



26 October 2026

September 2026 Quarterly Activities Report

MOSAIC customer base grows as Yojee steps up sales

Yojee Limited (ASX: YOJ) is building its MOSAIC customer base following the platform's commercial launch in July. With 17 signed customer agreements, customers managing live freight and a new international logistics sales executive appointed, the Company is focused on expanding adoption and converting platform use into revenue. A \$10.5 million capital raising completed during the September quarter supports the next stage of development and commercial rollout.

HIGHLIGHTS

- **Live freight operations:** Customers are using MOSAIC to manage freight following commercial launch on 8 July 2026.
- **Funded for rollout:** Raised \$10.5 million before costs through a sophisticated investor placement and Share Purchase Plan. Quarter-end cash was \$11.2 million, with no debt.
- **Growing customer base:** 17 signed MOSAIC agreements including the first two New Zealand customers.
- **Customers live on MOSAIC:** The number of customers processing jobs on MOSAIC rose from two in the June quarter to five in the September quarter.
- **Sales campaign:** Appointment of a senior international logistics sales executive to lead MOSAIC sales to small-to-medium freight forwarders and pursue TCMS opportunities.
- **Customer receipts:** September-quarter cash receipts increased 88% to \$160,000, with TCMS contributing the majority.

Chief Executive Officer, Mark Connell, commented:

"Customers are using MOSAIC to manage real freight. That is the foundation for our next stage of growth: bringing more forwarders onto the platform, expanding its use within their businesses and turning that activity into revenue.

Our new sales executive will lead a targeted campaign to win small-to-medium freight forwarders. The role brings a dedicated sales focus to MOSAIC while also pursuing opportunities for TCMS.

With funding in place, we can support that sales effort and continue improving the product and customer experience as we build the business."

OPERATIONAL AND COMMERCIAL UPDATE

MOSAIC in daily freight operations

MOSAIC brings freight forwarding and customs workflows into a shared platform, helping teams manage job information and automate administrative tasks. The aim is to reduce repeated data entry and disconnected communication, giving freight professionals more time to focus on their customers and operations. Commercially launched on 8 July 2026 following its Beta program, MOSAIC is now being used to manage live freight.

Ease of use is central to the customer proposition. One customer reported that an experienced freight professional was using MOSAIC within approximately 10 minutes without formal platform training. This was an individual user experience, rather than a full business implementation.



The four-customer Everest Founding Partner cohort was completed in August. Alongside these customers, the Ignition program targets small and medium-sized freight forwarders, with capacity for up to 25 participants (refer ASX announcements dated 8 July and 20 August 2026).

Customer base extends into New Zealand

At the date of this report, MOSAIC has 17 signed customer agreements, comprising 13 Ignition customers and four Everest Founding Partners. The three MOSAIC Standard and two early-adopter customers reported on 20 August 2026 have since migrated to Ignition contracts. This includes the first two New Zealand customers, both on Ignition terms, extending the customer base beyond Australia.

Building platform use and revenue

The initial customers provide a base from which to grow MOSAIC usage. Their feedback is helping Yojee refine the product and simplify onboarding for subsequent customers. The commercial focus is on bringing more forwarders onto the platform and increasing the number of operational jobs they process.

The number of customers processing live jobs on MOSAIC rose from two in the June quarter to five in the September quarter, and jobs processed increased by 532%¹. Volumes remain modest as customers ramp up, but the trend shows MOSAIC moving into live operational use.

Initial MOSAIC billing is targeted for the December quarter as customers complete implementation and the accounting integration is finalised.

MOSAIC's per-job charging model links revenue to billable freight activity. Customer agreements include initial free periods, deposits or prepaid balances where applicable (refer ASX announcement dated 20 August 2026).

The next step is to convert growing customer use into billable jobs as implementations are completed and applicable free periods end.

TCMS commercial contribution

TCMS supports road transport operations and contributed the majority of the Company's \$160,000 in September-quarter customer receipts. Existing enterprise customer rollouts continued across additional regions and sites.

Targeted sales campaign

Yojee has appointed an experienced international logistics sales executive to lead a targeted campaign to win small-to-medium freight forwarders for MOSAIC and pursue sales opportunities for the established TCMS product. The role is focused on building a qualified pipeline and converting prospects into customers, supported by the onboarding experience gained with the initial MOSAIC cohort. This strengthens execution of Yojee's commercial strategy as it builds the customer base into 2027.

CAPITAL RAISING AND USE OF FUNDS

During the quarter, Yojee raised approximately \$10.5 million (before costs) through a \$7.0 million placement and a \$3.45 million Share Purchase Plan, both at \$0.23 per share. Proceeds support continued development and commercial rollout of MOSAIC and TCMS, customer onboarding and support, business development and general working capital (refer ASX announcements dated 3 and 21 August 2026).

¹ Adjusted to replace one customer's unusually high volume in a single week in early September with that customer's average weekly volume for the rest of the quarter. Unadjusted increase 894%. Internal testing excluded.



FINANCIAL PERFORMANCE AND CASH POSITION

Cash at 30 September 2026 was \$11.191 million, compared with \$3.440 million at 30 June 2026, with no debt. Net financing inflows were \$9.756 million following the capital raising and associated costs.

Customer cash receipts increased 88% to \$160,000 from \$85,000 in the June quarter. Net operating cash outflow was \$784,000, including receipt of \$218,000 in government grants and tax incentives, principally the \$216,000 FY26 R&D Tax Incentive refund.

Investing cash outflow was \$1.237 million, including \$1.218 million in capitalised MOSAIC development. Combined net operating and investing cash outflows were \$2.021 million. Further cash flow details are set out in the accompanying Appendix 4C.

Payments to related parties and their associates totalled \$107,000, comprising \$90,000 in operating cash flows and \$17,000 in investing cash flows. These payments comprised Non-Executive Director fees and Chief Executive Officer fees, with a portion capitalised as MOSAIC development costs (refer Appendix 4C items 6.1 and 6.2).

DECEMBER QUARTER FOCUS

Yojee's priorities are to build the sales pipeline, bring more customers onto MOSAIC, expand use within existing customers and commence commercial billing.

Implementation timing follows the freight forwarding calendar. Forwarders typically focus on peak Christmas volumes in December and many staff take leave in January, so new go-lives tend to be scheduled outside this window. Yojee will use this period to advance pipeline opportunities and prepare upcoming implementations, positioning the business for onboarding activity in the new year.

This announcement is authorised for release by the Board of Directors.

-ENDS-

For enquiries, please contact

Investor Relations

investor@yojee.com

About Yojee Limited (ASX: YOJ)

Yojee Limited develops logistics software for freight forwarders and transport providers. Its products support the management of air, ocean and road freight operations.

MOSAIC is Yojee's freight forwarding and customs platform. It is designed to simplify workflows, support information sharing between freight participants and connect with other business systems. TCMS supports transport carrier operations. Together, the products address different parts of the freight process.



FORWARD LOOKING STATEMENT AND DISCLAIMER

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:

- TCMS: transport carrier management system

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

Rule 4.7B

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")

30 September 2026

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	160	160
1.2 Payments for	-	-
(a) research and development		
(b) product manufacturing and operating costs	(242)	(242)
(c) advertising and marketing	(64)	(64)
(d) leased assets	(64)	(64)
(e) staff costs	(428)	(428)
(f) administration and corporate costs	(302)	(302)
1.3 Dividends received (see note 3)		
1.4 Interest received	45	45
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	218	218

Appendix 4C

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

1.8	Other (mainly payments for indirect taxes)	(107)	(107)
1.9	Net cash from / (used in) operating activities	(784)	(784)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 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	(19)	(19)
	(d) investments	-	-
	(e) intellectual property	(1,218)	(1,218)
	(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	(1,237)	(1,237)

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

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	10,452	10,452
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	(696)	(696)
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	9,756	9,756
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	3,440	3,440
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(784)	(784)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(1,237)	(1,237)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	9,756	9,756
4.5	Effect of movement in exchange rates on cash held	16	16
4.6	Cash and cash equivalents at end of period	11,191	11,191

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

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	11,191	3,440
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)	11,191	3,440

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	90
6.2	Aggregate amount of payments to related parties and their associates included in item 2	17
<i>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.</i>		

7.	Financing facilities <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>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
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)	(784)
8.2	Cash and cash equivalents at quarter end (item 4.6)	11,191
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	11,191
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	14.3

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: 26 October 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.
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

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

- 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.