

31 October 2016

## QUARTERLY ACTIVITY STATEMENT - 30 SEPTEMBER 2016

- Yojee launches Pilot Programmes in Singapore and Australia
- Yojee creates OCTO+ – new design-led job management feature
- Yojee launches beta app – Yojee driver
- MOU signed with Heiniger Australia for Logistics Services
- Strategic partnership with Thailand's National Multimedia Group significantly enhances Yojee's capabilities in A\$3.9 billion e-commerce industry
- 20,000 vehicle registration target exceeded

**Yojee Limited (ASX:YOJ)** is a pioneering platform technology company delivering powerful logistics and supply-chain management capabilities to South East Asia and Australia via its proprietary blockchain-enabled software. The company is pleased to provide the commentary regarding its activities during and subsequent to the quarter ending 30 September 2016. Yojee remains on schedule and is confident in its ability to deliver an industry-changing platform which will revolutionise the logistics arena, creating value for partners and investors alike.

### Delivering the Yojee Technology Platform

Yojee is satisfied with the progress of its technology, which is adhering to the timeline in Yojee's investor prospectus. Having already launched beta testing and pilot programmes, the company is confidently on track to creating a market-ready solution: one that incorporates efficiency-focused algorithms and innovative features coupled with an unbeatable user experience.

Yojee's latest innovation feature, Octo+, was released on 13 October 2016. Yojee's design-led approach to development means agile, proactive technology solutions. The team develop a deep understanding of needs then work to problem-solve, rapidly prototyping to come up with useful solutions like Octo+. Octo+ allows delivery drivers to manage individual jobs – even within a multi-leg delivery – changing the traditional delivery model of fulfilling deliveries chronologically. More flexibility means higher revenue potential within shorter time frames.

On 7 October 2016 and 21 September 2016, Yojee announced that it had initiated its Last-Mile Delivery Pilot Programmes in Singapore and Australia, marking a successful transition from concept design to implementation of its platform. In Australia, the Pilot Programme heralded Yojee's phase into its Smart Cities Programme. Having operational test partners enables Yojee not only to adapt and refine existing features but also to innovate new features based on real problems faced by users of the platform. Furthermore, each pilot company has a different delivery model, demonstrating how Yojee's platform can benefit users and create value across the entire last-mile delivery spectrum. In Singapore, Yojee secured two companies to pilot its

incipient platform: well-established logistics provider, SH Roadworks, and DishDash, an innovative web-based food delivery platform. In Australia, Melbourne's first independent bike courier, Cargone, is Yojee's pilot partner.

On 18 August 2016, as a prelude to its Last-Mile Delivery Pilot Programme, Yojee released both iOS and Android beta versions of its 'Yojee Driver' application (app) for delivery drivers. The app was made available to selected partners for testing. In keeping with Yojee's design- and user-led approach to development, the aim is for the app to marry intuitive, ease-of-use with powerful features to empower users to work optimally thereby maximising revenue streams – both for themselves and for their companies.

### **Yojee Partnerships**

Yojee continues to rapidly expand its network of partners and warehouses across Australia and South East Asia, fundamental to the 'collaborative logistics economy' idea pioneered by Yojee. This aspect of Yojee's platform will enable partners to seek out synergies with each other to open up previously inaccessible routes, opportunities and revenue streams.

Yojee's network currently stands at 32,000+ vehicles and 550+ warehouses across Australia and seven countries in South East Asia.

On 8 August 2016, Yojee announced it has signed a partnership Memorandum of Understanding (MOU) with Heiniger Australia, a global leader in the manufacture and supply of agricultural machinery. By partnering with Yojee, Heiniger places confidence in the ability of Yojee's platform to optimise Heiniger's AUD 1mio annual spend on freight.

On 15 July 2016, Yojee disclosed that it had signed an MOU with Nation Multimedia Group (NML), Thailand's largest media company. NML's logistics arm operates a nationwide delivery service carried out via an ample fleet of assets ranging from haulers to motorcycles. The company also provides warehousing and pick-packing services. Yojee's partnership with NML facilitates entry into Thailand's booming e-commerce industry as well as enhancing regional cross-border opportunities.

Yojee announced on 29 July 2016 that it had surpassed its first target of having 20,000 partner vehicles registered. The numbers of registered vehicles and warehouses has since increased manifold to over 32,000 vehicles, 550 warehouses across Australia, Singapore, Malaysia, Thailand Vietnam, Indonesia, Phillippines and Macau. In Australia alone, Yojee now has well over 11,500 vehicles registered – exceeding Australia's largest post and parcel deliverer that has a reported fleet of under 10,500 vehicles.

### **Yojee Tomorrow**

Yojee remains on track to delivering its platform to market according to schedule. With this comes potential for piloting and revenue generation earlier than anticipated. The team's best efforts in market research thus far has shown that Yojee's platform – especially its 'Cloud Intelligence Platform' (CIP – will contain some of the most advanced and unique intelligence and capabilities in the marketplace.

Yojee pioneered the idea of a 'Collaborative Logistics Economy', the technology premise of which will be an Artificial Intelligence and Machine learning enabled CIP. Yojee's CIP is an overarching technology to Yojee's desktop and mobile apps. The CIP will create a state-of-the-art collaborative economy by allowing partners to expand their existing delivery capabilities. Yojee's network will create opportunities for participants to create and

fulfil multi-leg, nationwide deliveries. To illustrate: access to Yojee's CIP platform means a previously Jakarta-only delivery company can fulfil deliveries from Jakarta to Surabaya and beyond by using Yojee's collaborative network.

Yojee aims to have its CIP functional by 31 December 2016 – a number of months ahead of schedule.

By end December 2016, Yojee plans to launch a same-day delivery business unit in Singapore. The aim of the undertaking is twofold: 1. to open Yojee's first revenue stream, and 2. to test all aspects of the overall business model *in situ* within a fairly controlled environment. Feedback and results will be invaluable for Yojee to improve processes and procedures across sales and marketing, operations, customer service, and software development. Furthermore, learnings will be applied to help refine the blueprint for regional and headcount expansion as well as to bolster revenue generation.

Over the next quarter, Yojee will focus on accelerating its 'to market' programme. The growing demand for logistics solutions that Yojee will cater for (network expansion, efficient order management, route- and schedule optimisation, integrated communication & payment channels, timing visibility, to name a few) creates a ripe opportunity for Yojee to start monetizing its software and transactional delivery service. Yojee's primary focus remains on creating value for its partners and investors.

For further information, please contact:

Investors

**Ed Clarke**

Managing Director

M: +61 8 6489 1600

E: [ed@yojee.com.au](mailto:ed@yojee.com.au)

Media

**Georgie Morell**

Media & Communications, Market Eye

M: +61 438 008 383

E: [georgie.morell@marketeye.com.au](mailto:georgie.morell@marketeye.com.au)

**About Yojee Limited**

**Yojee Limited (ASX: YOJ)**, a new, future ready platform technology company developing and launching powerful logistics and supply chain management capabilities via its' world class block chain secured software and expansive partner network to the South East Asian region.

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