

20 December 2017

## **WiseTech Global acquires two leading European customs solutions providers, ABM Data Systems (Europe) & CustomsMatters (Ireland)**

WiseTech Global today announced two acquisitions of European customs solutions providers, both headquartered in Dublin. ABM Data Systems, a leading pan-European developer and provider of customs clearance solutions accredited for the UK, Ireland, Belgium, the Netherlands, Switzerland, Sweden and Germany, and CustomsMatters, the leading customs solution provider in the Republic of Ireland and Northern Ireland.

ABM Data provides advanced solutions across customs clearance, bonded warehouse and point of delivery management. ABM Data customers include Expeditors, UPS, DSV, Yusen, JAS, Tigers, Heavey RF, and many other exporters, customs brokers, freight forwarders, distributors and logistics service providers.

CustomsMatters provides e-customs solutions through its cloud-hosted customs compliance platform, myCustoms, and customs brokerage and consulting services, to customers including DHL, UPS, OAG Cargo, SwissPort, WFS, Aramex, Sisk Healthcare, G&J Distillers, Dairygold, Geodis and many other organisations and logistics providers.

WiseTech Global CEO, Richard White, said “With the potential for increased complexity as Brexit and EU trade changes evolve, WiseTech’s ability to provide deeply integrated customs clearance solutions ultimately reduces risk and costs while improving productivity, security and compliance at the borders. Together, these transactions provide WiseTech with market leadership and execution capability across Ireland and further insights in European customs – a key foundation for the challenges ahead. Regardless of ‘hard borders’, or how ‘frictionless trade’ plays out, our speed to market for automated and integrated customs solutions and highly scalable capacity will ensure we can help logistics providers across Europe meet the regulatory challenges and substantial transaction growth to come.”

“As volumes, complexity and compliance requirements increase across the global supply chain, effective customs clearance solutions that can ease the burden on logistics providers, mitigate risk and boost productivity, become critical. The continued expansion of our European footprint by adding customs market leadership in Ireland and broader pan-European capability will over time substantially increase productivity for all our customers.”

For ABM the purchase cost comprises \$12.3m upfront with a further multi-year earn-out potential of ~\$4.9m related to product development over 3 years. For CustomsMatters, the purchase cost comprises \$1.4m upfront with a further multi-year earn-out potential of ~\$1.4m related to product integration, customer transition and revenue growth over 4 years. These acquisitions are expected to be consolidated into WiseTech Global group accounts from February 2018. With combined 2016 annual revenue and EBITDA<sup>1</sup> of ~\$4.1m and ~\$0.8m respectively, these transactions are not material to the WiseTech Global group.

---

<sup>1</sup> Excludes revenue earned from WiseTech and duties and fees collected on behalf of customers.

For personal use only

Along with our recent acquisitions in Brazil, Taiwan, North America, Australasia and the Netherlands, these transactions are in line with our stated strategy of accelerating long-term organic growth through targeted, valuable acquisitions across new geographies and larger, globally capable adjacencies. We are continuing to progress our pipeline of opportunities in key target regions of Europe, Asia and Latin America and additional adjacencies.

//ENDS

#### **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, including 32 of the top 50 global third party logistics providers and 23 of the 25 largest global freight forwarders worldwide<sup>2</sup>. 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. At WiseTech, we are relentless about innovation, adding more than 3,000 product enhancements to our global platform in the past five years while bringing meaningful continual improvement to the world's supply chains. Our breakthrough software solutions are renowned for their powerful productivity, extensive functionality, comprehensive integration, deep compliance capabilities, and truly global reach.

For more information 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 ABM Data Systems (ABM Data)**

Founded in 2006, ABM Data is a leading provider of innovative automated customs and brokerage solutions. Headquartered in Dublin, Ireland, with a team of 20 people, ABM Data develop and provide customs declaration management and related international trade software solutions. ABM Data have deep experience managing the implementation of large-scale European customs and logistics system integration projects.

ABM Data's product lines are CustomsWare and TransportForce. Their pioneering on-demand customs clearance solution, CustomsWare, is accredited for all customs regimes in Ireland, the Netherlands, Belgium, UK, Switzerland, Sweden and Germany, and includes solutions for bonded warehouse, delivery management and web-services. TransportForce offers a fully integrated web-based ePOD and tracking system including full EDI support.

For more information about ABM Data Systems, visit [www.ABMDataSystems.com](http://www.ABMDataSystems.com)

#### **About CustomsMatters**

Founded in 1988, CustomsMatters is a leading provider of innovative automated customs and brokerage solutions in the Republic of Ireland, Northern Ireland and the UK. Headquartered in Dublin, with a team of 7 experienced customs and technical professionals, CustomsMatters provides customs clearance solutions for customers across Ireland and the UK, from small businesses to multinational companies including DHL, UPS,

---

<sup>2</sup> Armstrong & Associates: Top 50 Global Third Party Logistics Providers List, ranked by 2016 logistics gross revenue/turnover.

Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2016 logistics gross revenue/turnover and freight forwarding volumes.

OAG Cargo, SwissPort, WFS, Aramex, Sisk Healthcare, G&J Distillers, Dairygold, Geodis, ATA Tools and many other organisations and logistics providers.

CustomsMatters achieved Authorised Economic Operator status in 2009, which is recognised as the 'gold standard' for companies involved in international trade and is recognised throughout all 28 member states of the EC.

For more information about CustomsMatters, visit <http://www.customsmatters.com>

### Contact information

#### INVESTOR RELATIONS

Gail Williamson + 61 2 8001 2200 [investor.relations@wisetechglobal.com](mailto:investor.relations@wisetechglobal.com)

#### MEDIA

Piers Shervington +61 (0) 404 538 177 [piers.shervington@wisetechglobal.com](mailto:piers.shervington@wisetechglobal.com)

Matthew Gregorowski +61 2 8234 0100 [mgregorowski@citadelmagnus.com](mailto:mgregorowski@citadelmagnus.com)

For personal use only