

08 January 2020

## **WiseTech Global acquisition of leading logistics solutions provider in Switzerland, SISA Studio Informatica SA**

Global logistics solutions group, WiseTech Global, today announced the acquisition of SISA Studio Informatica SA (SISA), a leading customs and freight forwarding solutions provider in Switzerland.

Headquartered in Lugano, SISA is a Swiss market leader in providing customs and logistics solutions including customs clearance, freight forwarding and bonded warehouse management. SISA's customers include DHL Logistics (Schweiz), Fiege Logistik (Schweiz), FedEx, Post CH, Agility Logistics, F. Hoffmann-La Roche, and many other exporters, freight forwarders, and logistics service providers.

WiseTech Global Founder and CEO, Richard White, said "For over 40 years, SISA has accumulated a powerful breadth and depth of expertise across the customs and logistics landscape in Switzerland that will enhance our global customs and localisation capability, and further strengthen our solutions for logistics providers throughout Europe.

"With Switzerland the ninth largest economy by GDP in Europe, the third largest trading partner with the EU for exports of goods and the fourth largest trading partner with the EU for imports of goods<sup>1</sup>, bringing SISA into the WiseTech group now, consolidates our considerable geographic foothold in customs clearance and border compliance. Combined with our relentless investment in innovation and expansion of our CargoWise platform, together we will continue to provide solutions to our customers that will enable greater control over international compliance and achieve lower-risk cross-border execution in the changing European and global trade landscape."

For SISA, the net purchase price comprises ~\$15.5m upfront, with a further multi-year earn-out potential of up to ~\$8.9m, related to business and product integration, customs development and customer conversion<sup>2</sup>. While of strategic value, this transaction is not material to the WiseTech Global group, with SISA providing 2018 annual revenue of ~\$12.4m and EBITDA of ~\$500k<sup>3</sup>. SISA is expected to be consolidated into WiseTech Global accounts from February 2020.

Remaining under the leadership of Managing Director, Roland Schumacher, SISA's operations will be integrated within the WiseTech Global group and SISA will continue to deliver their customs and logistics solutions directly to their customers, along with CargoWise One over time.

This transaction follows WiseTech's other recent logistics solutions acquisitions in Argentina, Australasia, Belgium, Brazil, Canada, France, Germany, Ireland, Italy, the Netherlands, North America, Norway, South Korea, Spain, Sweden, Taiwan, Turkey, the UK and Uruguay, and is in line with WiseTech Global's clearly stated strategy of accelerating long-term organic growth through targeted, valuable geographic foothold and technology adjacency acquisitions.

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Authorised for release to ASX by David Rippon, Corporate Governance Executive and Company Secretary.

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<sup>1</sup> [Statistics Times](#), List of European countries by GDP (nominal) (2018); [Eurostat](#) (2018)

<sup>2</sup> Approximate AUD equivalents to consideration amounts denominated in CHF.

<sup>3</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 12,000 of the world's logistics companies across 150+ countries, including 43 of the top 50 global third-party logistics providers and 25 of the 25 largest global freight forwarders worldwide<sup>4</sup>. Our flagship platform, CargoWise One, forms an integral link in the global supply chain and executes over 50 billion data transactions annually. At WiseTech, we are relentless about innovation, adding ~3,500 product enhancements to our global CargoWise 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.

The WiseTech Global group includes CargoWise One, ABM Data Systems, ACO Informatica, BorderWise, Bysoft, Cargoguide, CargoIT, CargoSphere, CMS Transport Systems, Containerchain, CustomsMatters, DataFreight, Depot Systems, EasyLog, Fenix, Forward, Intris, LSP Solutions, Microlistics, Multi Consult, Pierbridge, Prolink, Ready Korea, SaaS Transportation, SmartFreight, Softcargo, Softship, Systema, Taric, Trinium Technologies, Ulukom, Xware, zsoft, and znet Group.

For more information about WiseTech Global or CargoWise One, please visit [www.wisetechglobal.com](http://www.wisetechglobal.com)

### **About SISA Studio Informatica SA**

Founded in Lugano, Switzerland in 1972, and employing over 50 people, SISA Studio Informatica SA (SISA) is a leading provider of software for Swiss customs clearance and freight forwarding companies. SISA has more than 250 customers across logistics, industry and international trade, including DHL Logistics (Schweiz) AG, Fiege Logistik (Schweiz) AG, FedEx, Post CH AG, Agility Logistics AG, and F. Hoffmann-La Roche AG.

For more information on SISA visit <https://www.sisa.ch>

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<sup>4</sup> Armstrong & Associates: Top 50 Global Third-Party Logistics Providers List, ranked by 2017 logistics gross revenue/turnover. Armstrong & Associates: Top 25 Global Freight Forwarders List, ranked by 2017 logistics gross revenue/turnover and freight forwarding volumes.