



The Information consists of quotes from the Quarterly Update released July 26/07/2023 and the June Investor Presentation (08/06/2023)

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Despite continued challenging market conditions, our enterprise strategy is yielding positive progress and results, albeit at a slower pace due to these conditions.

Cash receipts was up 34% for the full year FY2023

Revenue (trade) was up 7% for the full year FY2023

- **The company has continued to to develop its enterprise program**
- **The partner program has over a dozen opportunities identified for near term closure.**
- **Following ongoing market research, it is clear that there is additional scope for deployment for SAP and Cargowise (and other) which can now include users across Europe,**
- **3 partners engaged with Yojee in Europe to support the 4 partners in Asia Pacific.**

Highlights from the current pipeline:

- American headquartered leading global freight forwarder for a multi country initial deployment moving into onboarding processes
- Top global manufacturer moving over 1,000,000 containers (TEU*) per year
- 13 country deployment for freight forwarder
- Major Australian wine group for Australian distribution and export
- Asia focused shipping line
- Cambodian conglomerate for domestic and cross border visibility for forwarders and truckers

The Company has reduced its operating cash burn by circa 30% over each of the prior 3 quarters or 65% in total; \$2.0m in Q1 FY2023 down to \$710k in Q4 FY2023

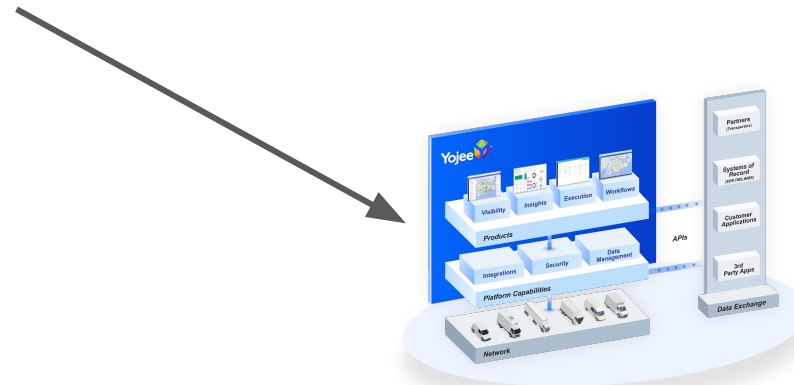


THE YOJEE UNIQUE BENEFIT

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Our collaboration with leading system integrators has **enhanced our capabilities in SAP and Cargowise integrations**, positioning us as a trusted partner to address the challenges the industry faces in integrating various dimensions of land, air and ocean freight networks into a single cohesive system.

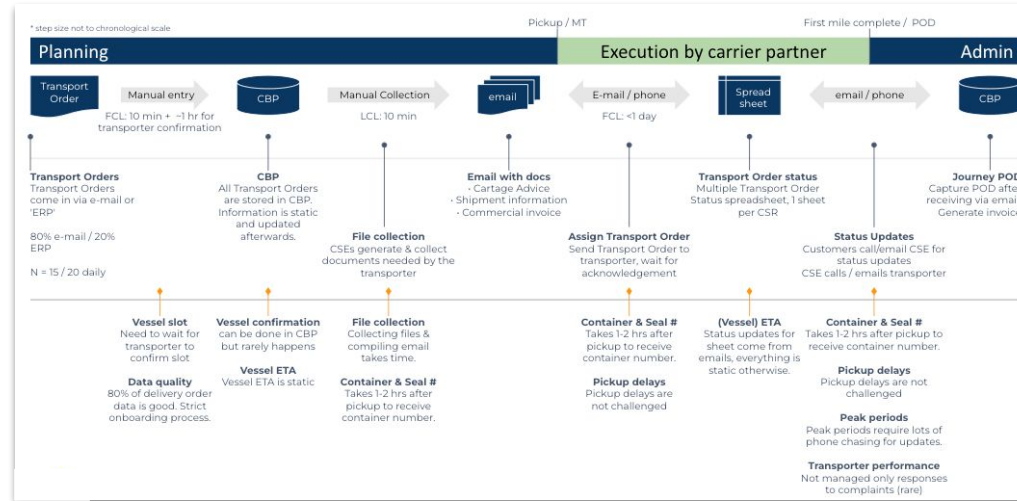
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Yojee Study: Current Situation

Manual Processes that destroy profit and customer experience

Step 1:
Studied 'as is' process to manage a transport order



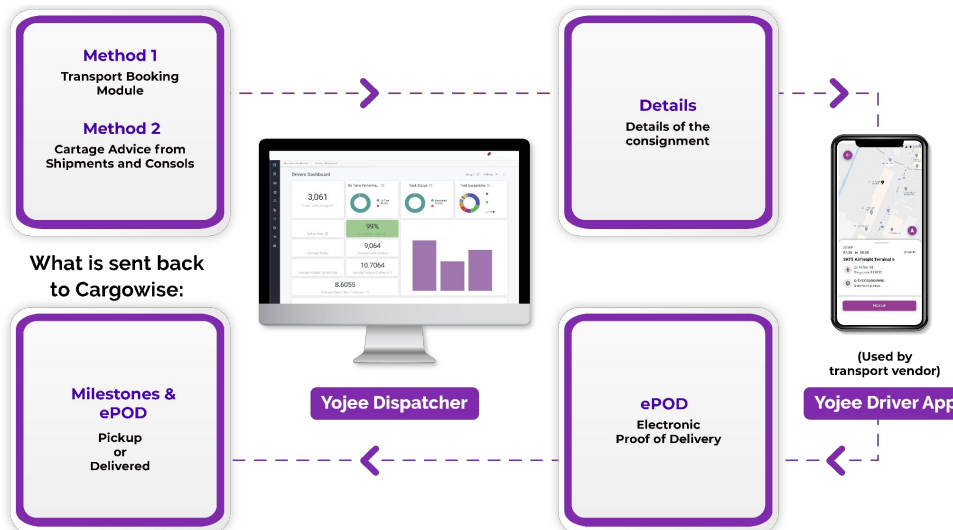
Step 2:
Calculate time per Transport order to be around

Labour Cost = 18-26 minutes

Visibility = None

Time to Invoice = 30-90 days

Step 3:
Change management to implement automation



Step 4:
Calculate Productivity And ROI

Labour Cost = 4-6 minutes

Visibility = Full

Time to Invoice = Immediate



For further information

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Thankyou

