisitions and mix of transactions and users in CargoWise
- Hedged positions now in place to cover ~50% of all non-AUD revenue with a mix of USD and EUR forwards and collars

# Customer growth and low attrition

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CargoWise application suite<sup>1</sup> revenue by customer cohort  
A\$m (last 12 months)



Increasing adoption by Large Global Freight Forwarders

**Top 300 customers** deliver ~70% of CargoWise revenue in FY23 (FY22 ~75%), reflecting addition of smaller customers from recent M&A

Customers stay and use more

**<1% attrition every year for last 11 years<sup>2</sup>**  
Low annual customer attrition rate

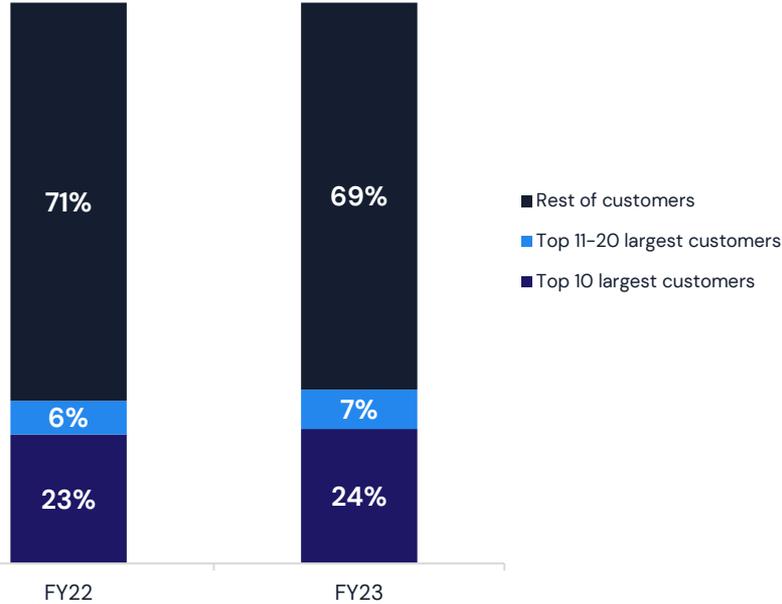
FY23 revenue growth achieved across all customer cohorts (FY06 & Prior to FY23) vs FY22

1. See definitions on slide 43  
2. See definitions on slide 43. Based on attrition rate <1% for each year of the last 11 financial years FY13 to FY23

# Earnings diversification

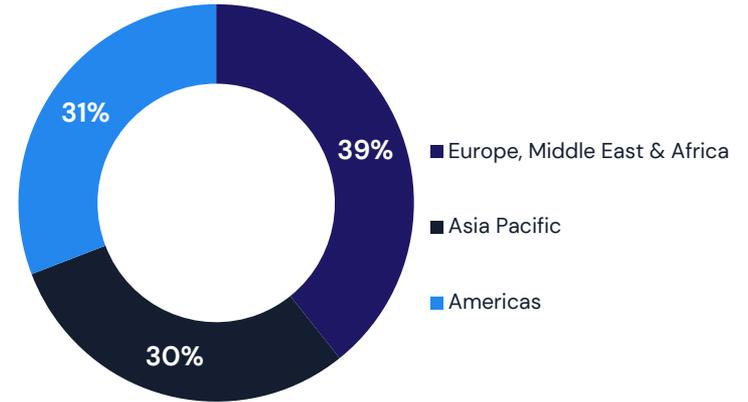
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Revenue by customers<sup>1</sup> (%)



We maintain a diversity of revenue across our customer base

FY23 Revenue by geography<sup>2,3</sup> (%)



We are a global company with customers operating in **174 countries** as at 30 June 2023 (170 countries as at 30 June 2022)

Our global presence provides important revenue diversification across geographies and currencies

# FY23 organic growth<sup>1</sup>

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A\$m	Revenue								
	CargoWise			Non-CargoWise			Total		
	FY22	FY23	% change	FY22	FY23	% change	FY22	FY23	% change
Recurring revenue	438.6	650.1	48%	127.2	134.3	6%	565.8	784.4	39%
Non-recurring revenue	28.7	9.5	(67)%	37.7	23.0	(39)%	66.5	32.4	(51)%
<b>Group total – Reported</b>	<b>467.3</b>	<b>659.6</b>	<b>41%</b>	<b>164.9</b>	<b>157.2</b>	<b>(5)%</b>	<b>632.2</b>	<b>816.8</b>	<b>29%</b>
Less M&A costs									
<b>Group total – Ex. M&amp;A costs</b>									
Less acquisitions	1.8	44.6					1.8	44.6	
Less FX		7.7			0.4			8.2	
Less restructuring costs									
<b>Group total – Organic</b>	<b>465.5</b>	<b>607.3</b>	<b>30%</b>	<b>164.9</b>	<b>156.8</b>	<b>(5)%</b>	<b>630.4</b>	<b>764.1</b>	<b>21%</b>
Recurring revenue	437.5	600.3	37%	127.2	134.1	5%	564.7	734.4	30%
Non-recurring revenue	28.0	7.0	(75)%	37.7	22.7	(40)%	65.7	29.7	(55)%

EBITDA			EBITDA margin		
FY22	FY23	% change	FY22	FY23	change
319.0	385.7	21%	50%	47%	(3)pp
(2.3)	(26.4)				
<b>321.3</b>	<b>412.1</b>	<b>28%</b>			
-	(3.6)				
-	9.3				
(0.9)	(1.1)				
<b>322.2</b>	<b>407.5</b>	<b>26%</b>	<b>51%</b>	<b>53%</b>	<b>2pp</b>

# Reconciliation of statutory expenses to non-statutory expenses

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Statutory to  
non-statutory  
reconciliation

A\$m	FY22	FY23
<b>Cost of Revenues</b>		
Cost of revenue – statutory	92.5	125.6
Less: Depreciation & amortization	9.2	11.7
Cost of revenues – non-statutory	83.3	113.9
<b>Product design &amp; development</b>		
Product design & development – statutory	142.9	185.8
Less: Depreciation & amortization	47.9	60.3
Less: Right-of-use asset depreciation capitalized	(1.9)	(2.2)
Product design & development – non-statutory	96.9	127.8
<b>Sales &amp; marketing</b>		
Sales & marketing – statutory	50.0	69.3
Less: Depreciation & amortization	5.1	10.4
Sales & marketing – non-statutory	44.9	59.0
<b>General &amp; administration</b>		
General & administration – statutory	91.8	135.9
Less: Depreciation & amortization	3.6	5.4
General & administration – non-statutory	88.2	130.5

# Reconciliation of underlying NPAT, NPATA and underlying ETR

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Net Profit after Tax (NPAT)	A\$m	FY22	FY23
	<b>NPAT</b>	<b>194.6</b>	<b>212.2</b>
	Fair value gain on acquisition contingent consideration	(0.1)	(0.2)
	Non-recurring tax on acquisition contingent consideration	(12.8)	(2.4)
	Acquired amortization (net of tax)	5.8	10.9
	Contingent and deferred consideration interest unwind (net of tax)	-	0.7
	<b>NPATA<sup>1</sup></b>	<b>187.6</b>	<b>221.2</b>
	M&A costs	2.3	26.4
	<b>Underlying NPAT<sup>1</sup></b>	<b>189.8</b>	<b>247.6</b>
	Effective tax rate	A\$m	FY22
<b>Profit before income tax</b>		<b>252.4</b>	<b>301.0</b>
Fair value gain on acquisition contingent consideration		(0.1)	(0.2)
Acquired amortization		7.9	14.2
Contingent and deferred consideration interest unwind		-	1.0
M&A costs		2.3	26.4
<b>Underlying profit before income tax<sup>1</sup></b>		<b>262.5</b>	<b>342.4</b>
Tax expense <sup>2</sup>		(57.7)	(88.8)
Non-recurring tax on acquisition contingent consideration		(12.8)	(2.4)
Acquired amortization – tax effect		(2.1)	(3.3)
Contingent and deferred consideration interest unwind – tax effect	-	(0.3)	
<b>Underlying tax expense</b>	<b>(72.7)</b>	<b>(94.8)</b>	
<b>Underlying effective tax rate (ETR)</b>	<b>27.7%</b>	<b>27.7%</b>	

# Trinium revenue reclassification

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	1H19	1H20	1H21	1H22	1H23	FY19	FY20	FY21	FY22
<b>A\$m</b>									
<b>As reported</b>									
CargoWise Revenue	102.3	126.5	150.0	193.0	289.2	219.6	263.0	331.6	447.9
Non-CargoWise Revenue	54.4	79.3	88.7	87.9	89.1	128.7	166.4	175.9	184.3
<b>Total Revenue</b>	<b>156.7</b>	<b>205.9</b>	<b>238.7</b>	<b>281.0</b>	<b>378.2</b>	<b>348.3</b>	<b>429.4</b>	<b>507.5</b>	<b>632.2</b>
Trinium Revenue (From 1 Oct 18)	3.4	7.2	8.1	8.8	11.8	10.5	15.2	16.4	19.4
<b>After reclassification</b>									
CargoWise Revenue	105.6	133.8	158.1	201.8	301.0	230.2	278.2	348.0	467.3
Non-CargoWise Revenue	51.0	72.1	80.6	79.2	77.3	118.1	151.3	159.5	164.9
<b>Total Revenue</b>	<b>156.7</b>	<b>205.9</b>	<b>238.7</b>	<b>281.0</b>	<b>378.2</b>	<b>348.3</b>	<b>429.4</b>	<b>507.5</b>	<b>632.2</b>

- As announced at 1H23 results, Trinium is a key component of our landside logistics strategy
- In line with the acquisitions of Envase and Blume which are reported in CargoWise revenue, Trinium's revenue is now also reported in CargoWise revenue
- To allow full comparison of prior periods, Trinium's revenue from acquisition in October 2018 has been reclassified to CargoWise revenue, from Non-CargoWise revenue
- All 1H23 reporting was provided with Trinium revenue classified in Non-CargoWise revenue

# CargoWise recurring revenue growth drivers

Details on inclusions in each category of revenue drivers

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CargoWise recurring revenue growth drivers	Growth rate FY16 to FY23 (averages per year)	What's included
Large Global Freight Forwarder rollouts	10pp	Growth in users and transactions from Large Global Freight Forwarders <sup>1</sup>
New & existing customers	7pp	New and existing CargoWise customers recurring revenue growth (non-Large Global Freight Forwarders)
New product enhancements reflected in price	5pp	Monetized new product enhancements and standard periodic price increases reflecting ongoing product development investment delivering enhancements
Major new product releases	5pp	Significant new CargoWise product releases not included in new product enhancements
Inorganic	3pp	CargoWise strategically significant or tuck-in acquisition business revenue, within the first 12 months of acquisition
Market growth	3pp	Growth driven by changes in industrial production and world trade in manufactured goods

**33% CAGR FY16 to FY23**

30% CAGR from WiseTech specific growth factors

*CargoWise recurring revenue growth drivers are averages over a seven-year period; discrete annual growth drivers may vary each year*

# Global rollouts

## Reconciliation of CargoWise application suite global rollouts

	In Production <sup>1</sup>	Contracted <sup>1</sup>	Total LGFF <sup>1</sup>	Top 25 <sup>1</sup>
<b>As at 30 June 2022</b>	<b>32</b>	<b>11</b>	<b>43</b>	<b>10</b>
<b>New contracts signed:</b>				
NTG Nordic Transport Group, IFB International Freightbridge, EMO Trans, Kuehne+Nagel, BBL Cargo, OEC	-	6	6	1
<b>New organic rollouts 'In Production':</b>				
DB Group and Maersk	2	-	2	-
<b>Industry consolidation:</b>				
Senator, Greencarrier, GEFCO	(3)	-	(3)	-
<b>Transition from 'Contracted' to 'In Production':</b>				
Cargo-partner, Craft Multimodal	2	(2)	-	-
<b>No longer LGFF:</b>				
Access World	-	(1)	(1)	-
<b>As at 30 June 2023</b>	<b>33</b>	<b>14</b>	<b>47</b>	<b>11</b>

1. See definitions on slide 43

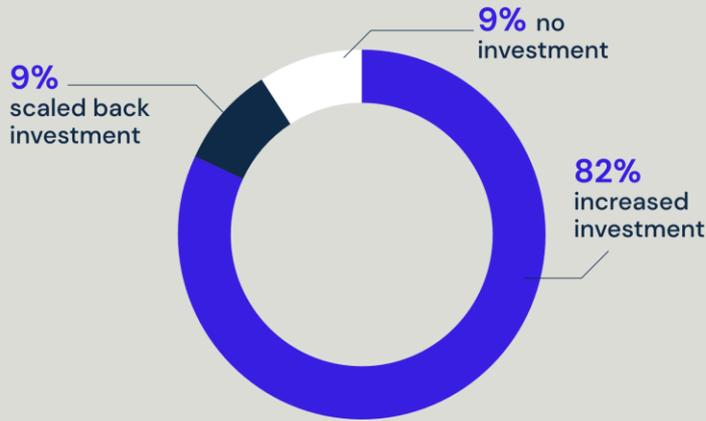
2. Jet International Logistics was included in 1H23 as 'In Production' but subsequently no longer met the criteria of an LGFF in 2H23 (see slide 43)

3. Access World have recently been acquired with a number of management changes and are currently re-evaluating software options

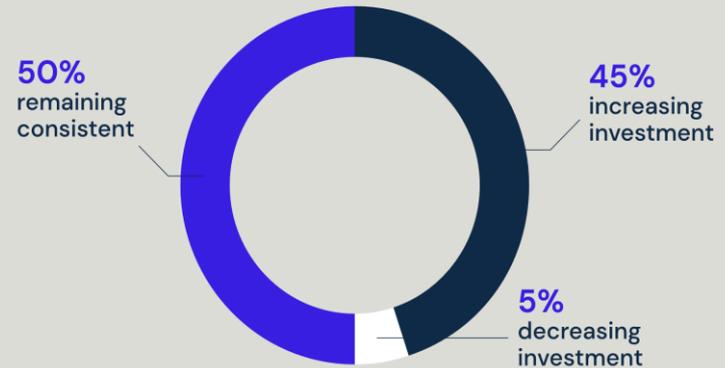
# Investment trends of logistics companies<sup>1</sup>

CargoWise and Reuters Events™ research into digital transformation across the logistics industry

**82%** of logistics companies have increased their technology investment over the last three years.



**95%** of logistics providers plan to maintain or increase their technology investments in the next 12 months.



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# About WiseTech

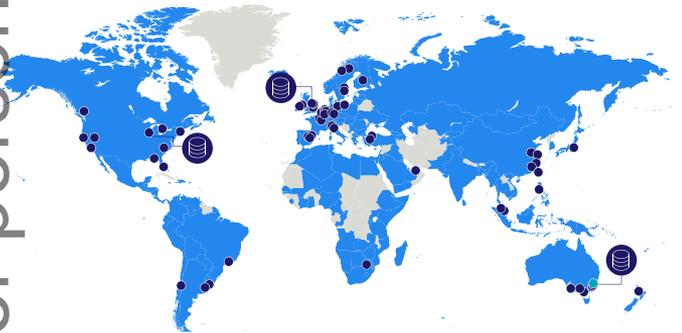
Our vision is to be the operating system for global logistics

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 **17,000+**  
logistics customers  
use our software solutions

 including  
**24 of the  
top 25**  
global freight forwarders<sup>1</sup>

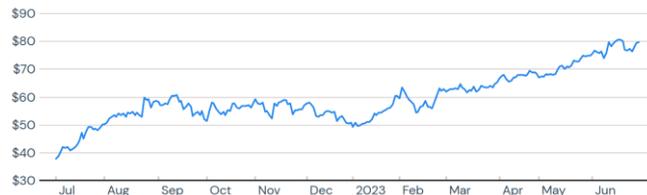
 and  
**44 of the  
top 50**  
third party logistics providers<sup>1</sup>



 Countries with licensed users  WiseTech offices  Headquarters  Global data centers

  
**3,000+**  
team members  
across 35 countries

## ASX: WTC (1 July 2022 – 30 June 2023)



	2016	2023
 Revenue	A\$103.3m <small>FY16PF</small>	A\$816.8m <small>FY23</small>
 EBITDA	A\$31.5m <small>FY16PF</small>	A\$385.7m <small>FY23</small>
 Operating cash flow	A\$34.0m <small>FY16PF</small>	A\$433.3m <small>FY23</small>

# About CargoWise

Transforms and optimizes end-to-end logistics processes, putting productivity at the center of everything

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\$880m+  
invested in product  
in the last five years.



60%  
team focused  
on product development.



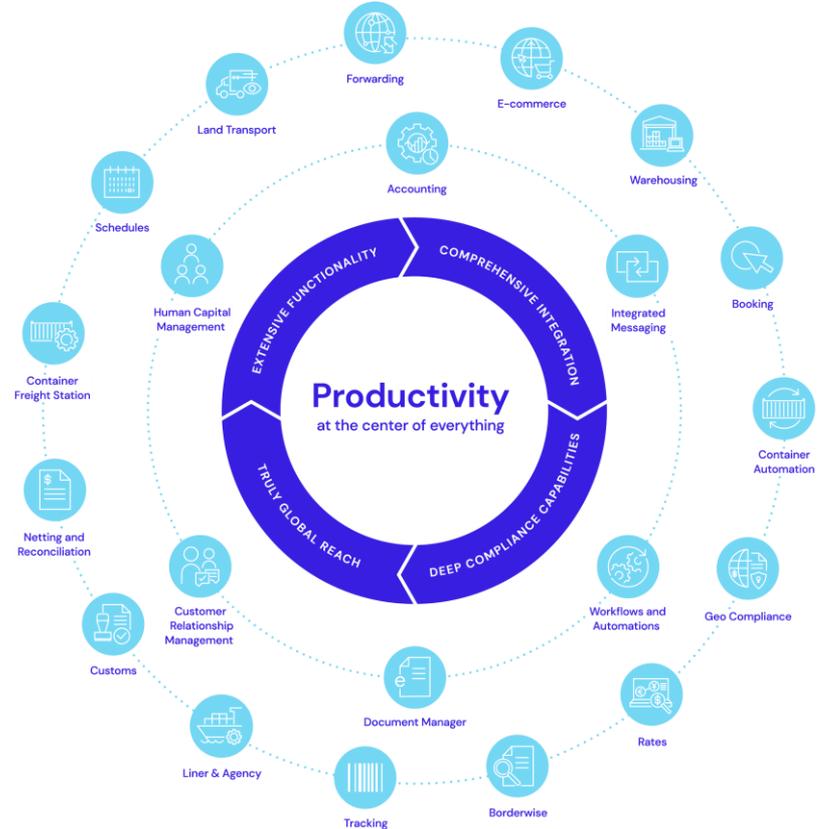
5,300+  
product enhancements  
in the last five years.

11 of the  
top 25

freight forwarders are  
globally rolling out  
**CargoWise.**

## Power of CargoWise

- ✓ Single platform solution
- ✓ Deep integration interfaces
- ✓ Real-time visibility
- ✓ Comprehensive compliance



# Sustainability & ESG framework and strategic objectives

Driving greater impact and improvement in our sustainability performance

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

**Vision:** To be the operating system for global logistics

Impact priorities

## Tech education

**Ambition:** Our tech education initiatives will build skills and passion for creative problem solving, and a pipeline for our future workforce.

## People & culture

**Ambition:** We will attract and retain the best talent, and our high-performance culture will support diversity and inclusion.

## Net zero carbon

**Ambition:** Our global operations will be net zero carbon and our products will support customers to reduce emissions from global logistics.

Foundations

## Responsibility

We operate with integrity, security and effective governance. Customers trust us, and sustainability is integrated into decisions and actions.

## Impact

We are a force for good and actively work to maximize positive impact for us, our stakeholders and the planet.

## Transparency & engagement

We transparently disclose our performance and engage and collaborate to achieve the best outcomes.

Enablers

## Principles & policies

## Risk management

## Measurement

Stakeholders

Employees

Customers

Investors

Suppliers

Community partners

Government & regulators

Industry associations

# Senior Management Team

We are led by a highly capable management team with extensive industry experience<sup>1</sup>

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**Rich Atkinson**  
Head of People



**Gene Gander**  
General Manager Global Sales



**Tudor Maxwell**  
Head of WiseTech Academy



**Vlad Bilanovsky**  
Chief Execution Officer



**Mark Hall**  
Head of Acquisitions and Integration



**Caroline Pham**  
Deputy Chief Financial Officer



**Alison Caldicott**  
Head of Marketing and Digital



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



**John Pritchard**  
Head of Product and Development



**Andrew Cartledge**  
Chief Financial Officer



**Katrina Johnson**  
General Counsel



**Brett Shearer**  
CTO and Chief Architect



**Matt Fielder**  
Global Manager, Information Systems



**Ian Larsen**  
Head of Delivery Process & Productivity



**Richard White**  
Founder and CEO

# Glossary

	Abbreviation	Definition	First reference slide
Annual Attrition rate	-	A customer attrition measurement relating to the CargoWise application suite (excluding any customers on non-CargoWise platforms). A customer's users are included in the customer attrition calculation upon leaving i.e. having not used the product for at least four months.	30
CargoWise	CW	Refers to the CargoWise application suite, tuck-ins and strategically significant acquisitions.	5
CargoWise application suite	-	Refers to the CargoWise application suite only, excludes tuck-ins and strategically significant acquisitions.	6
'Contracted and In Progress' global rollouts	Contracted and In Progress	Customers who are contracted and in progress to rolling out the CargoWise application suite in 10 or more countries and for 400 or more registered users, who have fewer than 75% of expected registered users currently.	11
'In Production' global rollouts	In Production	Customers who are operationally live on the CargoWise application suite and are using the platform on a production database, having rolled out in 10 or more countries and 400 or more registered users on the CargoWise application suite, excluding customers classified as 'Contracted and In Progress'.	6
Large Global Freight Forwarder	LGFF	A CargoWise application suite customer contracted to grow or who has grown either organically or contractually to 10 or more countries and 400 or more registered users on the CargoWise application suite.	6
Net Profit After Tax Amortization	NPATA	Net profit after tax before: acquired amortization net of tax, contingent and deferred consideration interest unwind net of tax, fair value changes on acquisition contingent consideration and non-recurring tax on contingent consideration. NPATA is a non-statutory measure used for the purpose of assessing the Group's performance (see slide 34).	34
Non-CargoWise revenue	-	Revenue generated by businesses acquired since 2012 that are not included in CargoWise revenue.	8
Organic	-	Refers to revenue and EBITDA growth and EBITDA margin adjusted for recent M&A without full period comparisons, foreign exchange impacts, restructuring and M&A costs.	5
Rule of 40	-	Rule of 40 is defined as the sum of the year-on-year total revenue growth and the free cash flow margin.	5
Top 25 Global Freight Forwarders	Top 25 Global FF	Top 25 based on Armstrong & Associates, Inc. Top 25 Global Freight Forwarders List ranked by 2021 gross logistics revenue/turnover and freight forwarding volumes. Updated 20 September 2022 (see reconciliation of CargoWise global rollouts from FY23 on slide 37).	6
Underlying Net Profit After Tax	Underlying NPAT	Net Profit After Tax excluding fair value adjustments from changes to acquisition contingent consideration, non-recurring tax on acquisition contingent consideration, acquired amortization net of tax, contingent and deferred consideration interest unwind net of tax and M&A costs (see slide 34).	5

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