

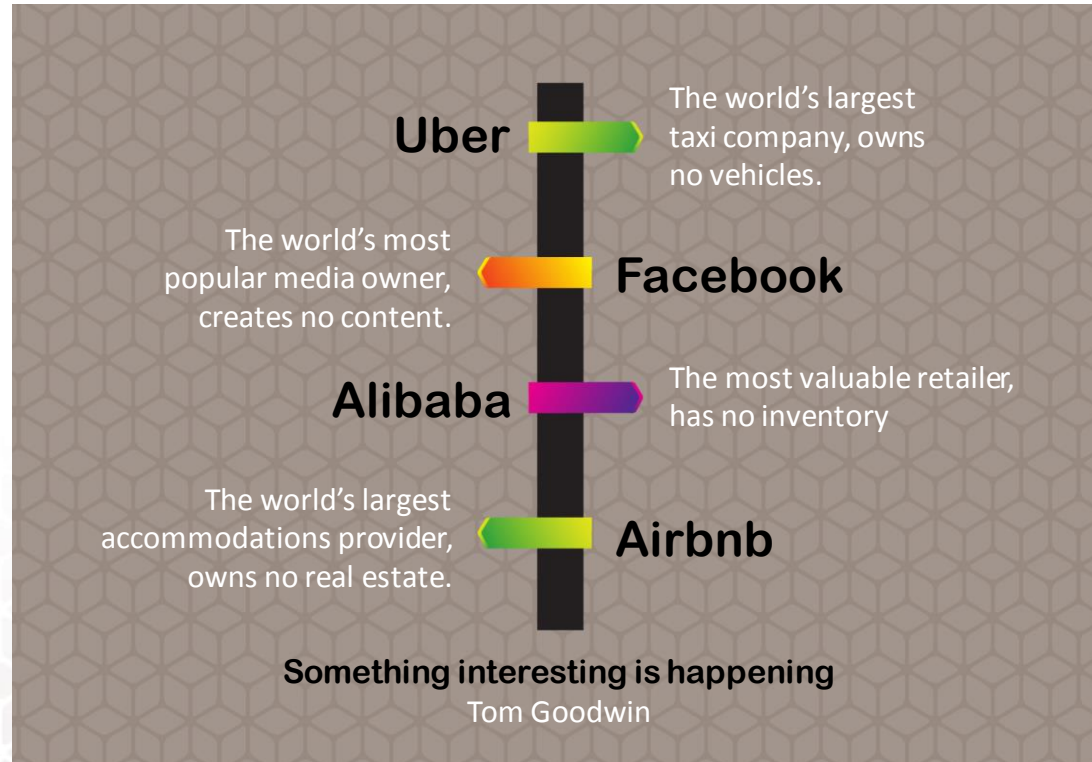


# Yojee Investor Presentation

February 2016

<<< Send Yojee >>>

# Why did everyone forget Global Logistics?



Planned Phase 1

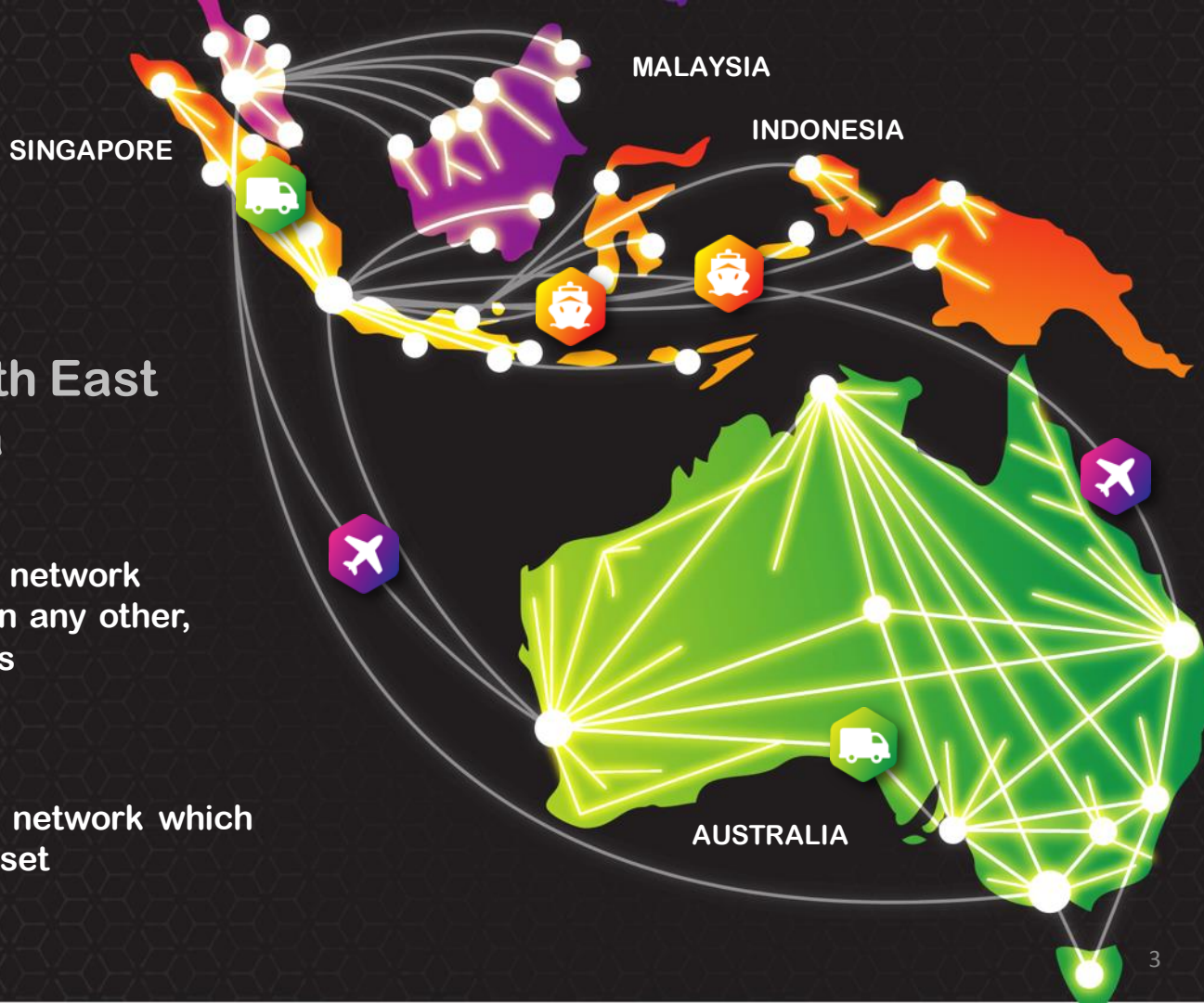
Delivery to the

**652 million**

population of South East  
Asia and Australia

Building a shared delivery network  
which reaches deeper than any other,  
including the major players  
without CAPEX

A unique shared economy network which  
forms into a high value asset





# Next Generation Logistics...

## The Sharing Economy's DHL



### **Enabling the opportunist , empty leg and spare capacity carrier**

Yojee takes a technology-first approach seeking to transform logistics for the booming online economy by simplifying, organising and consolidating the fragmented industry for everyone's benefit via digital transformation.



Yojee will enable better business and fulfilment, providing financial benefits and simplicity for carriers, and a fun, on-demand solution for senders.



The open Yojee cloud platform will seek to enable everyone from companies to individuals to participate to make Yojee's delivery network the world's largest, widest and deepest reaching logistics network.



Yojee is not a competitor, it's an enabler.

# The Size of the Opportunity

The Logistics Market



- Australia - growing annually 2.9%
- Malaysia - growing 10.2% between 2013-17
- Indonesia - growing 14.9% between 2013-17
- Thailand – No growth data

The e-Commerce Market



# The Comprehensive Shared Ecosystem

## Wholesalers and SMEs

"I'm not a large supplier, so it's just so expensive to send. Logistics is eating my margins"

## Legacy Fleets and Independent Drivers

"Operational costs are rising. We need to find ways to fill our trucks and reinvent our business"

## The Planet

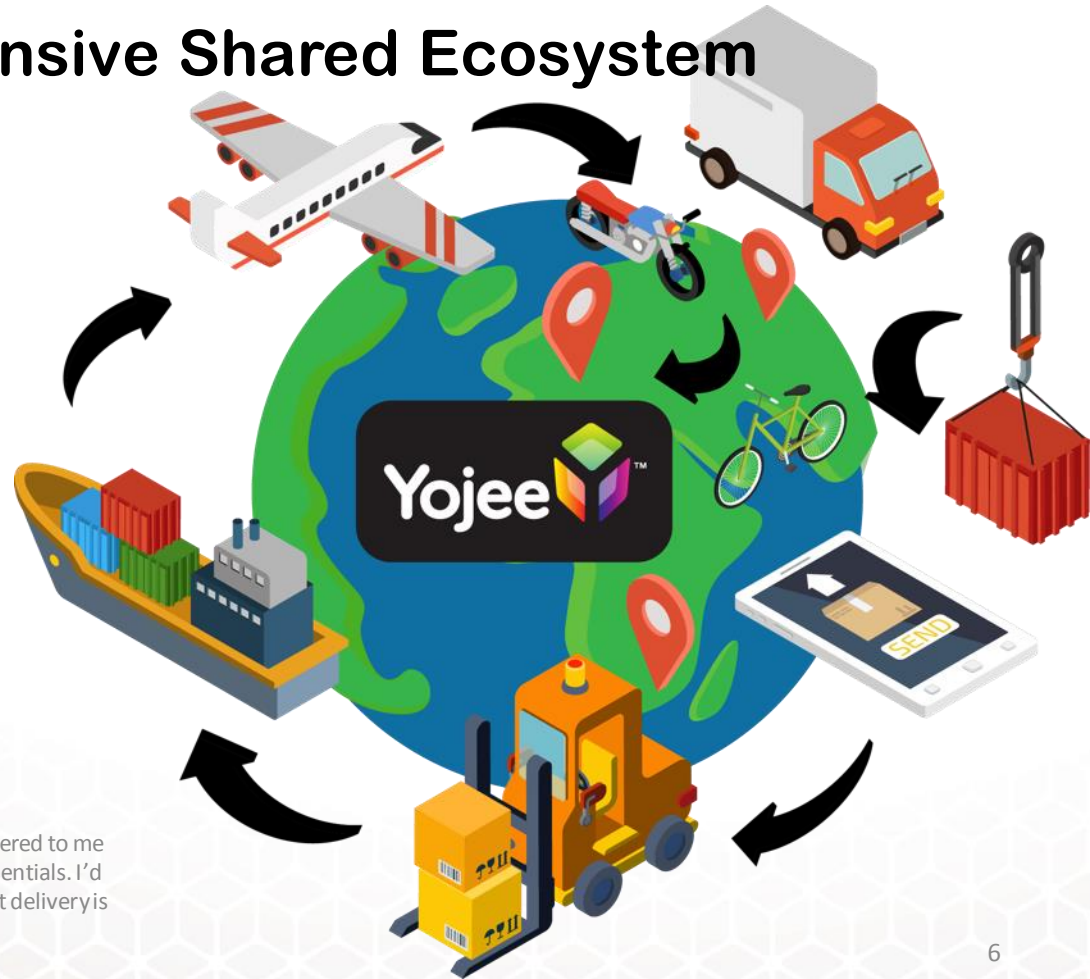
"There are too many half-full cars, trucks and planes delivering across the planet"

## Retail and E-commerce

"We could use cheaper, easier and faster delivery models using technology to make our customers happier and our business smoother"

## Senders

"I'd love the freedom to get more things delivered to me on demand, including food and day-to-day essentials. I'd love to buy and sell second-hand products, but delivery is complicated and expensive"





# Building a platform to take logistics digital: Open platform, zero paper, instant gratification



## Consumers

Yojee's mobile app for  
Senders and  
Independent Carriers



## Business

Yojee's web platform  
for senders and  
carriers of all kinds



## Large Business

Yojee's web API to plug  
into pre-existing  
logistics solutions to  
seamlessly manage the  
delivery process



## Software Licensing

Yojee's API SDK can be  
white labelled by small  
or large carriers as part  
of their service

Yojee will use electronic payments and be paper free. Yojee will automate the most painful parts of business operations by taking logistics digital: the key to scalability and customer trust.

# Mass adoption through the mobile app experience



## Sender:

- › Low cost pricing
- › Real-time GPS tracking
- › Book jobs in seconds and on-demand
- › Lower carbon footprint
- › Upload photos of loads prior to dispatch, in case of dispute or damages
- › Unique user experience features
- › A slick and user interface



## Carrier:

- › Increased profitability by cutting out the middle man
- › Payment on delivery capabilities
- › Reduced paperwork
- › Increase truck revenue capacity
- › Receive jobs on demand
- › Multiple carrier types
- › Grow your fleet by outsourcing existing jobs
- › Easy to join and participate



# Innovation built to benefit everyone.

Helping small and medium logistics companies move into the digital era with less book keeping and better cashflow.

Reduced Carbon Emissions through utilising empty capacity and green transport methods. Enables 'smart city' delivery models

A fun and fast experience for consumers. Yojee is focused on becoming an on demand part of daily life.



Anyone can be part of the Yojee Network

A single carrier solution for local, domestic and international jobs of any size.

“ This is a unique opportunity to be part of the long-awaited digital revolution for global logistics. Yojee aims to capitalise on the increased movement and penetration of individuals and companies throughout all parts of the planet, and introduces the technology to enable better business models. That means decentralised and faster delivery, shared networks and capacity, smart city delivery methods and fun and on-demand service for senders. Yojee focuses on being agile and efficient for logistics while also being gentler on our warming planet by reducing the per parcel carbon footprint. ”

A handwritten signature in black ink that reads "Ed Clarke". The signature is stylized, with a large, looped "E" and a cursive "Clarke".

Co-Founder

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# Thank You

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