

1 April 2020

Yojee Business Activity Update

Highlights

- Yojee signs customers for Dispatch platform module and continues to support transformation and client adjustments to Covid-19 operating environment
- Agreement signed with Magic Hand Car Wash based in Australia for access to Yojee's Dispatch platform module to streamline and optimise business processes delivered to commercial go-live in just a 4 day turn around
- Established Singapore logistics operator signs 2-year agreement to support leading global brands
- Yojee maintains a strong funding position and cash runway of \$5.9 million cash at bank (week commencing 23 March 2020), no immediate requirement to raise funds in the calendar year 2020, continues business as usual with existing clients, and ramp-up activities continue as planned

Yojee Limited (Yojee or the Company) (ASX: YOJ), a cloud-based (SaaS) logistics platform that seamlessly and uniquely manages, tracks and optimises freight movements along the entire logistics chain, announces it is experiencing keen interest from, and the signing of agreements with, new clients in light of the Covid-19 operating environment.

The Company is seeing an uplift of interest from companies seeking digital solutions and increased capability across supply-chains, supporting logistics for global brands and home delivery services. In particular, this increased uplift has been experienced through Yojee's platform Dispatch module offering which is tailored to improving end to end supply chain visibility, ensure accountability across entities involved and allow users to control & initiate pre-emptive decisions making.

The Dispatch customer agreements are based on monthly subscription and transaction volume fees which are tailored to the business model of the relevant customer.

Dispatch Customers

Established Singapore Logistics company Hub Express Singapore Pte Ltd (**Hub Express**), has signed a 2-year Dispatch SaaS Agreement with Yojee to support its industry-leading clients. Hub Express was established in 1989 and is a full-fledged logistics company providing holistic, end-to-end solutions. Hub Express is capable of significant scale and has an entrepreneurial management team who had investigated several digital solutions before selecting Yojee.

Hub Express Director Andy Ea said, "We are an innovative company supporting some of the leading brands in Singapore through a focus on best in class customer experience and reliable service. After looking around the market, Yojee became a clear leader in supporting us with our ambitious objectives."

Additionally, Magic Hand Car Wash Franchisor Pty Ltd (**Magic Hand Car Wash**) will use Yojee's platform under a 12-month Dispatch SaaS Agreement to streamline a number of business processes including areas of automation and optimisation powered by Yojees AI capabilities.

Magic Hand Car Wash is a leading franchise, washing over 350,000 cars per year across its 19 Car Wash Cafes Australia wide. To date, over 10 million vehicles have been washed through the franchise which pioneered the 'car wash with a café' customer-focused business model. Yojee's platform will deliver Magic Hand Car Wash customer-focused process

improvements such as “pick up and delivery”, whereby customers have visibility to washing availability and can easily make bookings and payment via order functionality. These will be both driven by Yojee’s location-based analytics and decision support AI built into the Yojee platform.

Magic Hand Car Wash General Manager, Zac Keane said, “A key success factor of our growth has been our strong business systems and back-office support to our franchisees & store managers. Deploying Yojee’s platform into our business has provided a diversified service which compliments our existing model. Franchisees are able run and measure their performance of the “pick up and delivery” service using Yojee. Whilst also delivering additional profit centers and driving customer satisfaction, and maintaining our industry-leading position.”

Yojee Managing Director, Ed Clarke said, “Our agreements with Hub Express and Magic Hand Car Wash shows the capability and requirement of Supply Chain solutions across existing and new verticals for Yojee and shows the versatility of our platform to deliver value to prospective customers through business process optimisation. Yojee’s platform, through undertaking its advanced core functionality, can be deeply integrated into business, making us uniquely positioned to optimise, improve business processes and ultimately end customer satisfaction. Additionally we have seen a surge in online interest with visitor-traffic increasing on Yojee’s website, signaling the critical requirement for technology in robust supply chains and the supply chain industries urgent need to respond to new conditions.

We continue to maintain a healthy balance sheet and operate our business as usual for existing clients and undertake ramp-up activities as planned. We will provide further updates on material impacts to our business from the Coronavirus as required.”

Funding position: Yojee maintains a strong funding position and cash runway of \$5.9 million cash at bank (week commencing 23 March 2020), a simple capital structure with no debt or debt instruments on its balance sheet, no immediate requirement to raise funds throughout calendar 2020, continues business as usual with existing clients (largely subscription-based revenues) and ramp-up activities continue as planned.

Yojee notes that agreements in this announcement are not individually material however are collectively significant in providing investor confidence in Yojee’s business model and contribution to overall ramping-up the of the business, particularly during this time of global economic impact by Covid-19.

This announcement has been authorised by the Board of Directors of Yojee Limited.

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About Yojee Limited (ASX: YOJ). Yojee is a cloud based (SaaS) logistics platform that seamlessly and uniquely manages, tracks and optimises freight movements along the entire logistics chain, from sender to end customer, across borders and between logistics providers (land, sea, air), with subcontractors and for multi-leg journeys. Rarely is a single carrier servicing an entire goods journey from sender to end customer, or exclusively using one type of transportation method. Yojee ensures connectivity and more efficient planning along the entire journey. Yojee’s customers are predominantly third-party logistics providers (3PL) and logistics subcontractors (2PL) who benefit from:

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1. **Managing, Tracking and Auditing goods movements.** All job and location data is made easily accessible and can be shared with up and down stream providers end to end. Customers experience improved delivery windows.
2. **Route and schedule optimisation.** Tracking data allows 2PL and 3PL operators to generate cost savings through Yojee's powerful optimisation capability across vehicle selection, utilisation and routing.

Yojee's solution is flexible and integrates seamlessly through API's into existing logistics provider systems to access and share key data across part or all of the goods journey. The more segments that use Yojee, the more powerful it becomes. Yojee's business is focused on Asia and is expanding rapidly. Yojee's platform has evolved through recent technological developments in cloud-based computing and information processing capability. Future steps now under development will see Yojee further advance logistics its connectivity and route optimisation through distributed ledger blockchain technology. This will see smart information access and activation, providing logistics companies and agencies information such as location, size and weight data, and customs requirements, that is timely, contextually accessible and highly secure.

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