FREIGHTOS

Q3 2026 Earnings Call

Nasdaq: CRGO



November 23, 2026 08:30

Disclaimer

About this Presentation

This presentation does not constitute an offer to sell, a solicitation of an offer to buy, or a recommendation to purchase any security. Please see our SEC filings for the most up to date information. The information contained herein does not purport to be all-inclusive and none of Freightos or its affiliates or representatives makes any representation or warranty, express or implied, as to the accuracy, completeness or reliability of the information contained in this presentation. Viewers of this presentation should make their own evaluation of Freightos and of the relevance and accuracy of the information contained herein and should make such other investigations as they deem necessary. This presentation does not constitute an offer to sell, a solicitation of an offer to buy, or a recommendation to purchase any security of Freightos, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. You should not construe the contents of this presentation as legal, tax, accounting or investment advice or a recommendation. You should consult your own counsel and tax and financial advisors as to legal and related matters concerning the matters described herein, and, by viewing this presentation, you confirm that you are not relying upon the information contained herein to make any investment decision.

Financial Information; Non-IFRS (Non-GAAP) Financial Measures

While certain financial figures included in this presentation have been computed in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board, this presentation does not contain sufficient information to constitute an interim financial report as defined in International Accounting Standards 34, "Interim Financial Reporting" nor a financial statement as defined by International Accounting Standards 1 "Presentation of Financial Statements". Not all of the financial information in this presentation has been audited.

In addition, this presentation includes revenue on a constant currency basis, a measure not presented in accordance with IFRS and, this presentation includes certain financial measures not presented in accordance with generally accepted accounting principles ("IFRS") including, but not limited to, Adjusted EBITDA. Therefore, these measures should not be considered in isolation or as an alternative to revenue, net income, cash flows from operations or other measures of profitability, liquidity or performance under IFRS. You should be aware that the presentation of these measures may not be comparable to similarly-titled measures used by other companies. Freightos believes that revenue on a constant currency basis, EBITDA and other non-IFRS measures provide useful information to investors and others in understanding and evaluating Freightos' operating results because they provide supplemental measures of our core operating performance and offers consistency and comparability with both past financial performance and with financial information of peer companies. Certain monetary amounts, percentages and other figures included in this press release have been subject to rounding adjustments. Certain other amounts that appear in this presentation may not sum due to rounding.

Forward-Looking Statements

This presentation includes “forward-looking statements” within the meaning of the “safe harbor” provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as “estimate,” “plan,” “project,” “forecast,” “intend,” “will,” “expect,” “anticipate,” “believe,” “seek,” “target” or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These statements, which include the financial outlook of Freightos, and statements regarding Freightos’ share repurchase program (including the timing, volume, and pricing of repurchases, funding sources, and the anticipated accretive impact or benefits to shareholder value), are based on various assumptions, whether or not identified in this press release, and on the current expectations of Freightos, and are not predictions of actual performance. These forward-looking statements are not intended to serve as, and must not be relied on by any investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of Freightos.

These forward-looking statements are subject to a number of risks and uncertainties, including: disruptions to the international freight industry, including those caused by global economic trends and policy changes, such as increased tariffs and protectionist trade policies being implemented by the United States and other countries and their impact on shipping volume and, hence, number of Transactions, GBV and Platform revenue; ongoing and additional military conflicts in the Middle East, and their impact on the international shipping routes that including major air corridors and the Red Sea and Strait of Hormuz; competition; the ability of Freightos to build and maintain relationships with carriers, freight forwarders and importers/exporters; Freightos’ ability to keep pace with rapid technological changes, particularly in artificial intelligence; changes in applicable laws or regulations; any downturn or volatility in economic conditions whether related to reduced international trade, inflation, armed conflict or otherwise; changes in the competitive environment affecting Freightos or its users, including Freightos’ ability to introduce new products or technologies; risks to Freightos’ ability to protect its intellectual property and avoid infringement by others, or claims of infringement against Freightos; disruptions and instability caused by executive leadership transitions; risks and uncertainties related to the execution and benefits of the share repurchase program, including market volatility, the availability of alternative capital allocation opportunities, the impact on Freightos' cash position and liquidity requirements, the risk that the company may not repurchase shares up to the authorized amount or that the program may be modified, suspended, or discontinued at any time without prior notice, and the possibility that repurchases will not achieve the desired accretive or valuation benefits; and those additional factors discussed under “Item 3.D. Risk Factors” in Freightos’ annual report on Form 20-F for the year ended December 31, 2025, filed with the SEC on March 26, 2026, and any other risk factors Freightos includes in any subsequent reports of foreign private issuer on Form 6-K furnished to the SEC. If any of these risks materializes or Freightos’ assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks of which Freightos is not aware presently or that Freightos currently believes are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. Forward-looking statements reflect Freightos’ expectations, plans or forecasts of future events and views as of the date of this press release. Freightos anticipates that subsequent events and developments will cause Freightos’ assessments to change. However, while Freightos may elect to update these forward-looking statements at some point in the future, Freightos specifically disclaims any obligation to do so, except as may be required by law.

Agenda

Prepared Remarks

- Business Overview
- Financial Overview
- Q4 & FY 26 Guidance

Q&A



Pablo Pinillos
CEO



Yaron Eldad
CFO

Agenda

Prepared Remarks

- Business Overview
- Financial Overview
- Q4 & FY 26 Guidance

Q&A



Pablo Pinillos
CEO

2026: Building a Stronger Foundation

$4.8M

Annualized cost savings

vs. original target of $4.5M

52%

Strong improvement in Q3 Adjusted EBITDA loss

year over year



More efficient organization



Product development



Modernized technology

2026: Freightos Transition

PRESERVE

What we love

The assets worth protecting

- An ambitious vision and strong company culture
- Unique network, connectivity and industry relationships
- Valuable data and a trusted position in freight
- Broad portfolio,transaction capabilities and customer relationships

IMPROVE

What had to be better

The capabilities we need to build

- More disciplined commercial conversion and retention
- Reliable product delivery around customer outcomes
- Clearer priorities, accountability and operating cadence
- Greater focus on differentiated market value

STOP / RESET

What we have changed

Practices that diluted performance

- An oversized cost base for near-term economics
- Fragmented platforms and excessive customization
- Ongoing investment in legacy development
- Long-horizon bias without sufficient short-term proof
- Evolve Freightos platform into the AI-native era

PRIORITIZE

Our 2026 priorities

The operating model we are building

- Modernize on a shared AI-enabled platform
- Build reusable products that are easier to adopt
- Align teams to deliver faster and more reliably
- Lower costs and retain room to invest in growth

A stronger operating model to realize full assets potential.

FREIGHTOS

Q3 26 Platform Performance

Transactions

494K

Up 15% y/y

GBV

$437M

Up 30% y/y

Active carriers

79

Up from 75 in Q2



New carrier: mas

Latin America

+ Payments

Airline Advisory Summit, Barcelona

16 **Leading airlines**

2 **Days of workshops**

Shaping the next generation of digital air cargo

- Distribution
- Connectivity
- AI-enabled workflows



FREIGHTOS

The New Generation of **Freightos for Forwarders**

Rate management

Quoting

Booking

Market intelligence



Why it matters

- AI-native capabilities to drive efficiency gains and agentic build out
- Customer workflow automated tasks for continues effectiveness
- Open design, shared plug & play modular connectivity

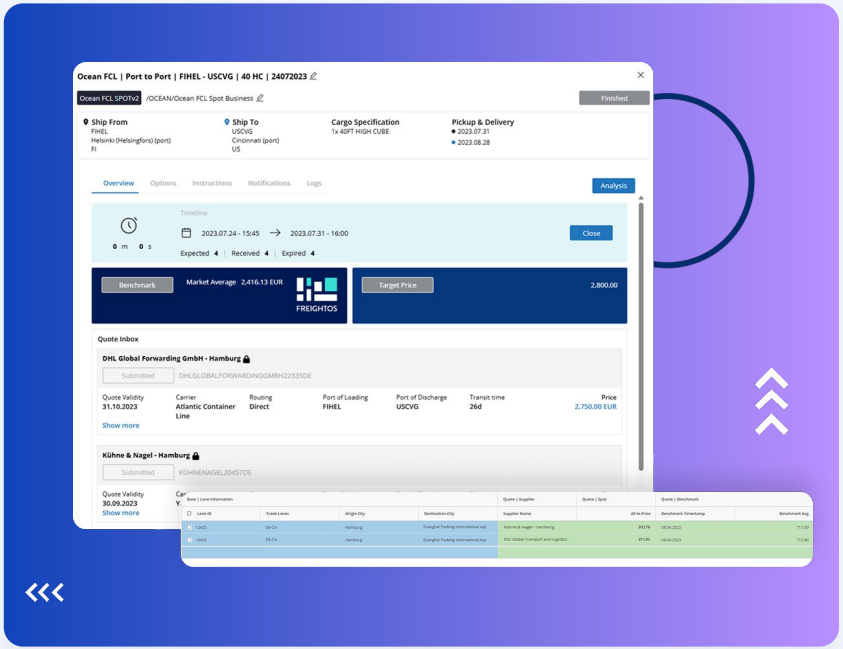
Enterprise Procurement: Six-Figure Pharma Win

Before

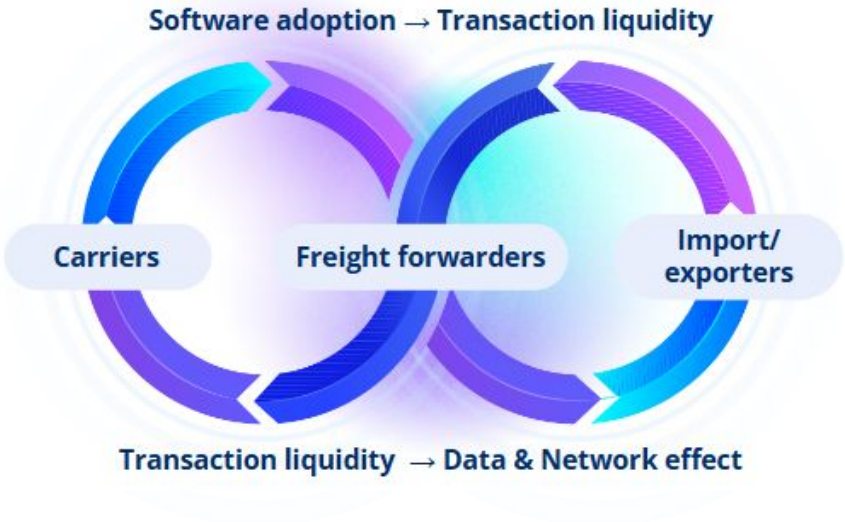
- ✗ Tenders take weeks to months
- ✗ Rates in spreadsheets
- ✗ Limited use of benchmarks

With Freightos

- ✓ Centralized tenders and rates
- ✓ Market benchmarks built in
- ✓ Faster, better-informed buying



A reinforcing network flywheel across workflows, transactions and market intelligence



Scale, neutrality, network, and workflow integration create a durable barrier to replication

Strengthening Our Leadership Team



Chief Product Officer

Paul King

Joins Jan-27



SVP Global Revenue

Oliver Esch

Internal Promotion Jan-27

Looking Toward 2027



Ocean

Expanding our ocean offering



Enterprise procurement

Increasing adoption of procurement and tender management



Payments

Integrating payments more deeply into freight transactions



Marketplace

Improving reach and capabilities

Agenda

Prepared Remarks

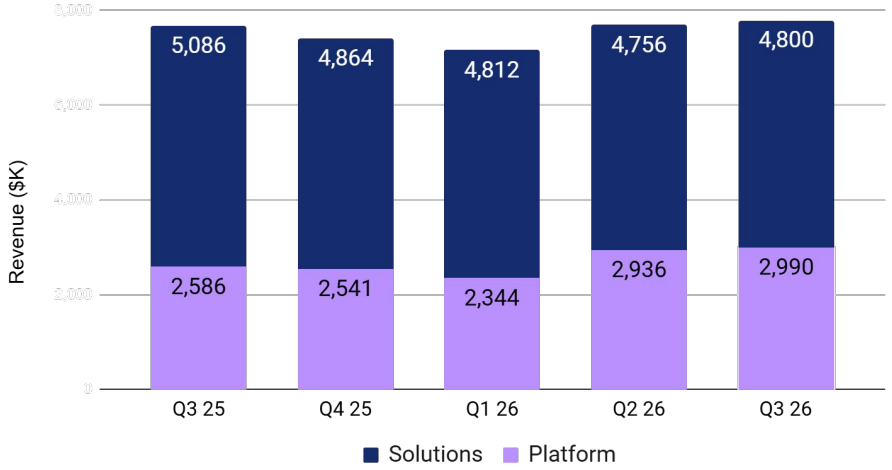
- Business Overview
- Financial Overview
- Q4 & FY 26 Guidance

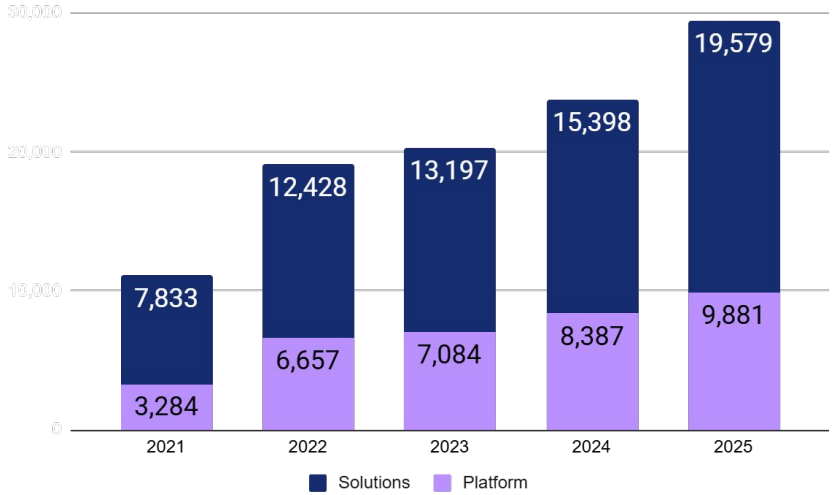
Q&A



Yaron Eldad
CFO

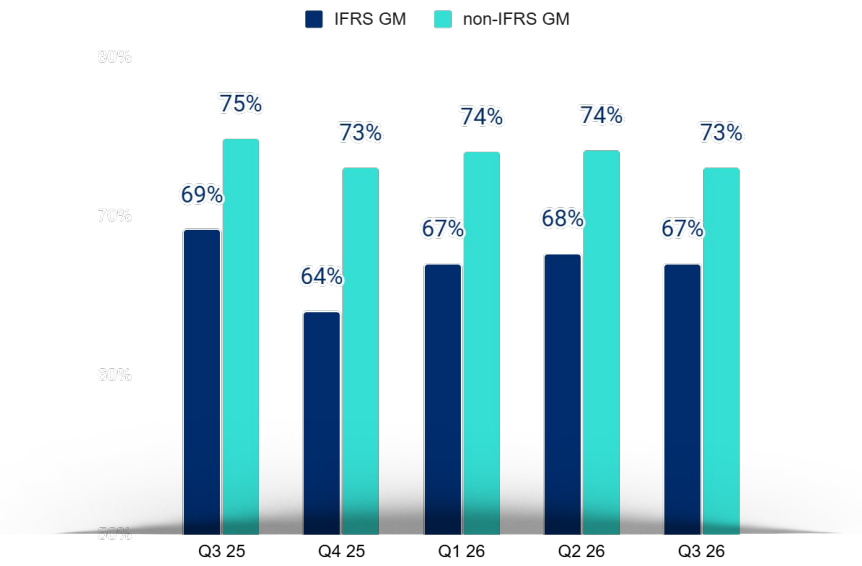
Revenue


Revenue ($K)
8,000
6,000
4,000
2,000
0
5,086
4,864
4,812
4,756
4,800
2,586
2,541
2,344
2,936
2,990
Q3 25
Q4 25
Q1 26
Q2 26
Q3 26
Solutions
Platform

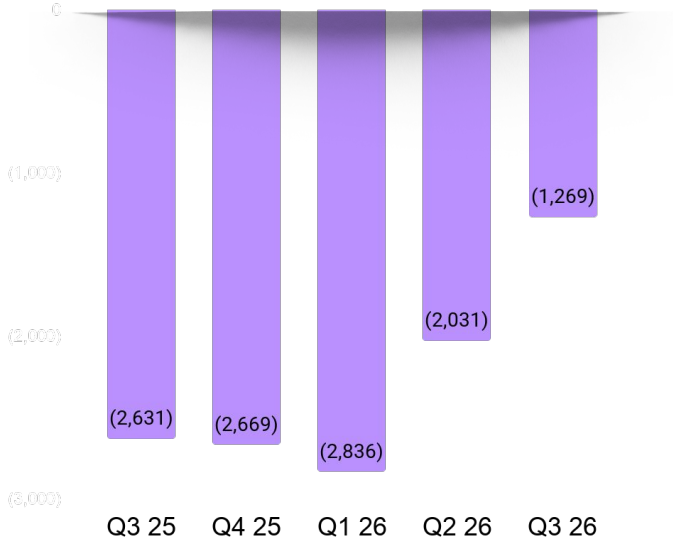

30,000
20,000
10,000
0
7,833
12,428
13,197
15,398
19,579
3,284
6,657
7,084
8,387
9,881
2021
2022
2023
2024
2025
Solutions
Platform

Operating leverage

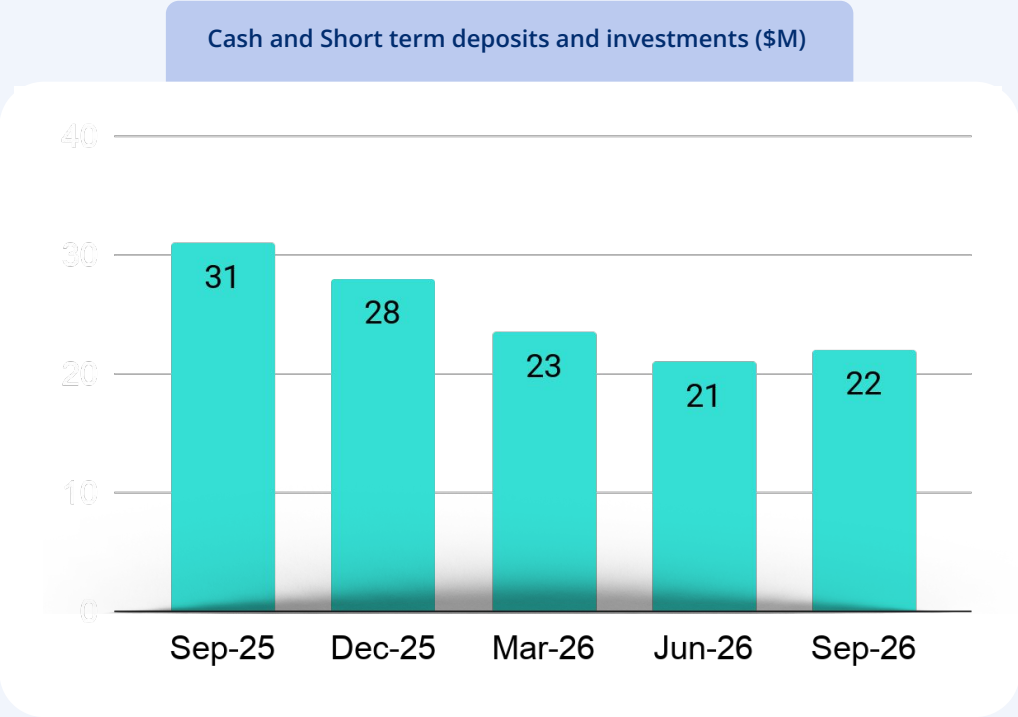
Gross margin



Adjusted EBITDA ($K)



On Track to Profitability **With Cash at Hand**

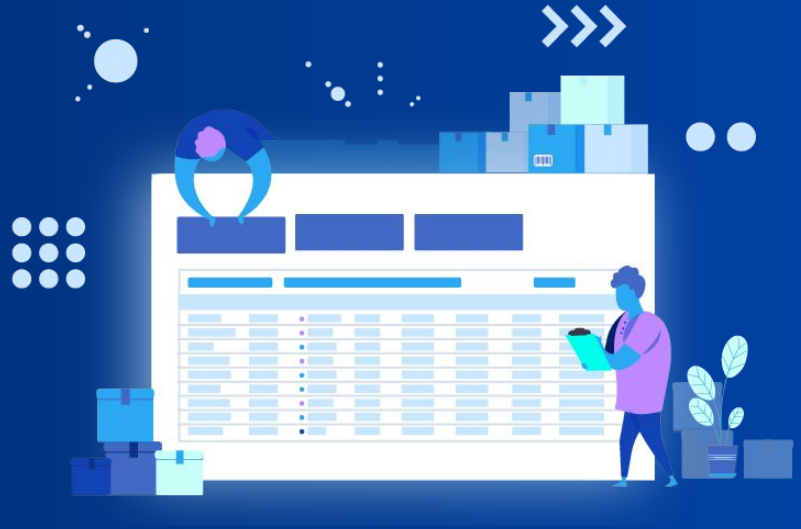


Q4 & FY 2026 Guidance

	Management Expectations	
	Q4 2026	**FY 2026**
Transactions (k)	500 - 507	1,877 - 1,884
Year over Year Growth	*12% - 14%*	*14% - 15%*
GBV ($m)	475 - 482	1,677 - 1,684
Year over Year Growth	*33% - 35%*	*30% - 31%*
Revenue ($m)	7.6 - 7.8	30.2 - 30.4
Year over Year Growth	*3% - 6%*	*3% - 3%*
Adjusted EBITDA ($m)	(1.1) - (0.8)	(7.2) - (6.9)

This outlook assumes freight price levels and freight volumes as of November 2026

Making global trade frictionless.



freightos.com/investors | Nasdaq:CRGO

Thanks!

Questions



FREIGHTOS

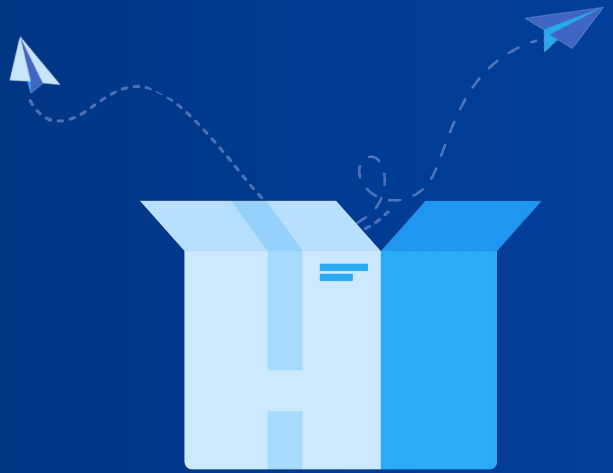
Reconciliation of IFRS to Non-IFRS Gross Profit and Gross Margin (in thousands except for margin data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
	(unaudited)		(unaudited)	
IFRS gross profit	$ 5,247	$ 5,304	$ 15,211	$ 14,936
Add:				
Share-based compensation	73	47	294	227
Depreciation and amortization	387	390	1,165	1,165
Non-IFRS gross profit	$ 5,707	$ 5,741	$ 16,670	$ 16,328
IFRS gross margin	67.4%	69.1%	67.2%	67.7%
Non-IFRS gross margin	73.3%	74.8%	73.6%	74.0%

Reconciliation of IFRS Loss to Adjusted EBITDA (in thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
	(unaudited)		(unaudited)	
IFRS loss	$ (2,282)	$ (4,962)	$ (10,371)	$ (13,739)
Add:				
Change in fair value of warrants	(301)	754	(1,822)	1,262
Finance income, net	(122)	(160)	(456)	(1,179)
Income taxes, net	175	30	346	123
Share-based compensation	429	845	2,162	2,353
Depreciation and amortization	832	862	2,517	2,606
Reorganization	-	-	1,488	-
Adjusted EBITDA	$ (1,269)	$ (2,631)	$ (6,136)	$ (8,574)
Loss margin (under IFRS)	-29%	-65%	-46%	-62%
Adjusted EBITDA margin	-16%	-34%	-27%	-39%

Learn more at freightos.com/investors



FREIGHTOS