

Presentation for IFCBAA

International Forwarders & Customs Brokers Association of Australia
(IFCBAA) National Conference, May 2025.

Disclaimer



This presentation has been prepared by Yojee Limited ("Company"). It does not purport to contain all the information that a prospective investor may require in connection with any potential investment in the Company. You should not treat the contents of this presentation, or any information provided in connection with it, as financial advice, financial product advice or advice relating to legal, taxation or investment matters.

No representation or warranty (whether express or implied) is made by the Company or any of its officers, advisers, agents or employees as to the accuracy, completeness or reasonableness of the information, statements, opinions or matters (express or implied) arising out of, contained in or derived from this presentation or provided in connection with it, or any omission from this presentation, nor as to the attainability of any estimates, forecasts or projections set out in this presentation.

Images are used to illustrate concepts only and are not intended to represent commercial Yojee images.

This presentation is provided expressly on the basis that you will carry out your own independent inquiries into the matters contained in the presentation and make your own independent decisions about the affairs, financial position or prospects of the Company. The Company reserves the right to update, amend or supplement the information at any time in its absolute discretion (without incurring any obligation to do so).

Neither the Company, nor its related bodies corporate, officers, their advisers, agents and employees accept any responsibility or liability to you or to any other person or entity arising out of this presentation including pursuant to the general law (whether for negligence, under statute or otherwise), or under the Australian Securities and Investments Commission Act 2001, Corporations Act 2001, Competition and Consumer Act 2010 or any corresponding provision of any Australian state or territory legislation (or the law of any similar legislation in any other jurisdiction), or similar provision under any applicable law. Any such responsibility or liability is, to the maximum extent permitted by law, expressly disclaimed and excluded.

Nothing in this material should be construed as either an offer to sell or a solicitation of an offer to buy or sell securities. It does not include all available information and should not be used in isolation as a basis to invest in the Company.

FUTURE MATTERS

This presentation contains reference to certain intentions, expectations, future plans, strategy and prospects of the Company. Those intentions, expectations, future plans, strategy and prospects may or may not be achieved. They are based on certain assumptions, which may not be met or on which views may differ and may be affected by known and unknown risks. The performance and operations of the Company may be influenced by a number of factors, many of which are outside the control of the Company.

This includes references to expected financial performance, future revenue generation, anticipated customer acquisition, commercialisation milestones, and other forward-looking financial information. These references may constitute "forward-looking statements" under applicable securities laws, including "future-oriented financial information" and "financial outlook". Such statements are provided to allow potential investors to understand management's current expectations and are not guarantees of future performance.

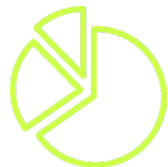
Forward-looking statements are inherently subject to risks, uncertainties, and assumptions that may cause actual results to differ materially from those expressed or implied. No representation or warranty, express or implied, is made by the Company or any of its directors, officers, employees, advisers or agents that any intentions, expectations or plans will be achieved either totally or partially, or that any particular rate of return or revenue outcome will be achieved.

Although the Company believes the assumptions underlying forward-looking statements are reasonable at the time of publication, they may prove to be incorrect. The Company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions change, except as required by applicable law. Recipients are cautioned not to place undue reliance on such statements.

US DISCLOSURE

This document does not constitute any part of any offer to sell, or the solicitation of an offer to buy, any securities in the United States or to, or for the account or benefit of any "US person" as defined in Regulation S under the US Securities Act of 1933 ("Securities Act"). The Company's shares have not been, and will not be, registered under the Securities Act or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold in the United States or to any US person without being so registered or pursuant to an exemption from registration including an exemption for qualified institutional buyers.

Yojee at a glance



Shares on issue

320M

at 19 May 2025



Market Cap

\$86.39M

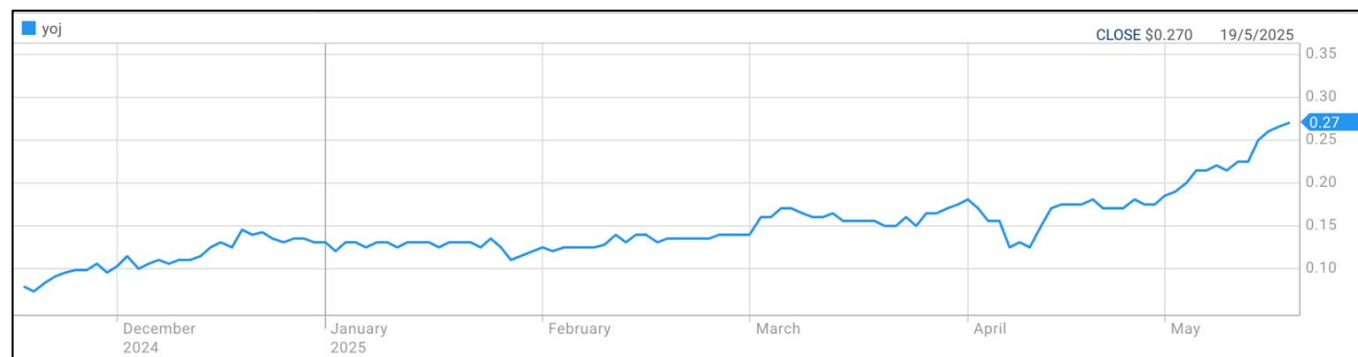
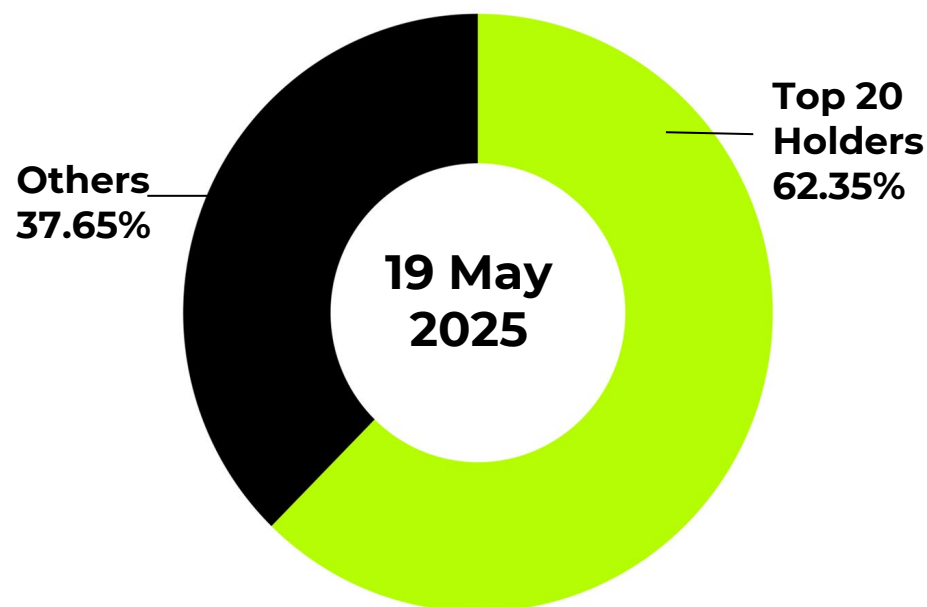
at 19 May 2025 (@\$0.27)



Cash in Bank

\$4.82M

at 31 March 2025



BOARD

Shannon Robinson
Non Executive Chair

Davide Bosio
Non Executive Director

Mark Connell
Managing Director

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



Lester De Leon
Finance Director



Nina Shcheglova
Head of Quality Assurance,
Engineering

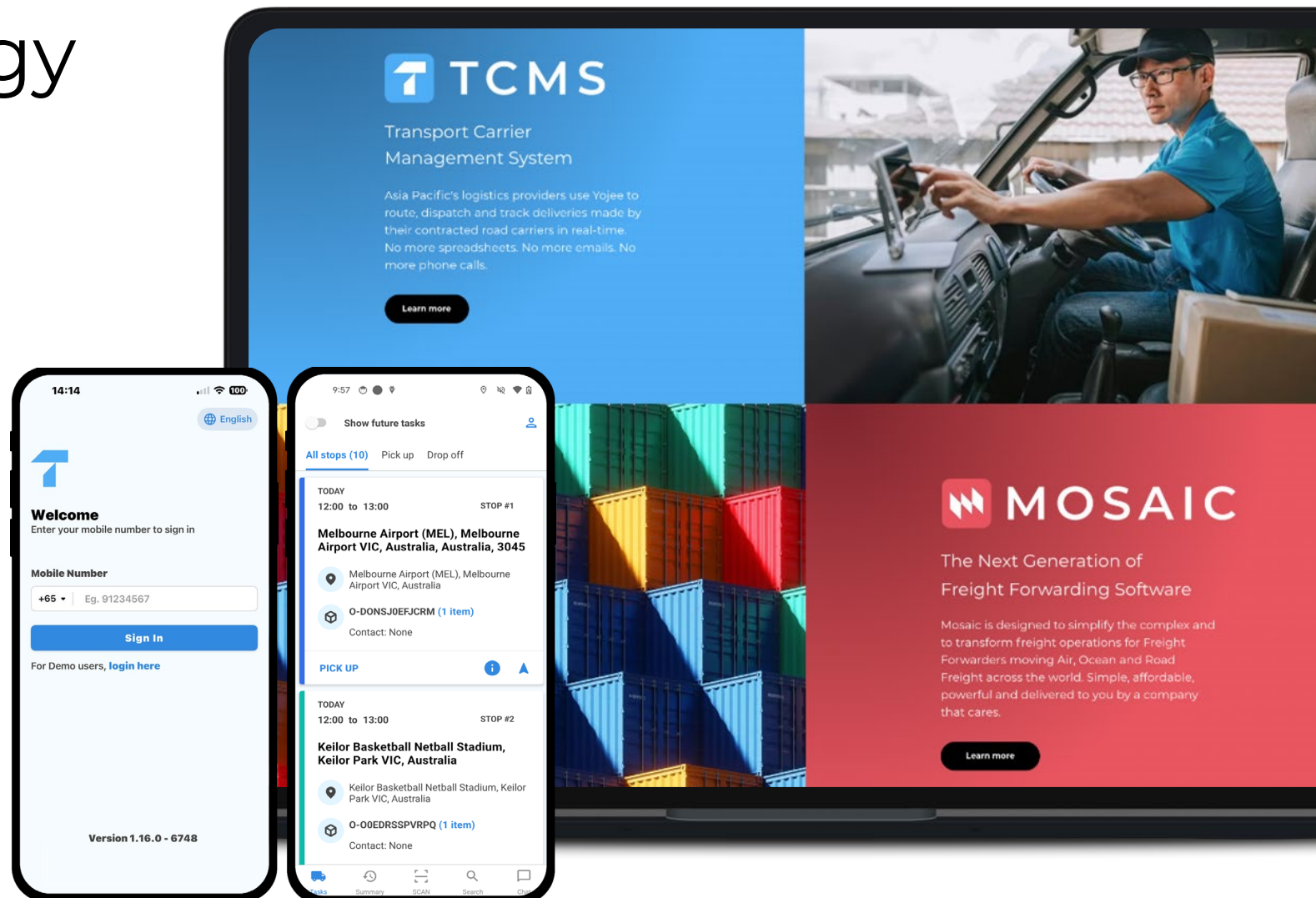


Fiona Giam
Demand Generation
Manager

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.



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**

”



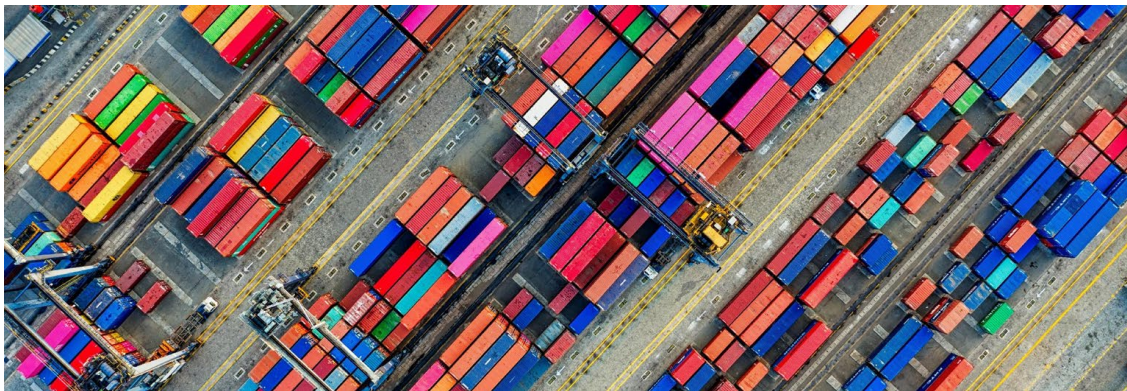
Why MOSAIC & Why Now?

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

- Product Led. Users First
- AI Centric
- Community and Market Places
- Packages at the Heart of the Supply Chain Movement

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

- Freight Forwarding and Customs Technology is outdated, fragmented and expensive
- Little or no choice in the market for a global alternative to the incumbents
- Commercial and service resentment towards dominant players



“The cost to maintain and implement legacy forwarding software is significantly increasing quarter on quarter, year on year, and the market needs alternative solutions now!”

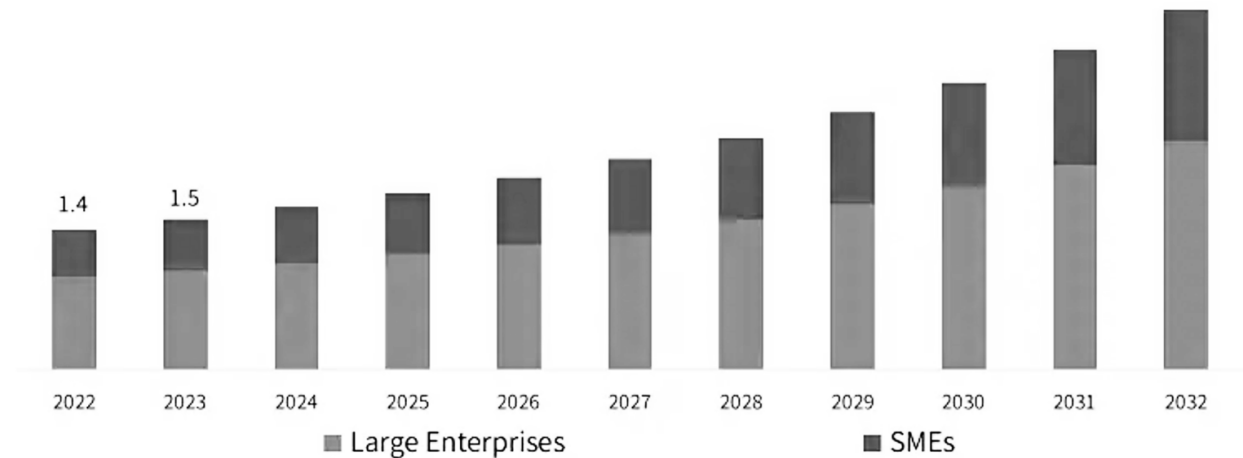
Software Market Opportunity

“

The Global 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.

”

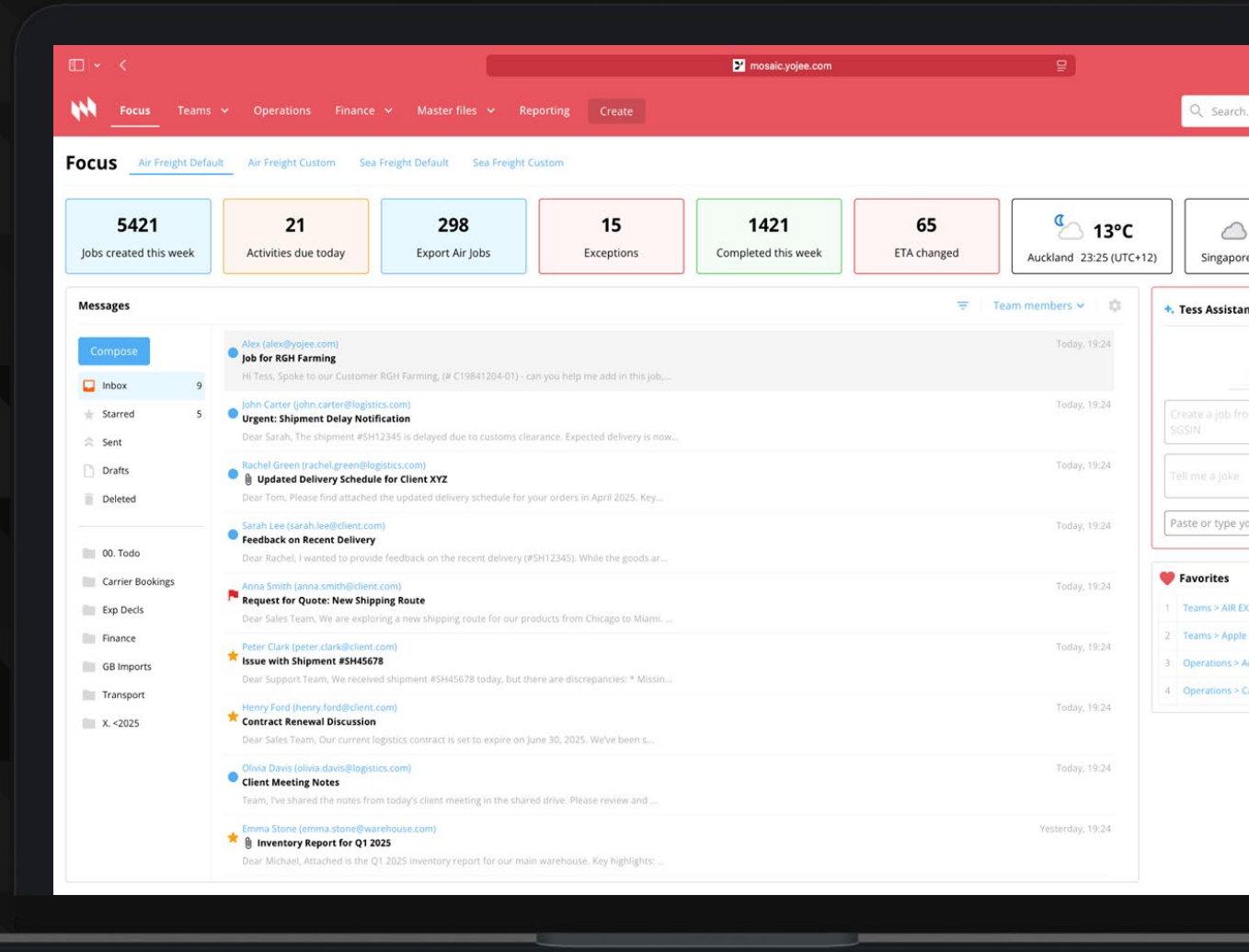
Freight Forwarding Software Market, By Enterprise Size, 2022 – 2032, (USD Billion)



Source: [Global Market Insights](#)

What's Ready Today

- ✓ Infrastructure, Initial Architecture, Logging In, Search Grids, Basic Navigation, Shipment Creation, Focus Boards
- ✓ Workflow Engine
- ✓ Early stage Adapters for the Connector Store
- ✓ Welcome Tess! Our Stage One AI Assistant



Connected

Simplify

**AI Powered
Efficiency.
Smarter
Workflows.
Less Manual
Work.**

 **MOSAIC**



✦ Tess Assistant



Hi I'm Tess - ask me anything!

Create a job from AUSYD
to SGSIN

Share a list of all tasks
due this week

Find revenue leakage

Which ports are at the
highest risk of strike?

Paste or type our request here

MOSAIC's AI assistant helps you do more in less time.
Automate the boring, focus on the important.

Community

Collaboration.
Opportunity.
Growth.





**Invite them to your
MOSAIC network and build
your supply chain
community**

MOSAIC at IFCBAA - May 2025



Purpose

First major public reveal



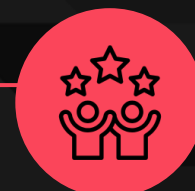
Audience

Key freight forwarders, customs brokers, potential partners



Showcase

Live demo and 6-month roadmap preview



Impact

Stronger market presence, elevated brand awareness, and an influx of high-quality leads from the freight and customs community.

Go To Market and Revenue Strategy

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.

What's Next for MOSAIC?

**IFCBAA
Introduction**



**Beta Client
Testing**



**Commercial
Launch**



Growth ANZ



FY25Q4



FY26Q2



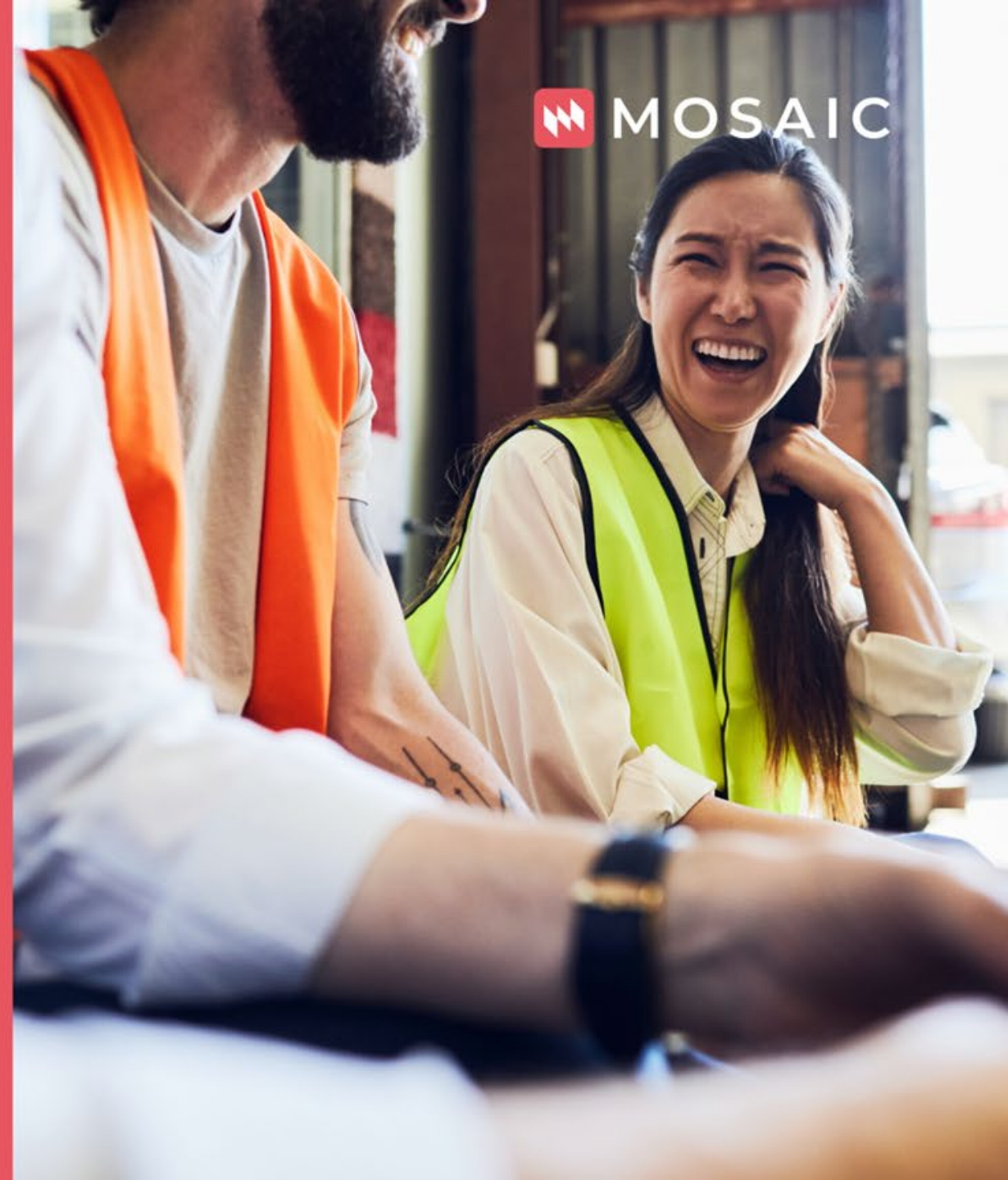
FY26H2



FY27

Register your interest now.

#BePartOfSomething



Contact Us



Mark Connell

✉ mark@yojee.com

📱 +64 275 550 166



Shane D'Aprile

✉ shane@yojee.com

📱 +61 428 222 968

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 |
| IFCBAA | International Forwarders and Customs Brokers Association of Australia |