



ASX: YOJ



28 January 2026

Yojee December Q2 FY26 Activity Report

HIGHLIGHTS

- **Strong Cash Reserves:** Closing cash position of \$6.18 million as at 31 December 2025 with no debt, following the successful capital raise in the prior quarter.
- **Operating Efficiency:** Achieved a 23% reduction in net operating cash outflows, down to \$607k from \$793k in Q1 FY26. This improvement reflects disciplined administrative rationalisation and the non-recurrence of front-loaded annual costs.
- **MOSAIC Beta Milestone:** Continued live environment testing of the MOSAIC platform with foundational freight forwarding and customs broker partners in Australia, marking a critical step toward full commercial transition.
- **New Customer Acquisitions:** Contracts signed and implementation commenced for two additional Australian TCMS customers, Fracht Australia and Road Feeder Services (RFS), with initial volumes expected in early 2026.
- **Continued Growth:** Signed and extended operational rollout for Röhlig Logistics to Australia, New Zealand, and Southeast Asia.
- **Strengthened leadership team:** Strengthened the executive team and Board with the appointment of veteran logistics leaders from Mainfreight and Agility, including Robert Cotter as Chief Growth Officer (CGO) and Frank Guerra as Non-Executive Director, to help drive the commercialisation of the MOSAIC platform.

OPERATIONAL & COMMERCIAL UPDATE

MOSAIC Platform Development

The MOSAIC customer BETA program continued its trajectory throughout the quarter, moving beyond basic functionality into robust testing of platform capabilities with industry participants across diverse logistics verticals. This deliberate, wide-ranging engagement ensures that MOSAIC is not just a technical solution, but a product designed for the freight forwarding community, by the community.

Key insights from this phase include:

- Vertical-Specific Testing: Execution of live-environment testing across multiple operational models to ensure platform flexibility and stability.
- Invaluable Iteration: Feedback from foundation partners has been instrumental in refining the User Experience (UX), allowing the engineering team to iterate rapidly on features that simplify complex workflows.
- User Delight & Frictionless Onboarding: Development focus has shifted toward ensuring the platform is intuitive and "delights" the end-user, which the Company identifies as a primary driver for rapid commercial uptake.
- Next Milestone: The BETA program remains on track to conclude in Q3 FY26.



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- Accelerated Product Development: As the global logistics landscape undergoes rapid, daily shifts, Yojee continues to attract top-tier engineering talent to our hubs in Australia and Singapore. This strategic expansion of our technical team is focused on delivering unique, market-differentiating features within the MOSAIC platform.
- Speed to Market: Rather than a delay, the comprehensive BETA phase strengthens our path to market by de-risking performance and enabling faster, broader adoption through the remainder of 2026 prior to full commercial transition.

TCMS Platform Growth

Transport Carrier Management System (TCMS) continues to demonstrate strong momentum through a dual-track growth strategy focused on expanding existing enterprise partnerships and securing new market entrants.

- Existing Customer Expansion: The Company is actively collaborating with its Tier-1 enterprise customers to replicate established success across new geographic regions and logistics verticals. This "land and expand" approach is expected to drive meaningful transaction volume growth throughout FY26.
- High-Margin Scalability: A key focus of the current TCMS rollout is scaling the platform's global reach with minimal incremental investment. By leveraging our established cloud-native architecture, we are engaging with large-scale enterprise organisations in a manner that allows for rapid deployment without adding significant engineering or infrastructure overhead.
- Diversified Pipeline: We continue to build a robust sales pipeline, targeting international logistics providers that require multi-region, connected transport execution tools. This includes the recent addition of Fracht Australia and Road Feeder Services (RFS), both of which are currently in the implementation phase with initial volumes anticipated in early 2026.
- Röhlig Logistics: Successfully operationalised the contract extension across Australia, New Zealand, and Southeast Asia following the initial Singapore rollout.

LEADERSHIP FOR COMMERCIALISATION

Yojee has significantly strengthened its leadership team to align with the 2026 MOSAIC commercial launch:

- Chief Growth Officer (CGO): Mr. Robert Cotter (commencing 2 Feb 2026). A veteran with 35 years of experience at Mainfreight and Agility, he will lead the global MOSAIC expansion.
- Non-Executive Director: Mr. Frank Guerra (effective 1 Jan 2026). Formerly the Australasian CEO of Agility Logistics, bringing over 45 years of deep industry expertise.
- Chief Product Officer (CPO): Mr. Shane D'Aprile has transitioned from CRO to CPO to lead the integrated strategic roadmap for both TCMS and MOSAIC.



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FINANCIAL COMMENTARY

The Company closed the quarter with \$6.18 million in cash and no debt. A disciplined approach to administrative spend and the non-recurrence of front-loaded annual costs resulted in a 23% reduction in net operating cash outflows (down to \$607k from \$793k in the prior quarter).

Cash receipts were \$90k for the quarter. This reflects a return to normalised recurring billing, following the prior quarter's \$231k result, which included the successful collection of significant legacy arrears.

As noted in Section 6 of the Appendix 4C, payments to related parties totalled \$96k, comprising Director fees and salaries.

The Company invested \$568k in the capitalisation of development costs for the MOSAIC platform.

CEO OUTLOOK

Mark Connell, CEO: *"This quarter was about precision. We successfully reduced our operating burn while simultaneously attracting some of the industry's most respected names to our leadership table. These moves, combined with the successful ongoing testing of MOSAIC in a live environment, position us perfectly for our 2026 commercialisation phase. We have the runway, the tech, and now the team to deliver."*

-ENDS-

For enquiries, please contact

Investor Relations

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About Yojee Limited (ASX: YOJ)

Yojee is a leading logistics technology company focused on simplifying freight operations through digital innovation. Our platform enables Logistics Providers to consolidate complex supply chain networks into a single, intuitive system. By centralising operations, optimising workflows, and providing real-time visibility, Yojee empowers businesses to move Air, Ocean, and Road freight efficiently and seamlessly. With our intelligent technology, logistics professionals can enhance performance, reduce inefficiencies, and drive growth in a rapidly evolving industry.

The MOSAIC platform is a simple yet powerful global solution for freight forwarders, bringing teams and partners together on a single platform. Designed to overcome the fragmented nature of supply chain data exchanges between participants and eliminate 'trapped into use' feelings of enterprise-class systems and costly integrations. MOSAIC enhances visibility, optimises freight operations, and ensures every stakeholder works cohesively in real-time.



YOJEE



TCMS



MOSAIC



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FORWARD LOOKING STATEMENT AND DISCLAIMER

Please note that images used in the Company's ASX announcements are to illustrate concepts only and are not intended to represent commercial Yojee images. Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:

- (a) are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;
- (b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and
- (c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions. The Company disclaims any intent or obligation to publicly update any forward looking statements, whether as a result of new information, future events or results or otherwise. The words "believe", "expect", "contracted", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule", "planned" and similar expressions identify forward looking statements. All forward looking statements contained in this ASX release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.

Appendix – Industry Acronyms

The following industry acronyms are used in this announcement:

- ANZ: Australia and New Zealand
- BCO: beneficial cargo owners
- CRN: cargo reference number
- EDN: export declaration
- ERP: enterprise resource planning system
- ISO: International Organization for Standardization
- FCL: full container load
- FMS: freight management system
- LCL: less than container load
- LTL: Less than truck load
- SAAS: software-as-a-service
- SAP: system applications and products in data processing (ERP software)
- SEA: South-East Asia
- TCMS: transport carrier management system

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

YOJEE LIMITED

ABN

52 143 416 531

Quarter ended ("current quarter")

31 December 2025

| Consolidated statement of cash flows | Current quarter \$A'000 | Year to date (6 months) \$A'000 |
|---|----------------------------|---------------------------------------|
| 1. Cash flows from operating activities | | |
| 1.1 Receipts from customers | 90 | 321 |
| 1.2 Payments for | - | - |
| (a) research and development | | |
| (b) product manufacturing and operating costs | (273) | (579) |
| (c) advertising and marketing | (93) | (192) |
| (d) leased assets | (32) | (57) |
| (e) staff costs | (229) | (429) |
| (f) administration and corporate costs | (118) | (555) |
| 1.3 Dividends received (see note 3) | | |
| 1.4 Interest received | 49 | 89 |
| 1.5 Interest and other costs of finance paid | (0) | (0) |
| 1.6 Income taxes paid | - | - |
| 1.7 Government grants and tax incentives | - | 1 |
| 1.8 Other (mainly payments for indirect taxes) | - | - |
| 1.9 Net cash from / (used in) operating activities | (607) | (1,400) |

Quarterly cash flow report for entities subject to Listing Rule 4.7B

| Consolidated statement of cash flows | Current quarter \$A'000 | Year to date (6 months) \$A'000 |
|---|----------------------------|---------------------------------------|
| 2. Cash flows from investing activities | | |
| 2.1 Payments to acquire or for: | | |
| (a) entities | - | - |
| (b) businesses | - | - |
| (c) property, plant and equipment | (14) | (16) |
| (d) investments | - | - |
| (e) intellectual property | (568) | (1,089) |
| (f) other non-current assets | - | - |
| 2.2 Proceeds from disposal of: | | |
| (a) entities | - | - |
| (b) businesses | - | - |
| (c) property, plant and equipment | - | - |
| (d) investments | - | - |
| (e) intellectual property | - | - |
| (f) other non-current assets | - | - |
| 2.3 Cash flows from loans to other entities | - | - |
| 2.4 Dividends received (see note 3) | - | - |
| 2.5 Other (provide details if material) | - | - |
| 2.6 Net cash from / (used in) investing activities | (582) | (1,104) |

Quarterly cash flow report for entities subject to Listing Rule 4.7B

| Consolidated statement of cash flows | | Current quarter \$A'000 | Year to date (6 months) \$A'000 |
|---|--|-----------------------------------|--|
| 3. Cash flows from financing activities | | | |
| 3.1 Proceeds from issues of equity securities (excluding convertible debt securities) | | 100 | 5,400 |
| 3.2 Proceeds from issue of convertible debt securities | | - | - |
| 3.3 Proceeds from exercise of options | | - | - |
| 3.4 Transaction costs related to issues of equity securities or convertible debt securities | | - | (318) |
| 3.5 Proceeds from borrowings | | - | - |
| 3.6 Repayment of borrowings | | - | - |
| 3.7 Transaction costs related to loans and borrowings | | - | - |
| 3.8 Dividends paid | | - | - |
| 3.9 Other (provide details if material) | | - | - |
| 3.10 Net cash from / (used in) financing activities | | 100 | 5,082 |
| 4. Net increase / (decrease) in cash and cash equivalents for the period | | | |
| 4.1 Cash and cash equivalents at beginning of period | | 7,211 | 3,676 |
| 4.2 Net cash from / (used in) operating activities (item 1.9 above) | | (607) | (1,400) |
| 4.3 Net cash from / (used in) investing activities (item 2.6 above) | | (582) | (1,104) |
| 4.4 Net cash from / (used in) financing activities (item 3.10 above) | | 100 | 5,082 |
| 4.5 Effect of movement in exchange rates on cash held | | 62 | (70) |
| 4.6 Cash and cash equivalents at end of period | | 6,184 | 6,184 |

Quarterly cash flow report for entities subject to Listing Rule 4.7B

| 5. Reconciliation of cash and cash equivalents | | Current quarter \$A'000 | Previous quarter \$A'000 |
|---|--|----------------------------|-----------------------------|
| at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | | | |
| 5.1 | Bank balances | 6,184 | 7,211 |
| 5.2 | Call deposits | | - |
| 5.3 | Bank overdrafts | - | - |
| 5.4 | Other (provide details) | - | - |
| 5.5 | Cash and cash equivalents at end of quarter (should equal item 4.6 above) | 6,184 | 7,211 |

| 6. Payments to related parties of the entity and their associates | | Current quarter \$A'000 |
|---|---|----------------------------|
| 6.1 | Aggregate amount of payments to related parties and their associates included in item 1 | 96 |
| 6.2 | Aggregate amount of payments to related parties and their associates included in item 2 | - |

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

| 7. Financing facilities | | Total facility amount at quarter end \$A'000 | Amount drawn at quarter end \$A'000 |
|---|--|---|--|
| <i>Note: the term 'facility' includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i> | | | |
| 7.1 | Loan facilities | | - |
| 7.2 | Credit standby arrangements | | - |
| 7.3 | Other (please specify) | | - |
| 7.4 | Total financing facilities | | - |
| 7.5 | Unused financing facilities available at quarter end | | |
| 7.6 | Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well | | - |
| N/A | | | |

Quarterly cash flow report for entities subject to Listing Rule 4.7B

| 8. Estimated cash available for future operating activities | \$A'000 |
|---|-------------|
| 8.1 Net cash from / (used in) operating activities (item 1.9) | (607) |
| 8.2 Cash and cash equivalents at quarter end (item 4.6) | 6,184 |
| 8.3 Unused finance facilities available at quarter end (item 7.5) | - |
| 8.4 Total available funding (item 8.2 + item 8.3) | 6,184 |
| 8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1) | 10.2 |

Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A" estimated quarters of funding available must be included in item 8.5.

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: Not applicable

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: Not applicable

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: Not applicable

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 28 January 2026.....

Authorised by: By the Board.....
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.

Quarterly cash flow report for entities subject to Listing Rule 4.7B

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2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg *Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.