

25 February 2026

**WiseTech Global 1H26 results and investor briefing**

Attached is the 1H26 results and investor briefing for the half-year ended 31 December 2025.

//ENDS

Authorized for release to ASX by the Board of Directors of WiseTech Global Limited.

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**About WiseTech Global**

WiseTech Global is a leading developer and provider of innovative software solutions for the logistics, global trade and supply chain industries worldwide. Serving more than 22,000<sup>1</sup> logistics companies and other industry participants across 193 countries — including 46 of the top 50 global third-party logistics providers and 23 of the 25 largest global freight forwarders worldwide<sup>2</sup> — WiseTech delivers technology that drives productivity and integration across the supply chain. With the acquisition of e2open, WiseTech has expanded its network to encompass over 500,000 connected enterprises across manufacturing, logistics, channels and distribution, further strengthening its platforms and connectivity across the industry. With the vision to be the operating system for global trade and logistics, WiseTech is creating a multi-sided marketplace connecting carriers, logistics providers, importers, exporters and shippers.

We are relentless about innovation, adding over 6,300 product enhancements to our global CargoWise platform in the last five years<sup>3</sup>, 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 global reach.

To learn more about WiseTech Global or CargoWise, 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, including deduplicated e2open customers.

<sup>2</sup> Armstrong & Associates: Top 50 Global 3PLs & Top 25 Global Freight Forwarders ranked by 2024 gross logistics revenue/turnover and freight forwarding volumes – updated 9 October 2025.

<sup>3</sup> 2H21-1H26.

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# 1H26 results and investor briefing

FINANCIAL DATA: ALL DOLLAR VALUES ARE IN U.S. DOLLARS (USD) UNLESS OTHERWISE PRESENTED.

1H26 results



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VISIT [WISETECHGLOBAL.COM/INVESTORS](https://www.wisetechglobal.com/investors)

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- The financial data in this presentation is provided on a statutory basis but in a non-statutory presentation format (unless otherwise stated)
- **Pro forma (PF)** Where the abbreviation "PF" is used, financial measures for periods prior to FY17 are provided on a pro forma basis. Information on the specific pro forma adjustments is disclosed on page 116 of WiseTech Global's 2019 Annual Report
- **Currency** All amounts in this presentation are in U.S. dollars unless otherwise stated
- **FY** refers to the full year to 30 June, 1H refers to the six months to 31 December, and 2H refers to the six months to 30 June
- **Rounding** Amounts in this presentation have been rounded to the nearest \$0.1m. Any differences between this presentation and the accompanying financial statements are due to rounding. Amounts shown as "-" represent zero amounts and amounts less than \$50,000 which have been rounded down

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# WiseTech's 3P strategy

## People

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



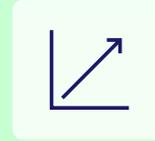
### Product

Extend technology lead



### Penetration

Expand market penetration



### Profitability

Enhance operating leverage

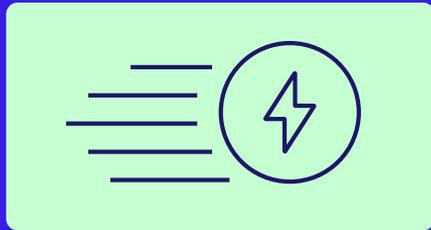
# Agenda

Highlights	5
AI transformation	7
1H26 financial review	10
Strategy, innovation and growth	17
Outlook	22
Chief Innovation Officer update	26
Q&A	29
Appendices	30

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# Highlights

ZUBIN APPOO  
CEO



# Highlights

## ✓ 1H26 in line with our expectations

Guidance reaffirmed excluding impact of restructuring plans announced today, impact is not expected to be material to FY26 outcomes

## ✓ Innovation & execution progressing

**CargoWise Value Packs (CVPs) live:** ~95% of CargoWise customers live on the new commercial model, strong foundation for AI-driven future

**Container Transport Optimization (CTO)** is in the process of implementation with launch partner ACFS Port Logistics

## ✓ AI strengthens moat; step change in customer value proposition & major internal efficiencies

Actively embedding AI into our products and processes drives productivity and automation, delivering value creation and revenue opportunities; initially up to 50% headcount reduction in product & development and customer service

## ✓ E2open integration well progressed

Strong alignment across product and organization and driving a product-led approach; achieved FY27 cost synergy target of \$50m annualized run rate savings in January, nearly a year and half earlier than planned

Significant long-term value creation opportunities

# AI transformation

**30+** years domain-led expertise & automation

**30+** years building ecosystem & expanding moat

**\$1B+** Invested in R&D over last 5 years;  
\$175.3m in 1H26

Deep industry knowledge + connectivity + curated & trusted data → AI-led operating model



## TRANSFORMS OPERATING MODEL & STRUCTURAL EFFICIENCY

- Fundamentally reshapes how software is built, tested and deployed
- Redesigning operating model – embed AI directly into our workflows as a core operating capability
- Next phase of our efficiency program, starting in 2H26 and continuing into FY27, we expect to reduce teams – initially product & development and customer service, including e2open, by up to 50% in terms of headcount
- As part of our long-term strategic focus on higher-margin recurring revenue, and our commitment to building a higher-performance culture, this program will likely result in a reduction of approximately 2,000 roles in FY26 and into FY27

### IMPACT :

- The financial effects of the program will reflect a combination of cost savings, restructuring costs and capitalized development
- No material impact expected in FY26, with execution costs likely offsetting any savings
- A leaner, more efficient AI-led organization supporting structurally lower cost base and improved scalability



## ACCELERATES SCALABLE INNOVATION ENGINE

- Shortens development cycles from idea to deployment
- Engineers focused on domain, architecture and innovation – not coding
- Our deeply experienced people focused on coordinating across a swarm of AI agents to deliver value
- Faster global rollout of functionality
- Achieve scalable growth through productivity gains

### IMPACT :

- Faster time to market
- Higher innovation throughput
- Accelerated implementation of AI Workflow Engine and AI Management Engine in CargoWise
- Stronger competitive moat



## DRIVES CUSTOMER PRODUCTIVITY & COMPETITIVE ADVANTAGE

- Embedded workflows drive productivity and labor reduction
- Reduces human error
- Enhanced automation across global logistics & trade processes
- Transaction-based commercial model strengthens value alignment
- Deepens platform stickiness & ecosystem advantage

### IMPACT :

- Potential to remove up to ~50% of labor costs<sup>1</sup> in logistics service providers
- CargoWise CVP customers achieve step-change productivity gains vs. non-CargoWise

# WiseTech's extensive platform and network – sustainable competitive advantage

A global, deeply connected regulated trade and logistics ecosystem, operating in live workflows through our vertical SaaS platforms

**Integrated system of record:** mission critical logistics execution platform

**Impossible to replicate:** multi-decade ecosystem of deep industry knowledge, global connectivity, trusted data flows

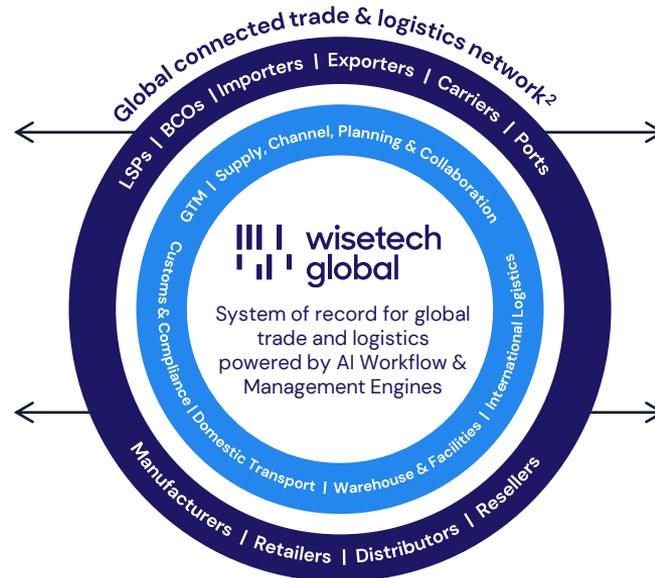
**AI strengthens our moat:** amplifies the network, data and embedded workflows

## Industry ecosystem

193 countries  
~80% global manufactured trade flows covered by global customs solution<sup>1</sup>  
90m+ ocean containers tracked  
500,000+ connected enterprises  
400+ airlines  
150+ ocean carriers  
ALL class 1 North American railroads connected

## Partner ecosystem

735 Partner Agreements across our solutions  
41 Education Partners (universities, colleges, and training institutions)



## Education & learning ecosystem

42,000+ CargoWise Certified Professionals  
380+ WiseTech Academy courses  
6,300+ CargoWise updates in last 5 years

## Product ecosystem

30+ years of domain expertise  
1b+ invested in product & innovation over last five years  
55 acquisitions extending our product capability and domain expertise

# 1H26 financial performance

1H26 in line with our expectations

**Total revenue \$672.0m**

↑ 7% organically<sup>1</sup>

↑ 76% reported  
on 1H25

Total revenue growth **\$291.0m**

Recurring revenue **95%** (↓ 3pp)

**CargoWise revenue \$372.4m**

↑ 9% organically

↑ 12% reported  
on 1H25

Total CargoWise revenue growth **\$40.7m**

CargoWise recurring revenue **99%**

**EBITDA \$252.1m**

↑ 7% organically

↑ 31% reported  
on 1H25

Organic EBITDA margin **51% (flat)**

Reported EBITDA margin **38%** (↓ 13pp)

**Underlying NPAT<sup>1</sup> \$114.5m**

↑ 2%  
on 1H25

Statutory NPAT **\$68.1m** (↓ 36%)

Underlying EPS **34.3 cps** (↑ 2%)

**Free cash flow \$153.6m**

↑ 24%  
on 1H25

Operating cash flow **\$231.7m** (↑ 14%)

Free cash flow conversion rate **61%** (↓ 4pp)

99% Rule of 40<sup>1</sup>

**Interim dividend 6.8 cps**

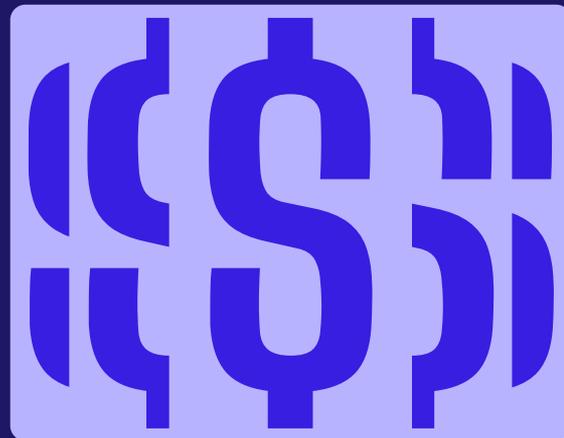
↑ 1%  
on 1H25

Fully franked

Payout ratio 20% of Underlying NPAT

# 1H26 financial review

CAROLINE PHAM  
INTERIM CFO



# 1H26 financial results

1H26 in line with our expectations

USD M	1H25	1H26	% change
CargoWise revenue	331.7	372.4	12%
Non-CargoWise revenue <sup>1</sup>	49.3	50.2	2%
e2open revenue	-	249.4	nm <sup>5</sup>
<b>Total revenue</b>	<b>381.0</b>	<b>672.0</b>	<b>76%</b>
Cost of revenues	(52.0)	(142.1)	173%
<b>Gross profit</b>	<b>329.0</b>	<b>529.9</b>	<b>61%</b>
Gross profit margin	86%	79%	(7)pp
Operating expenses	(136.7)	(277.8)	103%
<b>EBITDA</b>	<b>192.3</b>	<b>252.1</b>	<b>31%</b>
EBITDA margin	50%	38%	(13)pp
Depreciation & amortization <sup>2</sup>	(42.7)	(102.5)	140%
<b>EBIT</b>	<b>149.7</b>	<b>149.6</b>	<b>-%</b>
Net finance costs	(1.8)	(68.3)	nm <sup>4</sup>
Fair value gain/(loss) on contingent consideration	(0.2)	1.9	nm <sup>4</sup>
<b>Profit before income tax</b>	<b>147.7</b>	<b>83.2</b>	<b>(44)%</b>
Tax expense	(41.3)	(15.0)	(64)%
<b>Statutory NPAT</b>	<b>106.4</b>	<b>68.1</b>	<b>(36)%</b>
Basic EPS (cps)	32.0	20.4	(36)%
<b>Underlying NPAT<sup>3</sup></b>	<b>112.1</b>	<b>114.5</b>	<b>2%</b>
Underlying EPS (cps)	33.7	34.3	2%

1. See definition on slide 43.

2. Reconciliation of statutory expenses to non-statutory expenses on slide 39 in appendices.

3. 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 40.

4. Not measured.

## Revenue

- Total revenue of \$672.0m, up 76% on 1H25, driven by the acquisition of e2open and continued growth in CargoWise
- Total CargoWise revenue grew to \$372.4m, up 12% on 1H25, including 9% organic growth, \$6.6m from FY25 M&A and \$3.7m FX tailwind
- e2open revenue of \$249.4m reflects five months of contribution, comprising predominantly of recurring subscription revenue with the remainder being professional services revenue

## Gross profit

- Gross profit was \$529.9m, up 61% on 1H25, 11% excluding e2open
- Gross profit margin of 79%, down 7pp on 1H25 due to e2open dilution; excluding e2open, margins were flat on 1H25 at 87%

## EBITDA

- Reported EBITDA \$252.1m, up 31% and EBITDA margin at 38%, down 13pp on 1H25 reflecting e2open consolidation, restructuring and M&A costs
- Organically, EBITDA grew 7% on 1H25, and EBITDA margin at 51%, flat on 1H25
- Reported e2open EBITDA margin of 22%. Excluding restructuring costs 34%, 6pp margin expansion from FY25 pro forma

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

- D&A increased \$59.9m, up 140% including \$41.0m from acquired amortization
- EBIT flat on 1H25

## Net finance costs

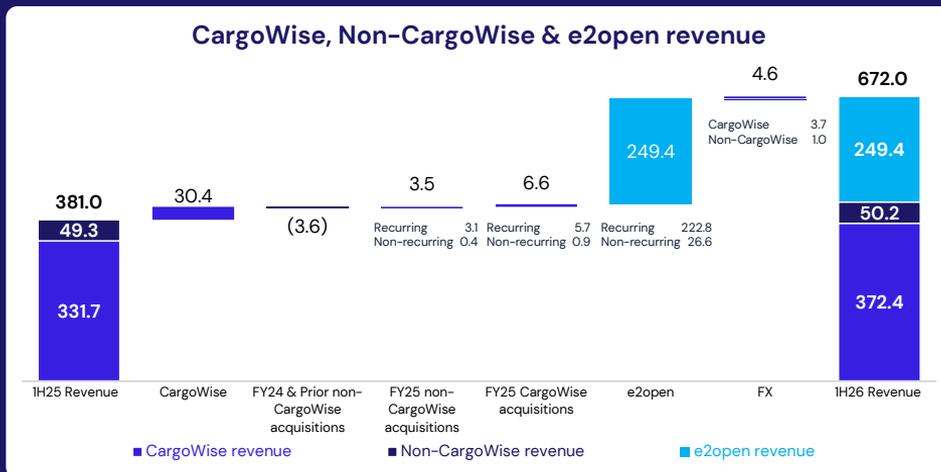
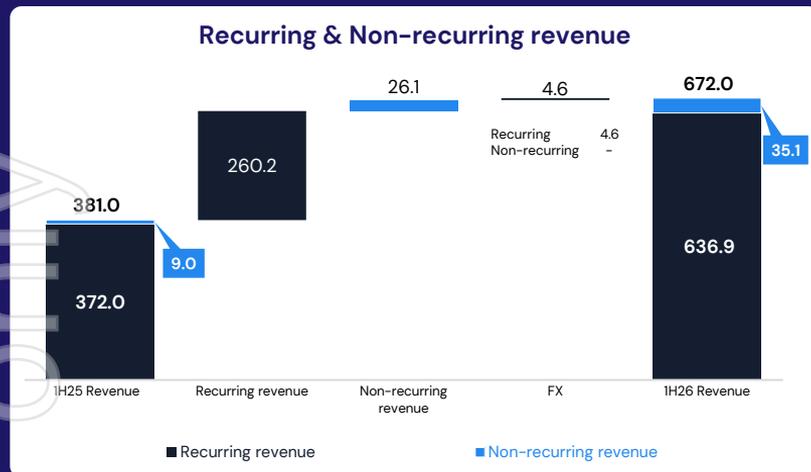
- Net finance costs of \$68.3m reflect increased interest expense from use of debt to fund e2open acquisition
- Interest rate swaps were entered into to hedge a portion of the increased debt exposure, providing greater certainty over future interest costs

## NPAT and earnings per share (EPS)

- Underlying NPAT<sup>4</sup> of \$114.5m, up 2% on 1H25
- Underlying EPS 34.3cps, up 2% on 1H25
- Statutory NPAT of \$68.1m, down 36% on 1H25

# 1H26 revenue growth

Total revenue growth \$291.0m or 76%, including e2open revenue \$249.4m – CargoWise revenue growth \$40.7m or 12%



## Recurring revenue

\$260.2m increase, or 70% on 1H25 driven by:

- \$231.6m from FY25 M&A and e2open
- LGFF rollouts and increased usage by new and existing customers
- Price increases to offset impacts of inflation and generate returns on product investment
- New commercial model, CargoWise Value Packs, launched in December 2025

Recurring revenue growth also includes \$4.6m FX tailwind

## Non-recurring revenue

\$26.1 increase on 1H25, driven by:

- \$27.9m from FY25 M&A and e2open
- Partially offset by expected contraction from non-CargoWise acquisitions completed in FY24 and prior years

## CargoWise revenue

\$30.4m increase, or 9% organically on 1H25 driven by:

- \$20.3m growth from existing customers (1H25: \$44.7m)
- \$10.1m growth from new customers (1H25: \$8.6m)

Growth from existing and new customers reflects:

- LGFF rollouts
- Price increases to offset impacts of inflation and generate returns on product investment
- New CargoWise commercial model launched in December 2025

CargoWise revenue growth also includes \$6.6m from FY25 M&A and \$3.7m FX tailwind

## Non-CargoWise revenue

\$(3.6)m decrease, or (7)% organically on 1H25 driven by:

- Expected contraction from non-CargoWise acquisitions completed in FY24 and prior years

Non-CargoWise revenue also includes \$3.5m from FY25 M&A and \$1.0m FX tailwind

## e2open revenue

\$249.4m added in 1H26 reflecting:

- Five months of revenue contribution in 1H26, following completion on 4 August 2025

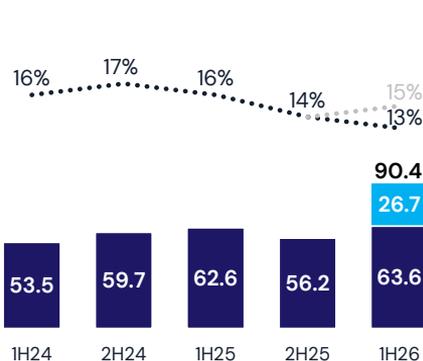
# 1H26 operating expenses<sup>1</sup>

Product teams aligned and sales & marketing teams integrated

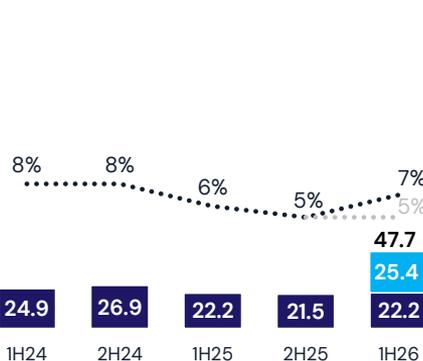
- ..... % of revenue
- ..... % of revenue, ex. e2open, restructuring & e2open M&A costs
- Expenses (USD M)
- E2open expenses (USD M)

## Operating expenses flat as a % of revenue on 1H25 ex. e2open, restructuring & e2open M&A costs

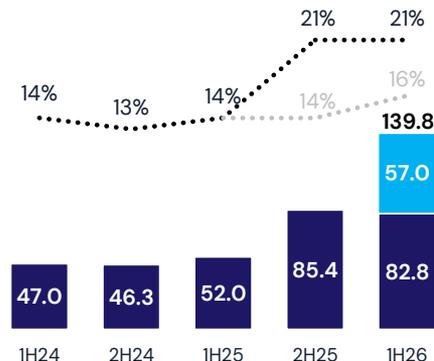
### Product design & development (USD M)



### Sales & marketing (USD M)



### General & administration (USD M)



### Product design & development expense

\$27.8m increase in 1H26 vs. 1H25 driven by e2open. PD&D as a % of revenue was 13%, down 3pp largely reflecting e2open's approach to R&D reflected in a lower proportion of PD&D headcount and a lower R&D capitalization rate

PD&D as a % of revenue ex. e2open at 15%, down 1pp from 1H25, reflects continued investment in CargoWise innovation and development, offset by savings from the restructuring program

\$12.8m of PD&D expenses supporting maintenance of non-CargoWise platforms represents 20% of PD&D expenses, up 1pp vs. 1H25

### Sales & marketing expense

\$25.5m increase in 1H26 vs. 1H25 and S&M as a % of revenue was 7%, up 1pp, reflects the consolidation of e2open and e2open's sales led go-to-market approach

Adopting WiseTech's proven product and content led model across the integrated team should lead to an overall reduction in S&M as a % of revenue from the current level over time and enhance go-to-market effectiveness to drive customer penetration

### General & administration expense

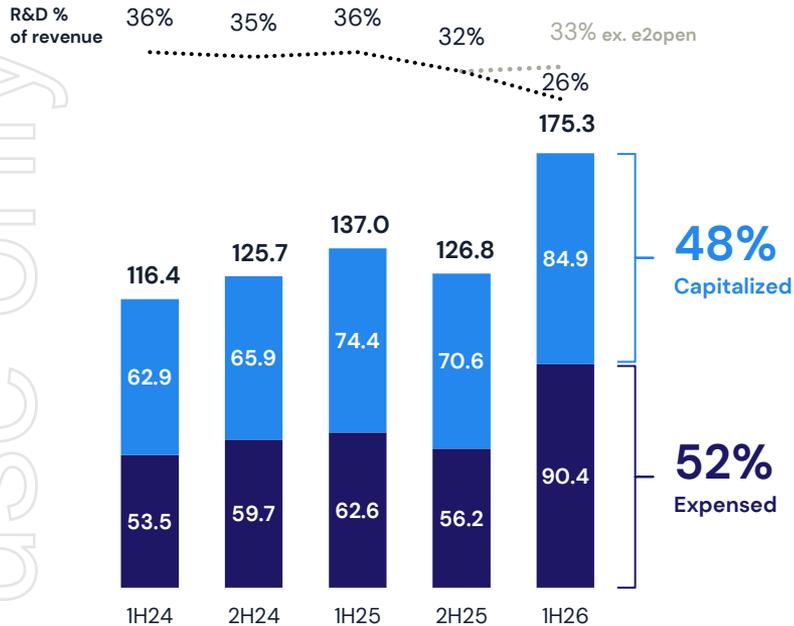
G&A as a % of revenue was 21%, up 7pp vs. 1H25 reflecting 1pp from e2open consolidation and 4pp from restructuring and e2open M&A costs

G&A as a % of revenue ex. e2open, restructuring and e2open M&A costs was 16%, up 2pp from 1H25 reflecting operational investments to support future growth and legal and advisory costs

# 1H26 research and development

Continued innovation and product development

## Investment in innovation and product development (USD M)



## Product investment

- R&D investment increased \$38.3m or 28% on 1H25 reflecting the acquisition of e2open
- 26% of 1H26 revenue was reinvested in R&D, down 10pp vs. 1H25 and 48% of 1H26 R&D investment was capitalized, down 6pp vs. 1H25, driven by e2open's sales-led approach which results in lower proportions of R&D investment and capitalization rates. This is expected to evolve as the business transitions towards a product-led model
- Excluding e2open, 33% of 1H26 revenue was reinvested in R&D. 54% of R&D was capitalized, in line with 1H25
- The balance of development costs (WIP) decreased 18% from \$70.3m as at Dec '24 to \$57.9m as at Dec '25 reflecting products being commercialized
- Delivered 1,060 new CargoWise application suite product enhancements in 1H26, and over 6,300 product enhancements have been delivered on the CargoWise application suite in the last five years (2H21 to 1H26)
- \$175.3m product investment in 1H26, and more than \$1b over the last five years (2H21 to 1H26)
- Product development is 43% of total headcount, down 21pp vs. 1H25 and reflecting 20pp dilution from e2open
- We will continue to monitor future benefits of AI to capitalized development and headcount

# 1H26 balance sheet

Significant liquidity available to fund future growth

USD M	30 Jun 25	31 Dec 25
Cash	167.4	358.4
Receivables	94.9	205.4
Other current assets	57.2	158.7
Capitalized development	440.5	490.8
Acquired intangible assets	129.8	516.7
Goodwill and other intangible assets	1,236.9	3,054.2
Other non-current assets	107.3	149.8
<b>Total assets</b>	<b>2,234.1</b>	<b>4,934.0</b>
Borrowings	65.0	2,361.6
Other current liabilities	270.7	522.0
Other non-current liabilities	194.4	230.3
<b>Total liabilities</b>	<b>530.1</b>	<b>3,113.9</b>
<b>Net assets</b>	<b>1,703.9</b>	<b>1,820.0</b>
Share capital	976.5	1,061.6
Retained earnings & reserves	727.5	758.4
<b>Total equity</b>	<b>1,703.9</b>	<b>1,820.0</b>

## Strong liquidity

- Strong operating and free cash flow generation increased cash to \$358.4m

## Receivables

- Receivables increased by \$110.6m, reflecting the contribution from e2open and revenue growth

## Intangible assets

- \$2.3b growth driven by the e2open acquisition and investment in capitalized development, partially offset by amortization

## Borrowings

- Unsecured debt facility of \$3.0b, supported by a syndicate of 25+ leading domestic and international banks
- \$2.4b drawn to complete the acquisition of e2open, refinance existing debt and provide additional working capital
- Net leverage ratio at 31 Dec 2025 3.2x, expected to deleverage to ~3.0x by end of FY26 and ~2.5x by end of FY27, towards long-term target of <2.0x by August 2028

## Other current liabilities

- \$251.2m increase largely reflects first-time consolidation of e2open, including \$186.2m of deferred revenue, expected to decrease overtime from commercial model alignment to move to shorter billing cycles

## Share capital

- \$85.2m new share capital, mainly to fund employee equity programs

# 1H26 cash flow performance

Highly cash-generative business model

USD M	1H25	1H26	% change
EBITDA	192.3	252.1	31%
Non-cash items in EBITDA	15.4	38.8	152%
Working capital changes	(5.0)	(59.2)	nm <sup>1</sup>
<b>Operating cash flow</b>	<b>202.7</b>	<b>231.7</b>	<b>14%</b>
Capitalized development costs	(65.3)	(74.5)	14%
Other capital expenditure	(13.3)	(3.5)	(73)%
<b>Free cash flow</b>	<b>124.1</b>	<b>153.6</b>	<b>24%</b>
Operating cash flow conversion	105%	92%	(13)pp
Free cash flow conversion	65%	61%	(4)pp
Free cash flow margin	33%	23%	(10)pp
Rule of 40 <sup>2</sup>	50%	99%	49pp

## Operating cash flow

- Operating cash flows increased 14% vs. 1H25 to \$231.7m demonstrating the strength of our highly cash-generative operating model
- 92% operating cash flow conversion rate, down 13pp vs. 1H25 reflecting the e2open acquisition and payment of e2open M&A costs

## Free cash flow

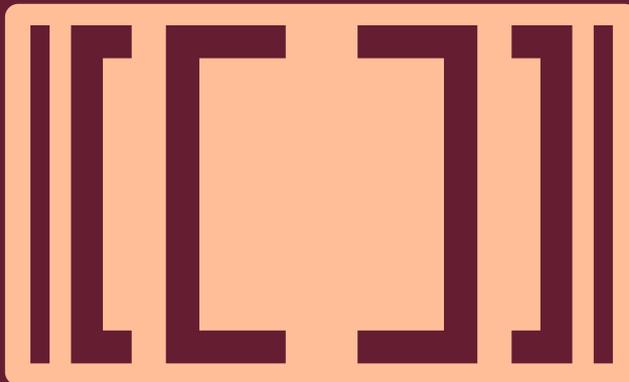
- Free cash flow was \$153.6m, up 24% on 1H25
- Free cash flow conversion rate was 61%, down 4pp on 1H25
- Reflecting higher operating cash flow reinvested into long-term growth; \$78.1m invested primarily in product development and data center capacity

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

- On a reported basis, 99% in 1H26, up 49pp on 1H25 driven by first time consolidation of e2open
- WiseTech excluding e2open and e2open M&A costs was 43% in 1H26

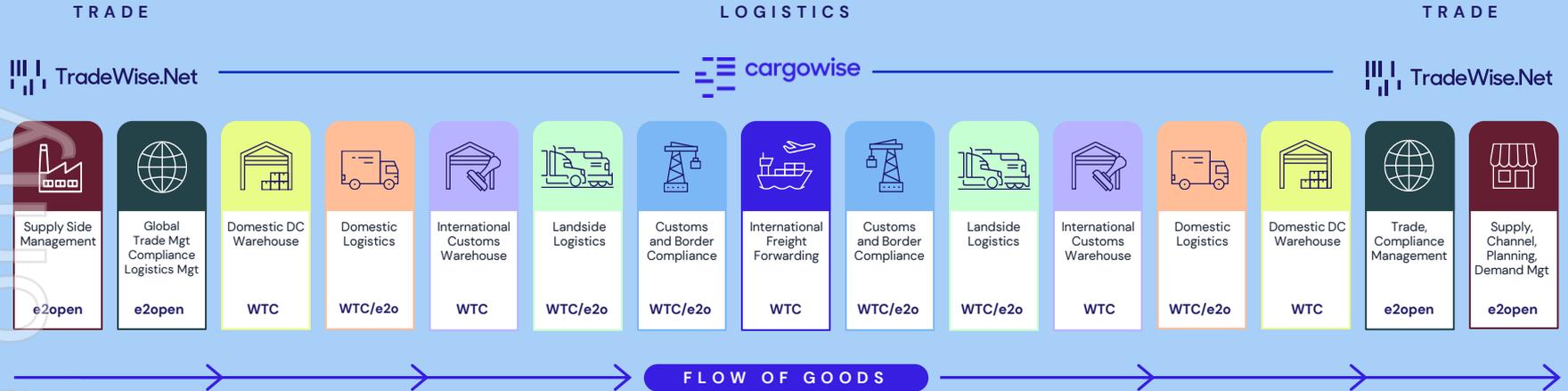
# Strategy, innovation & growth

ZUBIN APPOO  
CEO



# Our vision: to be the operating system for global trade and logistics

BUILDING A TRUE MULTI-SIDED MARKETPLACE POWERED AND BUILT BY AI



✓ **\$11+ trillion** global logistics market<sup>1</sup>  
 expanding into the **\$24+ trillion**  
 global trade market<sup>2</sup>  
 ...together representing ~30% of global  
 GDP, with software spend<sup>3</sup> well below  
 1% of the combined markets

✓ **Extensive ecosystem**  
 Driving strong AI proposition  
 Deeply embedded network and curated and  
 trusted datasets connecting carriers, logistics  
 providers, terminal, transporters, traders,  
 importers, exporters, shippers, brand owners,  
 retailers, customers, governments

✓ **Scale**  
 and commitment...  
 to develop global industry  
 solutions underpinned by  
 the WiseTech Way

# Strategic highlights

## CargoWise Value Packs

- A structural shift away from seat-based pricing toward value and transactions, a fundamental redesign of how we monetize our products in an AI-enabled world
- Aligns pricing directly to value delivered through automation, throughput and scale. Customers can lean into productivity improvements without worrying about license complexity
- Customers can choose to treat the CargoWise Automation Fee as a disbursement, reducing pricing friction and improving their margins
- Enables deeper penetration into our existing customer base and expansion into new segments including SMEs

### Milestones

- Launched and live with ~95% of CargoWise customers
- CVP launched with 4 AI capabilities, with ~2-5x increase in usage since launch, with several in the pipeline
- Early adoption of disbursement model in line with expectations
- 2 new LGFF customers signed on CVP
- CVP adoption expected to grow as commitment customers transition ahead of commitment agreement expiries. This cohort represents ~30% of CargoWise revenue

## Container Transport Optimization

- CTO dramatically expands our total addressable market over time
- WiseTech is uniquely positioned to offer CTO's proposition with deep industry knowledge, software development capabilities and powerful data sets
- CTO enables transport companies, shippers, and logistics providers to maximize efficiencies across container movements using advanced optimization algorithms
- CTO significantly lower both operating costs and environmental impact for our customers

### Milestones

- CTO is in the process of implementation with our launch partner ACFS Port Logistics
- Continued Australian product and model maturation into FY27+

## e2open

- Strategic acquisition of e2open brings further deep domain expertise, expands our product offerings via the addition of complementary product offerings and grows our TAM in the \$11+ trillion global logistics market and \$24+ trillion global trade market
- Enables us to build a multi-sided marketplace that brings all the players in trade, logistics execution and the supply chain to a single place – powered by WiseTech

### Milestones

- Achieved FY27 target of \$50m annualized run rate cost synergy in January, nearly a year and a half earlier than planned
- Adopting a product led approach and aligned product development. Implementing a standardized approach to software solutions. Integrated sales & marketing teams
- Continued strategic focus on driving recurring revenue through commercial model changes
- Realigning resources in professional services to drive product innovation
- Integration of INTTRA with CargoWise and eBL into CargoWise enhances automation across ocean freight, documentation and trade finance workflows

# Logistics Penetration

Momentum through existing customer growth & new global rollout wins

Four new global rollouts by LGFFs<sup>1</sup> secured since 1 July 2025:

- Sankyu
- CJ Logistics

Including two signed on CargoWise Value Packs

- Blue Water Shipping
- XPD Global

Four transitions from 'Contracted' to 'In Production':

- CEVA
- Kuehne + Nagel
- Yamato
- Brinks

One additional organic rollout 'In Production':

- Neptune Pacific

Recent industry consolidation:

- CEVA acquires Bolloré

Since 1 July 2025: CargoWise had global rollouts 'In Production' or 'Contracted and In Progress' with 59 LGFFs:

- 46 'In Production'<sup>1</sup>
- 13 'Contracted and In Progress'<sup>1</sup> (i.e. in the process of a global rollout)
- Including 11 Top 25 customers

## Global rollouts – CargoWise application suite Large Global Freight Forwarders<sup>2,3</sup>



1. See definitions on slide 43.  
 2. Reconciliation of global rollouts reported at 1H26 on slide 41.  
 3. 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).  
 4. Includes customer signings post 1H26 up to and including 25 February 2026.

# Profitability

Enhanced operating leverage supports profitable growth



WiseTech Way streamlines processes, teams and product development



High performance culture accelerates the productivity of our teams



Leveraging AI optimizes our integrated cost structures



Product alignment accelerates execution of our vision

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

- Product teams aligned under Logistics and Global Trade pillars with e2open sales & marketing teams now integrated. Expect benefits of WiseTech Way approach over time in development process rigor and sales & marketing efficiency
- Phased efficiency program focused on building high performance teams and maximizing efficiency via automation and the use of AI. First phase of the program complete with FY27 target of ~\$18m annual run rate EBITDA savings and FY26 target of ~\$9m net cost out achieved in 1H26, ahead of plan. Second phase announced, starting in the second half of FY26 and continuing into FY27, we expect to reduce teams – initially product & development and customer service across the company, including e2open, by up to 50% in terms of headcount
- Impact of the program's second phase is not expected to be material to FY26 outcomes, with execution costs offsetting any savings. Overall financial effects of the program will reflect a combination of cost savings, restructuring costs and capitalized development impact. Going forward, we expect a leaner, more efficient AI-led organization with a structurally lower cost base and improved scalability
- Reported group EBITDA margin 38%, reflecting 9pp dilution from e2open consolidation and 4pp from restructuring and M&A costs. Organically, group EBITDA margin 51%, flat on 1H25 in line with our expectations
- Achieved e2open FY27 cost synergies target of \$50m annualized run rate savings nearly a year and a half earlier than planned
- Reported e2open EBITDA margin 22%. Excluding the impact of restructuring costs, e2open EBITDA margin of 34%, 6pp margin expansion from FY25 pro forma

Internal use only

# Outlook

ZUBIN APPOO  
CEO



# 2026



# FY26 guidance reaffirmed

Guidance reaffirmed excluding impact of restructuring plans announced today

## FY26 revenue

**\$1.39b – \$1.44b**

**79% – 85%**  
FY26 growth vs. FY25

## FY26 EBITDA

**\$550m – \$585m**

**44% – 53%**  
FY26 growth vs. FY25

## FY26 EBITDA %

**40% – 41%**

**(9)pp – (8)pp**  
FY26 vs. FY25

## FY26 guidance assumptions

Includes e2open from 4 August 2025, ~11 months in FY26

- 1 CargoWise: revenue growth of ~14% to 21%**
  - Organic growth led by LGFF rollouts and new & existing customer growth
  - Initial revenues from launch of CTO and rollout of the new commercial model, starting in 1H
  - Based on 1H26 CargoWise revenue, we now expect 1H/2H skew to be in line with FY25
- 2 Non-CargoWise:**
  - Minor revenue reduction as customers convert and non-recurring revenue exited, as expected
- 3 E2open revenue assumptions:**
  - In line with e2open full year-ended February 2026 pre-acquisition guidance (\$600m-\$618m), adjusted for expected reduction in professional services reflecting long-term strategic focus on recurring revenue
  - Range includes minor continued attrition in subscription revenue prior to implementing long-term retention strategies
- 4 FX: ~\$10m FX tailwind on total revenue, most in 2H**
  - FX tailwind partially offset with cost headwind, essentially neutral to EBITDA
  - See Appendix for sensitivity analysis
- 5 Operating expenses and cost of revenue:**
  - Margin expansion from remaining run rate savings from \$40m company-wide efficiency program
  - Phased restructure program ~\$18m annual run rate savings target by end FY27 with FY26 net cost out of ~\$9m
  - PD&D costs expected to moderate as R&D focus on hiring senior developers & leveraging AI
  - Development process efficiency with capitalized development in the ~55% range, excluding e2open
- 6 EBITDA and EBITDA %: expect FY26 EBITDA margin exit run rate 43% to 44%**
  - >10pp of margin rate dilution from first time consolidation of e2open
  - FY26 includes ~\$45m-\$50m of one-off e2open integration, retention and break costs driving 2-3pp of margin dilution
  - 2H margin expansion driven by cost efficiencies, launch of new products and roll-out of new commercial model

Guidance provided in line with these assumptions, those in the Appendix, slide 31 and to be read in conjunction with slide 15 of the FY25 Results presentation.

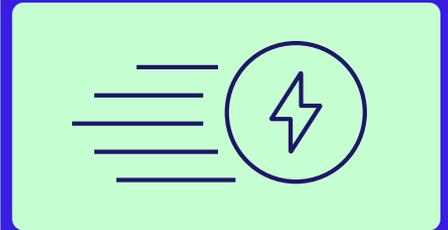
Uncertainty around future economic and industrial production growth.

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

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# Highlights

ZUBIN APPOO  
CEO



# Highlights

## ✓ 1H26 in line with our expectations

Guidance reaffirmed excluding impact of restructuring plans announced today, impact is not expected to be material to FY26 outcomes

## ✓ Innovation & execution progressing

**CargoWise Value Packs (CVPs) live:** ~95% of CargoWise customers live on the new commercial model, strong foundation for AI-driven future

**Container Transport Optimization (CTO)** is in the process of implementation with launch partner ACFS Port Logistics

## ✓ AI strengthens moat; step change in customer value proposition & major internal efficiencies

Actively embedding AI into our products and processes drives productivity and automation, delivering value creation and revenue opportunities; initially up to 50% headcount reduction in product & development and customer service

## ✓ E2open integration well progressed

Strong alignment across product and organization and driving a product-led approach; achieved FY27 cost synergy target of \$50m annualized run rate savings in January, nearly a year and half earlier than planned

**Significant long-term value creation opportunities**

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# Chief Innovation Officer update

RICHARD WHITE

CO-FOUNDER, EXECUTIVE CHAIR AND  
CHIEF INNOVATION OFFICER



# WiseTech GenAI Journey

Our three-year journey from Machine Learning to GenAI Native

## Many GenAI players with different capabilities and costs

- OpenAI ChatGPT
- Google Gemini
- Anthropic Claude
- Grammarly
- Microsoft Copilot
- xAI Grok
- Perplexity
- DeepSeek

*Different AI suit different aspects of software dev and logistics*

## MAJOR GenAI EVENTS

30 NOV 2022  
GPT-3.5  
(ChatGPT major launch)

14 MAR  
GPT-4

1 NOV  
Copilot commercial release

LATE 2023  
HeyGen V3++

3 FEB  
ChatGPT Deep Research

27 FEB  
GPT-4.5

7 AUG  
GPT-5

24 NOV  
Claude Opus 4.5

11 DEC  
GPT-5.2

12 JAN  
Claude Cowork

5 FEB  
GPT-5.3  
Codex and Claude Opus 4.6

2023

2024

2025

2026

AUG  
Early AI coding with Copilot, ChatGPT, Gemini and Claude

EARLY 2023

Evaluating and early commercial use of LLMs within WiseTech

NOV

AI infused translation to rapidly accelerate product translation

FEB

Published AI Avatar 1H24 results videos in 5 languages

AUG

Published AI Avatar FY24 results videos in 6 languages

JUNE

Wider access to Github coding agents

NOV

New Commercial Model initial concepts

MAY

Public statement: "AI uncontrollable and unstoppable" - WiseTech CEO goes all in on GenAI

Develops strategy and execution path for WiseTech wider adoption

JUNE

AI Workflow Engine Ideation and initial design using AI

Deep Research used for analysis

MAY

Enterprise ChatGPT rollout

Founder sends "Future of coding" alert to board of WiseTech

AI acceleration within teams

AUG

CargoWise Agent "ACE" launched  
Document Ingestion launched

JULY

Commence ~500 FTE reduction

DEC

AI centric revenue model - ~95% CargoWise customers move to CVP

OCT

ComplianceWise upgraded to Agentic AI  
New Commercial Model (CVP) announced

SEPT

AI Classification Assistant launched

MCP and Knowledge Service launched for internal acceleration

FEB

Implementing Claude Cowork for Legal Team  
~7000 staff with AI tooling

Major AI driven automation and product, development, customer service up to 50% FTE reduction announced

## KEY WISETECH AI INITIATIVES



## OUR VISION

Be the operating system for global trade and logistics.



## OUR MISSION

Create breakthrough products that enable and empower those that own and operate the supply chains of the world.



## OUR CREDO

Our culture is not by accident. Our creativity is by design. Our people define us.

We favor principles over policy, open and frank communication over secrecy, agreement over control, results over busywork. We realize that real creativity is delicate and dies with processes, bureaucracy, chain of command and centralized decision making...

[www.wisetechglobal.com/credo](http://www.wisetechglobal.com/credo)



## OUR AGENTIC AI CREDO

We are Agents of a vast and profound change.

For decades, international freight forwarding, customs clearance, global logistics and international trade followed an industry standard flow. Importers and exporters handed paper or emailed documents to freight forwarders. Freight forwarders arranged shipments. Transport providers moved cargo. Customs brokers cleared borders...

[www.wisetechglobal.com/ai-credo](http://www.wisetechglobal.com/ai-credo)

# Q&A

## USEFUL LINKS

[About WiseTech](#)

[About CargoWise](#)

[About e2open](#)

[Leadership Team](#)

[Sustainability & ESG](#)

[Knowledge Hub | eBooks](#)



**Investor Hub**

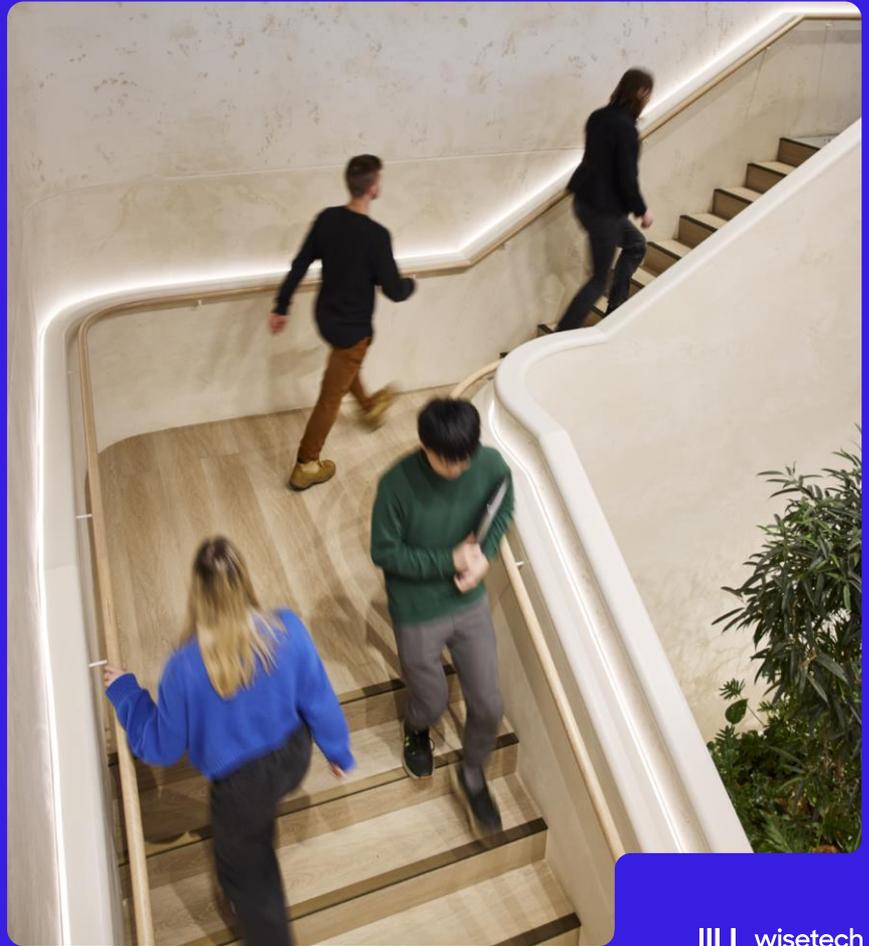
[investor.relations@wisetechglobal.com](mailto:investor.relations@wisetechglobal.com)



# Appendices

## SLIDES

31. FY26 guidance assumptions and FX
32. CargoWise customer growth and low attrition
33. Revenue diversification
34. 1H26 organic growth
35. E2open segment reporting P&L
36. Revenue growth drivers
37. CargoWise recurring revenue growth drivers
38. Large Global Freight Forwarder rollouts driving revenue growth
39. Reconciliation of statutory expenses to non-statutory expenses
40. Reconciliation of underlying NPAT, NPATA and underlying ETR
41. Global rollouts
42. Business model and strategy delivering sustainable shareholder value
43. Glossary



# FY26 guidance assumptions and FX

Currency Pairs <sup>1</sup>	FY25 Actual	1H26 Actual	2H26 Guidance
AUD-USD	0.65	0.66	0.66
EUR-USD	1.07	1.16	1.17
GBP-USD	1.29	1.34	1.34
USD-ZAR	18.21	17.58	16.52
USD-TRY	35.81	41.33	43.38
NZD-USD	0.59	0.59	0.58
USD-RMB	7.21	7.13	6.99
CHF-USD	1.15	1.25	1.25

Sensitivities <sup>2</sup>	Increase/decrease	2H26 Revenue \$ M	2H26 EBITDA \$ M
<b>Currency Pairs</b>			
AUD-USD	+/- 5%	+1.6 / -1.4	-1.4 / +1.4
EUR-USD	+/- 5%	+2.1 / -2.7	-0.1 / -0.5
GBP-USD	+/- 5%	+1.2 / -1.2	+0.1 / -0.1
USD-ZAR	+/- 10%	-0.3 / +0.4	-0.3 / +0.3
USD-TRY	+/- 10%	-	-
NZD-USD	+/- 5%	+0.4 / -0.4	+0.3 / -0.3
USD-RMB	+/- 5%	-0.1 / +0.1	+0.4 / -0.4
CHF-USD	+/- 5%	-0.1 / +0.1	+0.4 / -0.4

## What is included in the FY26 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 FY25 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:

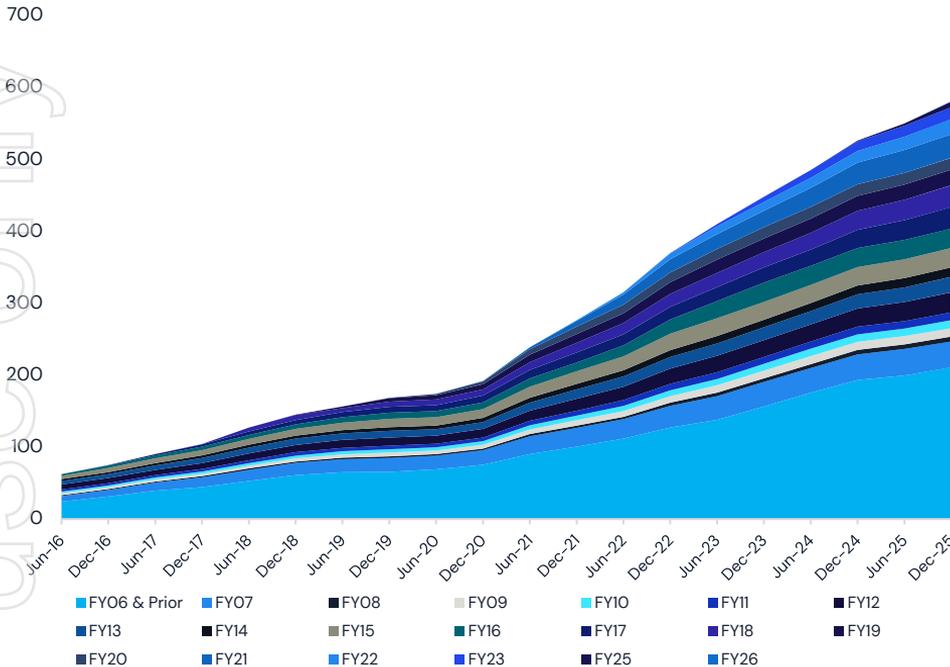
- Impact of restructuring plans announced today
- Revenue from new products in development but not planned to be commercialized
- Benefits from migration of customers from non-CargoWise platforms, where CargoWise development is yet to be completed
- Changes in the mix of invoicing currencies
- Future potential acquisitions, revenues and associated costs
- Uncertainty around future economic conditions and industrial production, international goods flow, sovereign and geopolitical risk
- Alignment of e2open and WiseTech accounting policies

## Foreign Exchange

- ~29% of 1H26 revenue in non-USD currencies, 9pp decrease vs. 1H25 (~40%), reflecting the e2open consolidation
- Natural hedges in some countries with both revenue and expenses denominated in local currencies
- Hedged positions now in place to cover ~45% of 2H26 AUD and EUR revenue, along with ~65% of 2H26 AUD cash costs, utilizing forward contracts

# CargoWise customer growth and low attrition

CargoWise application suite<sup>1</sup> revenue by customer cohort  
USD M (last 12 months)

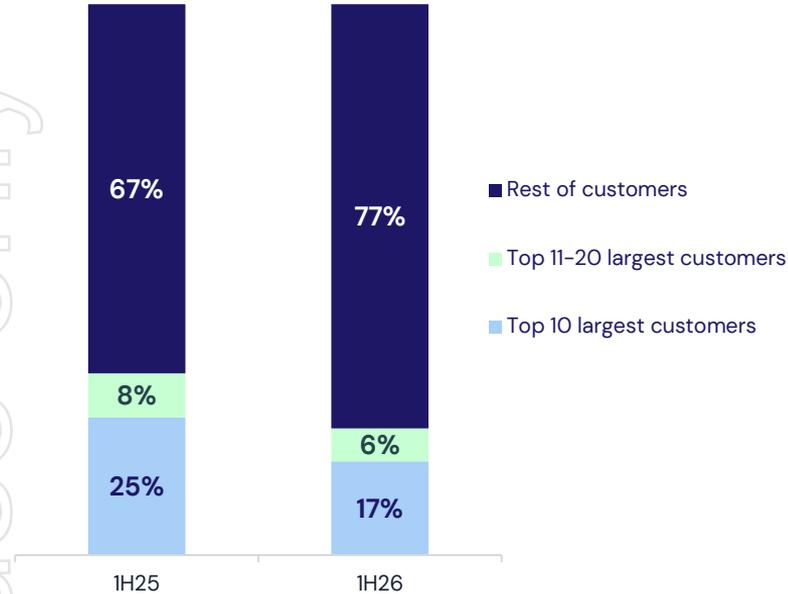


- ✓ Increasing adoption by LGFFs  
**Top 300 customers** deliver >70% of CargoWise revenue in 1H26 (1H25 ~70%)
- ✓ Customers stay and use more  
**<1% attrition every year for last 13.5 years<sup>2</sup>**  
Low annual customer attrition rate
- ✓ 1H26 revenue growth operationally<sup>3</sup>  
achieved **across all customer cohorts** vs. 1H25 revenue

1. See definitions on slide 43.  
2. See definitions on slide 43. Based on attrition rate <1% for each year of the last 13 financial years FY13 to 1H26.  
3. Excluding customer consolidations and one-off adjustments.

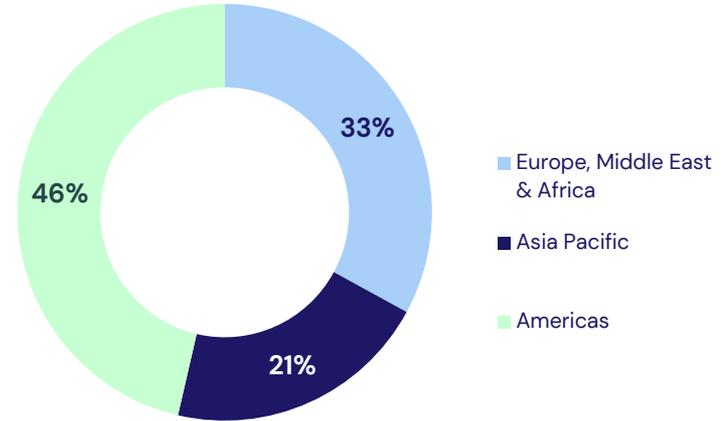
# Revenue diversification

## Revenue by customers (%)



We maintain a diversity of revenue across our large customer base

## 1H26 Revenue by geography<sup>1,2</sup> (%)



CargoWise application suite has customers operating in **193 jurisdictions** as at 31 December 2025 (195 jurisdictions as at 31 December 2024)

Our global presence provides important revenue diversification across geographies and currencies

1. Determined by invoicing location.  
 2. 1H25 Revenue by geography (%): Europe, Middle East & Africa 35%; Asia Pacific 28%; Americas 37%.

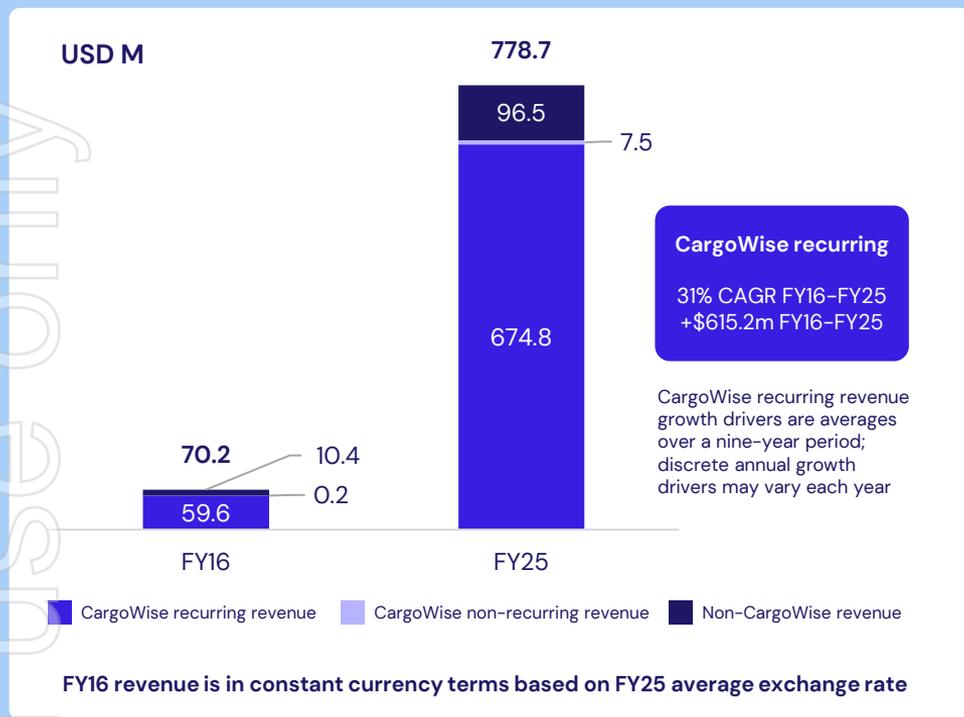


# E2open segment reporting P&L

USD M	WTG ex. e2open	e2open	Unallocated Costs <sup>1</sup>	Eliminations	WTG
Recurring revenue	414.0	222.8	-	-	636.9
Non-recurring revenue	8.6	26.6	-	-	35.1
Inter-segment revenue	-	-	-	-	-
<b>Revenue</b>	<b>422.6</b>	<b>249.4</b>	<b>-</b>	<b>-</b>	<b>672.0</b>
Cost of revenues	(56.7)	(85.4)	-	-	(142.1)
<b>Gross profit</b>	<b>365.9</b>	<b>164.0</b>	<b>-</b>	<b>-</b>	<b>529.9</b>
Gross profit margin	87%	66%	-	-	79%
Operating expenses	(164.5)	(109.1)	(4.2)	-	(277.8)
Inter-segment expenses	-	-	-	-	-
<b>EBITDA</b>	<b>201.4</b>	<b>54.9</b>	<b>(4.2)</b>	<b>-</b>	<b>252.1</b>
EBITDA margin	48%	22%	-	-	38%

# Revenue growth drivers

CargoWise recurring revenue delivers 31% CAGR FY16 to FY25 (constant currency)



## CargoWise recurring revenue growth

- 31% CAGR FY16 to FY25 (nine years)
- Significant R&D investment driving long-term growth
- Revenue growth of \$615.2m, >1X
- Major recurring revenue growth drivers (averages per year)<sup>1</sup>
  - ~1pp Large Global Freight Forwarder rollouts
  - ~6pp New product enhancements reflected in price
  - ~5pp Inorganic<sup>2</sup>
  - ~4pp New and existing customer growth
  - ~4pp Major new product releases
  - ~1pp Market growth

**31% CAGR FY16 to FY25**

- CargoWise non-recurring revenue includes customer paid product enhancements which are important future growth enablers
- Non-CargoWise businesses drives accelerated strategic product development in the CargoWise platform

## Future revenue growth drivers

- CargoWise recurring revenue growth consistent with historical experience, and accelerated **growth and contribution** from:
  - Large Global Freight Forwarder rollouts and further contract wins
  - Further penetration of new and existing products including Container Transport Optimization, CargoWise Next, ComplianceWise, global customs, landside logistics, and warehouse
  - New CargoWise commercial model
  - New product enhancements reflected in price
  - Ongoing R&D investment delivering additional new products including AI
  - Potential strategically significant and tuck-in acquisition opportunities

1. Details on inclusions in CargoWise recurring revenue growth drivers on slide 37.

2. 'Inorganic' defined as CargoWise strategically significant or tuck-in acquisition revenue, within the first 12 months of acquisition.

# CargoWise recurring revenue growth drivers

Details on inclusions in each category of revenue drivers

CargoWise recurring revenue growth drivers	Growth rate FY16 to FY25 (averages per year)	What's included
Large Global Freight Forwarder rollouts	11pp	Growth in users and transactions from Large Global Freight Forwarders <sup>1</sup>
New product enhancements reflected in price	6pp	Monetized new product enhancements and standard periodic price increases reflecting ongoing product development investment delivering enhancements
Inorganic	5pp	CargoWise strategically significant or tuck-in acquisition business revenue, within the first 12 months of acquisition
New & existing customers	4pp	New and existing CargoWise customers recurring revenue growth (non-Large Global Freight Forwarders)
Major new product releases	4pp	Significant new CargoWise product releases not included in new product enhancements
Market growth	1pp	Growth driven by changes in industrial production and world trade in manufactured goods

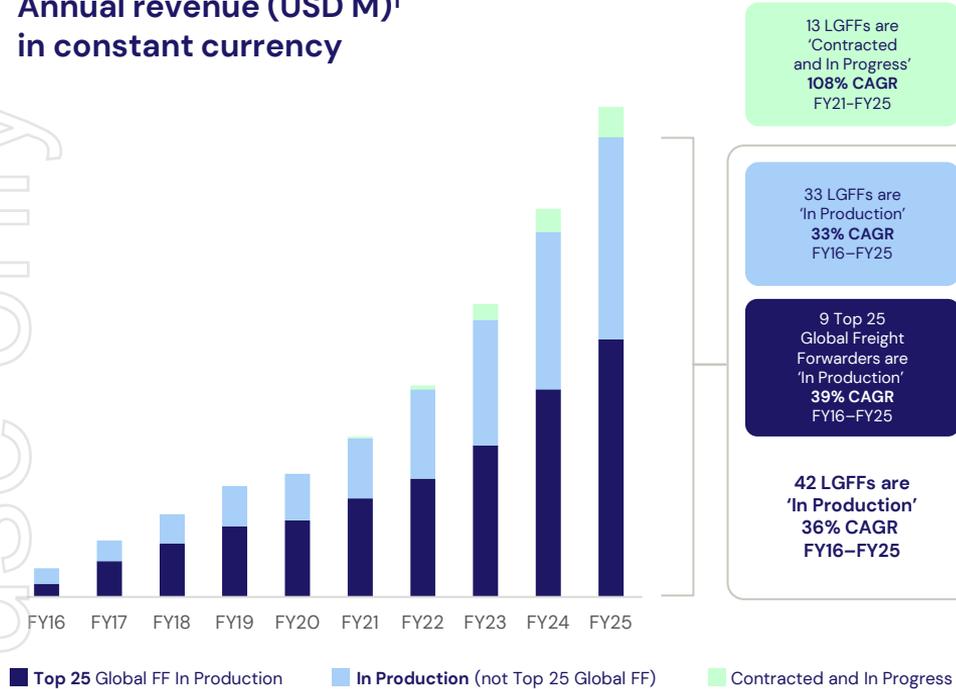
**31% CAGR FY16 to FY25**  
30% CAGR from WiseTech specific growth factors

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

# Large Global Freight Forwarder rollouts driving revenue growth

55 LGFF rollouts are driving long-term revenue growth (FY16–FY25)

## Annual revenue (USD M)<sup>1</sup> in constant currency



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

- Revenue growth of 36% CAGR over FY16 to FY25, driven by:
  - Ongoing growth of initial global rollouts
  - Adoption of more CargoWise application suite modules, new products, features, enhancements and geographies
  - Customer M&A activity integrating their acquired businesses onto the CargoWise application suite
- 9 are Top 25 Global Freight Forwarders and have delivered revenue growth of 39% CAGR over the nine-year period from FY16 to FY25

## 13 LGFFs 'Contracted and In Progress'<sup>2</sup> growth expected from:

- The 13 LGFFs that are 'Contracted and In Progress'<sup>2</sup> have less than 25% of their expected users currently live. These delivered 108% CAGR revenue growth over FY21 to FY25. Five of the Top 25 are part of this group
- Expected number of users not currently live has increased by 125% on FY24, driven by two new Top 25 contract wins, Nippon Express and LOGISTEED

1. Revenue is in constant currency terms based on FY25 average exchange rates.  
2. See definitions on slide 43.

# Reconciliation of statutory expenses to non-statutory expenses

Statutory to non-statutory reconciliation	USD M	1H25	1H26			
		WTG	WTG ex. e2open	e2open	Unallocated Costs	WTG
<b>Cost of Revenues</b>						
Cost of revenue – statutory		57.1	62.3	89.2	-	151.4
Less: Depreciation & amortization		5.1	5.6	3.7	-	9.3
Cost of revenues – non-statutory		52.0	56.7	85.4	-	142.1
<b>Product design &amp; development</b>						
Product design & development – statutory		94.0	100.9	56.6	-	157.5
Less: Depreciation & amortization		32.5	38.8	29.9	-	68.7
Less: Right-of-use asset depreciation capitalized		(1.2)	(1.6)	-	-	(1.6)
Product design & development – non-statutory		62.6	63.7	26.7	-	90.4
<b>Sales &amp; marketing</b>						
Sales & marketing – statutory		26.1	26.2	44.0	-	70.2
Less: Depreciation & amortization		4.0	4.0	18.6	-	22.6
Sales & marketing – non-statutory		22.2	22.2	25.4	-	47.7
<b>General &amp; administration</b>						
General & administration – statutory		54.2	81.4	57.7	4.2	143.3
Less: Depreciation & amortization		2.3	2.8	0.7	-	3.6
General & administration – non-statutory		52.0	78.6	57.0	4.2	139.8

# Reconciliation of underlying NPAT, NPATA and underlying ETR

	USD M	1H25	1H26	
<b>Net Profit After Tax (NPAT)</b>	<b>NPAT</b>	<b>106.4</b>	<b>68.1</b>	
	Fair value gain on acquisition contingent consideration	0.2	(1.9)	
	Non-recurring tax on acquisition contingent consideration	(2.6)	(1.5)	
	Acquired amortization (net of tax)	6.0	38.4	
	Contingent and deferred consideration interest unwind (net of tax)	0.4	0.5	
	<b>NPATA<sup>1</sup></b>	<b>110.4</b>	<b>103.7</b>	
	M&A costs	1.6	10.8	
	<b>Underlying NPAT<sup>1</sup></b>	<b>112.1</b>	<b>114.5</b>	
	<b>Effective Tax Rate (ETR)</b>	<b>Profit before income tax</b>	<b>147.7</b>	<b>83.2</b>
		Fair value gain on acquisition contingent consideration	0.2	(1.9)
Acquired amortization		7.7	48.7	
Contingent and deferred consideration interest unwind		0.5	0.7	
M&A costs		1.6	10.8	
<b>Underlying profit before income tax<sup>1</sup></b>		<b>157.8</b>	<b>141.5</b>	
Tax expense		(41.3)	(15.0)	
Non-recurring tax on acquisition contingent consideration		(2.6)	(1.5)	
Acquired amortization – tax effect		(1.7)	(10.2)	
Contingent and deferred consideration interest unwind – tax effect		(0.2)	(0.2)	
<b>Underlying tax expense</b>		<b>(45.7)</b>	<b>(27.0)</b>	
<b>Underlying effective tax rate (ETR)</b>		<b>29.0%</b>	<b>19.1%</b>	

# 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 2025</b>	<b>42</b>	<b>13</b>	<b>55</b>	<b>14</b>
<b>New contracts signed:</b>				
Sankyu, CJ Logistics	-	2	2	-
<b>Transition from 'Contracted' to 'In Production':</b>				
CEVA, Kuehne + Nagel, Yamato, Brink's	4	(4)	-	-
<b>New organic rollouts 'In Production':</b>				
Neptune Pacific	1	-	1	-
<b>Industry consolidation:</b>				
CEVA & Bolloré	(1)	-	(1)	(1)
<b>Updated A&amp;A<sup>1</sup> Top 25 Global Freight Forwarder list:</b>				
LOGISTEED, Toll Group	-	-	-	(2)
<b>As at 31 December 2025</b>	<b>46</b>	<b>11</b>	<b>57</b>	<b>11</b>

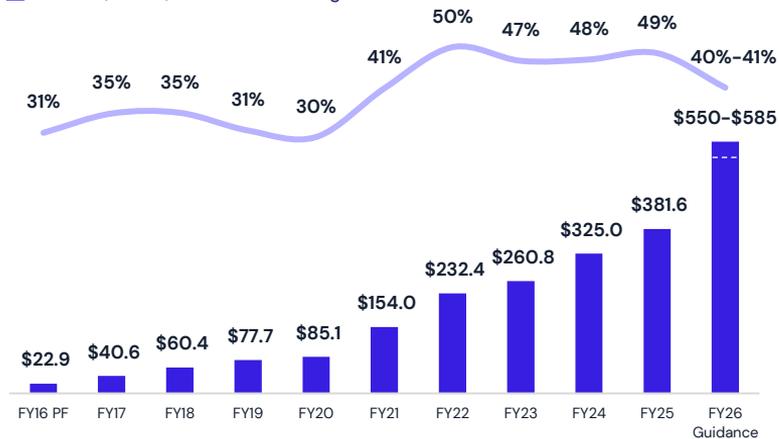
Post 31 December 2025 new CargoWise global rollouts signed with Blue Water Shipping and XPD Global, bringing Contracted to 13 and Total LGFFs to 59

# Business model and strategy delivering sustainable shareholder value

■ Revenue (USD M)



■ EBITDA (USD M) — EBITDA margin %



Delivering strong revenue growth

**30%**

CAGR  
FY16PF – FY25

Continuing momentum in market penetration

**57**

global rollouts  
1H26

Expanding CargoWise ecosystem

**\$1b+**

R&D investment  
2H21 – 1H26

Enhancing operating leverage

**37%**

EBITDA CAGR  
FY16PF – FY25

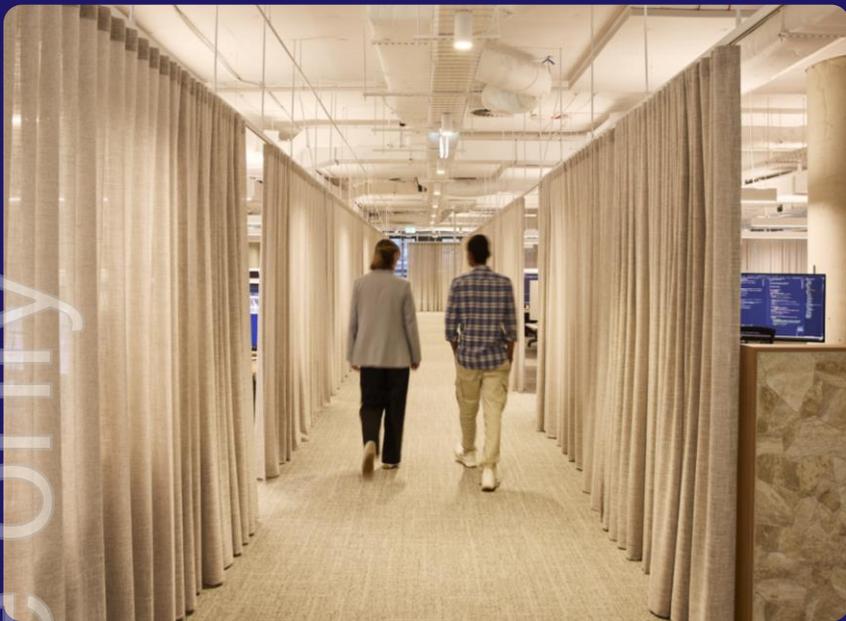
Delivering strong free cash flow

**45%**

CAGR  
FY16PF – FY25

# Glossary

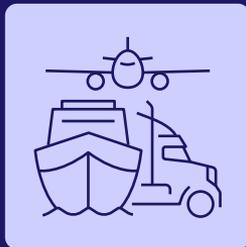
	Abbreviation	Definition	First reference slide
<b>Annual Attrition rate</b>	-	A customer attrition measurement relating to the CargoWise application suite (excluding any customers on non-CargoWise platforms). A customer's users are included in the customer attrition calculation upon leaving i.e. having not used the product for at least four months.	32
<b>CargoWise</b>	CW	Refers to the CargoWise application suite, tuck-ins and strategically significant acquisitions.	6
<b>CargoWise application suite</b>	-	Refers to the CargoWise application suite only, excludes tuck-ins and strategically significant acquisitions.	14
<b>e2open</b>	e2o	Refers to the e2open application suite, associated acquired businesses and products.	6
<b>'Contracted and In Progress' global rollouts</b>	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 operationally live.	20
<b>Free cash flow</b>	FCF	Operating cash flow less capitalized development costs and other capital expenditure.	9
<b>'In Production' global rollouts</b>	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'.	20
<b>Large Global Freight Forwarder</b>	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.	12
<b>Net Profit After Tax Amortization</b>	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 40).	40
<b>Non-CargoWise revenue</b>	-	Revenue generated by businesses acquired since 2012 that are not included in CargoWise revenue.	11
<b>Organic</b>	-	Refers to revenue and EBITDA growth and EBITDA margin adjusted for FY25/FY26 M&A without full period comparisons, foreign exchange impacts, restructuring and M&A costs.	9
<b>Rule of 40</b>	-	Rule of 40 is defined as the sum of the year-on-year total revenue growth and the free cash flow margin.	9
<b>Top 25 Global Freight Forwarders</b>	Top 25 Global FF	Top 25 based on Armstrong & Associates, Inc. (A&A) Top 25 Global Freight Forwarders List ranked by 2024 gross logistics revenue/turnover and freight forwarding volumes. Updated 9 October 2025 (see reconciliation of CargoWise global rollouts from IH26 on slide 41).	20
<b>Underlying Net Profit After Tax</b>	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 40).	9



# Thank you

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