

Investor Presentation

Nasdaq: CRGO



November 2023

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Disclaimer

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The global freight booking and payment platform - highlights

“The Booking.com of international freight”

Market size 2026E ¹

\$1.6T

15K

Importers, exporters,
forwarders and carriers

2023E #Transactions

~ 1 million

#Transactions 3yr CAGR

208%

Gross Margin (non-IFRS)*

69% Q3 23

S&M expenses of GBV

2% 2022

Tier-1 Users

 BRITISH AIRWAYS

 MAERSK

 QATAR AIRWAYS CARGO

 CARGO



Lufthansa

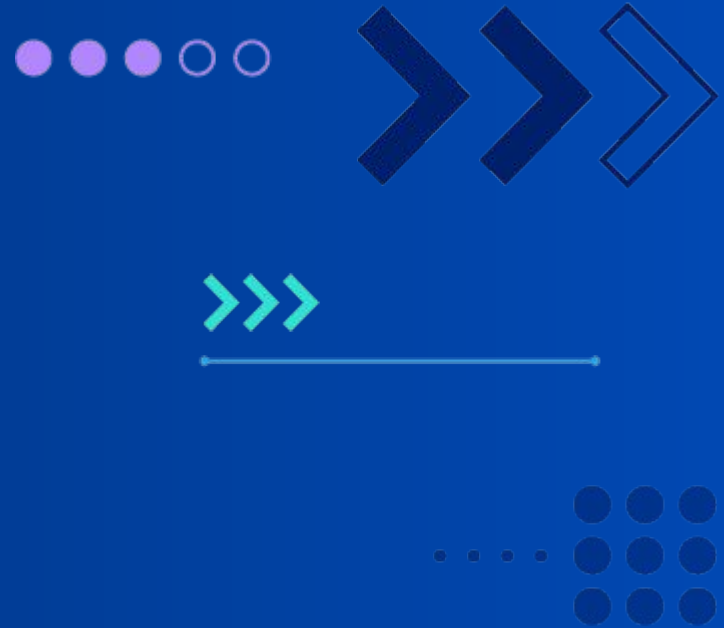
 FedEx

 NIPPON EXPRESS



Electrolux

The Market and the Opportunity

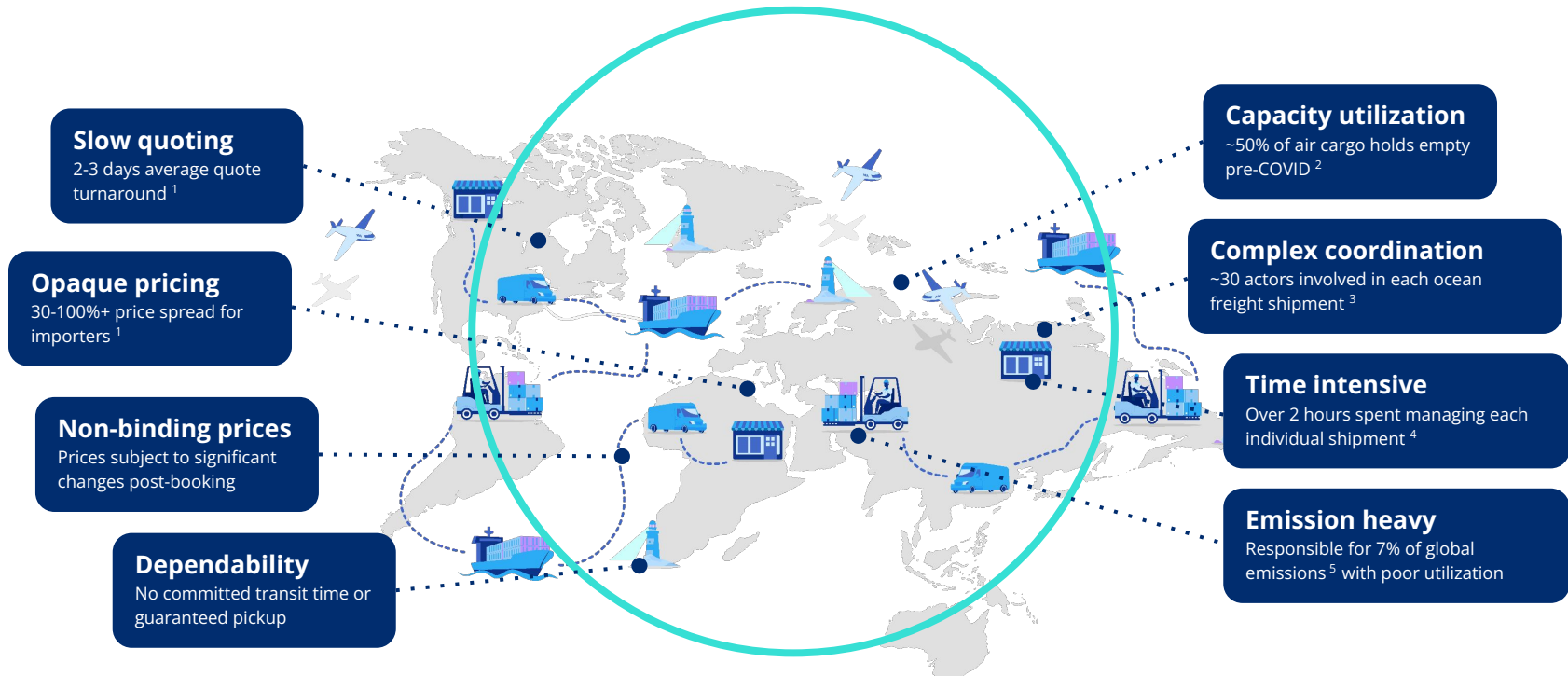


International Freight one of last remaining **offline** industries

Layers of intermediaries communicating manually

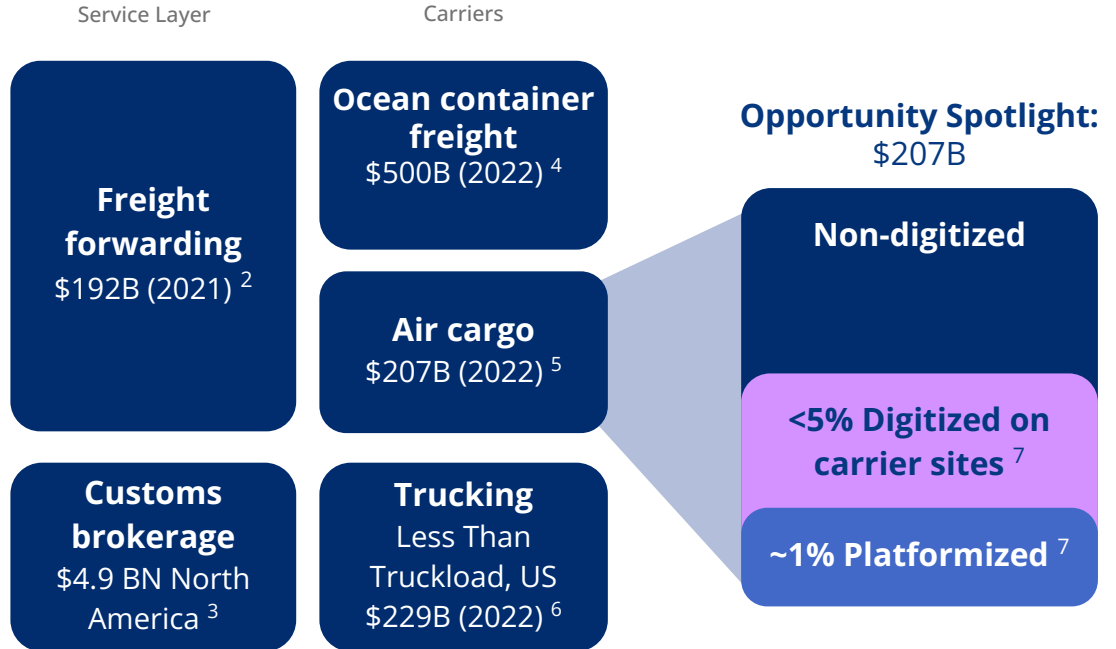


...Resulting in extra cost, delay, unpredictability, inflexibility and emissions for every single import/export

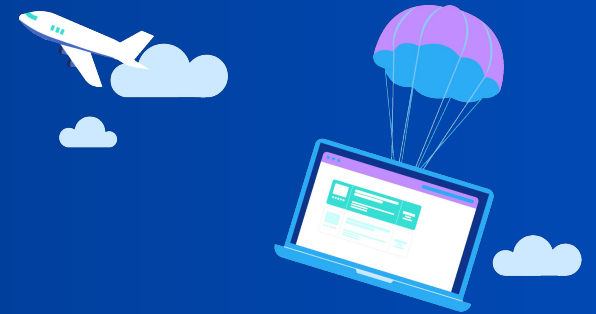


The international freight market is massive

\$1.6T
Global freight
industry by 2026¹



Platform businesses unlock massive value.



Siloed Digitalization

Single Company Digitization

Platformification

Vendor-neutral connectivity

B2C

1995-2010 (eg Zappos)



Booking.com



UBER 

Domestic B2B

2010-2020 (eg Dell)



 Magento
An Adobe Company

amazon business

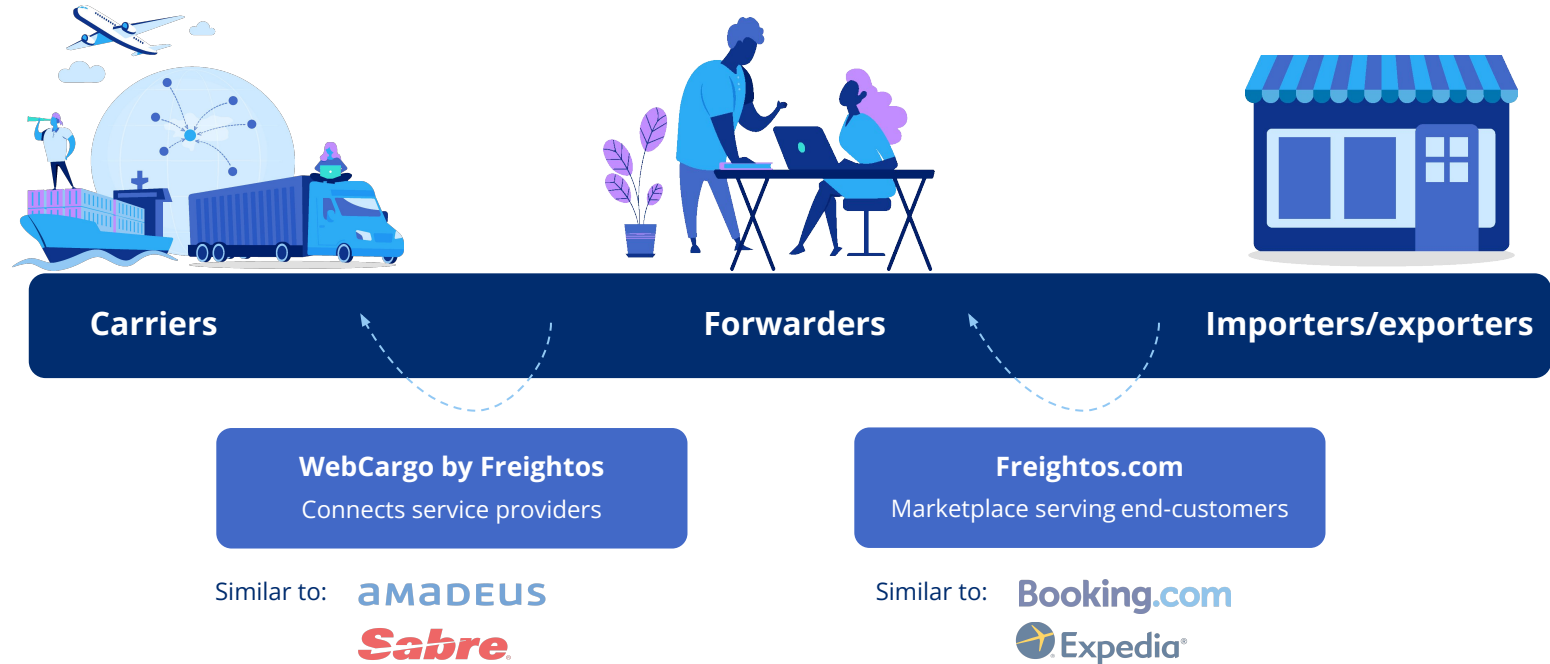
SAP Ariba

Global B2B

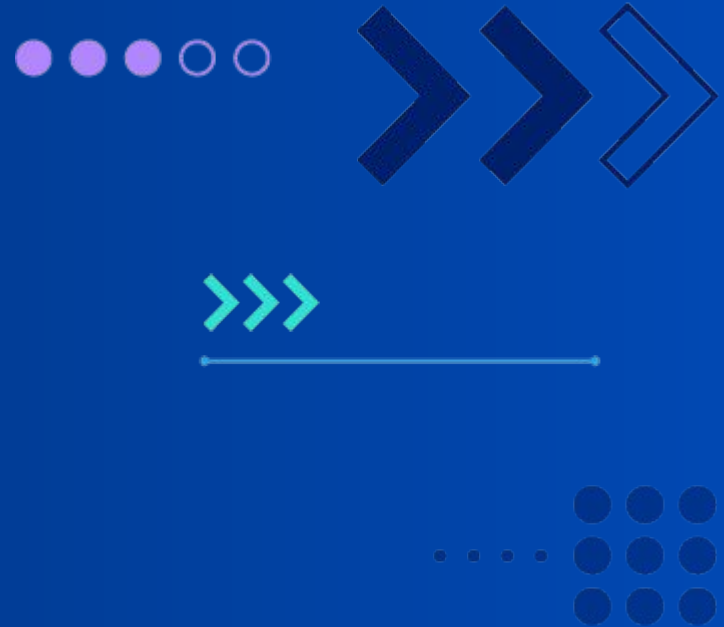
2020 - Now (eg K+N, Flexport)



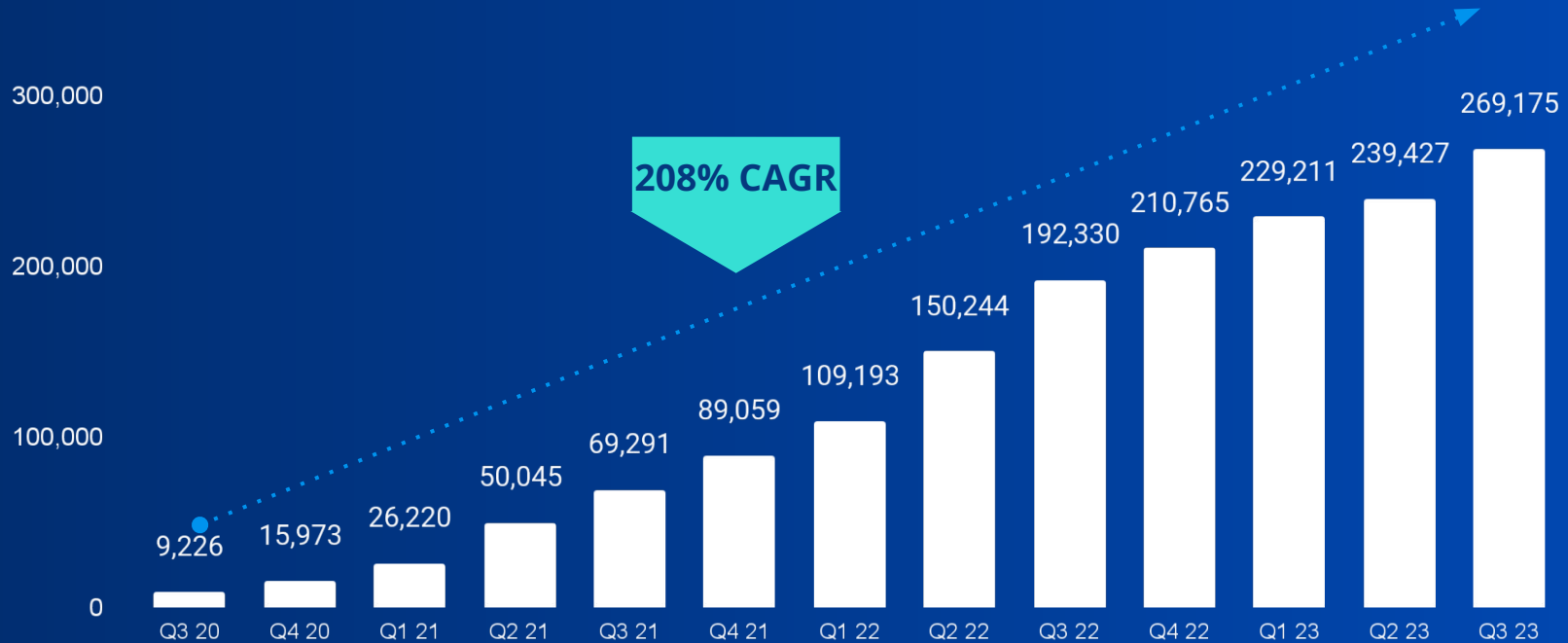
Freightos: The end-to-end vendor-neutral freight booking platform supporting efficient and agile supply chains



Product Portfolio and Industry Traction



Strong consistent transactions growth reflects marketplace network effect



WebCargo: Increasing capacity utilization and booking efficiency for carriers and forwarders

Direct capacity access

Quote Management

Dynamic quoting

All-in pricing

The screenshot shows the WebCargo eBooking interface. At the top, there's a navigation bar with 'New eBooking', 'Home', 'Air', 'My eBookings', 'Tools', 'Global', and 'Settings'. The user is logged in as 'Eytan Corporate'. The search parameters are: MADRID, SPAIN to NEW YORK, UNITED STATES, Departure Date Feb 21, 2023, Goods type General Cargo, Load 2 Units, Total shipment 0.01 CBM, 40 KG, and Estimated average CO2e 176.4 Kg. The interface shows a grid of results for various carriers (EL AL, Lufthansa Cargo, Emirates, KLM, Air France) and dates (Tue 21 FEB, Wed 22 FEB, Thu 23 FEB, Fri 24 FEB, Sat 25 FEB, Sun 26 FEB). Each cell in the grid shows the carrier logo, route (e.g., MAD → TLV → JFK), flight times, and pricing (e.g., 1.25 £/kg). Filter buttons at the top include 'Matrix', 'Classic', 'Departure date', 'Airline best price', 'Rate/kg', 'Total', 'Both', 'Euro', 'Airline', 'Service', 'Itinerary', 'Aircraft', 'Surcharges', and 'Range'. A 'Quote Management' label points to the top right area, and a 'Dynamic quoting' label points to the grid cells.

Sample Data

WebCargo Overview
 Real-time comparison, booking and management of global freight for importers and exporters with a private marketplace option for multinational organizations

Freightos.com: Delivering importer/exporter efficiency and agility

Real time pricing, CO₂ and transit time

Carrier specific actual capacity

The screenshot shows the Freightos search results page. At the top, there are tabs for Search, Recommended Services, Results, Booking, and Verification. Below these, the search criteria are displayed: Origin (Port/Airport | CNING), Destination (Fulfillment Center | #DPX1), Load (1 Box/Crate | 0.71 CBM, 5 KG), and Goods (\$1,234 | Within two weeks). The main section is titled "8 Top Quotes (34 in total)" and features a "Best Value" filter set to "30-21 days • \$2,477". Below this, there are filters for Modes, Booking type, Expiry Date, Price, and Seller. Two quotes are visible: one from Seabay International Freight Forwarding Ltd. for \$22,491 and one from Shining Ocean for \$20,234. Each quote includes estimated transit time, route, and departure/arrival dates.

Unified tracking

Documentation and communication management

The screenshot shows the Freightos Overview page. At the top, there is a "Find a Quote" search bar and navigation icons. Below this is a world map with a blue overlay indicating shipping routes. At the bottom, there is a table with shipment tracking information.

SHIPMENT NAME	STATUS	GOODS READY	RECEIVE GOODS
#S21091200645	Booking Placed	September 13 2021	-
#S200311005111	Goods Received	March 12 2020	July 8 2020
#S200219000923	Transport Booked	February 12 2020	October 13 2020 (est.)

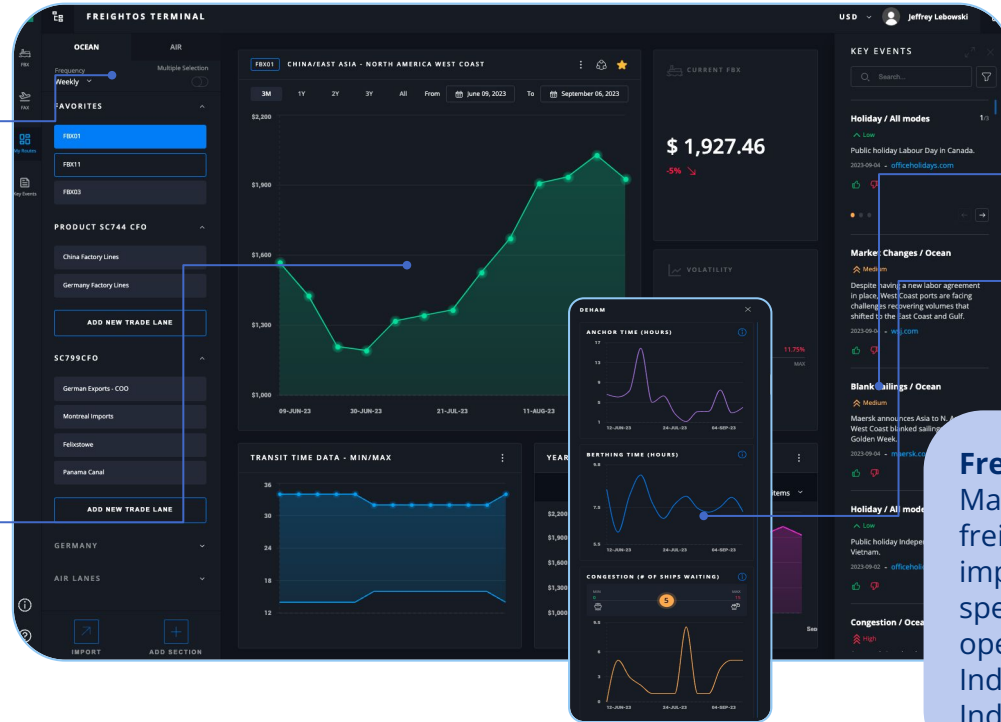
Freightos.com Overview
Real-time pricing and booking between forwarders and carriers
Used by 10k forwarding offices
Real-time integration with 35+ carriers

Freightos Data: Real-time market intelligence for improved freight decision making

Broad trade lane data. Also available for index-linking and hedging.

CME Group
SGX

Lane-specific real-time pricing and statistics



Curated feed of market-moving events

In-depth transit time and congestion reports

Freightos Terminal
Market intelligence portal for global freight pricing and transit time, improving negotiations, enabling spend control, and improving operations. Includes air (Freightos Air Index) and ocean (Freightos Baltic Index) indices

Freightos platform has gained significant industry traction

Carriers

Airlines representing 50%+ of air cargo capacity
Ocean liners just starting



Freight Forwarders

3,500+ forwarders
19/20 top forwarders
Adding forwarders daily



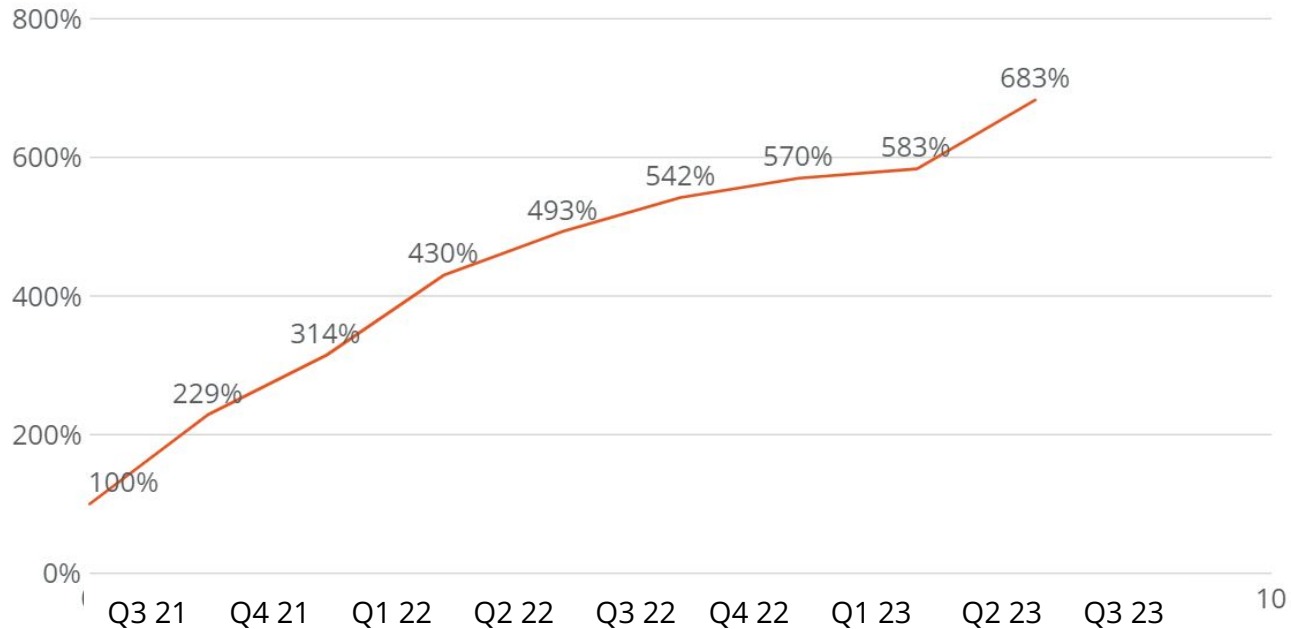
Importers /Exporters

13,000+ cumulative SMB importers and exporters and our first enterprises

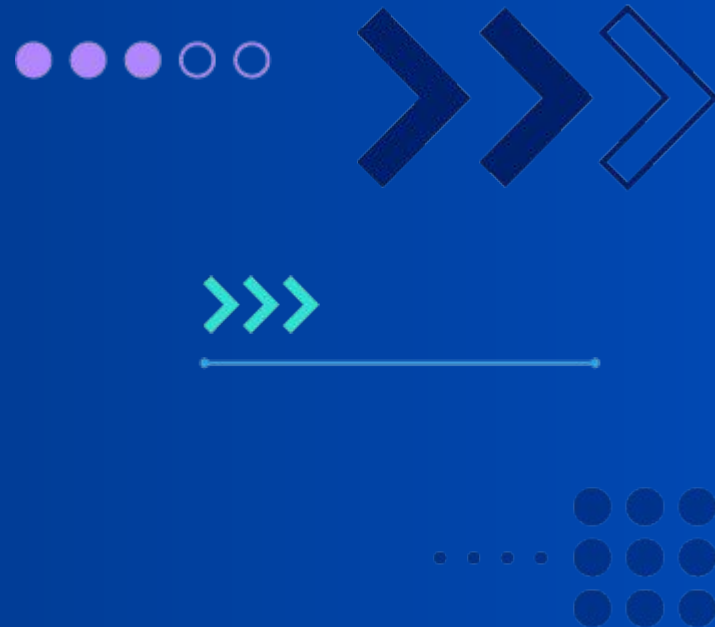


Airline eBooking growth shows high retention of customers and net transaction growth

Total #Transactions of Q3 2021 forwarder cohort as % of bookings placed in first quarter



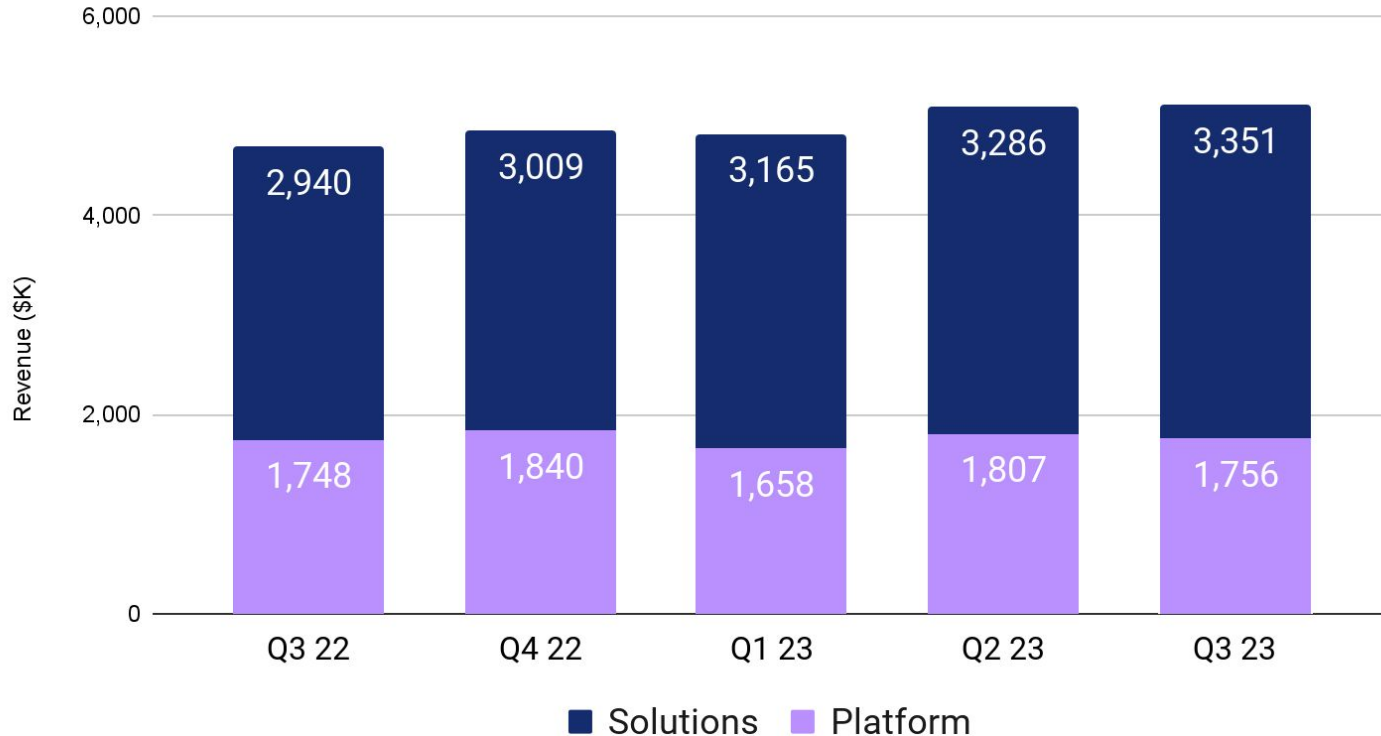
Financial Overview



Platform traction flywheel: buyers-bring-sellers-bring-buyers

KPIs	Q3 21PF	Q4 21PF	Q1 22PF	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23
#Transactions	76,141	96,863	114,846	150,244	192,330	210,765	229,211	239,427	269,175
\$GBV (\$k)	\$84,038	\$112,584	\$126,225	\$155,343	\$159,230	\$169,967	\$168,701	\$154,809	\$160,658
Unique Buyer Users	10,053	11,412	12,601	14,936	14,938	15,646	16,226	16,438	17,312
Carriers	28	28	31	31	32	35	37	37	39

Monetizing the network value: SaaS-enabled marketplace flywheel

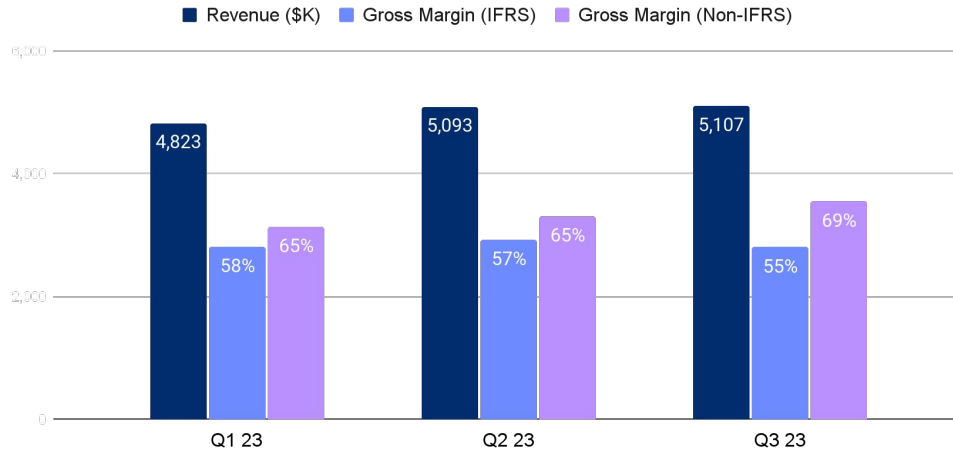


Solutions revenue is primarily recurring subscriptions for SaaS or data

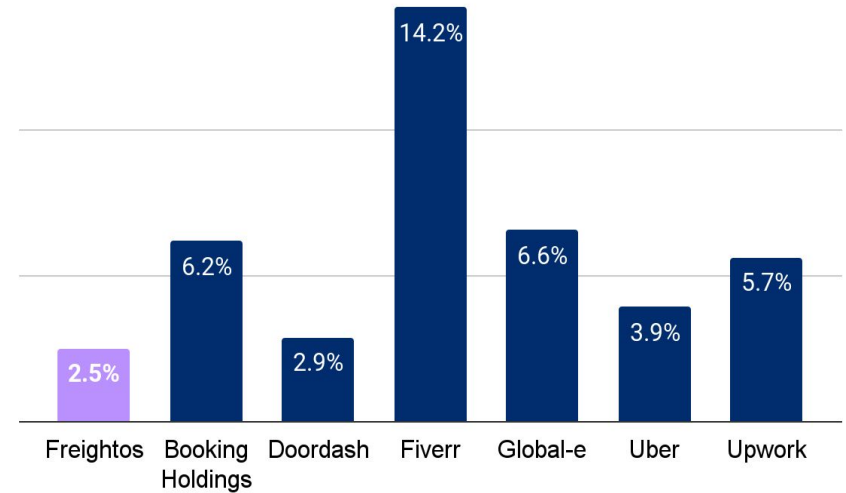
Platform revenue = fees associated with specific freight-service transactions booked between Buyers and Sellers on our Platform

Highly capital-efficient growth

Gross Margin Evolution

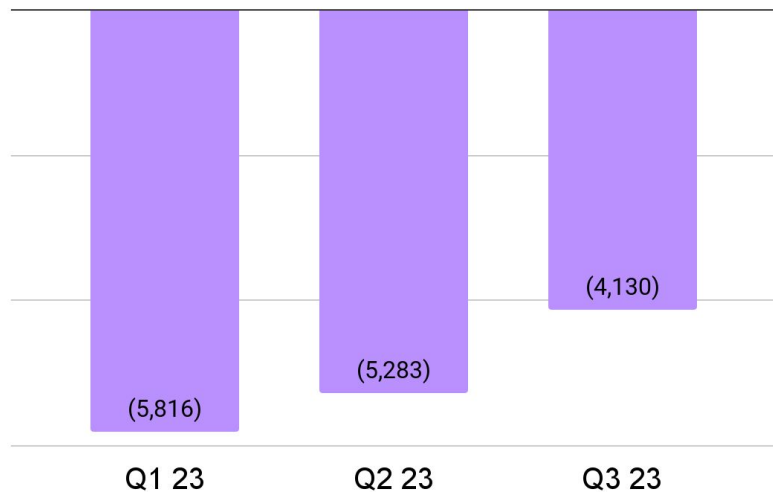


Sales & Marketing expenses as % of GBV LTM Sep-23

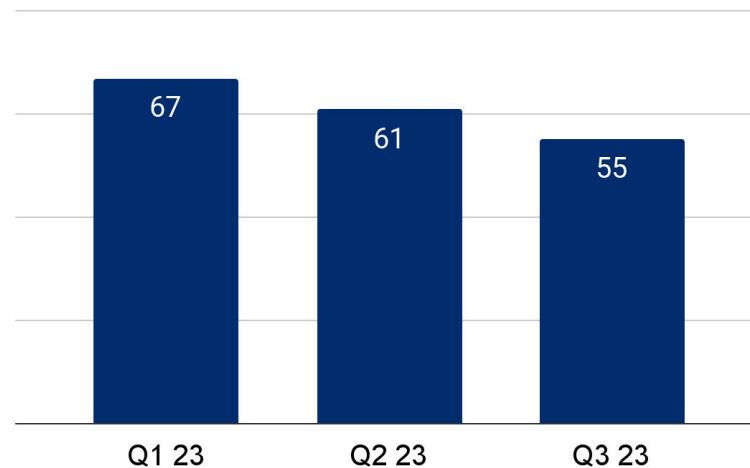


On track to profitability with cash at hand

Adjusted EBITDA (\$K)



Cash, ST Deposits and Investments (\$M)




Guidance for Q4 and FY 2023

As given on 21 November 2023

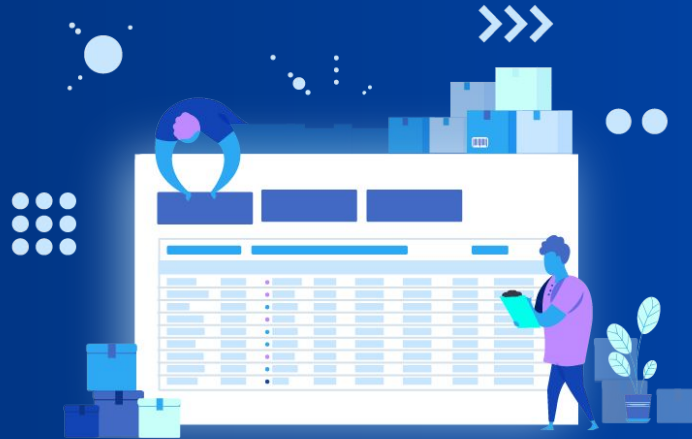
	Management Expectations as of November 2023	
	Q4 2023	FY 2023
# Transactions	273,000 - 284,000	1,010,500 - 1,021,500
<i>Year over Year Growth</i>	30% - 35%	51% - 53%
GBV (M)	\$ 163.5 - \$ 175.0	\$ 647.5 - \$ 659.0
<i>Year over Year Growth</i>	(4)% - 3%	6% - 8%
Revenue (M)	\$ 5.1 - \$ 5.3	\$ 20.1 - \$ 20.3
<i>Year over Year Growth</i>	4% - 10%	5% - 7%
Adjusted EBITDA (M)	\$ (4.7) - \$ (4.4)	\$ (19.9) - \$ (19.6)

Capital structure as of 31 October 2023

	Shares
Total Company Shares Outstanding	47.7M
Including Strategic Shareholders	
Freightos ESOP Allocated	6.0M
Public Warrants (CRGOW) @ \$11.5	14.9M

Making global trade frictionless.

Huge TAM | Fully Funded | Sustainable, Capital-Efficient Growth
Strong Network Effects | Dominant Industry Platform



freightos.com/investors | Nasdaq:CRGO

Thanks!

Learn more at
freightos.com/investors



Appendix

Supplementary materials



Summary financials Q3 YTD 2023

	Q1 23	Q2 23	Q3 23
(\$K)	(unaudited)		
Revenue	\$4,823	\$5,093	\$5,107
Cost of revenue	<u>2,013</u>	<u>2,175</u>	<u>2,305</u>
Gross profit	2,810	2,918	2,802
Operating expenses:			
Research and development	2,997	3,017	2,992
Selling and marketing	3,620	3,461	3,944
General and administrative	3,733	2,346	4,274
Reorganization	-	-	884
Transaction-related costs	3,703	-	-
Share listing expense (1)	46,717	-	-
Total operating expenses	<u>60,770</u>	<u>8,824</u>	<u>12,094</u>
Operating loss	-\$57,960	-\$5,906	-\$9,292

Summary financials - reconciliation

	Q1 23	Q2 23	Q3 23
(\$K)	(unaudited)		
IFRS Operating loss	-\$57,960	-\$5,906	-\$9,292
Add:			
Share-based compensation	582	546	3,375
Depreciation & Amortization	643	719	719
Share listing expense	46,717	-	-
Non-recurring expenses	499	-	-
Transaction-related costs	3,703	-	-
Changes in the fair value of contingent consideration	-	-642	-
Reorganization	-	-	884
Operating expense settled by issuance of shares	-	-	184
Adjusted EBITDA	-\$5,816	-\$5,283	-\$4,130
Adjusted EBITDA margins	-121%	-104%	-81%

Summary financials - reconciliation

	Q1 23	Q2 23	Q3 23
(\$K)	(unaudited)		
IFRS gross profit	\$2,810	\$2,918	\$2,802
Add:			
Share-based compensation	82	77	432
Depreciation & Amortization	242	314	315
Non-IFRS gross profit	\$3,134	\$3,309	\$3,549
IFRS gross margin	58%	57%	55%
Non-IFRS gross margin	65%	65%	69%

Summary financials FY 2020-2022

	Year Ended December 31,		
(\$K)	2020	2021	2022
Revenue	\$8,509	\$11,117	\$19,085
Gross Profit	4,236	6,521	11,226
Gross Margin	49.8%	58.7%	58.8%
R&D Expenses	6,910	7,822	10,217
S&M Expenses	5,807	8,774	12,749
G&A Expenses	4,562	6,273	9,645
Reorganization	891	-	-
Transaction-related costs	-	-	2,887
Total Operating Expenses	<u>18,170</u>	<u>22,869</u>	<u>35,498</u>
Operating loss	(13,934)	(16,348)	(24,272)

Summary financials - reconciliation

	Year Ended December 31,		
(\$K)	2020	2021	2022
IFRS gross profit	\$4,236	\$6,521	\$11,226
Add:			
Share-based compensation	95	97	290
Depreciation & Amortization	164	107	920
Non-IFRS gross profit	\$4,495	\$6,725	\$12,436
IFRS gross margin	50%	59%	59%
Non-IFRS gross margin	53%	60%	65%

Summary financials - reconciliation

	Year Ended December 31,		
(\$K)	2020	2021	2022
IFRS operating loss	(\$13,934)	(\$16,348)	(\$24,272)
Add:			
Share-based compensation	822	935	1,906
Depreciation & Amortization	1,271	1,098	2,413
Reorganization expenses	891	-	-
Changes in the fair value of contingent consideration	-	-	(935)
Operating expense settled by issuance of shares	-	1,952	2,621
Redomicile costs	-	-	734
Transaction-related costs	-	-	2,887
Adjusted EBITDA	(\$10,950)	(\$12,363)	(\$14,646)
Adjusted EBITDA margins	-129%	-111%	-77%

Glossary

Platform Volume KPIs	Description
#Transactions (PF)	Transactional bookings for freight and related services placed by Buyers across Freightos Platforms (WebCargo, Freightos.com, ClearIt) with third party sellers or with Clearit ("Sellers"), minus canceled transactions. Includes transactions conducted prior to acquisitions.
#Buyer users	Number of unique people (counted by unique login email) at Buyers who have placed booking Transactions.
#Carriers	Number of unique air and ocean carriers who have been the Sellers of Transactions. For airlines we count booking carrier based on airway bill prefix. Number of operating airlines is higher. Includes LCL consolidators as carriers. (May exclude carriers with <5 bookings)
Proforma (PF)	Including estimated results from companies that were subsequently acquired by Freightos
Platform Financial KPIs	Description
Gross Booking Value (GBV)	Total value of Transactions, i.e. monetary value of freight and related services contracted between Buyers and Sellers on the Platform, plus related fees charged to Buyers and Seller, and pass through payments such as duties. Converted to US\$ at time of transaction. Similar to what others call GMV or GSV. This is the key Freightos Platform KPI, indicating the scale of our Platform and the opportunities we have to generate Platform revenue.
Take Rate	The quotient of net platform revenue divided by GBV,
General financial	Description
Platform Revenue	fees charged to buyers and sellers in relation to transactions executed on the Freightos platform. For bookings conducted by importers/exporters, our fees are typically structured as a percentage of booking value, depending on the mode and nature of the service. When freight forwarders book with carriers, the sellers often pay a pre-negotiated flat fee per transaction. When sellers transact with a buyer who is a new customer to the seller, we may charge a percentage of the booking value as a fee.
Solutions Revenue	primarily subscription-based SaaS and data. It is typically priced per user or per site, per time period, with larger customers such as multinational freight forwarders often negotiating flat all-inclusive subscriptions. Revenue from our Solutions segment includes certain non-recurring revenue from services ancillary to our SaaS products, such as engineering, customization, configuration and go-live fees, and data services for digitizing offline data.
Adjusted EBITDA	Adjusted EBITDA represents net loss before income taxes, finance income, finance expense, share-based payment expense, depreciation and amortization, changes in the fair value of contingent consideration, redomicile costs, share listing expense, change in fair value of warrants, transaction-related costs, non-recurring expenses associated with the business combination with Geshar I Acquisition Corp reorganization expenses and operating expense settled by issuance of shares.