Yojee™

Investor Presentation

January 2025

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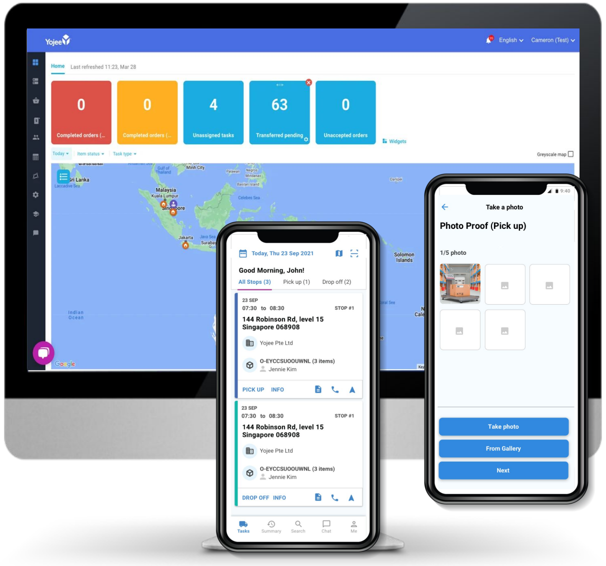
Yojee - Creators of World Class Logistics Technology

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

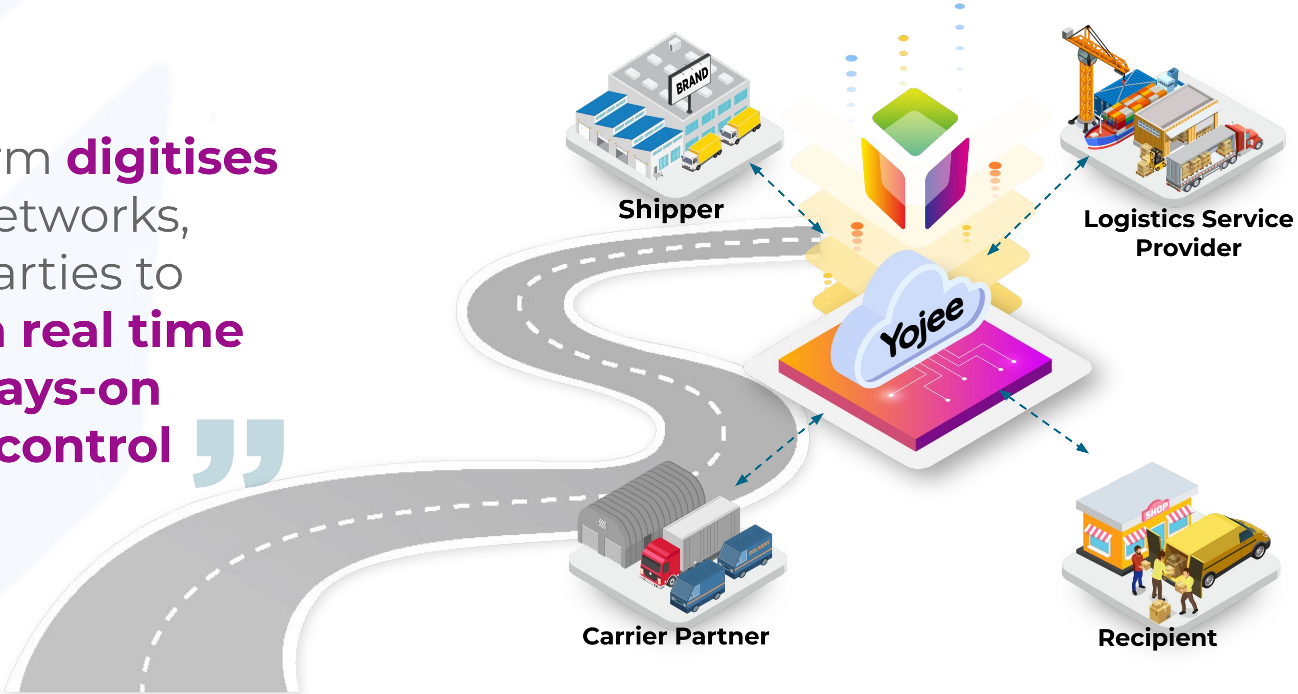
Alex van Kampen
Director of Product & Customer

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.

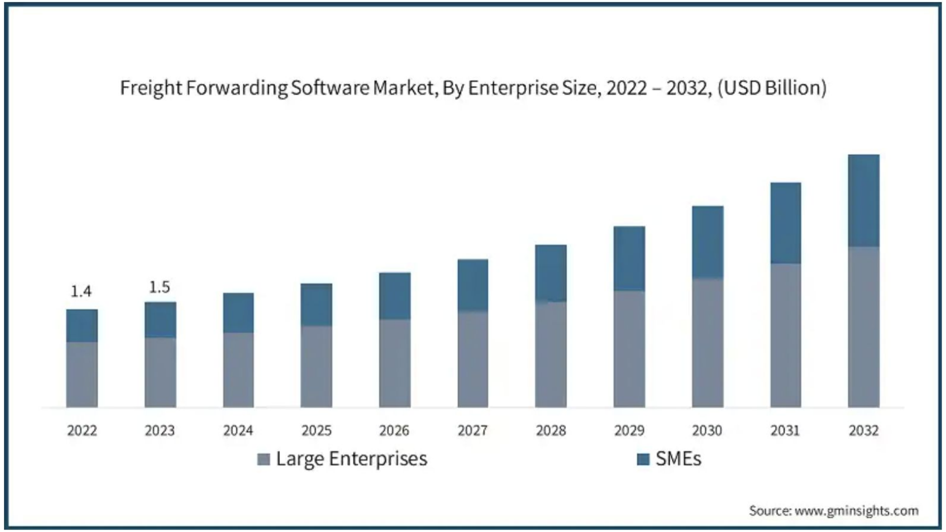
"Our platform **digitises** land freight networks, enabling all parties to **collaborate in real time** providing **always-on visibility** and **control**"



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 ether 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.

Yojee™

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