ASX Announcement: 2026/52

26 August 2026

WiseTech Global FY26 results investor presentation

Attached is the FY26 results investor presentation for the year ended 30 June 2026.

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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 20,000[1] logistics companies and other industry participants across 193 countries — including 47 of the top 50 global third-party logistics providers and 24 of the 25 largest global freight forwarders worldwide[2] - 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 6,500 product enhancements to our global CargoWise platform in the last five years[3], 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, visit wisetechglobal.com

[1] Includes customers on CargoWise and non-CargoWise platforms whose customers may be counted with reference to installed sites, including deduplicated e2open customers.
[2] Armstrong & Associates: Top 50 Global 3PLs & Top 25 Global Freight Forwarders ranked by 2025 gross logistics revenue/turnover and freight forwarding volumes – updated 11 May 2026.
[3] FY22-FY26.

FY26 results and investor briefing

Financial data: All dollar values are in U.S. dollars (USD) unless otherwise presented

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- **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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Agenda

Highlights

ZUBIN APPOO - CEO

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FY26 delivered e2open acquisition, cost efficiencies, AI productivity and CargoWise Value Packs

Record revenue growth in FY26

- **Total revenue** of $1,395.9m, up 79% on FY25, within guidance
- **Exceeded guidance EBITDA** at $585.8m[1], up 54%
- **Exceeded guidance EBITDA** margin at 42%[1]
- **Underlying EBITDA**[2] was $644.5m, with Underlying EBITDA margin of 46%

Focus on execution

- Delivered **$34m** EBITDA annualized run-rate savings through **FY26 AI Transformation program**, in addition to **$17m** from **previous efficiency program** focused on high-performance teams and early adoption of AI
- **Internal AI adoption** translating to measurable productivity gains in Product & Development and Customer Service
- Targeting up to ~50% labor cost savings opportunity for logistics service providers with **6 AI agents available** in CargoWise. **Strong pipeline** of AI initiatives in pilot and development leading to monetization opportunities as efficiencies are delivered to customers

Cost and capital discipline

- **Efficiency programs:** ~$115m in total annualized run-rate savings achieved in FY26[3]
- **e2open**: achieved $64m annualized run-rate savings from cost synergies, ahead of FY27 $50m target, leading to 8pp expansion in e2open Underlying EBITDA margin vs. FY25 pro forma[4]
- **Cash flow and leverage:** expected to deleverage to ~2.2x by end of FY27, ahead of prior target of ~2.5x, and less than <2.0x in FY28, reflecting accelerated deleveraging pathway

Strategic delivery

- **CargoWise Value Packs (CVPs):** well established with over 95% of CargoWise customers on CVP, with new customer signings up ~30%[5] and early migrations from STL commitment agreement customers
- **E2open:** establishing a clear product strategy, aligning teams to product portfolios and creating a unified roadmap across the business
- **VerifyWise:** acquired FRDM.ai to accelerate supply chain compliance for exporters, importers and banks
- **Container Transport Optimization (CTO):** live and engaging on wider adoption
- **NZ Government:** delivered BorderWise Community Edition; Tariff Management Portal on track to be in production in 1H of 2027 calendar year

1. At WiseTech's 1H26 Results in February 2026, guidance was reaffirmed excluding the impact of restructuring plans announced on AI Transformation and the financial impact of the divestment of Expedient Software. FY26 Guidance EBITDA and EBITDA margin refers to FY26 reported EBITDA ($558.4m) adjusted for the net cost of the AI Transformation program ($20.2m) and loss on divestment of Expedient Software ($7.2m). See FY26 EBITDA walk on slide 32.
2. Underlying EBITDA and Underlying EBITDA margin refers to reported EBITDA adjusted for costs relating to M&A, restructuring and gains/losses from divestments. See FY26 EBITDA walk on slide 32.
3. Includes e2open cost synergy program ($64m), the AI Transformation program ($34m) and the efficiency program focused on high-performance teams and early adoption of AI ($17m).
4. FY25 e2open pro forma measures are unaudited and presented for illustrative purposes only. Refer to slide 15 of WiseTech Global's FY25 Results Investor Presentation for the specific pro forma adjustments
5. CVP signings from 1 December 2025 to 30 June 2026 vs. STL signings in the same period in FY25.

FY26 financial performance

Record revenue growth and significant efficiency gains

USD M	FY25	FY26	% change
Total revenue	778.7	1,395.9	79%
CargoWise revenue	682.2	756.9	11%
e2open revenue	–	541.2	nm[3]
EBITDA	381.6	558.4	46%
EBITDA margin	49%	40%	(9)pp
Underlying EBITDA[1]	413.9	644.5	56%
Underlying EBITDA margin[1]	53%	46%	(7)pp
Statutory NPAT	200.7	178.7	(11)%
Underlying NPAT[2]	243.0	313.5	29%

Total revenue $1,395.9m ↑ 79%

Underlying EBITDA[1] $644.5m ↑ 56%

Group savings ~$115.0m in total annualized run-rate savings achieved

Net leverage 2.7x

Final dividend 8.8cps ↑ 14%

1. Underlying EBITDA and Underlying EBITDA margin refers to reported EBITDA adjusted for costs relating to M&A, restructuring and gains/losses from divestments. See FY26 EBITDA walk on slide 32.
2. Underlying NPAT: Net Profit After Tax adjusted for costs and payments relating to M&A, restructuring and gains/losses from divestments, excluding fair value adjustments from changes to acquisition contingent consideration, non-recurring tax on acquisition contingent consideration, acquired amortization net of tax and contingent and deferred consideration interest unwind net of tax. See definition on slide 39 and reconciliation on slide 38.
3. Not measured.

FY26 financial review

CAROLINE PHAM - INTERIM CFO

FY26 financial results

FY26 revenue up 79% and Underlying EBITDA up 56%, driven by e2open acquisition and CargoWise growth

USD M	FY25	FY26	% change
CargoWise revenue	682.2	756.9	11%
Non-CargoWise revenue[1]	96.5	97.9	1%
e2open revenue	–	541.2	nm[5]
Total revenue	**778.7**	**1,395.9**	**79%**
Cost of revenues	(97.4)	(294.1)	202%
Gross profit	**681.3**	**1,101.8**	**62%**
Gross profit margin	87%	79%	(9)pp
Operating expenses	(299.7)	(543.4)	81%
EBITDA	**381.6**	**558.4**	**46%**
EBITDA margin	49%	40%	(9)pp
Underlying EBITDA[2]	**413.9**	**644.5**	**56%**
Underlying EBITDA margin[2]	53%	46%	(7)pp
Depreciation & amortization[3]	(90.3)	(205.1)	127%
EBIT	**291.3**	**353.3**	**21%**
Net finance costs	(3.5)	(133.6)	nm[5]
Fair value gain/(loss) on contingent consideration	0.1	1.9	nm[5]
Profit before income tax	**287.8**	**221.6**	**(23)%**
Tax expense	(87.1)	(42.9)	(51)%
Statutory NPAT	**200.7**	**178.7**	**(11)%**
Basic EPS (cps)	60.4	53.6	(11)%
Underlying NPAT[4]	**243.0**	**313.5**	**29%**
Underlying EPS (cps)	73.1	94.0	28%

Revenue

- Total revenue of $1,395.9m, up 79% on FY25, driven by the contribution from e2open acquisition and CargoWise growth; total recurring revenue 95% (↓ 3pp)
- CargoWise revenue grew to $756.9m, up 11% on FY25, $14.2m from FY25 & FY26 M&A, $9.3m FX tailwind, partially offset by refinements to the new commercial model in 2H26

Gross profit

- Gross profit was $1,101.8m, up 62% and gross profit margin of 79%, down 9pp on FY25 due to the consolidation of e2open

EBITDA

- Reported EBITDA $558.4m, up 46% and EBITDA margin at 40%, down 9pp on FY25 reflecting the consolidation of e2open, restructuring costs, the loss on the Expedient divestment and partially offset by lower M&A costs
- Underlying EBITDA $644.5m, up 56% and Underlying EBITDA margin at 46%, down 7pp on FY25 reflecting the consolidation of e2open

EBIT and depreciation & amortization (D&A)

- D&A increased $114.8m, up 127% including $86.8m from acquired amortization
- EBIT up 21% on FY25

Net finance costs

- Net finance costs of $133.6m reflect interest expense on the debt facilities drawn to fund the e2open acquisition

NPAT and earnings per share (EPS)

- Underlying NPAT[4] of $313.5m, up 29% on FY25
- Underlying EPS 94.0cps, up 28% on FY25
- Statutory NPAT of $178.7m, down 11% on FY25

1. See definition on slide 39.
2. Underlying EBITDA and Underlying EBITDA margin refers to reported EBITDA adjusted for costs relating to M&A, restructuring and gains/losses from divestments. See FY26 EBITDA walk on slide 32.
3. Reconciliation of statutory expenses to non-statutory expenses on slide 37 in appendices.
4. Underlying NPAT: Net Profit After Tax adjusted for costs and payments relating to M&A, restructuring and gains/losses from divestments, excluding fair value adjustments from changes to acquisition contingent consideration, non-recurring tax on acquisition contingent consideration, acquired amortization net of tax and contingent and deferred consideration interest unwind net of tax. See definition on slide 39 and reconciliation on slide 38.
5. Not measured.

FY26 segment results

Underlying e2open EBITDA margin reflects 8pp expansion from FY25 pro forma, driving continued improvement to operating leverage

USD M	WTG ex. e2open	e2open	Unallocated Costs[1]	Eliminations	WTG
Recurring revenue	840.8	484.8	-	-	1,325.6
Non-recurring revenue	14.0	56.4	-	-	70.4
Inter-segment revenue	-	-	-	-	-
Revenue	**854.8**	**541.2**	-	-	**1,395.9**
Cost of revenues	(115.3)	(178.8)	-	-	(294.1)
Gross profit	**739.4**	**362.4**	-	-	**1,101.8**
Gross profit margin	87%	67%	-	-	79%
Operating expenses	(327.6)	(211.9)	(4.0)	-	(543.4)
Inter-segment expenses	-	-	-	-	-
EBITDA	**411.9**	**150.5**	**(4.0)**	-	**558.4**
EBITDA margin	48%	28%	-	-	40%
M&A costs	11.9	-	-	-	11.9
Restructuring costs	27.4	39.6	-	-	67.1
(Gain)/loss on divestment	-	7.2	-	-	7.2
Underlying EBITDA[2]	**451.2**	**197.4**	**(4.0)**	**-**	**644.5**
Underlying EBITDA margin[2]	53%	36%	-	-	46%

Revenue

- WTG ex. e2open revenue of $854.8m, up 10% on FY25, driven by CargoWise growth of 11% from LGFF rollouts, price increases to offset impacts of inflation and the new commercial model
- e2open revenue of $541.2m reflects 11 months of contribution, comprising mostly recurring subscription revenue with the remainder being professional services revenue
- e2open continues the ongoing transition and strategic focus on recurring revenue, with a reduction in professional services revenue and minor continued attrition in subscription revenue as expected

Underlying EBITDA

- Underlying WTG ex. e2open EBITDA $451.2m, up 9% and EBITDA margin of 53%, flat on FY25, as savings from restructuring programs were partly offset by increased legal, compliance and advisory fees
- Underlying e2open EBITDA margin of 36%, 8pp margin expansion from FY25 pro forma reflecting early delivery of integration cost synergies

1. Unallocated costs consist of corporate head office stewardship expenses that are managed centrally and therefore not allocated to the operating segments.
2. Underlying EBITDA and Underlying EBITDA margin refers to reported EBITDA adjusted for costs relating to M&A, restructuring and gains/losses from divestments. See FY26 EBITDA walk on slide 32.

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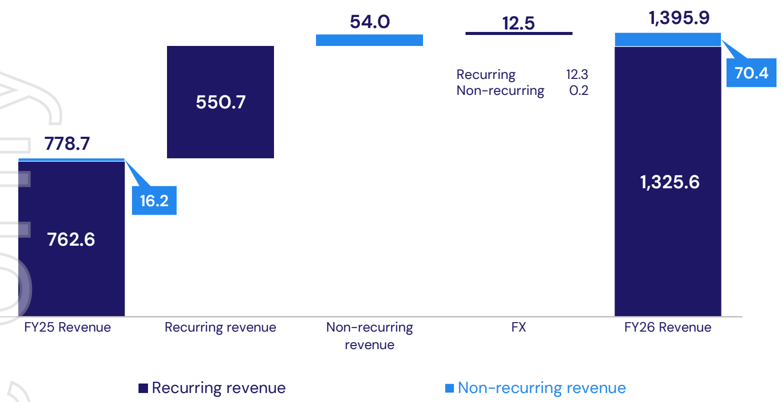
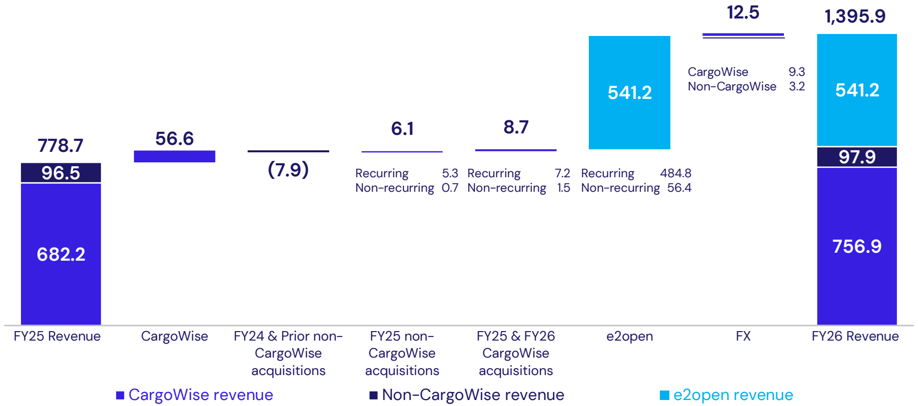
FY26 revenue growth

Total revenue growth of $617.2m or 79%, including e2open revenue $541.2m. CargoWise revenue growth of $74.7m or 11%

Recurring & Non-recurring revenue



CargoWise, Non-CargoWise & e2open revenue



Recurring revenue

$550.7m increase, or 72% on FY25 driven by:

- $497.4m from FY25 & FY26 M&A including e2open
- LGFF rollouts
- Annual price increases to offset impacts of inflation and generate returns on product investments
- New commercial model, CargoWise Value Packs, launched in December 2025

Recurring revenue growth also includes $12.3m FX tailwind

Non-recurring revenue

$54.0m increase on FY25, driven by:

- $58.6m from FY25 & FY26 M&A and e2open
- Partially offset by expected contraction from non-CargoWise acquisitions completed in FY24 and prior years

CargoWise revenue

$56.6m increase on FY25 driven by:

- $38.5m growth from existing customers (FY25: $82.7m)
- $18.1m growth from new customers (FY25: $11.8m)

Growth from existing and new customers reflects:

- LGFF rollouts
- Annual price increases to offset impacts of inflation and generate returns on product investments
- New commercial model, CargoWise Value Packs, launched in December 2025

CargoWise revenue growth also includes $8.7m from FY25 & FY26 M&A and $9.3m FX tailwind

Non-CargoWise revenue

$(7.9)m decrease on FY25 driven by:

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

Non-CargoWise revenue also includes $6.1m from FY25 M&A and $3.2m FX tailwind

e2open revenue

$541.2m added in FY26 reflecting:

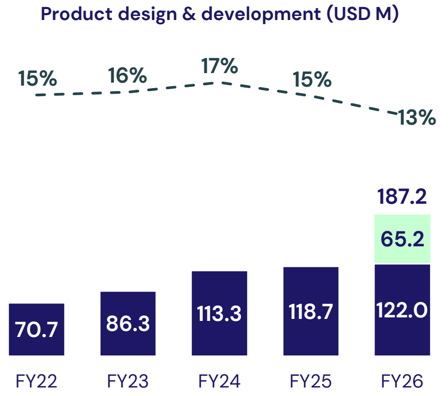
- 11 months of revenue contribution in FY26, following completion on 4 August 2025

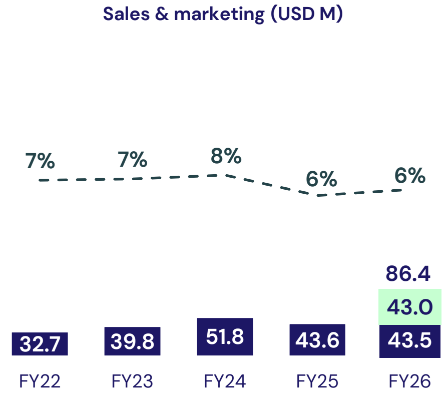
FY26 operating expenses[1]

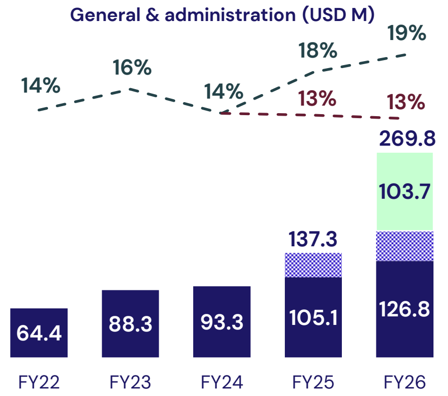
Product teams aligned and sales & marketing teams integrated

- - - % of revenue
- - - % of revenue, underlying
Underlying WTG ex. e2open expenses (USD M)
M&A and restructuring costs (USD M)
e2open expenses (USD M)

Underlying[2] operating expenses down 2pp as a % of revenue on FY25







Product design & development expense

$68.5m increase in FY26 vs. FY25 driven by the consolidation of e2open. PD&D as a % of revenue was 13%, down 2pp largely reflecting e2open's smaller proportion of PD&D headcount, partly offset by a lower capitalization rate.

$3.3m increase in FY26 vs. FY25 ex. e2open, reflecting continued investment in CargoWise development partly offset by restructuring program exits.

$23.2m of PD&D expenses supporting maintenance of non-CargoWise platforms represents 19% of WTG ex. e2open PD&D expenses, flat vs. FY25.

Sales & marketing expense

$42.8m increase in FY26 vs. FY25 with S&M as a % of revenue broadly in line with FY25 at 6%, reflecting the consolidation of e2open and from the adoption of WiseTech's proven product and content led model across the integrated team.

General & administration expense

G&A as a % of revenue was 19%, up 2pp vs. FY25 reflecting increased restructuring program costs and the loss on the Expedient divestment, partly offset by lower e2open M&A costs.

Underlying G&A as a % of revenue was 13%, flat vs. FY25 reflecting higher legal and advisory costs, offset by e2open cost synergy benefits.

1. Reconciliation of statutory expenses to non-statutory expenses on slide 37.
2. See definitions on slide 39.

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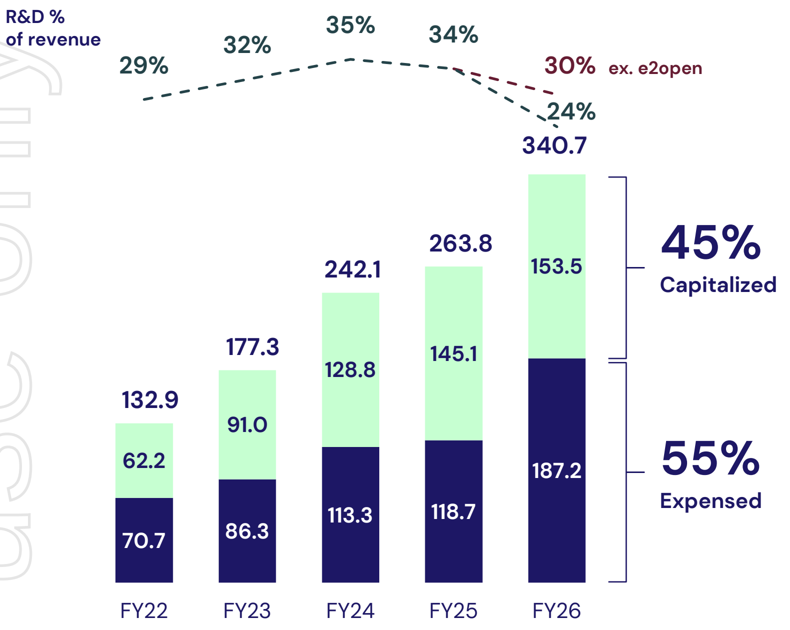
FY26 research and development

Continued innovation and product development

Investment in innovation and product development (USD M)



Product investment

- R&D investment increased $76.9m or 29% on FY25 reflecting the acquisition of e2open
- 24% of FY26 revenue was reinvested in R&D, down 9pp vs. FY25 and 45% of FY26 R&D investment was capitalized, down 10pp vs. FY25, driven by e2open's sales-led approach which results in lower proportions of R&D investment and capitalization rates. Capitalized development is expected to increase as the business transitions towards a product-led model
- Excluding e2open, 30% of FY26 revenue was reinvested in R&D, down 4pp vs. FY25 from restructuring program exits. 52% of R&D was capitalized, down 3pp on FY25 from one-off product alignment
- The balance of development costs (WIP) decreased 54% from $84.7m as at Jun'25 to $39.2m as at Jun'26 reflecting products being commercialized
- Delivered 1,827 new CargoWise application suite product enhancements in FY26, and over 6,500 product enhancements have been delivered on the CargoWise application suite in the last five years (FY22 to FY26)
- $340.7m product investment in FY26, and more than $1.1b over the last five years (FY22 to FY26)
- Product development is 39% of total headcount, down 26pp vs. FY25, reflecting 19pp dilution from e2open consolidation and 7pp from exits across restructuring programs
- No significant impact from use of AI in PD&D with capitalized development rates remaining stable in FY26 excluding e2open and one-off product alignment
- We continue to monitor future benefits of AI to capitalized development

FY26 balance sheet

Strong liquidity available to fund future growth and deleverage

USD M	30 Jun 25	30 Jun 26
Cash	167.4	343.5
Receivables	94.9	198.1
Other current assets	57.2	131.7
Capitalized development	440.5	528.6
Acquired intangible assets	129.8	864.4
Goodwill and other intangible assets	1,236.9	2,666.5
Other non-current assets	107.3	137.9
Total assets	**2,234.1**	**4,870.6**
Borrowings	65.0	2,187.4
Other current liabilities	270.7	545.4
Other non-current liabilities	194.4	195.4
Total liabilities	**530.1**	**2,928.2**
Net assets	**1,703.9**	**1,942.4**
Share capital	976.5	1,064.2
Retained earnings & reserves	727.5	878.2
Total equity	**1,703.9**	**1,942.4**

Strong liquidity

- Strong operating and free cash flow generation increased cash to $343.5m

Receivables

- Receivables increased by $103.3m, reflecting the consolidation of e2open and CargoWise revenue growth and new commercial model transition

Intangible assets

- $2.2b growth driven by the e2open acquisition, including $1.4b of goodwill and $0.9b of acquired intangible assets partly offset by amortization.

Borrowings

- Unsecured debt facility of $3.0b, supported by a syndicate of 25+ leading domestic and international banks to complete the acquisition of e2open, refinance existing debt and provide additional working capital.
- $2.2b outstanding as at 30 Jun 2026
- Net leverage ratio at 30 June 2026 2.7x, expected to deleverage to ~2.2x by end of FY27 and less than <2.0x in FY28, reflecting accelerated deleveraging pathway

Other current liabilities

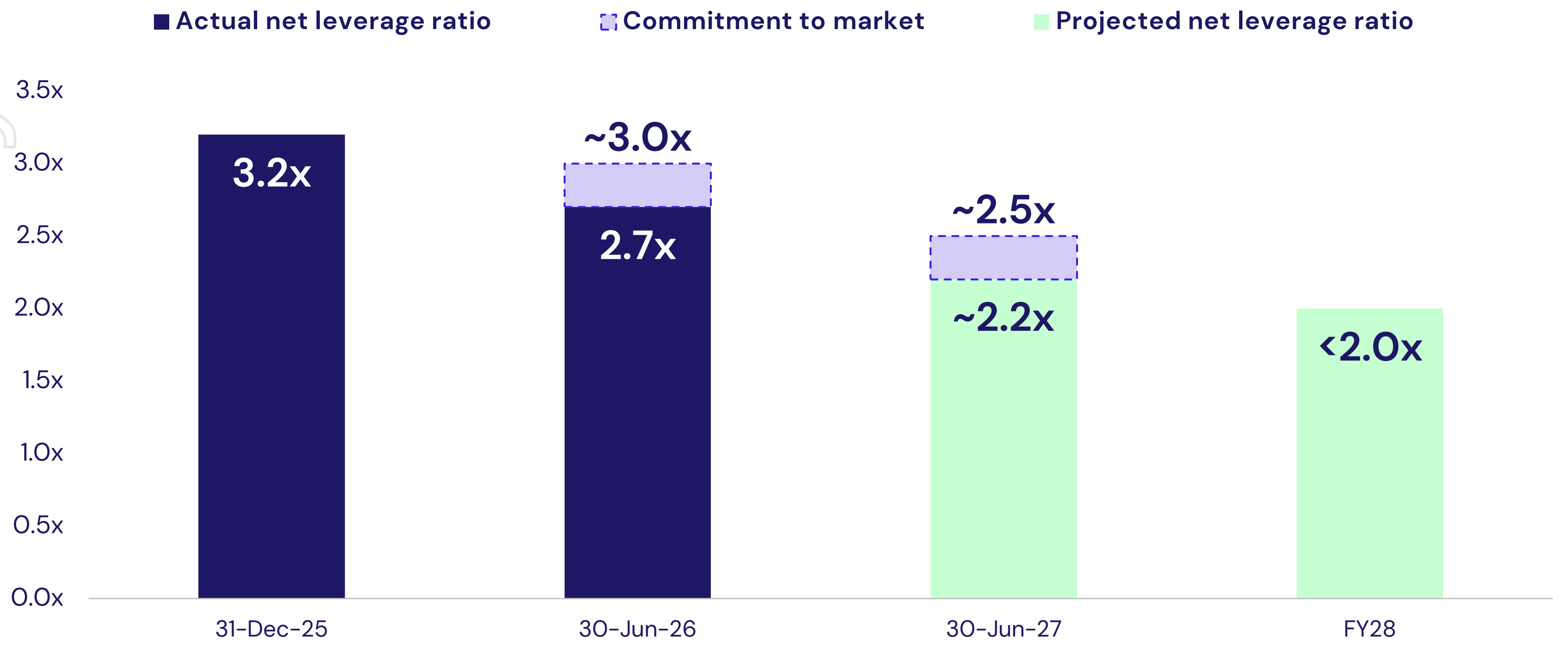
- $274.7m increase largely reflects first-time consolidation of e2open, including $188.6m of deferred revenue, expected to decrease over time from commercial model alignment to move to shorter billing cycles

Share capital

- $87.7m new share capital, mainly to fund employee equity programs

Accelerated deleveraging pathway

Expected net leverage ratio of <2.0x in FY28, earlier than previously targeted



FY26 cash flow performance

Highly cash-generative business model

USD M	FY25	FY26	% change
EBITDA	381.6	558.4	46%
Non-cash items in EBITDA	32.8	70.7	116%
Working capital changes	22.0	(65.1)	nm[1]
Operating cash flow	**436.5**	**564.0**	**29%**
Underlying operating cash flow[3]	**441.8**	**642.9**	**46%**
Capitalized development, licenses and patents	(126.5)	(142.5)	13%
Other capital expenditure	(23.0)	(10.8)	(53)%
Free cash flow	**287.0**	**410.7**	**43%**
Underlying free cash flow[2]	**292.4**	**489.6**	**67%**
Operating cash flow (OCF) conversion	114%	101%	(13)pp
Underlying OCF conversion	107%	100%	(7)pp
Free cash flow (FCF) conversion	75%	74%	(2)pp
Underlying FCF conversion	71%	76%	5pp
Free cash flow margin	37%	29%	(7)pp
Rule of 40[3]	51%	108%	57pp
Underlying Rule of 40[3]	52%	114%	62pp

Operating cash flow

- Operating cash flows increased 29% vs. FY25 to $564.0m
- Underlying operating cash flow increased 46% vs. FY25 demonstrating the strength of our highly cash-generative operating model
- Underlying operating cash flow (OCF) conversion rate was 100%, down 7pp on FY25 reflecting timing of commercial contract arrangements

Free cash flow

- Free cash flow was $410.7m, up 43% on FY25
- Underlying free cash flow was $489.6m, up 67% on FY25
- Underlying free cash flow conversion rate was 76%, up 5pp on FY25
- Reflecting higher operating cash flow reinvested into long-term growth; $153.3m invested primarily in product development and data center capacity

Rule of 40[3]

- On a reported basis, 108% in FY26, up 57pp on FY25 driven by first-time consolidation of e2open
- Underlying Rule of 40[3] was 114%, up 62pp on FY25.
- Excluding e2open, Underlying Rule of 40 was 45%, down 7pp on FY25

1. Not measured.
2. Underlying free cash flow excludes payments relating to restructuring ($43.1m; FY25: $2.3m) and M&A ($35.8m; FY25: $3.1m).
3. See definitions on slide 39.

Strategy, innovation and growth

ZUBIN APPOO - CEO

- WiseTech's AI future
- AI transformation driving value creation
- CargoWise AI Agents
- Building mission critical operating systems for multiple deep markets
- VerifyWise
- Building near-term revenue momentum

WiseTech's AI future

WiseTech is well positioned as a leader in an AI-driven future

AI Leaders	WiseTech Global[1]
Domain-specific system of record and execution	**30+** years domain expertise; **$1.1b+** invested in product & innovation[2]; **55** acquisitions **45,000+** CargoWise Certified Professionals**; 470+** WiseTech Academy courses; **6,500+** CargoWise updates[2]
Mission critical operating systems	Integrated system of record; **20,000+** customers; **24** of top **25** global freight forwarders **500,000+** connected enterprises across manufacturing, logistics, channel and distribution, further strengthening our platforms and connectivity across the industry
Unique proprietary and aggregated data	**193** countries; **~80%** manufactured trade flows[3]; **95m+** ocean carriers tracked **400+** airlines, **160+** ocean carriers, **all** Class 1 North American railroads connected, giving WiseTech unparalleled visibility into global trade flows
Value-based commercial model	**95%+** CargoWise customers transitioned to CargoWise Value Packs e2open is developing a scalable, value-based commercial model that is intended to align pricing with customer usage, supported by standardized product-led solutions

1. Figures shown are as of 30 June 2026.
2. Over the past 5 years. e2open R&D included from FY26.
3. Covered by global customs solution; inclusive of countries both in production and in development.

AI transformation driving value creation

AI efficiencies

$34m annual EBITDA run-rate savings

through the FY26 AI Transformation program, with a reduction of ~1,200 roles across Product & Development and Customer Service

in addition to $17m annual EBITDA run rate savings from the first phase of the efficiency program focused on building high-performance teams and maximizing efficiency via automation and the use of AI

Becoming an AI-led company[1]

75%+

WiseTech team using AI

90%+

code written by AI or assisted by AI

45%

increase in productivity across engineering

22%

faster completion of support tickets by Customer Service through the use of AI

AI progress for customers

Increased usage

of AI capabilities

CargoWise AI capabilities are targeted to provide the potential for up to

~50% labor cost savings

for logistics service providers

For some of our larger LGFF customers, a 10% labor reduction could translate to ~$180–$300m in annual savings[2]

1. Figures below are based on WTG ex. e2open.
2. Based on analysis of publicly available annual reports of selected global logistics providers, including reported staff costs. For illustrative purposes only.

CargoWise AI Agents – our digital workforce across the logistics lifecycle

Specialist AI agents that understand information, make decisions and execute work – autonomously and alongside our customers

Data Ingestion
Capture and ingest information from anywhere

- Automated Job Registration Agent
- Smart Auto-Request Agent
- Accounts Payable Doc Ingestion Agent
- Commercial Invoice Doc Ingestion Agent
- Rate Ingestion & Validation Agent
- Logistics & Trade Doc Ingestion Agents

Decide & Execute
Make decisions and execute work in CargoWise

- Workflow Execution & Reasoning Agent
- Operational Intelligence Agent
- AI-powered CargoWise Expert (ACE)

Understand & Process
Extract, interpret and validate information

- Product Research Agent
- Classification Assistant Agent
- Compliance Regulatory Risk Agent (ComplianceWise)
- Document Validation Agent
- Document Readiness Agent

Manage Exceptions
Monitor, resolve and keep shipments moving

- Tracking Automation & Resolution Agent
- Receivables Collections Agent

Status Key
- Now live
- In testing & pilot
- In development

The Impact

- Increase productivity by automating manual processes
- Improve data quality and decision accuracy end to end
- Accelerate execution and customer satisfaction
- Lower operating costs and improve margins at scale
- Create a defensible AI advantage built on our data and workflows

Building the operating system for global trade and logistics

These large global markets are all a single step away from our core proven capabilities

Logistics & transport

$12T+ global logistics market[1]

We power the physical movement of goods – connecting carriers, forwarders, ports, warehouses and transport operators to execute global logistics with precision and scale

Connected supply chain orchestration

$25T+ global trade market[2]

We orchestrate channel, planning, supply, global trade, and transportation so manufacturers, brand owners, retailers, and distributors can optimize the making, moving, and selling of goods across the global supply chain

Trade finance & banking

Over 90% of world trade relies on trade finance[3]

We enable the flow of capital behind trade – supporting financing, settlement and risk management across the global supply chain

Customs, border & government agencies

100s of customs, border and government agencies[4]

We connect trade to government – digitizing compliance, customs and regulatory processes to enable faster, more secure cross-border movement

Verified identity, trust and data

Long-term opportunity could be as much as $20B[5]

We help supply chain participants and their related parties manage supply chain risk and increasingly mandatory compliance by combining individual, corporate and supply chain information; verified trade documents; transaction progress; and status and entity master data

1. Armstrong & Associates, Inc.
2. World Trade Organization.
3. UNCTAD.
4. World Customs Organization.
5. Based on WiseTech analysis.

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VerifyWise – verified identity, trust and data

Verified ID	Verified trust	Verified supply chain	Verified documentation	Verified transaction	Verified master data
ID and KYC for individuals	KYB, UBO for corporations/trusts etc.	modern slavery, sanctions, PEP restricted parties, adverse media, 50% rule etc.	original immutable documents	full transaction path for data and physical asset tracking	single source: maintained by the owner – always current

Data sources

- KYB
- KYC
- UBO
- Modern slavery & forced labor
- Sanctions
- Embargoes
- Denied/restricted parties
- Master data
- Other regulatory data

→

VerifyWise Platform

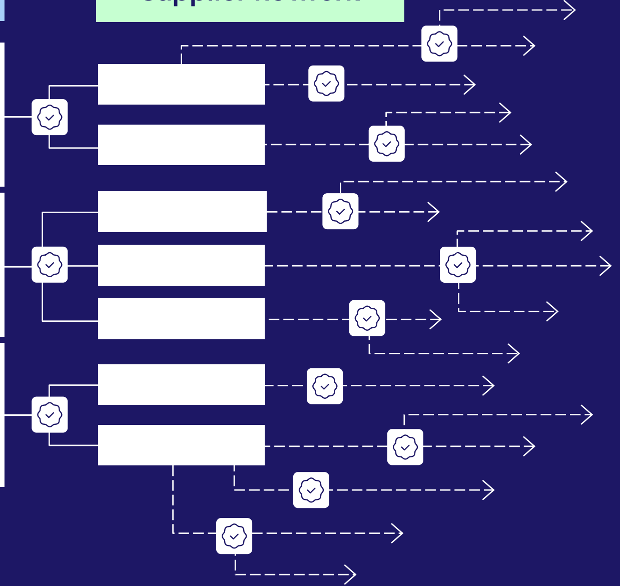
FRDM.ai
BorderWise
CW Global Knowledge
e2o Global Knowledge

→

Parties

- FRDM.ai customers & suppliers
- Logistics & transport operators
- Importers, Exporters, BCOs, Traders

Supplier network



Building near-term revenue momentum

New customer wins and CVP adoption

Monetizing AI-led customer efficiency

E2open connected supply chain product & revenue synergies

VerifyWise launch

Value-based pricing

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Outlook

ZUBIN APPOO - CEO

FY27 guidance

Solid CargoWise growth, margin expansion and group deleveraging as we align e2open for higher quality revenue

Guidance provided in line with these assumptions and those in the Appendix, slide 27.

Uncertainty around future economic and industrial production growth.

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

FY27 Revenue

$1.48b – $1.54b

6% – 10%
FY27 growth vs. FY26

FY27 Underlying EBITDA[1]

$725m – $780m

12% – 21%
FY27 growth vs. FY26

FY27 Underlying EBITDA[1] %

49% – 51%

3pp – 5pp
FY27 growth vs. FY26

FY27 guidance assumptions

The range reflects our view on adoption of the CargoWise new commercial model by customers, further delivery and adoption of agentic AI in CargoWise and the launch and adoption of new products including VerifyWise. These levers have customer dependencies and at the lower end of guidance we are assuming growth in line with FY26 and modest adoption of new initiatives, and at the upper end assumes accelerated adoption

Revenue:

- **CargoWise:** ~12-20% growth from new initiatives as well as LGFF rollouts and new & existing customer growth
  - Revenue benefit expected to grow over time from remaining STL to CVP conversions, as we deliver proven operational efficiencies
  - 1H/2H skew: 45/55 CargoWise revenue skew due to timing of new products, AI features and expected adoption
- **Non-CargoWise**: Minor reduction as customers convert to CargoWise and non-recurring revenue reduces, as expected
- **E2open**: Flat revenue as we focus on integration, product and revenue synergies and shift away from lower margin legacy revenue
  - Continuing transition to a product-led model and commercial alignment, with subscription revenue attrition expected to continue in FY27. Professional Services expected to reduce as WiseTech Way implementation and transition of service delivery to the partner network continues.
  - Additional month of e2open from full year consolidation, partly offset by ~$5m from divestment of Expedient in June 2026

Underlying EBITDA and EBITDA %[1]:

- Significant margin expansion momentum from ~$115m of annualized run rate savings from FY26 restructuring programs
- Ongoing focus on building high-performance teams and embedding of AI-led efficiencies expected to drive additional ~$40m annualized run-rate savings by end of FY27 with net savings of ~$10m in FY27
- Capitalized development broadly flat on FY26 at ~45% as AI use and process efficiency continues to evolve
- Further margin expansion and return to Group 50%+ Underlying EBITDA in 2H requires accelerated adoption of new initiatives aligned with upper end of guidance range assumptions

Net leverage ratio:

- Accelerated deleveraging pathway of ~2.2x by end of FY27 and <2.0x in FY28, driven by disciplined capital management and benefit from restructuring programs

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1. Underlying EBITDA and Underlying EBITDA margin refers to reported EBITDA adjusted for costs relating to M&A, restructuring and gains/losses from divestments

Q&A

USEFUL LINKS

[About WiseTech]
[About CargoWise]
[About e2open]
[Leadership Team]
[Sustainability & ESG]
[Knowledge Hub | eBooks]

Contact Us

investor.relations@wisetechglobal.com

Appendices

SLIDES

FY27 guidance assumptions and FX

Currency Pairs[1]	FY26 Actual	FY27 Guidance
AUD-USD	0.67	0.68
EUR-USD	1.17	1.15
GBP-USD	1.34	1.34
USD-ZAR	17.09	16.35
USD-TRY	43.14	47.28
NZD-USD	0.59	0.58
USD-RMB	7.01	6.78
CHF-USD	1.26	1.24

Sensitivities[2]	Increase/decrease	FY27 Revenue $ M	FY27 EBITDA $ M
Currency Pairs			
AUD-USD	+/- 5%	+4.5 / -4.3	-3.5 / +3.4
EUR-USD	+/- 5%	+4.4 / -4.3	+0.5 / -0.4
GBP-USD	+/- 5%	+2.1 / -2.1	+0.5 / -0.5
USD-ZAR	+/- 10%	-0.6 / +0.8	-0.5 / +0.6
USD-TRY	+/- 10%	-0.1 / +0.1	- / -0.1
NZD-USD	+/- 5%	+0.8 / -0.8	+0.6 / -0.6
USD-RMB	+/- 5%	-0.3 / +0.3	+0.5 / -0.6
CHF-USD	+/- 5%	+0.2 / -0.2	-0.2 / +0.2

What is included in the FY27 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 FY26 acquisitions and e2open and a minor reduction for non-CargoWise revenue, as a group overall, from product exits, as expected
- Effective tax rate assumed to be in the range of 23% - 27%

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, divestments, revenues and associated costs
- Uncertainty around future economic conditions and industrial production, international goods flow, sovereign and geopolitical risk

Foreign exchange

- ~28% of FY26 revenue in non-USD currencies, 11pp decrease vs. FY25 (~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 ~30% of FY27 AUD and EUR revenue, along with ~40% of FY27 AUD cash costs, utilizing forward and collar contracts
- FX essentially neutral on total revenue. Slight FX headwind on EBITDA, mostly in 1H.

1. FX rates include the effects of FX hedging.
2. Sensitivities include the effects of FX hedging.

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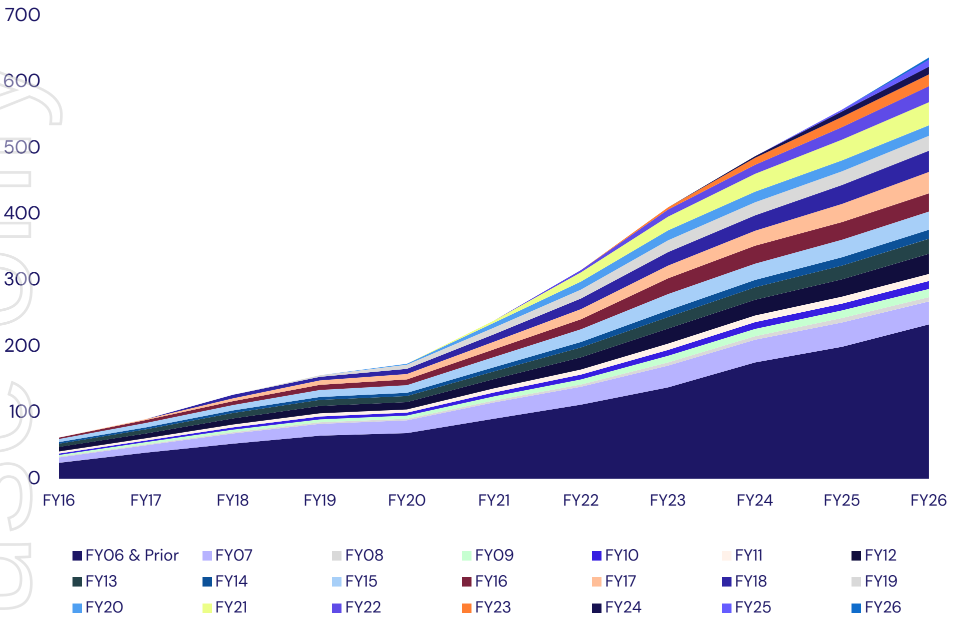
CargoWise customer growth and low attrition

CargoWise application suite[1] revenue by customer cohort
USD M (last 12 months)



- Increasing adoption by LGFFs
  Top 300 customers deliver >70% of CargoWise revenue in FY26 (FY25 ~70%)

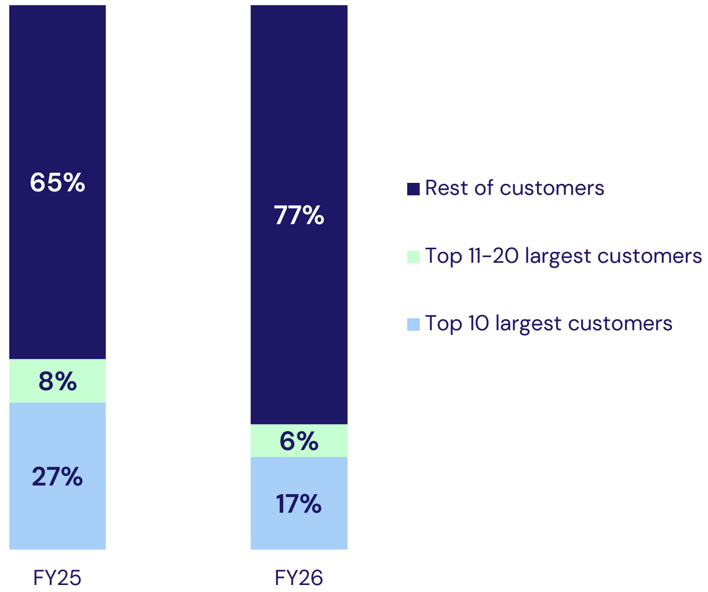
- Customers stay and use more
  <1% attrition every year for last 14 years[2]
  Low annual customer attrition rate

- FY26 revenue growth operationally[3] achieved **across 90%+ of customer cohorts** vs. FY25 revenue

1. See definitions on slide 39.
2. See definitions on slide 39. Based on attrition rate <1% for each year of the last 14 financial years FY13 to FY26.
3. Excluding customer consolidations and one-off adjustments.

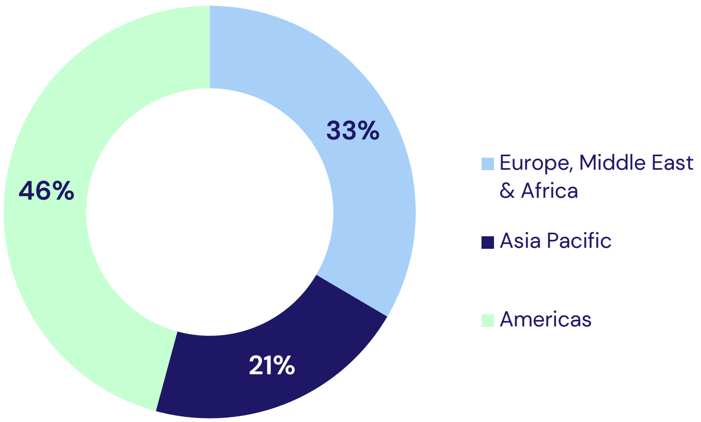
Revenue diversification

Revenue by customers (%)



We maintain a diversity of revenue across our large customer base

FY26 Revenue by geography[1,2] (%)



CargoWise application suite has customers operating in **193 jurisdictions** as at 30 June 2026 (193 jurisdictions as at 30 June 2025)

Our global presence provides important revenue diversification across geographies and currencies

1. Determined by invoicing location.
2. FY25 Revenue by geography (%): Europe, Middle East & Africa 35%; Asia Pacific 28%; Americas 36%.

FY26 organic growth[1]

Revenue

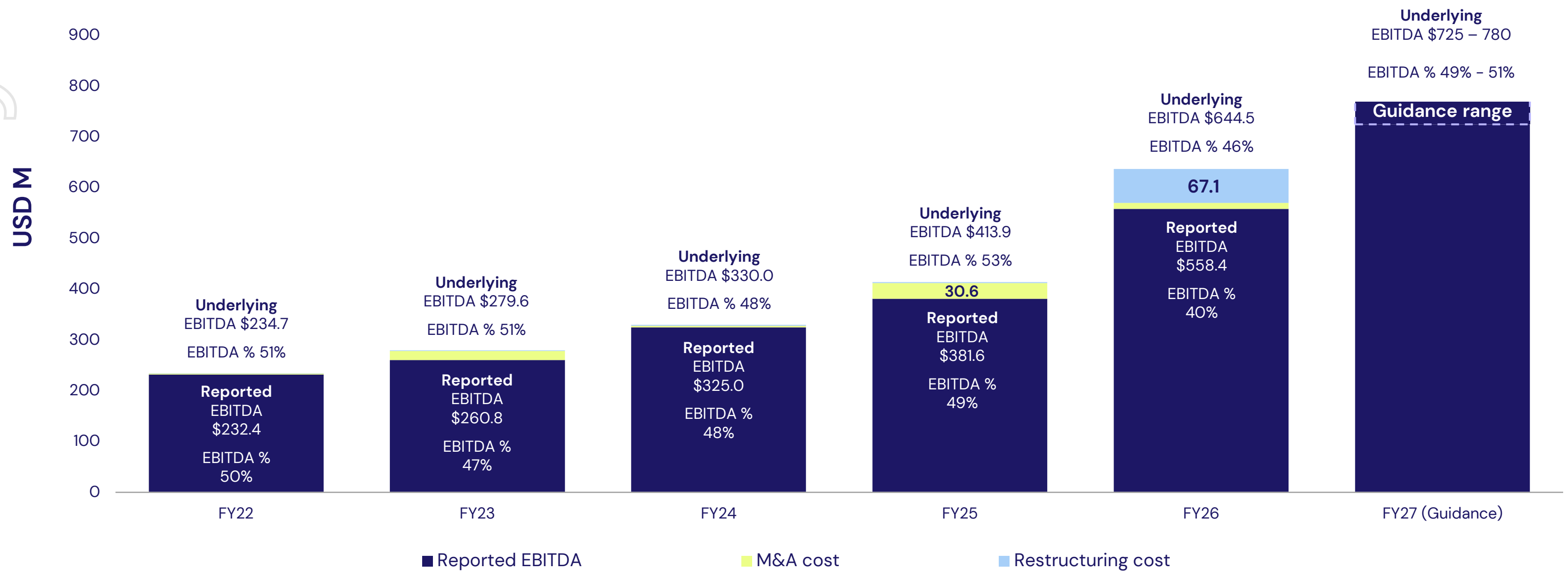
USD M	WTG ex. e2open – CargoWise FY25	CargoWise FY26	CargoWise % change	Non-CargoWise FY25	Non-CargoWise FY26	Non-CargoWise % change	e2open[3] FY25	e2open[3] FY26	e2open[3] % change	Total FY25	Total FY26	Total % change
Recurring revenue	674.8	749.6	11%	87.8	91.2	4%	-	484.8	nm[2]	762.6	1,325.6	74%
Non-recurring revenue	7.5	7.3	(2)%	8.7	6.7	(23)%	-	56.4	nm[2]	16.2	70.4	336%
Total – Reported	**682.2**	**756.9**	**11%**	**96.5**	**97.9**	**1%**	**-**	**541.2**	**nm[2]**	**778.7**	**1,395.9**	**79%**
Less: M&A costs												
Less: restructuring costs												
Less: gain/(loss) on divestment												
Total – Underlying	**682.2**	**756.9**	**11%**	**96.5**	**97.9**	**1%**	**-**	**541.2**	**nm[2]**	**778.7**	**1,395.9**	**79%**
Less: acquisitions[3]	5.5	14.2		1.0	7.1					6.5	562.5	
Less: FX		9.3			3.2			-			12.5	
Total – Organic[3]	**676.7**	**733.4**	**8%**	**95.5**	**87.6**	**(8)%**	**-**	**541.2**	**nm[2]**	**772.3**	**821.0**	**6%**
Recurring revenue	670.2	728.5	9%	87.0	82.1	(6)%	-	484.8	nm[2]	757.2	810.6	7%
Non-recurring revenue	6.5	4.9	(25)%	8.5	5.5	(35)%	-	56.4	nm[2]	15.0	10.4	(31)%

EBITDA and **EBITDA margin**

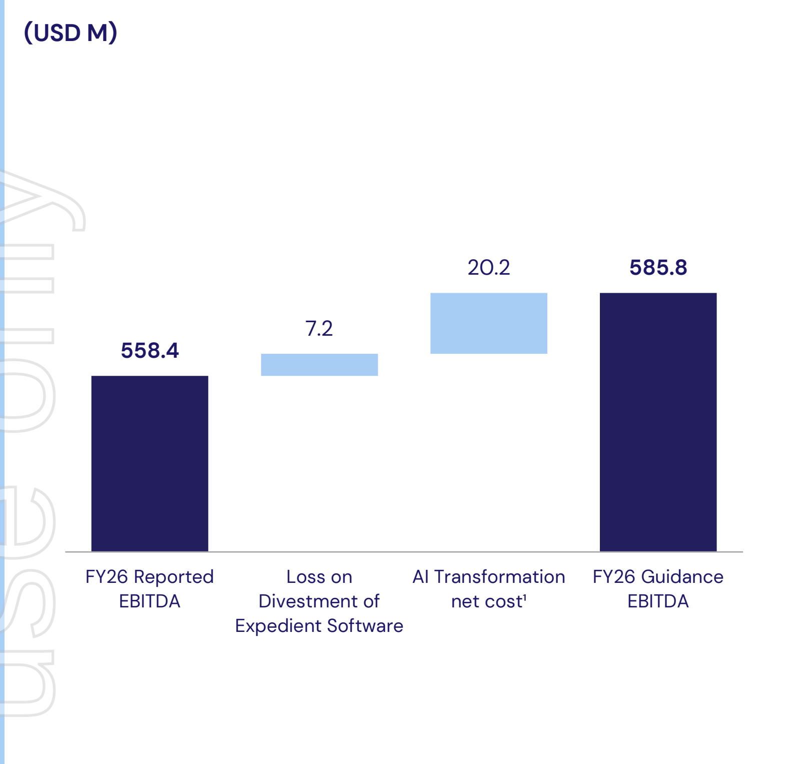
USD M	EBITDA FY25	EBITDA FY26 WTG ex. e2open	EBITDA FY26 e2open[3]	EBITDA FY26 Unallocated Costs[4]	EBITDA FY26 Total	EBITDA % change	EBITDA margin FY25	EBITDA margin FY26 WTG ex. e2open	EBITDA margin FY26 e2open[3]	EBITDA margin FY26 Total	EBITDA margin change
Recurring revenue											
Non-recurring revenue											
Total – Reported	**381.6**	**411.9**	**150.5**	**(4.0)**	**558.4**	**46%**	**49%**	**48%**	**28%**	**40%**	**(9)pp**
Less: M&A costs	(30.6)	(11.9)	-		(11.9)						
Less: restructuring costs	(1.7)	(27.4)	(39.6)		(67.1)						
Less: gain/(loss) on divestment	-	-	(7.2)		(7.2)						
Total – Underlying	**413.9**	**451.2**	**197.4**	**(4.0)**	**644.5**	**56%**	**53%**	**53%**	**36%**	**46%**	**(7)pp**
Less: acquisitions[3]	1.1	7.7			205.1						
Less: FX		(2.1)	-		(2.1)						
Total – Organic[3]	**412.8**	**445.6**	**197.4**	**(4.0)**	**441.6**	**7%**	**53%**	**54%**	**36%**	**54%**	**-**
Recurring revenue											
Non-recurring revenue											

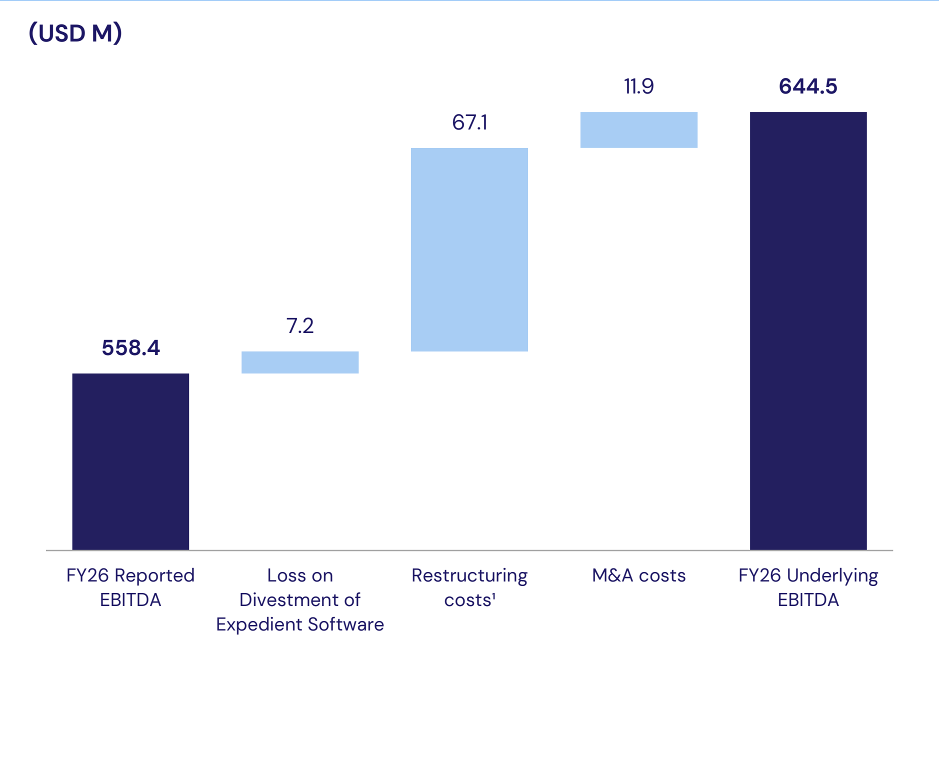
1. See definitions on slide 39.
2. Not measured.
3. Acquisition adjustment is not applicable for e2open organic revenue and EBITDA.
4. Unallocated costs consist of corporate head office stewardship expenses that are managed centrally and therefore not allocated to the operating segments.

Underlying EBITDA



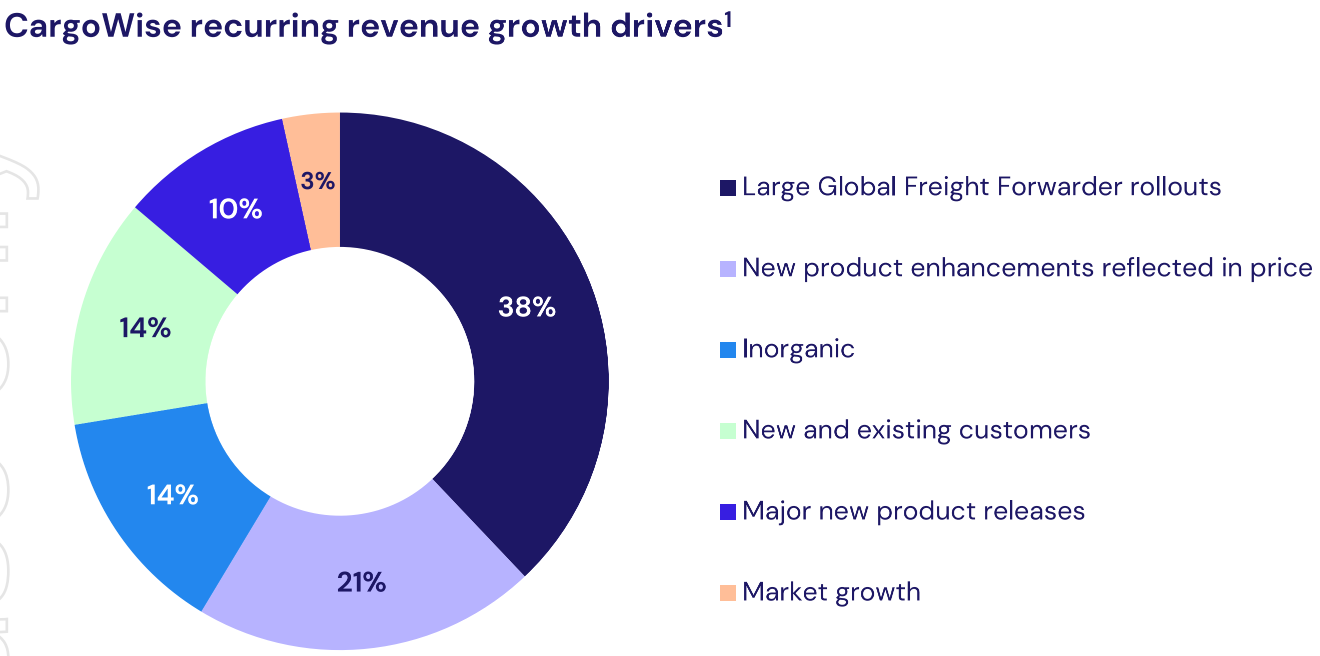
FY26 Reported to Guidance and Underlying EBITDA walk





1. Restructuring costs of $67.1m include $23.7m of AI Transformation restructuring costs, which net to $20.2m after $3.5m of savings in FY26.

CargoWise recurring revenue growth drivers



1. CargoWise recurring revenue growth drivers are averages over a 10-year period from FY16 – FY26; discrete annual growth drivers may vary each year.

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CargoWise recurring revenue growth drivers

Details on inclusions in each category of revenue drivers

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

1. See definitions on slide 39.

CargoWise penetration

Momentum through existing customer growth & new global rollout wins

Four new global rollouts by LGFFs[1] secured since 1 July 2025:

- Sankyu
- CJ Logistics

Including two signed on CargoWise Value Packs

- Blue Water Shipping
- XPD Global

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

- CEVA
- Kuehne + Nagel
- Yamato
- Brinks
- TIBA Tech

Three additional organic rollouts 'In Production':

- Neptune Pacific
- CTS International Logistics (Top 25)
- ClearFreight

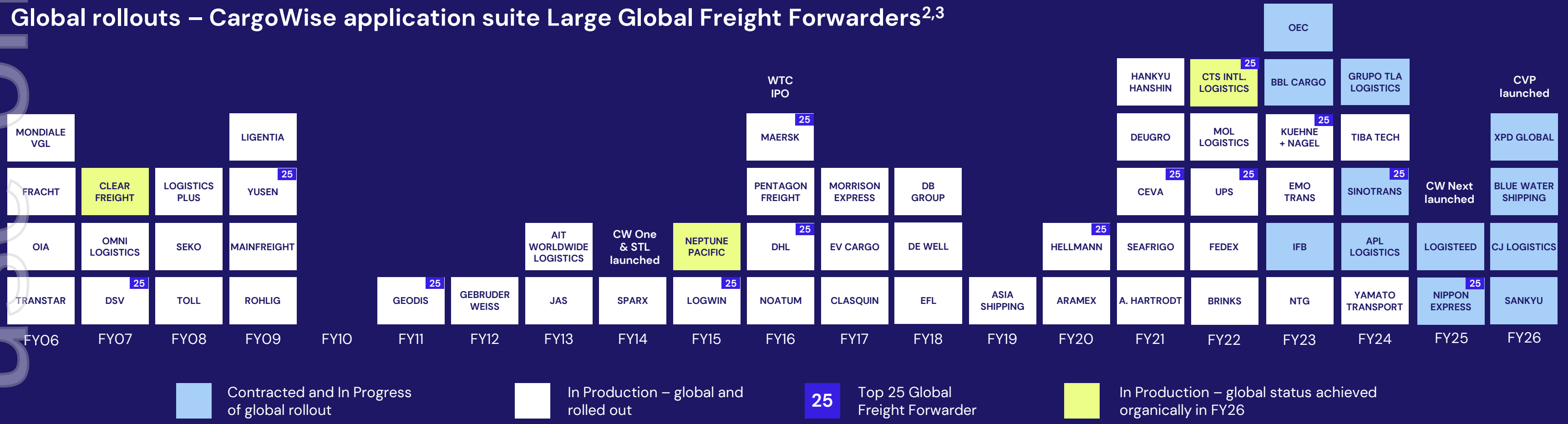
Recent industry consolidation:

- CEVA acquires Bolloré

Since 1 July 2025: CargoWise had global rollouts 'In Production' or 'Contracted and In Progress' with **61 LGFFs:**

- **49 'In Production'**[1]
- **12 'Contracted and In Progress'**[1] with less than 25% of their expected users currently live
- Including **13 Top 25** customers

Global rollouts – CargoWise application suite Large Global Freight Forwarders[2,3]



1. See definitions on slide 39.
2. Reconciliation of global rollouts reported at FY26 on slide 36.
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).

CargoWise global rollouts

Reconciliation of CargoWise application suite global rollouts

	In Production[1]	Contracted[1]	Total LGFF[1]	Top 25[1]
As at 30 June 2025	**42**	**13**	**55**	**14**
New contracts signed: Sankyu, CJ Logistics, Blue Water Shipping, XPD Global	–	4	4	–
Transition from 'Contracted' to 'In Production': CEVA, Kuehne + Nagel, Yamato, Brinks, TIBA Tech	5	(5)	–	–
New organic rollouts 'In Production': Neptune Pacific, CTS International Logistics, ClearFreight	3	–	3	1
Industry consolidation: CEVA & Bolloré	(1)	–	(1)	(1)
Additions to A&A[1] Top 25 Global Freight Forwarder list: Logwin	–	–	–	1
Removals from A&A[1] Top 25 Global Freight Forwarder list: LOGISTEED, Toll Group	–	–	–	(2)
As at 30 June 2026	**49**	**12**	**61**	**13**

1. See definitions on slide 39.

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Reconciliation of statutory expenses to non-statutory expenses

Statutory to non-statutory reconciliation

	FY25	FY26			
USD M	WTG	WTG ex. e2open	e2open	Unallocated Costs[1]	WTG
Cost of Revenues					
Cost of revenues – statutory	107.7	128.2	186.8	-	315.0
Less: Depreciation & amortization	10.3	12.9	8.0	-	20.9
Cost of revenues – non-statutory	97.4	115.3	178.8	-	294.1
Product design & development				-	
Product design & development – statutory	185.3	199.3	119.5		318.8
Less: Depreciation & amortization	69.3	80.4	54.3	-	134.7
Less: Right-of-use asset depreciation capitalized	(2.8)	(3.1)	-	-	(3.1)
Product design & development – non-statutory	118.7	122.0	65.2	-	187.2
Sales & marketing				-	
Sales & marketing – statutory	51.6	51.5	81.2		132.7
Less: Depreciation & amortization	7.9	8.0	38.3	-	46.3
Sales & marketing – non-statutory	43.6	43.5	43.0	-	86.4
General & administration					
General & administration – statutory	142.8	167.0	105.0	4.0	276.0
Less: Depreciation & amortization	5.5	5.0	1.3	-	6.3
General & administration – non-statutory	137.3	162.1	103.7	4.0	269.8

1. Unallocated costs consist of corporate head office stewardship expenses that are managed centrally and therefore not allocated to the operating segments.

Reconciliation of underlying NPAT, NPATA and underlying ETR

Net Profit After Tax (NPAT)

USD M	FY25	FY26
NPAT	**200.7**	**178.7**
Fair value (gain)/loss on acquisition contingent consideration	(0.1)	(1.9)
Non-recurring tax on acquisition contingent consideration	(2.8)	(4.0)
Acquired amortization (net of tax)	12.6	81.1
Contingent and deferred consideration interest unwind (net of tax)	0.7	0.7
NPATA[1]	**211.2**	**254.7**
M&A costs (net of tax)	30.6	0.4
Restructuring costs (net of tax)[2]	1.2	51.2
(Gain)/loss on divestment[2]	–	7.2
Underlying NPAT[1]	**243.0**	**313.5**

Effective Tax Rate (ETR)

USD M	FY25	FY26
Profit before income tax	**287.8**	**221.6**
Fair value (gain)/loss on acquisition contingent consideration	(0.1)	(1.9)
Acquired amortization	16.3	103.1
Contingent and deferred consideration interest unwind	1.1	1.1
M&A costs	30.6	11.9
Restructuring costs[2]	1.7	67.1
Underlying profit before income tax[1]	**337.4**	**402.8**
Tax expense	(87.1)	(42.9)
Non-recurring tax on acquisition contingent consideration	(2.8)	(4.0)
Acquired amortization - tax effect	(3.7)	(22.0)
Contingent and deferred consideration interest unwind – tax effect	(0.3)	(0.3)
M&A costs – tax effect	–	(11.4)
Restructuring costs – tax effect[2]	(0.5)	(15.9)
Underlying tax expense	**(94.5)**	**(96.5)**
Underlying effective tax rate (ETR)	**28.0%**	**24.0%**

1. See definitions on slide 39.
2. The calculation of Underlying NPAT and Underlying effective tax rate (ETR) has been updated to include adjustments for restructuring costs and gains/losses on divestments. The FY25 comparative has been restated accordingly.

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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 revenue is included in the customer attrition calculation upon leaving i.e. having not used the product for at least four months.	28
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.	12
e2open	e2o	Refers to the e2open application suite, associated acquired businesses and products.	5
'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 operationally live.	35
Free cash flow	FCF	Operating cash flow less payments for intangible assets (capitalized development, licenses and patents) and other capital expenditure.	15
'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'.	35
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.	9
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 38).	38
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 FY25/FY26 M&A without full period comparisons, gains/losses from divestments, foreign exchange impacts, restructuring and M&A costs.	30
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. Underlying Rule of 40 is defined as the sum of the year-on-year total revenue growth and the underlying free cash flow margin.	15
Top 25 Global Freight Forwarders	Top 25 Global FF	Top 25 based on Armstrong & Associates, Inc. (A&A) Top 25 Global Freight Forwarders List ranked by 2025 gross logistics revenue/turnover and freight forwarding volumes. Updated 11 May 2026 (see reconciliation of CargoWise global rollouts from FY26 on slide 36).	17
Underlying	–	Refers to EBITDA, Operating Cash flow, Free Cash flow and Net Profit After Tax (NPAT) adjusted for costs and payments relating to M&A, restructuring and gains/losses from divestments (see slide 32). Underlying NPAT also excludes fair value adjustments from changes to acquisition contingent consideration, non-recurring tax on acquisition contingent consideration, acquired amortization net of tax and contingent and deferred consideration interest unwind net of tax (see slide 38).	5

Thank you

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