

30 May 2018

## WTC acquires US LTL TMS provider, SaaS Transportation

Global logistics solutions group, WiseTech Global, today announced the acquisition of SaaS Transportation, a specialist Less Than Truckload (LTL) transport management solution provider in the United States.

Florida based, SaaS Transportation provides LTL TMS to third party logistics companies and shippers and a specialist LTL freight rating engine with connections to LTL carriers including FedEx Freight, Con-way freight/XPO Logistics, Day & Ross Freight, Old Dominion Freight Line, UPS Freight and YRC Freight.

WiseTech Global Founder and CEO, Richard White, said “We welcome specialist LTL solution provider, SaaS Transportation, which has connections to over 70 US LTL carriers, valuable local market knowledge and US LTL road rate capabilities, to the WiseTech Global group. This transaction fits our adjacency acquisition strategy and will expand our road booking and road rates offering to our customer base.”

The purchase cost comprises ~\$2.1m upfront, with a further multi-year earn-out potential of up to ~\$1.7m related to business and product integration, and revenue performance<sup>1</sup>. With 2017 annual revenue of ~\$1.8m and ~\$0.5m contribution to EBITDA, this transaction, while of strategic value, is not material to the WiseTech Global group<sup>2</sup>. SaaS Transportation is expected to be consolidated into WiseTech Global accounts from July 2018.

Along with our recent acquisitions in France, Belgium, Ireland, Germany, Italy, Turkey, North America, Argentina, the Netherlands, Brazil, Uruguay, Taiwan and Australasia, this adjacency transaction is in line with our stated strategy of accelerating long-term organic growth through targeted, valuable acquisitions.

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<sup>1</sup> Approximate AUD equivalents to consideration amounts denominated in USD.

<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.

## 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>[1]</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 about WiseTech Global or CargoWise One, please visit [wisetechglobal.com](http://wisetechglobal.com)

## About SaaS Transportation Inc.

Founded in 2011, SaaS Transportation provides LTL and logistics transportation management solutions to third party logistics companies and shippers with integrated quoting, booking and tracking. SaaS Transportation also offers a specialist LTL freight rating engine with connections to LTL carriers including FedEx Freight, Con-way Freight/XPO Logistics, Day & Ross Freight, Old Dominion Freight Line, UPS Freight and YRC Freight.

With a team of five road transport and technical professionals, SaaS Transportation provides TMS to 3PLs, freight payment companies, shippers and carriers. Leading US 3PL customers include R2 Logistics, NFI, Redwood Logistics, Cardinal Logistics Management, Sunteck/TTS and Pepsi Logistics.

SaaS Transportation is a member the Transportation Intermediaries Association, Logistics & Transportation Association of North America and the SMC3 alliance, where Ken Pehanick serves on the Education Advisory Committee.

For more information about SaaS Transportation, visit [www.saastransportation.com](http://www.saastransportation.com)

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<sup>[1]</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.