



# Transport management for contracted road carrier networks

24 April 2024

## **Yojee Signs Agreement with APP in Indonesia. Begins Implementation of its Transport Management System Across the APP Contracted Road Carrier Network**

### **HIGHLIGHTS**

- 12-month Services Agreement signed with PT APP Purinusa Ekapersada (APP).
- APP is one of the world's largest pulp and paper companies, selling products in 150 countries.
- Yojee's Transport Management System (TMS) will be deployed across 6 Indonesian-based APP operating mills and used daily by over 250 contracted road carriers.
- Implementation has begun with the first APP operating mill with a staged roll-out across the remaining mills over the contract period.

The Company is pleased to announce it has signed a 12-month Services Agreement with PT APP Purinusa Ekapersada (APP) to implement the Yojee TMS across 6 locations in Indonesia.

APP will use Yojee TMS to plan and execute the movement of semi-finished and finished goods to and from its operating mills to seaports, domestic end-customer sites, domestic distribution centres and domestic APP production facilities.

The APP logistics network involves various complex transport models. Over 250 contracted road carriers deliver APP products daily, all of whom will use the Yojee mobility application and API to provide real-time updates.


The deployment has also seen the Yojee TMS integrate with the APP SAP supply chain management platform, enabling a secure and fast two-way data exchange.

Implementation and first deliveries have begun in the APP operating mill in Mokojerto, East Java, with the remaining mills to be onboarded throughout the contract.

APP Chief of Logistics, Ms. Agnes Phoa, said, "We are pleased to partner with Yojee to deliver real-time operational visibility to our business across our transportation and logistics networks in Indonesia. Yojee's capability to enable our operational teams to move, manage, and monitor road freight deliveries made by our contracted carrier partners was a key reason why we chose to work with them."

Yojee CEO Darren Palfrey said, "After an 18-month sales engagement that included a competitive bid process, we are excited to partner with APP to bring control, visibility, and efficiency across its logistics network and the 250+ contracted road carriers they work with.

The award of this contract demonstrates the value that high-transactional asset-light enterprise businesses who outsource the physical delivery of their freight to contracted road carriers can gain from



our solution. Our TMS uniquely and intentionally solves the challenges of operating an outsourced road carrier network across the region.”

### **Agreement**

A 12-month Services Agreement has been signed with APP, providing access to Yojee’s TMS on a usage-based fee structure. Yojee will charge a monthly minimum usage fee to APP regardless of the number of transactions executed. The transaction volume executed is periodically assessed to facilitate sustainable growth for APP and Yojee. At this stage, Yojee does not deem the minimum usage fee to be material revenue generated. Additionally, the Services Agreement contemplates a one-off implementation fee and an ongoing monthly fixed systems integration fee. Whilst not material revenue, these fees are important for optimal onboarding and customer maintenance. At the end of the Service Agreement, APP can opt-out in line with Yojee’s standard terms.

Implementation and usage of the Yojee TMS are phased across the term of the Services Agreement, with the number of transactions ramping up as deployments across the 6 operating mills are individually completed.

### **About APP**

APP serves as the holding company for multiple Indonesian pulp and paper manufacturing and forestry entities, catering to the increasing global need for high-quality tissue, packaging, and paper. Our products reach over 150 countries spanning six continents. APP Group serves as the group name of pulp, paper, and forestry entities under APP and its affiliates, including the pulp and paper and forestry operation in China.

Driven by a dedication to sustainability and ethical practices, we prioritise the well-being of our employees, society, and environment. Our approach involves harnessing technological advancements, fostering innovation, collaborating closely with communities, and upholding internationally recognised business and operational standards throughout our production and supply chain.

Aligned with the Environmental, Social, and Governance (ESG) principles, our Sustainability Roadmap Vision 2030 steers our actions toward safeguarding the environment, bolstering local communities, preserving biodiversity, and striving for carbon neutrality in all our endeavours.

The Board of Yojee Limited authorises this announcement.

**-ENDS-**

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### **More on Yojee**

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**About Yojee Limited (ASX: YOJ).** Yojee is a leading developer and provider of software solutions to the Asian Pacific contracted road transportation industry. Our customers include leading third-party logistics providers and early-regional transport management technology adopters.



Yojee's mission is to enable Asian Pacific contract road transportation networks to be the world's most reliable, efficient and sustainable. The Yojee Transport Management System enables third-party logistics providers to assign loads, manage shipments, and track contracted road carriers' vehicles and drivers in real-time as they deliver their customers' freight.

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