

27 November 2017

## YOJEE SIGN LONG TERM SaaS AGREEMENT WITH SCHARFF



### HIGHLIGHTS

- Scharff, FedEx Global Service Provider in Peru and Bolivia, signs long term SaaS agreement with Yojee.
- After successful evaluation, Scharff requests larger scope and longer term than set out in letter of intent.
- Agreement for minimum 13,200,000 annual deliveries for 4 years across parcel, mass mail and bulk freight.
- Minimum monthly SaaS fees in addition to earlier announced implementation fees.
- Platform to manage deliveries across two countries and four separate business units.
- Additional referral agreement in place to gain more South American clients.
- Scalable, future ready software for large enterprises, a key reason for securing large scale agreement.
- Highlights Yojee's AI capabilities and user experience enhancements in a broad range of use cases including post/mass mail – a use case not planned for the software.
- Long term contract with a major operator in a new region validates the broad supply chain applications, scalability and global appeal of Yojee software.

Yojee Limited (**Yojee** or the **Company**) (ASX: **YOJ**), the technology company utilizing artificial intelligence (**AI**) and blockchain technology to create a seamless regional freight network and best in class software as a service product for businesses of all sizes.

Yojee is pleased to announce the execution of a long term Software as a Service (**SaaS**) agreement (**Agreement** or **Contract**) with Scharff, FedEx Global Service Provider in Peru and Bolivia, following the signing of the Implementation agreement on 1<sup>st</sup> November.

Scharff Logistica Integral and Scharff Boliivia S.R.L (**Scharff**), a Peruvian founded corporation, is a market leader in South America across freight forwarding, bulk freight and parcels with a huge last mile operation founded in 1985. Scharff's reach in the region and broad supply chain capabilities resulted in it becoming a Global Service Provider in Peru and Bolivia in 1994 for FedEx, the world's largest express transportation company.

In addition to the implementation fees paid to Yojee under the Implementation Agreement, this Agreement covers the SaaS fees for Yojee's technology across **two countries and four business units**, which is much larger than initially proposed in the letter of intent, with an additional South American partner referral agreement.

Yojee's AI capabilities and user experience enhancements across a broad range of use cases including post/mass mail – a use case not originally planned for the software – highlights the scalability, broad supply chain applications and future readiness of Yojee's software for large enterprises.

This agreement will facilitate the distribution of **over 1,100,000 parcels per month for a period of 4 years** with additional charges payable to Yojee when monthly deliveries exceed 1,100,000.

The awarding of the contract to Yojee followed a successful business review and digital transformation proposal undertaken in Lima, Peru last month as part of the tender process. The successful evaluation of Yojee software resulted in Scharff **increasing the exclusive contract term from the proposed 2 years to 4 years**.

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**About Yojee Limited (ASX: YOJ)**, a new, future ready platform technology company developing powerful logistics and supply chain management capabilities via its world-class blockchain secured software and expansive partner network across South East Asia and Australia.

[www.yojee.com](http://www.yojee.com)



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