SOLVING SUPPLY CHAIN'S MOST DIFFICULT PROBLEMS

LOGISTICS PLATFORM [SaaS]

ASX : YOJ
Investor Presentation
AGM Nov 27th 2020
www.yojee.com

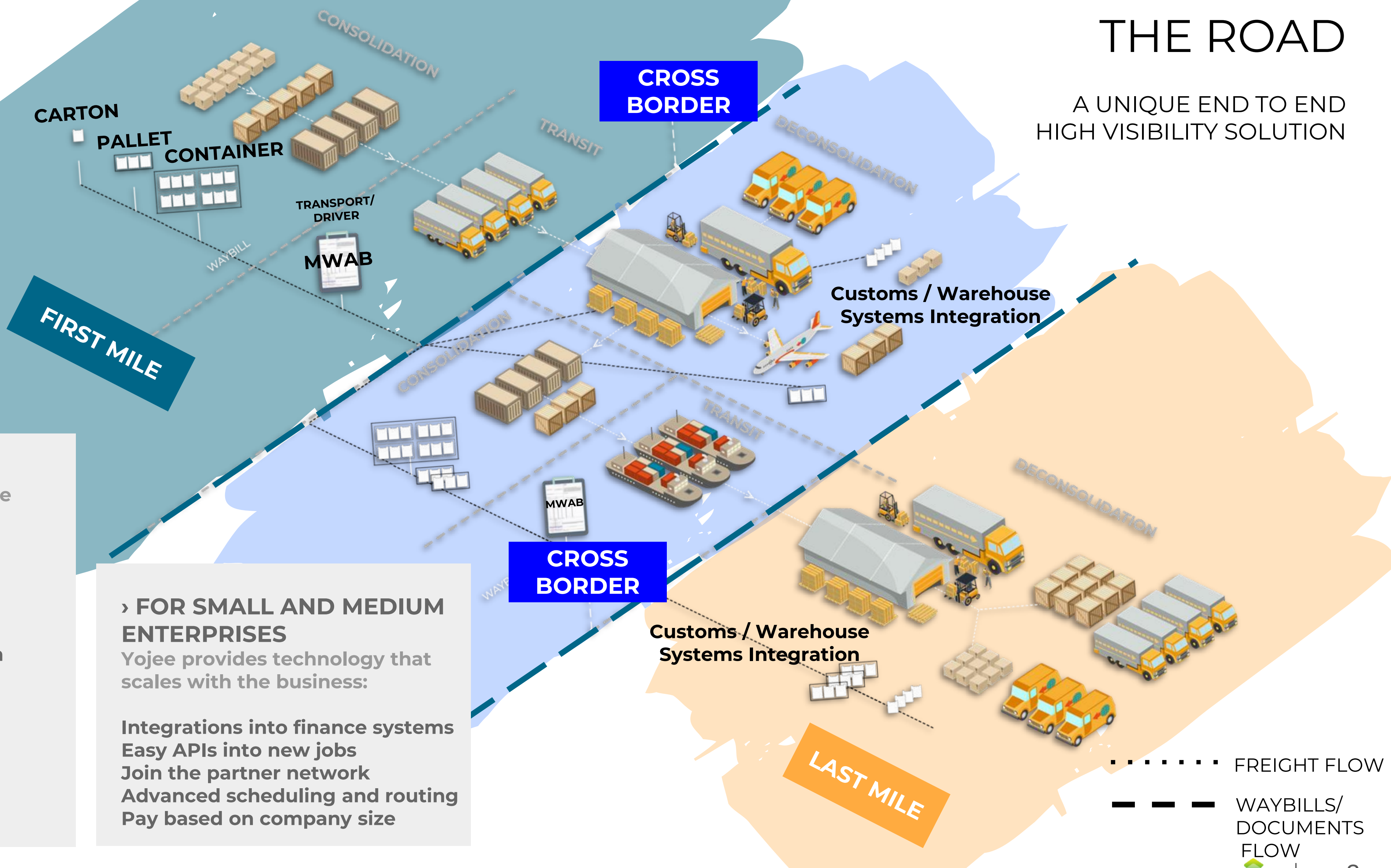
VISIBILITY · ACCOUNTABILITY · CONTROL ™

WHY YOJEE WINS

BEST IN CLASS INNOVATION

CONNECTING THE ROAD

A UNIQUE END TO END HIGH VISIBILITY SOLUTION



› FOR LARGE ENTERPRISES

Yojee provides additional enterprise grade capabilities around:

- Cross-border
- Cross-docking
- Multi-leg movements
- Complex networks
- Large scale + complex optimisation
- Integrations Finance systems
- IoT ready
- Telematics Integrations
- Customer Experience
- Partner Integrations
- Subcontractor models
- Secure Cloud Based
- Encryption

› FOR SMALL AND MEDIUM ENTERPRISES

Yojee provides technology that scales with the business:

- Integrations into finance systems
- Easy APIs into new jobs
- Join the partner network
- Advanced scheduling and routing
- Pay based on company size

Yojee LOGISTICS PLATFORM [SaaS SUBSCRIPTION]

Manage	Track	Integrate
End to end route & schedule optimisation		
Cross border	Networks	Across-carriers

Enterprise | SME

Manufacturer / Shipper

Operators – shippers and forwarders

- **Third-party logistics providers (3PL)**
- **Logistics subcontractors (2PL)**
- **Logistics ecosystem partners***

AIR

SEA

LAND

LAST MILE

Recipient

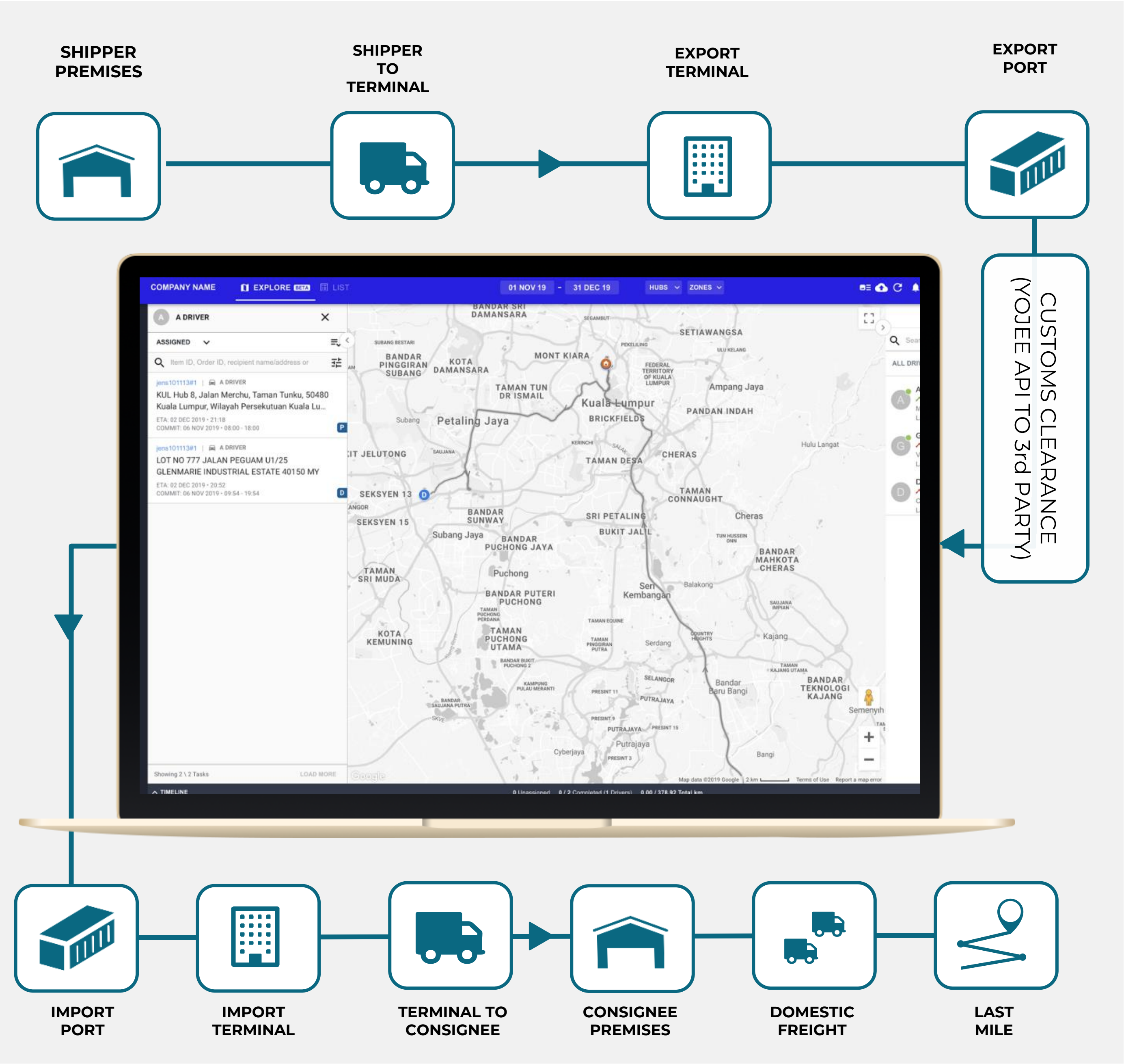
* e.g. customs clearance and management systems (order, warehouse) such as APIs into CargoWise (Wisetech Global)

THE PLATFORM

POWERED BY ALGORITHMS AND AI

Powerful and highly integratable for Visibility, Accountability and Control

- **End to end route**
- **& schedule optimization**
- **Maximising asset utilization**
- **Asset type**



THE CAPABILITIES

BEST IN CLASS INNOVATION

Mass Optimisation

Optimise multiple deliveries across multiple drivers in real time. Run optimisation on first mile, last mile and line haul operations on a single platform.

Price Management

Configure and manage your cost per delivery based on the cost variables of your fleet.

Capacity Planning

Our advanced algorithms reduce the turn-around time of deliveries by planning the jobs based on capacity variants, vehicle scheduling and anticipated volume.

Asset and Resource Management

Understand your hub operations, vehicle fleet, drivers movements and service zones through real-time visibility and simple to use cloud based dashboards.

Consolidation & Deconsolidation

Combine several smaller shipments into one full load. Reduce the cost of shipment and to make delivery of goods quicker.

Cross-Border

Collaborate across multiple parties across borders. Standardize your processes across the entire supply chain at a desired level.

Our logistics clients are demanding **visibility**, **accountability** and **control** over their supply chains. Rarely is a single carrier servicing an entire goods journey from sender to end customer, or exclusively using one type of transport method.

It's uneconomical for SME logistics providers to develop their own system. Global players are struggling with the complexity across their global supply chains to maximise asset utilisation and asset type, and margins. They are demanding better technology in their supply chains and want to solve problems like – will a delivery be more profitable if we offload to a subcontractor?

Ed Clarke
Co-Founder & Managing Director
Yojee

VISIBILITY

Gain unobstructed view across your supply chain to meet customer's demand with real time information.

ACCOUNTABILITY

Have confidence in your vendors or partners delivering the value that you're promising to your customers.

CONTROL

Have the ability to make intelligent business decision in real time through their entire supply chain.

UNIQUE END TO END SOLUTION

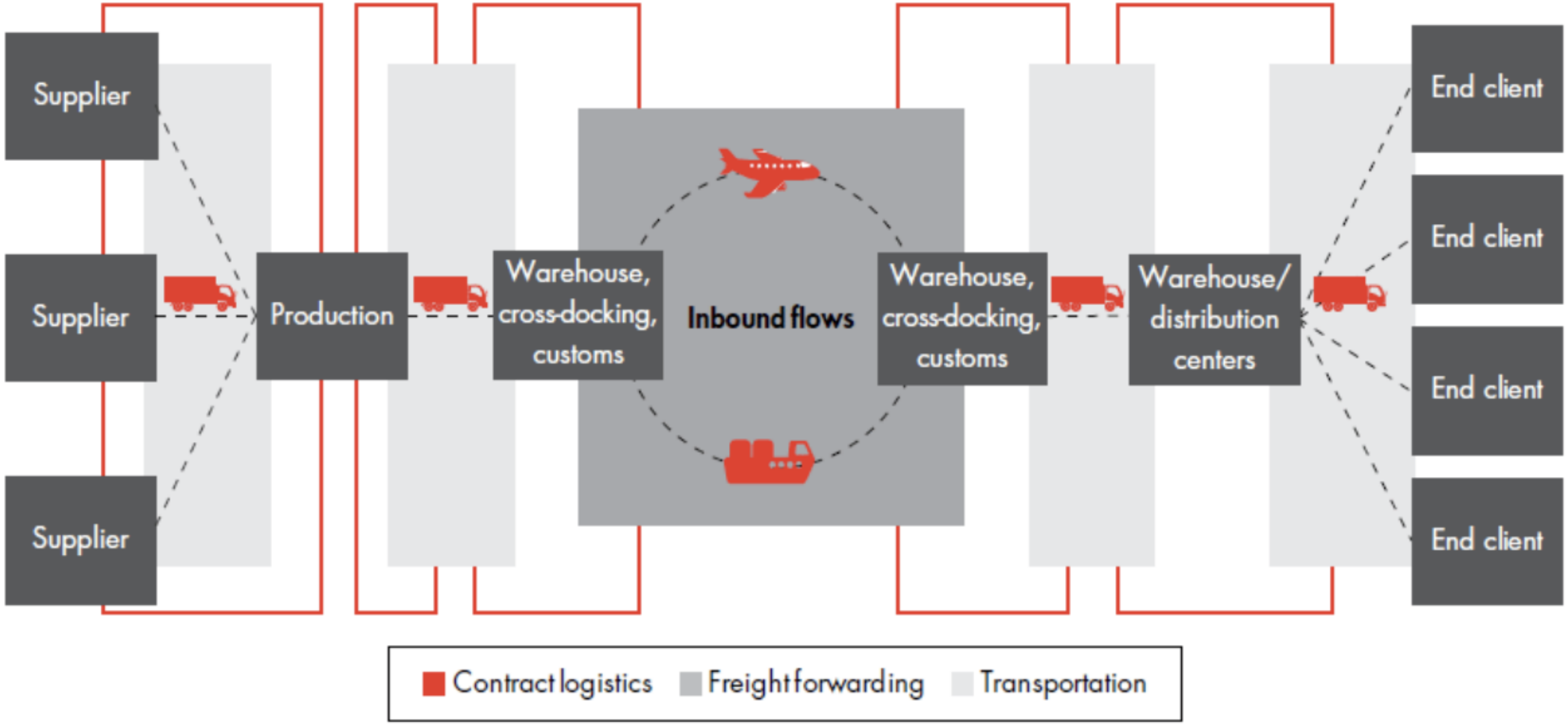
Yojee Delivers Flexibility, Agility and Scalability to drive global networks or large scale local deployments across the supply chain.

Surpassing the requirements and objectives of our clients clients.

- Driving better planning
- Driving greater insights
- Driving stronger relationships and traction.

Figure 1: Outsourced logistics activities (contract logistics, freight forwarding and transportation) are deeply interconnected, with some overlap

Customers' supply chain and logistics segments



Source: Bain & Company

EVOLUTION OF THE PLATFORM

310+ APIs developed

- Logistics providers (3PL)
- Logistics subcontractors (2PL)
- Logistics ecosystem partners*

Introduced and tested with global players
Single code base with significant customisation needed

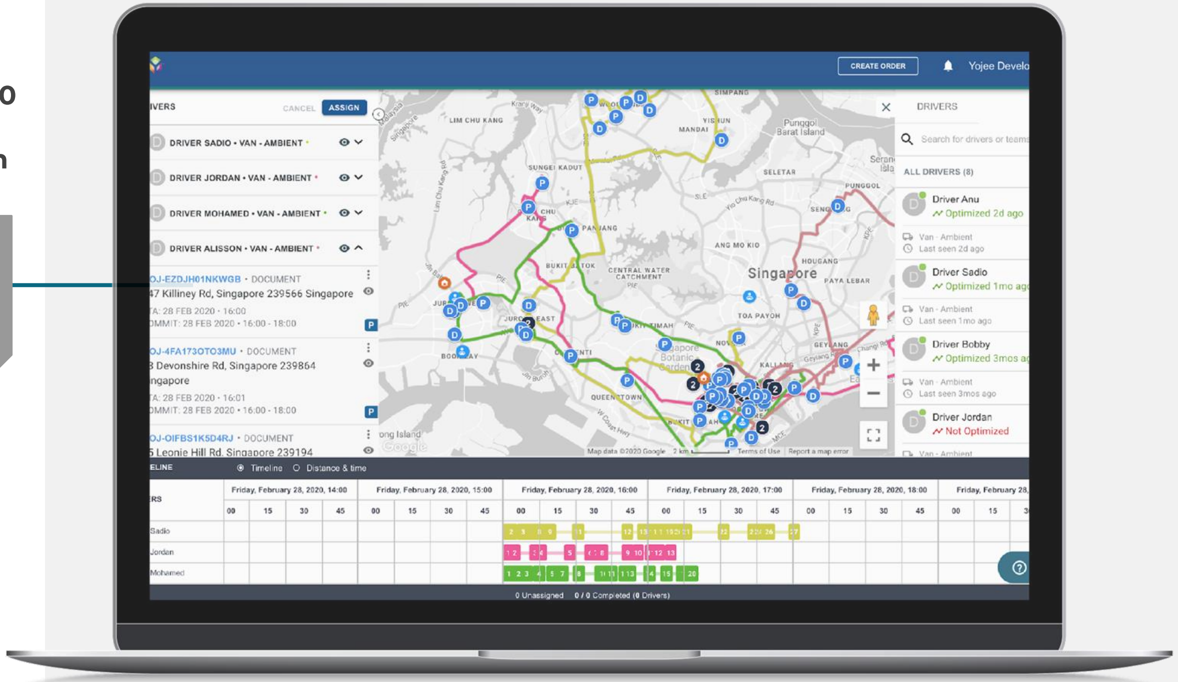
MAR 2018

Product reimagine in platform 2.0

JUL 2018

Platform 2.0 went into production

2019 - PLATFORM SUBSCRIPTION, SaaS



Platform 2.0 Released (Elixir and Cloud based) SCALABILITY and ADAPTABILITY with little customisation

- **BROADER APPLICABILITY (CATER FOR COMPANIES OF ALL SIZES AND CONFIGURATIONS)**
- **SUPPORTS MORE USE CASES AND INDUSTRY VERTICALS**
- **SMALLER TECHNOLOGY TEAMS REQUIRED**
- **SECURE CLOUD PLATFORM**
- **FASTER INNOVATION**
- **API MICROSERVICE MODEL**

SOLVING COMPLEX PROBLEMS

Yojee is solving global leaders' problems in the fast growing area of Contract Logistics

Defined as

- Long term contracts
- Higher Margins due to value added services
- Ecommerce, Pharma, Industials, Retail and Tech lead.
- Demands high levels of visibility through control towers
- Specific workflows require agile transport technology to support and optimise per contract

YOJEE IS WORKING WITH:

- 2 of Global Top 10 in Live Commercial multi-year contracts
- 3 of Global Top 10 companies in Advanced Discussions

Opportunity in Contract Logistics Sector Alone

- $100b plus annual revenue and fast growing market
- High fragmentation and opportunity for expansion as supply chains continue to outsource
- Ecommerce, Pharma, Industials, Retail and Tech lead where advanced technology is expected

Yojee can uniquely handle complex logistics problems in an agile and cost effective manner, quickly deploying solutions and enabling our clients to surpass their clients expectations.

Contract logistics main activities along customers' supply chain

Production (on client site)	Inbound flows	"Roof" logistics/ distribution centers	Outbound	Aftermarket (after sales, reverse)
• Warehousing • Picking, packing, labeling • Synchronous logistics (vendor inventory management)	• Flows management • Freighting (road, rail)	• Cross-docking • Synchronous logistics • Warehousing (standard and dedicated to specific sector requirements) • Picking, packing, labeling	• Flows management • Freighting (road, rail)	• Transport (collection, consolidation, return) • Warehousing
• Kitting • Light assembly • Packaging • Co-packing • Quality control	• Customs	• Kitting • Light assembly • Packaging • Co-packing • Preconfiguration	• Customs • Payment services	• Installation – After-sales services – Repairing • Customer management • Scrapping

Warehousing activities | Postponed manufacturing | Other client-related services

Source: Bain & Company

THE ROAD AHEAD

South East Asia Focus

Due to unprecedented logistics demand and complexity in the region

With operations run out of Singapore, Yojee is in the heart of the new China Silk Road Initiative which is vast, encompassing countries that account for 29% of global GDP

YOJEE IS WORKING WITH:

3 of Global Top 10 in Live Commercial Multi-Year Contracts*

MARKET OPPORTUNITY

Top global freight forwarders (3PL)

- DHL Supply Chain & Global Forwarding
- Kuehne + Nagel
- DB Schenker
- DSV
- Sinotrans
- Expeditors
- Panalpina
- Nippon Express
- UPS Supply Chain Solutions
- Bolloré Logistics
- C.H. Robinson
- CEVA Logistics
- Kerry Logistics
- GEODIS
- Hellmann Worldwide Logistics
- Kintetsu World Express
- Yusen Logistics/NYK Logistics

2018, Armstrong and Associates

The ASEAN freight forwarding market is anticipated to register a CAGR of more than 6%, during the forecast period (2019-2024)

2019, Mordor Intelligence

* 3 September 2020: https://www.asx.com.au/asxpdf/20200903/pdf/44m8xgyyg0g5vb.pdf / 18 May 2020: https://www.asx.com.au/asxpdf/20200518/pdf/44hx1xntgbnqf6.pdf
15 May 2019: https://www.asx.com.au/asxpdf/20190515/pdf/4453j9d9747b5y.pdf

ASIA PACIFIC IS CENTRAL TO THE COVID RECOVERY

THE MARKET

TRUCKING LOGISTICS SEGMENT:

SINGAPORE, MALAYSIA, THAILAND

Large ports supporting rapidly growing freight volumes due to nearshoring to avoid single point of faliure in production which promotes greater reliance and emphasis on road based logistics in ASEAN. This represents a meaningful portion of each countries GDP.

Nearshoring = the practice of transferring a business operation to a nearby country

USE CASE

CHINA'S BELT AND ROAD INITIATIVE

China's belt and road initiative is the world's largest supply chain with $8 trillion spending by 2027

This represents the biggest opportunity in logistics today

Yojee is commercialising its unique technology: leading cross border, multi-leg, end to end solution to support companies of all size

THE CHALLENGE

Overall, the largest road freight trade lanes are between China, Thailand, Malaysia and Singapore where Yojee solves many challenges for all participants.

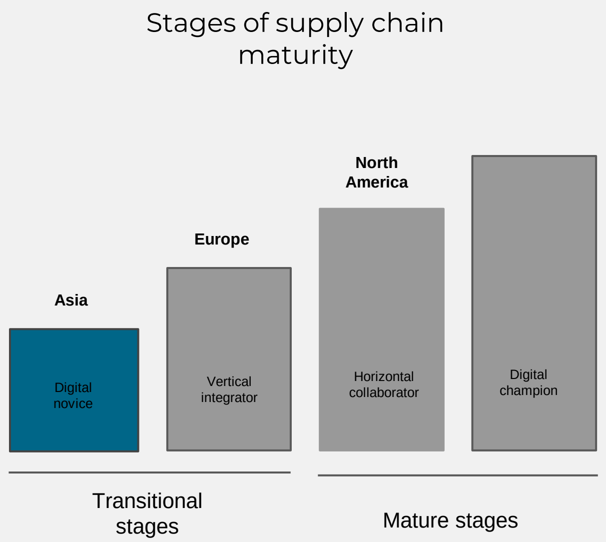
- **Borders**
- **Partners**
- **Sub-contractor visibility**
- **Time to Payment (Cashflow)**
- **Compliance**
- **Efficiency**
- **SLA Management**
- **Item level tracking**
- **Complex integrations**

THE INDUSTRY

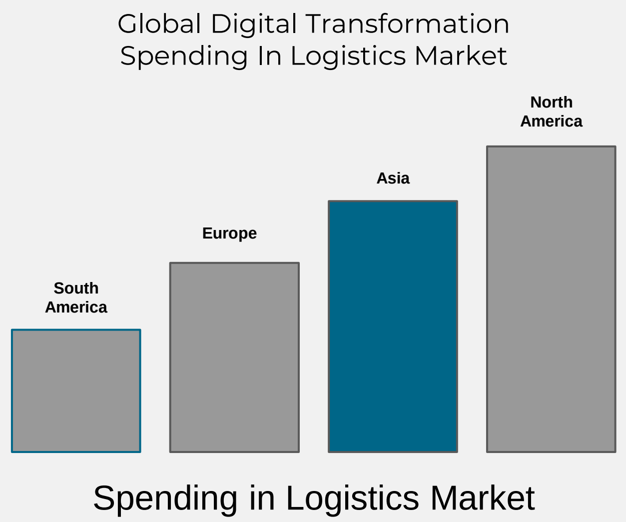
Supply Chain Maturity and Market Size

Asia is a huge and growing market that is a digital novice representing a huge opportunity for Yojee

statista 2020



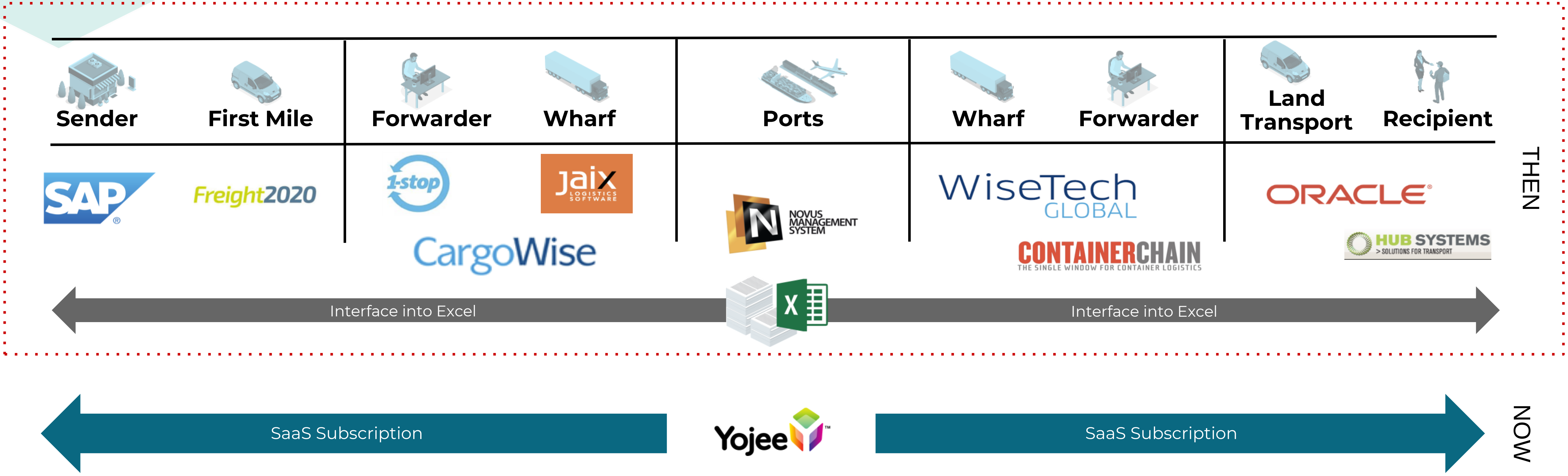
Yojee Internal Research, 2020



Transparency Market Research, 2018

THE FRAGMENTED INDUSTRY

Largely due to being built in the 90s; solutions are only available to the very largest companies and only solve for discrete journey legs.



INTEGRATES ACROSS THE ENTIRE SUPPLY CHAIN TO PROVIDE BETTER VISIBILITY, ACCOUNTABILITY AND CONTROL

KEY ACHIEVEMENTS 2020

We expect continued project go live events with previously announced new country agreements in coming weeks.*

We have received very positive feedback from our existing enterprise clients from our platform deployments and expect this to result in identification of further opportunities in countries within their global operations.

3 GLOBAL LEADERS SIGNED*

4 LARGE SCALE DEPLOYMENTS
PHILIPPINES, THAILAND, MALAYSIA, SINGAPORE*

AUD 20M RAISED CASH RUNWAY

* https://www.asx.com.au/asxpdf/20200824/pdf/44lt54ww6fnyr7.pdf
https://www.asx.com.au/asxpdf/20200518/pdf/44hx1xntgbnqf6.pdf
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