



Business Update

27 October 2021

Yojee Expands Beyond APAC - Country Agreement Signed With Existing Global Enterprise Client in Europe

HIGHLIGHTS

- **Expansion agreement with an existing global Enterprise Client (Client) to deploy its Logistics Platform into an additional country, in Europe – the first outside of APAC**
- **Follows recent ongoing success with the Client and major expansion agreements within APAC in the e-commerce space (19 countries, including a live deployment in the Philippines) over recent months - bringing total expansion agreements with this Client to 20 countries**
- **Captures variable revenues from parcel movements in the last mile logistics segment**
- **Continued strong strategy execution towards Yojee's 126 Logistics Hubs roll-out with 14 hubs currently undergoing implementation or already implemented**
- **Well funded 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 for its Platform under an existing framework agreement with a Client, which will lead to revenue generation. This follows ongoing recent Client success in the Philippines with a live hub deployment last year and expansion agreements announced across APAC (18 countries) in recent months (see end of announcement - Enterprise Client 2 for further background).

The agreement with the Client who has operations in over 100 countries, is the first outside of APAC and marks Yojee's entry into Europe. Implementation will begin immediately and go-live is expected within two months.

The agreement covers the last mile segment in e-commerce parcel movements in the area of contract logistics. It is a 3-year agreement with no variation to the standard termination period as previously announced.

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 (this announcement)	6	8 (6%)²	14 (11%)²	126¹	\$300k

Note: table excludes recently announced expansion contracts which are at a planning stage.

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

Managing Director's update

Yojee Managing Director, Ed Clarke said, "Our value add to our Enterprise Clients continues to build and grow into further country expansions within their global networks. We are now also entering new regions outside of APAC which is very exciting for Yojee and opens up a new runway into the global logistics market for Yojee, giving strong credibility to our product and its addressable market being global.

Our embedded growth roll-out strategy continues to build steam and materialise as expected, contributing to our goal of rolling-out to 126 Logistics Hubs over 3 years with Global Enterprise Clients whom we are already working with."

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 agreements and 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
 - Update: Philippines expansion - see [ASX announcement](#) dated 18 June 2021
 - Update: APAC 18 country regional expansion - see [ASX announcement](#) dated 28 June 2021
- Enterprise Client 3 - see [ASX announcement](#) dated 3 September 2020
- Enterprise Client 4 - see [ASX announcement](#) dated 23 August 2021

-ENDS-

For enquiries, please contact:

Glen Zurcher

Investor Relations

T: +61 420 249 299

More on Yojee

[Website](#)

[Investor centre](#)

[CEO podcasts](#)

Suite 9, 330 Churchill Avenue, Subiaco WA 6008 | PO Box 866, Subiaco WA 6904 P + 61 8 6489 1600 | F + 61 8 6489 1601 | ABN 52 143 416 53

investor@yojee.com

[Blog & featured articles](#)

[Press, interviews & media coverage](#)

[Newsletter sign up](#)

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 reducing 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 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 four 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

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 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.*