

18 May 2020

## Yojee Signs Services Agreement with Kuehne + Nagel in the Philippines

- Yojee announces signing of a 3-year services agreement with Kuehne + Nagel Logistics Solutions, Inc.
- Services Agreement provides Kuehne + Nagel with access to Yojee's subscription-based SaaS logistics platform in the Philippines
- Project rollout already underway and expected to go live by the end of July 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 announce that its subsidiary, Yojee Solutions Pte Ltd (**Yojee Solutions**), a company registered in Singapore, has signed a 3-year services agreement with Kuehne + Nagel Logistics Solutions, Inc. (**Kuehne + Nagel Philippines**), to roll out its SaaS logistics platform in the Philippines (**Project**).

### Kuehne + Nagel Project

An enterprise-level Project with Kuehne + Nagel Philippines to access Yojee's subscription-based SaaS Platform commenced last month and is expected to go live (track parcel movements on an ongoing basis) by the end of July of this year. The Project scope will see Yojee's SaaS Platform integrated into Kuehne + Nagel Philippines and an eCommerce fulfillment customer (providing technology, logistics and payments capabilities), across delivery, order management, planning and execution.

Yojee Managing Director, Ed Clarke said, "We are excited to be working with Kuehne + Nagel as they have such a strong customer centric approach and share our focus of a digital future. The team have a clear focus on IT-based integrated logistics solutions and growth in Asia in 2020. We are confident that the SaaS Platform will deliver huge value for Kuehne + Nagel across their business over time in terms of further digitising and bringing 'visibility', 'accountability' and 'control' to their business and ultimately benefit customers. We look forward to building a long-term relationship."

Kuehne + Nagel Regional Distribution Director for Asia Pacific, said, "Supply chains continue to digitise to drive efficiency and meet the increasing demands of customers. We aim to create a seamless digital experience and enable our customers to realise market opportunities, converting them into fruitful businesses. We look forward to working with Yojee to achieve this purpose."

### Terms of the Services Agreement

The services agreement entered into is an agreement for a Project in the Philippines which gives Kuehne + Nagel Philippines access to Yojee's subscription-based SaaS Platform. The services agreement to Yojee's subscription-based logistics platform in the Philippines is for a term of three years. Under the 3-year services agreement, access to the subscription-based SaaS logistics platform is subject to standard enterprise termination clauses including termination by Kuehne + Nagel on 90 days' notice, following an initial term of 9 months and only in the event of a discontinuation of its eCommerce fulfillment customer.

In Yojee's view, the services agreement and fees are not financially material at this stage and due to the variability and difficulty in estimating country and transaction volumes. Yojee will provide progress updates in its quarterly reporting and as otherwise required.

#### **About Kuehne + Nagel**

With over 83,000 employees at 1,400 locations in over 100 countries, the Kuehne + Nagel Group is one of the world's leading logistics companies. Its strong market position lies in Sea Logistics, Air Logistics, Road Logistics and Contract Logistics, with a clear focus on integrated logistics solutions.

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

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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.

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

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