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## Commercial Update

15 December 2021

### Yojee Moves 3 Additional Enterprise Hubs into Live & Revenue Generating Status and Announces Smart Connected Warehousing Commercial Beta Model

#### HIGHLIGHTS

- Yojee has moved 3 Logistics Hubs from implementation to live and revenue generating status with global enterprise clients in APAC and its first live hub in Europe
- Following October's recently announced 184% YoY growth for the same month, and strong month on month growth, these new live hubs will come online and continue to support revenue growth as they expand in coming months
- Smart Connected Warehousing to move into commercial beta model and initial commercial rollout to begin in early calendar 2022 following testbed development inside 'Yojee Labs'
- Company remains confident of strong continued year on year revenue growth in FY2022 despite Covid significantly impacting the September quarter
- Well funded (A\$17.2m at bank 30 September 2021) and positioned to continue strong growth journey with all enterprise clients in advanced stages of further expansion discussions

**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.

**Hubs move into live status:** The Company is pleased to share 3 Logistics Hubs have gone into live status following implementation of its Platform in APAC and the first in Europe, with contracted Global Enterprises. Total hubs now implemented with the Platform total 11 and hubs undergoing implementation total 3.

#### Logistics Hubs Rollout Summary – Yojee Platform

	Hubs undergoing implementation	Hubs implemented (revenue generating)	Hubs total	Hubs embedded growth rollout (over 3 years)	Proven value of a hub (12 month period)
<b>Total</b> (this announcement)	3	11 (9%) <sup>2</sup>	14 (11%) <sup>2</sup>	126 <sup>1</sup>	\$300k
<b>Total</b> (prior*)	6	8 (6%) <sup>2</sup>	14 (11%) <sup>2</sup>	126 <sup>1</sup>	\$300k



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\* Q1 FY2022 September 2021 Quarterly Activity Report (announced 27 October 2021). Note: table excludes recently announced expansion contracts which are at a planning stage.

## Smart Connected Warehousing

Yojee will begin a commercial beta model and initial commercial rollout in early calendar 2022 following testbed development inside 'Yojee Labs'. A Proof of Concept (POC) program with an existing global enterprise client has been underway. Following positive results, Yojee will now take the product to a next phase and begin commercialisation, with a simple initial pricing model.

The pricing model is based on a number of variable factors typically driving warehouse complexity and operating cost, including: floor space (measured in square metres), personnel, number of working assets (e.g. forklifts) and zones. See Appendix 1C showing three tiers of SaaS monthly pricing, to be tested in market shortly. In studying the market, Yojee has identified that the vast majority of warehousing globally operates with very little technology and lacks funding to drive cost efficiency and automation.

Yojee expects to be able to drive down operating and capital costs by providing customers with valuable insights its product will bring to warehousing operators. Yojee ultimately sees enormous benefit in tracking goods earlier in land based logistics chains, integrating with the en route operations currently performed by its Platform, beginning with tracking goods inside warehousing rather than on their exit at loading facilities.

**Yojee Managing Director, Ed Clarke said,** "The number of hubs implemented with Yojee's Platform technology has been growing over the past 12 months, from 3 in December 2020 to 11 today, many of which will continue to grow and we expect these to collectively accelerate in revenue contribution as they mature.

We continue to make strong progress towards our embedded logistics hub growth pathway, rollout with existing global enterprise clients and remain confident of strong continued year on year revenue growth in FY2022 despite a heavily Covid significantly impacted September quarter. We remain in advanced stages of further expansion discussions."

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## **Appendix 1A: Client agreements (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
- Enterprise Client 2 - see [ASX announcement](#) dated 18 May 2020
- Enterprise Client 3 - see [ASX announcement](#) dated 3 September 2020
- Enterprise Client 4 - see [ASX announcement](#) dated 23 August 2021

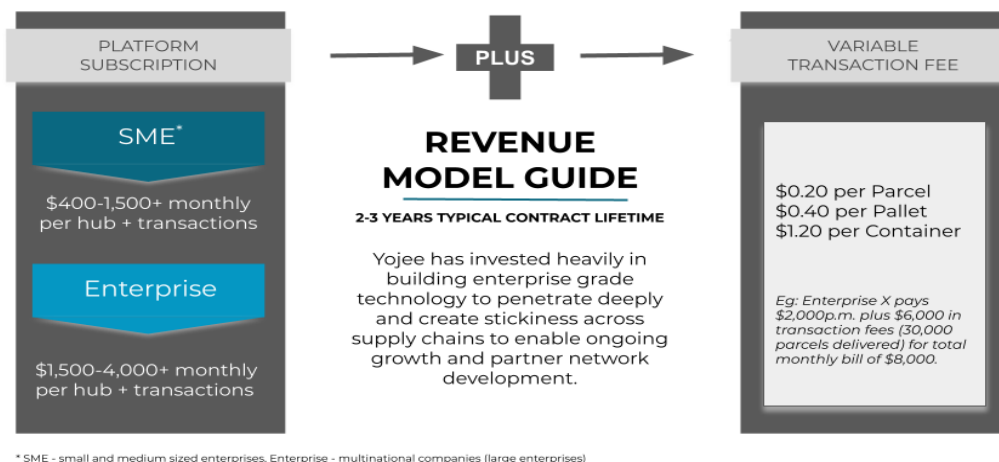


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## Appendix 1B: Yojee Software Revenue Model



## Appendix 1C: Yojee Smart Connected Warehousing

### PRICING EXAMPLE: SMART WAREHOUSE



<sup>1</sup> Based on a 3 year embedded growth rollout with 3 existing contracted global Enterprise Clients across 14 APAC countries (3 hubs per client per country)

<sup>2</sup> Percentage of hubs embedded growth rollout achieved



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This announcement is authorised by the Board of Yojee Limited.

**-ENDS-**

**For enquiries, please contact:**

Glen Zurcher  
Investor Relations  
T: +61 420 249 299  
investor@yojee.com

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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 seeking to reduce 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 three 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



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logistics congestion through digitisation and vastly improving efficiency, speaking to our social license to operate.

#### **FORWARD LOOKING STATEMENT AND DISCLAIMER**

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