

16 December 2020

Yojee Business Update

- Yojee continues to deliver its Platform in line with the implementation schedule set by its existing enterprise clients
- Revenue generation commenced in 3 enterprise countries in December; a further 3 projects are moving close to go-live in 3 enterprise countries
- Order received to deploy the Yojee Platform in a new enterprise country from an existing leading container moving enterprise client, adding Indonesia to its Asia Pacific presence; revenue generation is expected to commence in January 2021
- Indonesia addition grows signed enterprise countries from 7 at the beginning of the quarter to 8
- Indonesia is a market seeing a large volume of goods in transportation with 14,763,630 TEU (twenty-foot equivalent unit containers) moved in December 2019 alone, supporting a population of over 250 million people

Yojee Limited (Yojee or the Company) (ASX: YOJ), a cloud-based software as a service (SaaS) logistics platform that seamlessly and uniquely manages, tracks and optimises freight movements along the entire logistics chain, is pleased to share the following business update.

Enterprise Update

The Company continues to deliver the Yojee Platform in line with the implementation schedule set by its existing enterprise clients, further validating its technology and its ability to deliver value into complex supply chains. Implementations are taking place at industry-leading speed given the significant transformational nature of these projects.

Yojee has now moved 3 enterprise countries (see definition further down in this announcement) into a revenue-generating phase in December, with transaction volume growth expected more significantly in the March 2021 ending quarter. Additionally, the Company is close to go-live across a further 3 enterprise countries. Along with an existing enterprise country which went live in the prior quarter, this will shortly result in a total of reaching 7 revenue-generating enterprise countries for Yojee.

During the quarter to date, the Company is pleased to share that it has received its first expansion order from a previously announced enterprise client for a 3 year agreement under standard commercial terms in Indonesia (without discounting for an additional country). The client seeks to standardise and further benefit from Yojee's unique solution that scales globally and supports multiple languages.

The new Indonesia deployment will be initially focused on containers. Data last reported in December 2019 shows Indonesia moved 14,763,630 TEU (twenty-foot equivalent unit containers), with year on year growth expected. Indonesia supports a population of over 250 million people. Yojee expects the project to commence

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revenue generation in under 45 days from signing, signalling a remarkable 'time to value' experience even in complex supply chains and across vast and rapidly growing nations.

In summary, Yojee's Platform deployments with enterprise clients total 8 enterprise countries across Malaysia, Singapore, Thailand and the Philippines including soon to be added, Indonesia.

Pipeline: Yojee has a strong pipeline of new enterprise countries and new enterprise hubs under discussion from existing enterprise clients. In addition, Yojee is in advanced discussions with potential new enterprise clients.

Enterprise Countries - The total number of countries where an enterprise is using Yojee's subscription-based recurring revenue Platform. For example, if two enterprise clients are using the Yojee Platform in the same country, this would aggregate to two enterprise countries. An enterprise client is defined as a large client with operations spanning across multiple countries.

Enterprise Hubs - A unique Yojee software account deployed within an enterprise. This could be an account specific to a project, an account specific to a customer or an account specific to a location or a mixture of these. For example, if two enterprise clients are each operating two hubs with the Yojee Platform, this would aggregate to four enterprise hubs.

Yojee measures operational growth by the number of enterprise countries and hubs it has deployed its Platform into.

Small and Medium Enterprise Update

During the quarter, the Company has continued to have success in attracting and signing a range of small and medium enterprises across the Asia Pacific region. In a space that covers companies with a small number of trucks relative to hundreds of millions in revenue, the Company is having success in signing, and advanced discussions with, an exciting customer base.

Additionally, subcontractor logistics companies are being onboarded through Yojee's existing enterprise clients. This will commence in the coming weeks and provides an exciting opportunity to enhance the product from a vast pool of users and create an even stronger velocity of new clients and increased stickiness within the Platform and the ecosystem it creates.

Managing Directors Update

Yojee Managing Director, Ed Clarke said, "We are pleased to continue to execute on time, above expectation and to provide an incredibly rapid deployment time in the context of the projects' value benefit to its clients. This update demonstrates the rapid expansion potential of our leading technology Platform and the desire of our enterprise clients to replicate their excellent outcomes throughout their operations globally.

Technology adoption for companies is often a generational decision, and in the supply chain logistics sector, technology has now moved from being an internal tool to a critical marketing and financial performance asset. We sit in this sweet spot where leading organisations with complex supply chains race for digital leadership powered by the historical stop or go checkpoint created by Covid.

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Where once technology companies were being asked to fit into the profit margins their customers negotiated at the deal table, our technology is now the shiniest object and the proudest of discussion points in the pitch and plays a key part in retaining and winning customers. Our commitment to end-to-end visibility, accountability and control which are the highly sought after characteristics our technology provides, is shaping the new way of moving things.”

This announcement has been authorised by the Board of Directors of Yojee Limited.

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About Yojee Limited (ASX: YOJ). Yojee is a cloud-based software as a service (SaaS) logistics platform that seamlessly and uniquely manages, tracks and optimises freight movements along the entire logistics chain, from sender to end customer, across borders and between logistics providers (land, sea, air), with subcontractors and for multi-leg journeys. Rarely is a single carrier servicing an entire goods journey from sender to end customer, or exclusively using one type of transportation method. Yojee provides connectivity and more efficient planning along the entire journey. Yojee’s customers are predominantly third-party logistics providers (3PL) and logistics subcontractors (2PL) who benefit from:

1. **Managing, Tracking and Auditing goods movements.** All job and location data is made easily accessible and can be shared with up and down-stream providers end to end. Customers experience improved delivery windows.
2. **Route and schedule optimisation.** Tracking data allows 2PL and 3PL operators to generate cost savings through Yojee’s powerful optimisation capability across vehicle selection, utilisation and routing.

Yojee’s solution is flexible and integrates seamlessly through API’s into existing logistics provider systems to access and share key data across part or all of the goods journey. The more segments that use Yojee, the more powerful it becomes. Yojee’s business is focused on Asia and is expanding rapidly. Yojee’s platform has evolved through recent technological developments in cloud-based computing and information processing capability. Future steps now under development will see Yojee further advance logistics its connectivity and route optimisation through distributed ledger blockchain technology. This will see smart information access and activation, providing logistics companies and agencies information such as location, size and weight data, and customs requirements that is timely, contextually accessible and highly secure.

Yojee services the logistics market at both the SME and enterprise levels with a focus on APAC and to date has signed multi-year enterprise level agreements with three leading global freight forwarders operating in the region.

ASX Release References.

<https://www.asx.com.au/asxpdf/20200824/pdf/44lt54ww6fnr7.pdf>
<https://www.asx.com.au/asxpdf/20200518/pdf/44hx1xntgbnqf6.pdf>
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