



Date: 20 August 2026

Everest Four Founding Partners Signed and Mosaic Sales Update

HIGHLIGHTS

- **All four MOSAIC Everest Founding Partner agreements now signed**, completing “the Founding 4” cohort announced on 8 July 2026, a diverse group spanning Australian forwarders with international network reach, making a 3 year commitment to implementing and shaping MOSAIC.
- **12 customer agreements now signed on MOSAIC** in total: 4 Everest Founding Partners, 3 Ignition Partners, 3 MOSAIC Standard customers, and 2 early-adopter agreements.
- **Deliberate focus on onboarding execution** - Yojee is using this phase to work closely with each of its 12 signed customers, sharpening onboarding and implementation to continue fast-tracking sales and onboarding as it scales into calendar year 2027.
- **New sales building MOSAIC Ignition Clients** (“the Founding 25”), with three Ignition Partners signed to date and the Company continuing to build out the cohort.
- **Continued execution** on MOSAIC’s commercialisation pathway following the Founding Partner Program launch and first Everest signing (refer ASX announcement dated 8 July 2026).

CEO Commentary

Mark Connell, CEO of Yojee:

“Filling out the Everest cohort is a strong signal for MOSAIC. Four major forwarders have looked at the platform, looked at the terms, and committed to partner with us to build out capabilities - including large national operators and a forwarder with genuine international reach. That’s the validation this program was designed to achieve and we are excited to work closely with these groups over a multi-year partnership bringing the world’s best forwarding technology to market.

Twelve signed agreements since commercial launch tell us the model is working. Our priority now is driving our sales efforts with disciplined onboarding — learning the detail of how each of these customers actually operate, and using that to sharpen our playbook so we can move faster with every customer that follows. We are ‘laser-focussed’ on providing the best technology and scaling our Ignition client sales – ultimately providing the best platform to forwarders via MOSAIC.”

Yojee Limited (ASX: YOJ) (“Yojee” or “the **Company**”) advises that all four MOSAIC Everest Founding Partner positions “the Founding 4” have now been signed. In addition, Yojee has signed 12 customer



Yojee Limited | ABN 52 143 416 531

Level 5, 383 George Street, Sydney, NSW, 2000

www.yojee.com



agreements on its MOSAIC freight forwarding and customs platform following its commercial launch on 8 July 2026.

Everest cohort complete

Following the first Everest Founding Partner signing, Yojee has signed the remaining three Everest positions, completing the invitation-only tier limited to four major forwarders. The completed Everest cohort reflects a deliberately varied base of reference customers:

- a large Australian forwarder, with offices across multiple Australian states and New Zealand and connected into a global logistics alliance spanning thousands of specialists;
- an independently owned logistics group founded in Sydney that has grown through acquisition into a multi-country network spanning Australia, New Zealand and Asia Pacific;
- a national operator operating from offices in five Australian capital cities, connected into a hub-and-spoke network spanning offices in more than 50 countries; and
- an established Australian freight forwarder and customs broker and one of MOSAIC's four original Beta customers (refer ASX announcement dated 8 July 2026).

Consistent with the terms disclosed on 8 July 2026, each Everest partner 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, a MOSAIC Advisory Board seat, structured co-design with MOSAIC's product leadership, and a named executive sponsor. Fees are usage-based, charged per job processed through the platform, and billing commences when each customer's production environment is live and commercial use begins.

12 agreements signed across MOSAIC

Since the commercial launch of MOSAIC, Yojee has signed 12 customer agreements in total. Revenue under these agreements is usage-based and is recognised progressively from each customer's individual Billing Date as onboarding is completed. Yojee will continue to update the market on revenue in the ordinary course, including in its quarterly Appendix 4C reporting.

The 12 agreements comprise:

- **4 MOSAIC Everest Founding Partners** - the completed "Founding 4" cohort, each on a 36-month founder term.
- **3 MOSAIC Ignition Partners** - SME international forwarders locking in a two-year founder rate as part of "the Founding 25" cohort.



Yojee Limited | ABN 52 143 416 531

Level 5, 383 George Street, Sydney, NSW, 2000
www.yojee.com

- **3 MOSAIC Standard customers** - ordinary commercial customers on Yojee's standard rolling terms at list pricing.
- **2 early-adopter agreements** - on terms consistent with the Wayfinder agreement (refer ASX announcement dated 4 June 2026), continuing real-world validation ahead of transitioning to commercial terms.

Deliberate focus on onboarding execution

With the Everest cohort complete, Yojee's near-term priority is onboarding, not just sales. Each of the 12 signed customers operates differently - different freight modes, different customs pathways, different legacy systems - and the Company is using this phase to work closely with each of them, capturing what it learns and feeding it directly back into MOSAIC's implementation playbook.

This is a deliberate, measured approach, consistent with how Yojee has run MOSAIC's commercialisation from the outset: build the platform, validate it in real-world environments, and bring on customers at a controlled pace before scaling. The onboarding discipline being built now - training, integration patterns, and customer success processes refined against real customer requirements is what will let Yojee fast-track sales and onboarding for the remaining Ignition cohort and the broader market as it scales through calendar year 2027.

Building out MOSAIC Ignition

With the Everest cohort complete, Yojee's commercial focus turns to growing MOSAIC Ignition, the up-to-25-forwarder cohort offering a two-year founder rate, early feature access and a seat on MOSAIC's Roadmap Council. Three Ignition partners have signed to date.

Execution against the plan

- **September 2025.** MOSAIC Beta launched.
- **February 2026.** Beta completed without material defect.
- **April 2026.** First commercial customer onboarded.
- **June 2026.** Wayfinder signed as second commercial customer; AI strategy update released.
- **July 2026.** MOSAIC commercial launch - Founding Partner Program launched, first Everest Founding Partner signed.
- **August 2026.** Everest cohort completed (4 of 4); 12 customer agreements signed in total across MOSAIC.

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
Investor Relations
investor@yojee.com



Yojee Limited | ABN 52 143 416 531
Level 5, 383 George Street, Sydney, NSW, 2000
www.yojee.com



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:

(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



Yojee Limited | ABN 52 143 416 531

Level 5, 383 George Street, Sydney, NSW, 2000

www.yojee.com



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.

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. The Ignition Partner term runs for 24 months from the Billing Date at a founder rate.

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.

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 the completion of MOSAIC's Founding Partner Program Everest tier and continued growth of the Ignition, Standard and early-adopter cohorts. 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.



Yojee Limited | ABN 52 143 416 531

Level 5, 383 George Street, Sydney, NSW, 2000
www.yojee.com