



26 November 2018

## SALES & OPERATIONS UPDATE



### HIGHLIGHTS:

- Product maturity and technical advancements see strong momentum uplift in November proving the ability to handle any client of any size with rapid deployment.
- Further expansion of agreement with Aero Line which has gone live.
- Partnerships with an existing Australian National Leader hits second phase, along with new Logistics Companies being onboarded through Yojee's partner model upgrades released on 16 November 2018.
- Six new SME customers and a major upgraded agreement achieved thus far in November.

**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 product for businesses of all sizes, is pleased to provide the following sales and operations update.

### SALES UPDATE

The expansion of the arrangement with Aero Line Services Sdn Bhd (**Aero Line**) (refer to ASX announcement dated 14 November 2018) allows Yojee's innovative software to handle applications within the finance logistics industry (**FinLogistics**), where specific requirements apply with regard to time windows and proof of delivery.

This project with Aero Line is now live with Yojee receiving a 10% surcharge fee on the freight and courier fees charged by Aero Line. Thus far in November 2018, the Company has successfully onboarded and executed six new SME customer agreements. Since a suite of new features were released on 16 November 2018, the Company has onboarded three SME customers in just 6 working days through its unique partner capabilities and business model.

The first National Leader<sup>1</sup> in Australia utilising Yojee's technology has now deployed Yojee's partner model across partners in four states of Australia and this growth is expected to continue.

The Company has now been able to add healthy numbers to its partner model pipeline in addition to the large direct sales pipeline being built through its sales and marketing activities.

Yojee is also working to deploy new business units with Scharff in Peru and Bolivia as the business works through its transformation program.



### SEND YOJEE FREIGHT NETWORK

Yojee has completed a number of delivery projects for major multinationals on commercial terms to handle the volume boom in the lead up to and during Singles' Day – held annually in China on 11 November as a celebration of being single. The Company has received expressions of interest from the market to handle up to 500 jobs per day as an overflow service provider, a key and unique value add to the Company's technology.

Both American and Chinese operators have been actively using the Company in this regard and the Yojee Network is in a good position to provide assistance during the upcoming Christmas Period.

### PRODUCT UPDATE

The product has experienced some major upgrades to its Dispatcher System, Driver Mobile App and Partner Management capabilities including real time digital control towers, manifesting, reporting and proof of delivery capabilities to fast track payments and reduce administration across the network. Enhancements to its Ai platform are also being made to support even greater efficiency and scale.

<sup>1</sup> National leader identified is Sinotrans Integrated Logistics Australia (SILA). SILA entered into a partnership with Yojee as announced on 23 January 2018.

**-ENDS-**

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ASX: YOJ



**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)

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