

28 June 2021

Business Update

18 Country Expansion Agreement signed with Existing Global Enterprise Customer

HIGHLIGHTS

- Major expansion agreement with an existing global Enterprise Customer to clear the way for deployment from 1 country at present to 18 additional countries across APAC.
- Follows recent ongoing success with the customer in the Philippines e-commerce space (first country of Yojee Platform 'Logistics Hub' deployment).
- Significant increase in directly addressable revenue-generating parcel movements.
- Strong strategy execution towards Yojee's 126 Logistics Hubs across APAC roll-out.
- Strong cash balance 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) and ongoing recent customer success in the Philippines (ASX Release dated 18 June 2021).

Yojee has now cleared the way to deliver its Platform into a further 18 countries¹ in the APAC region through the expansion agreement to which a number of countries are in late-stage planning for go-live. The agreement covers major parts of the customer's operations including distribution and warehousing logistics along with e-commerce.

The agreement covering 18 countries¹ is for a minimum term of 3 years, with no variation to the 90-day termination period as previously announced as part of the Services Agreement. 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, "We are pleased to report this latest development, coming only a short time following announcing an expansion order in the Philippines last week with the same global Enterprise Customer. Importantly, this significantly increases Yojee's directly addressable revenue-generating parcel movements.

Our embedded growth roll-out strategy is materialising as expected and supports our goal of rolling-out to 126 Logistics Hubs over 3 years with Global Enterprise Customers whom we are already working with operating in APAC.

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

A podcast of Ed Clarke discussing the expansion agreement can be found [here](#) or visit Yojee’s website under the tab ‘Company’ -> ‘Podcast’.

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

¹ 18 Country Expansion covered by the agreement includes Australia, Bangladesh, Cambodia, Laos, India, Indonesia, Japan, Malaysia, Maldives, Myanmar, New Zealand, Pakistan, Philippines, Singapore, South Korea, Sri Lanka, Taiwan, Thailand and Vietnam.

-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 seeking to reduce 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.

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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.

FORWARD LOOKING STATEMENT AND DISCLAIMER

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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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