

Business Update

16 May 2022

Yojee Commercialises Connected Warehouse Solution

Two Subscription Orders Signed with Existing Global Enterprise Clients

HIGHLIGHTS

- First subscription orders signed with two existing global Enterprise Clients within commercial beta Connected Warehouse solution program
- Adds two additional logistics hubs to Yojee's platform (13 hubs already implemented)
- Subscription orders follow a successful Proof of Concept (POC) program with these enterprise clients to join this phase of roll out
- Enables Yojee to showcase its solutions to global logistics leaders and global brands and manufacturers for multi-faceted expansion opportunities
- Solution to be provided for Enterprise Clients to improve supply chain efficiency for leading global brands
- Yojee contemplating full scale launch of the Connected Warehouse solution and marketing push in coming months

Yojee Limited (**Yojee** or the **Company**) (ASX: **YOJ**), is a cloud-based software as a service (**SaaS**) logistics platform that facilitates the flow of freight movements into a single ecosystem, making the complex process of managing land transport simple and reducing carbon emissions for a greener planet. The Company is pleased to provide an update on its 'Connected Warehouse' solution including the signing of two commercial subscription orders with two existing global Enterprise Clients.

Yojee Connected Warehouse

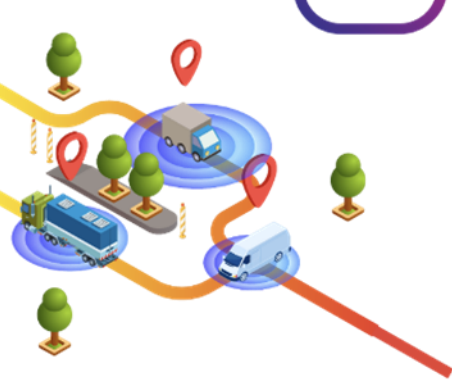
The Yojee Connected Warehouse solution was born out of Yojee Labs (launched in September 2021) beginning with a Proof of Concept program with an existing global Enterprise Client. Following positive results, Yojee has taken the product to a next phase of development with commercialisation and developed a pricing model around the solution.

In December 2021, Yojee introduced its Connected Warehouse solution to two global logistics groups, working in partnership with Here Technologies (see [ASX announcement](#) dated 29 December 2021).

The solution uses proprietary data intelligence IP that can transform warehouse visibility and efficiency and consists of IoT trackers and Software components.

Subscription Orders Signed with Two Enterprise Clients

The subscription orders have been signed with two existing global Enterprise Clients, please refer to the end of this announcement, client agreements under Appendix A: Enterprise Clients 1 and 3. Initial subscription orders signed are for a subscription period of 4 months. The signing of these first subscription



orders marks a significant strategic event for Yojee as part of the commercialisation phase of the Connected Warehouse solution. Fees charged are based on a monthly subscription fee for the software solution (IoT dashboard) and revenue generated from a number of variable factors including warehouse floor area and number of items tracked. The commercial beta period is for 4 months with agreement provisions for multi-year renewals. In Yojee's view, sales generated from subscription orders are currently not initially material to existing sales revenues over the contract term however will update in the future when this may change.

Yojee Managing Director, Ed Clarke said, *"The excitement and demand for this module of our platform has been fascinating. We feel we have aimed at and hit a critical part of supply chain and transport with a complementary module to enable our customers to save money, be more efficient and allow all stakeholders to see the world flow."*

This announcement is authorised by the Board of Yojee Limited.

Appendix A: Yojee Platform Client Agreements – Logistics Hubs (previously announced)

Yojee has to date signed Enterprise level agreements with 4 global Enterprise Clients under Master Services Agreements (MSAs or equivalent). These set the framework of standard terms and conditions for undertaking future rollout (expansion deployments) of Yojee's Platform into Logistics Hubs within clients' operations in a single country, across countries, or multiple Hubs within a country. Read more here:

- Enterprise Client 1 - see [ASX announcement](#) dated 15 May 2019
 - Scope extended – see [ASX announcement](#) dated 24 August 2020
- Enterprise Client 2 - see [ASX announcement](#) dated 18 May 2020
 - Scope extended (Philippines) – see [ASX announcement](#) dated 18 June 2021
 - Scope extended (18 additional countries) – see [ASX announcement](#) dated 28 June 2021
 - Scope extended (first entry into Europe) – see [ASX announcement](#) dated 27 October 2021
- Enterprise Client 3 - see [ASX announcement](#) dated 3 September 2020
 - Scope extended (3 additional countries) – see [ASX announcement](#) dated 25 May 2021
- Enterprise Client 4 - see [ASX announcement](#) dated 23 August 2021

Appendix B: Yojee Connected Warehouse (previously announced)

Born out of Yojee Labs (launched in September 2021), Yojee has developed a Connected Warehouse solution which it is now marketing to global logistics groups. Read more here about the development journey:

- Yojee launches Labs to power future of supply chain & IoT – see [ASX Announcement](#) dated 1 September 2021
- Yojee announces Connected Warehouse Commercial Beta Model – see [ASX announcement](#) dated 15 December 2022
- Yojee partners with Here Technologies – see [ASX announcement](#) dated 29 December 2021



Yojee

SEE THE WORLD FLOW



PRICING EXAMPLE: SMART WAREHOUSE



-ENDS-

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About Yojee Limited (ASX: YOJ). Yojee is a cloud-based software as a service (SaaS) logistics platform that facilitates the flow of freight movements into a single ecosystem, making the complex process of managing land transport simple and accessible to all players whilst reducing carbon emissions for a greener planet. 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 down-stream 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 Asia and is 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 logistics its 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 are 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 enterprise-level agreements with four global top 10 freight forwarders operating in the region. Yojee has strong corporate citizenship working with industry to reduce carbon emissions, by removing paper and logistics congestion through digitisation and vastly improving efficiency, speaking to our social license to operate.

FORWARD LOOKING STATEMENT AND DISCLAIMER

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- (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*
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