29 July 2022

Yojee June Quarter Q4 FY2022 Activity Report

Record annual growth in revenue and cash receipts and building recurring revenue pipeline

HIGHLIGHTS

- Annual growth in cash receipts of 63% ($1.64m) and revenue of 95% ($2.07m) round out a solid FY2022 in a complex Covid and conflict affected operating environment, with $569k in receipts (up 133% on Q4 FY2021) and $590k in revenue (up 64% on Q4 FY2021) added in the June quarter.[1]
- Advanced revenue pipeline of initial core Enterprise client expansion, new Enterprise clients in commercial stages of negotiation, and an increase in SME business sets good pace for start of FY2023.
- Existing contracts and core revenue growth outlook remain positive, and newly developed areas such as Connected Warehouse (IOT) are now revenue generating.
- The Company has cash at bank as at 30 June 2022 of $11.44 million.

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 Company is pleased to provide commentary for the quarter and year ended 30 June 2022.

MANAGING DIRECTOR'S UPDATE AND OUTLOOK

Yojee Managing Director Ed Clarke said, "During the June 2022 quarter, despite the continuing worldwide dislocation in supply chain and logistics:

Industry Outlook

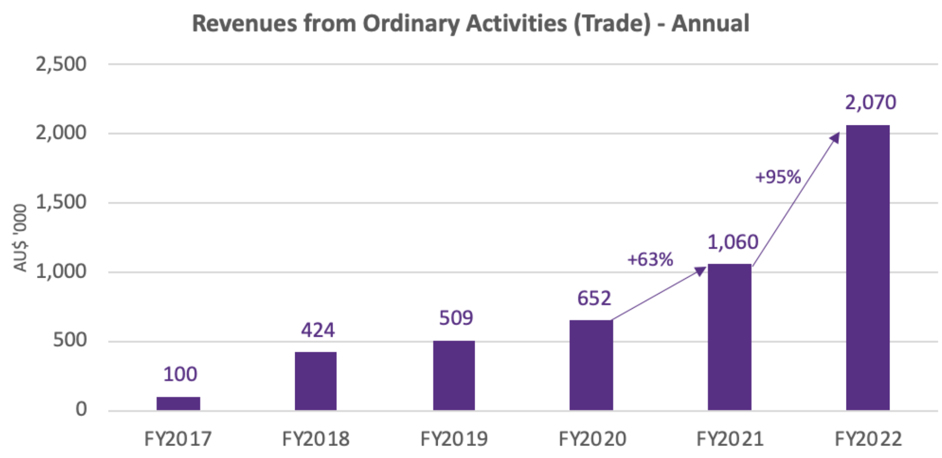
- existing key clients have experienced strong profits and continue to assure us of their commitment to expansion and investment in technology moving forward, moving into new locations and over to new areas such as cross-border trucking and last mile in addition to expansions in existing areas such as container haulage, distribution and eCommerce.

Yojee Performance

- doubled our revenue and significantly grew our cash receipts; and
- added a number of key strategic channels of revenue, including Yojee's new warehouse product.

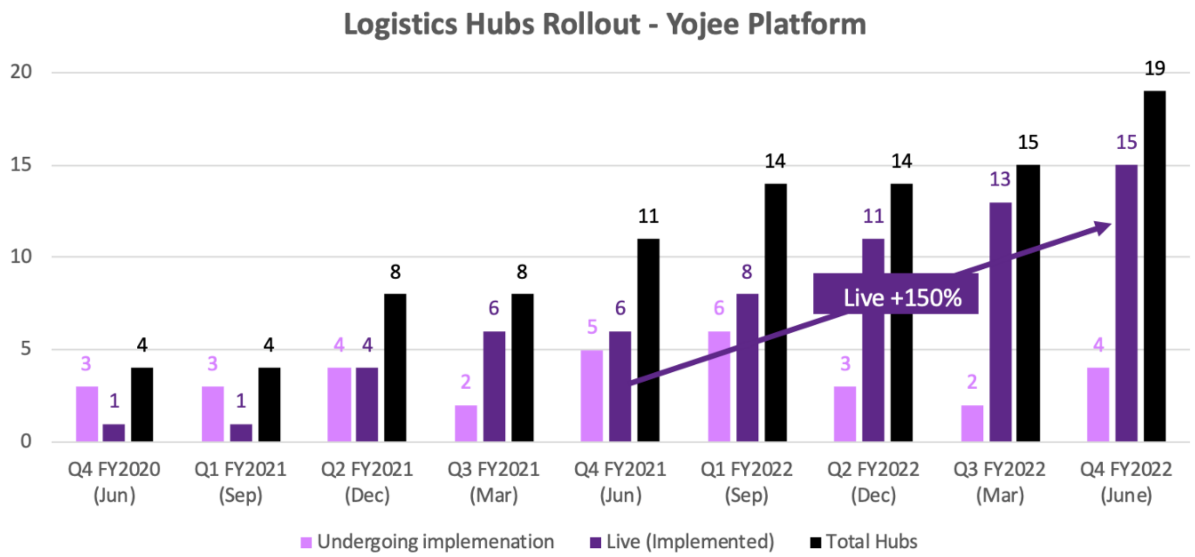
Despite the ongoing worldwide disruption due to Covid and conflict, Yojee is strongly positioned with a growing recurring revenue base, new revenue pipelines, zero debt and strong cash reserves – all of which are funding future growth.”

Yojee’s revenue is trending in line with the development of the Enterprise program, with new areas of recurring revenue constantly being added:



Hubs Rollout Summary – Yojee Platform

Yojee’s Initial Enterprise program, a core current revenue driver, is steadily building in line with previous announcements:



Note: graph excludes recently announced expansion contracts which are at a planning stage.

FINANCIAL RESULTS[1]

Yojee's revenue model consists of a combination of monthly subscriptions, transactional revenues and platform implementation fees.

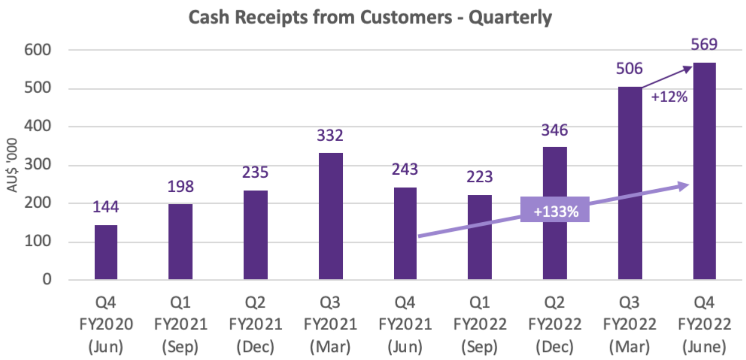
The retail and eCommerce segment from which Yojee derives a significant portion of its revenues exhibits strong seasonality, with the March quarter being the low quarter (16% of annual industry volume) and progressively increasing to its peak in the December quarter (40% of annual industry volume)[2].

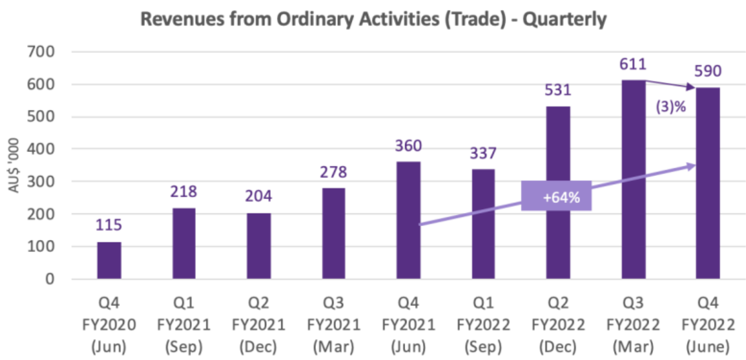
Cash receipts and revenue achieved record annual growth in FY2022 (a 133% increase on the prior year). This was mainly as a result of strong growth in the Enterprise program, with 15 live hubs generating revenue (an increase of 2 on the prior quarter).

Cash receipts were $569k, up 133% on the same quarter in the prior year (Q4 FY2021), and up 12% on the prior quarter (Q3 FY2022). Full year cash receipts for FY2022 of $1.64m were up 63% on FY2021.

Revenue (trade) was up 64% on the same quarter in the prior year (although 3% less than in the prior quarter due to the timing of revenue recognition in previous quarter). However, core recurring revenue grew with full year revenue (trade) for FY2022 of $2.07m (up 95% on FY2021). This growth would have been even stronger however one of our Enterprise clients in the contract logistics space lost a major contract which impacted revenue growth through lost volume from a single hub.

Net cash from operating activities outflows was AU$1.32m (Section 1.9, Appendix 4C), an improvement of 8% on the prior quarter, supporting our Enterprise client expansion across our core product (Yojee Platform) and new Connected Warehouse module. The operating activities continue to deliver scale efficiencies with the signing of new agreements and the implementation of its Platform with customers.





CURRENT PIPELINE, IMPLEMENTATION AND ROLL-OUT[3]

Growth Opportunity and Growth Levers: Yojee has a strong advanced pipeline of existing Enterprise Client expansion, new Enterprise Clients in advanced and commercial stages, and an increase of SME business to 17 new SME customers in the quarter, setting a good pace for FY2023.

Initial Enterprise Clients: Yojee's Platform continues to be delivered in line with implementation schedules set out by its base of existing tier one global Enterprise clients. These clients total 4 which are global top 10 logistics groups (freight forwarders and shippers). (See **Appendix 1 and 2** at the end of this announcement for further information and links to prior announcements of contracts signed with customers).

Logistics hubs rollout: At the end of the quarter, 15 logistics hubs are live, up 150% on the same quarter prior year. In the quarter, 4 additional hubs moved into an implementation phase with existing Enterprise Clients, of which two are for the new Connected Warehouse product (IOT).

Significant developments occurred in the quarter, with 3 new top tier Enterprise Clients agreeing to undertake initial deployments, commercial or post tender pilot programs of Yojee's Platform, putting Yojee on track to grow from its Enterprise Client base from 4 to 7. These new Enterprise clients are Australian, Indonesian and Japanese domestic logistics leaders with international reach. Activities with these 3 new Enterprise Clients are not included in the above hub update.

Live hubs have reached 11% of the embedded growth pathway objective of the Company which, as per previous announcements, is to reach 126 hubs with the initial four global Enterprise clients.[2] That objective remains on track. The Company has put strategies in place to support faster navigation through these initial Enterprise clients and looks forward to stronger results with the existing Enterprise clients being complemented by strong new client growth in FY2023.

OPERATIONS AND GROWTH

Roadmap: Yojee's leadership has set a roadmap of unique functionality to drive the logistics industry towards cleaner fuels and electric vehicles, a roadmap which is fair and creates opportunities for growth. We believe this will offer increased profitability for operators and the ability to reduce carbon emissions for reporting for our current and new global and publicly listed customers. The Company and its major clients are excited about developing this part of the business and what it can do for the growth and value of our offering, the community we operate in, and the broader environment.

Yojee Platform: The Yojee Platform continues to achieve strong value add for its Enterprise and SME Clients with more advanced financial reporting and pro forma invoicing functionality added along with major user experience and interface enhancements.

Yojee Connected Warehouse (IOT): Following the launch of 'Yojee Labs' (Labs) in September 2021, one commercial beta subscriptions of the product went live during the quarter on a large warehousing site with more imminent (implemented completed) with two leading global enterprises, with which Yojee is already working (see ASX announcement 14 June).

The Connected Warehouse product uses IoT to improve productivity in warehouse operations and is unique in design and is already gaining the interest of a number of leading global logistics groups including new customers not yet on the Yojee Platform.

ISO/IEC Certification: The Company is pleased to advise it has obtained ISO/IEC 27001 Certification. The Certification is an important international standard focused on information security by International Organisation for Standardisation (ISO), in partnership with the International Electrotechnical Commission (IEC). For Yojee's customers, this shows our commitment to ensure the confidentiality, integrity and availability of their information on the Yojee platform and is the culmination of design and implementation of significant business processes specifically developed to meet the standard.

CORPORATE

Market engagement: Managing Director Ed Clarke presented to the Strawman investor community on 29 June 2022 (view the recording here).

Cash position: The Company's cash position as at 30 June 2022 is AU$11.44m, with no debt.

Related party payments: As required by ASX Listing Rules, Yojee notes that the amount disclosed in the Appendix 4C under Section 6, Payments to related parties of the entity and their associates, relates solely to the payments during the quarter of salaries and wages to members of the Board of Directors amounting to AU$121k.

Operating expenditure: Expenditure in the December ended quarter relating to the ongoing roll-out of the Yojee Platform amounted to cash outflows of AU$1.97m (Section 1.2, Appendix 4C), resulting in a Net Cash from Operating Activities outflow of AU$1.32m (Section 1.9, Appendix 4C). Cash outflows related to ongoing operating expenditures to run business operations which include the key items of Product manufacturing and operating costs, Advertising and marketing, Staff costs and Administration and Corporate costs.

This announcement is authorised by the Board of Yojee Limited.

Appendix A: Yojee Platform Client Agreements

Yojee has to date signed Enterprise level agreements with 4 global Enterprise Clients under Master Services Agreements (MSAs or equivalent). These set the framework of standard terms and conditions for undertaking future rollout (expansion deployments) of Yojee's Platform into Logistics Hubs within clients' operations in a single country, across countries, or multiple Hubs within a country. Read more here:

- Enterprise Client 1 - see ASX announcement dated 15 May 2019
  - Scope extended – see ASX announcement dated 24 August 2020
- Enterprise Client 2 - see ASX announcement dated 18 May 2020
  - Scope extended (Philippines) – see ASX announcement dated 18 June 2021
  - Scope extended (18 additional countries) – see ASX announcement dated 28 June 2021
  - Scope extended (first entry into Europe) – see ASX announcement dated 27 October 2021
- Enterprise Client 3 - see ASX announcement dated 3 September 2020
  - Scope extended (3 additional countries) – see ASX announcement dated 25 May 2021
- Enterprise Client 4 - see ASX announcement dated 23 August 2021
  - Scope extended (additional country) – see ASX announcement 14 June 2022

Appendix B: Yojee Connected Warehouse (previously announced)

Born out of Yojee Labs (launched in September 2021), Yojee has developed a Connected Warehouse solution which it is now marketing to global logistics groups. Read more here about the development journey:

- Yojee launches Labs to power future of supply chain & IoT – see ASX Announcement dated 1 September 2021

- Yojee announces Connected Warehouse Commercial Beta Model – see ASX announcement dated 15 December 2022
- Yojee partners with Here Technologies – see ASX announcement dated 29 December 2021
- Yojee commercialises connected warehouse solution: two subscription orders signed – see ASX announcement dated 16 May 2022
- Yojee warehouse pro duct rollout commercially live – see ASX announcement dated 14 June 2022

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[1] Unaudited
[2] EcommerceIQ Asia, 11 04 2017
[3] Based on a 3 year embedded growth rollout with 4 existing contracted global Enterprise Clients across 14 APAC countries (3 hubs per client per country)

-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 reducing 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 four global top 10 freight forwarders operating in the region. 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.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

YOJEE LIMITED

ABN	**Quarter ended ("current quarter")**
52 143 416 531	30 June 2022

Consolidated statement of cash flows			**Current quarter $A'000**	**Year to date (12 months) $A'000**
1.	**Cash flows from operating activities**			
1.1	Receipts from customers		569	1,644
1.2	Payments for			
	(a)	research and development	(85)	(232)
	(b)	product manufacturing and operating costs	(731)	(2,133)
	(c)	advertising and marketing	(368)	(1,434)
	(d)	leased assets	(10)	(26)
	(e)	staff costs	(242)	(949)
	(f)	administration and corporate costs	(534)	(2,443)
1.3	Dividends received (see note 3)		-	-
1.4	Interest received		20	94
1.5	Interest and other costs of finance paid		-	-
1.6	Income taxes paid		(1)	(7)
1.7	Government grants and tax incentives		55	177
1.8	Other (provide details if material)		7	(42)
1.9	**Net cash from / (used in) operating activities**		**(1,320)**	**(5,351)**

2.	**Cash flows from investing activities**			
2.1	Payments to acquire or for:			
	(a)	entities	-	-
	(b)	businesses	-	-
	(c)	property, plant and equipment	(29)	(117)
	(d)	investments	-	-
	(e)	intellectual property	(577)	(2,012)
	(f)	other non-current assets	-	-

	Consolidated statement of cash flows	**Current quarter $A'000**	**Year to date (12 months) $A'000**
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	**Net cash from / (used in) investing activities**	**(606)**	**(2,129)**

3.	**Cash flows from financing activities**		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	750
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(68)	(215)
3.7	Transaction costs related to loans and borrowings	(1)	(6)
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	**Net cash from / (used in) financing activities**	**(69)**	**529**

4.	**Net increase / (decrease) in cash and cash equivalents for the period**		
4.1	Cash and cash equivalents at beginning of period	13,380	18,403
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,320)	(5,351)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(606)	(2,129)

Consolidated statement of cash flows		Current quarter $A'000	Year to date (12 months) $A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(69)	529
4.5	Effect of movement in exchange rates on cash held	57	(10)
4.6	**Cash and cash equivalents at end of period**	**11,442**	**11,442**

5.	**Reconciliation of cash and cash equivalents** at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	**Current quarter $A'000**	**Previous quarter $A'000**
5.1	Bank balances	11,442	13,380
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	**Cash and cash equivalents at end of quarter (should equal item 4.6 above)**	**11,442**	**13,380**

6.	**Payments to related parties of the entity and their associates**	**Current quarter $A'000**
6.1	Aggregate amount of payments to related parties and their associates included in item 1	121
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

7.	**Financing facilities** *Note: the term "facility' includes all forms of financing arrangements available to the entity.* *Add notes as necessary for an understanding of the sources of finance available to the entity.*	**Total facility amount at quarter end $A'000**	**Amount drawn at quarter end $A'000**
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	**Total financing facilities**	-	-

7.5	**Unused financing facilities available at quarter end**	-
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.	
	N/A	

8.	**Estimated cash available for future operating activities**	**$A'000**
8.1	Net cash from / (used in) operating activities (item 1.9)	(1,320)
8.2	Cash and cash equivalents at quarter end (item 4.6)	11,442
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	11,442
8.5	**Estimated quarters of funding available (item 8.4 divided by item 8.1)**	9

Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: Not applicable

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: Not applicable

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: Not applicable

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.

2 This statement gives a true and fair view of the matters disclosed.

Date: ....29/07/2022..

Authorised by: ....By the Board..
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.