

22 January 2021

## Yojee Business Update

- Yojee continues to deliver its Platform in line with the implementation schedule set by its existing enterprise clients and working on further expansion orders
- Operational go-live of 3 enterprise countries, where transactional billing has commenced in January
- A further 4 countries are moving closer to go-live with advanced discussions around additional countries and additional hubs in countries

**Yojee Limited (Yojee or the Company) (ASX: YOJ)**, a cloud-based software as a service (SaaS) logistics platform that seamlessly and uniquely manages, tracks and optimises freight movements along the entire logistics chain, is pleased to share the following business update.

### Enterprise Update

The Company continues to deliver the Yojee Platform in line with the implementation schedule set by its existing enterprise clients, further validating its technology and its ability to deliver value into complex supply chains. Implementations are taking place at great pace given the significant transformational nature of these projects.

The Company has successfully transitioned 3 further enterprise countries (definition below) into a transactional billing phase in January, with transaction volume growth expected over coming months and years. Additionally, the Company is close to transactional go-live across a further 4 enterprise countries.

**Pipeline:** Yojee has a strong pipeline of new enterprise countries and new enterprise hubs under discussion from existing enterprise clients. In addition, Yojee is in advanced discussions with multiple potential new enterprise clients.

### Enterprise Client rollout:

	Enterprise Countries* Signed	Enterprise Hub or 'Projects' Signed	Undergoing Platform Implementation	Live and Transacting
Total	8	8	4	4

Enterprise Countries - The total number of countries where an enterprise is using Yojee's subscription-based recurring revenue Platform. For example, if two enterprise clients are using the Yojee Platform in the same country, this would aggregate to two enterprise countries. An enterprise client is defined as a large client with operations spanning across multiple countries.

Enterprise Hubs - A unique Yojee software account deployed within an enterprise. This could be an account specific to a project, an account specific to a customer or an account specific to a location or a mixture of these. For example, if two enterprise clients are each operating two hubs with the Yojee Platform, this would aggregate to four enterprise hubs.

Yojee measures operational growth by the number of enterprise countries and hubs it has deployed its Platform into.

### **Small and Medium Enterprise Update**

The Company has continued to have success in attracting and signing a range of small and medium enterprises across the Asia Pacific region. In a space that covers logistics operators with a small number of trucks relative to hundreds of millions in revenue, the Company is having success in signing, and advanced discussions with, an exciting customer base.

Additionally, a number of subcontractors have been updated in recent weeks to support Enterprise go lives.

### **Managing Directors Update**

Yojee Managing Director, Ed Clarke said, "We are very pleased to be seeing transactions flow through the system from more enterprise countries. When you work with such large groups adoption happens in a unique and powerful manner, with teams aligning and driving projects, and then sharing the experience and successes around the world. We continue to be committed to our customers' success."

### **ASX Release References**

[Announcement 16 December 2020](#)

[Announcement 3 September 2020](#)

[Announcement 24 August 2020](#)

[Announcement 18 May 2020](#)

This announcement has been authorised by the Board of Directors of Yojee Limited.

**-ENDS-**

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**About Yojee Limited (ASX: YOJ).** Yojee is a cloud-based software as a service (SaaS) logistics platform that seamlessly and uniquely manages, tracks and optimises freight movements along the entire logistics chain, from sender to end customer, across borders and between logistics providers (land, sea, air), with subcontractors and for multi-leg journeys. 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. Future steps now under development will see Yojee further advance logistics its connectivity and route optimisation through distributed ledger blockchain technology. This will see smart information access and activation, providing logistics companies and agencies information such as location, size and weight data, and customs requirements that is timely, contextually accessible and highly secure.

Yojee services the logistics market at both the SME and enterprise levels with a focus on APAC and to date has signed multi-year enterprise level agreements with three leading global freight forwarders operating in the region.

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

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