



Investor Presentation

January 2025

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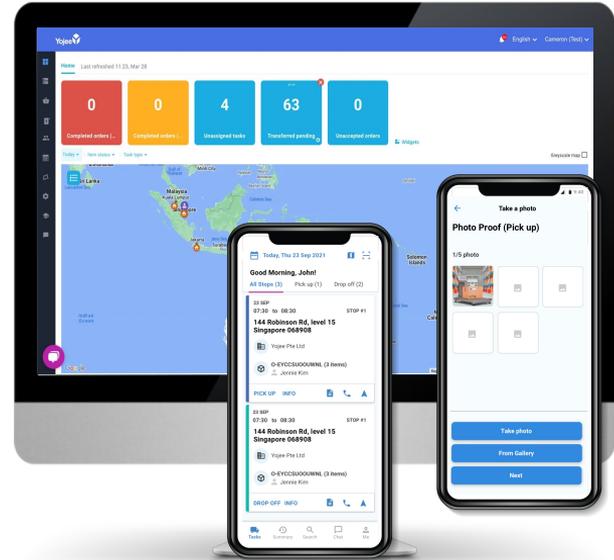
Yojee - Creators of World Class Logistics Technology

“

Our technology empowers Freight Forwarders and Shippers with a seamless, global platform for managing and executing cargo movements.

Our products unite supply chain participants in a community-driven ecosystem, simplifying execution while disrupting traditional logistics models at scale.

”



Yojee - Who we are

Mark has 30 years of experience in technology and logistics globally, a strong background in engineering, sales, marketing, and product and project management, and a proven track record with companies such as Mainfreight and WiseTech Global.



Mark Connell
Chief Executive Officer



Shane D'Aprile
Chief Revenue Officer

Shane has over 25 years of extensive experience in operations, sales, change management, and leadership roles within the international and domestic logistics sector. Shane previously worked for WiseTech Global and successfully founded OrangeLime Consulting.



Sean Tan
Senior VP, Technology



Alex van Kampen
Director of Product & Customer

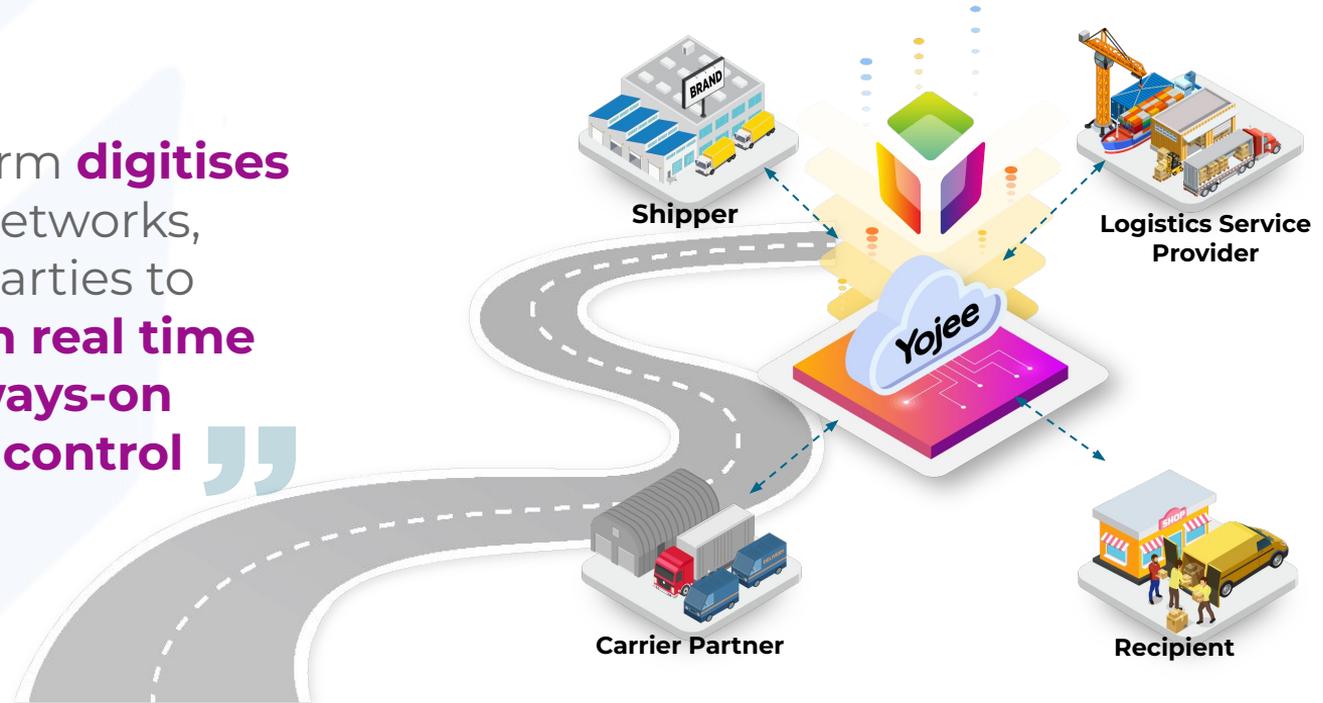


Fiona Giam
Demand Generation Manager

The Yojee TCMS Difference

Yojee's Transport Carrier Management System (TCMS) integrates into core business systems and provides the land freight network with the tools to replace emails, spreadsheets, phone calls and text messages.

“ Our platform **digitises** land freight networks, enabling all parties to **collaborate in real time** providing **always-on visibility** and **control** ”



MOSAIC *The Next Generation of Freight Forwarding Software*

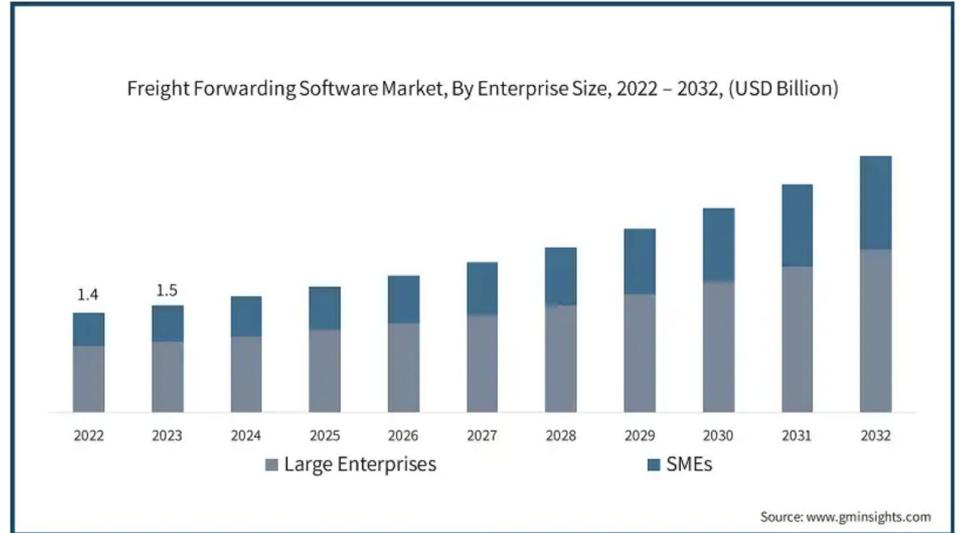
Market Opportunity

“

The Freight Forwarding Software Market size is valued at **USD 1.5 billion** in 2023, and is expected to grow **10% CAGR** between 2024-2032 owing to the growth of E-commerce industry across the globe.

”

Source: [Global Market Insights](#)





Why MOSAIC & Why Now?

Overview

MOSAIC is the next generation of freight forwarding software that simplifies complex logistics with an intuitive, user-focused interface.

- **Users First. Workflow First**
- **AI Centric**
- **Community and Connectivity**

Simple user experience, allowing individual pieces of a global supply chain move to be:

- Connected to an external application or product in the **marketplace**, or:
- Completed by a partner (in a Freight Forwarding network) via the **community**

Why Now

The time for **change is now**. There exists an **opportunity to revolutionize** the freight forwarding industry, providing innovative solutions that **empower businesses** of all sizes to **drive global trade** forward.

- **Overcoming repetitive challenges**
- **Unnecessarily complex incumbents**
- **Changing workforce requirements**
- **Commercial and service resentment towards dominant players**

The market is looking for **choice**. They seek simpler, modern and more cost effective solutions without being trapped.



How are we Different



UI is intuitive

Product Led



Onboarding is rapid

Switching Costs



Collaboration is easy

Community / Network



Marketplace

Growth

SmartClear

Customs Technology for the Future

Smartclear

Message
exchange and
customs
clearance

- Complex technology, critical for international supply chain movement execution.
- SmartClear along with its Directors and team are greatly respected within the freight forwarding and customs communities.
- Reduces the time to commercialise MOSAIC in Australia and New Zealand by an estimated 2 years
- Frees up valuable product and engineering costs to focus on the core MOSAIC platform
- First major connector to be built and installed in the MOSAIC connector store

Yojee Business Model

Usage Model



Pay-per-Action Model

Charge is applied **per Job per Company** using at least one Logistics Activity, ensuring **fair usage costs**



Equitable Charging

Uniform charge for each company in a job, promoting **collaboration** among different MOSAIC companies



Collaboration Incentive

Our model is designed to **benefit smaller customers** working together, fostering a community of cooperation



No Hidden Fees

Direct access to Logistics Activities without incurring charges; free from subscription fees, promoting **transparency** and **accessibility**



Free Account Creation

Users can join MOSAIC for **free**, enjoying full functionality. Charges apply only for job exchanges with other users, ensuring **free entry** with scalable investment

Subscription Based



Marketplace Access

Subscription fees will apply for accessing connections between Logistics Activities and external systems in the Marketplace. Yojee will take a commission on all Marketplace fees.



Flexible Pricing

Developers of Marketplace connectors will set their own rates in either one of the two following models:

- **Volume-Based Pricing:** Example: services like SMS connections (e.g., Twilio), costs are based on usage volume.
- **Subscription Pricing:** Example: for XERO, a flat subscription fee per month may be applied.



Core and Local Connections

- **Core Global Connections** may be developed by Yojee engineers.
- **Local Connections** will be developed by local app developers, with subscription fees shared between Yojee and the developers.



Exclusive Paid Access

Only users with paid accounts can utilize Marketplace connections, ensuring a value-driven model for premium features.



Thank You

Contact Us



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Yojee Glossary

- TCMS** → Transport and Carrier Management System
- TMS** → Transport Management System
- FMS** → Freight Management System
- ERP** → Enterprise Resource Planning (System)
- MOSAIC** → Yojee's Next Generation of Freight Forwarding Software

- APAC** → Asia Pacific
- ANZ** → Australia and New Zealand
- LATAM** → Latin America
- SE Asia** → South East Asia

- CAGR** → Compound Annual Growth Rate