

Transport management for contracted road carrier networks

23 July 2024

Yojee June Q4 FY2024 Activity Report

HIGHLIGHTS

- **Company strengthens its executive team** with the promotion of Mark Connell as CEO and Director together with the appointment of Shane D'Aprile as Chief Revenue Officer. In addition to the transition of Darren Palfrey to a consulting role and the appointment of George Barnett to advise the Board.
- **Revenue (trade)** was \$201k in the June quarter.
- **Net operating cash outflows** for the quarter was \$1,169k
- **Cash position** of \$4,342k at 30 June 2024 and no debt.
- **Capital raising** undertaken post the quarter totalling ~\$370k through share placement.

Yojee Limited (**Yojee** or the **Company**) (ASX: **YOJ**), Yojee is a leading developer and provider of software solutions to the Asian Pacific contracted road transportation industry. Our customers include leading third-party logistics providers and early-regional transport management technology adopters.

Yojee's mission is to enable Asian Pacific contract road transportation networks to be the world's most reliable, efficient, and sustainable. The Yojee Transport Management System (TMS) enables third-party logistics providers to assign loads, manage shipments, and track contracted road carriers' vehicles and drivers in real-time as they deliver their customers' freight.

CEO'S UPDATE AND OUTLOOK


CEO Mark Connell said, "As we close out FY2024, I am excited to have taken on the CEO role at Yojee. It's an honour to lead our talented team into FY2025, and we look forward to the next phase of our Company's journey.

We remain bullish on the opportunities in the Asia Pacific contracted transport network industry, where our TMS product uniquely supports logistics service providers in managing their carrier partners. We are also actively collaborating with our customers and pipeline prospects to evolve our product offering to add further value to their operations and drive new revenue streams for ourselves. We are reviewing these opportunities as we seek to expand our share of our existing customer's technology spend and close more of our sales pipeline.

Our key transactional volume metric in Q4 FY2024 continued to trend positively, with a slight increase quarter on quarter despite the challenging macro environment in which Asia Pacific road logistics service providers operate. As a result, we also saw a modest single-digit rise in revenue for the quarter, though deliberate investments in our team and product increased our transaction cost-to-serve. These investments will enable us to scale and capture more volume quicker from our major contracts in the future.

The deployment for our latest enterprise customer, PT APP Purinusa Ekapersada (APP), continues. The rollout on the first of six sites has seen us onboard more of their carrier partners, and the subsequent two site deployments are scheduled for H1 FY2025.

The Asian Pacific road freight market continues to be impacted by global economic uncertainties. Our core customer segment, enterprise logistics service providers, remains selective with new technology investments, and industry merger and acquisition activities remain their focus now. However, we continue to see positive momentum in our sales pipeline due to the uniqueness of our product, with several prospects advancing further through the solution design stage. As recently announced, Shane D'Aprile has joined to lead our commercial and customer activities as Chief Revenue Officer, we are confident that our ongoing investment in our sales and marketing function will positively impact the speed at which we close new opportunities.



Finally, I would like to thank the Yojee Board and shareholders for supporting us as we enter the new financial year.”

MAJOR CONTRACTS UPDATE

Existing customer update: Our transactional volumes showed a slight rise quarter on quarter with our enterprise customers despite challenging macro conditions.

Deployment of our TMS across the first PT APP Purinusa Ekapersada (APP) continues with further carrier partners onboarded. Dates for the implementation at the next two sites have been confirmed.

PIPELINE

Several opportunities advanced through key sales process stages and entered active discussions to solution design stage. While the outcome of these opportunities will be determined in future quarters, given the length of sales cycles in the industry at the moment, the quarter's activities have positioned the pipeline favourably.

FINANCIAL RESULTS¹

Cash receipts from customers were AU\$112k, down 40% on the prior quarter (Q3 FY2024) and down 80% on the same quarter in the prior year (Q4 FY2023).

Revenue (trade) was AU\$201k, up 7% on the prior quarter and down 61% on the same quarter in the prior year.

Net Operating Cashflow Outflows: Net Cash used in operating activities was \$1,169k in Q4 FY2024. Over recent quarters, the Company has significantly reduced its operating cash burn.

CORPORATE

Cash position: The Company held a cash balance of \$4,342k at 30 June 2024 and no debt.

The Company has been tightly managing its cash outflows. A significant decrease in cash burn has been achieved in recent quarters.

Capital raising: Pursuant to shareholder approval at the 26 June 2024 EGM and subsequent to the end of the June quarter, the Company will raise a total of ~\$370,000. This includes 7,333,333 Shares (~\$220,000) under Tranche 2 of the additional placement raising and 5,000,000 shares (\$150,000) to Directors Davide Bosio and Shannon Robinson on the same terms as the placement.

The funds raised are intended to be applied primarily towards the continued growth and scaling of the Company's enterprise strategy including additional resources in engineering, sales and customer success, as well as ongoing development and expansion of complimentary offerings, new opportunities and general working capital.

Board Changes: Yojee advised changes to its executive team with the promotion of Mark Connell as CEO and Director together with the appointment of Shane D'Aprile as Chief Revenue Officer. In addition to the transition of Darren Palfrey to a consulting role and the appointment of George Barnett to advise the Board.

General Meeting of Shareholders: On 26 June 2024, Yojee held its extraordinary general meeting of shareholders (EGM) to which the Company received shareholder support for all resolutions contained within the EGM notice.

Related party payments: As required by ASX Listing Rules, Yojee notes that the amount disclosed in the Appendix 4C under Section 6, Payments to related parties of the entity and their associates, relates solely to the payments during the quarter of salaries and wages and consultant fees to members of the Board of Directors amounting to \$103k.

Operating expenditure: Expenditure in the June ended quarter relating to the ongoing roll-out of the Yojee Platform amounted to cash outflows of \$909k (Section 1.2, Appendix 4C), resulting in a Net Cash from Operating Activities outflow of \$778k (Section 1.9, Appendix 4C). Cash outflows related to ongoing operating expenditures to run business operations which include the key items of Product manufacturing and operating costs, Advertising and marketing, Staff costs and Administration and Corporate costs.

¹ Unaudited

This announcement is authorised by the Board of Yojee Limited.

-ENDS-

For enquiries, please contact

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More on Yojee

[Website](#) - Yojee.com

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About Yojee Limited (ASX: YOJ). Yojee is a leading developer and provider of software solutions to the Asian Pacific contracted road transportation industry. Our customers include leading third-party logistics providers and early-regional transport management technology adopters.

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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.

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 June 2024

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	112	1,069
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(174)	(1,227)
(c) advertising and marketing	(28)	(256)
(d) leased assets	(4)	(19)
(e) staff costs	(81)	(463)
(f) administration and corporate costs	(622)	(2,136)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	19	61
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	(8)	(23)
1.7 Government grants and tax incentives	-	3
1.8 Other (mainly payments for indirect taxes)	8	-
1.9 Net cash from / (used in) operating activities	(778)	(2,991)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	(380)	(1,317)
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	2
	(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	(380)	(1,315)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	5	5,286
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	(24)	(82)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(29)	(120)
3.7	Transaction costs related to loans and borrowings	-	(4)
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	(48)	5,080

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	5,554	3,581
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(778)	(2,991)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(380)	(1,315)

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

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(48)	5,080
4.5	Effect of movement in exchange rates on cash held	(6)	(13)
4.6	Cash and cash equivalents at end of period	4,342	4,342

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	4,342	5,554
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)	4,342	5,554

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	103
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<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>		

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

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<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>		
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	

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(778)
8.2 Cash and cash equivalents at quarter end (item 4.6)	4,342
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	4,342
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	6
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
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	
<i>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.</i>	

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: 23 July 2024

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 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.