



Business Update

22 September 2021

Hub Rollouts Continue Across APAC

HIGHLIGHTS

- Yojee receives further order from existing global Enterprise Client to deploy its Platform into the Philippines, continuing its expansion through its next phase of growth in APAC
- Client now live in 8 countries, representing majority of client's regional presence
- Yojee moves to two customers and 2 hubs total in the Philippines
- Well funded (A\$19.4m at bank, 30 June 2021) and positioned to work through deployments and change process of digitising land transport, one of the world's largest industrial sectors

Yojee Limited (Yojee or the Company) (ASX: YOJ), is a cloud-based software as a service (SaaS) logistics Platform that facilitates the flow of freight movements into a single ecosystem, making the complex process of managing land transport simple and reducing carbon emissions for a greener planet.

The Company is pleased to share an update on its impressive deployment schedule, receiving a new deployment order under an existing framework agreement with an Enterprise Client, which will lead to revenue generation.

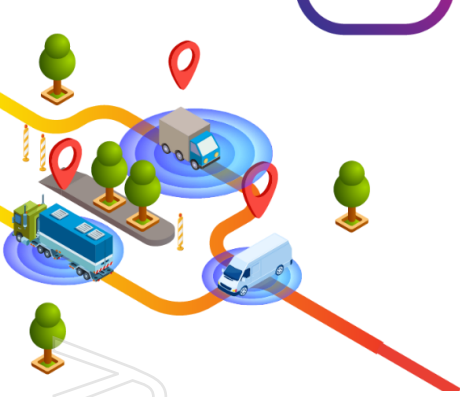
The Philippines represents a great example and validation of expansion from initial hub implementation with a single client to go live and now implementation of Yojee's Platform for a second enterprise client. The Client is moving to its 8th country of deployment with Yojee's Platform, now representing the majority of the client's regional presence. This is scheduled to go live in the December quarter. Yojee is pleased by its progress in achieving multiple Enterprise Client presence of its hubs across a single country. This adds market share to the Yojee Platform to further add value to the in-country network and attractiveness to future adopters.

Logistics Hubs rollout summary – Yojee Platform

	Hubs undergoing implementation	Hubs implemented (revenue generating)	Hubs total	Hubs embedded growth rollout (over 3 years)	Proven value of a hub (12 month period)
Total	6	7 (6%)²	13 (10%)²	126¹	\$300k

¹ Based on a 3 year embedded growth rollout with 3 existing contracted global Enterprise Clients across 14 APAC countries (3 hubs per client per country)

² Percentage of hubs embedded growth rollout achieved



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Managing Director's update

Yojee Managing Director, Ed Clarke said, "This announcement continues to validate our partnership approach with our large global Enterprise Clients. The uptake of our technology in the enterprise space is showing strong momentum, particularly within top 10 global logistics companies' Asian operations.

As we expand our presence across APAC, and grow presence within countries across multiple clients, this will embed us deeper and strengthen the network effect through companies using our Platform and in building out our ecosystem of users and integrated systems.

As we have maintained, this is an extraordinarily large industry that we are focused on transforming and in some cases things don't happen overnight. We are thrilled to be growing such a strong footprint across Asia Pacific and showcasing our technology to the world."

This announcement is authorised by the Board of Yojee Limited.

Client agreements (previously announced)

Yojee has to date signed Enterprise level agreements with 4 global Enterprise Clients under Master Services Agreements (MSAs or equivalent). These set the framework of standard terms and conditions for undertaking future rollout (expansion deployments) of Yojee's Platform into Logistics Hubs within clients' operations in a single country, across countries, or multiple hubs within a country. Read more here:

- Enterprise Client 1 - see [ASX announcement](#) dated 15 May 2019
- Enterprise Client 2 - see [ASX announcement](#) dated 18 May 2020
- Enterprise Client 3 - see [ASX announcement](#) dated 3 September 2020
- Enterprise Client 4 - see [ASX announcement](#) dated 23 August 2021

-ENDS-

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About Yojee Limited (ASX: YOJ). Yojee is a cloud-based software as a service (SaaS) logistics Platform that facilitates the flow of freight movements into a single ecosystem, making the complex process of managing land transport simple and accessible to all players whilst seeking to reduce carbon emissions for a greener planet.

Rarely is a single carrier servicing an entire goods journey from sender to end customer, or exclusively using one type



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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 are 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 global top 10 freight forwarders operating in the region.

Yojee has strong corporate citizenship working with industry to reduce carbon emissions, by removing paper and logistics congestion through digitisation and vastly improving efficiency, speaking to our social license to operate.

FORWARD LOOKING STATEMENT AND DISCLAIMER

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- (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.*