

FreightOptimize AI Ltd - Q1 2024 Investor Update

Direct Investment: FreightOptimize AI Ltd

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Period: Q1 2024

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Highlights:

- Optimized €1.7B in freight spend
- AI reduced shipping costs by avg 18%
- Signed 8 of top 10 European retailers
- Expanded to ocean and air freight

Lowlights:

- Supply chain disruptions impacted adoption
- Integration complexity with legacy TMS systems
- Competition from incumbents like Oracle

Milestones:

- Processed 500K shipments per month
- Launched predictive ETscript analytics
- Achieved 99.5% on-time delivery
- Expanded pan-European network

Metrics Snapshot:

Revenue: €3,200,000

ARR: €3,800,000

MRR: €320,000

Gross Margin: 70.0%

Burn: €210,000

Runway (months): 32

Headcount: 132

CAC: €28,000

LTV: €165,000

NRR: 128.0%

Cash Balance: €3,800,000