

18 June 2021

## Contract Update - Philippines Expansion with Existing Global Enterprise Customer

### HIGHLIGHTS

- Expansion order received from our existing global Enterprise Customer operating in the Philippines, moving from first mile to first and last mile, doubling access to volume and revenue-generating transactions.
- Demonstrates customer satisfaction which moves to Yojee delivering a larger and more complex end-to-end multi-leg client solution.
- Shows further validation in the fast-growing e-commerce space, supporting our long term vision for this segment of the logistics supply chain sector.
- Strong cash balance maintained of A\$19.8m (31 March 2021), providing a substantial runway to support business growth.

**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. The update is provided in connection with a previously announced Services Agreement (see [ASX announcement](#) dated 18 May 2020).

Yojee can now deliver its Platform across an end-to-end solution, first mile expanding to first and last mile, to the original Global Enterprise Client with e-commerce operations in the Philippines. This step validates satisfaction with existing arrangements and the large e-commerce end-user of our technology, driving for enhanced data capabilities which Yojee provides. Implementation will commence immediately with a view to capturing the high volume e-commerce campaigns that fall into the last quarter of the calendar year.

The expansion order is on the initial 3-year agreement with no variation to the 90-day termination period as previously announced. Yojee charges a monthly subscription fee to its Platform per hub and a variable per-transaction fee (goods movement) which is broadly in line with Yojee's disclosed price guide (see ASX announcement [Yojee Investor Presentation](#) dated 18 June 2020).

### Managing Director's update

Yojee Managing Director, Ed Clarke said, "This announcement validates our partnership approach with our large enterprise customers. This is a significant step-change in this relationship and confirms our robust execution to date and speaks to our long term vision to support the e-commerce segment within the logistics supply chain. The rate of rollout continues to gather pace across APAC and is expected to increase our share of the addressable market.

The team are fully engaged on delivering this opportunity amongst others recently announced whilst continuing discussions with a range of other potential new enterprise customers. We are the busiest we have ever been with projects and deployments and will remain this way for some time to come based on the information given

to us by our existing and new potential customer base. With nearly \$20m of cash to fund this growth, our team is confident and focused on creating great customer outcomes.”

This announcement is authorised by the Board 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 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. 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 are 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 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.

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*(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*

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