

30 April 2019

YOJEE MARCH 2019 QUARTER ACTIVITY REPORT



HIGHLIGHTS – YOJEE CONSOLIDATES TAKE-OFF FOR GROWTH

- Following the 2018 major upgrade of its technology offering, Yojee continued to grow new customer and delivery numbers, along with growing the pipeline of global key accounts proving it can scale even further.
- Continued strong growth in cash receipts - up 39% to A\$188k, Yojee's strongest quarter to date, notwithstanding that the quarter is a traditionally slow quarter after the Singles Day, Black Friday and Christmas peak, combined with almost 3 weeks of Chinese New Year break slowing down the global freight market.
- The Company made substantial progress across technology, global key accounts, signing a National Leader and the SendYojee Freight network (almost 40% delivery growth on same quarter last year) and technology for the small logistics subcontractor sector which drove adoption and cash receipt growth.

Yojee Limited (**Yojee** or the **Company**) (ASX: YOJ), the technology company utilising 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, is pleased to provide the following commentary regarding its activities during the three months ended 31 March 2019 (Q3).

Commenting on the March Quarter, Yojee Managing Director Ed Clarke said, "We have reached the point of widespread market validation of our integrated product offerings and their scalability. We are seeing high levels of interest and take up from sole traders through all levels of organisations up to national and international market leaders. Based on the product validation, our focus is now firmly on profitable growth."

SOFTWARE, SALES AND PARTNERSHIPS

During the quarter 3 new Software customer contracts were signed, this included 1 National Leader and 2 SMEs across 2 countries plus an Enterprise customer contract upgrade.

Along with advancing discussions with previously named global key accounts, the company has also successfully released several new modules targeted at specific customer groups including the PowerPlan module targeted at large enterprises which has already gained its first enterprise customer within weeks. Boxapp was also released and aimed at owner-operators which raced towards 50 of these adopting the technology within the first month of release.



The Company is confident that the pace in which its global key accounts progress is in line with market norms for large scale SaaS deployments of core operating technology, while actively working to shorten lead times by introducing white glove, project management and adoption programs into the business. The addition of new technology and these services have seen many new global opportunities arise for the Company.

Also, due to strong demand in other markets and verticals, the quarter saw the company launch several Partnership Agreements, in countries such as Australia, Indonesia and in Dubai, UAE - a new territory for the company. The Company uses channel partners to target traction in new jurisdictions to further broaden the Company's ecosystem and customer reach.

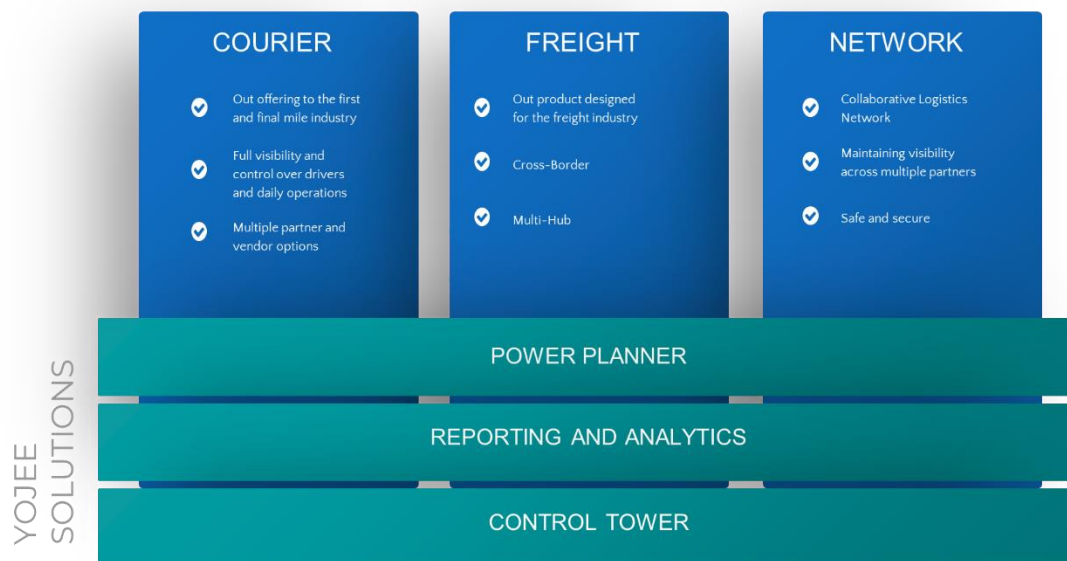


Figure 1: Yojee Product Offering and key features

SENDYOJEE

SendYojee, Yojee's Singaporean freight network enterprise, continued to attract clients seeking a viable solution to cater for increased freight network volumes during this period. SendYojee had a record quarter with almost 40% growth on the same quarter last year achieving 8,194 deliveries in Singapore between Yojee and its downstream partners (compared to 5,924 in same quarter last year).

The first quarter of the calendar year is traditionally slow after the Singles Day, Black Friday and Christmas peak, combined with almost 3 weeks of Chinese New Year break slowing down the global freight market. SendYojee continued the momentum from the previous quarter with a record number of deliveries. This success comes down to retaining and winning core work from customers acquired over the peak season in the previous quarter where customers enjoyed a high level of reliability and visibility by using the Yojee software over network capabilities.



ASX: YOJ



TECHNOLOGY AND PLATFORM DEVELOPMENT

New Module Launched:

Power Planner was launched by Yojee in March as another module to complement its propriety product suite. Power Planner is a tool that is simple to use for planning and modelling logistics businesses and networks. It provides transparency for both insights and costing activities along with real-time mass job allocation. Together with the release of BoxApp targeting small businesses and sole traders, Yojee now has a range of product offerings to service even the most difficult to manage networks or any size.

New Application Launched:

Yojee launched BoxApp during the quarter, as announced to ASX on 14 February 2019. BoxApp is an easy to use application for owner-operators across the thousands of discreet logistics networks to run their business from inside their car, which has been a significant gap in the market for carriers without back-office support due to cost constraints. Surprisingly the company has also seen strong adoption from the Limousine and Private Car Industry which had not been identified as an initial target. This has been made possible through the utilisation of the Company's extensive existing API set and mobile capabilities.

CORPORATE

Corporate

During the quarter, Yojee created an Advisory Board with the initial appointments of Peter J F McLean and Christopher Logan, as announced on 29 January 2019. Lynn Mickleburgh was subsequently also appointed to the Advisory Board, as announced on 5 April 2019. The Advisory Board involves the appointment of a panel of growth, logistics, digital transformation and partnership model experts to give considered advice and recommendations to the Company. This will be integral in assisting Yojee through its rapid growth phase and introduction of its technology in new market segments, industry and geographic areas. The advisory board members have significant experience in supply chain and logistics along with finance, technology, sales and marketing.

SUBSEQUENT EVENTS AND OUTLOOK

Subsequent to quarter end, the Company secured a number of new accounts including a new marquee customer in Malaysia enabling the expansion of the SendYojee network to Malaysia in the coming weeks. Yojee is beginning to gain traction with dual revenue stream customers who are both Software and SendYojee Freight Customers. This enables visibility and seamless freight volume scalability along with access to more delivery service types (same day, next day and express).

-ENDS-

For Investor Enquiries, please contact:

investor@yojee.com

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.



Transforming the Logistics Economy, Digitally



ARTIFICIAL
INTELLIGENCE



MACHINE
LEARNING



BLOCKCHAIN



AUTONOMOUS

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.

CONTRACT AND ADMINISTRATION

This General Disclaimer (Disclaimer) shall take effect to the full extent permitted by law. If the terms of this Disclaimer are inconsistent with the terms of an agreement for services under which Yojee Limited or any of its related bodies corporate (together, Yojee) has provided you with advice, data, information, estimates, projections, forecasts or forward-looking statements (Service Agreement), then the terms of that agreement prevail over this Disclaimer to the extent of the inconsistency.

The nature of the services delivered by Yojee include the provision of information and advice on matters that are incapable of precise determination, subject to subjective interpretation, rapidly changing conditions and other factors beyond the control of Yojee.

Subject to anything to the contrary stated in a Service Agreement:

- a. no representation or warranty of any kind (whether implied, express or statutory, and including without limitation, warranties for non-infringement of third party rights, ownership, fitness for purpose, accuracy, completeness, reliability or currency) is given in conjunction with any advice, data, information, estimates, projections, statements, forecast or forward-looking statements, materials or services (including content derived from or produced by a person unrelated to Yojee) provided to you by or on behalf of Yojee;
- b. no representation, guarantee or warranty is given as to the accuracy, completeness, or likelihood of achievement or reasonableness of any forecasts, projections or forward-looking statements made by or on behalf of Yojee (including such forecasts and projections that relate to changes in the development costs, the prices of other types of products, and the amounts of charges and taxes imposed by the government on logistics retailers, logistics distributors or other logistics industry participants or your logistics-related expenses or anticipated cost savings). Forecasts, projections and forward-looking statements are, by their nature, subject to significant uncertainties and contingencies, and they should not be taken as implying that the assumptions upon which the projections have been prepared are correct or exhaustive;
- c. Yojee, its employees, agents and independent contractors are not liable for any loss, expense or cost (including without limitation, any consequential or indirect loss) that you incur directly or indirectly as a result of or in connection with advice, data, information, estimates, projections, forecasts or forward-looking statements or services provided to you by or on behalf of Yojee; and
- d. any liability of Yojee and its directors, employees and contractors for breach of a warranty or condition given in conjunction with services supplied by Yojee which cannot be excluded by law is limited, as far as the law permits, to re-supplying the services or paying the cost of re-supplying the services and the choice to be made by Yojee in its sole discretion.



GLOSSARY

TERMS	DEFINITION
SaaS	Software as a service
SME	Small to medium enterprise
AI	Artificial Intelligence: A computer program capable of learning and adapting
3PL	Third-party logistics providers typically specialize in integrated operation, warehousing and transportation services which can be scaled and customized to customers' needs based on market conditions, such as the demands and delivery service requirements for their products and materials.
4PL	4PL was originally defined by Accenture as a trademark in 1996 and defined as "A supply chain integrator that assembles and manages the resources, capabilities, and technology of its own organization with those of complementary service providers to deliver a comprehensive supply chain solution."
Cross Dock(ing)	Where shipments are broken down and reorganised, typically at a warehouse, however the goods are not stored there. For example a container being probe down to individual pallets to be taken on in various different vehicles.
UX	User Experience: The look and feel of an interface or software
CIP	A number assigned to a company in order to identify them when handling the transfer of tasks from partner to partner on the Yojee network.

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")

31 March 2019

Consolidated statement of cash flows	Current quarter \$A'000	Year to date 9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers and other income	188	442
1.2 Payments for		
(a) research and development	-	(90)
(b) product manufacturing and operating costs	(649)	(2,053)
(c) advertising and marketing	(149)	(667)
(d) leased assets	(52)	(193)
(e) staff costs	(225)	(711)
(f) administration and corporate costs	(502)	(1,814)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	29	54
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	6	10
1.8 Other (GST Provision)	4	4
1.9 Net cash from / (used in) operating activities	(1,350)	(5,018)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	(3)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date 9 months) \$A'000
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) 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	-	(3)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares (inclusive of transaction costs)	-	8,000
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	(400)
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)	-	-
3.10 Net cash from / (used in) financing activities	-	7,600

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of quarter/year to date	6,004	2,039
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(1,350)	(5,018)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	-	(3)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	7,600

Consolidated statement of cash flows		Current quarter \$A'000	Year to date 9 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	2	38
4.6	Cash and cash equivalents at end of quarter	4,656	4,656

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	4,656	6,004
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)	4,656	6,004

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
123
-

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
-
-

8. Financing facilities available <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. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	(656)
9.3 Advertising and marketing	(120)
9.4 Leased assets	(56)
9.5 Staff costs	(240)
9.6 Administration and corporate costs	(427)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,499)

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	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:
(Company secretary)

Date:30 April 2019.....

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.