

4 March 2021

## Yojee Business Update – Further Enterprise Projects Enter Revenue Generating Go-Live

- Go-live of Yojee Platform transacting in two further Enterprise Countries with two separate existing Enterprise Clients (revenue generating)
- Developments validate Yojee’s ability to grow across geographies and deepen its presence across the supply chain with existing Enterprise Clients
- Positive client outcomes demonstrated: up to 89% improvement in delivery attempt efficiency, representing material savings and revenue opportunity benefits for clients
- Outlook: revenue growth expected from recent go-live of Enterprise Projects with Enterprise Clients over the coming quarters; 6 live revenue generating projects in total (5 Enterprise Projects went live since December 2020)

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. The Company has entered revenue generating go-live with two further Enterprise Clients, following implementation of its Platform in two Enterprise Countries.

### Enterprise Country Update

The Company continues to deliver the Yojee Platform in line with the implementation schedule. The rollout of revenue generating Enterprise Projects now stands at 6, of which 5 projects very recently completed implementation since December 2020.

Yojee has Enterprise Projects totalling 8, with 2 further Enterprise Projects currently undergoing Platform implementation.

### Enterprise Client rollout – summary by country

	Enterprise Countries Signed	Enterprise Logistics Hub or Enterprise Projects Signed	Undergoing Platform Implementation	Revenue Generating
Total	8	8	2	6
This quarter – of which progressed in status or added	-	-	-	2

### **Pipeline**

Yojee has a strong pipeline of new enterprise countries and new enterprise logistics hubs under discussion from existing enterprise clients. Yojee is in advanced discussion with all existing Enterprise Clients for expansion Enterprise Projects.

In addition, Yojee is in advanced discussions with potential new Enterprise Clients.

### **Yojee Value Add to Enterprise Clients Grows**

The Yojee Platform is achieving strong value add for its Enterprise Clients as demonstrated by improvement of delivery efficiency. Delivery efficiency is a key area of monitoring due to it being high volume in nature. The Company has demonstrated a 62-89% increase in delivery attempt efficiency in the logistics channel through the application of its Platform at Enterprise level, representing material savings and revenue opportunity benefits for clients. This means that fewer costly failed delivery attempts occur.

#### ***Definitions***

Enterprise Countries – The total number of countries where an Enterprise Client 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.

Enterprise Client – a multi-national or domestic leader.

Enterprise Project or Enterprise Logistics Hubs – A unique Yojee software account deployed within an Enterprise Client. 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 logistics hubs with the Yojee Platform, this would aggregate to four Enterprise Logistics Hubs.

Revenue Generating – Following implementation, the Yojee Platform enters go-live. Yojee generates revenues in two ways, through a combination of monthly subscription fees to its platform and by processing logistics movements (parcels, pallets, containers). Logistics movements generate revenue from transactions for which Yojee receives a variable fee per movement under individualised commercial agreements with Enterprise Clients (their logistics hubs use Yojee’s Platform). See the ‘revenue model guide’, here: [Investor Presentation](#), slide 13, 18 June 2020. Transactional volume (‘planned deliveries’) is reported in Yojee’s quarterly Activity Reports. Yojee measures operational growth by the number of Enterprise Countries and Enterprise Logistics Hubs it has deployed its Platform into.

### **Managing Director’s Update**

Yojee Managing Director, Ed Clarke said, “As we continue to complete and work on new deployments with three of the largest global freight forwarders with which we have signed agreements, customer success is our big focus.

We are demonstrating our ability to expand Enterprise Projects with our existing Enterprise Client base across geographies by proving our product and its outcomes such as speed to go-live and efficiency gains. The early deployments are very much about ensuring that our customers embrace and become promoters of our product

and therefore additional deployments move much further and faster as our product becomes the leading driver of growth.

Our data insight tools have shown clients' very measurable operational improvements and savings, based on ease of use, procurement and real time decision making, which is helping drive adoption, expansion and stronger relationships with our Platform by users at both the Enterprise Client level and to their clients, which includes the very large sub-contractor market.

With 5 Enterprise Projects only very recently entering a revenue generating stage taking place in December and this quarter, totalling 6 revenue generating projects overall. We expect revenue to grow over the coming quarters and years.

By focusing on continued positive feedback from our Enterprise Clients, we expect to also sign new agreements and undertake additional deployments of our Platform through calendar year 2021."

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 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.

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