



Investor Presentation

Nasdaq: CRGO

September 2023



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Highlights

The global freight booking and payment platform

Market size 2026E ¹

\$1.6T

15K

Importers, exporters,
forwarders and carriers

2023E #Transactions

~ 1 million

#Transactions 3yr CAGR

272%

Gross Margin (non-IFRS)*

65% Q2 23

S&M expenses of GBV

2% 2022

Tier-1 Users



CARGO



Lufthansa



Electrolux



The Market and the Opportunity

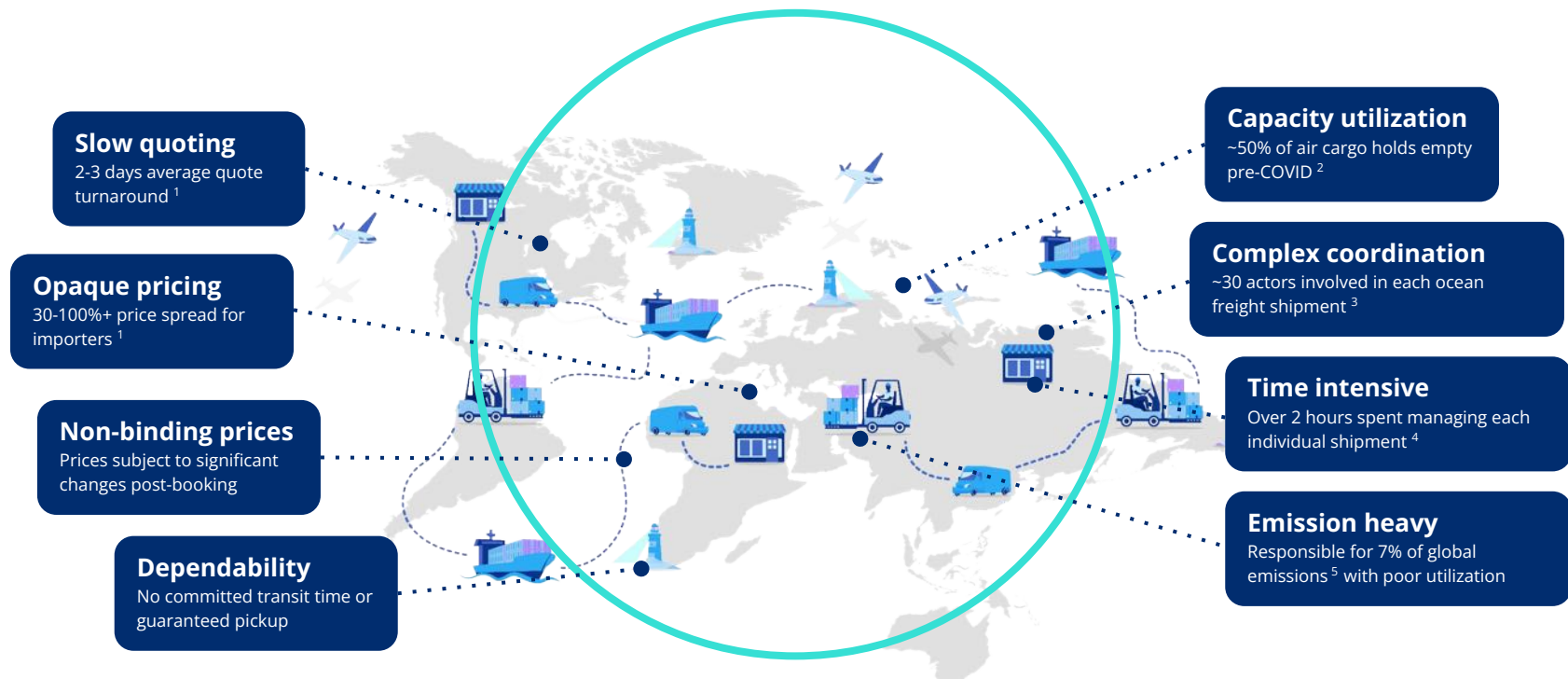


International Freight one of last remaining **offline** industries

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

Service Layer

Freight forwarding
\$192B (2021)²

Customs brokerage
\$4.9 BN North America³

Carriers

Ocean container freight
\$500B (2022)⁴

Air cargo
\$207B (2022)⁵

Trucking
Less Than Truckload, US
\$229B (2022)⁶

Opportunity Spotlight:
\$207B

Non-digitized

<5% Digitized on carrier sites⁷

~1% Platformized⁷

Platform businesses unlock massive value.

Siloed Digitalization ➡

Single Company Digitization

B2C

1995-2010 (eg CD Baby)



Domestic B2B

2010-2020 (eg Dell)



Global B2B

2020 - Now (eg K+N, Flexport)



Platformification

Vendor-neutral connectivity

Booking.com



UBER



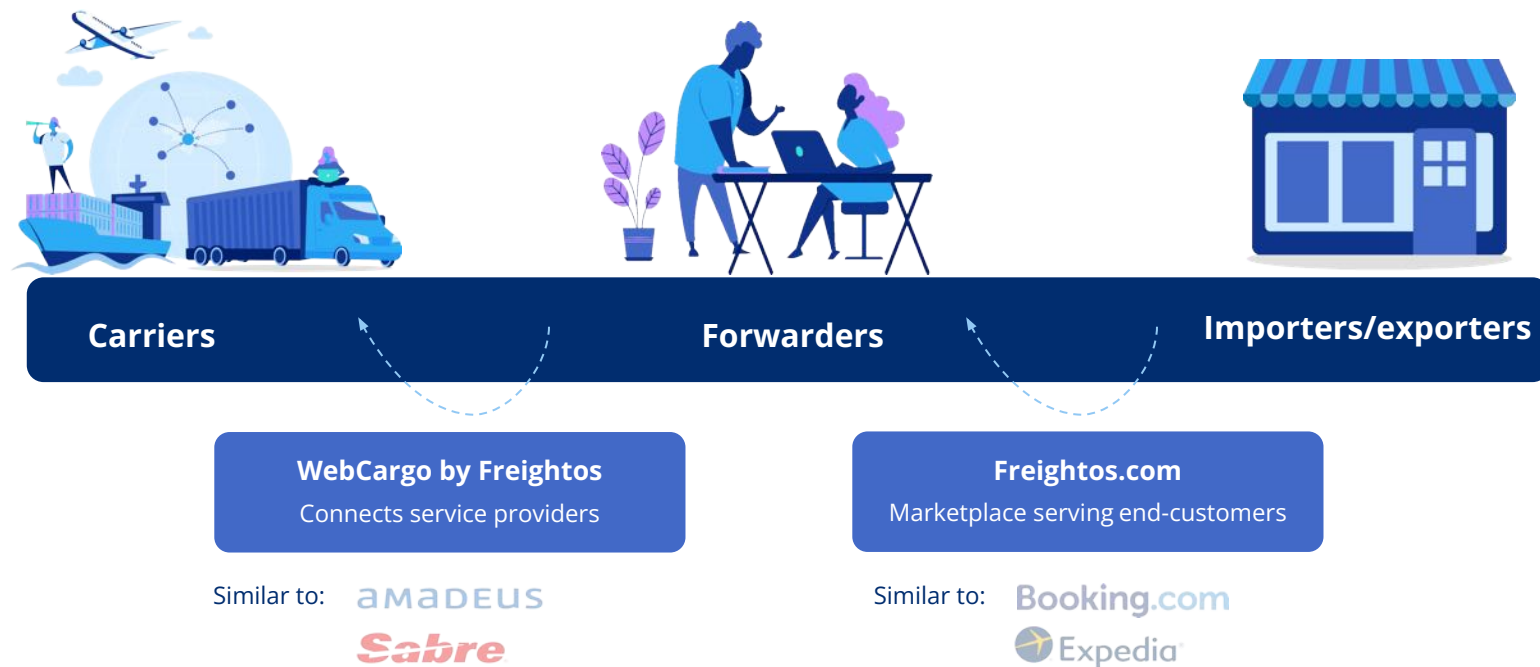
Magento
An Adobe Company

amazon business

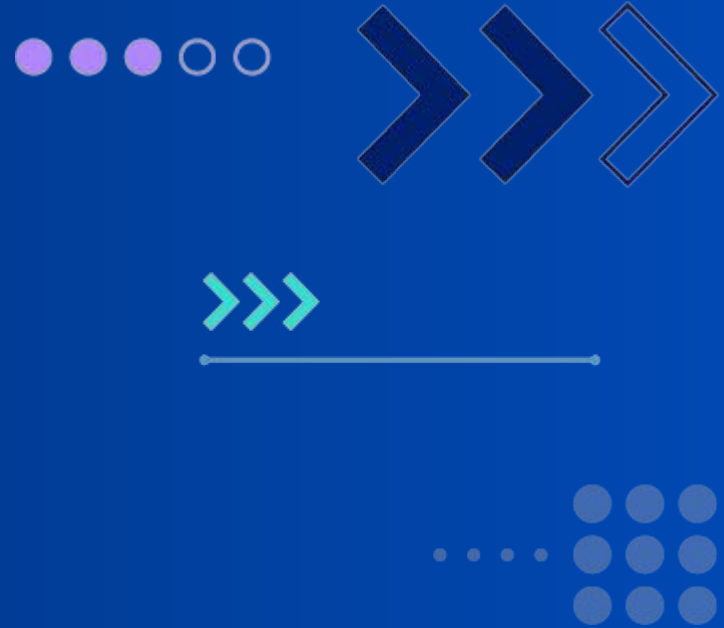
SAP Ariba



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



Product Portfolio and Industry Traction



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

Direct capacity access

Quote Management

Dynamic quoting

All-in pricing

The screenshot displays the WebCargo 'New eBooking' interface. At the top, search parameters are set: 'MADRID, SPAIN -> NEW YORK, UNITED STATES', 'Departure Date: Feb 21, 2023', 'Goods type: General Cargo', 'Load: 2 Units', and 'Total shipment: 0.01 CBM, 40 KG'. An 'Estimated average CO2e 1764 kg' is shown. Below the search bar, tabs for 'Matrix', 'Classic', and 'Departure date | Airline best price' are visible. The main content area shows 'Showing the 21 cheapest rates' and a grid of flight options. The grid is organized by carrier (EL AL, Lufthansa Cargo, Emirates, KLM, Air France) and date (Feb 21 to Feb 26). Each cell in the grid displays the route (e.g., MAD -> TLV -> JFK), flight times, and the rate in €/kg. For example, Lufthansa Cargo offers a rate of 1.25 €/kg for MAD -> BRU -> JFK on Feb 21. The interface also includes a 'Quote Management' section on the right and a 'Dynamic quoting' section at the bottom right.

Carrier	Route	Flight Times	Rate (€/kg)
EL AL	MAD -> TLV -> JFK	12:15 pm - 05:45 am +3	1.25
Lufthansa Cargo	MAD -> BRU -> JFK	06:25 am - 01:20 pm +1	1.58
Emirates	MAD -> DXB -> JFK	02:25 pm - 01:55 pm +2	2.42
KLM	MAD -> AMS -> JFK	08:25 pm - 12:20 pm +1	0.98
Air France	MAD -> CDG -> JFK	08:10 pm - 01:00 pm +1	1.60

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

Unified tracking

Documentation and
communication
management

Origin: Los Angeles | Destination: Los Angeles | Load: 1 Box/Case | 5.71 CBM, 5.95 | Cost: \$1,284 | Within 300 miles

8 Top Quotes (34 in total)

Best value: 10-21 days • \$2,477 | Quickest: 16-21 days • \$4,363 | Cheapest: 23-30 days • \$1,238 | Greenest: 27-32 days • \$1,533

Filters: Modes, Booking type, Expiry Date, Price, Seller

Top Logistics Provider: Seabay International Freight Forwarding Ltd. ★★★★★ (234)

Est. transit time: 3-4 days | Route: 200000, SHANGHAI EXPRESS-BEVERLY HILLS, CA | Price: \$22,491¹⁰ | Select

Est. Departure: Sep 01, 2021 | 07:00 AM (UTC) | Est. Arrival: Oct 16, 2021 | 10:00 PM (UTC)

Guarantees space on a specific vessel. Fees apply for rebooking the cut-off date, or for same volume.

Top Logistics Provider: Shining Ocean ★★★★★ (204)

Est. transit time: 3-4 days | Route: 200000, SHANGHAI EXPRESS-BEVERLY HILLS, CA | Price: \$20,234¹⁰ | Select

Track + Quote Q1

SHIPMENT NUMBER	STATUS	BOOKING READY	RECEIVED GOODS
#5210912800345	Booking Placed	September 13, 2021	-
#5206311800111	Goods Received	March 12, 2020	July 8, 2020
#5206311800093	Transport Booked	February 12, 2020	October 19, 2020 (LCL) October 2020

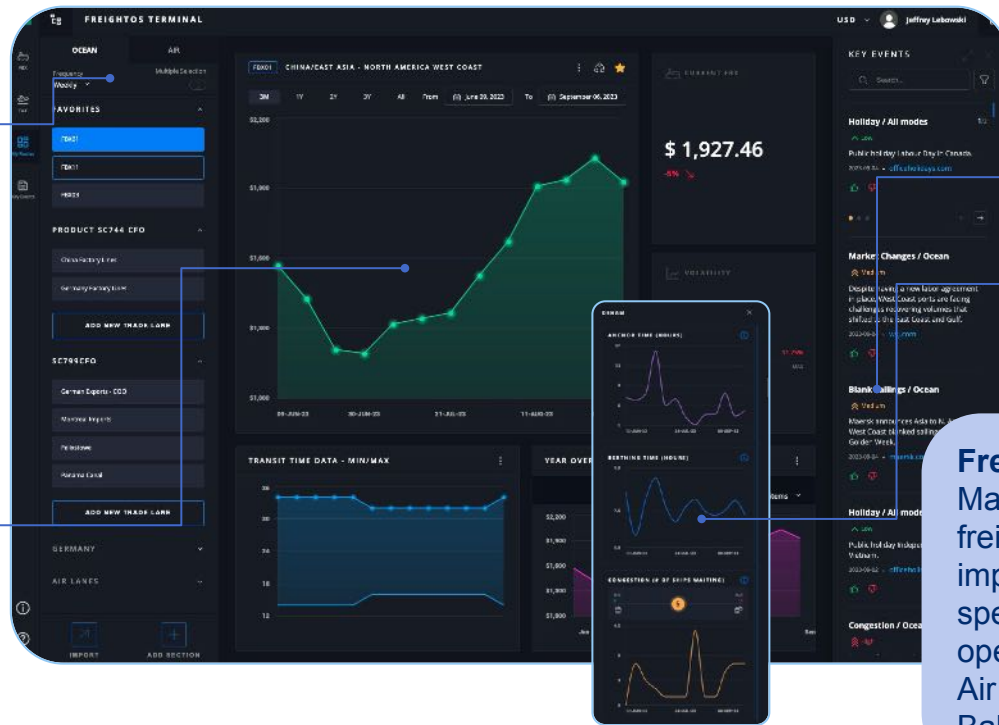
Freightos.com Overview
Real-time pricing and booking
between forwarders and carriers
Used by 10k forwarding offices
Real-time integration with 35+
carriers

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

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



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

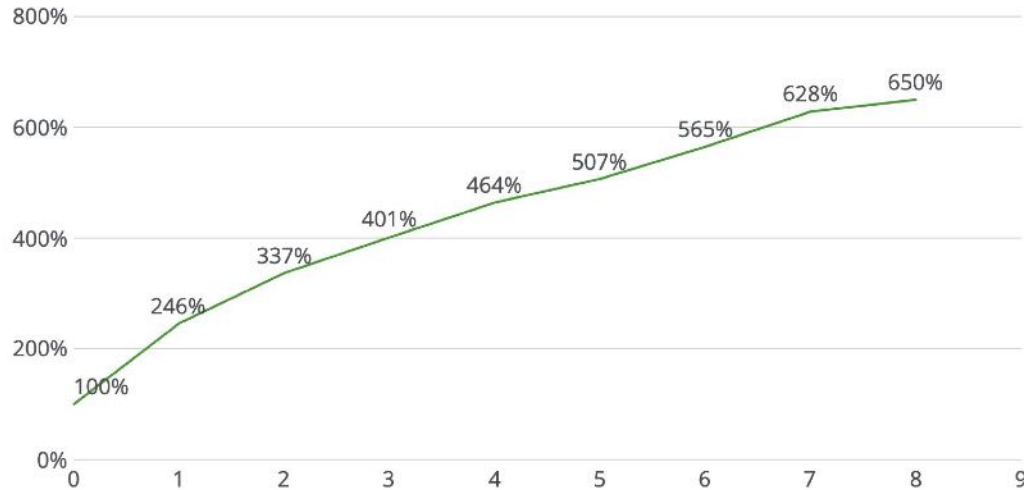
Importers /Exporters

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



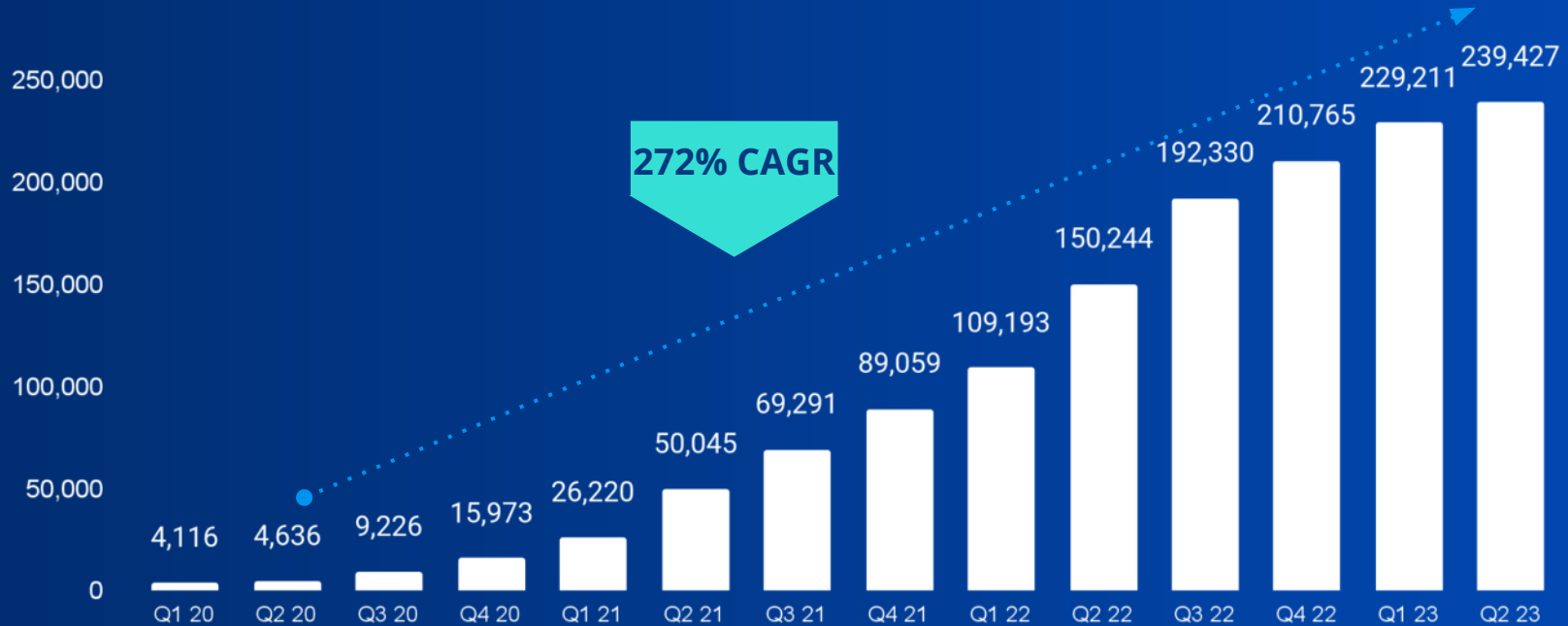
Airline eBooking growth shows both high retention of customers and net transaction growth

Total #Transactions of Q2 2021 forwarder cohort as % of bookings placed in first quarter

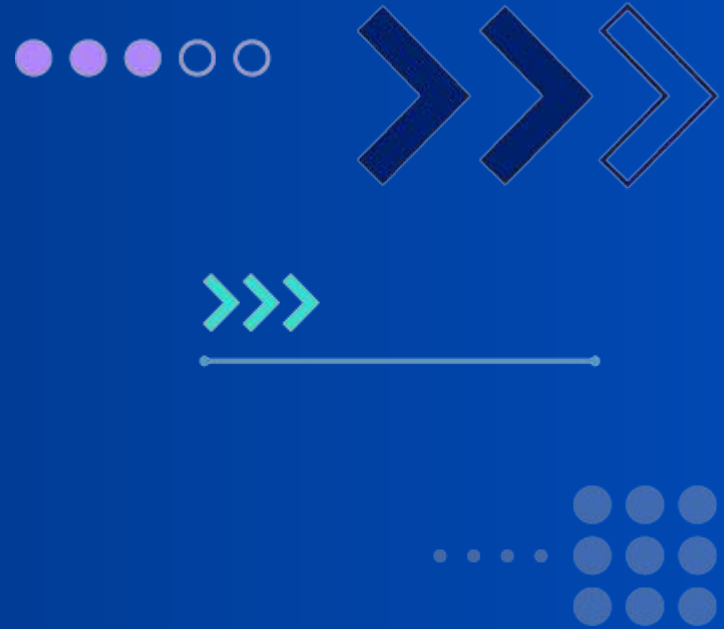


Quarters since first booking

Strong consistent transactions growth reflects marketplace network effect



Financial Overview

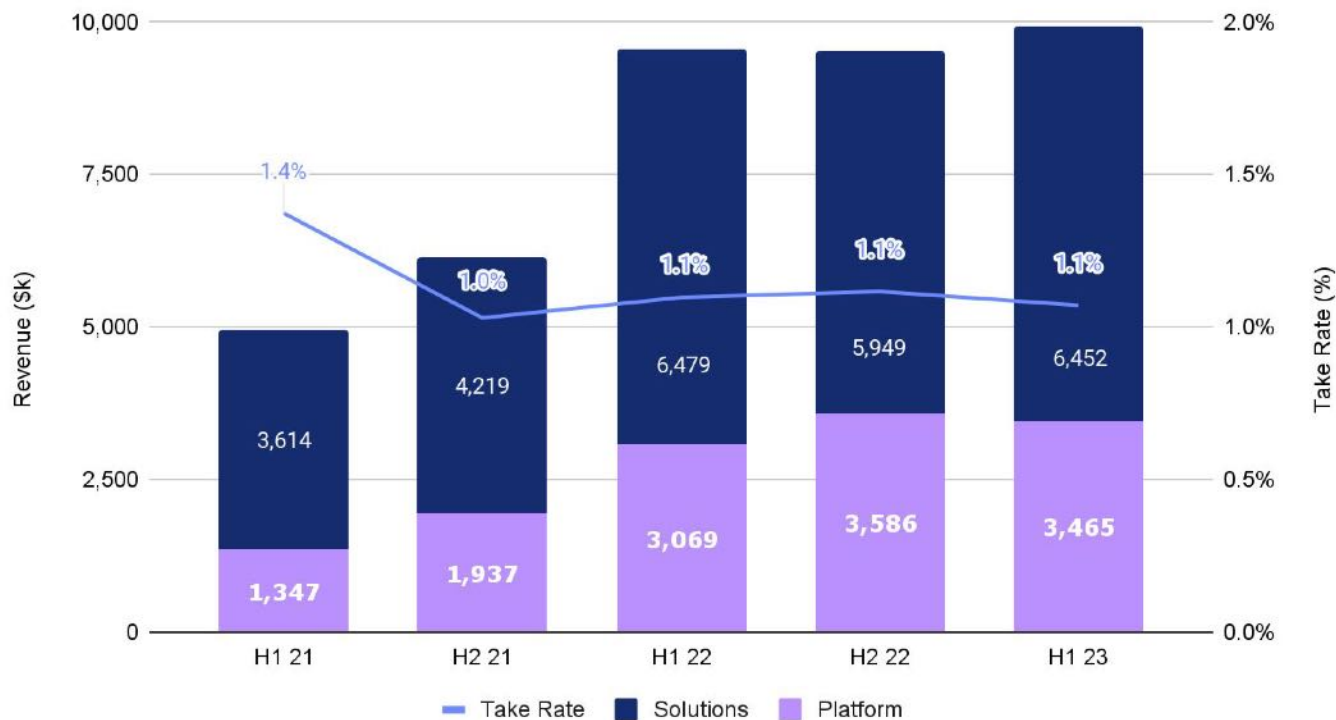


Platform traction flywheel:

buyers-bring-sellers-bring-buyers

KPIs	Q2 21' PF	Q3 21' PF	Q4 21' PF	Q1 '22 PF	Q2 '22	Q3 '22	Q4 '22	Q1 '23	Q2 '23
#Transactions	57,094	76,141	96,863	114,846	150,244	192,330	210,765	229,211	239,427
\$GBV (\$k)	\$65,674	\$84,038	\$112,584	\$126,225	\$155,343	\$159,230	\$169,967	\$168,701	\$154,809
Unique Buyer Users	9,580	10,053	11,412	12,601	14,936	14,938	15,646	16,226	16,438
Carriers	27	28	28	31	31	32	35	37	37

Monetizing the network value: SaaS-enabled marketplace flywheel



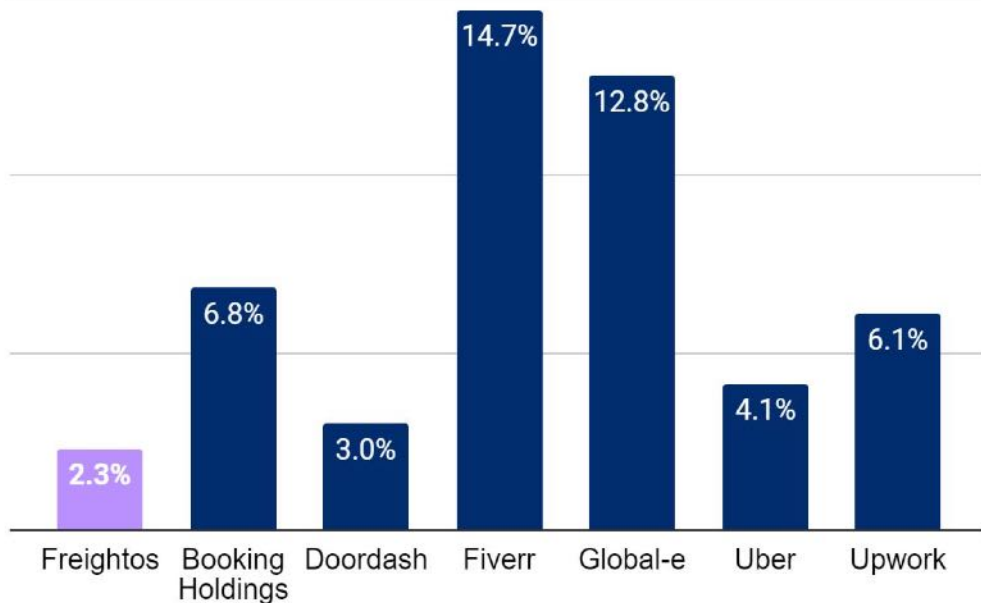
Take Rate is platform revenue as % of GBV

Solutions revenue is primarily recurring subscriptions for SaaS or data

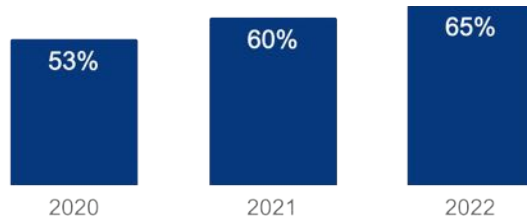
Platform revenue = fees associated with specific freight-service transactions booked between Buyers and Sellers on our Platform

Highly capital-efficient growth

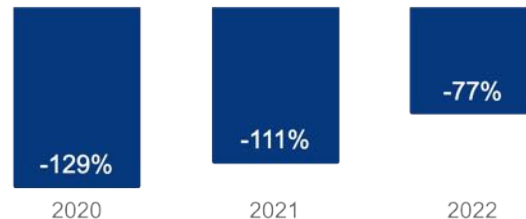
Sales & Marketing expenses as % of GBV LTM June-23



Non-IFRS Gross Margins



Adjusted EBITDA as a percentage of revenue








Guidance for Q3 and FY 2023

As given on 21 August 2023

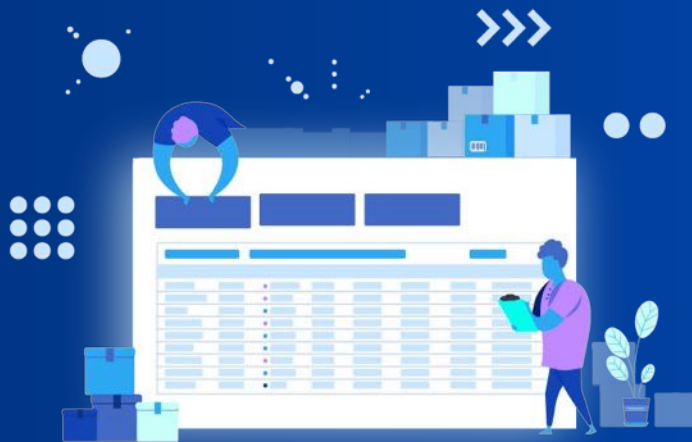
	Management Expectations as of Aug. 2023	
	Q3 2023	FY 2023
# Transactions	243,500 - 259,500	973,000 - 1,042,000
<i>Year over Year Growth</i>	27% - 35%	46% - 57%
GBV (\$m)	\$ 146.5 - \$ 156.5	\$ 626.2 - \$ 666.6
<i>Year over Year Growth</i>	(8)% - (2)%	3% - 9%
Revenue (\$m)	\$ 5.0 - \$ 5.3	\$ 20.0 - \$ 21.2
<i>Year over Year Growth</i>	5% - 13%	5% - 11%
Adjusted EBITDA (\$m)	\$ (5.1) - \$ (4.5)	\$ (21.5) - \$ (19.8)

Capital structure as of June 2023

	Shares
Total Company Shares Outstanding	47.5M
Including Strategic Shareholders	    
Freightos ESOP Allocated	5.4M
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 H1 2023

	Q2 22	Q2 23	H1 22	H1 23
(\$K)	(unaudited)		(unaudited)	
Revenue	\$5,159	\$5,093	\$9,548	\$9,916
Cost of revenue	<u>2,085</u>	<u>2,175</u>	<u>3,768</u>	<u>4,188</u>
Gross profit	3,074	2,918	5,780	5,728
Operating expenses:				
Research and development	2,645	3,017	5,119	6,014
Selling and marketing	2,670	3,461	4,901	7,081
General and administrative	2,814	2,346	4,997	6,079
Transaction-related costs	812	-	812	3,703
Share listing expense ⁽¹⁾	-	-	-	46,717
Total operating expenses	<u>8,941</u>	<u>8,824</u>	<u>15,829</u>	<u>69,594</u>
Operating loss	(\$5,867)	(\$5,906)	(\$10,049)	(\$63,866)

Summary financials - reconciliation

	Q2 22	Q2 23	H1 22	H1 23
(\$K)	(unaudited)		(unaudited)	
IFRS Operating loss	(\$5,867)	(\$5,906)	(\$10,049)	(\$63,866)
Add:				
Share-based compensation	374	546	732	1,128
Depreciation & Amortization	608	719	1,129	1,362
Share listing expense	-	-	-	46,717
Non-recurring expenses	-	-	-	499
Redomicile costs	516	-	516	-
Transaction-related costs	812	-	812	3,703
Changes in the fair value of contingent consideration	-	(642)	-	(642)
Adjusted EBITDA	(\$3,557)	(\$5,283)	(\$6,860)	(\$11,099)
Adjusted EBITDA margins	-69%	-104%	-72%	-112%

Summary financials - reconciliation

	Q2 22	Q2 23	H1 22	H1 23
(\$K)	(unaudited)		(unaudited)	
IFRS gross profit	\$3,074	\$2,918	\$5,780	\$5,728
Add:				
Share-based compensation	31	77	65	159
Depreciation & Amortization	247	314	427	556
Non-IFRS gross profit	\$3,352	\$3,309	\$6,272	\$6,443
IFRS gross margin	59.6%	57.3%	60.5%	57.8%
Non-IFRS gross margin	65.0%	65.0%	65.7%	65.0%

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 Gesher Acquisition Corp reorganization expenses and operating expense settled by issuance of shares.