



Zoom2u Technologies Limited (ASX:Z2U)

Investor Presentation

7 February 2023



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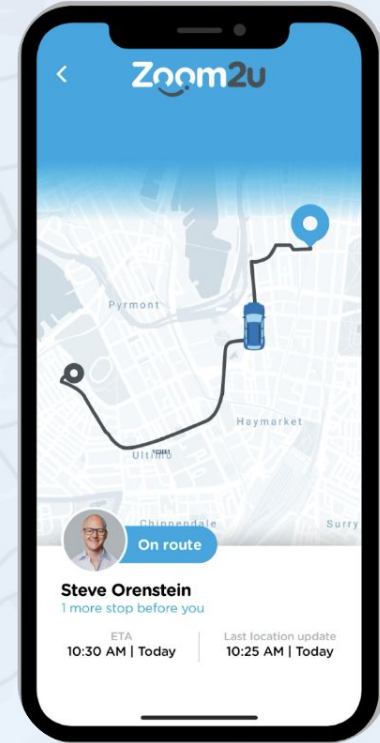
Presenting today



Steve Orenstein
Founder and CEO



Michael Gayst
CFO and Executive
Director



Q2 FY23 Highlights

Locate2u Revenue

\$357k

55% growth over Q1 FY23

Zoom2u Revenue

\$765k

13% growth over Q1 FY23

Group Revenue

\$1.1m

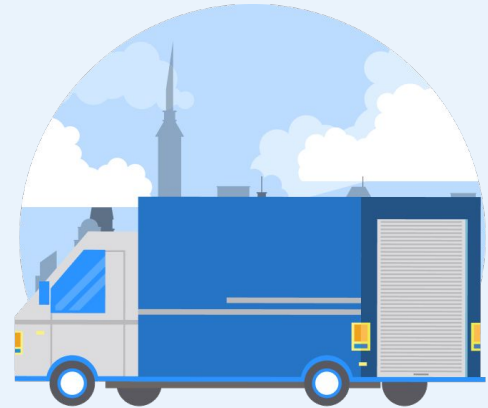
24% growth over Q1
FY23

Cash as at 31 Dec 2022

\$5.4m

Recent Highlights

- \$6 million capital raise completed
- Acquisition and integration of Talcasoft completed
- Restructuring in progress, with focus on achieving profitability a priority
- Headcount reduced from 112 to 89 as part of our optimisation initiative
- Locate2u sales strategy for small businesses moving to more content based marketing
- Drivers2u launched



Trading Update

Trailing 12 month revenue of \$4.0 million, an increase of 7% on the pcp

Group revenue for Q2 FY23 of \$1.1 million, 24% over Q1 FY23

Growth in revenue achieved through:

- organic growth of the Locate2u business
- contribution from the Talcasoft business from 7 November 2022

Revenue (A\$m)

● March Quarter ● June Quarter ● September Quarter ● December Quarter





Zoom2u's GMV in Q2 FY23 was \$3.6 million

Zoom2u revenue ~13% higher than Q1 FY23

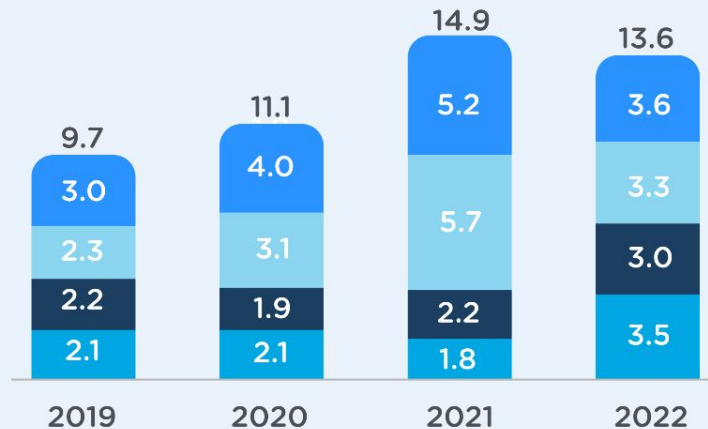
12 months trailing GMV of \$13.6 million, a decrease of 9% relative to the pcp (pcp positively impacted by Covid volumes) - staff costs optimised to meet level of demand

Business development opportunities tend to be slower in the lead up to the holiday period as customers focus on fulfilling demand

Sales team re-engaging in discussions with prospects that were put on hold prior to the holiday period

Zoom2u GMV (A\$m)

● March Quarter ● June Quarter ● September Quarter ● December Quarter



Locate2u

Locate2u's growth continues, assisted by the Talcasoft acquisition

- Revenue ~55% higher than Q1 FY23
- > 300% higher than the pcp

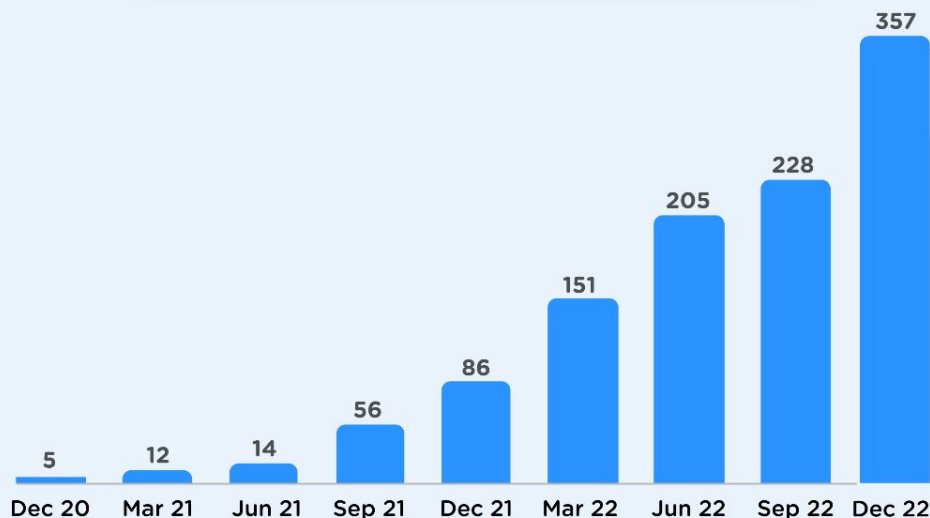
Locate2u business has over 565 customers

Focus has been on selling to existing customers (eg upselling to the premium product or adding additional users)

23 product enhancements in Q2 FY23

As with Zoom2u, business development opportunities tend to be slower in the lead up to the holiday period as customers focus on fulfilling demand

Locate2u Quarterly Revenue (A\$'000)



Q2 FY23 - Cash flow and cash position

Cash flow statement

Receipts from customers	1,282
Payments for operating expenses	-2,506
Net interest paid	-49

Net cash flows used in operating activities -1,273

Payments to acquire business	-1,360
Payments to acquire plant and equipment	-44
Payments for Intellectual Property	-183

Net cash used in investing activities -1,587

Proceeds from issues of equity securities	1,956
Proceeds from borrowings	4,000
Transaction costs	-191

Net cash from financing activities 5,766

Cash movement

Cash and cash equivalents at beginning of period 2,481

Net cash flows used in operating activities	-1,273
Net cash used in investing activities	-1,587
Net cash from financing activities	5,766

Cash and cash equivalents at end of period 5,386

\$000

Commentary

Receipts slightly higher than revenue

Interest on Pure facility net of interest income

Cash consideration paid for purchase of Talcasoft business

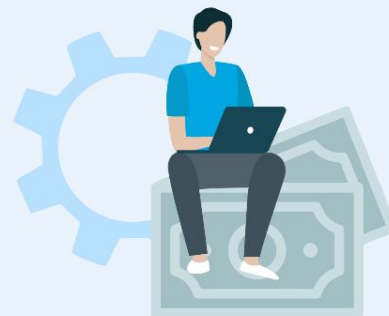
Acquisition of one van for a casual employee plus laptops

Software development capitalised

Placement to institutional and wholesale investors (\$1.5m) plus SPP (\$0.456m)

Pure facility

Transaction costs for capital raising and Talcasoft acquisition



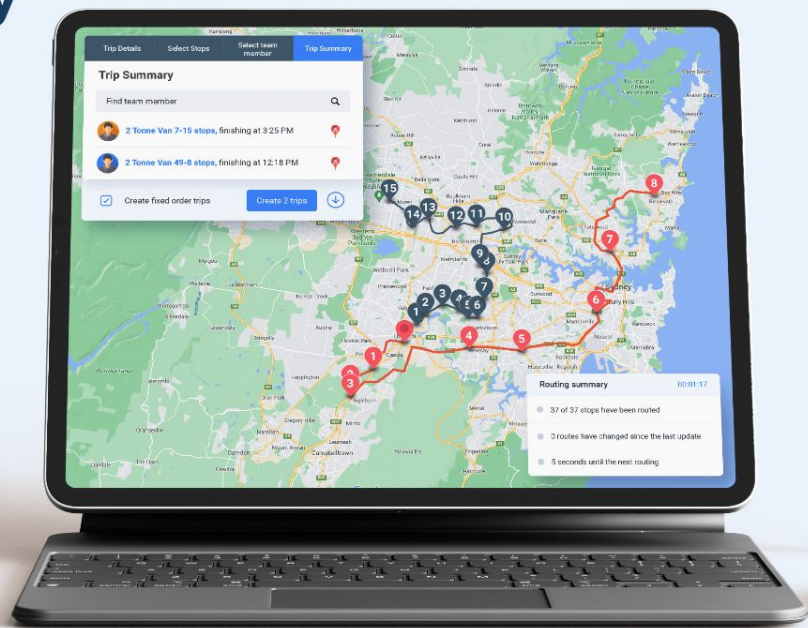


**Zoom2u,
a platform
that connects
customers to local
drivers for fast
same-day delivery**

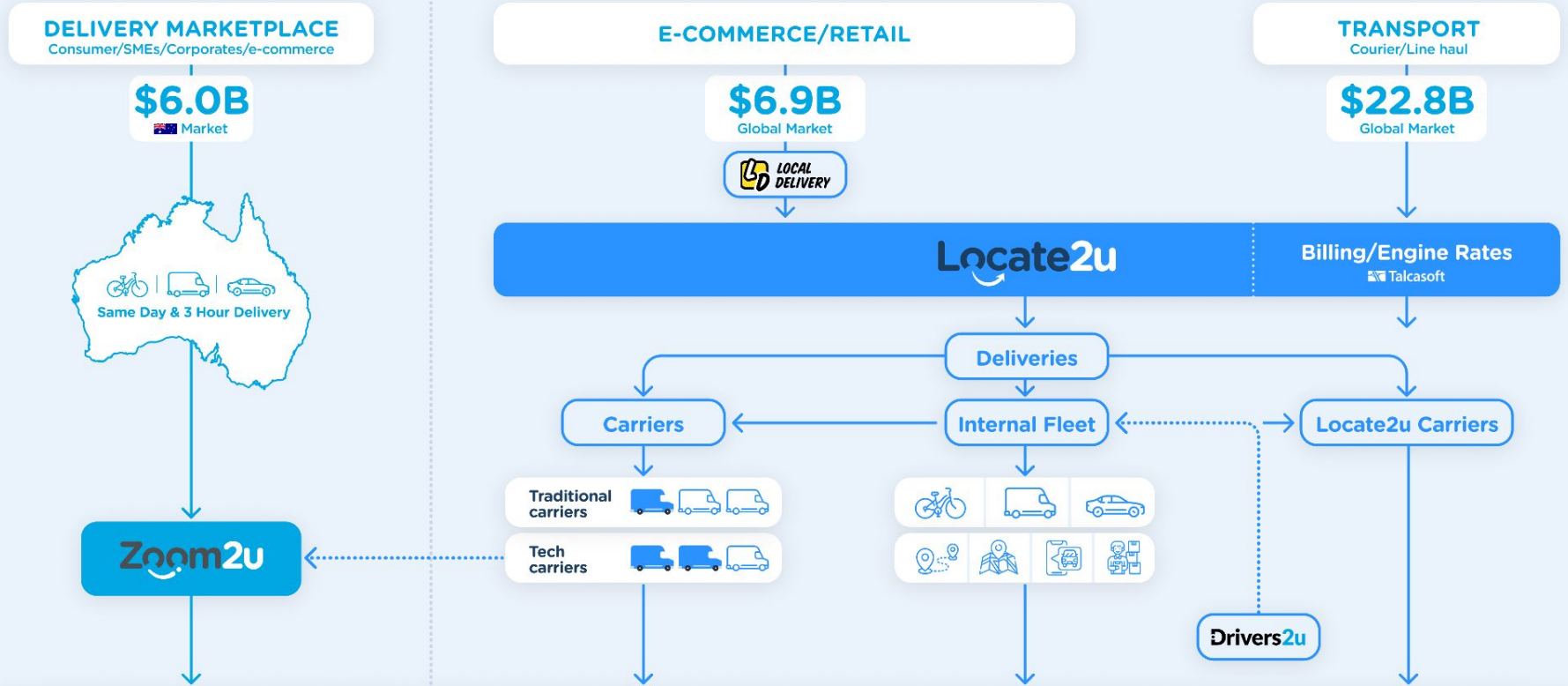
Locate2u: SaaS for last mile delivery



**YOUR
LOGO
HERE**



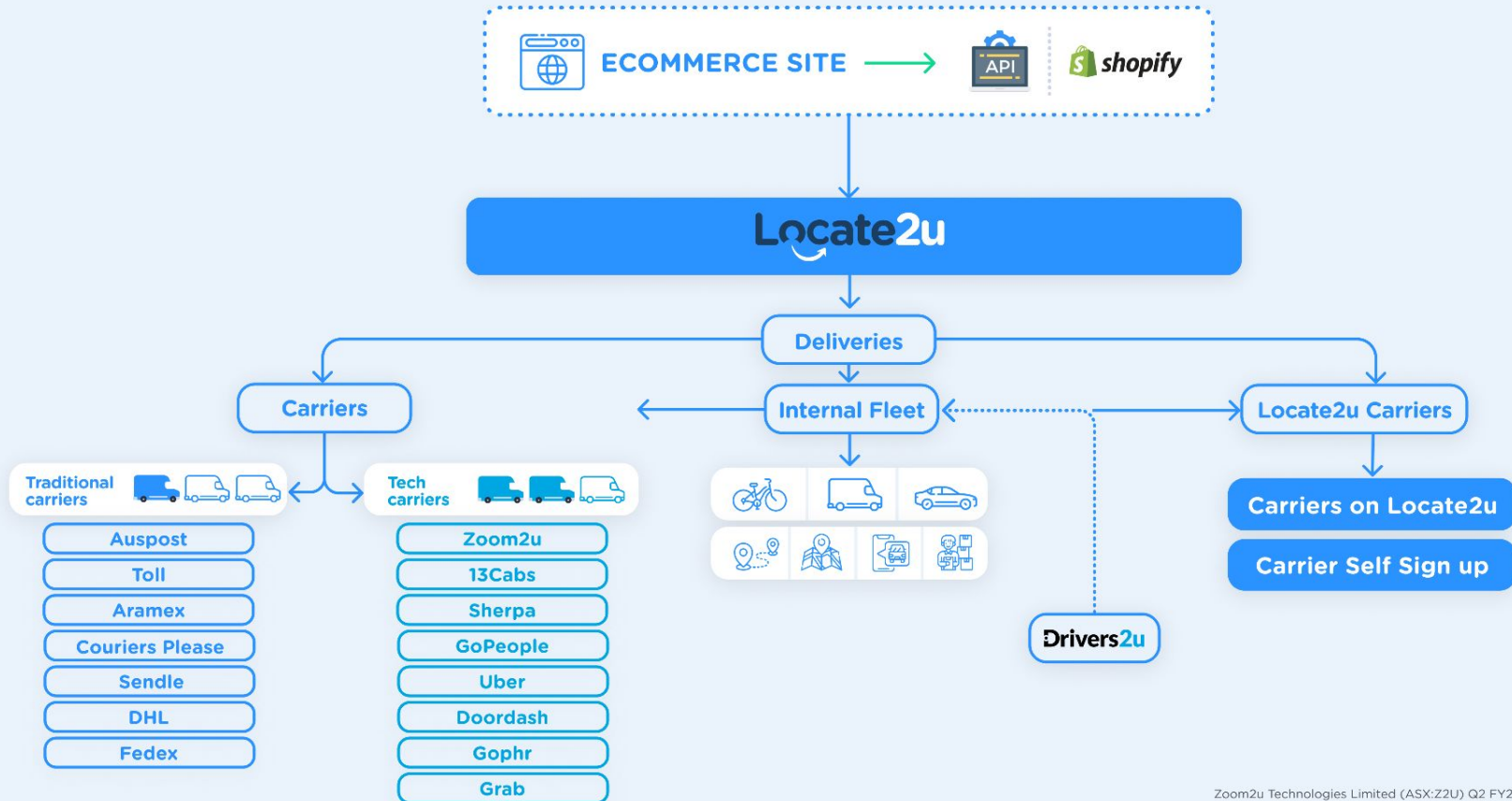
We are building a global last mile delivery SaaS platform⁽¹⁾



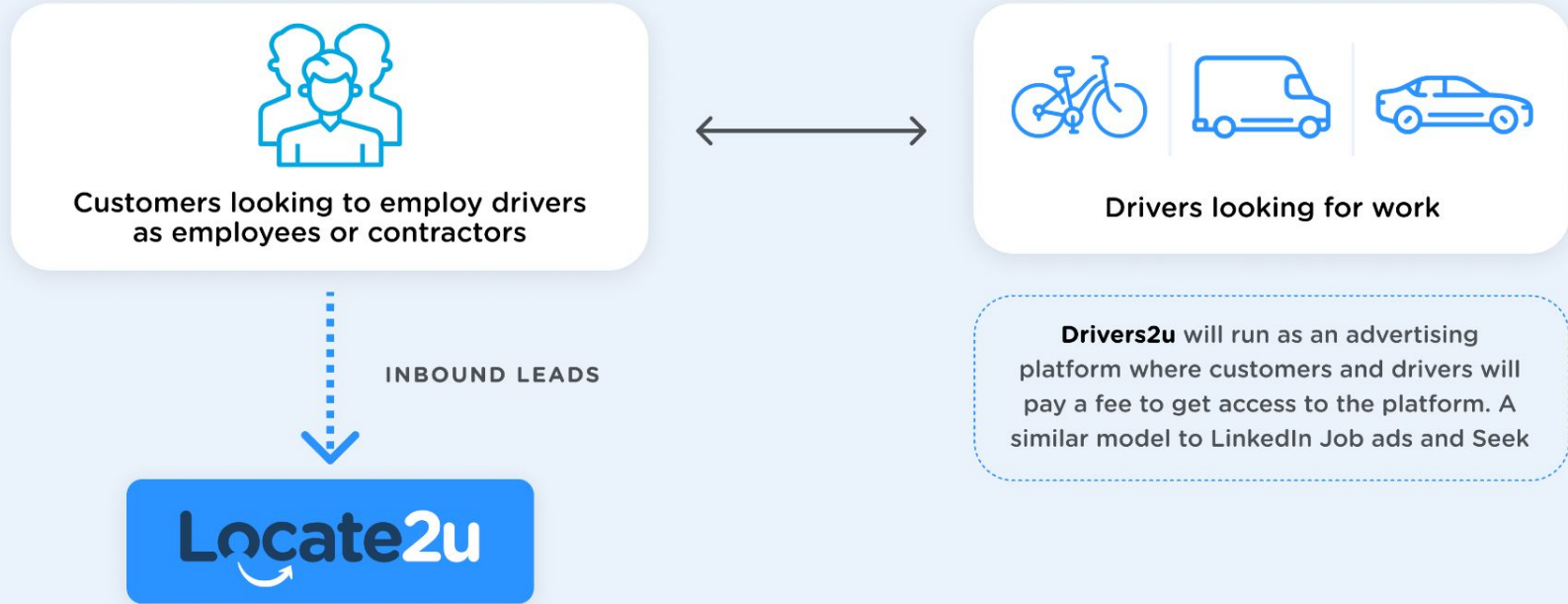
⁽¹⁾ Sources for market sizes are contained in the 2022 annual report and the announcement made to the ASX on 14 October 2022 in relation to the TalcaSoft acquisition



Locate2u Future: A Global Last Mile SaaS Platform



Drivers2u - Find drivers in your local area



Locate2u product update

We continue to invest in building new functionality to assist delivery and service businesses and provide us with the opportunity to target adjacent markets.

This quarter we released 23 updates which included:



Vehicle Service
Module



Upgrade to .Net 6.0



Trial sign up

Upcoming releases include:



Rates & Billing



Carrier Integrations



Invoicing

Investor Communication



1. Investor Portal

view latest announcements and video content. Please register your email address at Zoom2u.com.au/investors



2. SMS Alert

SMS Yes to 0485 813 003 and receive SMS alerts



3. Meet the team

Register to meet the team at [zoom2u.com.au/investors/know-the-team/](https://Zoom2u.com.au/investors/know-the-team/)

Summary



We are building a global last mile SaaS platform with Locate2u



We have optimised our cost base



We are focusing on profitability as a priority

Q&A



Steve Orenstein

Founder and CEO

steve@zoom2u.com



Michael Gayst

CFO and Executive Director

michael@zoom2u.com

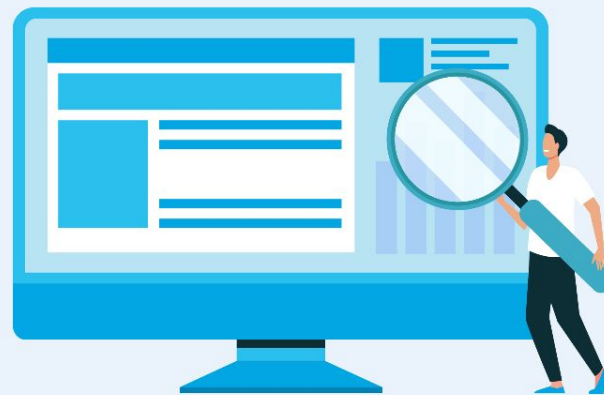
**Thank
You**

Contact

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Zoom2u
Technologies

Appendix



Zoom2u: Australian marketplace technology platform



Same Day
delivery

Book by noon and receive your parcel by 5pm the very same day



3 Hour
delivery

Get your goods where you need them in under 3 hours from booking!



Interstate

Your parcel will be on the next available flight to any Australian capital, and it will be delivered by that afternoon or the next morning!



VIP delivery

The first available courier takes your parcel directly to the destination, without stopping!

\$6.0B Australian Market



~88,000
Customers



>13,000
Drivers



3M+
Deliveries

Vehicles

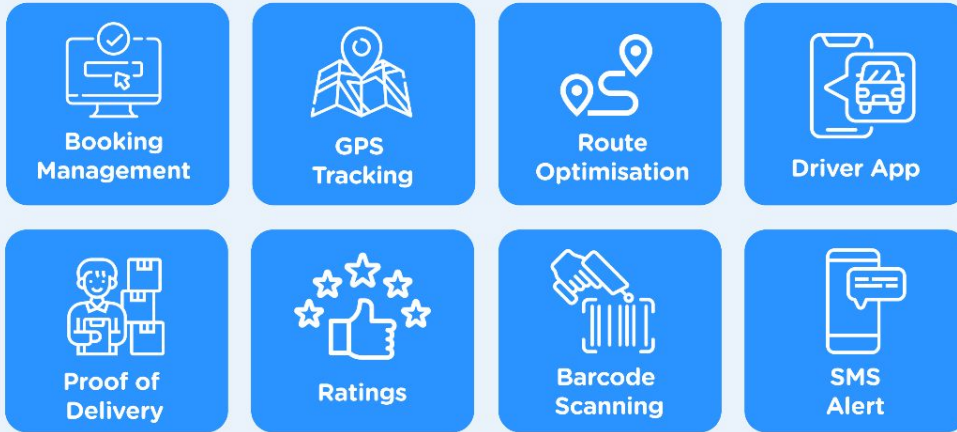


Parcel Types



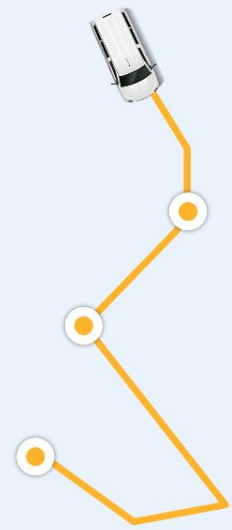
Locate2u: SaaS for last mile delivery

Courier/Transport • Food Delivery • Retail Delivery • Pharmacy delivery • Service businesses



~\$30B Global Market

~565 Customers and rapidly growing



Zoom2u Technologies Corporate Overview

Market Capitalisation and Enterprise Value

Share price (as at 31-1-23)	\$0.081
Shares on issue (m)	193.8
Market capitalisation (\$m)	\$15.7
Cash on hand (31-12-22) (\$m)	\$5.4
Enterprise Value (\$m)	\$10.3

Share trading

Low (since 11-9-21)	\$0.081
High (since 11-9-21)	\$0.84
VWAP (since 11-9-21)	\$0.48

GMV and Revenue Multiples

LTM GMV (\$m)	\$13.6
LTM Revenue (\$m)	\$4.6
EV / LTM Revenue	2.6x
EV / LTM GMV	0.8x

Top shareholders

Steve Orenstein	23.9%
Perennial	9.9%
JM Future Holdings Pty Ltd	6.7%
Paul and Mary Orenstein	6.7%
Cyan	4.4%

Zoom2u Technologies Board of Directors

Experienced Board with a history of building growth companies



Drew Kelton

Independent
Non-Executive Chair

- A global business leader and professional board director, with 40 years' experience in the Information and Communication Technology and Telecommunications arena.
- Currently a non executive director of Superloop Ltd (SLC:AX). Previously non executive Chairman of Firstwave Cloud Technology Ltd (FCT:AX).
- Previous senior executive roles with DocuSign, T-Mobile USA, Bharti Airtel and Telstra.



Steve Orenstein

Founder and CEO

- Founder and CEO of Zoom2u Technologies
- Significant software development and entrepreneurial experience, in particular around job management and job despatch systems.
- Prior to founding Zoom2u Technologies in 2014, founded a business providing field management solutions - Connect2Field - which was acquired by Fleetmatics (NYSE:FLTIX)



Michael Gayst

CFO and Executive
Director

- CFO and Executive Director of Zoom2u Technologies
- In his 20+ year investment banking career Michael has advised numerous ASX listed companies on M&A transactions, raising capital and ASX listings including Metcash Limited and National Australia Bank. More recently he has worked on the initial public offerings of Airtasker Limited, Access Innovations Holdings Limited and Cashrewards Limited.



Kara Nicholls

Independent
Non-Executive Director

- Kara has an accomplished career at senior executive levels with over 28 years of global equity capital markets, commercial, regulatory, and corporate compliance experience across the financial services (banking and investment banking), retail, property, higher education, and industrial (oil, mining and manufacturing) sectors as well as at the Australian Securities Exchange.
- Kara is a Non-Executive Director of Ripple Learning Limited, and Member of AMA (NSW) Audit & Risk Committee. Previously, she has held Board roles at Gidget Foundation Australia, a non-profit organisation supporting the emotional wellbeing of expectant & new parents, and Macquarie University



Michael Rosenbaum

Independent
Non-Executive Director

- Has over 20 years experience leading & advising high growth tech companies.
- He co-founded DealsDirect and built it to c.\$100m turnover (exit to GraysOnline in 2014) and is currently CEO of Spacer a leading marketplace for storage & parking in Australia & the US. He was previously a director of CarNextDoor (exited to Uber in January 2022).
- Mike brings a broad mix of experience across marketing, technology and scaling high growth businesses.