

30 November 2021

Yojee AGM 2021 Chairman's Address

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 provide the Chairman's Address to be presented at today's AGM FY2021.

David Morton – Non-Executive Chairman

I wrote last year that FY2020 had been extraordinary, well FY2021 was at least as different!

Most importantly however, I have found our number one asset, our team, to be highly motivated and working more closely than ever on building Yojee in the face of so many restrictions.

Our mission is an important one, as it includes both transforming the logistics sector to the digital arena, and our commitment to improving the environment through better decision making and efficiencies in areas such as CO2 emissions.

Throughout this Covid affected period, the Board sees the Company in a position that is strong but with great unrealized growth and global applicability that we remain laser focused on transforming this huge sector at speed. The team is putting the right pieces in place to realise this sustainable long term growth at ever increasing speeds and increments.

Last year I set out clear strategic goals for the Company and I am pleased to say we met them all, with the addition of a fourth enterprise client, the rollout of Yojee labs/IoT (both announced post financial year end) and transactional volumes, albeit these did not grow as fast as expected with some of our more important markets in Asia affected by COVID related lockdowns on the distribution of non-essential goods.

In FY2022, we have again set ourselves additional goals:

1. Accelerating logistics hub rollouts to position us strongly in line with our 3 year embedded growth hubs rollout pathway
2. Taking IOT from proof of concept to a revenue generating line of business
3. Rolling out our newly developed logistics provider pricing ratings module ('YoRate').

In FY2021 we substantially grew our revenue, by 63%. In FY2022 we expect to improve on that rate of growth under current conditions.

We continue to apply strong cost discipline although we are competing vigorously in a hot market to hire additional talent as the quality of our people is paramount.

We also continue to see that the data we collect is going to become increasingly important to businesses trying to comply with emission reduction targets. This is an area of significant focus for us in FY2022.

My thanks to my fellow board members, to Managing Director Ed Clarke, the executive team and the employees for their fantastic work ethic and to our customers for their support.

-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 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.

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SaaS LOGISTICS

AGM Presentation

ASX: YOJ

Visibility

Accountability

Control

www.yojee.com

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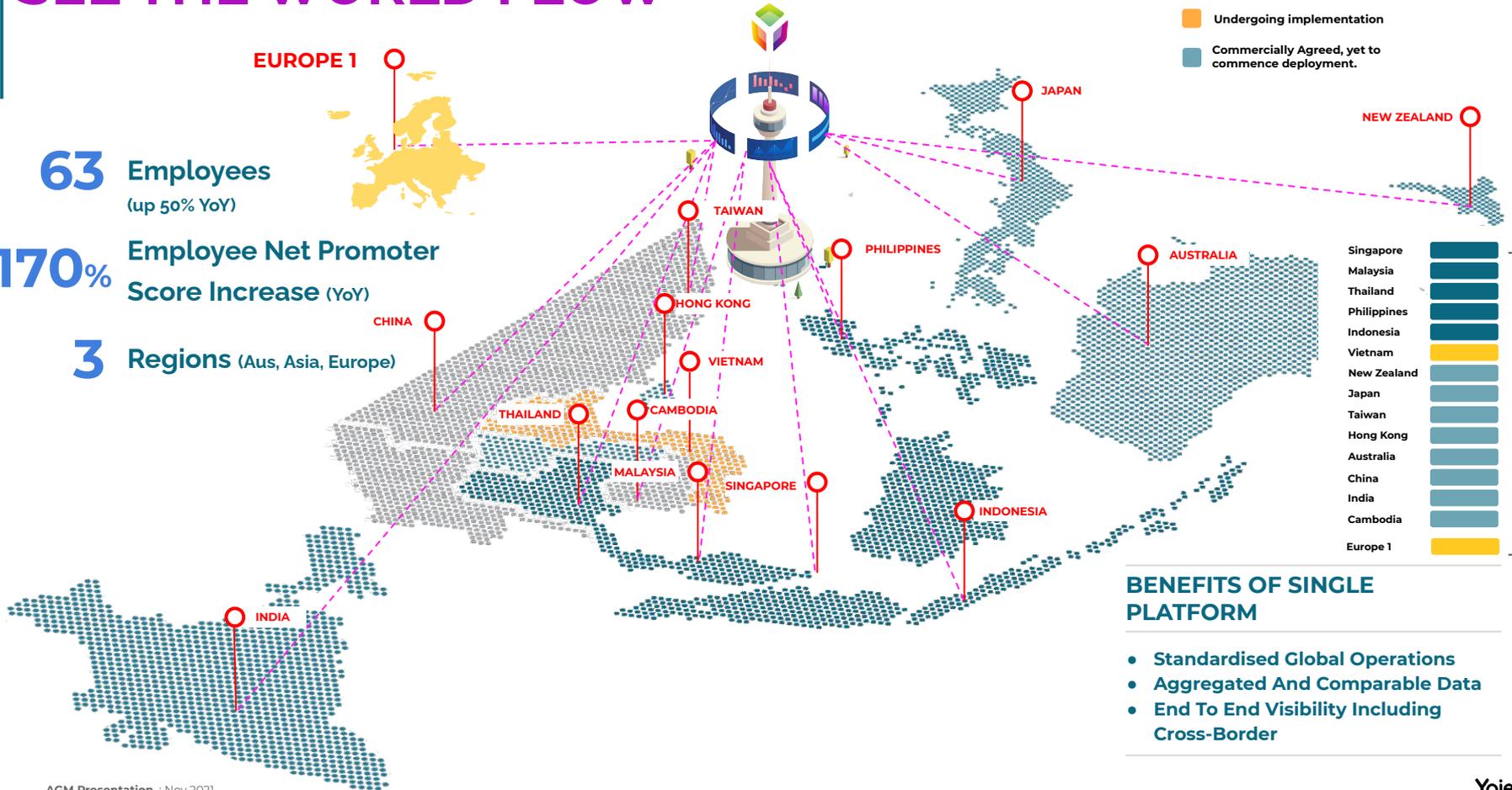
SEE THE WORLD FLOW

- Yojee Platform active
- Undergoing implementation
- Commercially Agreed, yet to commence deployment.

63 Employees
(up 50% YoY)

170% Employee Net Promoter
Score Increase (YoY)

3 Regions (Aus, Asia, Europe)



BENEFITS OF SINGLE PLATFORM

- Standardised Global Operations
- Aggregated And Comparable Data
- End To End Visibility Including Cross-Border

CORPORATE HIGHLIGHTS

Yojee Logistics Platform fully functional and deploying rapidly across Asia Pacific and more recently Europe

4

Global Enterprise Clients Contracted and Generating Revenue in SE Asia

(Global top 10 freight forwarders operating in well over 100 countries each)

100+

Leading Trucking Companies

(Subcontractor network)

63%

Annual Revenue Growth

(FY21 v FY20 Revenue)

184%

October Year on Year Revenue Growth

¹ Armstrong & Associates, Global 3PL Market Size Estimates, 2019 Logistics Cost, March 2020

Embedded Growth Pathway

16 Hubs live or under implementation.



3

TARGET HUBS PER APAC COUNTRY



126

TARGET HUBS WITH EMBEDDED GROWTH



\$300k p.a.

HUB PROVEN VALUE

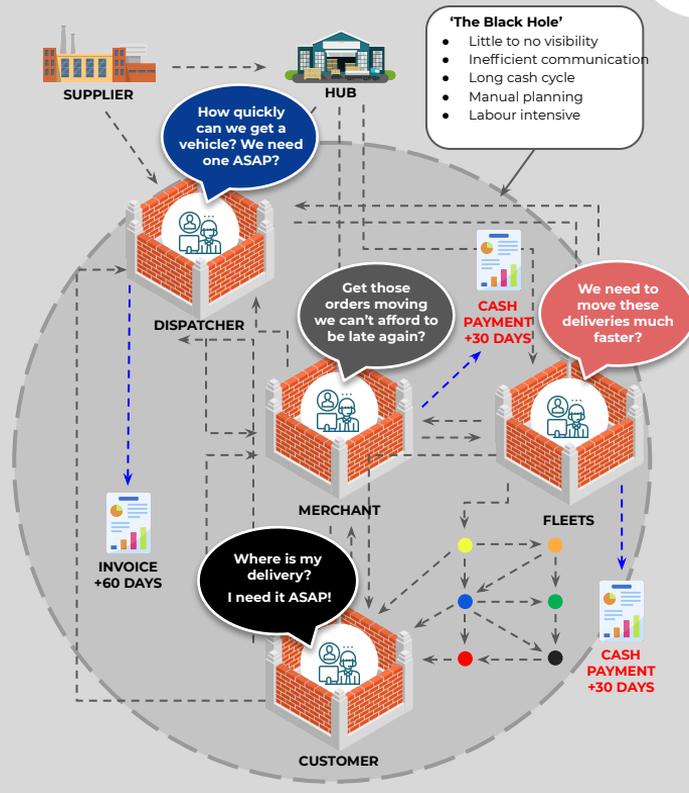
Launch of Yojee Labs

Launch Project, IoT Enabled Smart Warehousing



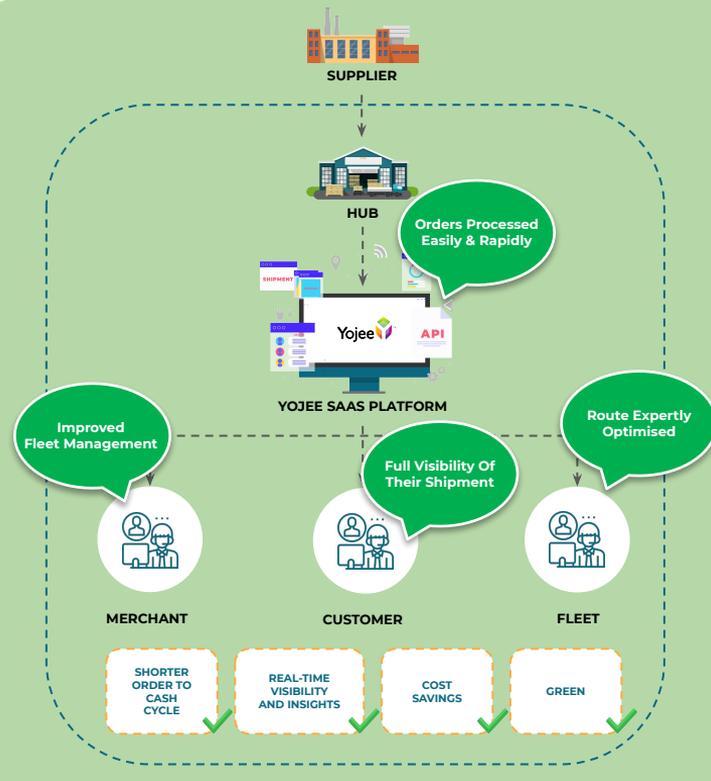
THE YOJEE PLATFORM

Traditional Broken Model



VS

Yojee Seamless SaaS Platform



Yojee exists to facilitate the flow of freight movements into a single ecosystem, making the complex process of managing land transport simple and accessible to all players and reduce carbon emissions for a greener planet.



UNIQUE SUPPORT FOR END TO END LOGISTICS

World's largest global supply chain leaders

Yojee is working with several of the world's largest global supply chain leaders with over \$100 Billion in combined annual revenue.

Seamless integration

Our technology platform seamlessly integrates with the world's leading ERPs and cross border platforms.

Enterprise-grade, end to end

We empower enterprise-grade transport projects from end to end.

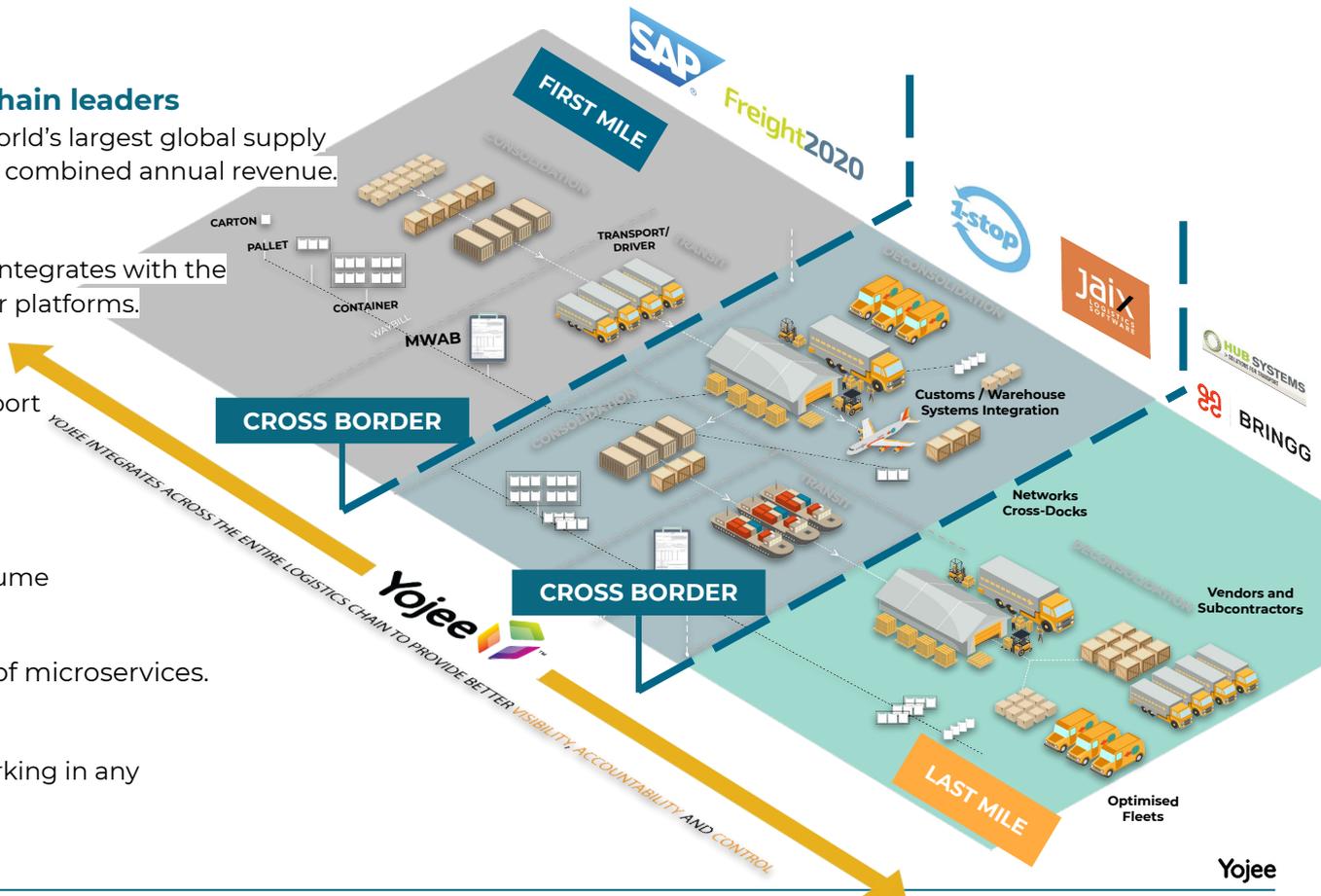
High volume ecommerce distribution capability

Yojee lead in optimisation of high volume ecommerce distribution networks.

Unique platform powered by **100's** of microservices.

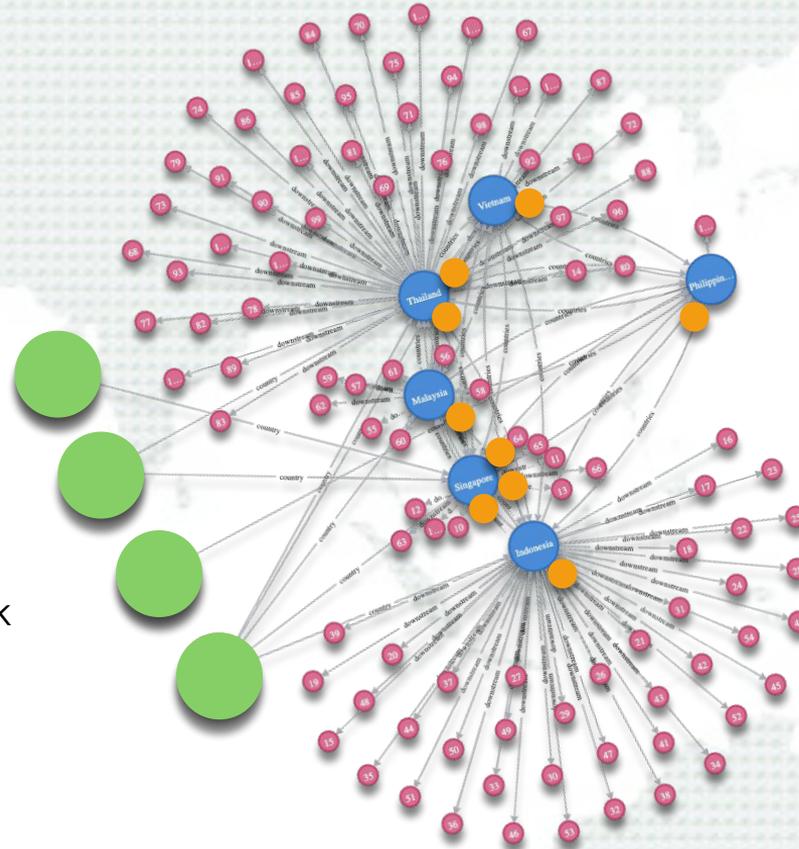
Any language

A truly global platform capable of working in any language.

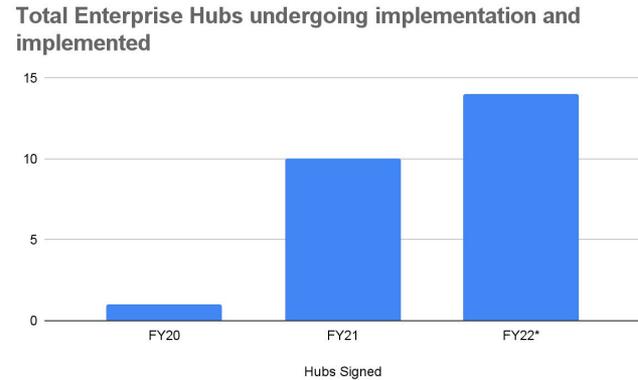
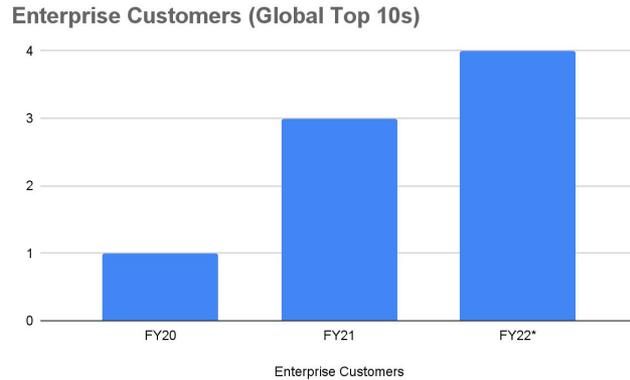
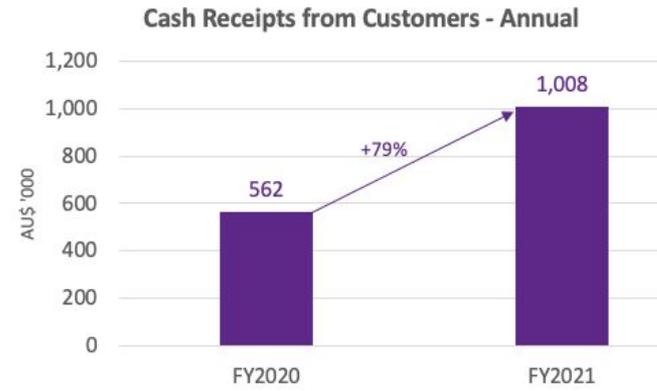
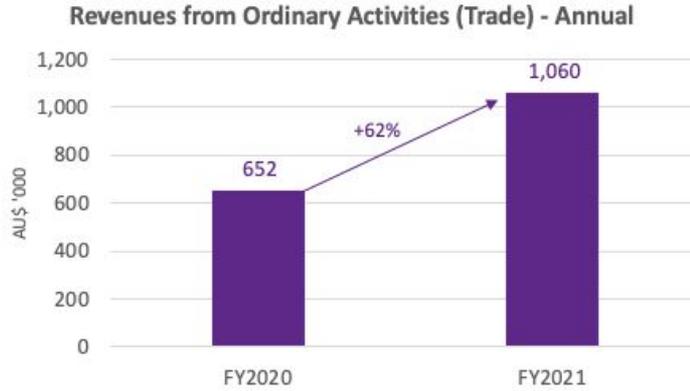


YOJEE'S GROWING NETWORK EFFECT

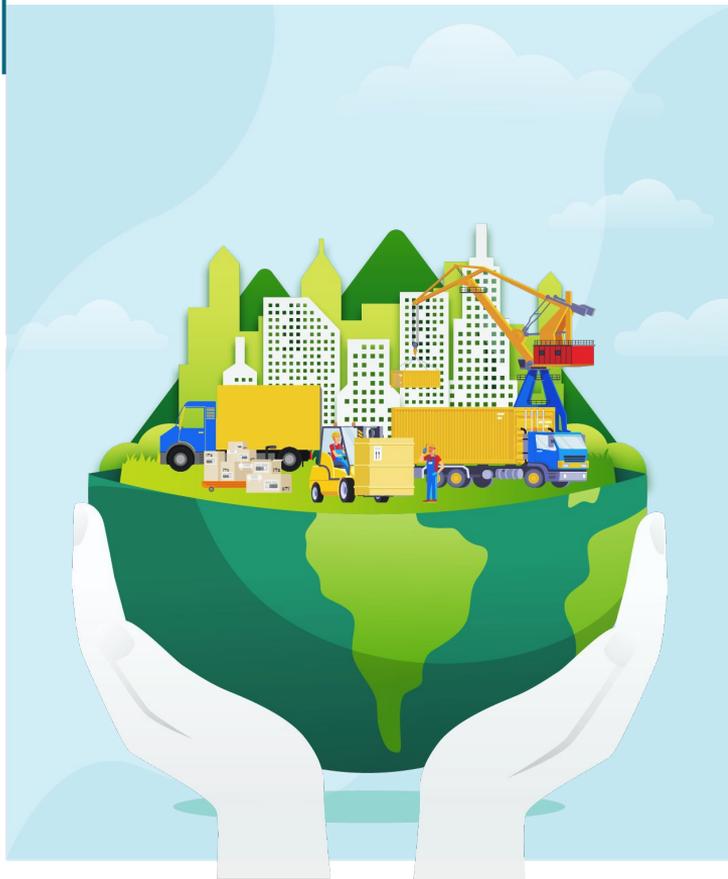
- Enterprise Client
- Country
- Hub
- Subcontractor Network



CONTINUED MOMENTUM



ESG: OPTIMISING FOR **A BETTER PLANET**



CO2

89% Increase in delivery efficiency & 30% reduction in distance travelled

STOP

Child Labor
Supporting control of responsible supply chains

GROW

Green strategies improve top line and align with cost savings

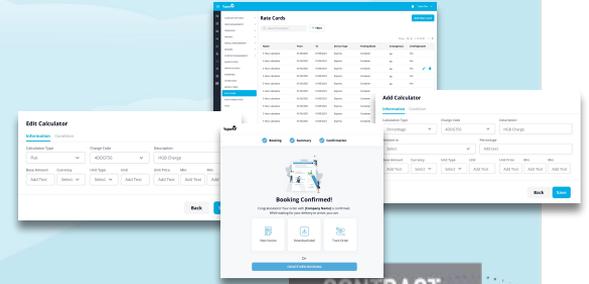
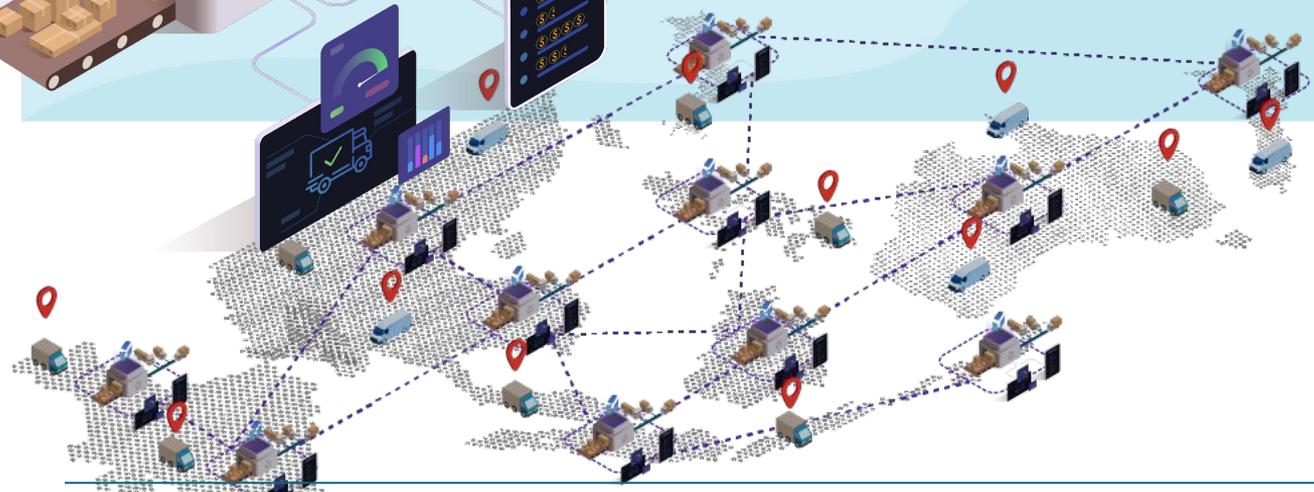
Yojee exists to **see the world flow**. We set out to create the most efficient land transport networks, from end to end. We are committed to creating world leading technology and supporting our customers in:

- Reducing CO2 Emissions
- Making smarter cost versus environment decisions
- Reducing paper and waste
- Supporting responsible supply chains
- Preventing child labour

We aim to see our rivers flow and green along our highways carrying freight optimised by Yojee Technology.

New YoRate FINANCIAL INTELLIGENCE MODULE

- Extensive multi-variant calculation matrix
- Cost and Charge on unlimited service types (eg same day, next day)
- Bill all customers and contracts uniquely
- Unlimited subcontractor rates stored
- Unlimited surcharges and add-ons
- Cost and Profit Analysis per job, customer, subcontractor and more
- Discount pricing to fill empty lanes/legs



GREAT SCALE

Achieved in last 12 months²

4,000,000+

Freight movement transactions processed by Yojee Platform.

Addressable - medium term

3 year operational pathway
(based on existing 3 global Enterprise Clients)

19

Countries in APAC
126 HUBS

Existing Customer TAM¹

\$100bn

Existing Industry TAM

US\$9tn³



Delivery
efficiency²



Fuel/Cost savings in KM
travelled²



Global Enterprise
Customers²

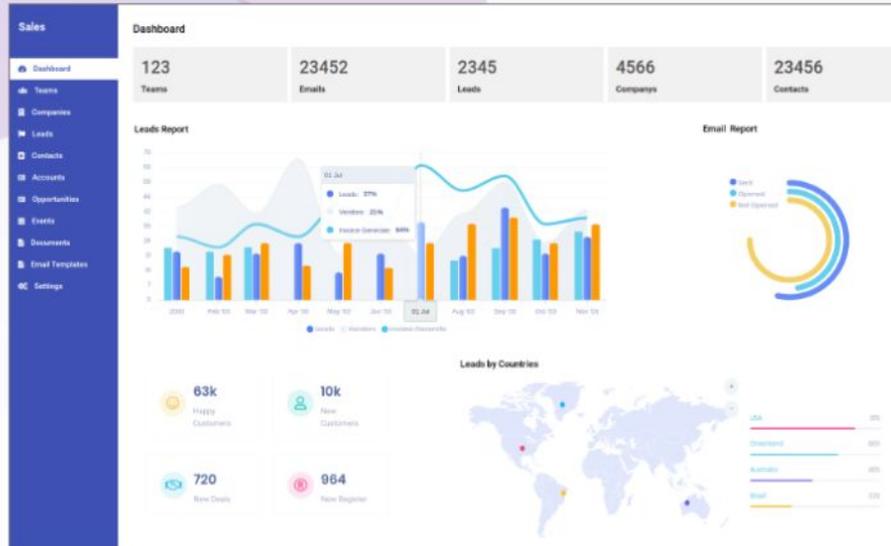


Leading Trucking
Companies

¹ Total addressable market (TAM) - combined annual revenue generated by Yojee's current 3 global Enterprise Clients in financial year 2020

² Achieved with Yojee Platform for Enterprise Clients as at 31 March 2021

³ Statista, Logistics Market Costs, Accessed July 2021



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See The World Flow

Appendix 1

Enterprise Client (global top 10 freight forwarders)

Key enterprise and expansion agreements

Current 4 Enterprise Client agreements and ongoing expansion agreements

- New Enterprise Client agreement: [ASX announcement](#), 15/5/2019
 - Scope extended: [ASX announcement](#), 24/8/2020
- New Enterprise Client agreement: [ASX announcement](#), 18/5/2020
 - Scope extended (Philippines): [ASX announcement](#), 18/6/2021
 - Scope extended (18 additional countries): [ASX announcement](#), 28/6/2021
- New Enterprise Client agreement: [ASX announcement](#), 3/9/2020
 - Scope extended (3 additional countries): [ASX announcement](#), 25/5/2021
- New Enterprise Client agreement: [ASX announcement](#), 23/8/2021