



TZ Limited

ABN 26 073 979 272

www.tz.net

27 July 2023

ASX Announcement

Business Review for the Quarter ended 30 June 2023

TZ Limited (ASX: TZL) ("TZ" or "the Company") today released its Appendix 4C - Quarterly Cash Flow Report for the quarter ended 30 June 2023.

The key points of the Company's Q4 and fiscal 2023 year ending performance are:

- The net cash from operating activities for this quarter was an outflow of \$0.2M which, while still negative, is a significant improvement on the previous 3 quarters performances which averaged a net quarterly outflow of circa A\$1.0M.
- The cash flows for operating activities during the quarter were:
 - Receipts of \$3.3 million.
 - Payments of product manufacturing and operating costs of \$1.9 million.
 - Payments for staff costs of \$1.4 million.
 - Payments for administration, corporate and other costs of \$0.3 million.

During the reporting period, TZ Limited's business activities continued to be the sale of smart locker solutions and supporting software. Per item 6.1 of the Appendix 4C, \$98,484 was paid to directors for non-executive directors' fees.

BUSINESS UPDATE

TZ has implemented significant changes to the organisation structure and operating activities to streamline processes in a challenging market (inflationary pressures have impacted purchasing and project completion cycles). The Company continues the hard push to a cloud-based annuity revenue model. The unaudited revenue result of circa A\$14M for the full year was heavily impacted by a disappointing US Sales result which delivered only \$7M in top line revenue, less than 50% of the US sales plan target.

US sales were impacted by project delays and the company continues to review and implement improvements for sales focus, operational efficiencies, and account management to ensure that the Company's US performance can improve leading into FY24. Performance in our European, Asian, and Australian operations, however, was in line with plan expectations with a number of major Day Locker project deployments in Australia and Singapore to support achievement of sales targets.

Moves towards product standardisation, simplification of the product and cloud service offerings and reinvigorated segment specific sales and marketing initiatives, coupled with proactive account management programs is showing positive momentum and should help uplift business performance and bring US Sales back to expected levels of performance.

Think SMART. Think TZ.

The new leadership team of John Wilson, Group CEO, and Chris Kelliher, President of the US business together with the Chairman, Peter Graham have implemented a major restructure of the business significantly reducing fixed costs in the Company from a quarterly staff cost of almost A\$2.2M per quarter to \$1.4M in the most recent Q4 financial year 2023. Work has also been undertaken to address inefficiencies in major expense areas including cloud services and product procurement and sourcing. Savings in these areas will flow through in the FY24 operating results.

Importantly the Company successfully released multiple product updates in the June quarter, including major security and capability enhancements to the Enterprise Day Locker Platform, the first of the Company's new Mobile App releases and an upgrade to the Company's Package Management software, Courier PRO. The refocus on uplifting the Company's existing platforms is paying dividends with our customer base and helping to reestablish the Company's position as best-in-class.

OUTLOOK

The business continues to be work in progress, but there are solid signals for a positive fiscal year 2024. Management is confident that the changes and processes that have been implemented are expected to enable the business to be cash flow positive in FY24.

This announcement is authorised for release by TZ Limited's Board of Directors.

For further information, please contact:

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

TZ LIMITED

ABN

26 073 979 272

Quarter ended ("current quarter")

30 June 2023

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	3,388	16,485
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(1,877)	(9,826)
(c) advertising and marketing	(27)	(203)
(d) leased assets	(49)	(229)
(e) staff costs	(1,367)	(7,552)
(f) administration and corporate costs	(216)	(1,663)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(31)	(236)
1.6 Income taxes paid	(28)	(34)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(207)	(3,258)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant, and equipment	(4)	(27)
(d) investments	-	-
(e) intellectual property	(26)	(167)
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant, and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(30)	(194)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	1,200
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(53)	(59)
3.5	Proceeds from borrowings	-	1,000
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (AASB 16 Leases)	246	91
3.10	Net cash from / (used in) financing activities	193	2,232

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	903	2,051
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(207)	(3,258)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(30)	(194)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	193	2,232
4.5	Effect of movement in exchange rates on cash held	4	32
4.6	Cash and cash equivalents at end of period	863	863

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	863	903
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	863	903

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	98
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7.	Financing facilities <i>Note: the term “facility” includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A’000	Amount drawn at quarter end \$A’000
7.1	Loan facilities	3,500	3,500
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	3,500	3,500
7.5	Unused financing facilities available at quarter end		
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
	TZ’s secured debenture facility with First Samuel of \$3.5 million remains fully drawn down. This facility matures on 31 January 2024 and carries interest of BBSW plus 4.5% p.a.		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(207)
8.2	Cash and cash equivalents at quarter end (item 4.6)	863
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	863
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	4.17
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer: N/A	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer: N/A	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	Answer: N/A	
	<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 27 July 2023

Authorised by: The Board of Directors
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – e.g. Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.