

14 November 2018

YOJEE & AERO LINE TO DIGITISE FIN-LOGISTICS IN MALAYSIA



HIGHLIGHTS:

- **Yojee announces a commercial partnership to commence servicing leading financial institutions within Malaysia.**
- **This exclusive arrangement will enable Yojee to provide its logistics technology to the country's second largest financial institution via a committed major commercial project between Aero Line Services and that institution, which is due to commence on 15 November 2018.**
- **This marks an exciting move into a new market segment where in Malaysia alone approximately 120 million cheques along with huge numbers of cash, documents and form movements annually, showing the flexibility and scalability of the standard product and speed of deployment with project rollout commencing within 7 days.**

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

Yojee is pleased to announce a material upgrade to its existing relationship with customer Aero Line Services Sdn Bhd (**Aero Line Services**), a leading logistics service provider to the finance industry in Malaysia. The upgrade sees Yojee act as the exclusive technology partner to Aero Line Services for fleet and delivery management during the term of the agreement (being 36 months commencing on 15 November 2018). This exclusive arrangement will enable Yojee to provide the logistics technology for a digital transformation project for the country's second largest financial institution, marking a first step into providing its software solutions for the financial industry and supporting Aero Line Services' rapid growth. The agreement provides opportunity to expand further into this sector of the market and work



with other financial institutions, both in Malaysia and overseas. It is estimated in Malaysia alone there are 120 million cheques a year, which require logistics movements between senders, clearance house and branches.

The South East Asia banking industry is worth US\$ 354.6B [<https://www.forbes.com/global2000/list/>] and many of its economies are set to grow substantially in the coming years, still relying on paper based transactions that require rapid and time sensitive logistics.

Yojee's agreement (via Yojee's wholly owned subsidiary Yojee Solutions Pte Ltd) with Aero Line Services is on enhanced commercial terms with minimum monthly fees, consisting of a base fee over a 36-month period, along with the addition of project by project fees at 10% of the projects revenue. Projects may include: interchange of mortgage documents between branches and legal firms, cheque collection and delivery to sorting centres, and the transfer of documents to secure storage units.

Aero Line Services is an existing customer of Yojee, who after utilising the technology in other areas of its business has created a partnership with Yojee for this new transformational project to begin digitising and transforming areas of industry that Aero Line Services has already provided 9,000,000 freight movements to over the last year.



Paper based banking is still prominent across Asia, with consumer and business banking, payments, mortgages and many other areas reliant on express movements of paper based information.

Aero Line Services Group Managing Director Zamri Bin Khamis said,

"Our group has built its business and reputation around creating and providing more optimised models that are greenfield, repeatable and scalable and we are now the clear leader in Malaysia. The Yojee Solution has proven to provide end to end transparency and efficiency and is loved by our customers. Aero Line Services has exciting opportunities across the region through existing customers and new customers that can be repeated through this partnership. Personally I have a great passion for technology and optimised processes and I see huge growth for Aero Line Services in this sector."

Managing Director Ed Clarke said,

"We are excited about the relationships we are building with a diverse range of businesses in the region. We feel that this really underscores the flexibility of our product, and its ability to be applied in multiple verticals."

Aero Line Services is an incredible company with huge ambition, agility and decades of reliable performance and strong growth. We look forward to working with Zamri and his team on this and other projects"

Aero Line Services operates under the umbrella of the **Aero Line Group** (formerly ALSSB), a market leader in express courier services to the financial industry in Malaysia, ensuring that documents are transferred between banks in a timely and secure fashion. Aero Line have multiple companies operating under the umbrella of the Aero Line Group: they are an automotive & fleet support service provider for many corporate clients such as: financial institutions, telecommunications companies, health and social services, educational establishments, and other industries in Malaysia

-ENDS-

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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

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", "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.