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Yojee Enters New APAC Country with Customer and Strategic Partnership

HIGHLIGHTS

- Yojee signs partnership agreement with AZ Group Co., LTD (**AZ Group**), a major Cambodian conglomerate operating businesses across property, construction, banking, energy and technology
- Partnership's objective is to digitise the freight forwarding and logistics industry in Cambodia with ambitions to gain industry group endorsement of the Yojee Platform
- Initial customer signed as part of national go-live include LINEHAUL EXPRESS (CAMBODIA) CO.,LTD (**Linex**) a leading Freight Forwarding and Transport operator with 34 worldwide branches.
- AZ Group build and assign a dedicated team to support the success of the sales and support functions in Cambodia for Yojee's logistics Platform

Yojee Limited (Yojee or the Company) (ASX: YOJ), is a cloud-based software as a service (**SaaS**) logistics platform that is creating a new world for customers that bridges borders and brings freight forwarders and the road freight community on to a platform focused on sustainable, efficient and predictable delivery.

Yojee is pleased to announce entry into a new APAC country and partnership in Cambodia with AZ Group to support its network development in the region and drive an additional channel of growth.

Yojee Continues Partner Strategy with Strategic Cambodian Partnerships and Customer

Following the success and early wins including Cargo Compass with its Partner Strategy, Yojee has signed a partnership agreement with AZ Group, a major Cambodian conglomerate operating businesses across property, construction, banking, energy and technology. The partnership aims to connect the land transport industry of Cambodia across its stakeholders to the rest of the regional and global trade lanes.

Oknha Lim Bunsour, Chairman of AZ Group said "AZ Group has a proud history of development and partnership in Cambodia with foreign entities where introduction of the partner can work with our group to further the development and prosperity of the Cambodian people. We are looking forward to working with Yojee on this exciting large-scale initiative.

Mr Sokun Sum, CEO said, "We carefully selected Yojee for its ability for visibility and collaboration in transport. As Cambodia develops its economy and grows its supply chains, there is a great need to

remove the inefficiencies and create visibility for the shared benefit of all stakeholders. We have enjoyed working with Yojee thus far and our team are looking forward to taking Yojee to users across the country.”

The initial Partnership has been formed with foundation customer who will be onboarded and trained in coming weeks.

Yojee has signed its standard partnership agreement with AZ Group however has added a stepped incentive bonus to AZ Group based on total new client cumulative cash receipts milestones attained for Yojee from cash receipts received from new clients that were referred by AZ Group. This supports AZ Group building an in-country team to promote and support Yojee.

Launch Customer

LINEHAUL EXPRESS (CAMBODIA) CO.,LTD (Linex) have signed with Yojee under standard commercial terms.

The Linex network was established in 1989 when Linehaul Express (HK) Ltd was appointed Wholesale Courier General Sales Agent (GSA) for Cathay and since then has been awarded with further exclusive GSAs with Cathay Cargo in 1995 and Air China in 2006. Linex is one of the largest independent Linehaul networks in the world through a network of wholly owned subsidiaries, joint ventures and agents across 34 locations.

Importance of Cambodia in Global Logistics

Cambodia's strategic geographic location, maritime connectivity, infrastructure development, and potential for trade diversification make it a crucial link in Global Supply Chains. As the country continues to develop and modernize its supply chain infrastructure, it offers businesses new opportunities to optimize their operations and expand their presence in the dynamic and interconnected markets of Southeast Asia such as the growing powerhouses of Thailand and Vietnam and connectivity with China and the rest of the world.

As supply chains increasingly demand digital visibility and data, Cambodia has been a gap in both Yojee's and global supply chain from a capability and visibility perspective. By working towards connectivity in Cambodia to compliment the 1000+ transporters across Asia Pacific already connected to Yojee's Platform the company is creating a strategic moat around its operations.



Go to Market Plan in Cambodia

The company will be operating its standard commercial model in the region, focusing on adoption and usage based revenue to scale rapidly. Additionally, the partnership has been liaising with the Cambodian Logistics Association to support a best practice endorsement to connect the industry to its stakeholders and country to global supply chains.

Ed Clarke, Managing Director of Yojee said, “Off the back of success with our partner program elsewhere in the world, we are excited by this opportunity to grow our business in Cambodia and to support economic growth, with a leading group in Cambodia, AZ Group founded and Chaired by Oknha Lim Bunsour and managed by national digitization leader Mr Sokun Sum.

Yojee’s Platform brings efficiencies to the logistics sector in Cambodia by not only digitising land-based logistics but also as a second stage of strategic planning, bringing to life our combined vision to connect numerous stakeholders in the logistics ecosystem, including sustainability benefits such as reducing the prolific number empty trucks driving across the country returning from deliveries and also societal benefits such as financial and cash flow opportunities.

A key feature of our Platform is its ability to be aware in real-time of capacity and availability and then provide an instant auditable digital trail of title of goods transfer, at each stage across a goods journey, which triggers invoicing creating the potential to facilitate access to working capital for our clients across the logistics chain.”

About AZ Group

AZ Group is a company established in 1993. We have run many sectors of business and keep growing till become the significant conglomerate company today. Through the Cambodia economic growth, AZ Group has caught many different sectors of businesses, like: Investment, Property, Construction, Construction Materials, Project Management, Scaffolding Rental, Heavy Equipment Rental and Technology.

This announcement is authorised by the Board of Yojee Limited.

-ENDS-

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About Yojee Limited (ASX: YOJ). Yojee is a company that aims to improve the road freight transportation market in the Asia Pacific region, valued at hundreds of billions of dollars annually. We use technology to



connect forwarders and the road freight community on a sustainable, efficient, and transparent platform. Our customers can now easily and efficiently deliver their products with the lowest emissions and highest visibility to happy and informed customers all at the click of a button.

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