

Investor Webinar

Acquisition of Local Delivery Shopify App

As noted in the ASX Announcement on 9 December 2021, Zoom2u is holding an investor webinar at 11am today to further explain the functionality of the Local Delivery App and the strategic benefits of the acquisition to Zoom2u. A copy of the presentation is attached.

Registration Link

https://us02web.zoom.us/webinar/register/WN_v2mF3mzHQvSHbw0NjUkRmA

Investors will be able to use the Q&A function on Zoom during the webinar, or can submit their questions ahead of the webinar to maude@nwrcommunications.com.au

This release was authorised by the Board of Zoom2u Technologies Limited.

END

For further information, please contact

Steve Orenstein
Founder & CEO

investor.relations@zoom2u.com

Maude Lacasse
Investor Relations

maude@nwrcommunications.com.au

About Zoom2u Technologies

Zoom2u Technologies is a global provider of innovative and real time tracking delivery solutions, and is the parent company for Zoom2u and Locate2u. The Company's Zoom2u Platform provides an Australia-wide Marketplace connecting customers to a network of local drivers for fast deliveries, and Locate2u provides real time tracking solutions to customers around the globe running their own fleet of vehicles. Since launching in 2014, Zoom2u has processed over 2 million deliveries to ~70,000 customers and has over 8,600 drivers.

For more information

 Follow us on [LinkedIn](#)  Follow us on [Twitter](#)

 Visit our websites: www.zoom2u.com.au and www.locate2u.com

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Local Delivery App Acquisition

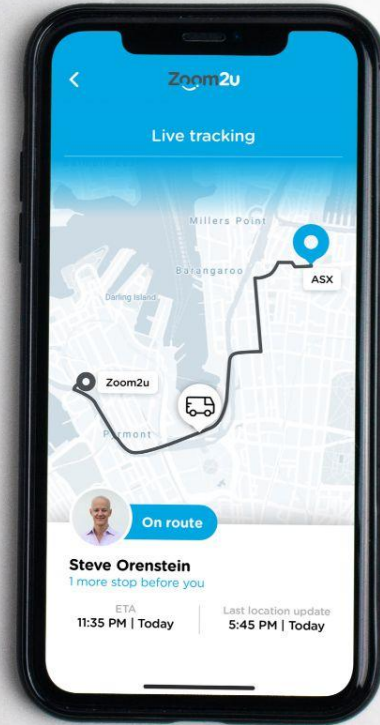
Zoom2u (ASX:Z2U)



Steve Orenstein
investors@zoom2u.com

Zoom2u

14 December 2021



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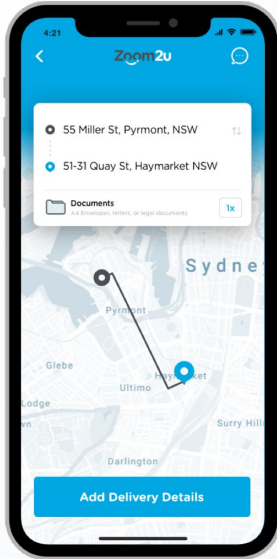
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The release of this presentation was authorised by the Board of Directors of the Company

Background

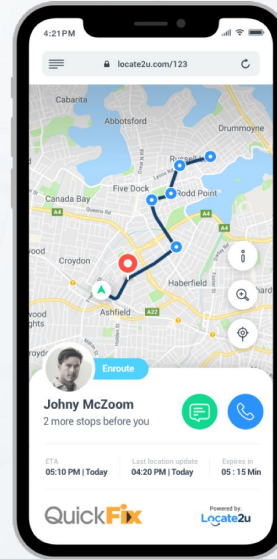


Zoom2u & Locate2u



Zoom2u

Digital marketplace connecting customers with local delivery drivers for a fast same day delivery.



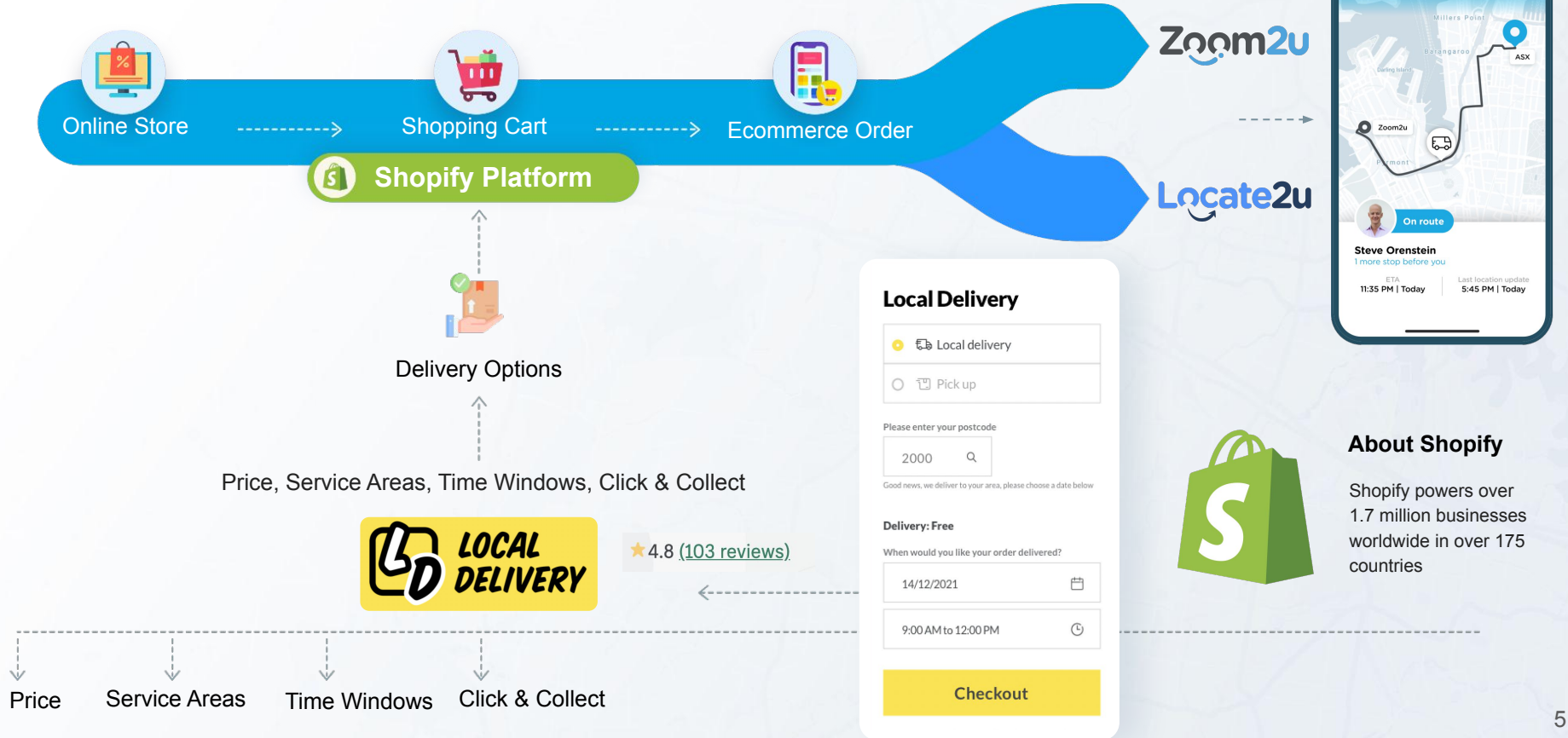
Locate2u

Delivery management software: optimises routes, tracks team and shares locations with customers

Subscription-based recurring revenue

For companies with their own fleet of drivers

Zoom2u & Locate2u + Local Delivery



Transaction Summary



Transaction Summary

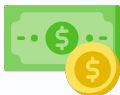


Zoom2u has acquired 100% of Local Delivery app ('**Local Delivery**') for an enterprise value of \$0.9 million (including GST)



Local Delivery is a highly-rated Shopify app which provides us with:

- incremental capability (a 'front end' for Locate2u)
- incremental reach (~570 customers and over 45 countries)
- a growth platform for North America and UK
- a base of ~60 customers in Australia / New Zealand as leads for the Australian based Locate2u sales team



All cash transaction which implies ~5.5x ARR

Initially deploying limited sales resources to North America and the UK to exploit the database and prove up our ability to sell into these markets

Local Delivery is a Key Enabler for International Market Penetration of Locate2u Software

The Local Delivery App

- App on the Shopify App store
- Allows e-commerce customers to select a desired delivery date and time at check out
- Captures merchants at the start of their e-commerce journey
- ~570 existing customers in over 45 countries
- ~A\$145k¹ Annualised Recurring Revenue (ARR)
- Positioned for growth

1, Converted from USD to AUD at 0.72

Strategic Benefits

- Fast-tracks development of Locate2u functionality: provides 'front end'
- Accelerates growth in attractive international markets
- Locate2u software integrates with Local Delivery enabling e-commerce customers to
 - Optimise routes
 - Track and communicate with drivers
 - Provide recipients of deliveries with estimated times of arrival
- Opportunity to up-sell Locate2u to Local Delivery customers
 - Existing markets for Locate2u
 - New markets for Locate2u

Local Delivery provides a growth platform from which to build



~570 e-commerce businesses using Local Delivery in over 45 countries, including ~270 in North America and 50 in the United Kingdom

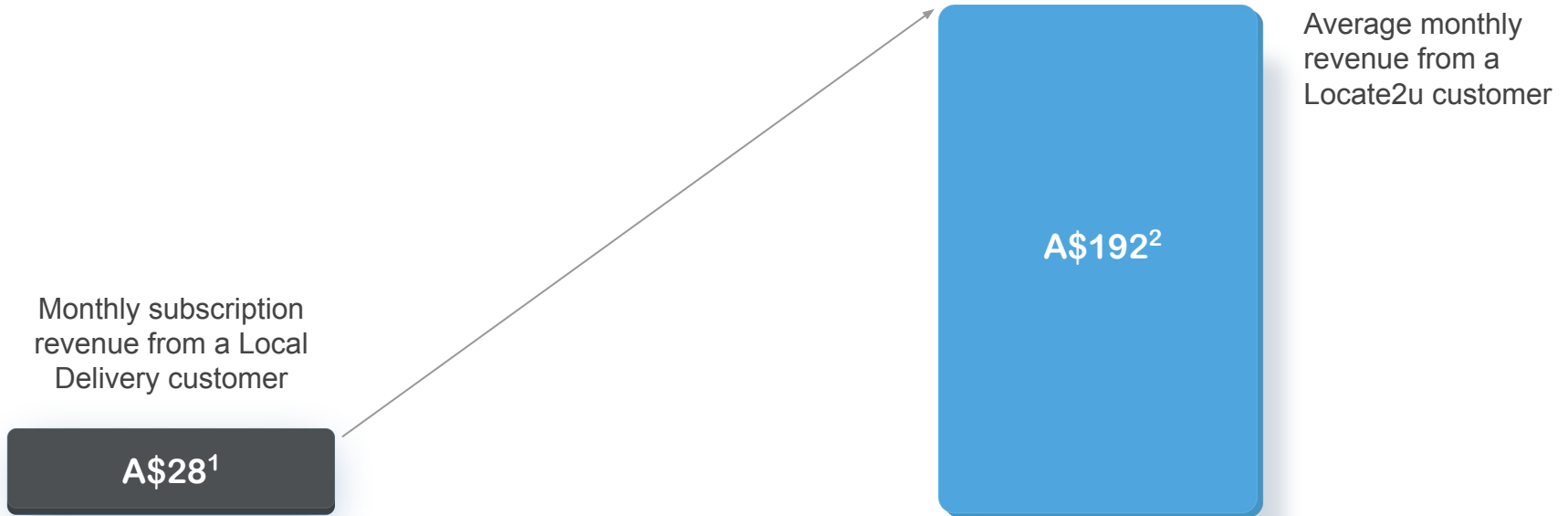


Customers acquired via the transaction will aid in the launch of Locate2u sales teams in North America and the United Kingdom



Complementary SaaS business that provides access to new customer base

Incremental revenue opportunity per customer



- Local Delivery has had over 10,500 potential customers trial the product
- We will improve the onboarding process to make it easier for customers to integrate Local Delivery into their Shopify store - this should significantly improve conversion rates
- Once converted we will have an opportunity to upsell the customer to Locate2u

1, USD \$19.99 converted to AUD at 0.72

2, Average monthly revenue (including amortised one time fees plus monthly subscription) achieved from customer sales made in the period September 2021 to November 2021

Local Delivery Customers

Hopperbox
hopperbox.com.au



Sells boxes online to customers in Melbourne Metro

hopperbox.com.au/cart

NEXT DAY DELIVERY MELBOURNE METRO

CART (1)

HopperBox

HOME SHOP ABOUT US FAQs SHIPPING CONTACT US

SHOPPING CART

| Product | Price | Quantity | Total |
|---------------------------|----------|----------|------------|
| BUDDY BUNDLE 1-2 BEDROOMS | \$110.35 | - 1 + | \$110.35 X |

LOCAL DELIVERY

Please enter your postcode

Good news, we deliver to your area, please choose a date below

Delivery: Free

When would you like your order delivered?

6:00 AM to 12:00 PM

Chat with us

Enter your delivery area

Choose the date

Select the time window

Local Delivery Customers

Tuckshop
tuckshop.sg



Sells ready made meals and drinks online throughout Singapore


Choose the date

Select the time window

Browser address bar: tuckshop.sg/cart

Navigation: SHOP BY PRODUCT, CHRISTMAS SPECIAL, JAPANESE PRODUCE, ABOUT US, TUCKSHOP TOKENS

Home | Your cart

| PRODUCT | PRICE | QUANTITY | TOTAL |
|--|----------|----------|----------|
|  Seafood Festive Platter Standard | \$135.00 | 2 | \$270.00 |

Continue shopping Update

SPECIAL MEMO:

December 2021

| SU | MO | TU | WE | TH | FR | SA |
|----|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

(dd/mm/yyyy)
Please Select Delivery Time
10am-3pm

Next day delivery cut off time at 3pm.
Please choose 4 days later if you have Tiffin Gourmet Items in your cart

SUBTOTAL \$270.00
You're saving: \$20.00
Congratulations! You've got Free Shipping
Shipping & taxes calculated at checkout

Have a question? Rewards

Local Delivery Customers

Hammer + Jacks
hammerandjacks.com




Retail toy store located in Portland. Offering local delivery and shop pickup.

Select your delivery option



The screenshot shows the cart page on the Hammer + Jacks website. At the top, there is a teal banner with the text: "Thank you for your continued support! Walk-in shopping welcome Monday, Wednesday, Thursday, Sunday 10-5 & Friday and Saturday 10-6 and closed Tuesdays! No-Contact deliveries available with in 10 miles of the shop!". Below the banner is the Hammer + Jacks logo, which consists of the brand name in a bold, black font surrounded by a circle of colorful confetti. To the right of the logo are icons for search, user profile, and a shopping bag with a notification badge. Below the logo is a navigation menu with links: "Shop by Toy Category", "Gift Guides", "Balloons", "Gift Cards", and "Wishlist". The main heading of the page is "Your cart". Below this is a table with the following columns: "Product", "Price", "Quantity", and "Total". The table contains one item: "Glo Pal - Light Up Water Pal with Cubes" with a price of \$15.00 and a quantity of 1. Below the table is a "Shipping Options" section with three radio button options: "Domestic Shipping", "Local Delivery" (which is selected), and "Shop Pick-up".

| Product | Price | Quantity | Total |
|--|---------|----------|---------|
|  Glo Pal - Light Up Water Pal with Cubes <i>Color: Sammy Red Glo Pal - Pal with Cubes</i> REMOVE | \$15.00 | 1 | \$15.00 |

Shipping Options

- Domestic Shipping
- Local Delivery
- Shop Pick-up

Why buy Local Delivery?



Access to an existing customer base to which we can sell Locate2u



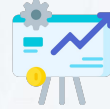
Marketing engine to acquire new customers for Locate2u



The technology in Local Delivery is needed by Locate2u and Zoom2u customers to offer an efficient local delivery service to their customers



We believe we can significantly improve the marketing of the product to grow the customer base rapidly. It allows us a launch pad into overseas markets



We believe the low touch marketing of the product to date has led to low adoption. We will invest in marketing and support which we believe will result in increased revenue

Locate2u Global Saas for Last Mile Delivery



Booking Management



Live Tracking



Route Optimisation



Driver Ratings



Driver App



SMS Alerts



Proof of delivery

Recent new customers:

Amart
Furniture

BING LEE

Gategourmet

Super
Pharmacy

CLEANAWAY

MIDDY'S
DATA & ELECTRICAL

Since listing in September we have added
60+ new customers

Thank You



Steve Orenstein
investors@zoom2u.com

Zoom2u

