

23 April 2018

## **WiseTech Global acquires three leading logistics solution providers: Forward, Softcargo and EasyLog**

WiseTech Global Limited today announced acquisitions of two leading Latin American freight forwarding and logistics solutions providers, Forward and Softcargo, and a leading French customs solutions provider, EasyLog.

Headquartered in Buenos Aires, Argentina, PB & Assoc. ('Forward') offers freight forwarding management and accounting compliance solutions across Argentina, Mexico, Chile, Uruguay, Colombia, Brazil, Peru, Paraguay, Bolivia, Guatemala, El Salvador, Ecuador, Dominican Republic, Costa Rica, Panama, and Venezuela. Customers include Damco, Delfin Group, DSV, Waiver Group, Yusen Logistics and Zach Logistics.

Headquartered in Montevideo, Uruguay, Softcargo offers freight forwarding management and logistics solutions across Chile, Colombia, Mexico, Uruguay and Argentina to customers including Senator International, Röhlig, DB Schenker and Kerry Logistics.

WiseTech Global CEO, Richard White, said "Latin America is a key trading region that continues to grow in importance to the US and other world markets. Bringing Forward and Softcargo, who together provide freight forwarding solutions to 16 countries across Latin America, into the WiseTech Global group, in addition to the leading Brazilian customs solutions provider Bysoft, which we acquired in 1H18, comprehensively fills out our coverage and gives us a very strong presence across the region from which to build further."

Headquartered in Franconville, France, EasyLog offers a range of customs clearance and tracking solutions to customers including freight forwarders such as DSV, Acte International, DHL Global Forwarding, and Nippon Express, as well as first party logistics customers such as Air France Industries, Sanofi and Salomon.

Richard White, said "EasyLog joining the WiseTech Global group is the key next step in building out our European customs capabilities. With France the second largest importer and exporter in Europe, accelerating our customs footprint domestically is essential, and complements our recent European acquisitions in Belgium, the Netherlands, Ireland, Germany and Italy."

The aggregate consideration for these acquisitions comprise AUD \$10.1m<sup>1</sup> upfront plus further multi-year earnouts of up to AUD \$14.9m related to activities for integration, native CargoWise One product development, customer conversion and revenue growth.

While of strategic value, these transactions are not material to the WiseTech Global group, with Forward, Softcargo and EasyLog together providing combined 2017 annual revenue of AUD ~\$6.7m and AUD ~\$0.8m contribution to EBITDA<sup>2</sup>. All three acquisitions, Forward, Softcargo and EasyLog, are expected to be consolidated into WiseTech Global accounts from May 2018.

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<sup>1</sup> AUD equivalent, actual consideration denominated in USD and EUR (USD 1.29 and EUR 1.59 exchange rate).

<sup>2</sup> Historical revenues and EBITDA figures for acquired businesses should not be considered guidance for future financial contribution due to their differing licence arrangements, the extent of non-recurring revenue (such as one-off development and consulting income) and the potential impact of integration.

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Along with our recent acquisitions in Brazil, Belgium, Ireland, the Netherlands, Germany, Italy, North America, Australasia, and Taiwan, these three 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 130 countries, including 33 of the top 50 global third party logistics providers and 24 of the 25 largest global freight forwarders worldwide<sup>3</sup>. Our flagship product, CargoWise One, forms an integral link in the global supply chain and executes over 44 billion data transactions annually. 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 Forward**

For over 25 years, Forward has been a leading provider of innovative freight forwarding and accounting compliance solutions in Latin America. Forward's software automates critical business processes, increases staff productivity and operates according to international industry and regulatory requirements. With a team of 40 experienced logistics and technical professionals, Forward provides advanced software solutions for customers ranging from small businesses to multinational companies including Damco, Delfin Group, DSV, Waiver Group, Yusen Logistics, Zach Logistics, and many other organisations and logistics services providers.

'Forward' refers to the Forward freight forwarding management and accounting compliance logistics solutions provider, Posbeyikian Buchter & Asociados S.A. known as PB & Assoc.

For more information about Forward, visit [www.sistemaforward.com](http://www.sistemaforward.com)

### **About Softcargo**

For over 20 years, Softcargo has been a leading provider of freight forwarding and logistics solutions in Latin America. With a team of ~30 experienced logistics and technical professionals, Softcargo provides advanced software solutions for customers ranging from small businesses to multinational companies including Henco Global, Senator International, Röhlig, DB Schenker, Kerry Logistics, and many other organisations and logistics services providers.

Softcargo refers to the Softcargo freight forwarding management solutions provider, Eyalir S.A., Ilun S.A. and Softcargo Chile S.A. (together 'Softcargo')

For more information about Softcargo, visit [www.softcargo.com.uy](http://www.softcargo.com.uy)

### **About EasyLog**

For nearly 20 years, EasyLog S.A. has been a leading provider of innovative customs management solutions in France. With a team of 10 experienced logistics and technical professionals, EasyLog provides advanced software solutions for customers ranging from small businesses to multinational companies including freight forwarders such as Acte International, DHL Global Forwarding, Nippon Express and DSV, as well as first party logistics customers such as Air France Industries, Sanofi and Salomon.

For more information about EasyLog, visit [www.easy-log.fr](http://www.easy-log.fr)

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<sup>3</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.

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