

12 September 2017

**WiseTech Global acquires two leading global rate management solution providers,  
Cargoguide and CargoSphere**

WiseTech Global Limited today announced acquisitions of two global rate management solution providers: Netherlands-based Cargoguide, a leading provider of global air freight rate management solutions and US-based CargoSphere, a leading provider of global ocean freight rate management solutions.

Headquartered in Utrecht, Cargoguide offers its air freight rate management solutions to over 950 corporations including DHL, Expeditors, UPS, DSV, Geodis, Panalpina, Kuehne + Nagel, Schenker, Toll, and Yusen.

Headquartered in North Carolina, CargoSphere offers its ocean freight rate management solutions to over 100 leading freight forwarders and 3PLs including Kuehne + Nagel, Dachser, NNR Global Logistics, M+R Spedag, and Livingston International.

WiseTech Global CEO, Richard White, said "The addition of the Cargoguide and CargoSphere rate management solutions to the WiseTech Global group is a significant step forward for the international freight forwarding industry. The solutions provided by Cargoguide and by CargoSphere enable freight forwarders to save millions of hours annually and optimise margins by accessing, organising and systematising rates, contracts and quotes."

"Both solutions will also enhance existing rate management capabilities within our CargoWise One platform, while our innovation strength and development capacity will further accelerate multi-modal rate management developments. This will ultimately create a pathway to the deeper automation necessary to substantially increase productivity for freight forwarders grappling with exponential increases in volumes and margin pressure."

For Cargoguide, the purchase cost is ~\$6.9m with earn-out potential related to revenue growth to 2020. With 2016 annual revenue of ~\$2m and no contribution to EBITDA this transaction is not material to the WiseTech Global group. Cargoguide is expected to be consolidated into WiseTech Global group accounts from September 2017.

For CargoSphere, the purchase cost is ~\$11.5m with earn-out potential related to revenue growth to 2020. With 2016 annual revenue of ~\$4m and no contribution to EBITDA this transaction is not material to the WiseTech Global group. CargoSphere is expected to be consolidated into WiseTech group accounts from October 2017.

Along with our recent acquisitions in Brazil, Taiwan and Australasia, these two global adjacency transactions are in line with our stated strategy of accelerating long-term organic growth through small, targeted, valuable acquisitions across new geographies and adjacencies.

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## About WiseTech Global

WiseTech Global is a leading developer and provider of software solutions to the logistics execution industry globally. Our customers include over 7,000 of the world's logistics companies across more than 125 countries. Our flagship product, CargoWise One, forms an integral link in the global supply chain and executes over 44 billion data transactions annually. Our software enables our customers to execute highly complex transactions in areas such as freight forwarding, customs clearance, warehousing, shipping, land transport and cross border compliance and to manage their operations on one database across multiple users, functions, countries, languages and currencies. Our breakthrough software solutions are renowned for their powerful productivity, extensive functionality, comprehensive integration, deep compliance capabilities, and truly global reach.

For more information on WiseTech Global and CargoWise One, please visit:

- Investor centre [www.wisetechglobal.com/investors](http://www.wisetechglobal.com/investors)
- Company website [www.wisetechglobal.com](http://www.wisetechglobal.com)

## About Cargoguide

Founded in 2003, European focused Cargoguide International B.V. is a leading global air freight rate management provider delivering solutions to customers in 84 countries. Headquartered in Utrecht, the Netherlands, with a team of 22 people, Cargoguide provides freight rate management for thousands of customers around the world, from small businesses, middle size international companies to departments within Fortune 500 companies. Cargoguide provides its solutions to large freight forwarders including DHL, UPS, Expeditors, DSV, Geodis, Panalpina, Kuehne + Nagel, Schenker, Toll, and Yusen.

For more information on Cargoguide visit <http://www.cargoguide.com>

## About CargoSphere

Founded in 1999, Planet Traders Inc. (trading as CargoSphere) is a leading global ocean freight rate management provider, helping customers worldwide boost productivity. Headquartered in North Carolina, USA, with a team of 20 people, CargoSphere provides rate management solutions and Rate Mesh to over 100 customers including Kuehne + Nagel, Dachser, NNR Global Logistics, M+R Spedag, and Livingston International. The CargoSphere rate technology platform delivers frictionless rate distribution and networking. Cloud-based, systematized contract and rate management provides the CargoSphere user community with accurate and collaborative rate distribution, sharing, comparison and quoting, as well as the ability to self-publish FMC tariffs. The CargoSphere Rate Mesh connects shipping partners for seamless, confidential rate collaboration in real-time to simplify rate communication and provide a faster, more effective way to receive and distribute freight rates.

For more information on CargoSphere visit <http://www.cargosphere.com>

## Forward looking statements

Forward-looking statements in this news release are based on information and assumptions known to date and are subject to various risks and uncertainties. Actual results, performance or achievements could be significantly different from those expressed in, or implied by, these forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of WiseTech Global. These factors may cause actual results to differ materially from those expressed in the statements contained in this announcement.

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