

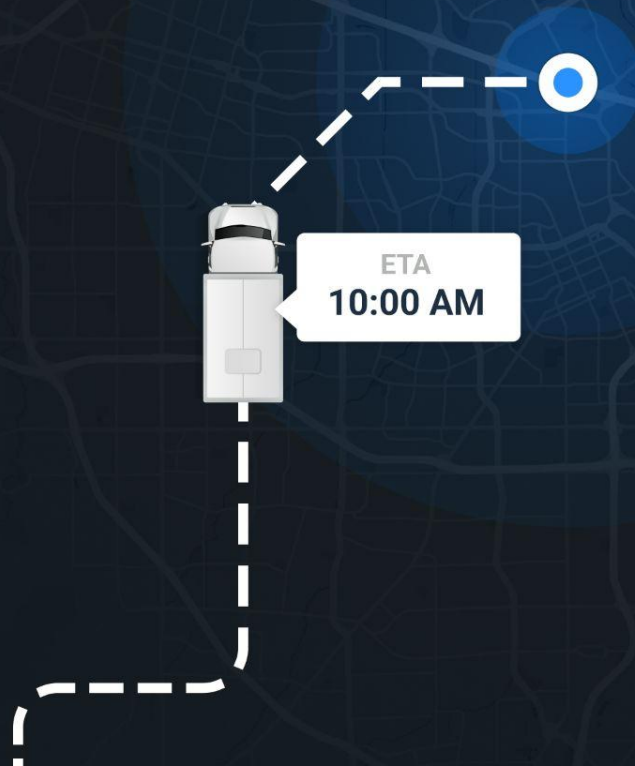


Zoom2u Technologies Limited (ASX:Z2U)

Zoom2u ASX Presentation

Q2 FY24 Results

30 January 2024



Important legal information

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

Presenting today



Watch live at: <https://www.zoom2u.com.au/investors/videos/>



Steve Orenstein

Founder and CEO



Michael Gayst

CFO and Executive Director

Record revenue for Q2 FY24 & close to breakeven EBITDA



\$1.6m

Group Revenue
37% growth on the pcip



\$613k

Locate2u Revenue
72% growth over the pcip



-\$22k

EBITDA¹ for Q2 FY24,
or + \$32k excluding ESOP
expenses

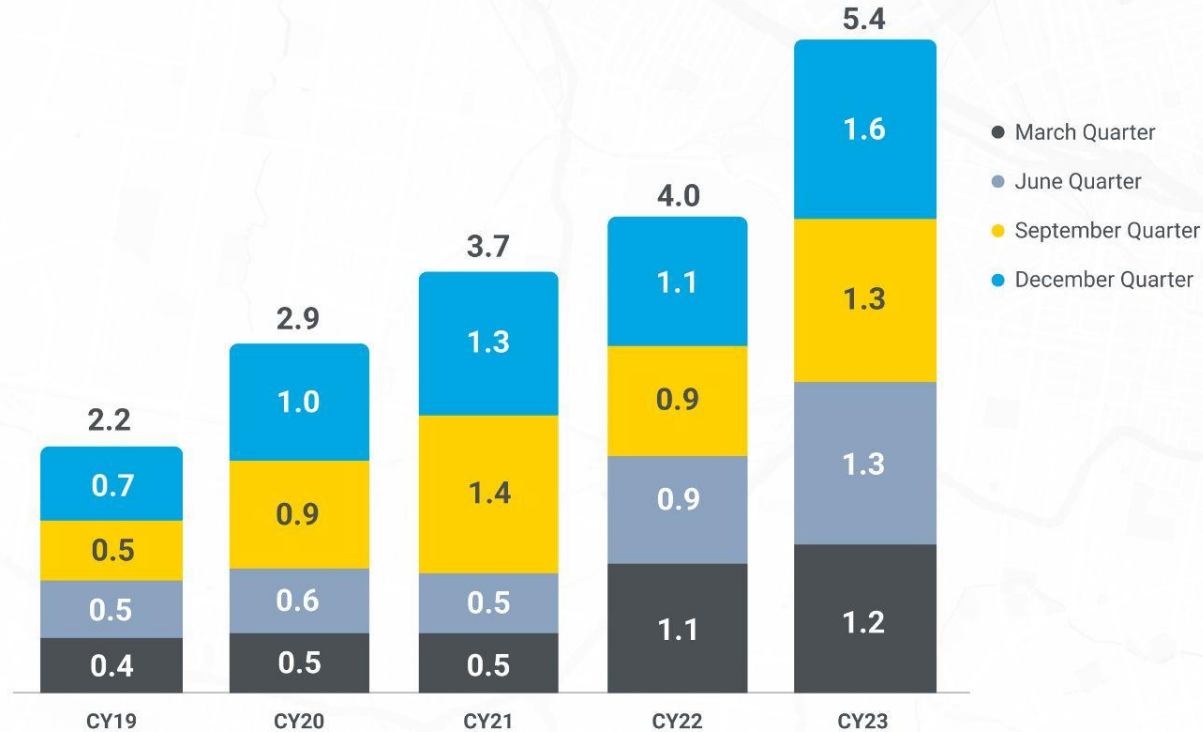


\$2.6m

Cash at 31 December 2023,
6.4 quarters of operating
cash burn

1 Unaudited

Group Revenue (A\$m)



Group revenue for Q2 FY24 of \$1.6m, ~37% higher than the pcp

CY23 group revenue 35% higher than CY22

Growth in revenue was achieved through:

- Zoom2u enterprise customers providing higher volumes
- Locate2u new customers and additional revenue from existing customers

Continued reduction in cash burn from operations

Cash flow statement

| | | |
|----------------------------------|-------|--------|
| Receipts from customers | \$000 | 1,169 |
| Payments for operating expenses | | -1,554 |
| Government grants and tax refund | | 83 |
| Net interest paid | | -99 |

Net cash used in operating activities -401

| | | |
|---|--|------|
| Payments to acquire property, plant and equipment | | -9 |
| Payments for Intellectual Property | | -233 |

Net cash used in investing activities -241

Net cash from financing activities 0

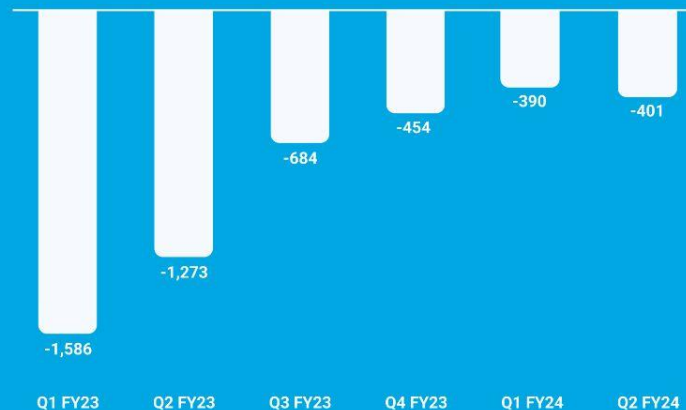
Cash movement

| | | |
|--|--|-------|
| Cash and cash equivalents at beginning of period | | 3,218 |
| Net cash used in operating activities | | -401 |
| Net cash used in investing activities | | -241 |
| Net cash from financing activities | | 0 |

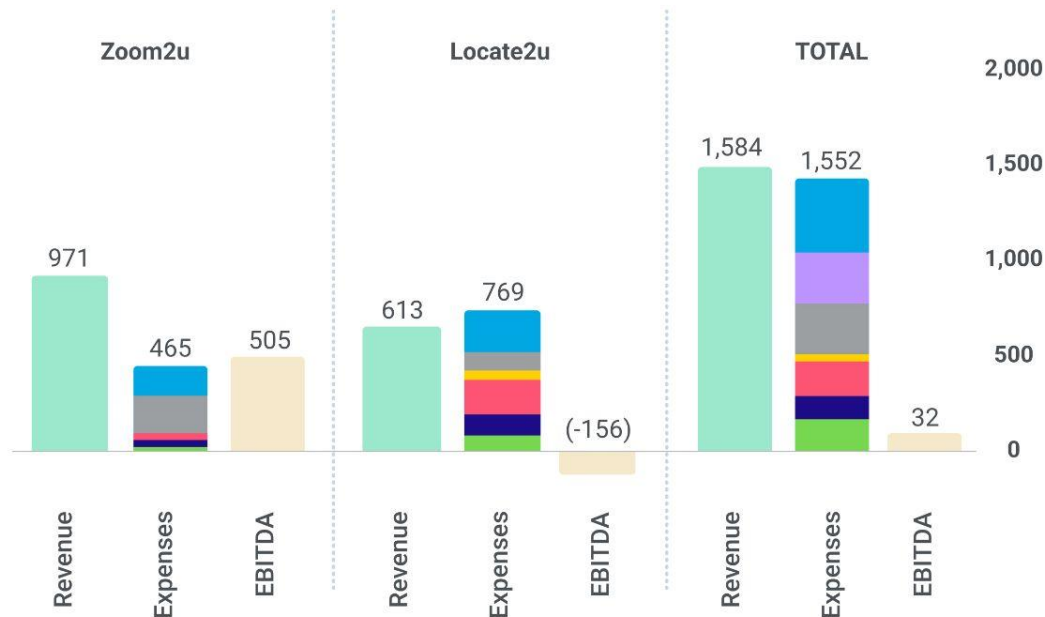
Cash and cash equivalents at end of period 2,576

Multiple of Cash used in operating activities 6.4x

Quarterly Net Cash Flows used in Operating Activities (\$000)



Q2 FY24 P&L by Business



Note: Amounts above are in \$000 and are unaudited. Corporate costs exclude ESOP expenses. Zoom2u includes 2u Enterprises revenue. The allocation of costs above are not consistent with the allocations made in the segment note in the Company's financial statements.



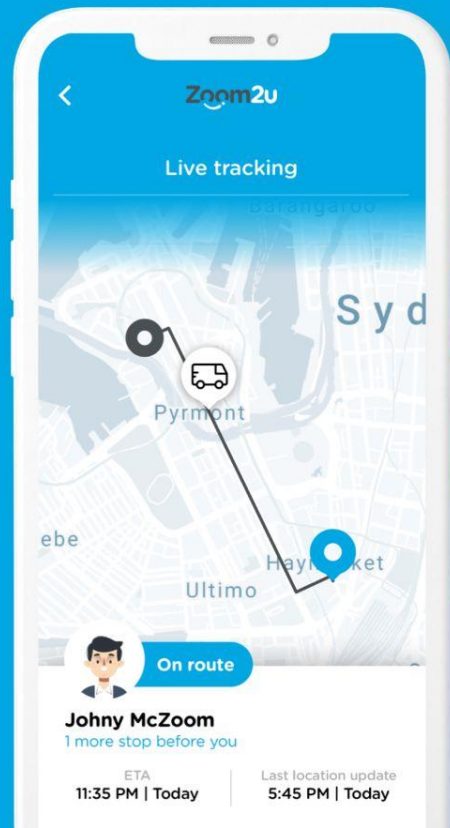
Group EBITDA for the quarter was -\$22k but excluding ESOP expenses Group EBITDA was +\$32k

Zoom2u's EBITDA for Q2 FY24 was \$505k, an increase of \$264k relative to the prior quarter of \$241k. Increases in volumes from enterprise customers drove an increase in revenue and EBITDA

Locate2u's EBITDA continues to improve, recording EBITDA of -\$156k in the quarter versus -\$188k in the prior quarter



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



> 95,000
Customers

3.6M+
Deliveries

>15,000
Drivers



Vehicles



Parcel Types



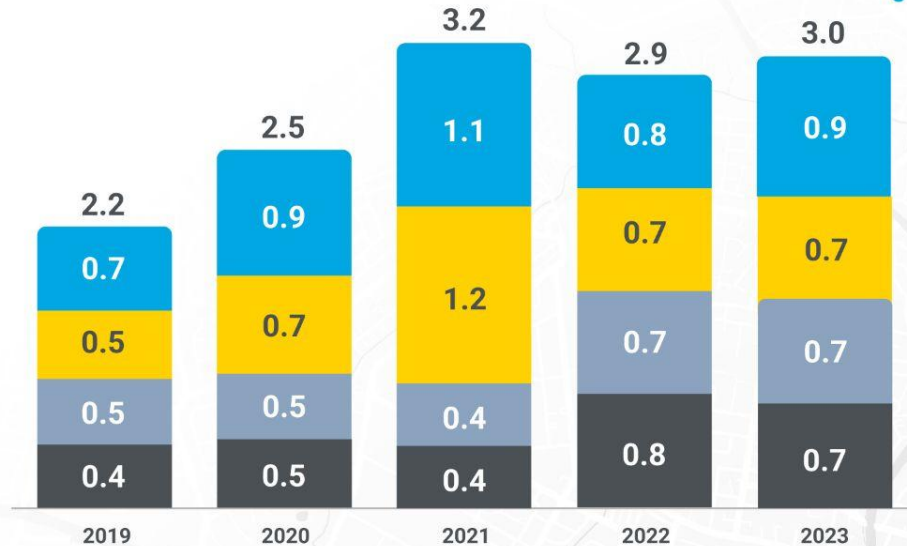


- March Quarter
- June Quarter
- September Quarter
- December Quarter

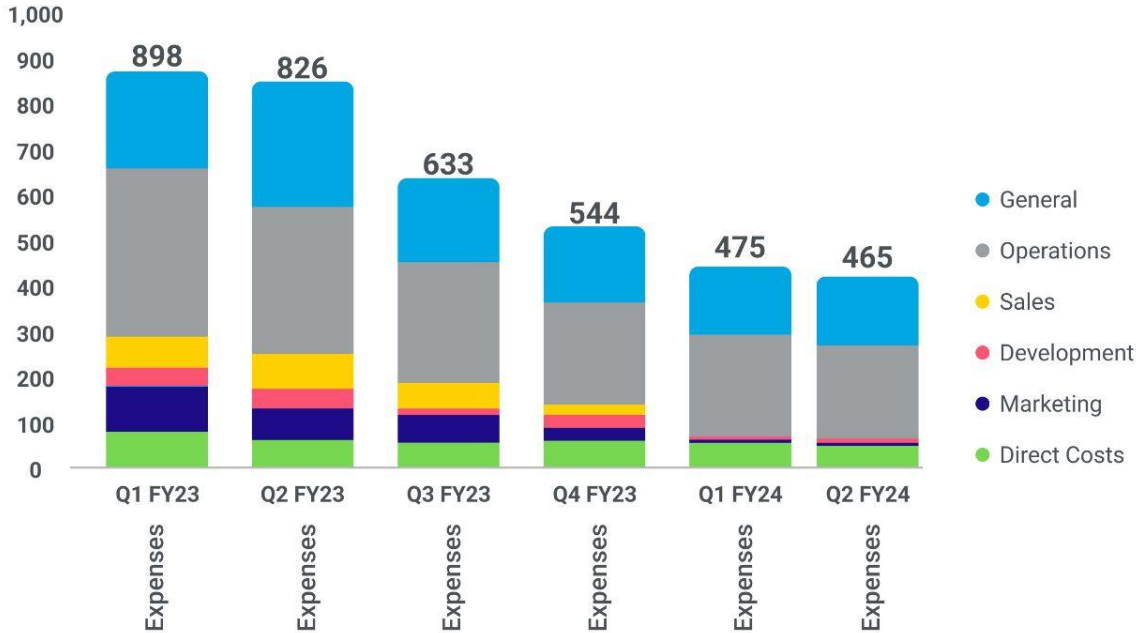
Zoom2u revenue for Q2 FY24 of \$916K was:

- 22% higher than the pcp; and
- 38% higher than Q1 FY24

Increases in volumes from enterprise customers drove an increase in revenue for the quarter



Maintaining Financial Discipline

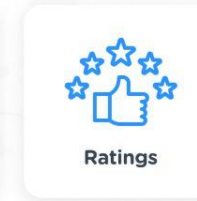
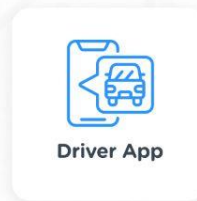
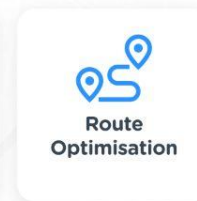
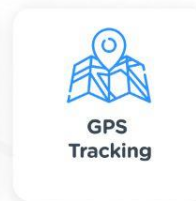
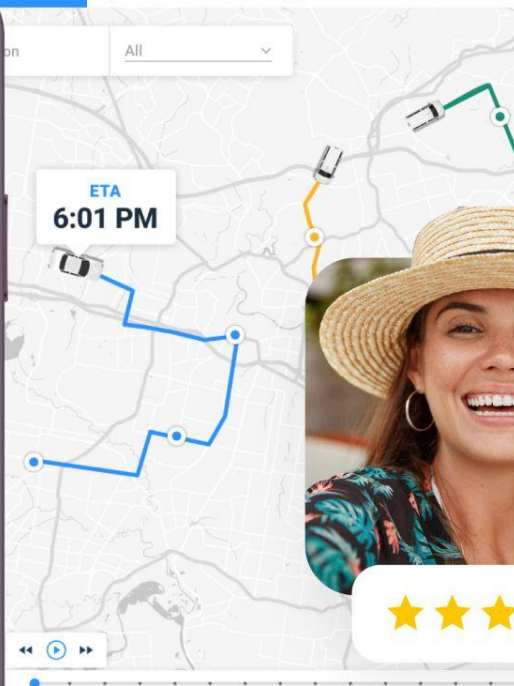
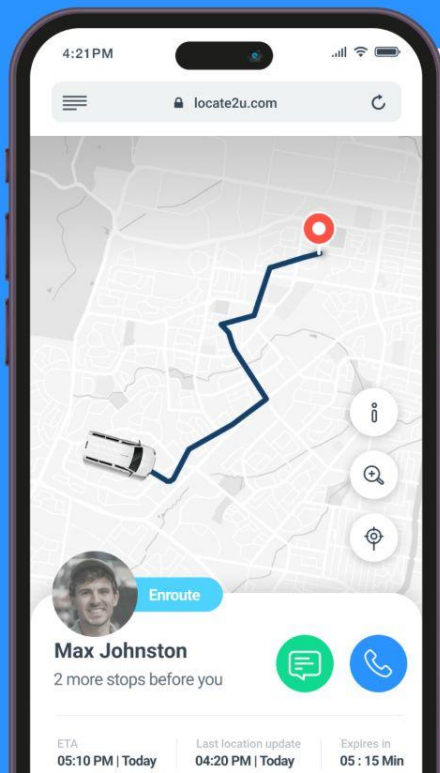


- Zoom2u costs flat vs prior quarter
- No increase in costs on a 22% increase in revenue, demonstrating operating leverage
- Costs now optimised for the current level of revenue



SaaS for last mile delivery

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





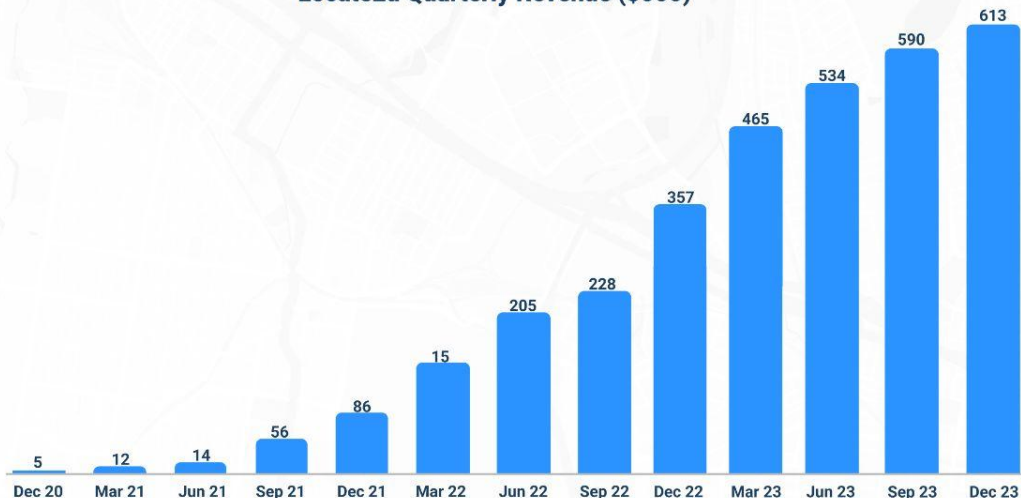
Locate2u's growth continues:

- Revenue 72% higher than the pcp
- 4% growth over Q1 FY24

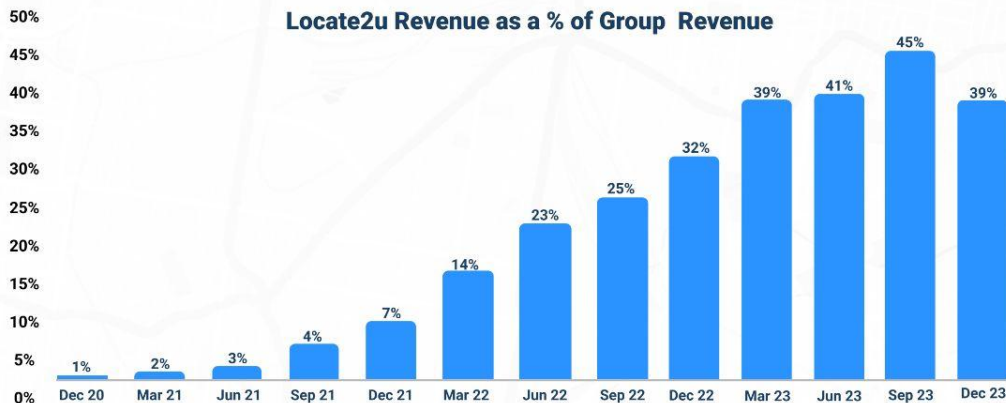
Locate2u's contribution to Group Revenue reduced to 39% in Q2 FY24 due to the peak season volumes experienced by the Zoom2u business.

New customer in the quarter - Storage King. Discussions ongoing with several prospective enterprise customers for Locate2u in Australia and Europe

Locate2u Quarterly Revenue (\$000)

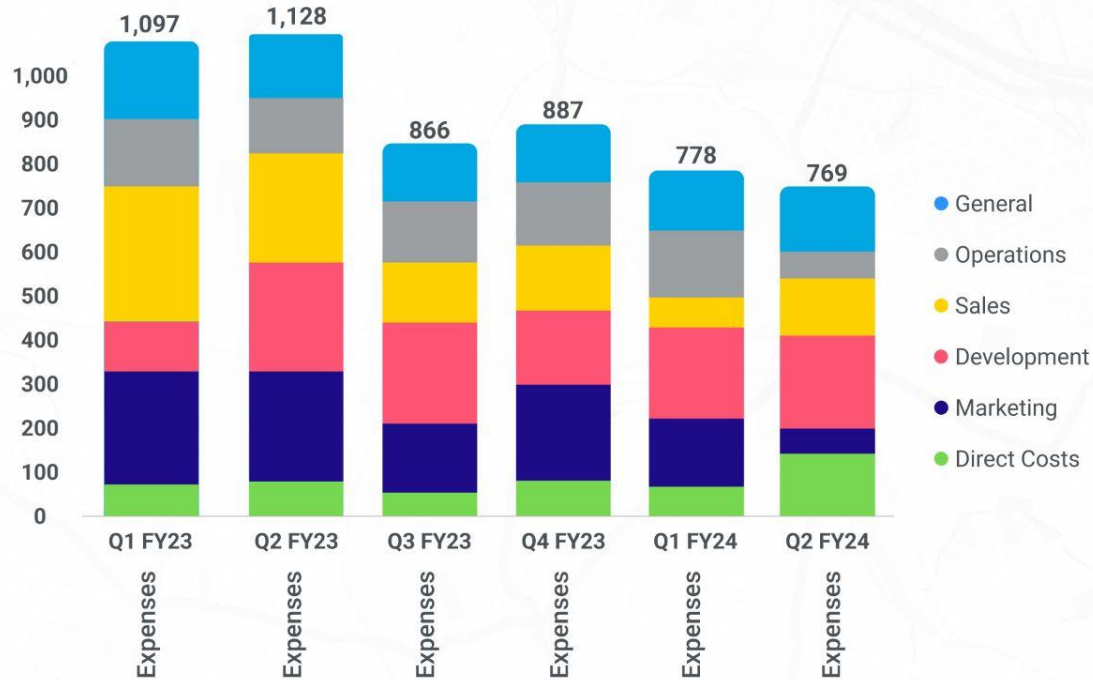


Locate2u Revenue as a % of Group Revenue



Maintaining Financial Discipline

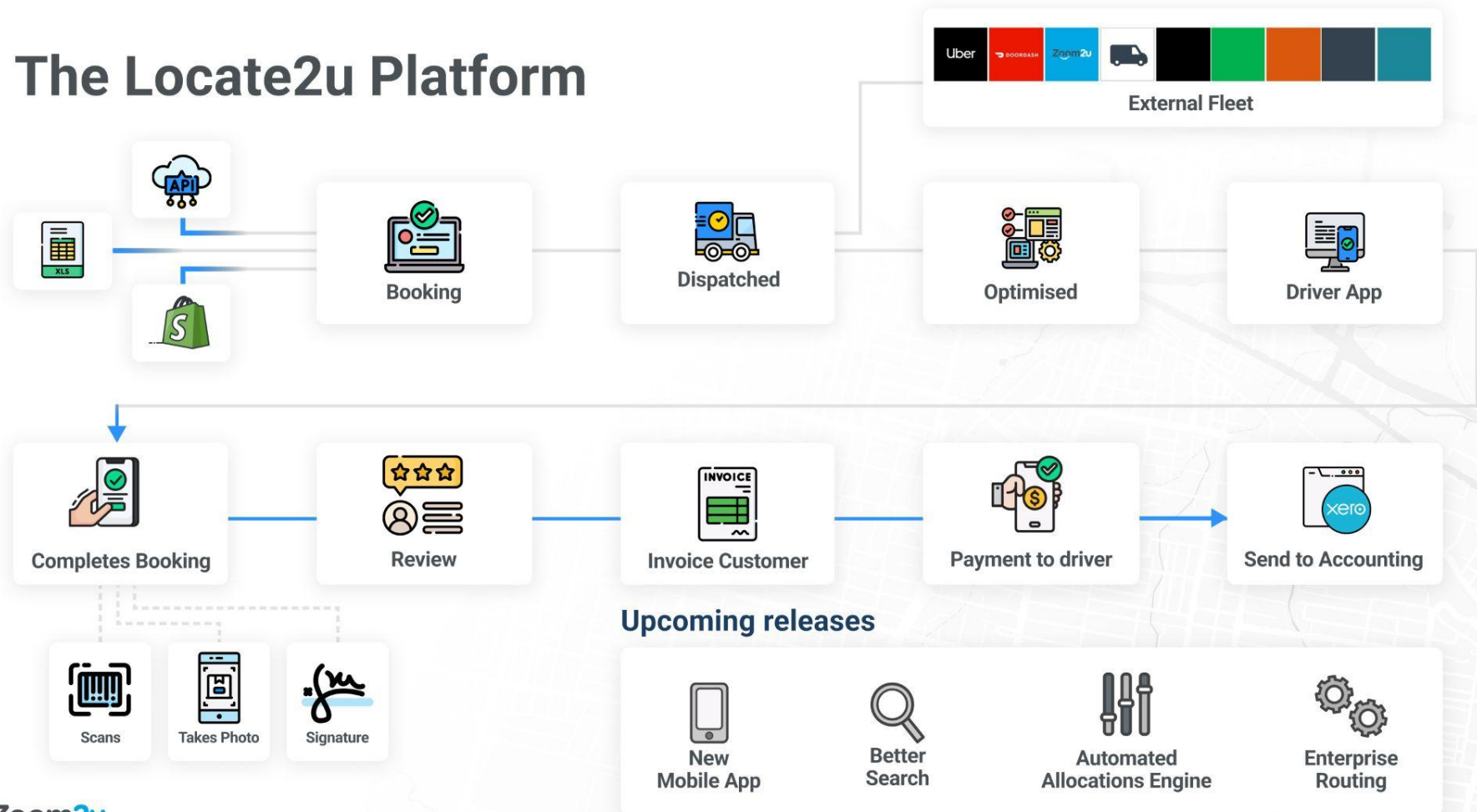
Locate2u



Note: Amounts above are in \$'000 and are unaudited. The allocation of costs above are not consistent with the allocations made in the segment note in the Company's financial statements.

- Locate2u's revenue has increased by ~72% compared to the pcp (\$357k to \$613k)
- Locate2u's costs have declined by ~32% (\$1.128m to \$769k) over the same period
- Largest reductions have been in marketing costs and sales staff expenses

The Locate2u Platform



Live Product Demonstration Event

2nd February • 12pm AEST & 11pm AEST

Register at: <https://www.locate2u.com/event>

Our marketing funnel strategy

WEBSITE

SEO • PR • Ads • Outbound

REMARKETING

Book • Video • Case Studies •
Written content

CONSIDERATION

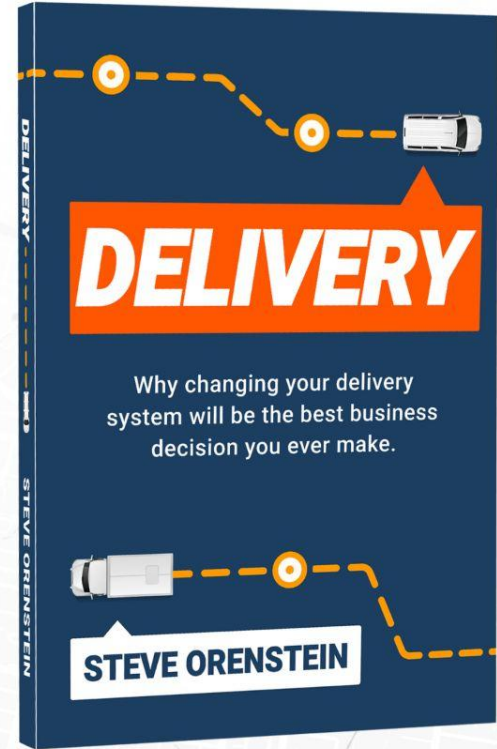
Trial • Demo

DECISION

Sign up

CUSTOMERS

- Provide valuable content
- Build an audience
- Reduce reliance on paid ads by generator organic traffic



available at
amazon.com.au

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 and reduced our cash burn



We are focusing on profitability as a priority



Q&A



Steve Orenstein
Founder and CEO



Michael Gayst
CFO and Executive Director

Thank you

Contact: investor@zoom2u.com



Appendix



Capital Structure



82.9%
Top 50 Holders



17.1%
Others

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:FLT).X).



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 27 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 currently Chair and Non-Executive Director of ICMEC Australia (International Centre for Missing and Exploited Children), a Non-Executive Director of Ripple Learning Limited, independent member of the Australian Medical Association (NSW)'s Audit & Risk Committee, and a member of the ESG Council of Blackwattle Investment Partners.



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.