

1 June 2023

## **Yojee Signs Agreement with South African Leader Cargo Compass SA**

### **HIGHLIGHTS**

- **3-year agreement signed with Cargo Compass SA, a national enterprise logistics leader in South Africa**
- **Yojee's Platform to be used across all business segments for the whole of South Africa**
- **Usage based revenue model**
- **Forms second Partner Program enterprise sale and first outside of Asia, demonstrating requirement for visibility and execution from cross border platform to the land transport market globally**

**Yojee Limited (Yojee or the Company) (ASX: YOJ)**, is a cloud-based software as a service (SaaS) logistics platform that facilitates the flow of freight movements into a single ecosystem, making the complex process of managing land transport simple and reducing carbon emissions for a greener planet.

Yojee is pleased to announce that it has signed an agreement with Cargo Compass SA in South Africa.

Cargo Compass SA are one of the largest full service South African clearing and freight forwarders with warehousing solutions. Yojee's Platform will be used across all business segments (import/export/domestic) for the whole of South Africa (5 operating branches).

The agreement is the result of Yojee's late 2022 initiated Partner Program marking its second customer through the Partner Program. The Partner Program offers key Systems Integrators the ability to introduce and add Yojee to organisations working with products like SAP, Oracle and Wisetech's Cargowise One platform to extend visibility and productivity into landside transport.

**Yojee Managing Director Ed Clarke said,** "We are delighted to share that we will be working with Cargo Compass South Africa. This is a significant milestone that exemplifies our position as the leading solution for cross border platforms into the land transport market. Through our partner program, we were introduced to Cargo Compass, and were selected ahead of multiple other solutions from around the world.

Our partnership with Cargo Compass South Africa not only taps into a leading and rapidly growing business but also expands our presence into a new country. This early vindication of our new strategy showcases our team's efficiency and the value we bring. Together with our partner network, we are simplifying landside transport, enabling businesses to digitise, standardise and thrive in the dynamic global marketplace. This collaboration marks an exciting chapter for Yojee, as we continue to drive innovation and excellence for enterprises and we expect more of these to follow.

Working in a simplified enterprise approach and a usage based model should support more rapid adoption and transactional volume growth, building our position as a market leader. Winning the competitive process against six other contenders further validates the quality and uniqueness of our solution."

## Agreement

A 3-year agreement has been signed providing access to Yojee's Platform. Fees are based on transactional volumes (fully usage based) in line with Yojee's enterprise strategy updated in November 2022. The contract has no material termination clauses. Yojee's Platform is expected to be operational within weeks with volume determined by the client's operational volumes month to month.

## Investor call

The Company will be holding an investor call to discuss this latest contract and to provide an update on its new enterprise strategy, followed by Q&A.

Date / time: Monday 6 June :00 pm AEST (Sydney time).

Link To Register: [Please click here to register](#)

## About Cargo Compass SA

Cargo Compass SA is a market leader in the South African clearing and forwarding industry. The company controls all operating aspects within the logistics industry namely Air Freight, Sea Freight, Importing into South Africa, Exporting from South Africa, Customs Brokerage, Transport, Warehousing, Storage and Distribution. Cargo Compass SA has moved into our new Johannesburg Head Office in September 2022 with 600 kilowatts of photovoltaic panels on the roof.

This announcement is authorised by the Board of Yojee Limited.

**-ENDS-**

### For enquiries, please contact:


Glen Zurcher  
Investor Relations  
T: +61 420 249 299  
[investor@yojee.com](mailto:investor@yojee.com)

### More on Yojee

[Website](#)  
[Investor centre](#)  
[CEO podcasts](#)  
[Blog & featured articles](#)  
[Press, interviews & media coverage](#)  
[Subscribe for investor news](#)

**About Yojee Limited (ASX: YOJ)**. Yojee is a cloud-based software as a service (SaaS) logistics platform that facilitates the flow of freight movements into a single ecosystem, making the complex process of managing land transport simple and accessible to all players whilst reducing carbon emissions for a greener planet. Rarely is a single carrier servicing an entire goods journey from sender to end customer, or exclusively using one type of transportation method. Yojee provides 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:

- 
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.

Yojee services the logistics market at Enterprise and their SME partners with a focus on APAC and to date has signed multi-year enterprise-level agreements with four global top 10 freight forwarders operating in the region. Yojee has strong corporate citizenship working with industry to reduce carbon emissions, by removing paper and logistics congestion through digitisation and vastly improving efficiency, speaking to our social license to operate.

#### **FORWARD LOOKING STATEMENT AND DISCLAIMER**

*Please note that images used in the Company's ASX announcements are to illustrate concepts only and are not intended to represent commercial Yojee images. Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:*

- (a) are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;*
- (b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and*
- (c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions. The Company disclaims any intent or obligation to publicly update any forward looking statements, whether as a result of new information, future events or results or otherwise. The words "believe", "expect", "contracted", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule", "planned" and similar expressions identify forward looking statements. All forward looking statements contained in this ASX release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.*