

9 December 2019

Yojee Enterprise Cross-border Logistics Software Gaining Traction

HIGHLIGHTS

- Cross border network solution goes live across multiple logistics hubs in SE Asia
- Initial commercially active clients providing positive feedback
- Yojee's solution is unique in its proprietary multi-leg, multi-carrier, multi-level tracking in multiple languages
- 2,000,000 addressable trucks within initial launch region

Yojee Limited (Yojee or the Company) (ASX: YOJ) is a cloud based (SaaS) logistics platform that seamlessly and uniquely manages, tracks and optimises freight movements along the entire logistics chain, from sender to end customer, across borders and between logistics providers (land, sea, air), with subcontractors and for multi-leg journeys.

The Company is pleased to advise that its unique and transformative cross-border software targeting the Asia Belt and Road initiative has gone live, with multiple logistics hubs in the focus regions of Singapore, Malaysia and Thailand, laying the foundation into the rest of Asia. The Company now has commercially live customers in place for its cross-border solution and is in ongoing discussions with a pipeline of potential customers.

These three initial countries have addressable logistics market revenue of AUD\$1.2 billion annually, based on 2,000,000¹ registered trucks at USD\$35 per vehicle per month (equivalent to 25 container movements per truck per month at Yojee's standard pricing). Yojee's enterprise customers and growing in-country transport company customer base is gaining momentum, growing through a combination of direct sales and referrals.

Yojee is uniquely placed with its platform software solution. Barriers to entry for other in-region solution providers include their inability to support the required data structures for customs and waybill compliance, along with an inability to plan and track across multiple logistics hubs trips and carriers.

Large infrastructure upgrades have caused a boom in cross-border trucking, with a strong rise in freight volume demand across a number of sectors. These include electronics, food, industrial, chemical, retail and ecommerce, all looking to reduce warehousing costs and move their product in as few steps as possible.

Yojee Managing director Ed Clarke said, "With the rise of vastly improved road networks within and between countries in SE Asia, there is a growing preference for logistics providers for trucking over other transport types which strongly plays into the strength of our end to end solution."

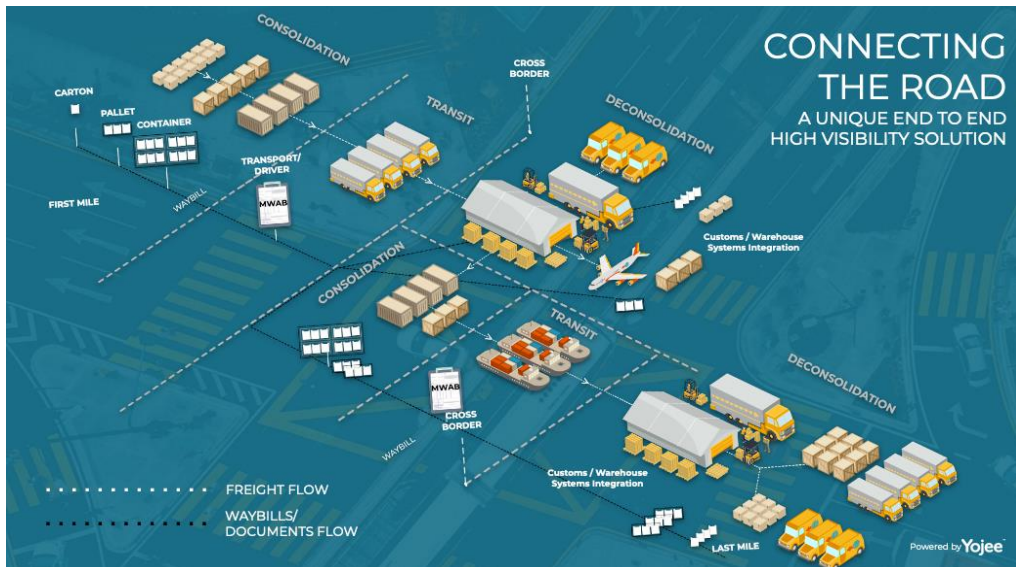
Road based transport has distinct advantages over other transport types including:

- **Much faster yet comparable cost** to ocean freight
- **Similar in speed to air freight, but less expensive**
- **Avoidance of many ocean freight demurrage fees**, where volume dictates cost, beneficial cargo owners such as Walmart and Target may pay millions annually in demurrage fees alone. Even smaller shippers, such as those moving only 500 containers per year, demurrage and detention costs can amount to six-figure sums².

Yojee is a unique solution that provides optimisation, visibility, planning and a financial backbone end to end across multiple carriers with intelligence for a future deep learning marketplace.

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Rarely is a single carrier servicing the entire logistics network from sender to end customer, or exclusively using one type of transportation method. Yojee ensures connectivity and more efficient planning for the entire journey.

Yojee’s customers are predominantly third-party logistics providers (3PL) and logistics subcontractors (2PL) who benefit from:

1. **Managing, Tracking and Auditing goods movements.** All job and location data is easily accessible and can be shared with up and down stream providers end to end. Customers experience precise delivery windows.
2. **Route and schedule optimisation.** Tracking data allows 2PL and 3PL operators to generate cost savings through Yojee’s powerful optimisation capability across vehicle selection, utilisation and routing.

Yojee’s solution is flexible and integrates seamlessly through API’s with existing logistics provider systems to access and share key data across part or all of the freight journey. The more segments that use Yojee, the more powerful it becomes. Yojee’s business is focused on Asia and expanding rapidly.

Yojee’s platform has evolved through recent technological developments in cloud based computing and information processing capability. Future steps now under development will see Yojee further advance it’s logistics connectivity and route optimisation through distributed ledger blockchain technology. This will see smart information access and activation, providing logistics companies and agencies information such as location, size and weight data, and customs requirements that is timely, contextually accessible, and highly secure.

1 - December 6th, 2019 <https://www.beroeinc.com/category-intelligence/cross-border-trucking-maly-sig-thai-market/>
 2 - <https://shippingandfreightresource.com/why-demurrage-detention-fees-are-killing-ocean-shippers/>

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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.



Transforming the Logistics Economy, Digitally



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