

10 September 2020

## Yojee Market Update Platform Milestone & Enterprise Capability Strengthened

### Highlights

- **Over 1 million planned deliveries already this financial year**
- **August planned deliveries up 23% on previous month, and up 182% on the final month of FY2020 (June)**
- **Platform's enterprise-level scalability and robustness validated**
- **Platform enterprise capability strengthened, with over 450 APIs to logistics ecosystem operators and completion of upgrade improvements with added key features and capabilities**
- **Strong trading outlook following recent platform go-live and ongoing country-level rollouts of Yojee's platform within existing enterprise level client base**

**Yojee Limited (Yojee or the Company) (ASX: YOJ)**, a cloud-based software as a service (**SaaS**) logistics platform that seamlessly and uniquely manages, tracks and optimises freight movements along the entire logistics chain, is pleased to announce that it has achieved strong enterprise-level platform verification following the achievement of over 1 million planned deliveries milestone based on the last 2 months of activity (1 July to 31 August 2020). Yojee has also improved its enterprise-level capability following the completion of several platform feature updates. This strengthens Yojee's position as a leading third-party enterprise software operator in its sector in Asia.

### Over 1 million planned deliveries milestone

Yojee announced its platform scalability on 23 July 2020. Strong planned deliveries<sup>1</sup> volume growth has continued with the Company recently surpassing 1 million planned deliveries on its platform this financial year. August deliveries are up 23% on July and up 182% on the final month of the financial year ended 30 June 2020.

The significant uptick in planned deliveries follows the go-live for eCommerce logistics, announced on 24 June 2020 with other previously announced projects going live in coming months.

The Yojee platform is based on cloud-based proprietary Elixir technology which is particularly well suited to operate cost effectively at scale for enterprise-level clients.

### Platform enterprise capability strengthened

Since July 2018, when Yojee updated its technology platform SaaS solution to version 2.0, the Company has sought to position itself as the sector's leading third-party software provider, supplying the preferred technology solution for visibility, accountability and control of goods movements (end to end), independent of transport asset type and at scale.

<sup>1</sup> *Planned deliveries refer to pre-financially audited transaction fee data which describes platform usage for deliveries (containers, pallets or parcels).*

Yojee has currently built over 450 APIs, enabling outstanding levels of compatibility and connectivity into the logistics ecosystem (up from 310 in 2017). These APIs allow for sophisticated seamless integration of the Yojee platform for its clients and partners, such as sub-contractors, customs, cross border systems, warehouse management, toll certification and payment systems across an entire logistics supply chain.

Features and capabilities have been further improved in key areas which strengthen Yojee's product offering in eCommerce and fulfilment including:

- Dispatch – Realtime dashboard and insights enhancements, sorting, searching, driver and vehicle management optimisations, complex scheduling options and complex enterprise operating model support.
- Mobile App – White Labelling upgrades, enterprise mass task management upgrades, enhanced scanning capabilities to support large scale campaigns and thousands of pickups per stop.

### Outlook

While Yojee does not provide forward-looking guidance, it remains confident of a continued successful rollout of its platform within its existing three top 10 global clients. The Company has a growing number of country-level statement of work orders with these groups, which were recently completed (now live) or are due to go live in the coming months.

This places Yojee in a strong position to see significant subscription and transactional volume-based revenue growth over financial year 2021.

Yojee Managing Director, Ed Clarke said, "Following our recent validation from three major announcements with enterprise clients servicing all parts of the supply chain, we are very well-positioned to capture transactional volume growth, throughout the supply chain from B2B transport and eCommerce. As we enter the second half of the year's consumer campaign period, we continue to evolve Yojee's strategic sales and marketing direction. Our internal resourcing allocation will position us for future growth across SMEs and the enterprise level and provide a clearly definable pathway for accelerated growth."

This announcement has been authorised by the Board of Directors of Yojee Limited.

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**About Yojee Limited (ASX: YOJ).** Yojee is a cloud-based software as a service (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. Rarely is a single carrier servicing an entire goods journey from sender to end customer, or exclusively using one type of transportation method. Yojee provides connectivity and more efficient planning along 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 made easily accessible and can be shared with up and downstream providers end to end. Customers experience improved 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 into existing logistics provider systems to access and share key data across part or all of the goods journey. The more segments that use Yojee, the more powerful it becomes. Yojee's business is focused on APAC and is expanding rapidly. Yojee's platform has evolved through recent technological developments in cloud-based computing and information processing capability. Yojee continues to develop its visibility, accountability and control solutions across the supply-chain. 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.

Yojee services the logistics market at both the SME and enterprise levels with a focus on APAC and to date has signed multi-year commercial agreements with three top 10 global freight forwarders operating in the region.

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