Yojee™

Investor Presentation
July 2021
ASX: **YOJ**

Visibility

Accountability

Control

YOJEE SaaS LOGISTICS – See The World Flow

www.yojee.com

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CORPORATE **HIGHLIGHTS**

Yojee Logistics Platform fully functional and currently supporting significant demand for implementation of digitised logistics hubs

3

Global Enterprise Clients Contracted and Generating Revenue in SE Asia
(Global top 10 freight forwarders operating in well over 100 countries each)

100+

Leading Trucking Companies
(Subcontractor network)

126
Logistics hubs

Embedded Growth Pathway
(Yojee Platform currently lives in 6 hubs live with existing Enterprise Clients, 2 undergoing implementation)

12%

Logistics as a percentage of Global GDP[1]

Ed Clarke

Co-founder & MD

"As a founder, you have ambitions to create something both valuable as a business, and valuable to society. In our case, we set out to facilitate the flow of freight movements into a single ecosystem, simplifying the complex and reducing carbon emissions for a greener planet. It is profoundly satisfying to have developed and own proven technology to achieve this, and some of the largest companies in the world joining us in creating new levels of efficiency."

[1] Armstrong & Associates, Global 3PL Market Size Estimates, 2019 Logistics Cost, March 2020

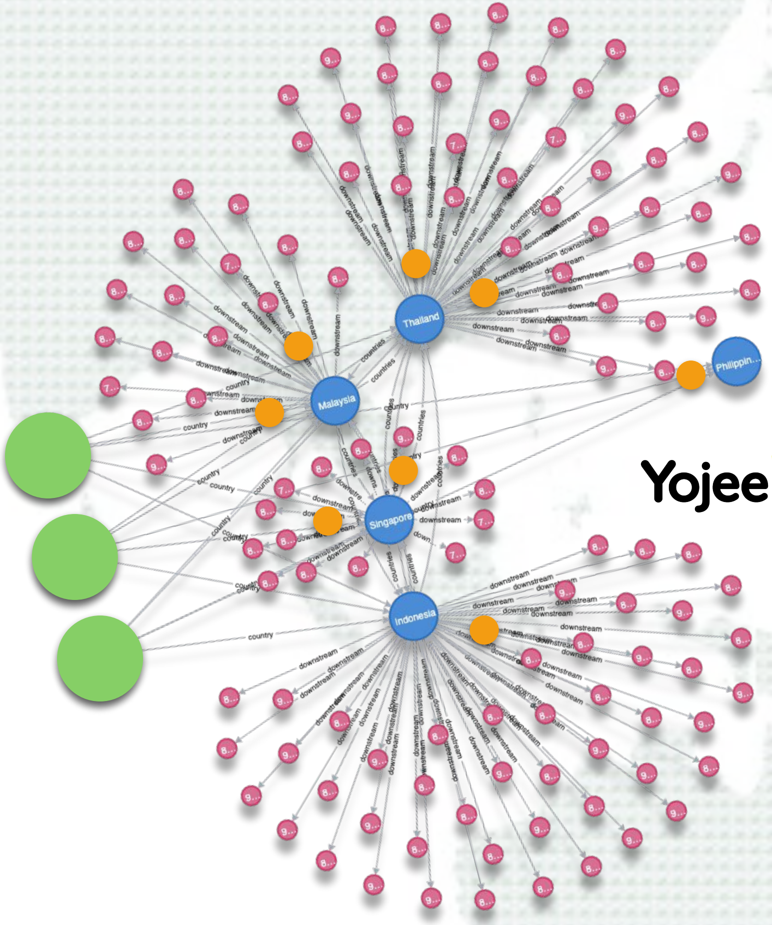
YOJEE'S GROWING **NETWORK EFFECT**

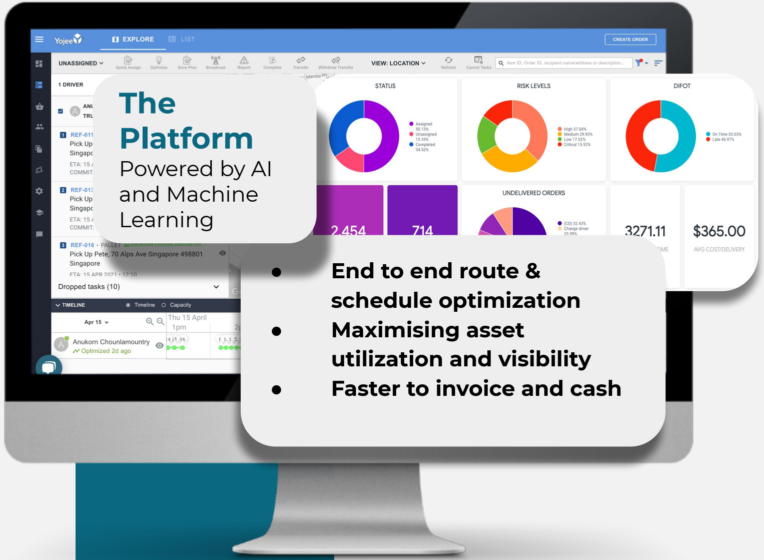
Enterprise Client

Country

Hub

Subcontractor Network





The Platform
Powered by AI and Machine Learning

- **End to end route & schedule optimization**
- **Maximising asset utilization and visibility**
- **Faster to invoice and cash**

MEET **YOJEE**

Yojee exists to facilitate the flow of freight movements into a single ecosystem, making the complex process of managing land transport simple and accessible to all players and reduce carbon emissions for a greener planet.

- **Visibility**
  Incomplete supply chain visibility is hindering companies with their logistics strategy, growth and profitability.
- **Accountability**
  Managing risk and accountability remains a top business priority for the majority of supply chain leaders.
- **Control**
  Companies are struggling to meet the increasing customer demand and at the same time, to gain more control of their operations including cash flow.

For all companies of all sizes

OPTIMISING FOR **A BETTER PLANET**

CO2

89% Increase in delivery efficiency & 30% reduction in distance travelled

STOP

Child Labor Supporting control of responsible supply chains

GROW

Green strategies improve top line and align with cost savings

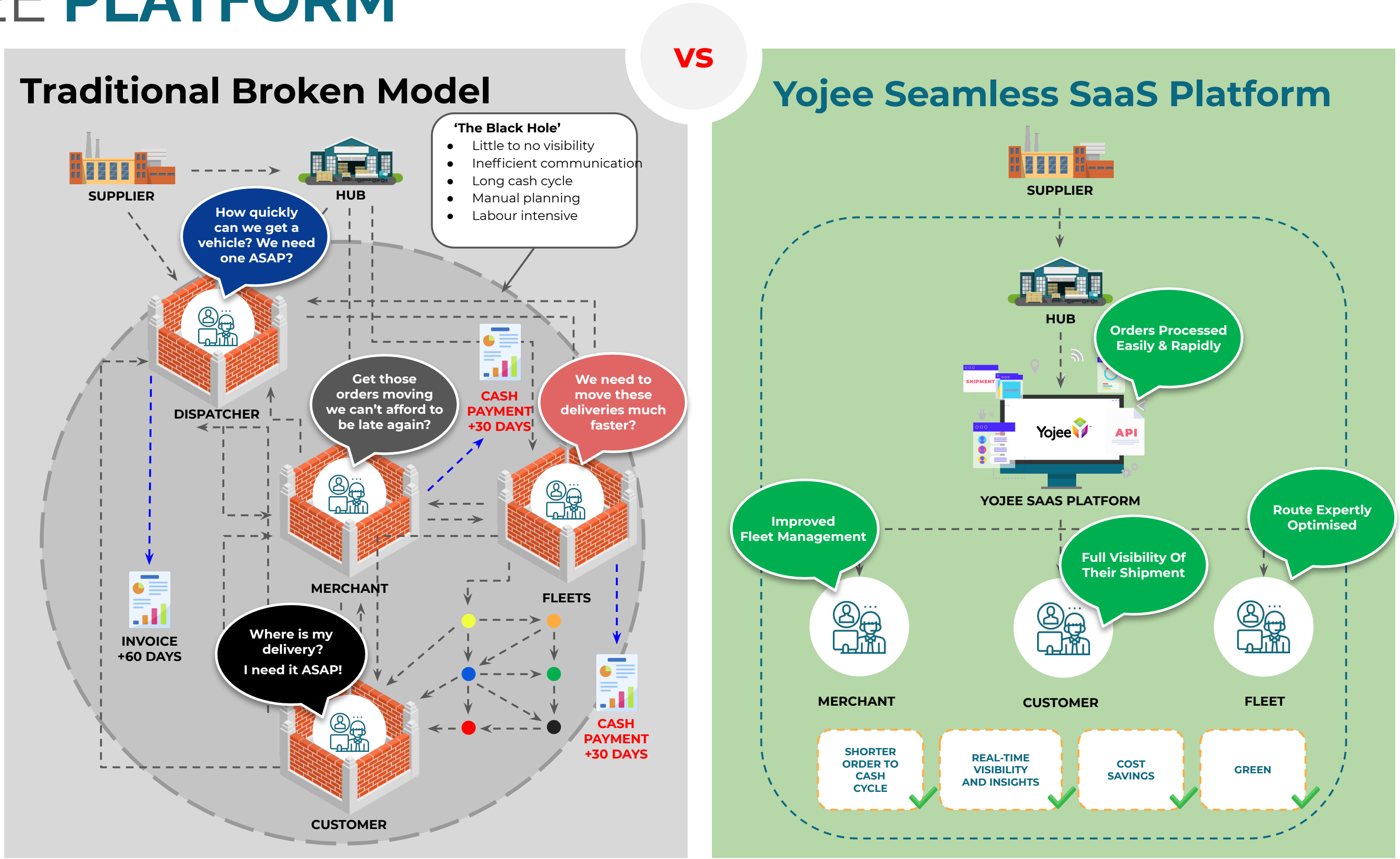
Yojee exists to **see the world flow.** We set out to create the most efficient land transport networks, from end to end. We are committed to creating world leading technology and supporting our customers in:

- Reducing CO2 Emissions
- Making smarter cost versus environment decisions
- Reducing paper and waste
- Supporting responsible supply chains
- Preventing child labour

We aim to see our rivers flow and green along our highways carrying freight optimised by Yojee Technology.

THE YOJEE **PLATFORM**

Yojee exists to facilitate the flow of freight movements into a single ecosystem, making the complex process of managing land transport simple and accessible to all players and reduce carbon emissions for a greener planet.



CHALLENGES ADDRESSED IN **ONE PLATFORM**

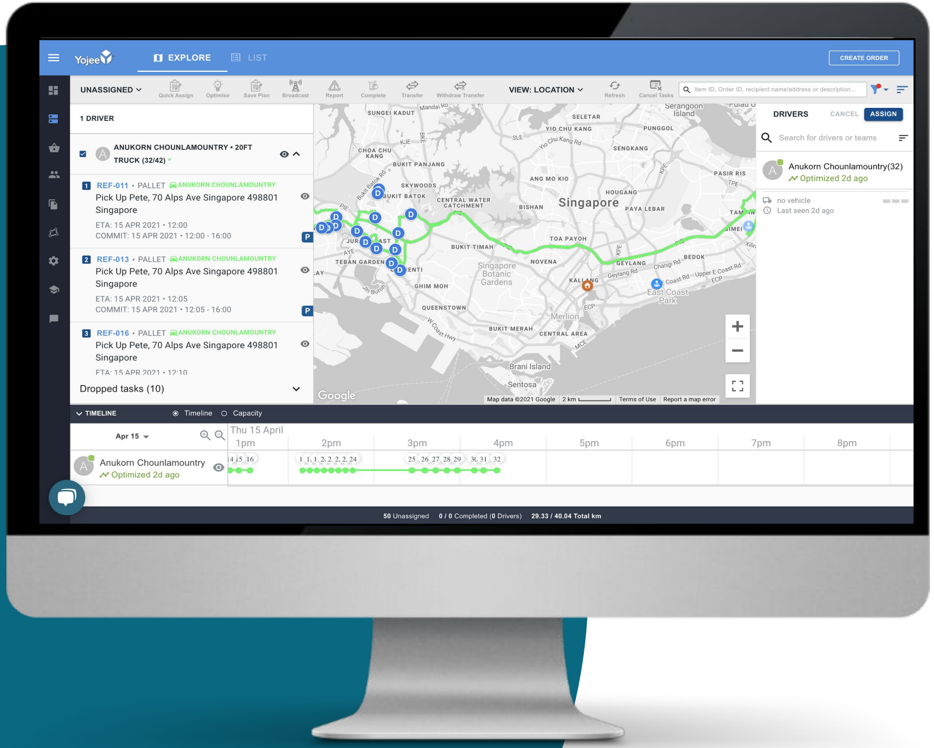
TENS OF THOUSANDS OF ROUTES **EXPERTLY OPTIMISED** AND ASSIGNED IN SECONDS

Add Rules And Be On Time
Delight your customers while executing against a large number of rules such as narrow delivery time windows.

Large Operations Made Easy
Solve large scale operations without large scale teams.

Lower Operating Expenses
Eliminate manual route planning, understand profitability and attain peak ROI for assets.

Leverage Real-Time Best Route Information
Monitor and replan against intelligent map and traffic data.



PLAN & RE-ROUTE ON DEMAND

Expertly optimized route plans in seconds
Control to make decisions on the fly.

Timeline
Drag and drop orders instantly to replan and adjust.

Plan, Respond and Adapt
Plan in advance or adjust on the fly.

Late Orders Solved
Add late orders to routes and re-optimise.

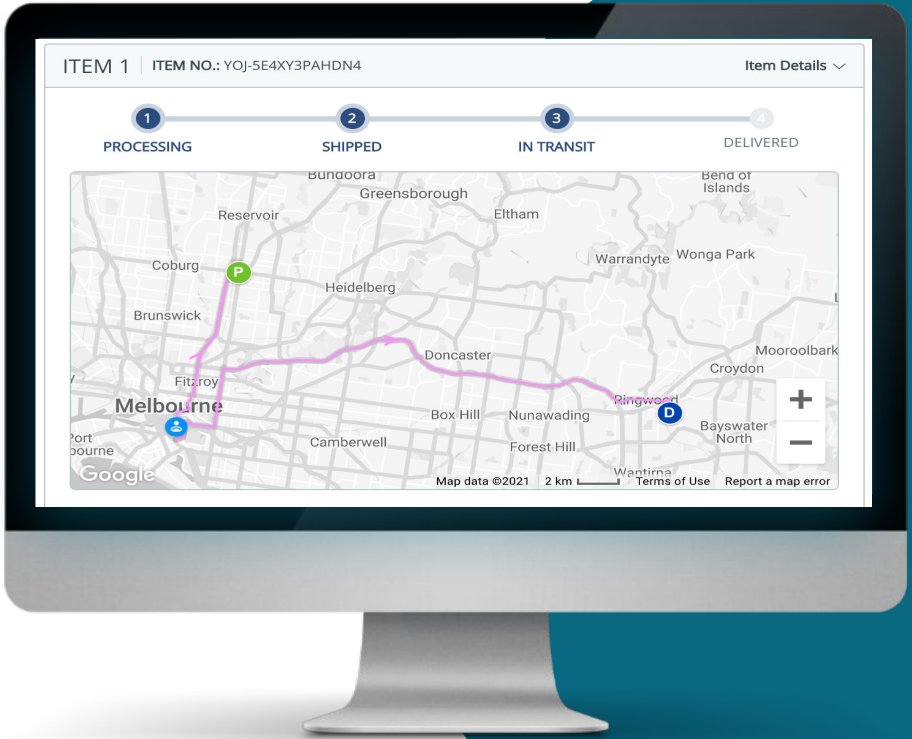
PROCESS ORDERS **EASILY & RAPIDLY**

User Friendly Interface
Simple user experience, create delivery bookings in seconds.

Booking Page
Intuitive customer facing booking and tracking portal.

Seamless API Integration
Integrates with any platform including ERPs, Cargowise, Customer Systems and much more.

File uploads
Upload other order formats such as email and spreadsheets.



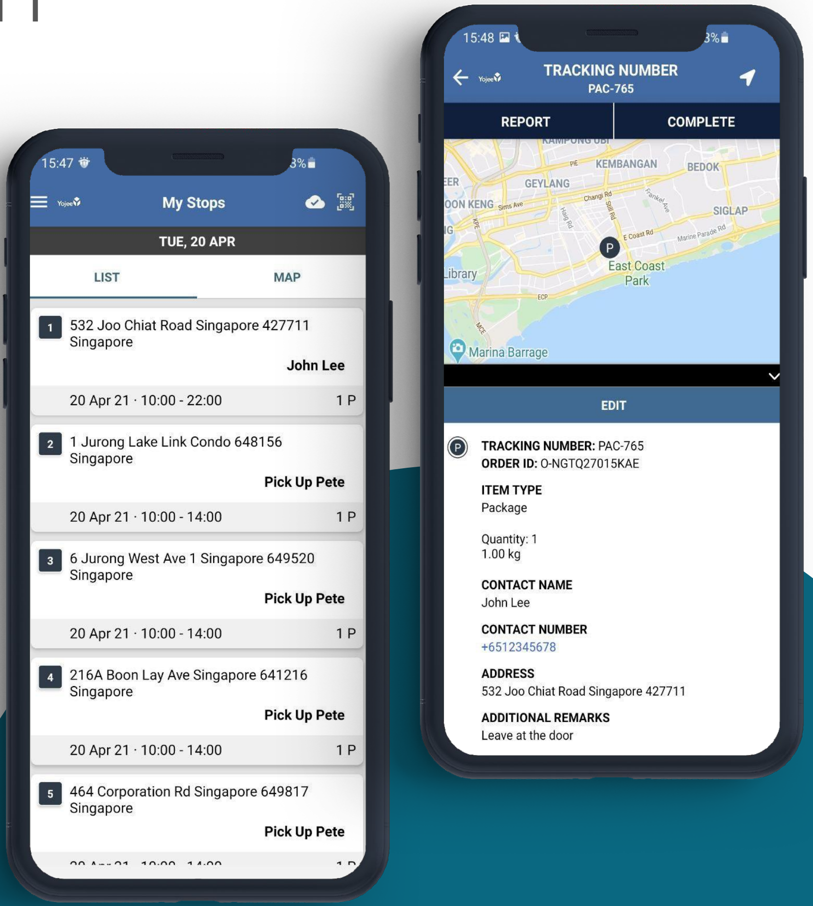
DRIVER MOBILE APP WITH **POWERFULLY SIMPLE** ROUTE VISUALISATION AND COMMUNICATION

Automatic Route Planner and Visualisation
Improves delivery times, reduces administration and avoid wasted mileage.

Improved Communication With Drivers & Dispatchers
In-app direct messaging empowers real time communication.

Real Time, Responsive Route Optimisation
Navigation for drivers.

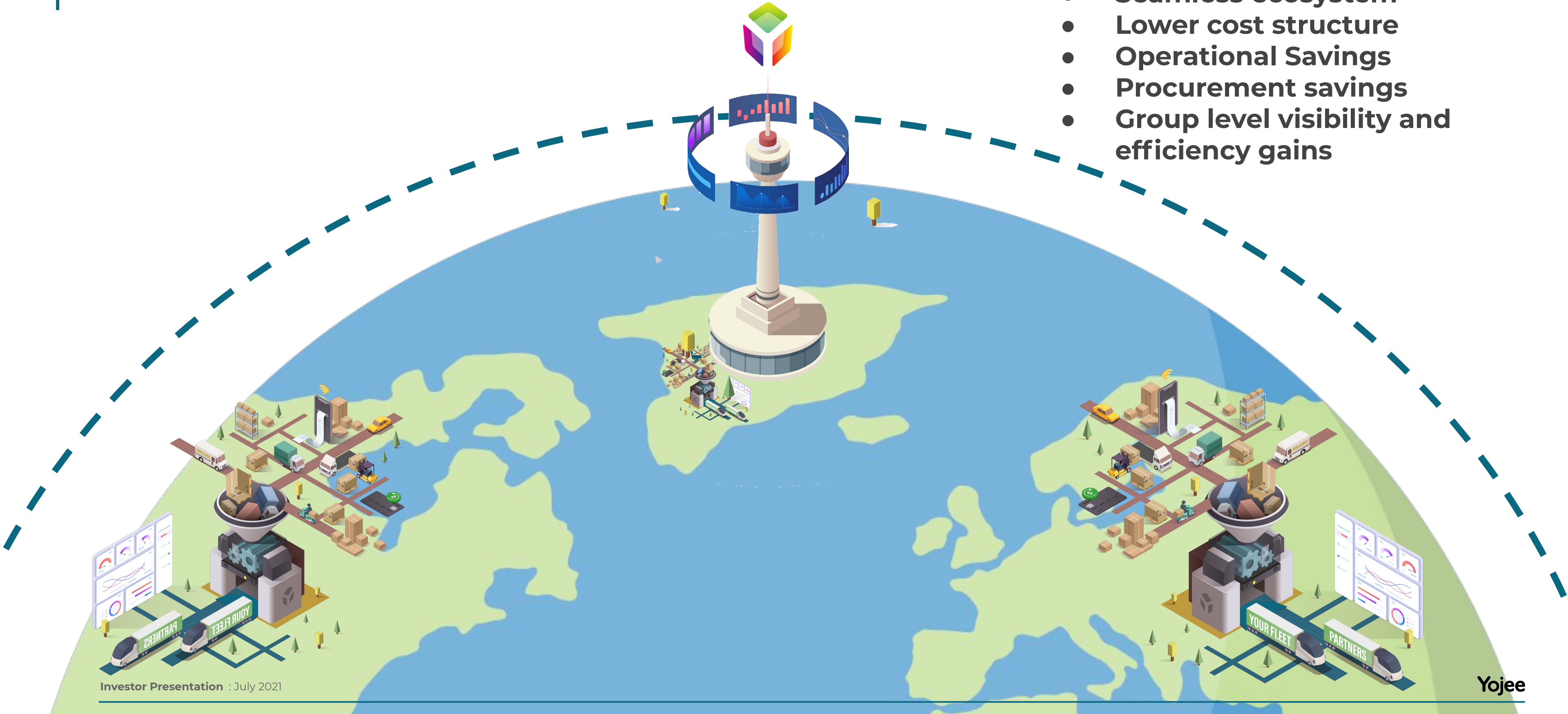
Help your Drivers Rapidly Respond To Changes
Push notifications for new jobs and updates.



THE YOJEE
NETWORK EFFECT

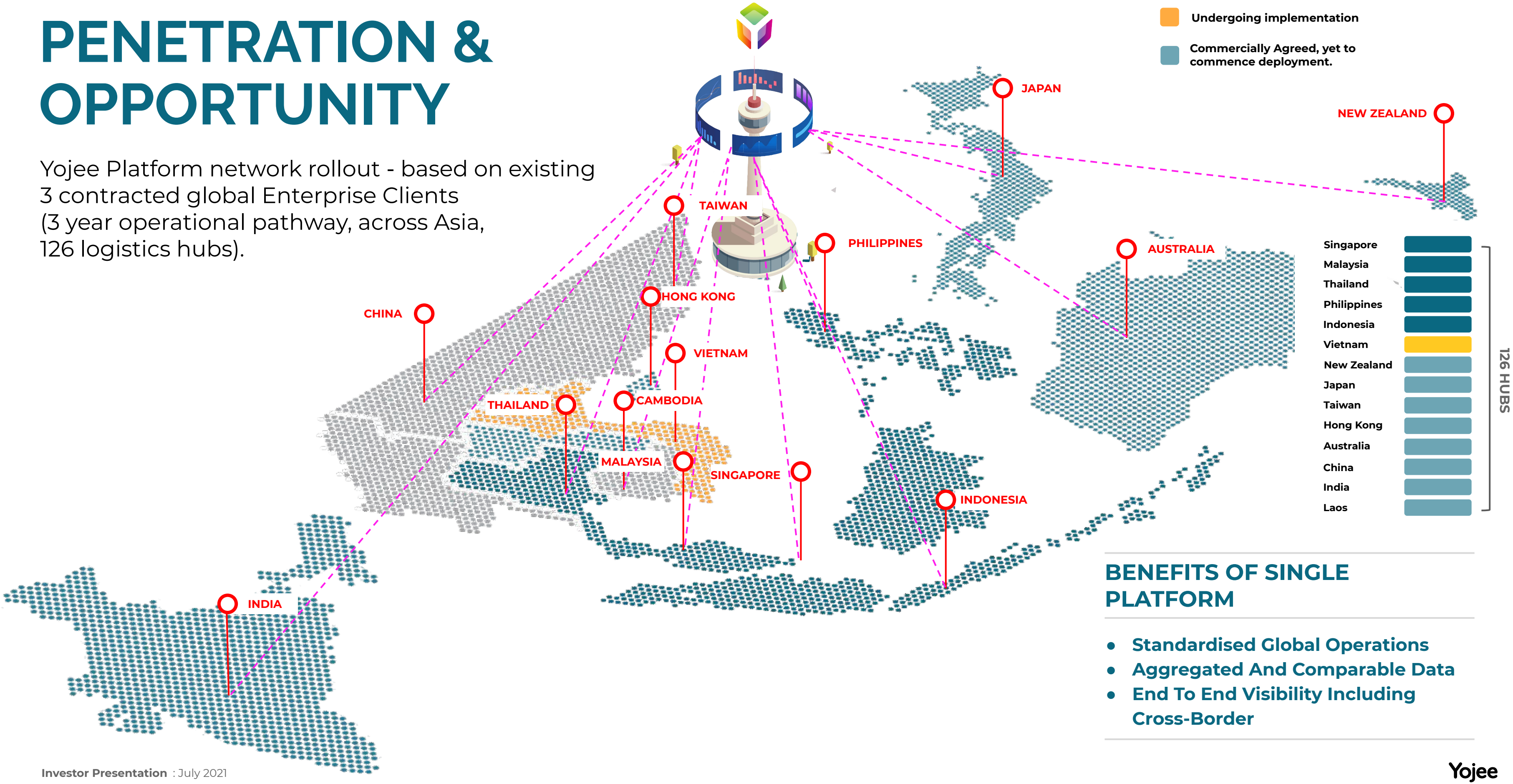
Network Growth Model

- Land and expand
- Seamless ecosystem
- Lower cost structure
- Operational Savings
- Procurement savings
- Group level visibility and efficiency gains



POWERING ASIA - PENETRATION & OPPORTUNITY

Yojee Platform network rollout - based on existing 3 contracted global Enterprise Clients (3 year operational pathway, across Asia, 126 logistics hubs).



BENEFITS OF SINGLE PLATFORM

- Standardised Global Operations
- Aggregated And Comparable Data
- End To End Visibility Including Cross-Border

GREAT **SCALE**

Achieved in last 12 months[2]

4,000,000+

Freight movement transactions processed by Yojee Platform.

Addressable - medium term

3 year operational pathway
(based on existing 3 global Enterprise Clients)

19
Countries in APAC

126 HUBS

Existing Customer TAM[1]

$100bn

Existing Industry TAM

US$9tn[3]

89%
Delivery efficiency[2]

30%
Fuel/Cost savings in KM travelled[2]

3
Global Enterprise Customers[2]

100+
April 2021
Leading Trucking Companies

[1] Total addressable market (TAM) - combined annual revenue generated by Yojee's current 3 global Enterprise Clients in financial year 2020
[2] Achieved with Yojee Platform for Enterprise Clients as at 31 March 2021
[3] Statista, Logistics Market Costs, Accessed July 2021

FUTURE IN NUMBERS Yojee Platform rollout

1. Expanding beyond current countries within existing 3 global Enterprise Clients' global footprints

2. Signing agreements with additional Enterprise Clients (global freight forwarders and domestic leaders)

3

TARGET HUBS PER APAC COUNTRY

126

TARGET HUBS WITHIN EMBEDDED GROWTH

$300K p.a.

HUB PROVEN VALUE

ADDRESSABLE MARKET **VERTICALS**

Yojee is uniquely positioned to capture the global logistics market, which accounts for 12% of global GDP and is uniquely positioned to make complex processes simple

e-Commerce, First Mile & Last Mile	3PL - Distribution	Forwarding	Haulage	Contract Logistics	4PL
$580 bn mkt	**$1,216 bn mkt**	**$254 bn mk**	**$3,891 bn mkt**	**$440 bn mkt**	**$56 bn mkt**

Current problem

e-Commerce, First Mile & Last Mile / 3PL - Distribution

- Visibility for the client with ETA delivery updates - notifications
- Optimised planning of fleet to meet delivery time slots
- Track and trace of delivery and epods

Forwarding / Haulage

- Delivery execution tool to maximum SLA performance
- Optimise your load density and route planning
- Capture delivery costs and streamline invoicing

Contract Logistics / 4PL

- Optimised planning and fleet utilisation
- Minimising administration for client billing and delivery partner payments
- Cost management visibility when choosing carrier delivery options

How we solve it?

e-Commerce, First Mile & Last Mile / 3PL - Distribution

→ Maximise cost benefits when choosing delivery partners
→ Maximise delivery density with optimisation
→ Provide a streamlined customer experience

Forwarding / Haulage

→ Flexible booking and payment options for clients
→ Manage delivery partnerships with an aligned data management process decreasing the cost of service
→ Flexible mobility capabilities to capture and generate costs and proof of delivery

Contract Logistics / 4PL

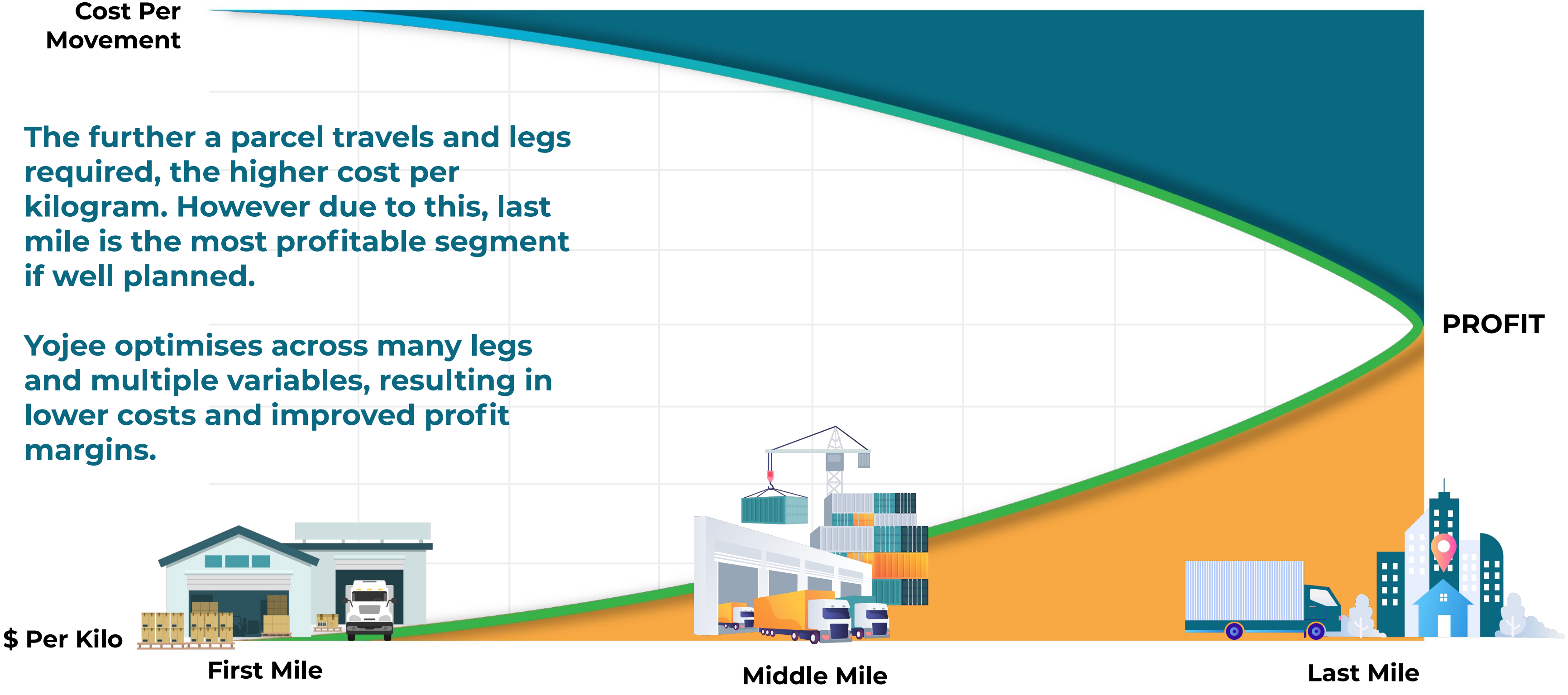
→ Maximise cost benefits when choosing delivery partners
→ Maximise delivery density with optimisation
→ Provide a streamlined customer experience

Source
Statista, Logistics Market Costs, Accessed July 2021
Lloyd's Loading List Freight Directory News

WE **SOLVE** END TO END

The further a parcel travels and legs required, the higher cost per kilogram. However due to this, last mile is the most profitable segment if well planned.

Yojee optimises across many legs and multiple variables, resulting in lower costs and improved profit margins.



STRONG **DEFENDABLE** POSITION

CONNECTED

- GLOBAL LEADERS ACT AS MARQUEE MEMBERS OF NETWORK
- OVER A HUNDRED PARTNERS ALREADY PARTICIPATING AND GROWING
- CONNECTIVITY INTO BOTH THE COMMERCIAL AND PHYSICAL ENVIRONMENT (COST DECISIONS AND REAL TIME TRAFFIC)
- API DRIVEN END TO END NETWORKS

+

NETWORK

- PARTNERS AND SUBCONTRACTORS CAN CONNECT IN UNDER 30 SECONDS WITH THE CLICK OF A BUTTON
- HIGH BENEFITS OF INVITING ALL PARTNERS INTO YOJEE NETWORK
- CAPABILITIES BETTER DISCOVERED AND CREATED
- FAST AND SIMPLE WAY TO A FULLY CONNECTED SUPPLY CHAIN

+

INSIGHTFUL

- NETWORK DATA IS CAPTURED AND STORED TO PROVIDE INSIGHTS AND REPORTS
- ENABLES COMPLEX PREDICTIVE AND SELF LEARNING MODELS
- CONTINUED LEARNING TO CREATE CONTINUOUS INCREMENTAL EFFICIENCY GAINS
- NETWORK PLUS BUSINESS INTELLIGENCE LEADERSHIP

UNIQUE SUPPORT **FOR END TO END LOGISTICS**

World's largest global supply chain leaders

Yojee is working with several of the world's largest global supply chain leaders with over $100 Billion in combined annual revenue.

Seamless integration

Our technology platform seamlessly integrates with the world's leading ERPs and cross border platforms.

Enterprise-grade, end to end

We empower enterprise-grade transport projects from end to end.

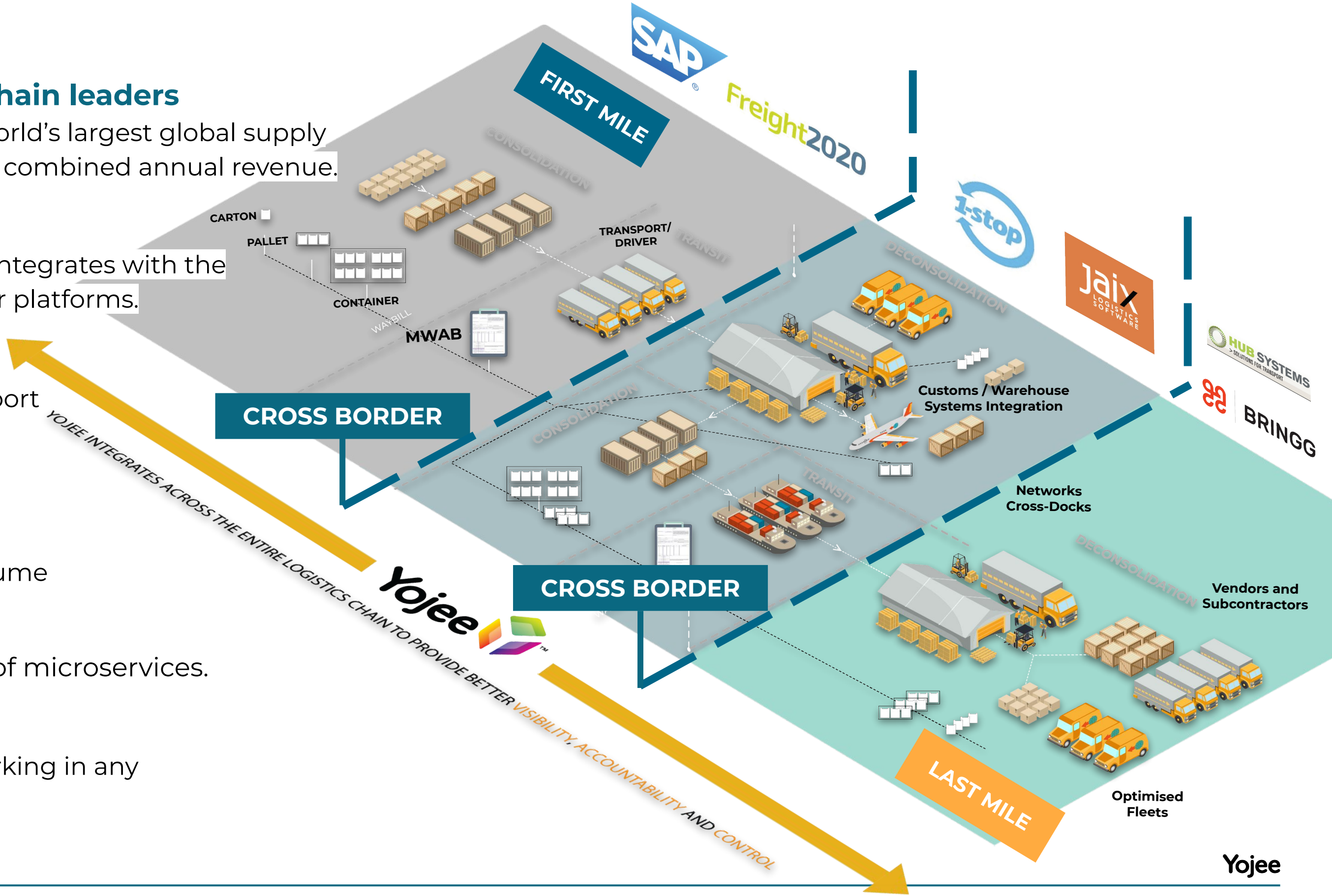
High volume ecommerce distribution capability

Yojee lead in optimisation of high volume ecommerce distribution networks.

Unique platform powered by **100's** of microservices.

Any language

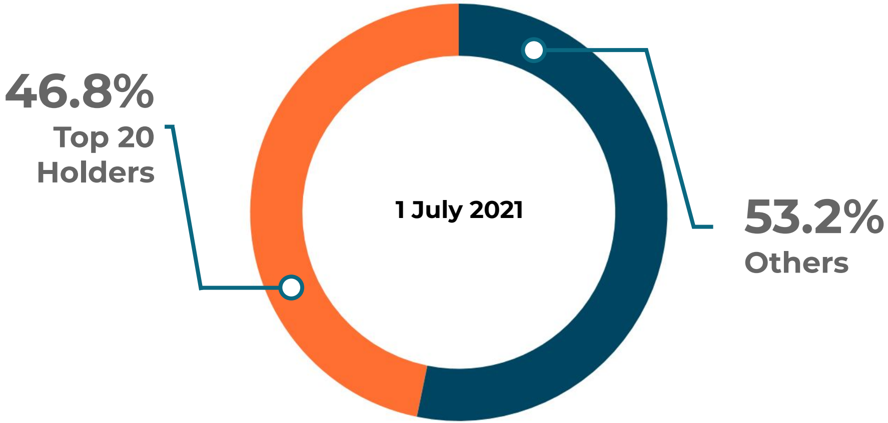
A truly global platform capable of working in any language.



CAPITAL **STRUCTURE**

Shares on issue[1]	**1,112,518,578**	at 1 July 2021
Market cap	**$211m**	at 1 July 2021
Cash at bank	**$19.8m**	at 31 March 2021

[1] Excluding unquoted options and performance rights totalling 46,678,943



MEET THE YOJEE **LEADERSHIP TEAM**

Managing Director & Co-Founder
Ed Clarke

Ed has led Sales and Marketing and raised funding from Asia and Silicon Valley with two successful Asia Pacific based startups taking innovative blue ocean technology platforms to market in areas such as Real-Time Communication, Big Data Marketing and E-Commerce.

Chief Finance Officer
Ciaran Gunne

Ciarán is an FCCA qualified CFO with 15 year's experience mainly in investment banking and consulting. Ciarán has spent most of his career working in a variety of finance management positions with Accenture in Europe and Barclays in Asia.

Executive VP of Product and Commercials
Mark Connell

Mark has over 25 years of experience in Technology and Logistics globally, with a strong background in Engineering, Sales and Marketing and, Product and Project Management with a proven track record with companies such as Mainfreight and WiseTech Global.

Chief Technology Officer
Vivek Aditya

Vivek built technology stacks from scratch to success for various VC backed companies in the Logistics and Fintech space including Singapore Post Group. Since joining Yojee Vivek built an enterprise grade technology team and deployed the future ready v2.0 platform.

Chief Experience Officer
Paul Bell

Paul is a Supply Chain Technology professional with 20 years experience across Supply Chain Consulting, Solution Development and Business Transformation. Paul has extensive experience in building and delivering Supply Chain and Logistics Systems Programs for clients in Australia and across Asia.

VP of People and Culture
Nadia Marks

Nadia is an experienced people & culture professional with 20 years experience across high-tech, oil & gas, engineering and financial services industries. Nadia has worked in a number of countries across Asia Pacific and Europe with a strong focus on business partnering and deploying strategic human capital initiatives.

Executive VP of Sales and Marketing
Nick Zabikow

Nicholas (Nick) is a logistics technology expert with success in building, scaling and leading organisations in the logistics tech space. Nick has extensive experience in building tech companies in the United States. Namely, Neopost. Where he drove rapid growth from the ground up.

MEET THE YOJEE **DIRECTORS AND ADVISORY BOARD**

Board of Directors

Chairman
David Morton

David is a corporate banker with a career spanning 40 years at Westpac and HSBC. He has recently returned to Australia after 12 years working in Asia.

Non-Executive Director
Ray Lee

Ray is a port management executive with over forty years international logistics and shipping experience including as a former Director of DP World Australia and played a key role leading DP World's Australasian port operations.

Non-Executive Director
Gary Flowers

Gary started his career as a lawyer and was National Managing Partner of Sparke Helmore. He was Chief Operating Officer at Mirvac Group and was instrumental in turning around the Mirvac Group during the GFC.

Company Secretary
Sonu Cheema

Sonu is a company secretary and CPA qualified accountant working with public and private companies in Australia and abroad.

Advisory Board

Chairperson - Advisory Board
Shannon Robinson

Shannon is a corporate lawyer and corporate advisor to ASX and AIM listed and unlisted companies in areas including transaction, mergers and acquisition, strategic, capital raising and general corporate advice.

Advisory Board Member
Lyn Mickleburgh

Lyn is a corporate professional and a Non-Executive Director of ASX listed Altium Limited. She has deep experience in SaaS business models and has held senior executive roles in US listed companies with Atlassian, Adobe Systems and Apple.

Advisory Board Member
Rob Van Es

Rob has held CEO and senior executive roles in international companies including at Illumio and Reffind. He has significant experience in Go-to-Market strategy in the software industry.

Advisory Board Member
Graeme Halder

Graeme is a finance professional and held international roles as CFO of AIM and NASDAQ listed and unlisted companies including at Nord Anglia Education, Camco International and Command Security.

Appendix

Appendix 1

Enterprise Client (global top 10 freight forwarders)

Key enterprise and expansion agreements

Current 3 Enterprise Client agreements and ongoing expansion agreements

- New Enterprise Client agreement: ASX announcement, 15/5/2019
  - Scope extended: ASX announcement, 24/8/2020
- New Enterprise Client agreement: ASX announcement, 18/5/2020
  - Scope extended (Philippines): ASX announcement, 18/6/2021
  - Scope extended (18 additional countries): ASX announcement, 28/6/2021
- New Enterprise Client agreement: ASX announcement, 3/9/2020
  - Scope extended (3 additional countries): ASX announcement, 25/5/2021

Appendix 2

PLATFORM SUBSCRIPTION

SME

$400-1,500+ monthly per hub + transactions. Small & Med. Business

Enterprise

$1,500-4,000+ monthly per hub + transactions.

REVENUE MODEL GUIDE

2-3 YEARS TYPICAL CONTRACT LIFETIME

Yojee has invested heavily in building enterprise grade technology to penetrate deeply and create stickiness across supply chains to enable ongoing growth and partner network development.

PLUS TRANSACTION FEE

$0.20 per Parcel
$0.40 per Pallet
$1.20 per Container

Eg: Company X pays $1,500 p.m. plus $500 in transaction fees (2,500 parcels delivered) for a $2,000 monthly bill.

Investors and media

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