

3 October 2017

YOJEE MARKET UPDATE



HIGHLIGHTS

- Successful software implementation with SE Asia's largest regional airline and logistics leader, Lion Parcel, with an 80% increase in internal efficiencies reported.
- Successful software adoption by last mile delivery companies.
- Significant traction with global leaders across Shipping, Freight Forwarding and Express nationwide logistics through advanced discussions about trials and software sales.
- Yojee rapidly moving towards adoption from users across complete supply chains, building its network into regional, followed by global, capability for the emerging ecommerce market.

BACKGROUND

Yojee Limited (**Yojee** or the **Company**) (ASX: **YOJ**), is pleased to update the market on software implementation and sales, marking a successful period in the Company's entry to market and growth phase.

The Company's mission to build a collaborative supply chain network, similar to Amazon, with the addition of Yojee's proprietary blockchain technology to enhance trust has advanced significantly. The Yojee Platform and its participants have focused on managing cross border, in-country and last mile logistics in a rapid manner with industry leading security, trust and transparency. This requires secure and efficient customs clearances via blockchain infrastructure, including accurate real-time tracking and delivery with world leading Artificial Intelligence (**AI**) and algorithms for efficiency with last mile deliveries.



Over recent months Yojee has been in advanced discussions with numerous global companies, including two of the world's largest shipping companies and two of the world's largest freight forwarders. In addition, Scharff, a significant licence holder for FedEx Express's global network in South America, recently signed a letter of intent with financial commitment as announced on 14 September 2017.

These software sales opportunities and network building benefits provide great signs and validation to the Yojee technology, business model and future capabilities across the entire supply chain. Yojee is excited about the interest it has received globally in regards to its proprietary technology and is well positioned for the final quarter of 2017.

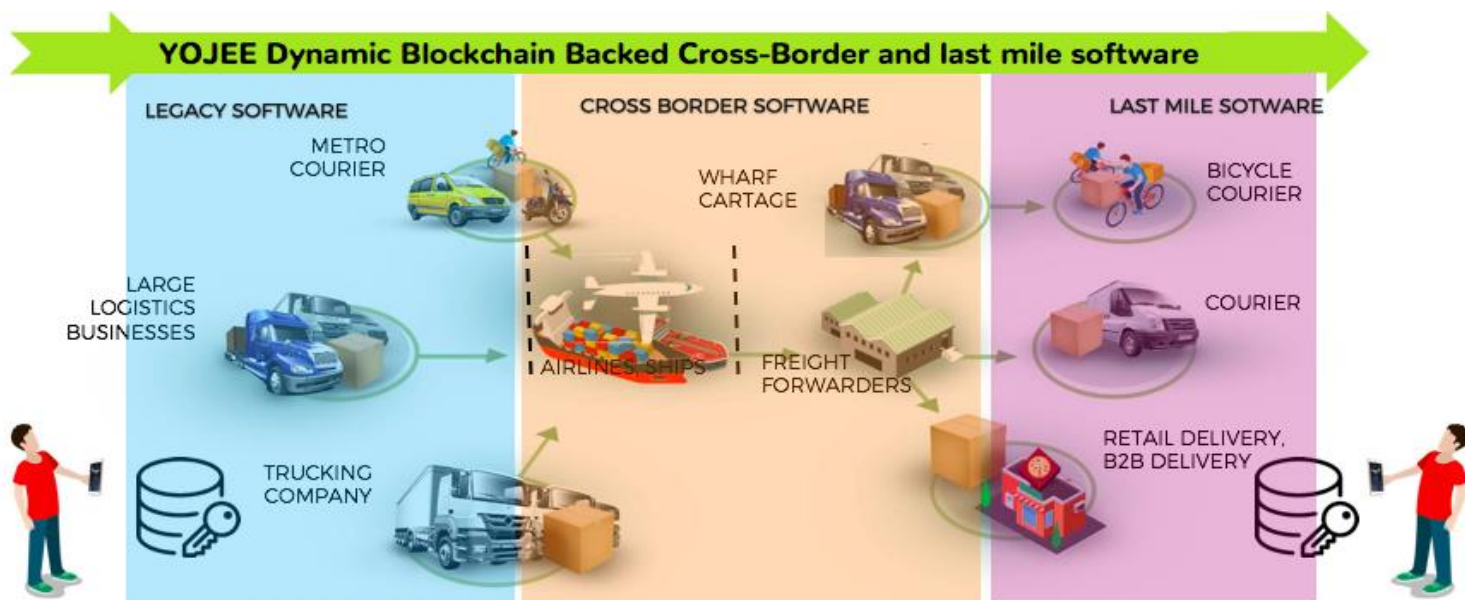


DIAGRAM REPRESENTS ENTIRE SUPPLY CHAIN AND PARTICIPANTS

Figure 1: Yojee Software solution for supply chain logistics management and participants

The Company has progressed discussions and pursued sales with global entities through approaches initiated by third parties interested in Yojee's software and platform capabilities. Yojee's unique technology solution affords businesses advanced capabilities that existing technology partners are not able to provide.

Yojee has recently added a number of paid last mile delivery companies who have subscribed to the software, including two more Indonesian based clients and continues its efforts to onboard more clients in the months ahead. Another supply chain segment of focus by Yojee has been the wharf cartage segment which represents the link between the ports and warehouses to fulfil last mile jobs (refer Figure 1).



The Company has completed its digital transformation of the Lion Parcel logistics network, part of the Lion Group. Lion Group is South East Asia's largest Airline outside of China with 273 aircraft in its fleet. As announced on 16 March 2017, the Lion Group was an early adopter of the Yojee software and has been working closely with Yojee to implement the technology across its logistics network throughout South East Asia, with a particular focus in Indonesia.

Farian Kirana, Director of Lion Parcel, one of Indonesia's leading logistics organisations said, "Our partnership with Yojee continues to add value for our customers along with achieving significant efficiencies. We are currently using Yojee's last mile driver app which has increased internal efficiency by 80% in terms of labour time in organising & dispatching jobs to couriers over our previous legacy technology and manual processes."

"The technology has enabled us to scale up our freight volumes without increasing our existing team size, through automation and real-time updates for both our operators and customers. Added efficiencies from digital proof of delivery and instant updates into accounting systems via integrations have further reduced costs and increased efficiencies."

"Yojee have been engaged to also roll out our customer facing application for our bookings, to enable our previous brick and mortar agents across Indonesia that are passively waiting for an order to be an active mobile agent, picking up orders, and increasing the potential sales of each agent. This is the type of use case that last mile software alone cannot handle, making Yojee software unique. In addition to that, the app will enable our customers to track and chat with our customer service team seamlessly within the app using Yojee

software. This will also be a huge boost to our customers and increase their loyalty as they realise the benefits of the app and receive far better service than provided by our competitors across Indonesia."

"Yojee, has equipped us with the cutting-edge technology required to stay competitive in this tough logistics market. With our operational times labour cut to a fraction of what they were, empowerment of our agents, and good product proposition for the customer, we are far more competitive than ever before."

Yojee Chairman Ray Lee said, "These are very exciting times for Yojee as the growth and roll-out of the Yojee Platform and proprietary software sales continues. In my experience, it is essential for the global shipping and logistics industry to find a solution to antiquated, long term, inefficient practices and legacy software systems currently used by the industry for decades. The expectations from 21st century businesses, stakeholders and consumers have changed with a demand for real time data flow, tracking and optimum visibility of their freight and cargo. Yojee's vision is to provide that solution. The rapid development of Yojee's AI and Blockchain technology sees it perfectly placed to meet these demands."

"We are committed, focused and dedicated to maintaining this drive and progression. The quality of the Yojee team guarantees to further enhance our existing and future customers needs and their businesses going forward."

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About 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



Transforming the Logistics Economy, Digitally



ARTIFICIAL
INTELLIGENCE



MACHINE
LEARNING



BLOCKCHAIN



AUTONOMOUS

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