

AI B2B trade platform set to disrupt global food trading.

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Type Klant	B2B
Gewenst Type Investeerder	Venture Capital, Strategic-Investor
Benodigd Kapitaal	435000
Reeds toegezegde financiering	50000
Minimale Ticketsize	€ 10.000,-
Sector	AI, B2B-Software, Food, Groothandel, Logistiek

Bedrijfsfase	Seed
Land geregistreerd	Netherlands
Aantal Founders	1
Aantal Huidige Werknemers	4
Maandelijkse Omzet	€ 15.000,-
Omzet (prognose) komende 12 maanden	€ 435.750,-
Omzet (prognose) maand 13 - 24	€ 3.113.819,-
Huidige Kosten (maandelijks)	€ 12.000,-

Bedrijfsbeschrijving

YMF Global - The AI-Powered Future of Global Food Trade

The **\$6.2 trillion global food trade** is plagued by inefficiencies, hidden costs, and outdated processes. **YMF Global is disrupting this industry with a scalable, AI-driven B2B platform that eliminates middlemen, streamlines transactions, and unlocks massive growth opportunities.**

Why Now?

- **Massive Market Opportunity:** Global food exports exceed **\$1.6T annually**, with increasing demand for **faster, more transparent trade solutions**.
- **Proven Model:** The shift toward **AI-powered B2B trade platforms** has already transformed other industries—food trade is next.
- **Revenue-Generating Model:** **Subscriptions, transaction-linked services, trade finance, advertising, and data monetization** create diversified, scalable revenue streams.

What Makes YMF Global Different?

▣ **Direct, AI-Driven Trade Matching** – Instantly connect verified buyers & suppliers, reducing friction and acquisition costs.

▣ **Embedded Trade Finance & Payments** – Secure deals with confidence while improving cash flow for both parties.

▣ **Smart Logistics & Compliance Automation** – Reduce risk, ensure seamless cross-border transactions, and eliminate costly delays.

▣ **Scalable Business Model** – A multi-tier revenue system ensures sustainable, high-margin growth as transaction volume scales.

Traction & Growth Potential

- **Projected €62M in revenue by Year 3** with high-margin transaction services.
- **80,000+ companies already in our database**, forming the foundation for rapid adoption.
- **Massive expansion potential** in high-growth regions including North America, Europe, and Asia.

Investment Opportunity

YMF Global is positioned to **disrupt the traditional B2B food trade industry, capturing a share of a multi-trillion-dollar market**. Early investors will gain access to a **high-growth, AI-driven**

marketplace with scalable, recurring revenue streams.

Join the future of global trade. Invest in YMF Global today.

Business Model

Business Model: Scalable, High-Margin, and Multi-Stream Revenue

YMF Global operates on a **scalable B2B marketplace model**, generating revenue through multiple **high-margin** streams that grow as platform adoption increases. Our **hybrid monetization approach** ensures diversified income, reducing dependency on any single revenue source.

1. Subscription Revenue (Recurring & Tiered Model) - Predictable ARR

- **Suppliers:** €0–€600/month
- **Buyers:** €0–€200/month
- **Free Tier:** 2% transaction fee + pay-per-feature upgrades
- Premium tiers unlock enhanced visibility, market insights, and lead-generation tools.

▢ **Scalability:** As more users join, subscription revenue grows without proportional cost increases.

2. Transaction-Linked Services - Directly Monetizing Trade

- **Logistics Coordination:** Automated freight quotes & booking (commission-based).
- **Credit Insurance & Payment Protection:** Partnered underwriting services (0.5%–3% fees).
- **Sustainability Certifications & Compliance Tools:** ESG-focused add-ons for verified trade.

▢ **Monetization of Core Platform Activity:** Every completed transaction generates revenue.

3. Trade Finance Solutions - Monetizing Cash Flow Gaps

- **Invoice Financing & Letters of Credit:** Buyers can secure goods with flexible payment terms.
- **Cross-Border Payment Services:** Currency hedging and transaction security (0.5%–3% per transaction).

▢ **Critical Differentiator:** Solves a major bottleneck in global trade—capital constraints.

4. Buy-and-Sell Margin Model - Capturing Direct Trade Profits

- YMF Global strategically **purchases and resells high-demand commodities** (6–8% margin).
- Allows **price stabilization, bulk purchasing, and value-added trade facilitation**.

▢ **Hybrid Revenue Model:** Unlike pure marketplaces, we capitalize on select arbitrage opportunities.

5. Advertising & Promotions - Monetizing Visibility

- **Sponsored Listings & Featured Supplier Promotions** (€50–€5,000 per campaign).
- **Targeted B2B Marketing & Email Campaigns** (paid advertising within the platform).

□ **High-Margin Upsells:** Suppliers pay for premium exposure to global buyers.

6. Data Monetization - Unlocking the Value of Trade Insights

- **Subscription-Based Market Reports** (€50–€1,000+/month).
- **Custom Data Licensing & API Access** for corporate clients & trade associations.

□ **Leveraging Data as an Asset:** AI-powered analytics provide **predictive insights** that businesses will pay for.

Why This Model Works

Multi-Layered Monetization – Revenue grows across different streams as platform activity scales.

Embedded in Trade Workflows – Services like logistics, finance, and compliance are essential, not optional.

Recurring & Transaction-Based Income – Predictable ARR from subscriptions + variable revenue from transactions.

High Scalability & Margin Potential – Low incremental costs per new user, maximizing profit potential.

YMF Global isn't just a marketplace—it's a fully integrated trade ecosystem. Investors gain access to a business model that is **scalable, diversified, and designed for exponential growth.**

USP's

YMF Global - Redefining Global Food Trade with AI, Finance & Trust

YMF Global is the **only end-to-end digital platform** transforming global food trade by integrating **AI-driven market intelligence, seamless logistics, and embedded trade finance.**

AI-Powered Trade Insights - Predictive analytics, demand forecasting, and automated matchmaking to connect buyers & suppliers efficiently.

Verified, Trust-Driven Marketplace - Secure transactions with vetted profiles, risk assessments, and fraud prevention.

No Middlemen, No Hidden Costs - Direct connections between buyers and suppliers, reducing transaction fees and increasing profit margins.

Embedded Trade Finance & Payment Protection - Flexible payment terms, invoice financing, and escrow solutions to ensure smooth cash flow.

Integrated Logistics & Compliance Automation - Real-time shipping quotes, automated documentation, and regulatory compliance in one place.

Sustainability-Driven Trade - Carbon tracking, eco-certifications, and responsible sourcing tools to meet ESG goals.

Tailor-Made for the Food Industry - Customizable tools for exporters, wholesalers, and importers to optimize supply chains, pricing, and operations.

Trade globally with confidence—faster, smarter, and more sustainably with YMF Global.

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1. Sales & Marketing - €160,000 (37%)

Targeted Lead Generation & Outreach (€70,000) – AI-powered prospecting, LinkedIn/email campaigns, and direct sales efforts targeting high-value suppliers & buyers.

Content Marketing & Thought Leadership (€40,000) – Webinars, case studies, SEO-driven content, and LinkedIn positioning to attract and educate new users.

Trade Show & Event Presence (€50,000) – Attendance at major food trade expos (e.g., SIAL, Anuga, Gulfood) to establish credibility, secure partnerships, and onboard high-volume users.

[Objective: Drive **5,000+** active users, secure initial transactions, and build strong industry visibility.

2. Platform Development & AI Enhancements - €120,000 (28%)

AI-Driven Buyer-Supplier Matching (€40,000) – Automate sourcing recommendations and dynamic pricing insights to improve deal efficiency.

Automated Trade Finance & Payment Integration (€30,000) – Enable invoice financing, escrow, and credit scoring for seamless transactions.

Logistics & Compliance Automation (€30,000) – Real-time shipping quotes, digital customs processing, and automated compliance verification.

User Experience & Scalability (€20,000) – Mobile optimization, UI/UX refinements, and API integrations for external systems.

[Objective: Improve platform efficiency, reduce friction in transactions, and enhance user experience to increase engagement.

3. Operational Expansion & Key Hires - €95,000 (22%)

Business Development & Sales Team (€50,000) – Hire 2-3 key sales reps focused on onboarding high-value exporters/importers.

Customer Success & Support (€25,000) – Dedicated account management to reduce churn and ensure high retention.

Strategic Partnerships (€20,000) – Establish logistics, finance, and sustainability partnerships to expand service offerings.

[Objective: Scale platform adoption, increase transaction volume, and ensure long-term user retention.

4. Data Acquisition & Enrichment - €40,000 (9%)

Panjiva & Customs Data Licensing (€20,000) - Expand global shipment data access for smarter supplier-buyer matching.

AI-Powered Data Enrichment (€20,000) - Automate lead verification, market insights, and contact enrichment for increased deal success.

Objective: Strengthen database quality, enhance AI-driven insights, and boost lead conversion rates.

5. Legal, Compliance & Security - €20,000 (4%)

Regulatory Compliance & Trade Certifications (€10,000) - Ensure global compliance for seamless cross-border transactions.

Cybersecurity & Data Protection (€10,000) - Strengthen encryption, fraud prevention, and data privacy measures.

Objective: Build trust, mitigate risks, and ensure platform security for global users.

Expected Outcomes & ROI

- ✓ **5,000+ active platform users** within 12 months.
- ✓ **€10M+ in facilitated transactions** within the first year.
- ✓ **Sustainable ARR growth** from subscriptions, transaction fees, and finance services.
- ✓ **Strengthened platform positioning** as a trusted, AI-powered global trade leader.

YMF Global is positioned for rapid scale. This investment enables a high-impact, revenue-focused expansion that maximizes growth while ensuring operational stability.

Ervaring Founder(s)

Meet the YMF Global Leadership Team: Expertise, Innovation, and Strategic Execution

The **YMF Global team** is a powerhouse of **industry veterans, technical innovators, and strategic partners**, united by a mission to revolutionize global food trade. With a **strong track record in international trade, automation, logistics, and finance**, the team blends deep operational expertise with cutting-edge technology to drive scalable growth.

Leadership & Core Team

Frank van den Oever (Founder & CEO) – A visionary leader with **over a decade in commodity trading, automation, and digital transformation**, Frank spearheads YMF Global's strategy, leveraging AI and automation to disrupt traditional B2B trade.

Rick Trooster (Head of Logistics & Market Expansion) – An expert in **supply chain optimization and international trade**, Rick leads logistics strategy and market penetration across Southeast Asia, ensuring operational efficiency at scale.

Liezel Andrade (Business Development & Growth) – With **6+ years of B2B sales experience in the meat industry**, Liezel specializes in driving supplier and buyer adoption, forging high-value partnerships, and expanding YMF Global's commercial footprint.

Tim Kosten (Technical Lead, Automation & Data Analytics) – A specialist in **workflow automation and AI-driven analytics**, Tim enhances the platform's efficiency, ensuring seamless data integration and process optimization.

Bas Thawiwatthanaphirom (Data Operations & Enrichment) – Responsible for **data integrity and enrichment**, Bas ensures that supplier and buyer data is accurately structured to maximize trade efficiency.

Strategic Partners & Expert Support

To accelerate innovation and scalability, **YMF Global collaborates with leading industry and technology experts:**

Pulpsense (Automation), LowCode Agency (App Development), and Agentic Brain (AI & Predictive Analytics) – Powering the platform's automation, AI-driven matchmaking, and seamless digital user experience.

Momentum Digital, The Pali Group, and Home of the Brave – Providing strategic advisory, growth marketing, and business development expertise.

4Traders (Trade Finance) and ABC Accountants (Financial Compliance) – Ensuring robust financial structuring, risk management, and regulatory compliance for seamless cross-border transactions.

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Datum: 30 January 2025

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