

Quick Comment

Yojee Ltd (YOJ \$0.27) Speculative Buy

| Analyst | Date | Price Target |
|------------|---------------------------------|--------------|
| Seth Lizee | 10 th September 2020 | \$0.43/sh |

Platform Update – The Growth Continues

Key Points

- YOJ has announced +1 million planned deliveries this financial year (1-July to 31-Aug);
 - August deliveries are up 23% on July and 182% on June
- The math of this would imply -550k deliveries in August which is -6.6m annualised;
- This volume growth follows the go-live for eCommerce logistics announced on 24 June, this suggesting most of this is likely from the Kuehne+Nagel agreement alone;
- Beyond this there still remains other previously announced agreements to go-live in the coming months – such as recently announced agreement with shipping giant A.P. Moller – Maersk;
- On top of rollout growth, we highlight major upcoming eCommerce campaigns later into the year (such as Singles Day and Christmas);
- YOJ has further provided an update on its strengthening platform enterprise capabilities:
 - There are now over 450 APIs (vs 310 in 2017)
 - Key features and capabilities have been strengthened in YOJ's eCommerce and fulfilment offerings – including: in Dispatch and its Mobile app
- We maintain our Speculative Buy recommendation and \$0.43/sh. Price Target

Investment Thesis

Today's announcement continues to show the solid progress being made. The company today announcing +1 million deliveries in the first 2 months of the financial year, this a leg up from the ~200k announced in July following the first 30 days from its go-live back in late June. The growth continues to build on the platform's stability and scalability. If YOJ can continue to show volumes growth, we can see the potential for significant revenues being generated in time. We highlight YOJ's strong growth position, with major clients still due to go live in the coming months in parallel to major upcoming eCommerce campaigns ahead. The YOJ investment case is predicated on driving material revenues through the rollout of its logistics platform with the likes of Geodis, Kuehne+Nagel, and Maersk's in parallel to signing new SaaS agreements. We maintain our Speculative Buy recommendation and \$0.43/sh. Price Target

Yojee Ltd (YOJ)

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|-----------------------|------|--------|------------------|-----|-------|
| Share Price | 0.27 | A\$/sh | Enterprise Value | 278 | A\$/m |
| Price Target | 0.43 | A\$/sh | Debt | Nil | A\$/m |
| Valuation | 0.43 | A\$/sh | Cash | 4.3 | A\$/m |
| Shares on issue | 1046 | m(dil) | | | |
| Market Capitalisation | 282 | A\$m | | | |

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