

31 July 2017

## YOJEE JUNE QUARTER REVENUE REPORT

**Yojee Limited (Yojee or the Company)** (ASX:YOJ) aims to transform the global logistics industry by providing state-of-the-art technology which empowers shippers and carriers to work together across the entire supply chain. Yojee markets its software and a software-created delivery network across South East Asia and Australia. The Company utilises artificial intelligence (AI) and blockchain technology to create a best-in-class solution.



Figure 1 – Yojee Customer and revenue growth for the June quarter.

*“The June quarter was an important quarter in Yojee’s evolution as we completed the transformation from technology development to a sales focused team with a disciplined technology program aligned to sales and customer requirements. Yojee has attracted leading technology talent to take control of implementing the existing roadmap, allowing CTO Andras Kristof to focus on the long-term technology leadership and strategy across blockchain, artificial intelligence and machine learning in the freight, cross-border and wider shipping and supply chain environment. The Company’s investment in technology has now stabilised and should reduce during the remainder of the year, outside of billable expenditure for customisation and implementation of software to customers. Sales wise, the Company has made significant imprints into Singapore, Cambodia, Indonesia and Australia. With Indonesia already operationally profitable, the Company is looking forward to a strong finish to the year and keeping our investor group updated on progress as it achieves key deals and revenue milestones”, - says Ed Clarke, Co-Founder & Managing Director.*



Figure 2 – Yojee accrued and actual revenue growth during the June quarter.

Yojee is pleased to report it has maintained its strong growth trajectory throughout the June Quarter with very positive results in its Software and Freight revenue streams and all associated key metrics.

The Company's delivery network expanded in Singapore with more corporate customers joining the Yojee Network, largely from e-commerce and retail fields. During the quarter the Yojee Network added Spotlight in Singapore (refer to ASX announcement dated 15 June 2017) and One Sports Puma in Australia (refer to ASX announcement dated 27 June 2017), with Yojee offering express, same day and next day deliveries in Singapore.

### YOJEE 'YOUR NETWORK'

Yojee has experienced approximately 160% growth in the June quarter in comparison to the March quarter with strong and consistent growth in the number of senders and logistics providers benefiting from the Yojee Network. Yojee has begun to rollout its comprehensive marketing plan and sales program to further expand its growth.

In line with targeted expansion, the Yojee Network has successfully conducted its first Australian interstate delivery trial with completed movement of freight between Adelaide, South Australia and Sydney, New South Wales. This represents a milestone in bringing collaborative partners together to co-ordinate and carry out domestic movements across Australia using the Yojee Platform.

With Yojee currently performing Express, Same Day, Next Day and time slotted deliveries in its ever growing Singapore market, the Australian trial is further proof of the transferable nature of the Yojee Platform that can be offered anywhere with a minimum of fuss and low manpower requirements.

The One Sports PUMA and Popink/Flybuys memorandums of understanding (MOU) provide the opportunity to potentially deliver approximately 300,000 parcels a year through the Yojee Australian network, therefore generating significant freight revenue opportunities. The Company is pleased to advise that trials and negotiations with its MOU partners continue to progress positively. Yojee believes it is in a strong position to convert these MOUs through its ability to provide both cost benefits and nationwide, seamless real time tracking and accurate delivery windows advice to customers, an industry breakthrough.

### YOJEE 'YOUR SOFTWARE'

Yojee Software revenue grew by 60% for the June quarter through its Software as a Service monthly recurring revenue business. The Company has a strong software sales pipeline which will be expanded further following the conversion of existing MOUs to binding contracts, resulting in increased monthly recurring software revenue. A significant focus on software sales for the remainder of the 2017 calendar year along with a pleasing customer pipeline and the 'bonus' of access to new delivery revenue opportunities from the ever growing Yojee 'Your Network', is essential in delivering the Yojee growth strategy.





## Transforming the Logistics Economy, Digitally



ARTIFICIAL  
INTELLIGENCE



MACHINE  
LEARNING



BLOCKCHAIN



AUTONOMOUS

### **FORWARD LOOKING STATEMENTS**

*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", "accrued", "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 report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

**YOJEE LIMITED**

**ABN**

52 143 416 531

**Quarter ended ("current quarter")**

30 June 2017

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date 12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers and other income	35	80
1.2 Payments for		
(a) research and development	(486)	(1,516)
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(39)	(158)
(d) leased assets	(27)	(94)
(e) staff costs	(389)	(1,042)
(f) administration and corporate costs	(392)	(838)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	7	29
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (GST Provision)	8	42
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(1,283)</b>	<b>(3,497)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date 12 months) \$A'000</b>
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.2 Proceeds from disposal of:</b>		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.3 Cash flows from loans to other entities</b>	-	-
<b>2.4 Dividends received (see note 3)</b>	-	-
<b>2.5 Other (provide details if material)</b>	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	-	-

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares (inclusive of transaction costs)	3,601	3,601
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (refund of replacement prospectus application monies)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>3,601</b>	<b>3,601</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	787	3,001
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(1,283)	(3,497)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4 Net cash from / (used in) financing activities (item 3.10 above)	3,601	3,601

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date 12 months) \$A'000</b>
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>3,105</b>	<b>3,105</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	3,105	787
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>3,105</b>	<b>787</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

**Current quarter  
\$A'000**

91

-

Payments of current and accrued Director remuneration/fees, superannuation and provision of administration/consulting services.

**7. Payments to related entities of the entity and their associates**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

**Current quarter  
\$A'000**

24

-

The Company engages Cicero Corporate Services Pty Ltd for administrative, company secretarial and financial management services. Mr Mathew Walker is a Director of Cicero Corporate Services Pty Ltd (resigned 9 June 2017).

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

NA

9. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	200
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	50
9.4 Leased assets	50
9.5 Staff costs	375
9.6 Administration and corporate costs	350
9.7 Other (provide details if material)	-
<b>9.8 Total estimated cash outflows</b>	<b>1,025</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1 Name of entity	NA	NA
10.2 Place of incorporation or registration	NA	NA
10.3 Consideration for acquisition or disposal	NA	NA
10.4 Total net assets	NA	NA
10.5 Nature of business	NA	NA

**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.

Sign here: .......... Date: .....31 July 2017.....  
(Director/Company secretary)

Print name: .....Sonu Cheema.....

**Notes**

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly 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 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.