

31 October 2017

## YOJEE SEPTEMBER QUARTER ACTIVITY REPORT



### HIGHLIGHTS

- Over 30,000kgs of freight delivered in Singapore this quarter, up from 20,000kg for the previous 2 quarters combined.
- Network customer numbers growing rapidly and nearing 2500.
- Tender won with Scharff, Fedex global service provider for Peru and Bolivia, to implement Yojee SaaS product for 10.8m deliveries p.a.
- Signed first digital transformation package with industry leader in wharf cartage and bulk freight across Australia.
- Pilot underway with Post Media to transform and automate Cambodia's logistics market.
- Australian rollout of Yojee Software underway with new customers onboarded.
- Significant customisation and planned advancements in technology, completed on-time, under budget with customers reporting efficiency gains of 80% against legacy systems.
- Increasing unsolicited approaches from some of the world's largest shipping, freight forwarding and express parcel sector operators.
- Offices being established in new countries and operations scaled up in existing markets to support aggressive product uptake.
- Completed a successful \$3.1 million strategic placement to advance long term technology, sales and marketing plan.



## BACKGROUND

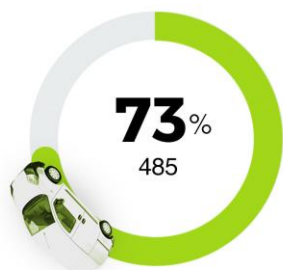
Yojee Limited (**Yojee** or the **Company**) (ASX: **YOJ**), is a technology company utilising artificial intelligence (**AI**) and blockchain technology to offer leading Software as a Service products and a seamless technology backed logistics freight network.

The September quarter saw the Company breakout into the market place winning a global tender for leading South American logistics provider Scharff, the Fedex global service provider for Peru and Bolivia, to implement Yojee Software as a Service (**SaaS**) product for 10.8 million deliveries per year. The Company's technology team continue to add innovative features and optimisation tools, within a very easy to use interface attracting interest from supply chain industry leaders from around the world. Testament to the simplicity of the extremely powerful software was the successful rollout of the Lion Parcel platform, with no training required to the users.

The Company already has one 'off the shelf' ready to use software product for basic fleet management, routing and tracking, with another scheduled for arrival in late 2017 for medium to large companies which includes administrative and finance based features like data insights and labour reducing auto-invoicing and AI autonomous fleet management capabilities. This dramatically reduces the roll out time of the software and enables rapid adoption to small and medium enterprises.

Yojee has added a number of customers in Australia, across courier, bulk freight and wharf cartage sectors and has an exciting project nearing rollout in Cambodia with Post Media. Additionally, the Company completed a successful \$3.1m placement to strategic investors, providing funding for long term technology, sales and marketing plans.

## YOJEE FREIGHT NETWORK GROWTH



### CORPORATE SENDERS

The number of companies utilising Yojee Network and enjoying monthly billing payment arrangement grew from 280 to 485.



### SENDERS

The amount of individual customers grew from 1500 to 2247 in the past quarter and the company's freight delivery service market is continuously expanding.



### FREIGHT DELIVERY

Over 30,000kgs of freight delivered in Singapore in a single quarter, up from 20,000kg for the previous 2 quarters combined.

With strong and consistent growth in the number of senders and logistics providers participating and benefiting from the Yojee Network, the Company's freight delivery service market is continuing to expand. A range of high volume senders are currently conducting trials of Yojee Network as a primary logistics solution within the Singapore delivery market. The Company is delivering at competitive price points and expects the highly profitable 3-hour express delivery service to continue to grow, as more and more retailers improve their delivery offerings to compete with companies like Amazon.

Market users have continued to increase, with 485 companies having used our Singapore Parcel service as well as more than 2,400 individuals who have chosen Yojee as their chosen parcel delivery service. Despite operating in a highly competitive market, we continue to increase our user base as Yojee forges ahead with a consistent and reliable delivery service.

## YOJEE SOFTWARE REVENUE

Interest continues to grow from companies looking to adopt of Yojee Software. As a result, software revenue showed positive growth during the September quarter in comparison to the June quarter. Companies in Australia, Singapore and Indonesia are currently using the software. Cambodia and Vietnam have commenced pilots and testing respectively, with interest being shown from countries as far away as Peru.

Yojee's step into the Wharf Cartage sector (announced October 4th) will provide the Company with an opportunity to participate in a global market of in excess of 700 Million TEU (Twenty Foot Equivalent units). When combined with the significant opportunity that the Scharff Logistica Integral represents, this ecosystem will allow us to position ourselves strongly with participants within the greater global supply chain. The Company anticipates to finalise commercial contracts with Scharff for software implementation and SaaS services in the forthcoming days ahead. Along with existing Yojee Software users, we are attracting businesses that will significantly benefit with alignment to our future blockchain developments.

For further information, please contact:

**Ed Clarke**

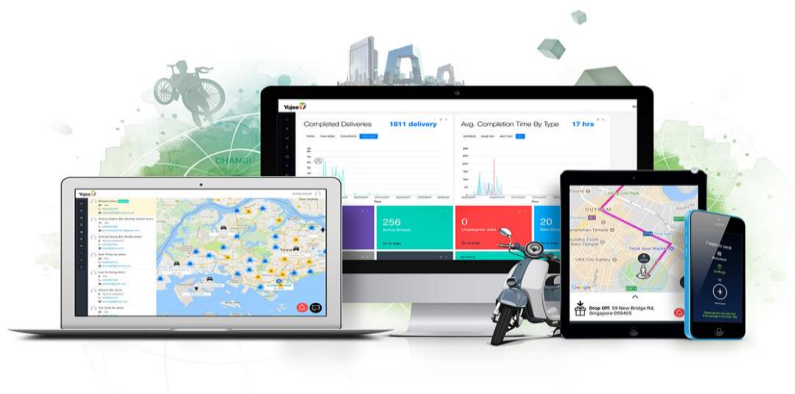
Managing Director

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



## Transforming the Logistics Economy, Digitally



ARTIFICIAL  
INTELLIGENCE



MACHINE  
LEARNING



BLOCKCHAIN



AUTONOMOUS

## **FORWARD LOOKING STATEMENT AND DISCLAIMER**

*Please note that images used in the Company's ASX announcements are to illustrate concepts only and are not intended to represent commercial Yojee images.*

*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.*

## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

**YOJEE LIMITED**

**ABN**

52 143 416 531

**Quarter ended ("current quarter")**

30 September 2017

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date 3 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>			
1.1 Receipts from customers and other income		62	62
1.2 Payments for			
(a) research and development		(337)	(337)
(b) product manufacturing and operating costs		(194)	(194)
(c) advertising and marketing		(44)	(44)
(d) leased assets		(62)	(62)
(e) staff costs		(312)	(312)
(f) administration and corporate costs		(252)	(252)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		9	9
1.5 Interest and other costs of finance paid		-	-
1.6 Income taxes paid		-	-
1.7 Government grants and tax incentives		-	-
1.8 Other (GST Provision)		38	38
<b>1.9 Net cash from / (used in) operating activities</b>		<b>(1,092)</b>	<b>(1,092)</b>

<b>2. Cash flows from investing activities</b>			
2.1 Payments to acquire:			
(a) property, plant and equipment		(8)	(8)
(b) businesses (see item 10)		-	-
(c) investments		-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date 3 months) \$A'000
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	<b>Net cash from / (used in) investing activities</b>	<b>(8)</b>	<b>(8)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares (inclusive of transaction costs)	2,899	2,899
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (refund of replacement prospectus application monies)	-	-
3.10	<b>Net cash from / (used in) financing activities</b>	<b>2,899</b>	<b>2,899</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	3,105	3,105
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,092)	(1,092)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(8)	(8)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	2,899	2,899

Consolidated statement of cash flows		Current quarter \$A'000	Year to date 3 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	<b>Cash and cash equivalents at end of quarter</b>	<b>4,904</b>	<b>4,904</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	372	3,105
5.2	Call deposits	4,532	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>4,904</b>	<b>3,105</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

**Current quarter  
\$A'000**

80

-

Payments of current and accrued Director remuneration/fees, superannuation and provision of administration/consulting services.

**7. Payments to related entities of the entity and their associates**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

**Current quarter  
\$A'000**

-

-

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		
NA		

9. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	250
9.2 Product manufacturing and operating costs	150
9.3 Advertising and marketing	50
9.4 Leased assets	50
9.5 Staff costs	500
9.6 Administration and corporate costs	250
9.7 Other (provide details if material)	-
<b>9.8 Total estimated cash outflows</b>	<b>1,250</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1 Name of entity	NA	NA
10.2 Place of incorporation or registration	NA	NA
10.3 Consideration for acquisition or disposal	NA	NA
10.4 Total net assets	NA	NA
10.5 Nature of business	NA	NA



### **Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here: ..... Date: .....31 October 2017.....  
(Director/Company secretary)

Print name: .....Sonu Cheema.....

### **Notes**

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.