



Date: 8 July 2026

MOSAIC commercial launch: Founding Partner Program and first customers signed

HIGHLIGHTS

- **MOSAIC commercial launch.** Yojee has signed its first commercial contracts on MOSAIC, marking the platform's move from Beta and validation into commercial launch.
- **MOSAIC Founding Partner Program launched** — a deliberately limited program offering founder terms to forwarders who commit early, across two tiers: MOSAIC Everest (the “Founding 4”) and MOSAIC Ignition (the “Founding 25”).
- **Two MOSAIC Standard customers signed** on Yojee's standard commercial terms — rolling contracts at list pricing, billed on usage. These are ordinary commercial customers paying commercial rates.
- **First Everest Founding Partner signed** — an established Australian freight forwarder and customs broker, and one of MOSAIC's four original Beta customers, committing to a 36-month Everest founding partner term.
- **Three early-adopter agreements signed** consistent with the Wayfinder agreement continuing real-world validation across additional forwarders (refer ASX announcement dated 4 June 2026).
- **Continued execution on MOSAIC's commercialisation**, following the AI strategy update and the Wayfinder signing (refer ASX announcements dated 4 June 2026 and 16 June 2026).

CEO Commentary

Mark Connell, CEO of Yojee:

“Creating the Founding Partner Program is about working with our customers to deliver a platform the industry actually needs — and it is a natural evolution in the commercialisation of MOSAIC. We are excited to see one of our Beta customers transition into the Everest program, and we look forward to continued growth from here.”

Yojee Limited (ASX: **YOJ**) (“Yojee” or “the **Company**”) advises the commercial launch of its MOSAIC freight forwarding and customs platform. Yojee has signed its first commercial customer contracts on MOSAIC, launched the MOSAIC Founding Partner Program, and signed its first Everest Founding Partner.

With customers now contracted on standard commercial terms, MOSAIC has moved from Beta and early validation into commercial launch — the transition from a platform being proven to a platform being sold. Revenue under these contracts is usage-based and



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commences from each customer's Billing Date, being the point at which the customer's environment is ready for live commercial use. This occurs progressively as onboarding is completed.

MOSAIC Platform: now commercial

Yojee has signed two customers on MOSAIC Standard — the platform's standard commercial offering. These are rolling contracts that commence on the Billing Date and continue until terminated by either party on 30 days' written notice, charged at list pricing per job processed through the platform. They are ordinary commercial customers on commercial rates, and mark MOSAIC becoming a commercial product rather than a pre-commercial one.

MOSAIC Founding Partner Program

Alongside its standard commercial offering, Yojee has launched the MOSAIC Founding Partner Program: a deliberately limited program that offers founder terms to a controlled number of international freight forwarders who commit early and help shape the platform's roadmap. The program has two tiers, built on the same foundation — founder economics, a genuine voice in the product, and a vendor that shows up:

- **MOSAIC Everest — “the Founding 4”** An invitation-only tier limited to four major forwarders. Everest partners commit to a longer term in return for the deepest founder economics — including a founder rate locked for three years and most-favoured-customer protection — a MOSAIC Advisory Board seat, structured co-design with MOSAIC's product leadership, and a named executive sponsor.
- **MOSAIC Ignition — “the Founding 25”** A cohort of up to 25 SME international forwarders. Ignition partners lock in a founder rate for two years, receive early access to new features, and take a seat on MOSAIC's Roadmap Council.

Founder terms are reserved for those who move early, allowing Yojee to build a committed base of reference forwarders while it opens MOSAIC to the broader market on standard commercial terms. The Founding Partner tiers operate on a per-region basis, enabling Yojee to extend the program into additional regions over time.

First Everest Founding Partner signed

An established Australian freight forwarder and customs broker has signed as MOSAIC's first Everest Founding Partner. The customer was one of MOSAIC's four original Beta customers. Its decision to move from Beta participant to a committed, multi-year Everest





partner is a strong endorsement of the platform from an operator that has used it in real-world conditions.

Under the Everest tier, the customer commits to a 36-month term on MOSAIC at a founder rate (a fixed discount to list pricing) with most-favoured-customer protection during the term. Fees are usage-based, charged per job processed through the platform, and billing commences when the customer's production environment is live and commercial use begins.

Early-adopter agreements continue in parallel

Yojee has also signed three early-adopter agreements on terms consistent with the Wayfinder agreement announced on 9 June 2026, extending real-world operational validation across additional forwarders and freight modes.

Execution against the plan

Yojee has been consistent about what it would do with MOSAIC: build the platform, validate it in real-world environments, bring on early customers in a measured way, and then take it to commercial launch. That sequence has been hit, in order:

- **September 2025.** MOSAIC Beta launched.
- **February 2026.** Beta completed without material defect (refer ASX announcement dated 23 February 2026).
- **April 2026.** First commercial customer onboarded, processing live sea import shipments (refer Q3 FY26 Activity Report dated 30 April 2026).
- **June 2026.** Wayfinder signed as second commercial customer (9 June 2026); AI strategy update released (16 June 2026).
- **July 2026.** MOSAIC commercial launch — first commercial customer contracts signed, Founding Partner Program launched, and first Everest Founding Partner signed.

Details of the agreements and the Company's materiality assessment are set out in Annexure A.

This announcement is authorised for release by the Board of Yojee Limited.

—ENDS—

For enquiries, please contact

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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.

About MOSAIC

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.

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:

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- (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
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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:

- MFC: Most-Favoured-Customer
- SaaS: software-as-a-service
- SME: Small and Medium-sized Enterprise



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Annexure A — Agreements and Materiality

The MOSAIC contracts are entered into between Yojee Pte Ltd (a wholly owned subsidiary of Yojee Limited) and each customer.

MOSAIC Standard contracts commence on the Billing Date (the date Yojee notifies the customer that its environment is Production Ready and commercial use commences) and continue until terminated by either party on 30 days' written notice, at list pricing per job processed through the platform. The Everest Founding Partner term runs for 36 months from the Billing Date at a founder rate (a fixed discount to list pricing) with most-favoured-customer protection.

Under each Founding Partner and Standard contract, the customer pays an initial deposit that is fully credited against the customer's Initial Usage Fees from the Billing Date. Invoicing is prepaid in advance, with usage deducted from the customer's credit balance. Fees are denominated in USD. The early-adopter agreements carry no fees during their initial free periods, which end in September 2026.

Given the usage-based structure and the early stage of onboarding, Yojee does not at this stage consider revenue under these contracts, individually or in aggregate, to be material. The contracts mark MOSAIC's commercial launch, with customers now contracted on standard commercial terms and the first Everest Founding Partner committed for a multi-year term. Revenue will be recognised on a usage basis from each customer's Billing Date, as onboarding is completed.

Yojee confirms that it does not consider the identity of any of the individual customers that have entered into any of the Founding Partner, Early Adopter, or Standard contracts referred to in this announcement to be information that a reasonable person would expect to have a material effect on the price or value of the Company's securities

The Company confirms that the announcement contains all material information relevant to assessing the impact of the contracts on the price or value of the Company's securities, and is not misleading by omission.

