



Land Freight Management. Simplified.

Investor Presentation – Company Update

June 2023

ASX: YOJ



www.yojee.com



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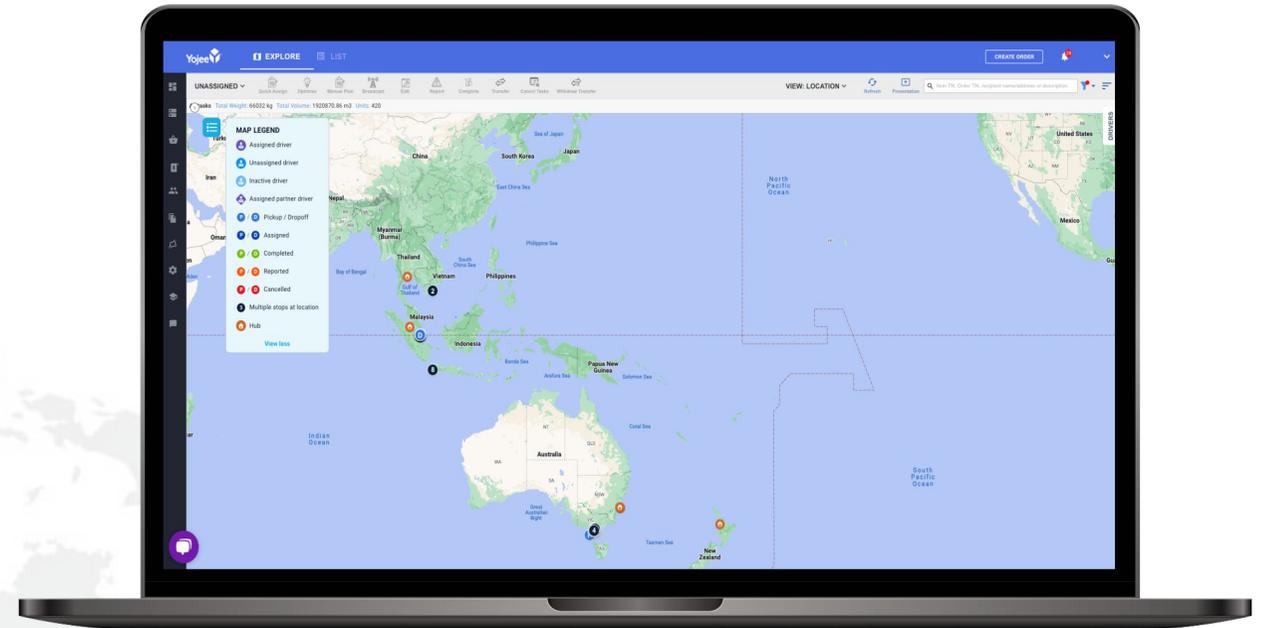
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Yojee uniquely enables shippers, supply chain managers & logistics service providers to **efficiently** manage APAC domestic & cross-border **land freight networks**

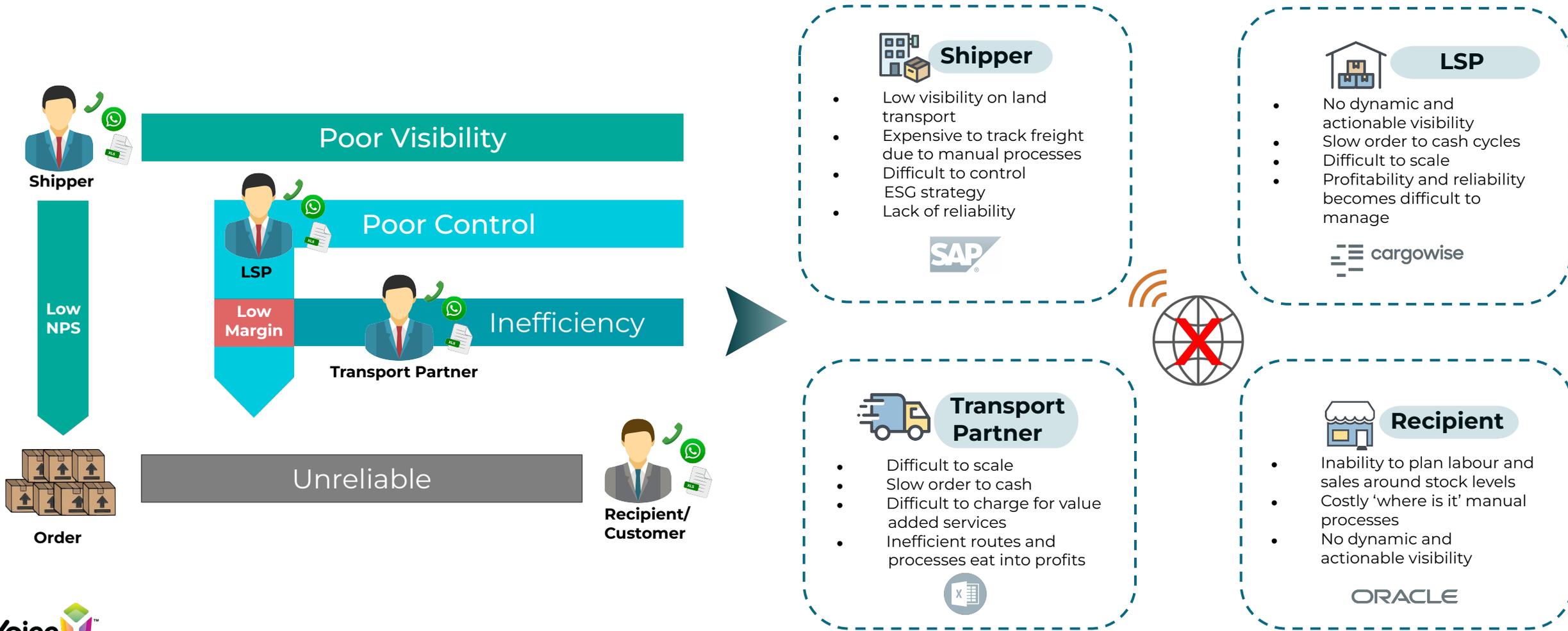
You can plan, visualise and execute pickup and deliveries via contracted Transport Partners and your own assets in a single platform

Save time & money.
Improve customer satisfaction.



The industry continues to rely heavily on emails, spreadsheets, phone calls and text messages to manage land transport movements

Traditional TMS manage within the 'four walls of the business'. As freight moves through a contracted land network or onto own assets, **all visibility and control is lost** and core business systems do not integrate



Drivers

The Post Covid Marketplace

Demand for Uber like visibility

Driven by the everyday experience of covid lockdowns.

Productivity focus

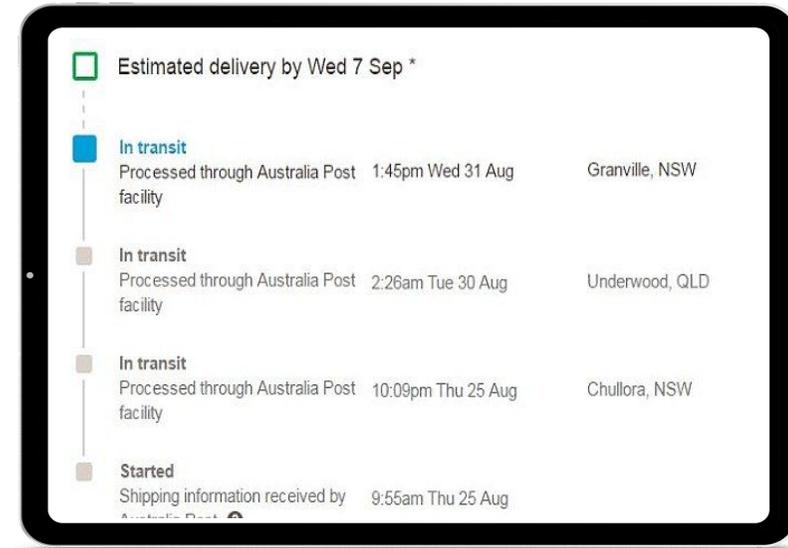
Automation critical as margins and revenue drop

Customer experience first

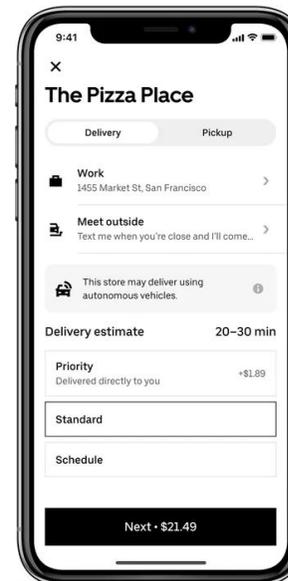
Customer experience is critical in the current market environment where choice has returned now volumes have dropped

Data and control towers

Acceptance of remote monitor and control as a working model.



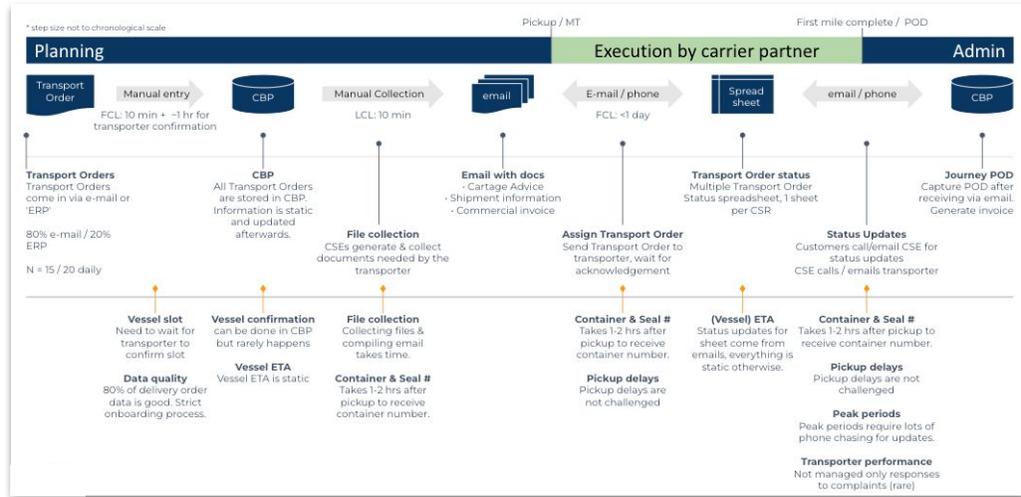
VERSUS



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

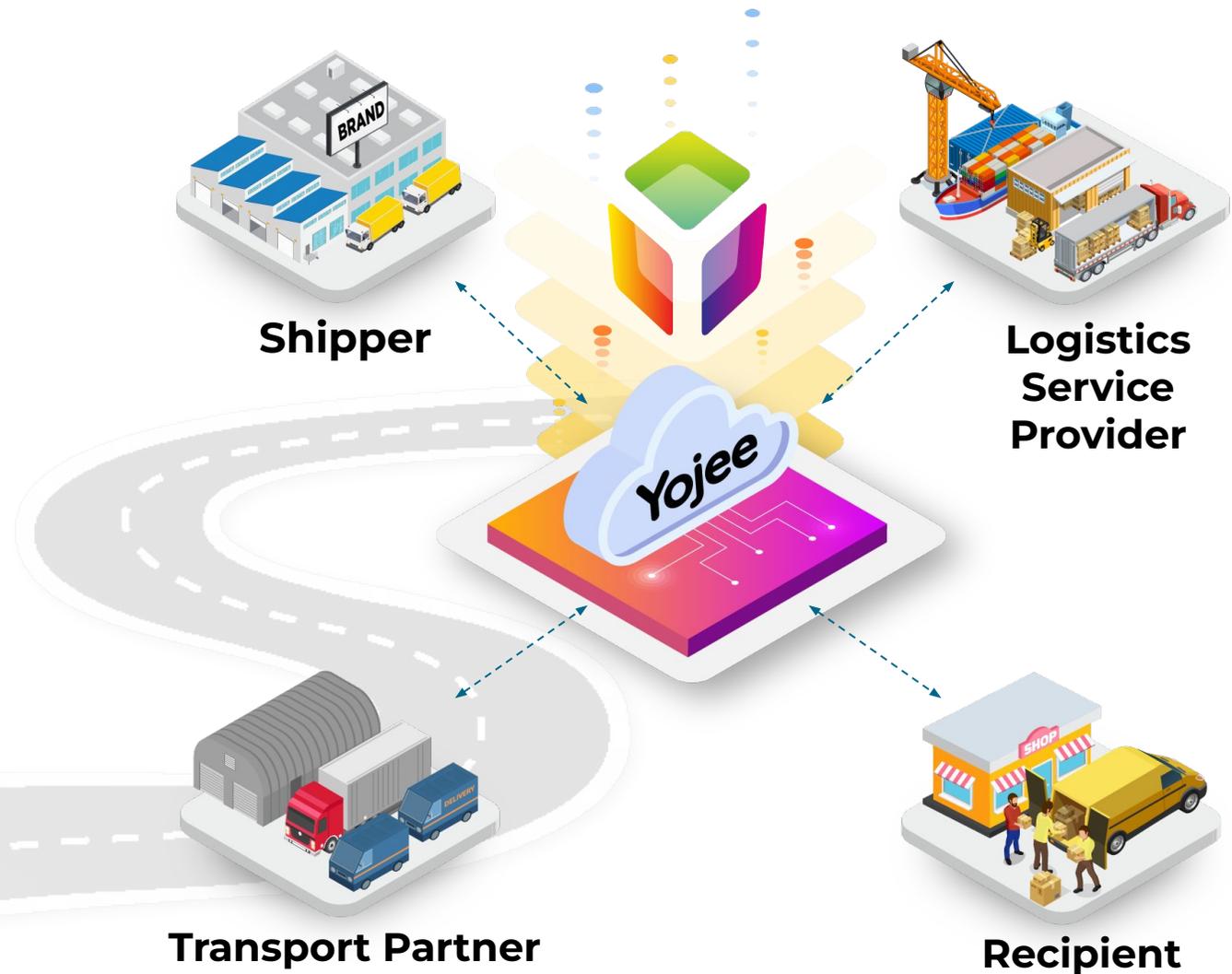
Time to Invoice = Immediate

Yojee fixes this by integrating into the core business systems and provides the customers network with the tools to replace the emails, spreadsheets, phone calls and text messages.

“

Our platform **digitizes** APAC's land freight networks, enabling all parties to **collaborate in real time** providing **always-on visibility** and **control**

”





Partner Channel: Introduction



OPENING UP NEW SALES OPPORTUNITIES

THE PARTNER PROGRAM OFFERS KEY SYSTEMS INTEGRATORS & SERVICE PARTNERS THE ABILITY TO INTRODUCE YOJEE TO CUSTOMERS



Rationale

- Yojee complements & integrates with the major core business systems currently used by our customers
- These systems come with Service Partner communities that actively assist our customer base to implement and adopt
- Leverage these communities to hasten the enterprise sales cycle and time to revenue



Strategy

- Identify & collaborate with a carefully chosen group of top-tier Service Partners
- Leverage these strategic relationships to pre-screen sales opportunities within their established customer networks
- Access new geographic regions and industry sectors without the need for extensive investment



Progress

- To date we have secured two Partnership Agreements founded on a revenue sharing basis
- Signed two Partner introduced customers with a promising & well-qualified pipeline of opportunities in place
- Our most recent acquisition, Cargo Compass, is on track to generate revenue 60 days following the initial introduction & is our first sale outside Asia



PRODUCT IMPACT



THE YOJEE WAY

How we enable efficient land freight networks



Monitor & Improve

Monitor and manage networks in real-time, identify exceptions proactively and make informed decisions to how to improve network reliability, efficiency and performance

IMPROVE

Monitor how Transport Partners are performing at a trade lane and driver level and use to improve service

See where to focus, real-time and history

Operational insights identify where things are working well. And where they are not.

Track DIFOT across Network

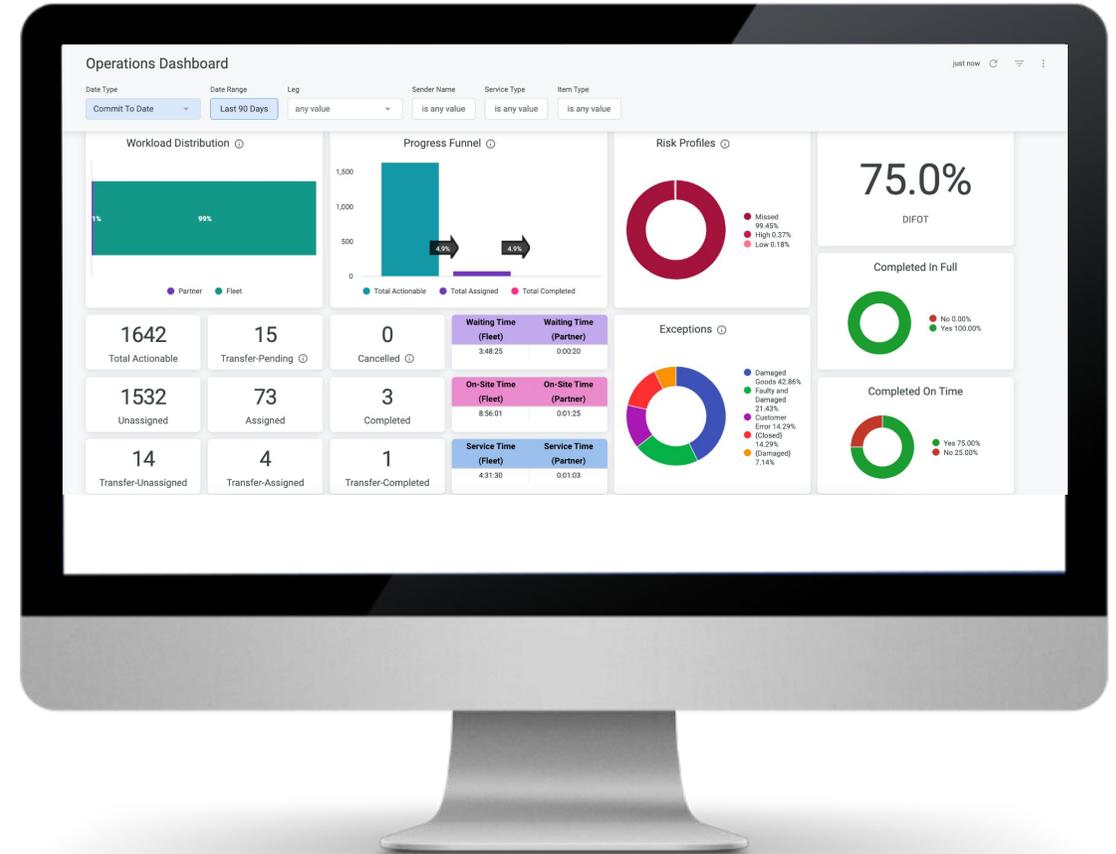
View performance metrics against customer service level commitments

Evaluate Transport Partners

Measure Transport Partners service levels and view entire networks performance

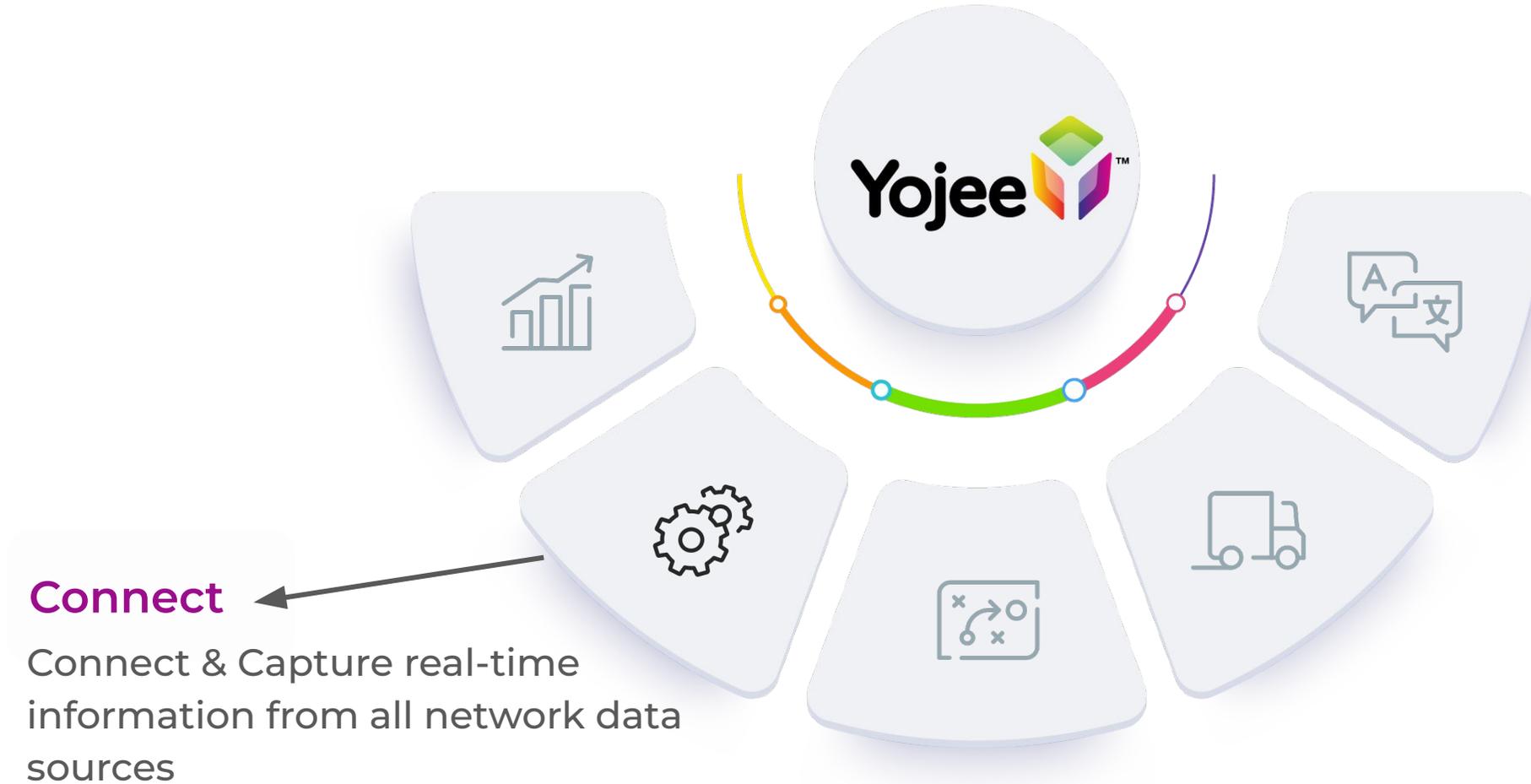
Export Data to own BI tools

All captured milestone data can be exported and used in own BI tools



THE YOJEE WAY

How we enable efficient land freight networks



CONNECT

Yojee is the single point of integration and data milestone capture for land freight network

Real-time data

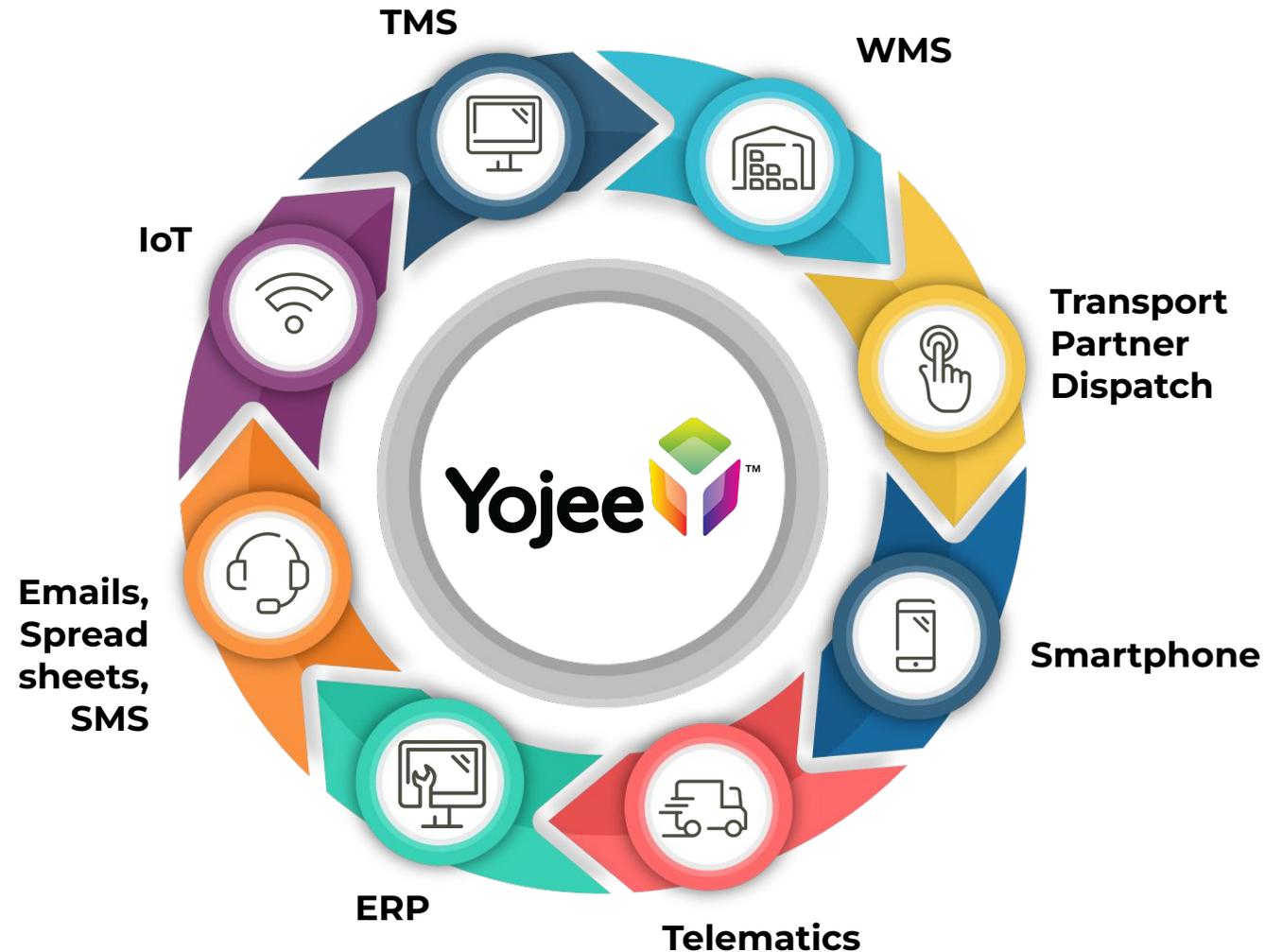
Yojee collects real-time information from all sources throughout the network and instantly makes it visible

Two-way seamless APIs

Data can be received and sent out from Yojee into core business systems using our suite of APIs

Enabling Transport Partners

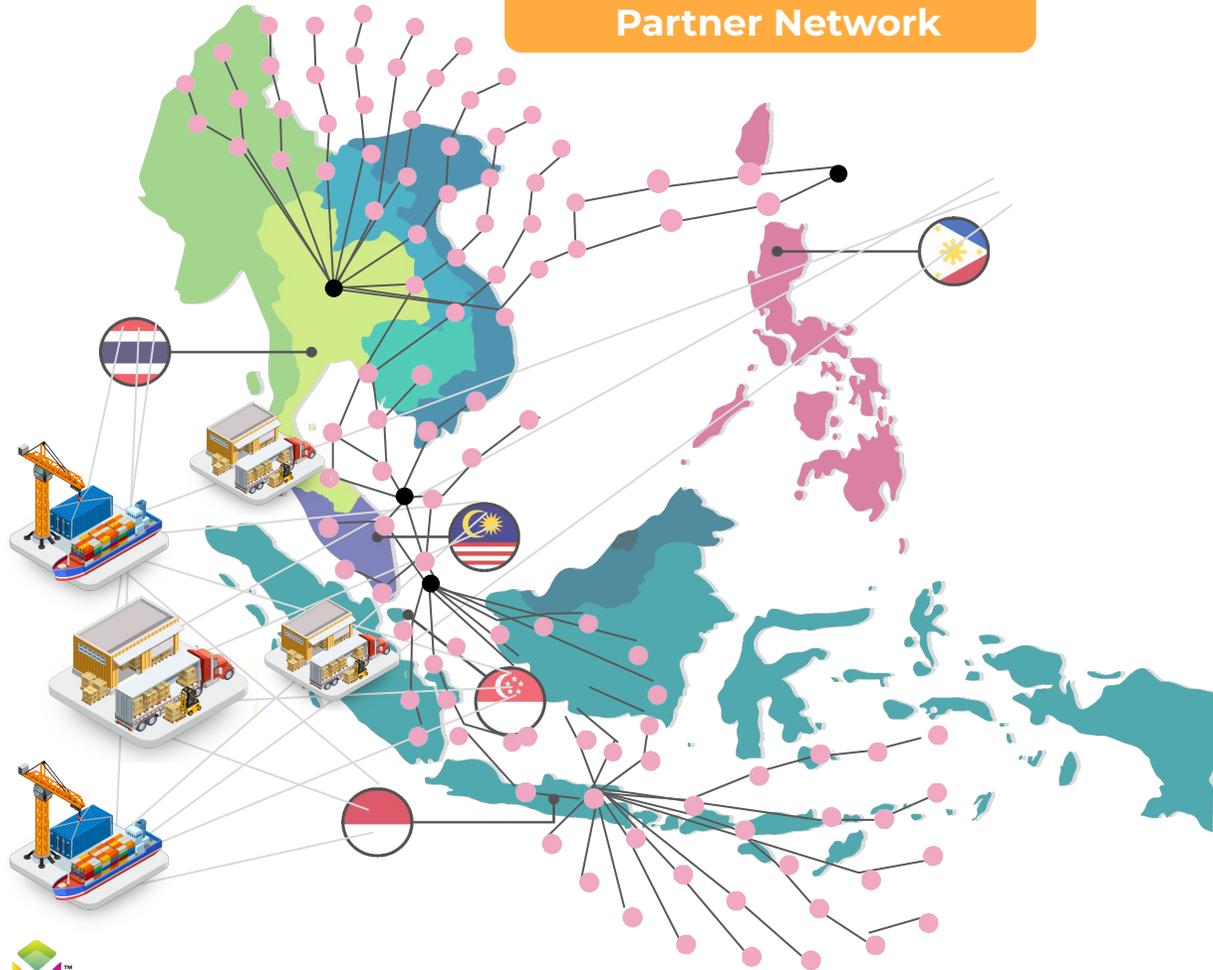
If Transport Partners do not have their own technology, they can use Yojee free of charge to manage their business



CONNECT

1,000+ Transport Partners onboarded with pre-built integrations to the leading core business systems for fast impact

Yojee Transport Partner Network



Ecosystem: APIs & Integrations



BlueYonder

ORACLE

cargowise

E2OPEN

MachShip



infor

shopify

THE YOJEE WAY

How we enable efficient land freight networks



OPTIMISE

Allocate the right orders to the right Transport Partners or own drivers

Auto allocation of orders

Business rules automate allocation to the right Transport Partners to meet the service needs

Transport Partner acceptance

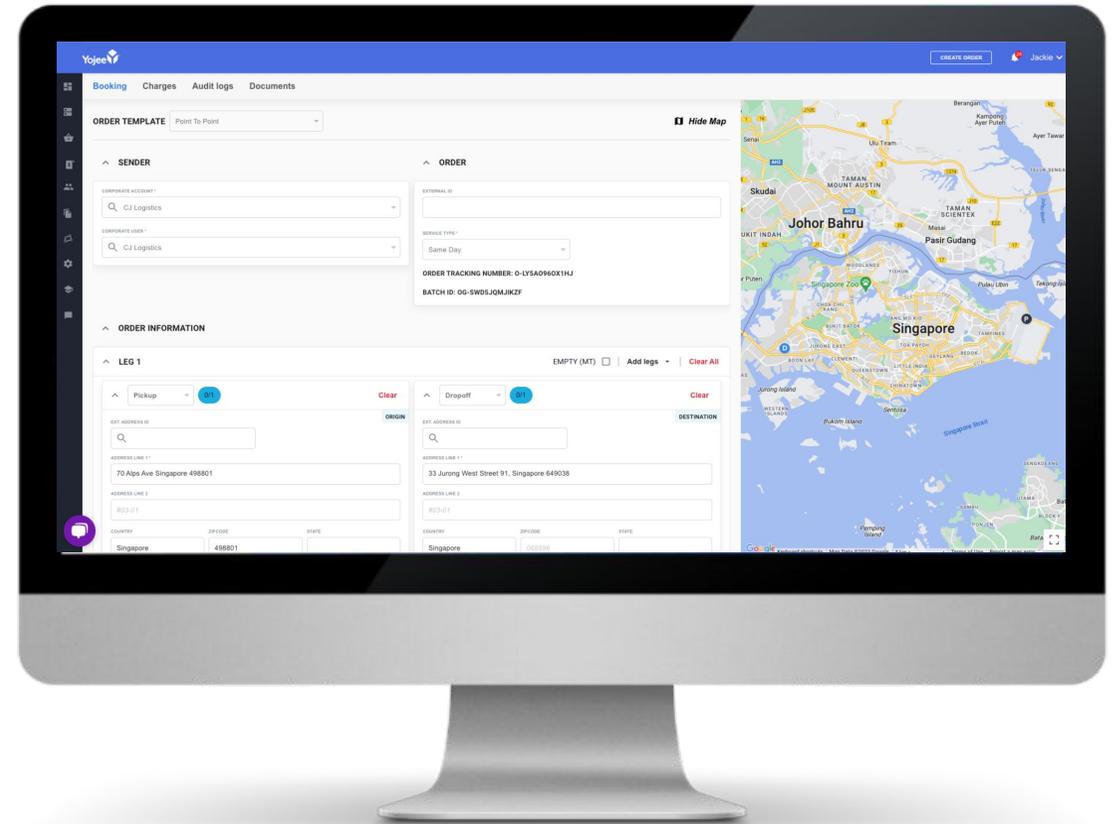
Receive order acceptance from Transport Partners to ensure pickup

Customer Booking Portal

Easy-to-use booking platform designed for customers to make bookings directly

Batch Upload of Orders

Consolidate all orders into an excel sheet and upload it to the system with just one-click if needed



OPTIMISE

Calculate and select the most efficient routes to reduce fuel & maintenance costs and remove wasted miles driven

One-click Optimisation

Maximise network capacity within a few seconds

Easy sequencing with Drag & Drop

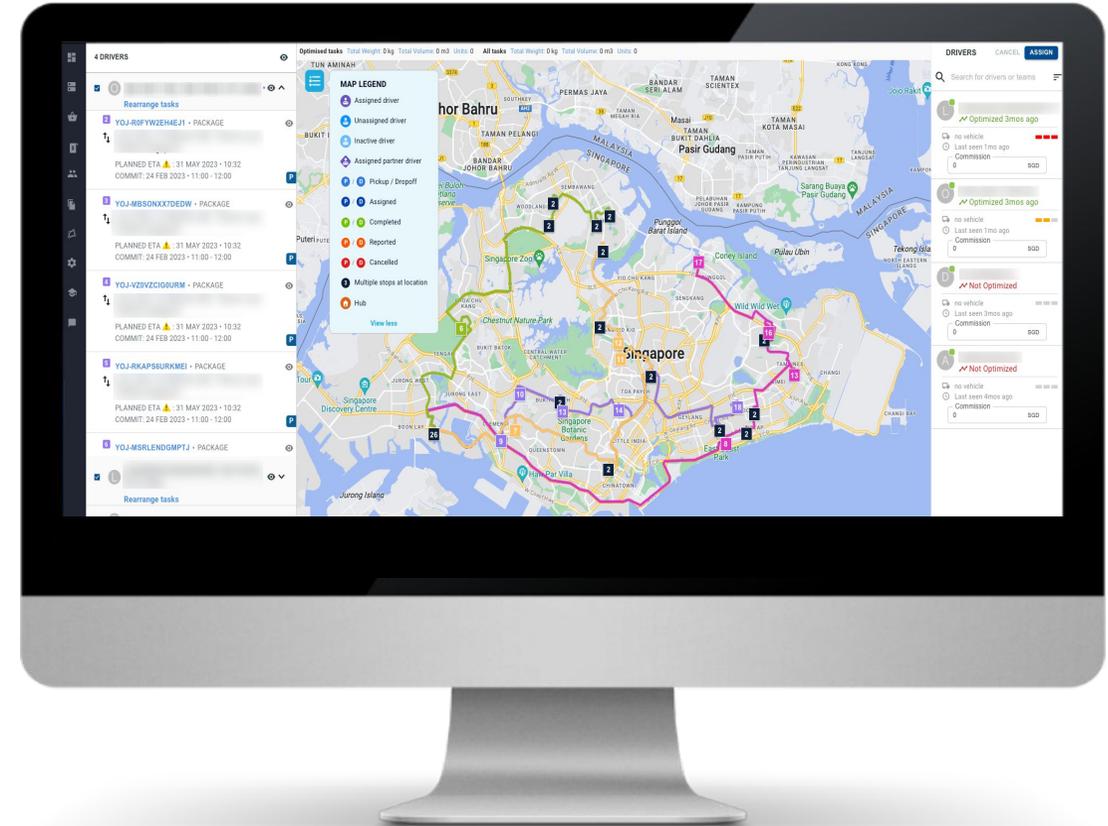
Route sequencing to match customer needs across milk runs, drop and swap and more

Automated ETA calculations

Get ETAs for each order even with exceptions

Plan in advance & adjust at last minute

Adapt to different scenarios avoiding time consuming interventions



THE YOJEE WAY

How we enable efficient land freight networks



EXECUTE

Take control with always-on live shipment visibility across all land transport modes

Know where shipments are

See the live locations of all single or multi-leg shipments via GPS

Visibility of Transport Partner Drivers

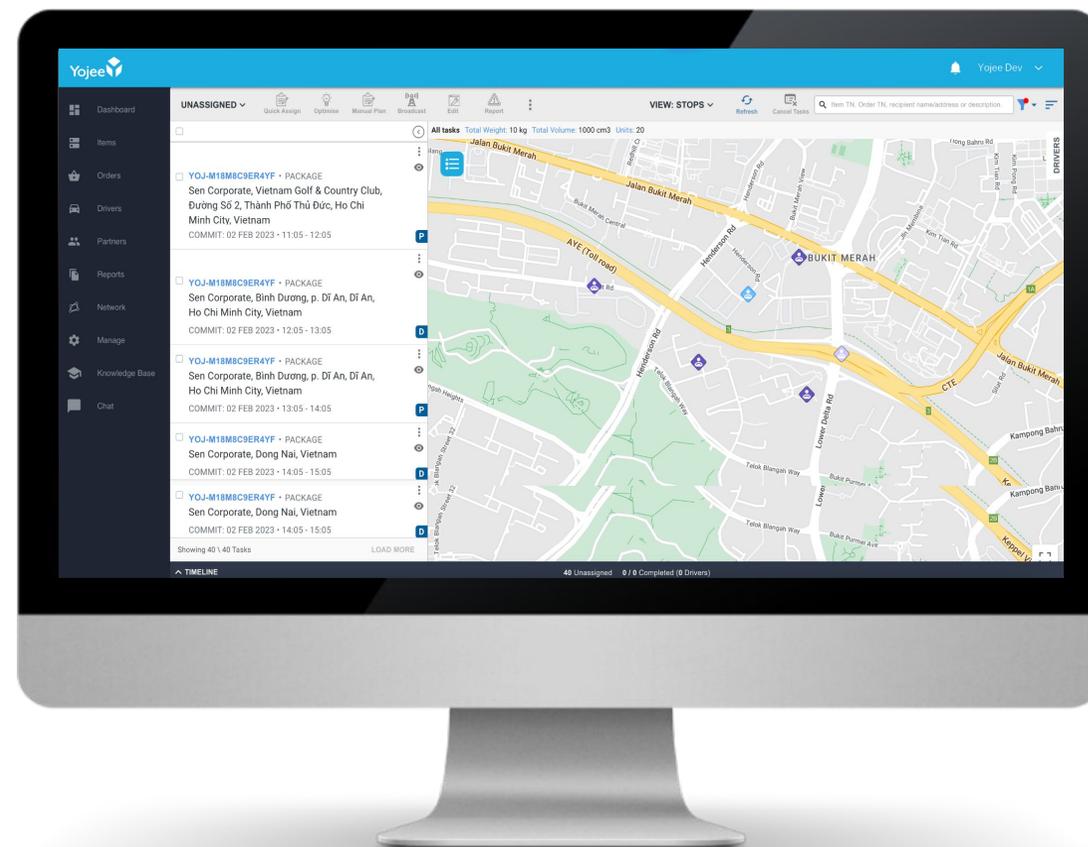
Track partners drivers and receive milestone statuses from pickup to delivery

Capture real-time milestone updates

Geofencing enables the capture in real-time of critical milestone data

Automated ETA updates

Latest ETA calculated and automatically updates in map view and customers tracking page



EXECUTE

Get paid faster and reduce admin with an ePOD as soon as the delivery is made

Driver App

A single app for Transport Partner or in-house drivers to receive, view & complete deliveries

Order Assignment & Acceptance

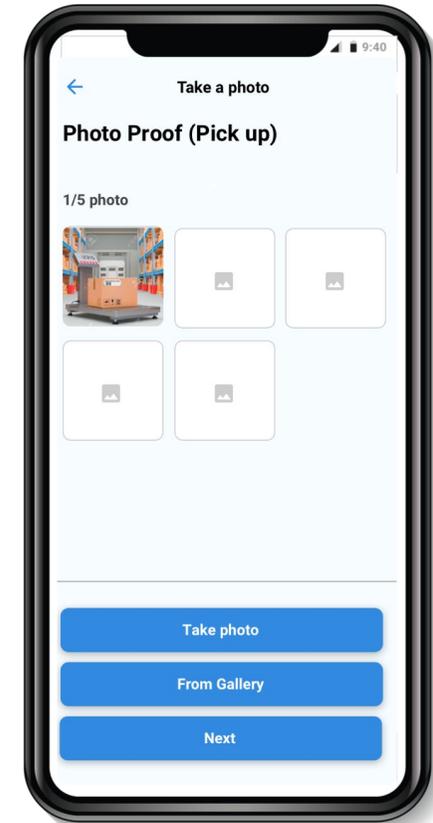
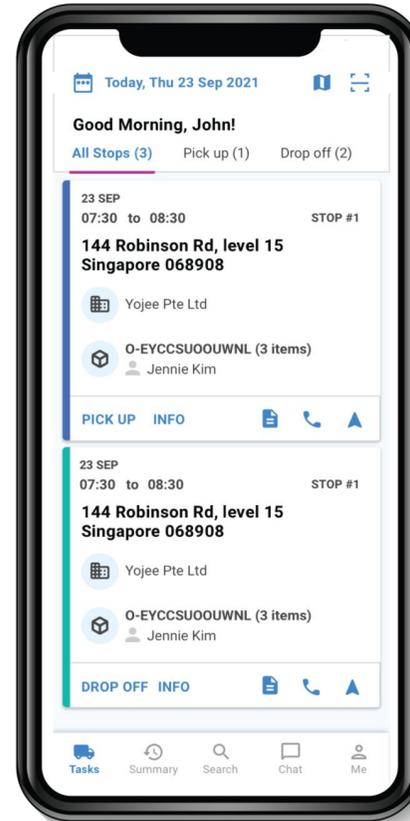
Scan to assign and get notified about new orders

In-App Navigation & GPS/Geofencing

View optimised routes and turn-by-turn navigation enabled by GPS and Geofencing

Collect & Distribute ePOD

Capture digital signatures, photos and auto-create a ePOD instantly available to all parties



EXECUTE

Automate pro-forma invoicing from real-time ePOD with shipment rate cards

Rate Cards for different Customer Accounts

Calculate total shipping costs at a order level

Rate Cards for Transport Partners

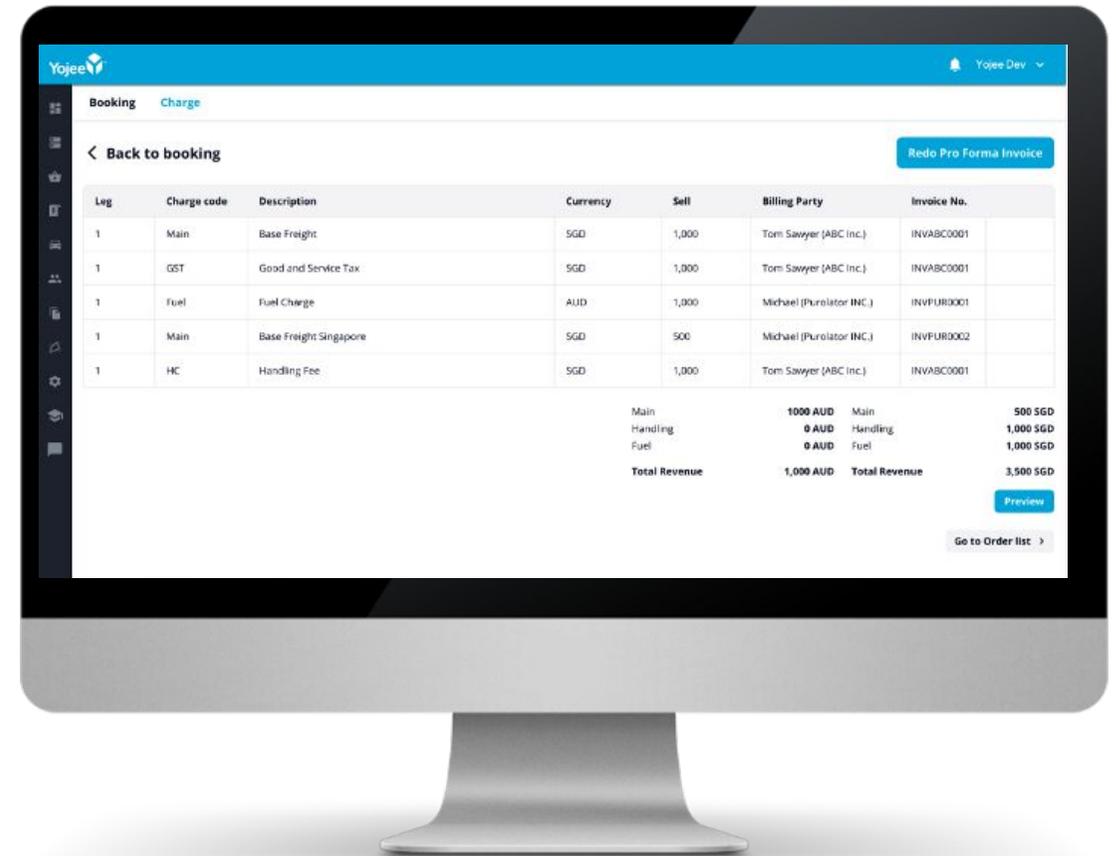
Reduce time processing Transport Partner invoices

Easily generate Pro-Forma Invoices

Take captured milestone data from ePOD and easily generate electronic or printed Pro-Forma invoices

Integrate data into Financial Systems

Send actual shipping costs data to own Financial systems and automate customer invoicing



THE YOJEE WAY

How we enable efficient land freight networks



COLLABORATE

Share shipment milestone notifications and live tracking updates with customers

Automate Customer Notifications

Send out automated SMS or email with a tracking URL to customers

Automate Transport Partner Notifications

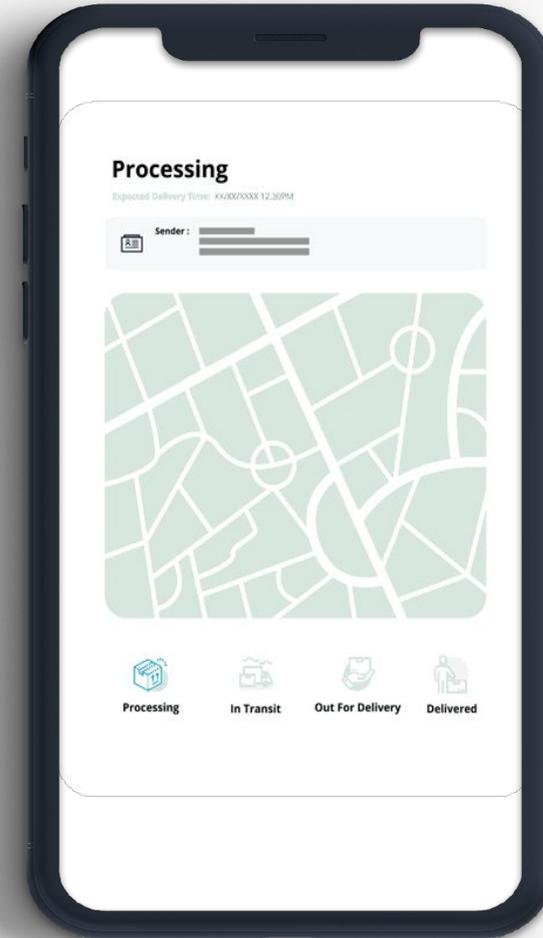
Share the live ETA of their drivers with Transport Partners

Shipment Delivery Confirmations

Receive SMS or email the instant the delivery has happened along with the ePOD

Configurable Experience

Configure customer experience based on customer requirements



COLLABORATE

Chat with drivers and partners in local language instantly and with context to resolve any issues and queries in real-time

Message Drivers partners directly

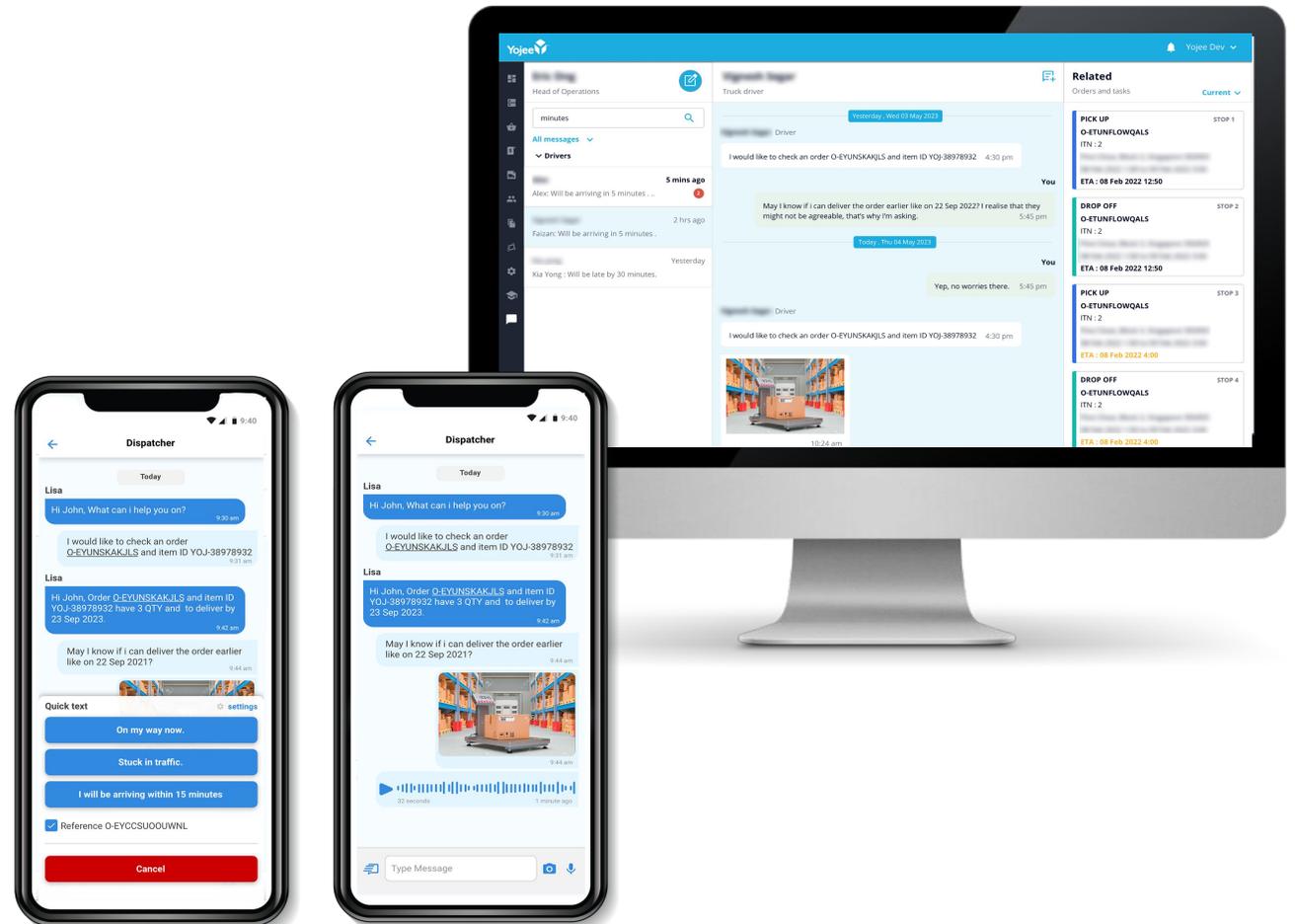
Use the Driver Mobile App chat feature to communicate directly and securely

Tag conversations against orders

Provide the right context for the chats as order specific details can be communicated

Chat history

Details of chat are saved and stored to be retrieved if required at a later date



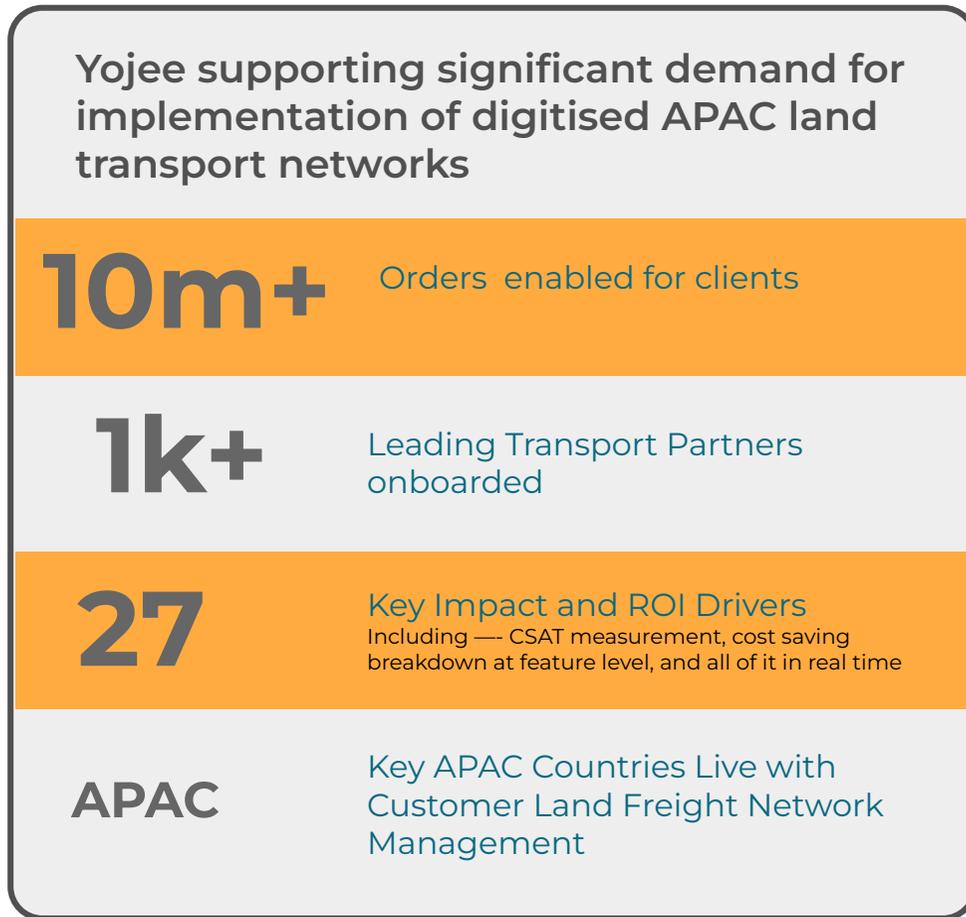
Yojee 

SALES & GROWTH



RISK-FREE CHANGE MANAGEMENT

We have a dedicated team to manage onboarding throughout customer operations & network



Account Management

Aligns business goals to the platform through best practises.

Support Specialist

Supports you and vendors Through daily operations

Product Management

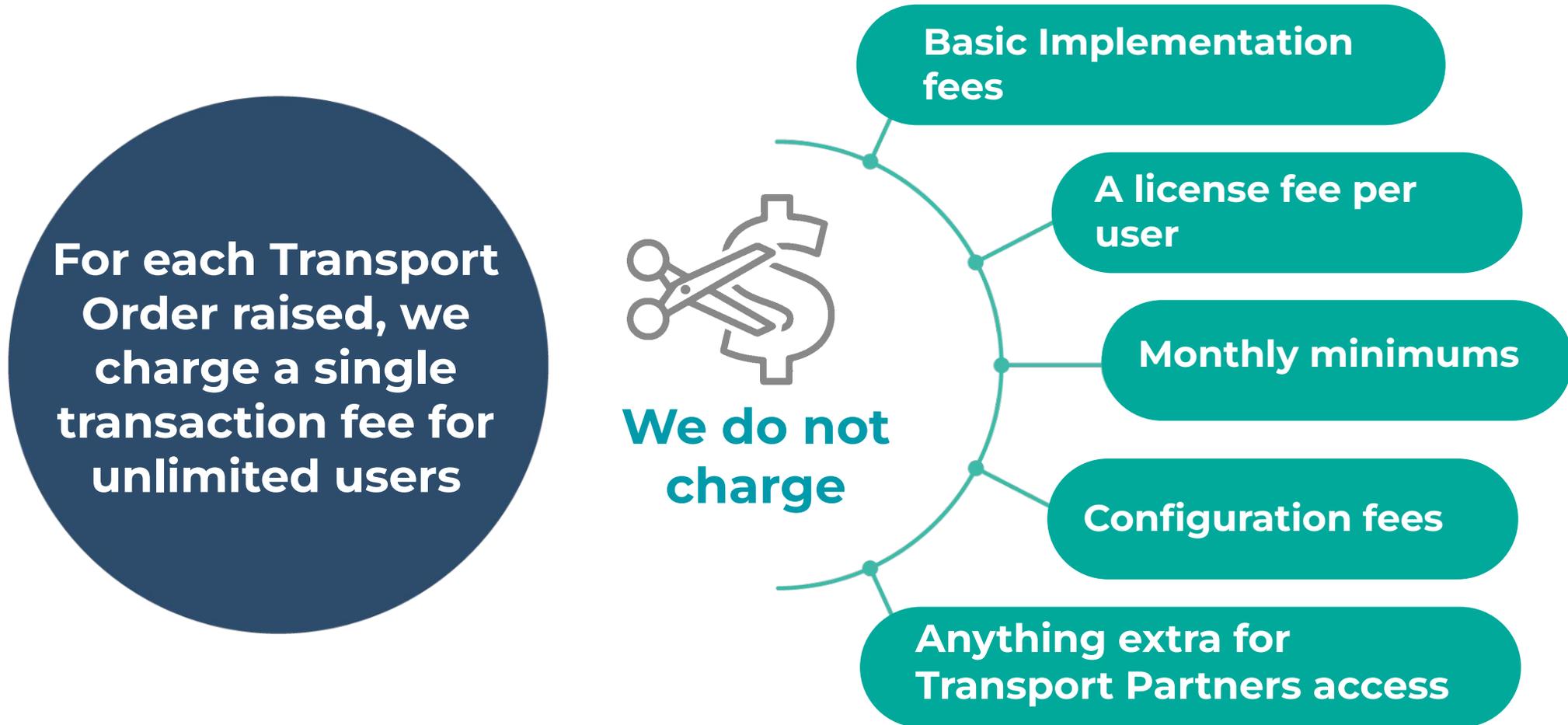
Translates feedback and ideas Into innovative new products, capabilities & features

Yojee has extensive change management experience with 40+ logistics and technology experts that to date have enabled \$millions of impact to our customer base

We take ownership of working with Transport Partners and in-house operations team to ensure a quick, successful onboarding process

PRICING

A simple usage-based pricing model aligns our customers and ourselves in delivering recurring value



A Yojee Case Study

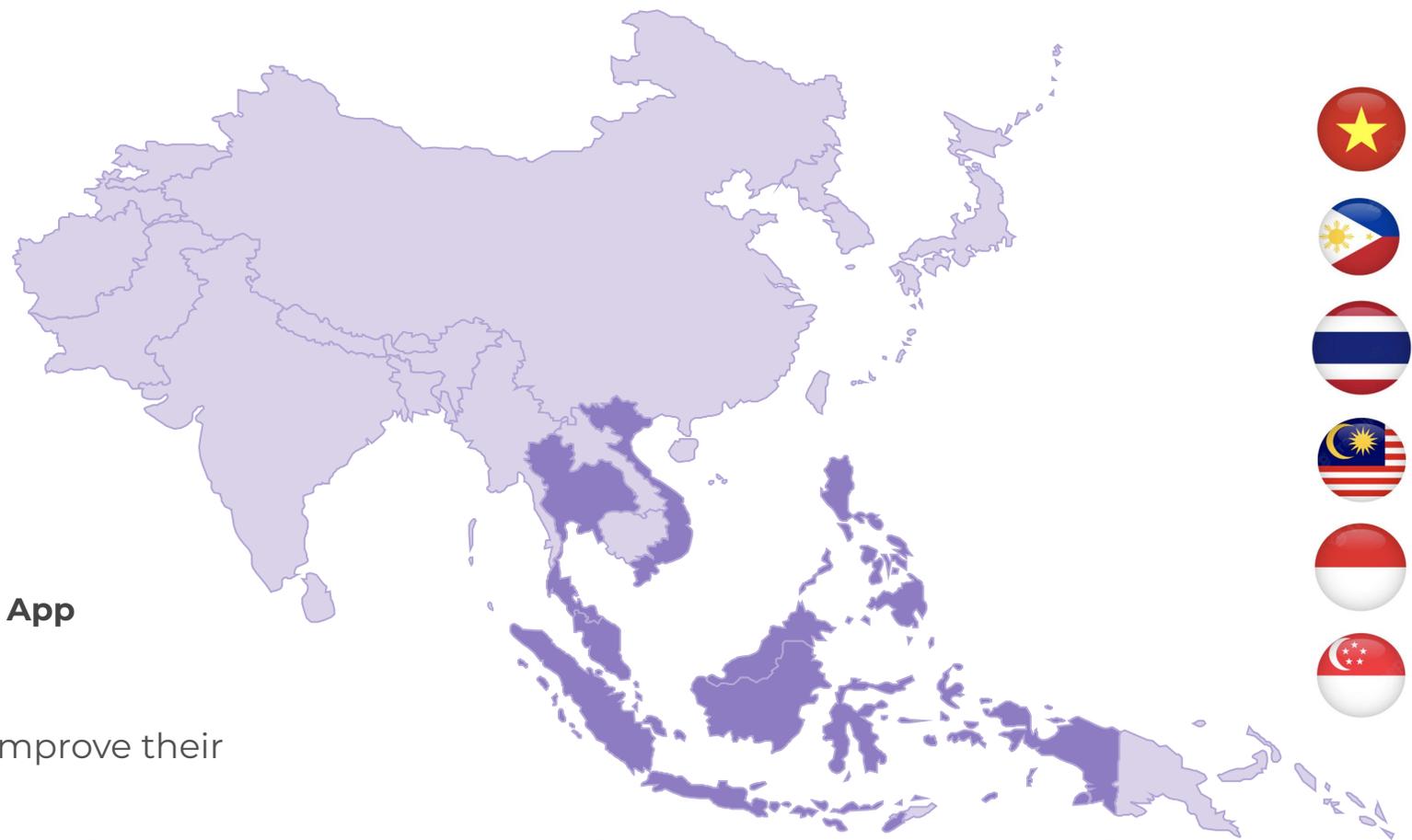
Yojee aids **growth regionally** for a **top global logistics company**

6 Countries live in the APAC region

134 Transport Partners connected

2443 Drivers using the Yojee Driver App

Critical impacts where Yojee has helped improve their operation for a leading FMCG company



Customer Service Level

High CSAT scores through excellent service level to all customers



Process Standardisation and Automation

Enable process and technology adoption and standardisation across teams



Organisational Capabilities

Ability to scale up and down workforce to match business demand



Decarbonisation

Effectively reduce carbon footprint that meets investors and customers expectations

A Yojee Case Study

Improved efficiency and customer service



Deployment of Yojee across their land transport network servicing a leading FMCG customer resulted in a **30% increase** in business through **new contract award** as well as **margin growth** ”



Real-time delivery updates

Ability to provide automated notifications to their customers



Saves 10 min per order enquiry

Reduce call centre costs which handles high volume of calls asking about delivery status



99% order fulfilment rate

Improving customer CSAT through high performing order fulfilment



100 hours saved monthly on route planning

Route optimisation engine helps to automate delivery route planning



99.5% delivery completion rate

Driver App helps to streamline driver's daily workflow which increases productivity



28 hours saved monthly on performance reporting

Ability to review and identify areas of improvements based on analytics

Accreditation and Security

Yojee is **ISO/IEC 27001 compliant** - an international standard focused on information security by International Organization for Standardization (ISO), in partnership with the International Electrotechnical Commission (IEC).

What it means for you is that data is in good hands.

Yojee is committed to helping you safeguard the security of information on the Yojee platform and we have undergone independent checks and verification for legal and ethical compliance like the ISO27001 Certification.



ISO/IEC 27001



Secure Development

We developed and follow security coding guidelines and procedures along with continuous network and security monitoring to safeguard information with us.



Guardrails for Security

We conduct regular security awareness and privacy training for all employees, enforcing access rights on need-to-know basis with state of the art authentication mechanism.



Data Privacy Philosophy

We process personal data only for the purposes those are collected for to provide our services to our customers. For detailed information on how we collect, process, store and use personal data, go to our Privacy Policy.



For further information

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**Land Freight
Management.
Simplified.**