



**TZ Limited**

ABN 26 073 979 272

Level 2, 40 Gloucester Street  
The Rocks NSW 2000 Australia  
Telephone (+61) 2 9137 7300

**www.tz.net**

20 March 2023

## ASX Announcement

### Placement completed to raise \$1.2m

TZ Limited (the '**Company**') (ASX: **TZL**) is pleased to announce that it has received firm commitments to raise approximately \$1.2 million via a share placement to professional and sophisticated investors.

#### Highlights:-

- TZ Limited has completed a placement of \$1.2m, with over 90% of the commitments coming from the Company's existing institutional and large shareholders (with no broker fees incurred). TZ Limited thanks shareholders for their ongoing support, especially with Equity Capital markets in state of considerable uncertainty.
- Under the offer, TZ Limited will place 30m shares at \$0.04 per share. Successful participants in the placement will also receive one free attaching option for every two shares subscribed for under the placement with an exercise price of \$0.075 cents per option with a two-year expiry date from date of issue.
- Securities issued under the placement will be issued out of the Company's existing placement capacity under ASX Listing Rules 7.1 & 7.1A.
- Allotment of shares and options expected to occur on or around Thursday, 23 March 2023.
- Proceeds from the placement will be used for Working capital purposes.

#### Pro Forma Capital Structure Post Raise

Shares on Issue post Capital Raise	252,708,114
Options	16,803,000
Pro Forma Market Capitalisation @ \$0.044	\$11.1m
Pro Forma Cash	Approx. AUD\$2m
Pro Forma Debt	AUD\$3.5m

The proceeds from the placement will assist TZ Limited with deployment of new projects under the TZ OPeL offering and to support fulfilment of a backlog of orders that the Company currently has in hand, including large day locker projects in Australia and Singapore. The company has a strong pipeline near term, with a number of high probability opportunities likely to be finalized.

In the coming month, the Company will also see the first shipments of our OPeL Locker offering to projects in the US, Europe and Latin America. These projects represent pilots with enterprise customers who, on the back of a successful trial, are looking to deploy the solution globally to their own operations and/or customers. The OPeL System leverages off-the-shelf Asian manufactured Lockers with TZ's fully managed Cloud offering for a multi term "annuity subscription".

**Think SMART. Think TZ.**



## **Recent Financial and Operational Changes**

### **Change of Management**

- Mr Mario Vecchio resigned as CEO.
- Appointment of Mr John Wilson, the founder and leading salesperson, as Group CEO.
- Mr Chris Kelliher, long standing senior executive of the company, becomes President of the US operations.

### **Improving Internal Control**

- TZ engaged a new finance team who, in conjunction with the auditors, reviewed the US account reconciliations and are in the process of implementing better controls.

### **Costs Reduction**

- TZ implemented a significant cost-cutting program. The cost cuts were from Senior Management positions and "system costs" (accounting and marketing systems add-on costs). The cost cuts should reduce average monthly fixed costs by over \$200,000 per month.

## **Current Focus**

- Transition of existing client's perpetual licences to TZ Cloud subscription agreements.
- All new sales aimed at maximising SaaS agreements.

Authorised for release by the Board of Directors.

## **For further information, please contact:**

Peter Graham  
Chairman  
TZ Limited  
Telephone (+61) 2 9137 7300

## **About TZ Limited**

At TZ, we engineer solutions to improve physical access control using smart devices and even smarter technology. We invent solutions to solve real-world problems, solutions designed to work in harmony with existing technology for total connectivity. That's why we are the trusted partner of global corporations like Apple, Microsoft, SunCorp, Adidas and WesTrac.

With offices in Australia, Singapore, India, America and the United Kingdom, TZ solutions support agile workplaces, contactless e-commerce deliveries, campus package management; first responder's chain of custody; data cabinet security, and so much more. Our products implement rules to control who can access what, when and where. – then report on these actions for intelligent business insights.

As the world evolves, so does our technology. We call this "Edge Logistics IT". TZ has always provided connected devices and the software that controls them. TZ solutions will deliver intelligent access for every device to enable a new level of customer control.

For additional information on TZ Limited, please visit [www.tz.net](http://www.tz.net).

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