

YOJEE LTD (ASX: YOJ)

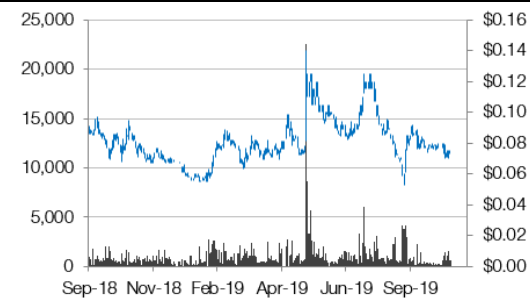
 Analyst | Stuart Turner
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FUTURE READY SAAS PLATFORM LOOKING TO SOLVE THE PROBLEM OF THE LAST MILE

Company Information

Last Close	0.075
Sub-Industry	Application Software
Market Cap (\$m)	64
EV (\$m)	60
12m Price Range	\$0.05 - \$0.14
Val Traded Last 6M	\$22.8m

Daily Volume - '000 (LHS) and Price (RHS)



Profit & Loss	FY18	1H19	2H19	FY19
Revenue (\$m)	0.5	0.4	0.2	0.6
EBITDA	0.0	0.0	0.0	0.0
Underlying PAT	-5.7	-2.5	-1.2	-3.7
EPS (cps)	-1.0	-0.3	-0.1	-0.4
EV/Sales	133.7	76.5	165.3	104.6
EV/EBITDA	NA	NA	NA	NA

B/S & Cashflow	FY18	1H19	2H19	FY19
Cash (\$m)	2.0	6.0	3.4	3.4
Total Debt	0.0	NA	0.0	0.0
Net Equity	4.9	9.9	8.0	8.0
Operating C/F	-5.7	-4.5	-4.4	-8.9
Investing C/F	-2.2	-1.0	-1.9	-2.9
Financing C/F	8.7	7.6	7.6	15.2

Board & Governance

Chairman	Ray Lee
CEO	Ed Clarke
Chief Operating Officer	Carl Hemus

Top Shareholders

Reef Investments Pty. Ltd.	6.8%
TIGA Trading Pty Ltd	5.2%
Ravenhill Investments Pty. Ltd.	4.2%
Great Southern Flour Mills Pty. Ltd.	3.9%
Waterox Pty. Ltd.	3.0%
Top 20 shareholders	40.5%

CASHFLOWS SET TO EMERGE FROM GEODIS CONTRACT

Yojee is a new, future ready platform technology company developing powerful logistics and supply chain management capabilities via its world-class software and that powers single and multi-company logistics networks across South East Asia and Australia. www.yojee.com

Yojee's SaaS platform optimises freight operations in an eco-system which includes 4PL's, 3PL's and Carriers, including line-haul, first and last mile delivery and cross border multi-leg trucking. Based in Singapore and Australia, Yojee is targeting Asian trucking fleets which run into the millions of trucks, including Vietnam (~1m) and Indonesia (~7m).

A typical customer will have several hubs and warehouses in one city, addressing e-commerce, parcels, container transits and contract logistics. Yojee's fee structure is based on a monthly subscription or license fee plus transaction fees.

Yojee solves the problem for multi-leg movements and consolidation and deconsolidation where backloading, empty truck loads and carrier to door delivery requires visibility and greater customer experience - especially to win enterprise tenders. It is not uncommon for a transnational movement such as Singapore to Bangkok to involve 8 legs, mainly different trucking operators and for goods to go missing at great cost to the customer.

The system must currently cope with changing tariff conditions and associated shifts in production. Security and tracking are critically important as high tech/high value goods are often subject to long distance haulage. Yojee solves for this.

Yojee interfaces with Warehouse, Customs or Order Management software (through its public APIs) and offers full visibility of customers' goods through to the last mile and delivery. Improved visibility leads to improved planning and better efficiency.

Yojee recently signed a 3 year SaaS master services agreement with Geodis agreeing to utilise Yojee for domestic and cross border logistics in Asia Pacific.

They have even considered blockchain use cases and have a detailed 'item audit log' to track individual items through these networks and would be ready to implement this rapidly in the future as customer needs require.

Company Description

Yojee Ltd. Yojee Limited (Yojee), formerly Southern Crown Resources Limited, is engaged in developing a sharing economy-based logistics technology through the creation of the Yojee delivery network and blockchain technology platform. The Company is engaged in the development of a logistics technology platform to enable mass participation in a sharing economy network to help both carrier and sender. The Company's collaborative economy technology platform focuses to provide on-demand movement of goods and services. The Company's platform aggregates and optimizes logistics businesses. Yojee implements real-time tracking and a blockchain technology payment system. Yojee will connect and enable logistics providers with limited geographical capability. Yojee will also help e-commerce companies. The Company focuses on developing a logistics software to serve small and medium businesses. The Company focuses on the Asia-Pacific region.

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