



**TRANSPORTATION THROUGH TECHNOLOGY**  
AUTOMATING THE FUTURE OF FREIGHT THROUGH AI



# OUR SENIOR LEADERSHIP TEAM

A UNIQUE BLEND OF INDUSTRY VETERANS & MARKET LEADERS



**Francesco Petruzzelli**  
CEO & CO-FOUNDER

Francesco is a dynamic and creative technology veteran whose work spans AI/ML, adtech, entertainment and gaming. He has overseen multiple successful exits, pioneered an entirely new multi-billion dollar industry and filed numerous tech patents in Europe and the US in his previous role.



**Glenn DeWeese**  
PRESIDENT & CO-FOUNDER

Glenn leads Tilt and is responsible for the company's direction, growth, development, and vision. He has more than 15 years of commercial experience and has spent almost a decade in the transportation industry including growing a brokerage from early revenues into a billion dollar venture.



**Josh Holtom**  
COO & CO-FOUNDER

Joshua co-founded Tilt in 2021. In his role as COO, Josh works in unison with his team to refine processes, increase operational efficiency, and integrate new solutions that enhance Tilt's offering. He previously worked in a brokerage that grew from 30 million revenues to over a billion.



**Stephen Curran**  
CFO

Stephen is Tilt's Chief Financial Officer and brings over 15 years of finance leadership experience in the operational and corporate finance/M&A space. Prior to joining Tilt, he worked with high-growth businesses including start-ups, private equity backed and listed companies.

**Dr. Michael Botlo**  
NED

CEO & Founder of NY Quant Hedge Fund and previously founder Morgan Stanley electronic trading division.

**Walter Ettlin**  
NED

Former Global Head of Supply Chain and CFO APAC & MEA for Levi Strauss & Co.

**WE USE AI TO AUTOMATE  
HOW FREIGHT MOVES.**



Cargo theft and fraud thrive in a fragmented, owner-operator dominated carrier market.



Manual processes across the industry significantly impact the volume of freight a broker can manage safely and efficiently..

## OVERLAND SUPPLY CHAINS ARE STUCK IN THE 20TH CENTURY



Human error leads to increased costs, claims, and ultimately loss of trust with clients.



Lack of trustworthy data and analytics leads to poor decision-making, operational inefficiencies, and margin erosion.



Shippers lack visibility of their goods movements, emissions profile, and security risks



Software and fixed costs often force small brokers out of business before they can really start to mature.



Over 45% of carriers operate without a TMS, leaving over 2 million trucks managed without any software.



**EVERYTHING**  
**IS CURRENTLY MANUAL**





Our solution combines data and algorithms to filter bad actors and keep cargo safe.



TILT allows brokers to manage up to 4x more freight letting them focus on growing their customer base.

# DRIVING AUTOMATION THROUGH AI



We reduce human error by using AI and Computer Vision to scan documents and bots to verify information.



We provide real time analytics and data so that brokers and shippers can make informed decisions.



Our solution provides end to end real time visibility with safety and security checks.



Our flexible model allows small brokers to flourish and enables them to start operating day one with total wrap around care.



We're offering our TMS to carriers for free so they can operate with higher margins and fewer empty miles.





# SIGNIFICANT MARKET OPPORTUNITY

## KEY STATISTICS DRIVING INNOVATION

- US logistics market is **worth \$987bn annually**, with the European market worth close to \$400bn
- **575,000+ active carriers** in the US trucking industry; 96% operate with fewer than 10 trucks in a highly fractured market
- Due to scale and fragmentation of the market, **35% of ground freight runs empty**, highlighting significant inefficiencies in matching freight to carriers. Fuel cost alone is a multi billion inefficiency
- **77,000+ freight forwarding, brokerages & agencies in the US**. Approx. 9,000 went out of business (2023) due to inefficiencies and growing operating costs
- **Cargo theft reached \$454m (2024)**. Fraud and security are a significant and growing challenge
- Despite current political environment, **45% of Fortune 500 companies aim to be carbon neutral by 2050**

**TILT** is using technology to automate manual processes and connect the entire ecosystem, which is currently fragmented.

The platform improves efficiency, scalability, prevents fraud and improves margins for customers, while increasing utilisation for carriers.





# THE PROBLEM

## CHALLENGES IN THE LOGISTICS SECTOR

TILT's product offering is designed to tackle key challenges across the ecosystem:

### Marketplace Challenges for Shippers;

- Fraud prevention
- Tracking multiple shipments in real time
- Access to real time data and a trusted carrier network
- Inefficient invoicing processes

### TaaS Challenges for Agents:

- Access to competitive technology
- Multiple subscriptions for various solutions
- Lack of automation

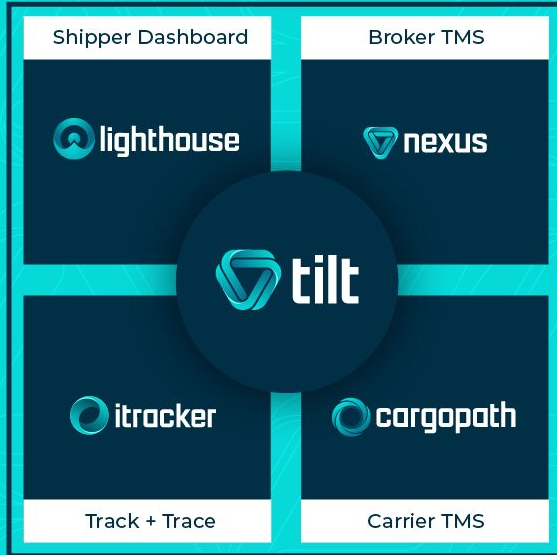
### Carrier Challenges

- Inefficient invoicing processes
- Multiple subscription fees for often a basic toolset
- Tracking multiple shipments in real time
- Access to high quality freight
- Deadheaded miles

## IMPLICATIONS OF THESE CHALLENGES

- "40% of a broker's time is spent on manual tasks like tracking loads, negotiating rates, and data entry - reducing efficiency and revenue potential."
- "Shippers pay up to 30% more in freight costs due to inefficiencies caused by outdated, manual processes."
- Most brokerages fail in the first year (11% year on year exit)
- Approximately 35% of trucks are running empty, burning fuel and time without generating revenue.
- Freight fraud now costs the industry over \$35 billion annually in the U.S.

# A UNIFIED ECOSYSTEM BUILT TO WIN



**tilt** finance

## VALUABLE ECOSYSTEM KEY FEATURES

- EXTENSIVE AUTOMATION
- VISIBILITY & PREDICTIVE ANALYTICS
- SUSTAINABILITY DRIVEN
- DECISION MAKING
- FRAUD PREVENTION
- DATA DRIVEN INSIGHTS
- MUTUAL REVENUE OPPORTUNITY

## COMPETE WITH ENTERPRISE LEVEL ORGANIZATIONS

**INCREASED REVENUE**  
+  
**LOWER COSTS**  
+  
**FEWER ERRORS**  
=  
**INCREASED MARGINS**

\* DESIGNED FOR THE UNDERSERVED MAJORITY



# OVERVIEW - CAPACITY MARKETPLACE

**Tilt's Capacity Marketplace delivers a fully managed freight solution**, trusted by leading global brands. The platform intelligently matches shipper demand with qualified carrier capacity, delivering speed, reliability, and scalability with careful emissions and security management.

## BENEFITS TO CUSTOMER

- **Trusted Freight Execution:** Enterprise shippers use the TILT platform to manage freight without disruption
- **Seamless Automation:** API and automated touchpoints reduce manual processes
- **Unified Visibility:** End-to-end shipment oversight through a single platform window
- **Security & Risk Mitigation:** Built-in fraud detection enhances shipment security and trust
- **Premium Carrier Access:** Curated network ensures quality and compliance
- **Sustainability-Driven:** Emissions tracking and offsetting support ESG goals

## REVENUE MODEL

- **End-to-End Managed Service:** Tilt handles sourcing, routing, compliance, and execution
- **20% Margin on Shipping Costs:** Transparent pricing with built-in markup for service and technology
- **Recurring Revenue from Repeat Shippers:** Strong retention across key enterprise accounts

## KEY ACCOUNTS

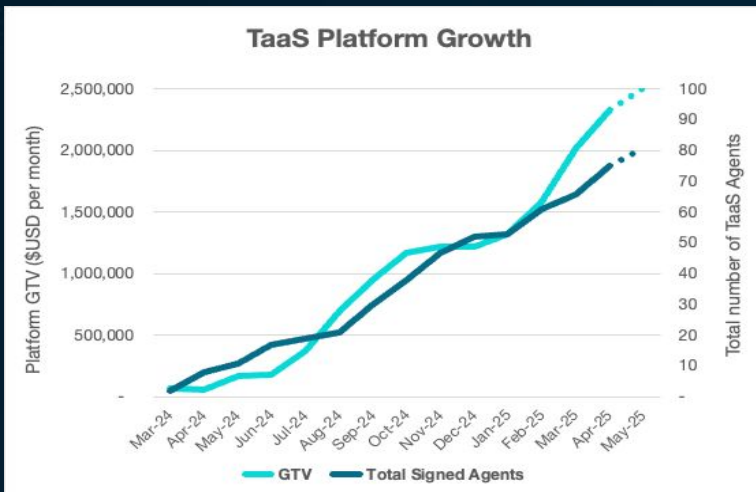


## GROWTH STRATEGY

- **Enterprise Expansion:** Dedicated Sales & Marketing team targeting large-scale accounts
- **Automated Procurement:** RFP and bid management tech shortens sales cycles and scales faster
- **Geographic Diversification:** Rolling out regionally and nationally to capture untapped volume



# OVERVIEW – TaaS



*Sustained month-over-month growth in both agent onboarding and platform GTV, with accelerating trajectory*

- **Launched mid-2024**, the TaaS platform has rapidly scaled to over 65 exclusive Agents
- **\$70M+ GTV** pipeline fueled by healthy agent onboarding and growth in freight volume
- GTV typically lags agent onboarding by ~3 months due to customer acquisition cycle
- **Sales & marketing investment** accelerating onboarding velocity and revenue ramp

## BENEFITS OF TaaS

- **Zero fixed costs:** Customers pay only when freight is moved
- **Full-service infrastructure:** TILT provides wrap-around care through its technology and benefits
- **24/7 operational support** with continuous product enhancement
- **Enterprise-grade tools** that enable small brokerages to compete at national scale

## REVENUE MODEL

- **Profit-share model:** Average 70/30 gross margin split (Agent/TILT)
- **Built-in margin protection:** Minimum load margin thresholds eliminate downside risk
- **Fully baked-in servicing costs** ensure scalability without operational drag

## GROWTH STRATEGY

- **Go-to-market focus:** Dedicated sales and marketing driving high-revenue customer acquisition.
- **Mode expansion:** New partnerships across Drayage, LTL unlocking broader customer appeal
- **Referral incentives:** Revenue-sharing referral program fuels organic TaaS growth





## WHAT IS THE AVERAGE CUSTOMER WORTH?



"I joined the agent program at TILT to gain access to industry expertise, cutting-edge technology, and the support needed to grow my business while being able to focus on building strong customer relationships."

**-TaaS Customer**

## ENGAGED CUSTOMERS & HUGE GROWTH POTENTIAL

TILT's automated system allows us to scale hundreds of brokers simultaneously with very little increase to our cost base.

**\$1.52m**  
GROSS TRANSACTIONAL  
VALUE PER ANNUM

**\$70k**  
TILT REVENUE

**90%**  
MARGIN

**COST TO SERVICE  
ACCOUNT**

**\$12,000**

# WHY TaaS MATTERS?

## SaaS

**\$1M+**  
CUSTOMER SIZE

**90%**  
MARGIN

**MONTHLY  
PLANS OR  
ANNUAL**

**EXAMPLE:** Broker - \$5m GTV Per Annum. 4 staff members

REVENUE  
**\$100,000**  
**0**

GROSS PROFIT  
**\$90,000**

\*The TaaS model enables small brokers to expand cost-effectively, leveraging economies of scale to compete with larger firms by pooling resources, expertise and advanced technology.

**TaaS LEVELS THE PLAYING FIELD.**

## TaaS

**\$1M+**  
AGENT SIZE

**90%**  
MARGIN

**THREE  
YEAR  
DEALS**

**EXAMPLE:** Broker - \$5m GTV Per Annum







REVENUE\*  
**\$225,000**

GROSS PROFIT  
**\$202,500**

\*based on standard 30% profit share agreement



## TILT OFFERS AN END TO END SOLUTION IN A MARKET OF SAAS PRODUCTS

COMPANY	AI	AUTOMATION	ANALYTICS	TMS	TRACKING	SaaS	TaaS	NO / LIMITED TECH
 tilt	✓	✓	✓	✓	✓	✓	✓	—
DESCARTES	—	—	✓	✓	✓	✓	—	—
GLOBALTRANZ	—	—	✓	✓	—	—	✓	—
LDi	—	—	—	—	—	—	✓	✓
 FREIGHT TEC	—	—	—	—	—	—	✓	✓
 LANDSTAR	—	—	—	✓	—	—	✓	✓
R&R	—	—	—	—	—	—	✓	✓
 ARMSTRONG TRANSPORT GROUP	—	—	—	✓	—	—	✓	—
priority 	—	—	—	✓	✓	—	✓	—
 Tai	—	—	—	✓	—	✓	—	—

# FINANCIAL BREAKDOWN

CALENDAR YEAR	FY23 *1	FY24	FY25B *2	FY26B	FY27B
Gross Transactional Value (GTV)	\$23.1m	\$32.4m	\$73.7m	\$146.9m	\$244.4m
Revenue Total	\$23.1m	\$26.8m	\$41.6m	\$58.1m	\$70.3m
TaaS Revenue *3	-	\$0.2m	\$1.6m	\$5.1m	\$10.0m
Capacity Marketplace Revenue	\$23.1m	\$26.6m	\$40.0m	\$52.9m	\$59.6m
SaaS Revenue	-	-	-	\$0.1m	\$0.7m
Cost of Sale	\$19.2m	\$21.8m	\$32.8m	\$43.4m	\$50.0m
Gross Margin %	16.9%	18.7%	21.2%	25.4%	30.4%
Gross Margin	\$3.9m	\$5.0m	\$8.8m	\$14.7m	\$21.3m
Operating Expenses	\$3.4m	\$4.6m	\$8.0m	\$12.7m	\$15.7m
EBITDA	\$0.5m	\$0.4m	\$0.8m	\$2.0m	\$5.7m

## \*NOTES

1: The business operated under an S-Corp structure prior to FY24

2: Excludes potential one-off costs associated with a financing

3: Revenue recognition for TaaS is presented net (of both direct shipping costs and Agent payments)

4: Numbers are presented in USD under US GAAP. The largest presentational variance between IFRS is the treatment of R&D costs (capitalized versus Expensed) which would increase presented EBITDA



PROCEEDS WILL BE STRATEGICALLY DEPLOYED TO

# OPTIMIZE GROWTH

## RAISING

\$1m - \$1.5m  
\$30m Post  
Money

35%



Sales & Marketing

15%



Technology Development

10%



Grant Matching

20%



New Product Lines

15%



New Key Hires

5%



Patenting and Protecting IP

# **“INVESTING IN TILT: A PROVEN TEAM, A LARGE MARKET, AND A CLEAR PATH TO SCALABLE GROWTH.”**

## **1. MARKET OPPORTUNITY**

- \$4 trillion+ global market for land freight alone
- TAM projected to grow 5% CAGR over next 5 years
- US 3rd party logistics (3PL) Market valued at \$247bn with an expected CAGR of 9.2% until 2030

## **2. PROVEN GROWTH TRAJECTORY AND SCALABILITY**

- TaaS model proven in only 6 months with pipeline of over \$70m GTV.
- Capacity Marketplace active with blue chip customers

## **3. COMPETITIVE EDGE**

- Technology driving freight towards a fully automated end to end solution allowing thousands of shipments to be managed without human intervention
- Technology fully owned and built in house

## **4. STRATEGIC USE OF FUNDS**

- Launch series of new disruptive products will bolster margins significantly
- Building a true end to end solution including Warehousing and Fleet

## **5. EXPERIENCED LEADERSHIP**

- Team with deep expertise in freight and technology
- Board and Advisors including Global Head of Supply Chain for Levis and CEO of Quantbot

