



Annual Meeting of Shareholders

14 September 2022



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Chair's welcome



Alasdair
MacLeod

TradeWindow's Board



Alasdair
MacLeod



AJ Smith



Diana
Puketapu



Kerry Friend



Phil Norman

Order of Meeting

- Chair's Address
- Chief Executive's address
- Shareholder questions
- Resolutions

Chair's address



Alasdair
MacLeod

Our strategy



Our vision

End-to-end connectivity across global supply chains



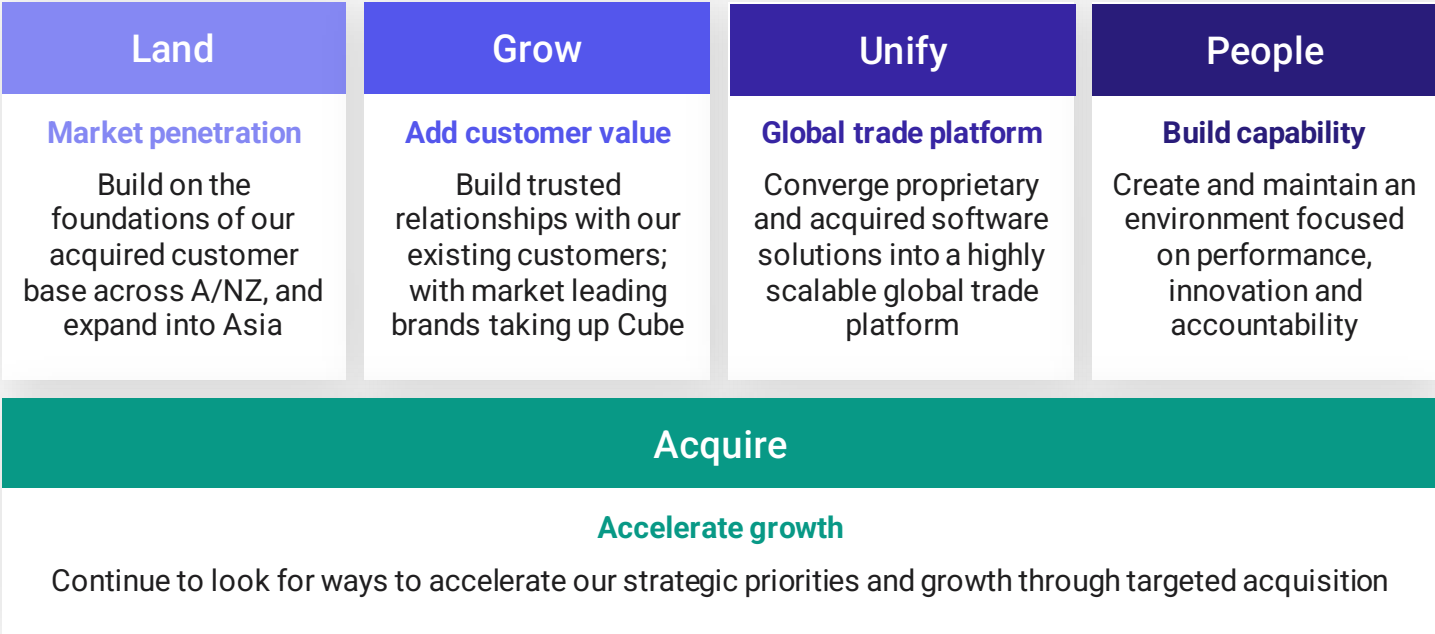
Our mission

To make global supply chains more productive, connected and visible

Strategic summary

Trusted digital trade facilitation delivered through a global trade platform that connects our customers with their supply chain ecosystem

Our strategic priorities



Financial summary FY22

Strong organic growth, accelerated with targeted acquisitions

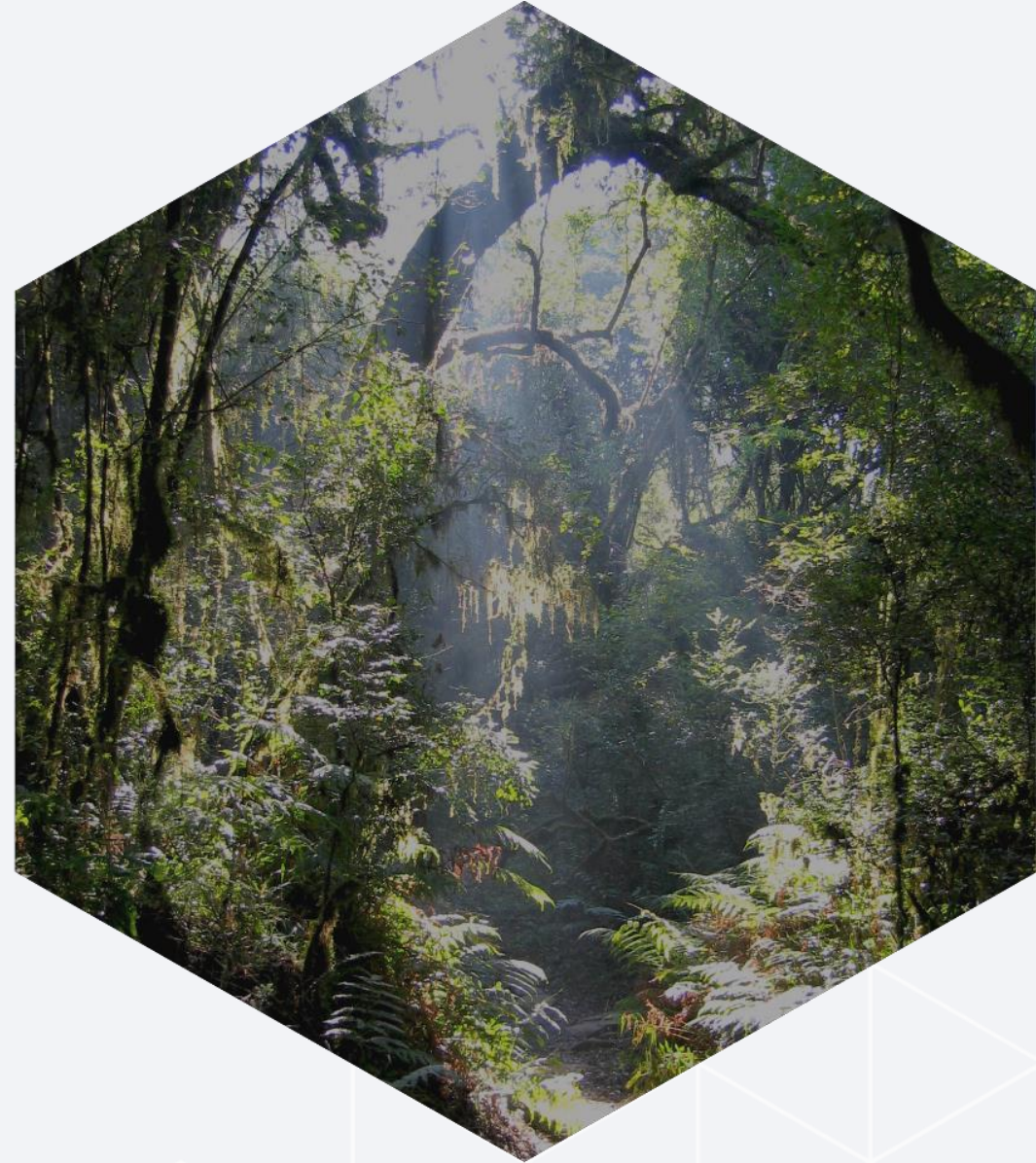
	FY22	FY21	% Change
Revenue			
Trading revenue	\$3.9m	\$1.6m	136%
Other income	\$1m	\$0.7m	42%
Total income	\$4.9m	\$2.3m	108%
Costs			
Total expenses	\$14.4m	\$8.2m	76%
Profit (Loss)			
EBITDA ¹	(\$9.5m)	(\$5.9m)	63%
Net profit (loss) after tax	(\$10.8m)	(\$6.6m)	64%
Cash position			
Cash and cash equivalents	\$5.9m	\$1.4m	320%

¹Earnings before interest, tax, depreciation & amortisation



Environmental, social and governance

- Focused on embedding sustainability into business.
- Commitment extends to low environmental impact, open, inclusive and supportive workplace, making a positive contribution to communities, and high standards of ethical behaviour, governance and compliance.
- Experienced Board in place with three independent directors.
- Board focus on supporting management and the company in monetising existing products and developing and commercialising a global trade platform.



CEO's address

Business highlights FY22

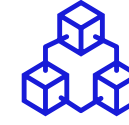
We're making solid progress on executing our business strategy

- **Organic growth** has primarily been driven by Prodoc sales in New Zealand
- **Providing new solutions** to existing customers is proving an effective way to grow revenue, alongside targeted acquisitions
 - Cube for exporters
 - FreightLegend for Freight Forwarders (with customers onboarded from April 2022)
- **Product enhancements and integrations** build value and create stickiness among users
- **Established organisational capabilities** to scale up
- **Completed three acquisitions** diversifying customer base and building capabilities



Customers

- 20 new customers in A/NZ
- 16 mid-market and enterprise customers now on Cube



Product

- Cube launched
- 348 product enhancements
- Multiple key ecosystem integrations¹



Organisation

- Listed on the NZX
- Established governance framework
- Increased expertise

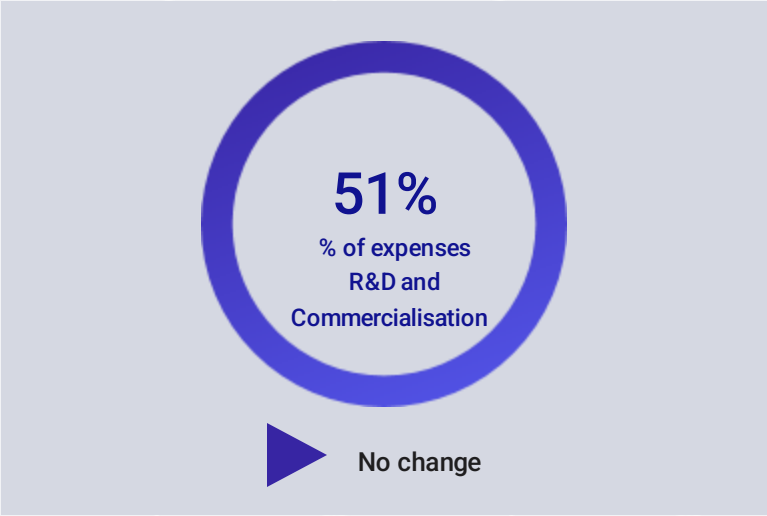
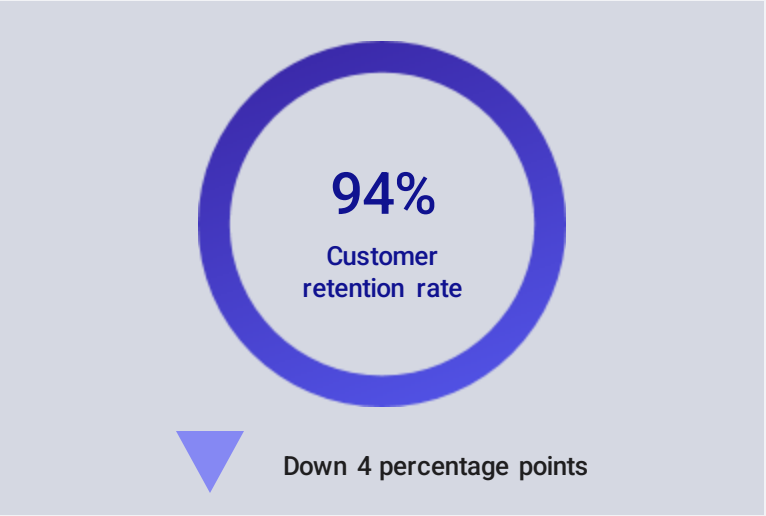
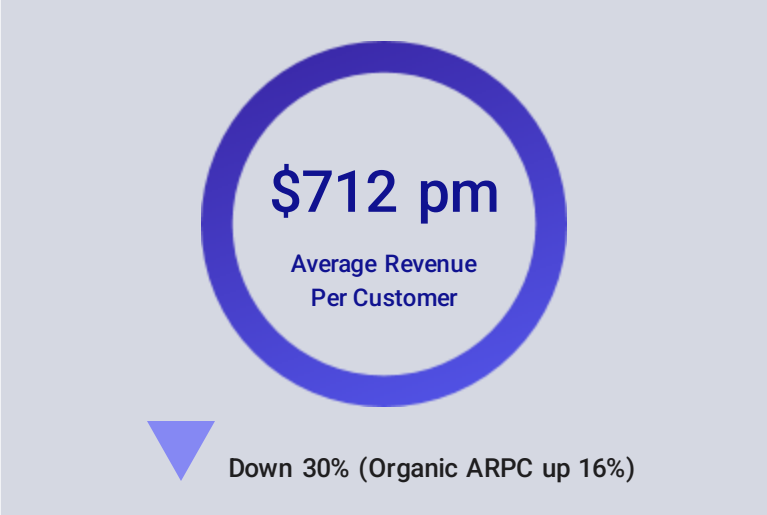


Acquisitions

- Freight (formerly Cyberfreight)
- SpeEDI Solutions
- FreightLegend

¹ Including Vero insurance, INTTRA Bookings, INTTRA Schedules, CargoSmart – Schedules, Trade-Van.

Key performance indicators FY2022



Note, all comparisons are against FY21 unless otherwise indicated.

Acquisition strategy

TradeWindow has completed five acquisitions to date and has developed an integration playbook to realise value from each deal

01

Stabilise

- Management control of operations.
- Bring acquired employees into the TradeWindow culture.
- Recontract customers to align commercial standards to be consistent with TradeWindow's business.

0 to 6 months

02

Develop

- Fully integrate acquired products with Cube.
- Innovate and expand the platform.
- Upgrade the functionality of acquired product.
- Align processes to be consistent with TradeWindow's business.
- Leverage operational efficiencies.

6 to 18 months

03

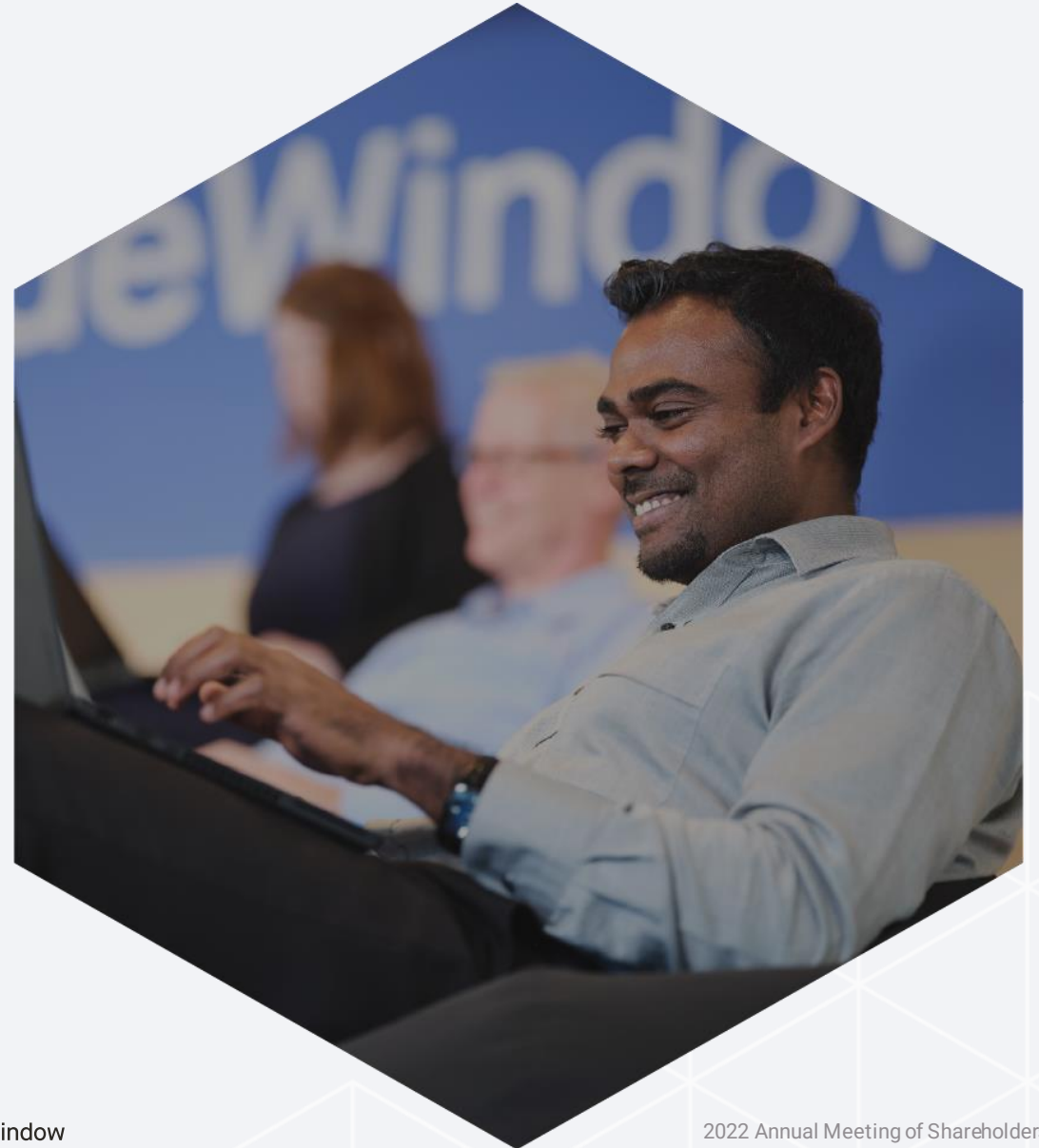
Grow

- Organically grow the customer base of the acquired business by plugging in TradeWindow's sales capability.
- Expand usage over time through cross-selling additional TradeWindow solutions.
- End-of-life older product versions within acquired customer base.

12 to 24 months

People

- Talented, committed team focused on growth in New Zealand, Australia and Asia
- Additional human resource and financial capability in place to ensure we have the right organisational capability for scale.
- Continue to build strong technology, product and sales capability.
- Appointed senior leadership in Australia to drive market penetration.



Outlook

Alasdair MacLeod

TradeWindow well positioned for digital transformation of trade

- TradeWindow is well positioned to take advantage of global trends driving digital transformation in trade.
- We have a clear strategy for FY23 and beyond with particular focus on continued revenue growth in New Zealand and Australia, alongside the building of a global trade platform.
- We maintain guidance for the FY23 year for trading revenue to be within a range of \$5.5 million to \$7.0 million, and total income of \$6.0 million to \$7.5 million, excluding Rfider acquisition.
- Our guidance for FY23 remains subject to ongoing geopolitical and environmental uncertainty including the impact of ongoing supply chain challenges, and the timing of customer decisions and implementation of Cube and other solutions.



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