



ASX: YOJ

31 January 2017

## QUARTERLY ACTIVITIES STATEMENT – 31 DECEMBER 2016

### HIGHLIGHTS

- **First revenue achieved in November through ramp up of the Yojee Delivery Network.**
- **Many software customers in trial, and first full 'uberfication' deal already signed, seeing the company in its first month of sales generate over \$45,000 in contracted commitments.**
- **The Company has a strong sales pipeline and exciting partnerships announced in Indonesia and Cambodia providing significant revenue, growth and branding opportunities.**

**Yojee Limited (Yojee or the Company) (ASX: YOJ)** is very pleased with its progress during the December quarter. The Company has remained months ahead of its development schedule with first revenue arriving during the quarter. The Company ramped up its software spend during the December quarter in order to bring forward first revenue dramatically through additional contractors added for the period. This was done with great success.

The highlight of the quarter was a landmark deal with Post Media, the largest News and Media Organisation in Cambodia, validating the Yojee business model, demonstrating how the companies artificial intelligence logistics platform can reinvigorate national legacy logistics business and transform non-traditional supply chains into delivery super-networks. The deal includes payment to Yojee of licensing fees to access the Yojee platform and revenue sharing on freight and parcel movements and includes marketing and advertising to over 1.5 million viewers. Yojee will also benefit in establishing its brand in the region alongside a major media company. The deal is a great example of the capability of Yojee to scale rapidly without significant cost, creating exciting, high revenue networks around the region.

The company's basic software has proven to be highly desirable for small logistics and delivery companies or companies with a basic delivery function at a price point accessible to all. Yojee expects to see sustained growth in this area in 2017 along with increasing monthly spend from customers as we support their growth through advanced technology.

For more large-scale logistics operations the company offers full 'uberfication' technology and access to Yojee's artificial intelligence capabilities which is licensed at a price that is extremely competitive in the marketplace, especially considering its advanced and labour reducing features. As the Post media and Raja Pindah deals show, the company has already secured customers who recognise the platform as a market leader, and the company expects strong growth in the March quarter.

The Yojee delivery network which launched in December in Singapore has completed a small number of deliveries in the quarter. The March quarter will be used to further refine and enhance the Yojee

technology with the Company expecting strong growth in January and continued growth in parcel revenue, however the company is already seeing exciting growth in daily delivery numbers in 2017.

The Company has yet to spend any significant money on sales and marketing, as it experiences exciting organic growth of its software and delivery offerings at a volume that ensures that Yojee continues to refine operations, customer service and technology, readying itself for an aggressive customer acquisition phase in 2017 seeing research and development being offset by software and delivery revenue.

Managing Director Ed Clarke said. "We are very pleased to be in the position we are in, as the focus and move towards Sales and Marketing and feel confident that the company has built the right technology platform and partnership strategy to have an exciting 2017."

*To discuss how your business can utilize Yojee Software, the Yojee network or send freight through the Yojee network contact [info@sendyjee.com](mailto:info@sendyjee.com).*

For further information, please contact:

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**About Yojee Limited** Yojee Limited (ASX: YOJ), a new, future ready platform technology company developing powerful logistics and supply chain management capabilities via its world-class blockchain secured software and expansive partner network across South East Asia and Australia.

[www.sendyjee.com](http://www.sendyjee.com)



ASX: YOJ



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