

3 September 2020

## Yojee Signs Agreement for SE Asia with Siam Shoreside Services

### Highlights

- **3-year agreement signed with Siam Shoreside Services Ltd for Yojee's subscription-based SaaS logistics platform suite of comprehensive products across South East Asia**
- **Platform to be used across all sizes of freight including shipping containers**
- **Commercial terms to include per-transaction fees with an agreed minimum**
- **Implementation for Statement of Work (SOW) for South-East Asian operations under phase 1**

Yojee Limited (Yojee or the Company) (ASX: YOJ), the 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 agreement for its subscription-based SaaS logistics platform suite of comprehensive products across South East Asia with Thailand based Siam Shoreside Services Ltd (SSS).

SSS Director, Rupesh Jain, said, "Yojee is the standout solution in the region now, with its ability to handle powerfully and efficiently any use case thrown at it. The system is scalable, user-friendly and quick to implement, making it perfect for our purposes in this fast-growing region to fast track the growth and improve cost efficiencies while providing greater visibility to our clients."

Yojee Managing Director, Ed Clarke said, "Our signing of a key container logistics operator in Thailand with SSS is another opportunity for us to support the logistics industry in digitising. We work with customers to take market-leading products to clients, and to create cost and operating efficiencies across the supply chain."

### Terms

The subscription agreement entered into gives SSS access to Yojee's subscription-based SaaS platform across its freight movements of all sizes including the shipping container segment within South East Asia. A per-transaction fee will be charged on top of minimum monthly fees for container movements.

Implementation and configuration fees will be charged for the roll-out.

The agreement has an initial term of 3 years and will automatically renew for successive 12-month periods, subject to standard enterprise termination clauses (including termination by either party on 90 days' notice, after the initial 12 months term).

### Statement of Work

Under phase 1, an initial Statement of Work (SOW) will see Yojee's SaaS platform implemented into SSS Headquarters in Thailand along with supporting locations in South East Asia for end to end Supply Chain use cases. Go-live (track container movements on an ongoing basis) for phase 1 is expected in November of this year.

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

**About SSS – [www.siamshoresideservices.co.th](http://www.siamshoresideservices.co.th)**

Siam Shoreside Services Ltd. operates out of Thailand's capital Bangkok and was established in 1983. With long strong history in Thailand, it is one of the most respected transportation companies in the market. SSS is part of APM Terminals global network, the world's most comprehensive port and integrated inland service networks, an A.P. Moller - Maersk group company.

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 downstream 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 APAC and is expanding rapidly. Yojee's platform has evolved through recent technological developments in cloud-based computing and information processing capability. Yojee continues to develop its visibility, accountability and control solutions across the supply-chain. 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 two top 10 global freight forwarders operating in the region.

**FORWARD LOOKING STATEMENT AND DISCLAIMER**

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