



Presentation for IFCBAA

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

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Yojee at a glance



Shares on issue

320M

at 19 May 2025



Market Cap

\$86.39M

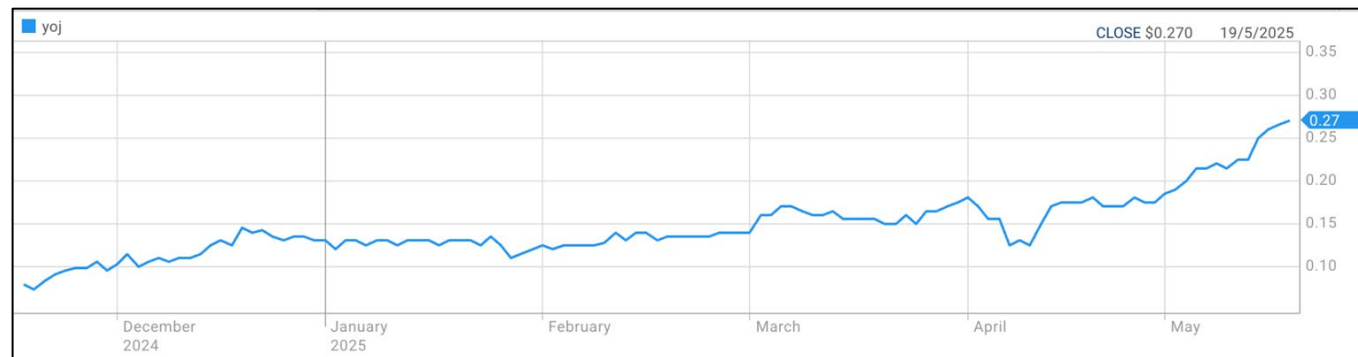
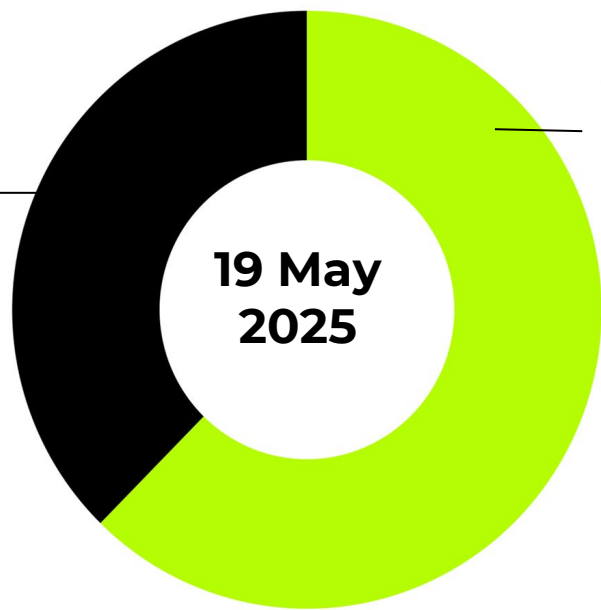
at 19 May 2025 (@\$0.27)



Cash in Bank

\$4.82M

at 31 March 2025



BOARD

Shannon Robinson
Non Executive Chair

Davide Bosio
Non Executive Director

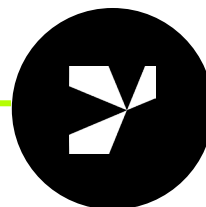
Mark Connell
Managing Director

Who we are



Mark Connell
Chief Executive Officer

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.



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

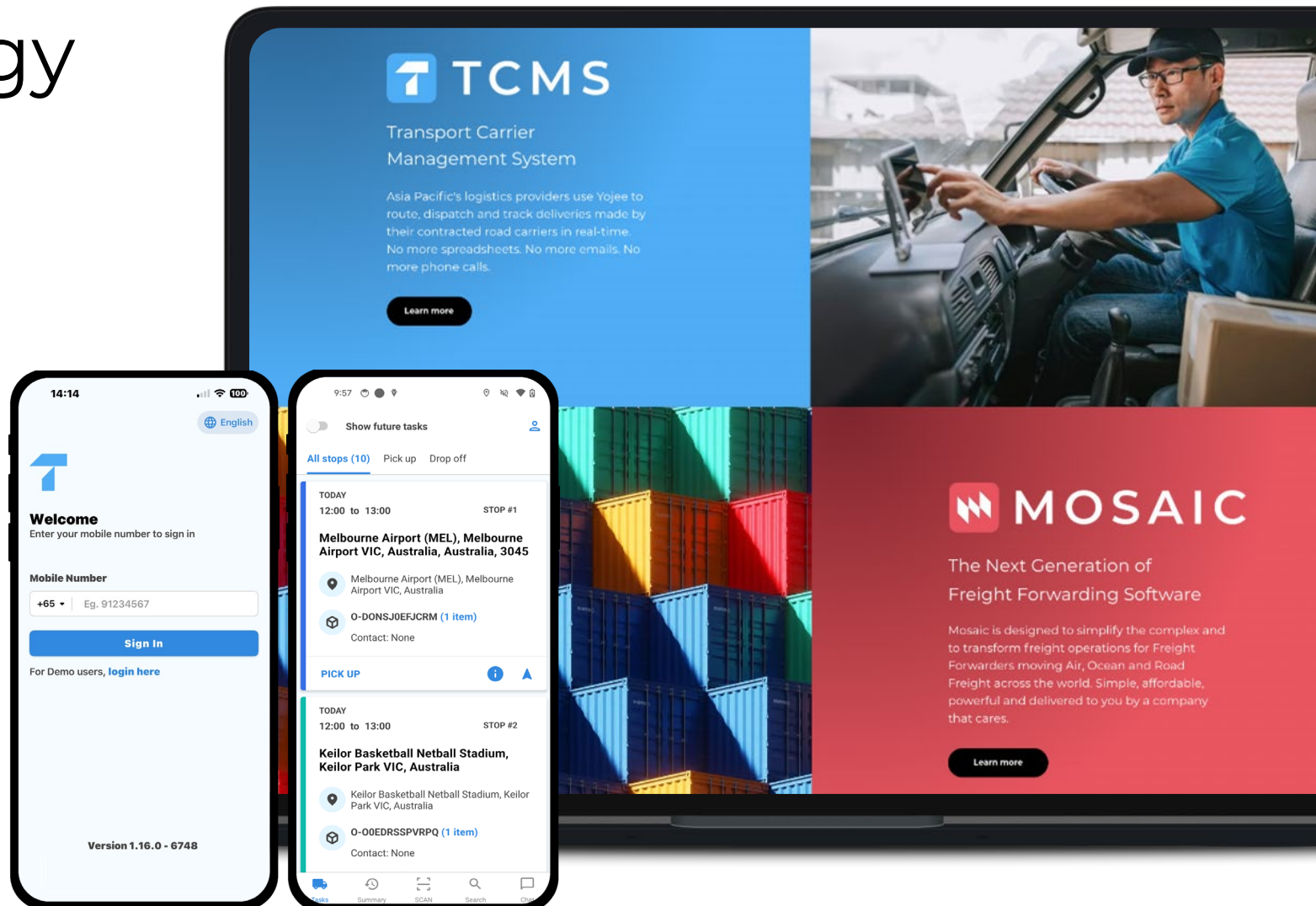


Fiona Giam
Demand Generation Manager

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**



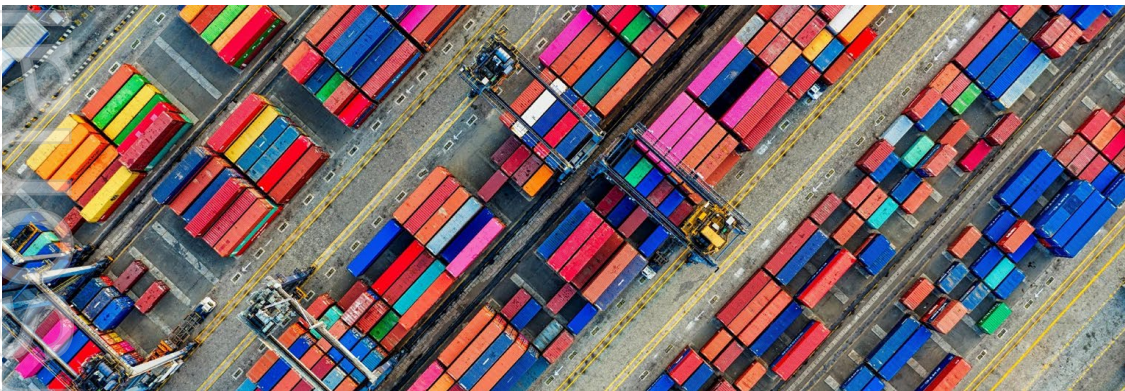
Why MOSAIC & Why Now?

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



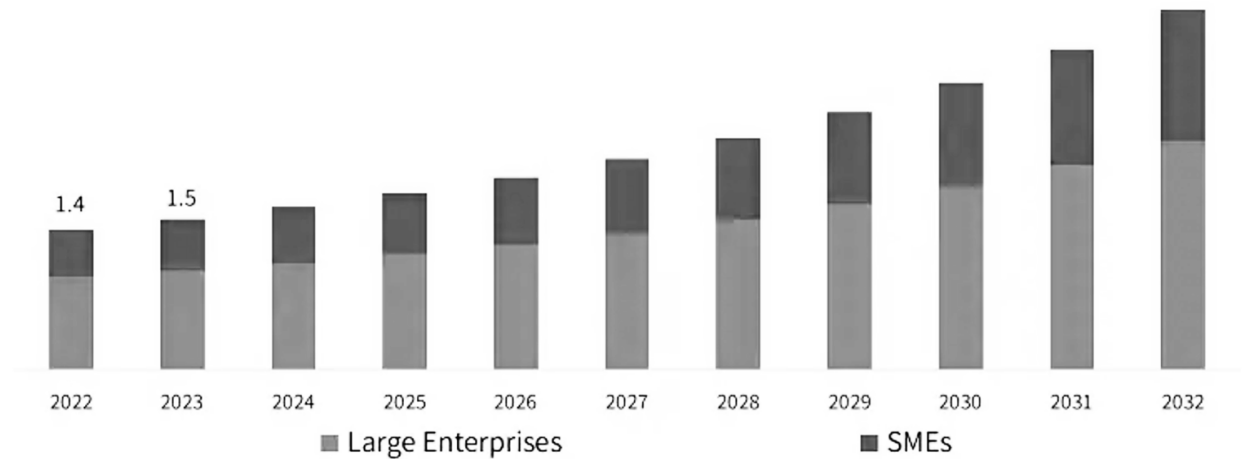
“The cost to maintain and implement legacy forwarding software is significantly increasing quarter on quarter, year on year, and the market needs alternative solutions now!”

Software Market Opportunity

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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](#)




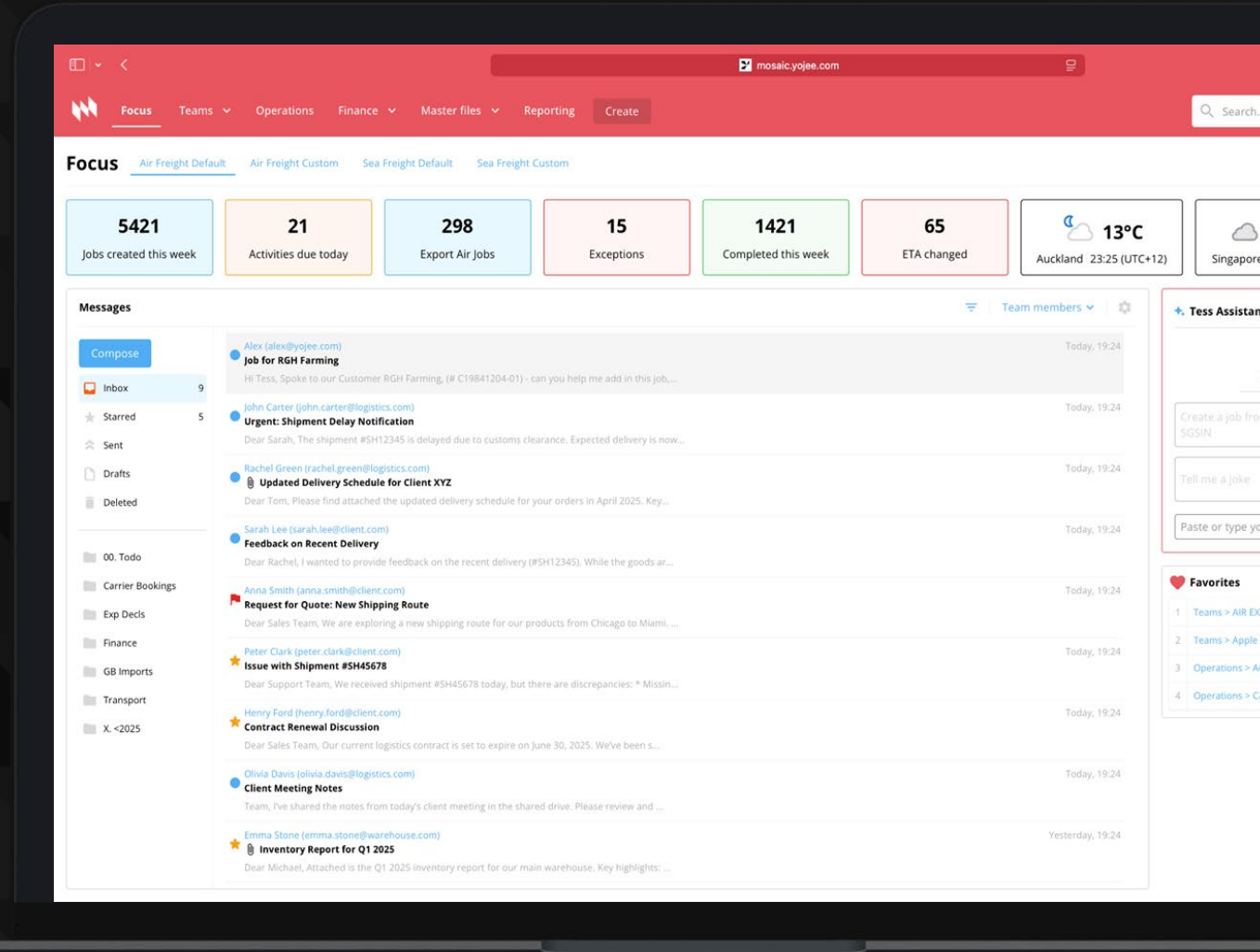
What's Ready Today


 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



Personal use only

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.



Focus Teams Operations Workflow Finance Analytics Create CMD-K Alex

Team XYZ > Jobs > J2312-12AB-900921

J2312-12AB-900921 Activities Core Carrier Booking Goods Details Export Clearance Documentation Audit trail

Workflow Template: Export Air Standard SG Assigned (any) Due date (This week) Task status (all)

Quote	Export Pick Up	Export Docs	Agent Pre-Alert	Import Customs	Import Delivery	Billing
Capture Core job +	Book Trucker +	Receive Export Docs +	Review Job +	Receive Import Docu... +	Confirm Cargo Release +	Issue Invoice +
Send Quote +	Confirm Pick up +	Export Clearance +	Send Pre-Alert Due May 30 10:00 +	Submit Import Entry +	Book Trucker +	Confirm Costs +
Quote Approved +	Confirm Delivery +	Share Export Docs Due May 30 10:00 +		Confirm Clear Status +	Confirm Pick Up +	
	Confirm POD +				Confirm Delivery +	

Properties Workflow only Audit trail

Export Documentation > Export Clearance < previous - next > | close

Package description: Tinned Tomatoes Task due date: May 30 12:00 (Singapore UTC+8)

Package type: PLT - Pallet Number of packages: 3

Package weight: 545.36 KG Package Volume: 3.600 m³

Origin Pickup

ORIGIN	DESTINATION
Company: RGH Farming	Company: Tomato Warehouse SG
UNLOCODE: AUSYD	UNLOCODE: SGSIN
Full address: Building D, 250-318 Parramatta Road, Homebush West NSW 2140, Australia	Full address: 144 Robinson Road, 068968, Singapore

Task status IN PROGRESS **Milestone** No

Task Owner Tessa Rae | Tessa.Rae@mosaic.com **Task Due date** May 28 12:00 (Singapore UTC+8)

Connector Provider SmartClear

External System notification: SmartClear

Export date June 6 2025 15:33 **Include** Flight details Packing details

Cancel Continue



Manage your network of partners

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

MOSAIC at IFCBAA - May 2025

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Purpose

First major public reveal



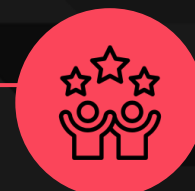
Audience

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?

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IFCBAA
Introduction



Beta Client
Testing



Commercial
Launch



Growth ANZ



FY25Q4



FY26Q2



FY26H2



FY27

Register your
interest now.

#BePartOfSomething



Contact Us



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www.yojee.com



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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
IFCBAA	International Forwarders and Customs Brokers Association of Australia