

2 September 2019

## YOJEE USE CASES AND CONTRACT BASE CONTINUES TO EXPAND

### HIGHLIGHTS

- Yojee signs \$175,000 in pre-transaction fee contracted revenue in August to date across Malaysia and Indonesia in multi-year agreements.
- Yojee signs 4 contracts in a month of product promotion to its transport sector software solution.
- Giga Maritime Group (GMG), a one-stop solution leader in the area of automotive logistics both on land and via sea freight, select Yojee for the 200,000 vehicles moved annually across Malaysia.
- Yojee Pioneering new solutions to traditional markets and proving the agile software's application across the complete supply chain.

Yojee Limited (**Yojee** or the **Company**) (ASX: **YOJ**), the technology company utilising artificial intelligence (AI) and blockchain technology to create a seamless regional collaborative freight network and best in class software as a service (**SaaS**) product for businesses of all sizes, is pleased to announce progress in two new verticals which includes five new clients signed across the Automotive Industry and Passenger Transport Industry for freight Solutions.

The Company has signed \$175,000 in multi-year minimum value contracts to continue to build a strong base across multiple large opportunity verticals since 1 August 2019, this refers to the contracts' fixed fee value only and doesn't include any additional transaction and/or revenue share fees. As the Company continues to mature and implement its customer deployment programs, the Yojee strategy sees fixed fees becoming a small portion of its overall revenue pipeline as it transitions to an increase in fees per transaction across its client base.

Managing Director Mr Ed Clarke said "We are really pleased to continue to show our capability to service all business of all sizes. There are over 800 more companies in Indonesia who are a great fit for us in the passenger transport sector, and many large companies in the Automotive transport vertical in the Region who could also gain benefits from Yojee. We have strong engagement and commercial discussions with many of these groups.

There is great interest in Yojee across the market, where legacy technology is no longer fit for purpose. Building case studies and success stories with clients such as these will be a key part of accelerating our growth."

### Automotive Transport

Giga Shipping SDN BHD (GMG Group), a Malaysian automotive logistics leader, has selected Yojee to provide transparency, visibility and optimisation across it's supply chain. Yojee has commenced a 3-year SaaS Services

Suite 9, 330 Churchill Avenue, Subiaco WA 6008 | PO Box 866, Subiaco WA 6904

P + 61 8 6489 1600 | F + 61 8 6489 1601 | ABN 52 143 416 531

Agreement (Agreement) with the GMG Group to fine tune its offerings applicability to the Automotive Industry, which will soon reach close to \$500 billion in size with hundreds of major players. The Agreement involves revenue pursuant to Yojee’s SaaS Pricing Model including the setup, subscription and professional service, applicable, refer to ASX release lodged on 17 October 2018, “YOJ – Investor Presentation October 2018” which stipulates the Yojee pricing model. The total value of the agreement cannot be determined at this time because it is subject to utilization take-up and any additional deployments.

The automotive logistics market was estimated to be USD 284.1 billion in 2018 and is projected to reach USD 472.9 billion by 2025, at a CAGR of 7.55%<sup>1</sup>. Increasing vehicle production, upcoming infrastructure projects such as Asia’s One Belt One Road initiative, and the advent of electric vehicles are the major reasons for market growth.

<sup>1</sup><https://www.marketsandmarkets.com/Market-Reports/automotive-logistic-market-132940404.html>

Yojee is able to plan capacity, optimise supply chains and maintain seamless visibility across multiple carriers. These contracts are further validation of how Yojee can become a leading solution where margins are slim and goods are delivered ‘just in time’ – all the way to the consumer door, as some manufacturers move away from dealership models.

The Agreement includes standard enterprise termination clauses including termination by either party for any reason two months from effective date of the Agreement, (refer to Appendix 1 for further details).

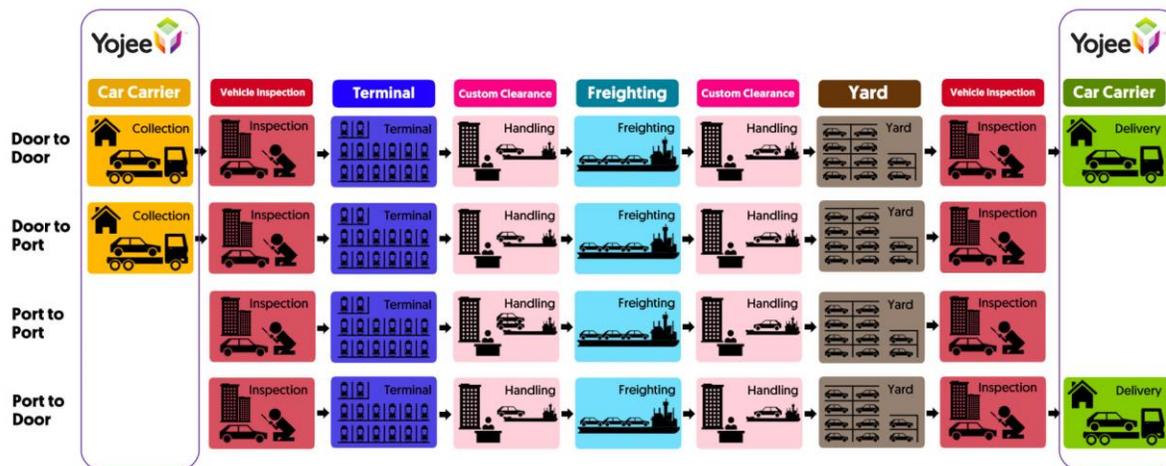


Figure 1: Example of Yojee’s participation in the Automotive Industry, this does not include commercially sensitive blockchain opportunities already identified

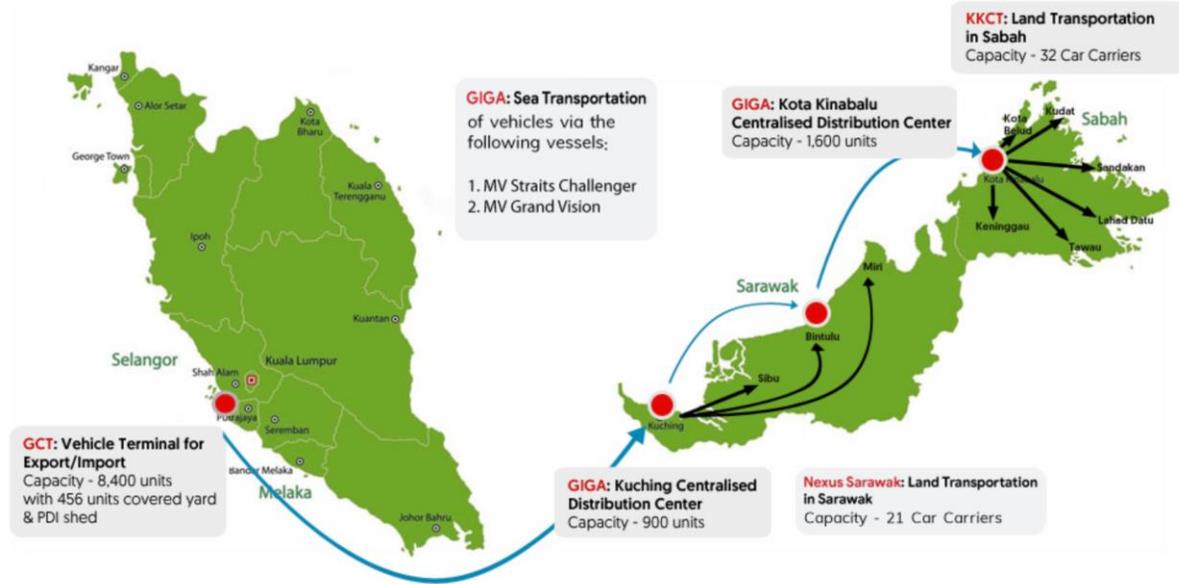


Figure 2: Diagram of GMG operations across Malaysia

NMC'S LOGISTICS ACTIVITY & COVERAGE ACROSS PENINSULA MALAYSIA



AIR KEROH	BUKIT RAJA	KEPALA BATAS	LUKUT	RAWANG	SUNGAI BULOH
ALAM MEGAH	BUKIT TINGGI	KEPONG	MAKUNG	SEBERANG PRAI	SUNGAI PETANI
ALOR SETAR	BUTTERWORTH	KLANG	MASAI	SEGAMAT	T.T.D.J
AMPANG	CHERAS	KLANG VALLEY	MELAKA	SEGAMBU	TAIPING
BAHALU	DAMANSARA	KLUANG	MENTAKAB	SELYANG	TAMPIN
BALAKONG	DUNGUIN	KOTA BHARU	PENANG	SEMENTIH	TAMPOLI
BANDAR BARU	GEORGETOWN	KOTA DAMANSARA	PERAK	SENAI	TANAH MERAH
BANGI	GLENMARIE	KOTA TINGGI	PERLIS	SERENDAH	TANGKAK
BANGSAR	GUSUM	KUALA KANGSAR	PETALING JAYA	SRI KEMBANGAN	TANJUNG MALIM
BATU CAVES	IPOH	KUALA KEDAH	PONTIAN	SETAPAK	TEBRAU
BATU KAWAN	JERANTUT	KUALA KETEL	PORT DICKSON	SETIA ALAM	TELUK INTAN
BATU PAHAT	JERTIH	KUALA KIRAI	PORT KLANG	SHAH ALAM	TEMERLOH
BAYAN LEPAS	JITRA	KUALA SELANGOR	PORT KLANG FREE ZONE	SIMPANG	TERENGGANU
BENTONG	JOHOR BAHRU	KUALA	TERENGGANU	PRAI	SITAWAN
BIDOR	JURU	KUANTAN	PUCHONG	SKUDAI	SWANGA MAJU
BUKIT BERUNTUNG	KAJANG	KULAI	PULAU PINANG	SRI KEMBANGAN	WESTPORTS
BUKIT BELLITONG	KANGAR	KULIM	PUNCAK ALAM	SUBANG	
BUKIT NAGAS	KEMAMAN	LANGKAWI	RAUB	SUNGAI BESI	

Figure 3: Areas of Operation for Nexus Mega Carriers, a Division of GMG

Suite 9, 330 Churchill Avenue, Subiaco WA 6008 | PO Box 866, Subiaco WA 6904

P + 61 8 6489 1600 | F + 61 8 6489 1601 | ABN 52 143 416 531

### **Passenger Transport**

Following its agreement with an Australian Passenger Transport company, the Yojee cloud based solution was released with increased functionality to enable field agents to book freight onto Indonesian Bus lines, as well as being made available in Bahasa Language. Yojee rapidly grew a strong and engaged pipeline in the sector, including executing 4 new multi-year SaaS agreements with fees for fixed, transactional and a percentage based fee of all freight value introduced into the system.

Indonesia has over 800 bus operator companies covering an estimated 10,000+ bus routes, 40,000+ daily services and over 1,500,000+ seats available per day as a leading form of transport locally. Passenger Transportation on bus lines is estimated to be worth over US\$7 billion per year in revenue, and freight revenue on buses US\$1 billion. The company is in introduction, discussion or proposal stage with a number of these groups.

The Company currently charges its standard software and transactions fees along with a percentage of freight fees booked by agents onto the bus. This provides the shipper and recipient with greater visibility and tracking, and the bus operator management with a reduced quantity of unregistered freight movements being shipped across the country, where revenue is potentially not being recognised by the company.

Pak Farid, Owner and President Director of PT. Farisa Global Touristma said "I have evaluated the Yojee Platform and confident that it will add immensely to our bus cargo operations. We are thrilled by the possibilities this platform can bring our business in terms of operational efficiency and ancillary revenue benefits."

### **About Giga Shipping**

**Giga Shipping SDN BHD – <http://www.gmg.my/>**

Giga Maritime Group (GMG), offer customers a one-stop solution in the area of automotive logistics both on land and via sea freight, providing door-to-door collection, handling, freighting, custom clearance and delivery that defines our role as an Intelligent & Integrated Vehicle Logistics Solutions provider. With a track record of more than 30 years, GMG's experience, expertise and investments as an Intelligent and Integrated Vehicle Logistics Solutions provider has enabled us to offer customers a full suite of services as a one-stop centre for the door-to-door collection, handling, freighting, custom clearance and delivery of vehicles. Today, GMG transports an average of 200,000 vehicles by land per year throughout Malaysia, and handles and ships a combined average of 120,000 vehicles per year via sea freight. GMG is anchored by four main subsidiaries: Giga Shipping Sdn Bhd as the exclusive booking agent and space charterer for Roll on-Roll off (RoRo) space for East and West Malaysia shipments as well as Intra-Asean routes that include Singapore, Indonesia and Thailand ; Nexus Mega Carriers Sdn Bhd that operates the largest fleet of car and motorcycle transporters in Peninsula Malaysia with a total of 200 articulated, rigid and single-car carriers; Giga Car Terminal Sdn Bhd which operates a modern 44.5-acre facility at Westport for the storage, import, export and trans-shipment with the full capacity of up to 8,000 vehicles; and Straits Auto Logistics Sdn Bhd that owns and operates two Roll-on/Roll-off (RoRo) vessels with a capacity of between 5,040 and 5,340 units of vehicles.

**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.yojee.com](http://www.yojee.com)

**For Investor Enquiries, please contact:**

[investor@yojee.com](mailto:investor@yojee.com)

**Appendix 1 – Material terms of the Agreement**

In accordance with ASX guidelines, Yojee provides the following information:

Description of Agreement	SaaS Agreement with an enterprise level customer. This Agreement includes and incorporates the SAAS Terms and Conditions located at <a href="https://yojee.com/SAAS">https://yojee.com/SAAS</a> and the Privacy and Data Protection Policy located at <a href="https://yojee.com/privacy">https://yojee.com/privacy</a> .
Terms of the Agreement	Commencing immediately, 3-year SaaS Agreement with Giga Shipping SDN BHD.
The significance of the Agreement	The SaaS Agreement has been entered into with a significant national enterprise. The agreed service revenues are pursuant to Yojee’s SaaS Pricing Model including the setup, subscription, professional service, and transaction fees applicable. Refer to ASX release lodged on 17 October 2018, “YOJ – Investor Presentation October 2018” which stipulates the Yojee pricing model. In Yojee’s view, the impact of the SaaS Agreement is not financially material due to the variability and difficulty in estimating transaction volumes. The Company will provide market updates on this SaaS Agreement as applicable.
Other material information relevant to assessing the impact of the Agreement on the price of value of Yojee securities	There is no other material information.



**Transforming the Logistics Economy, Digitally**



**FORWARD LOOKING STATEMENTS**

Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:

- (a) are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;
- (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
- (c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions. The Company disclaims any intent or obligation to publicly update any forward-looking statements, whether as a result of new information, future events or results or otherwise.

The words “believe”, “expect”, “contracted”, “anticipate”, “indicate”, “contemplate”, “target”, “plan”, “intends”, “continue”, “budget”, “estimate”, “may”, “will”, “schedule”, “planned” and similar expressions identify forward looking statements. All forward looking statements contained in this ASX release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.