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Yojee Signs Agreement with Hawk Logistics in Australia to provide its Platform - Servicing Major Australian Retailer

HIGHLIGHTS

- **2-year Subscription signed with Hawk Logistics, an Australian enterprise grade logistics operator**
- **Yojee's Platform to be used across multiple locations including 3 hubs, growing Yojee's hubs undergoing implementation by 3 to a total of 7**
- **Platform to support a major Australian retailer**

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 announce it has signed a 2-year agreement with Hawk Logistics (Hawk) for its Logistics Platform across 3 hubs.

Hawk Logistics are a rapidly expanding warehouse and freight operator in Australia and have Partnered with Yojee to provide Hawk Logistics with key functionality required by large brand retailers such as a top Australian Major Retailer to provide visibility and execution control for large volumes of daily freight.

Hawk Logistics General Manager Commercial, Brendan Russell said, "Hawk is a rapidly growing organisation and is focused on providing technology and digital infrastructure for ourselves and our customers to scale. Yojee is perfect for this, and we look forward to working closely with them."

Yojee Managing Director Ed Clarke said, "We are very pleased to begin working with Hawk who operate with a technology forward ethos. Our technology fits well with their aggressive growth plans as presented to us. Our developing relationship with Hawk Logistics also highlights an important aspect of our own pathways to attaining growth. With many customers coming through network referrals and introductions, we gain confidence in our product and its application and value in this large global industry."

Agreement

A 2-year agreement has been signed with Hawk providing access to Yojee's Platform and includes a minimum monthly spend. In addition, a variable fee is charged based upon the number goods movements. Hawk can opt out in line with Yojee's standard terms.

In Yojee's view, sales generated from the variable fee structure subscription will initially not be material to existing sales, however Yojee will provide updates in the future when this changes.

About Hawk Logistics

Established in 2011 Hawk Logistics employs close to 300 staff including a team of management staff, depots in NSW, Victoria and South Australia. The team is focused on becoming leaders in safety, providing excellent customer service and strategic growth with existing and new customers.

Hawk Logistics provides a fresh approach to the logistics industry. The team believes in challenging the norm and being innovative which our customers can benefit from.

This announcement is 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 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 licence to operate.

FORWARD LOOKING STATEMENT AND DISCLAIMER

Please note that images used in the Company's ASX announcements are to illustrate concepts only and are not intended to represent commercial Yojee images. Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:

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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

(c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions. The Company disclaims any intent or obligation to publicly update any forward looking statements, whether as a result of new information, future events or results or otherwise. The words "believe", "expect", "contracted", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule", "planned" and similar expressions identify forward looking statements. All forward looking statements contained in this ASX release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.