

25 September 2020

Yojee Capital Raising – Binding Commitments of \$20 million Received for Share Placement to Fast Track Growth

Highlights

- Yojee receives binding commitments of AU\$20 million for a strongly supported share placement at AU\$0.20 per share with strong demand from institutional and sophisticated investors
- Yojee introduces several new domestic and international institutional investors to the share register
- Follows strong track record of recent enterprise level customer wins and growing variable fee transactional volume over recent months
- Funds raised will provide the Company the opportunity to target the enormous addressable Ecommerce market and provide it with the opportunity to fast track the roll out of its subscription-based SaaS logistics platform

Yojee Limited (Yojee or the Company) (ASX: YOJ), a cloud-based software as a service (SaaS) logistics platform that seamlessly and uniquely manages, tracks and optimises freight movements along the entire logistics supply chain, is pleased to announce that it has received binding commitments of AU\$20 million for a strongly supported share placement to new and existing institutional and sophisticated investors of 100 million shares at AU\$0.20 per share (**Placement**).

The new shares to be issued under the Placement will rank equally with existing Yojee fully paid ordinary shares on issue. The Placement is being managed by Blue Ocean Equities Pty Limited and Euroz Securities Limited who acted as Joint Lead Managers.

Yojee Managing Director Ed Clarke said, "We have made robust progress in developing a very strong base of multi-year commercial agreements with three leading global freight forwarders and shippers operating in the region over the last 18 months. This has created a sales base that we can progressively grow across their regional operations and beyond over time and has importantly created very strong inbound interest from other leading freight forwarders.

We were delighted with the level of support shown from new and existing investors for the capital raising, whereby the Company received bids well in excess of what was being offered under the Placement. The funds raised from the Placement provide us with the opportunity to fast track our growth and scale-up our projects within existing clients. Funds from the Placement will give us a strong runway to achieve our next phase of growth and scale our technology platform efficiently."

Market opportunity

Digitisation of the logistics industry is the solution to meeting the demands of customers and challenges faced by supply chains. The Yojee platform meets these demands through its digital solution resulting in visibility, accountability, and control of goods movements, which are especially complex in the APAC region where Yojee is primarily positioned.

Leading global freight forwarders are seeking to grow their presence in APAC and broaden their service offering beyond traditional freight forwarding activities to include contract logistics, express services and to serve the burgeoning eCommerce industry. This presents an enormous addressable market for Yojee to deploy its platform across Enterprise and SME clients in the APAC region at a time when digitisation is the key conversation taking place across the logistics industry.

Use of funds

Funds raised in this capital raise will be deployed into the following areas of the business:

- Building a team to support and fast track committed country deployments for large multinational groups along with any additional countries added;
- Fast tracking additional revenue generating features and functionality that forms part of Yojee's strategy; and
- General working Capital.

Transaction structure

The Placement will raise a total of AU\$20 million through the issue of 100 million shares at an issue price of \$0.20 per share. The Placement shares are to be issued pursuant to the Company's placement capacity under ASX Listing Rule 7.1 (10,856,000 Shares) and 7.1A (89,144,000 Shares). The expected date of issue of the Placement shares is Monday, 5 October 2020.

The Placement shares will be issued at \$0.20 per share which represented a 14.9% discount to the last close of \$0.235 per share and a 14.1% discount to the 15-day VWAP of \$0.233 per share.

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

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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 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 commercial agreements with three leading global freight forwarders and shippers operating in the region.

FORWARD LOOKING STATEMENT AND DISCLAIMER

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- (a) are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;
- (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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