

Zoom2u Technologies Limited (ASX:Z2U)

Zoom2u ASX Presentation

Q1 FY25 Results

Locate2u

Zoom2u

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Presenting today



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Steve Orenstein

Founder and CEO



Michael Gayst

CFO and Executive Director

17% revenue growth for Q1 FY25 vs the pcg



\$1.5m

Group Revenue
17% growth on the pcg



\$663k

Locate2u Revenue
12% growth over the pcg



\$73k

EBITDA¹ for Q1 FY25 a
~\$430k improvement
from the pcg



\$37k

Cash generated from operating
activities - a \$427k improvement
from the pcg

¹ Unaudited

TRADING UPDATE

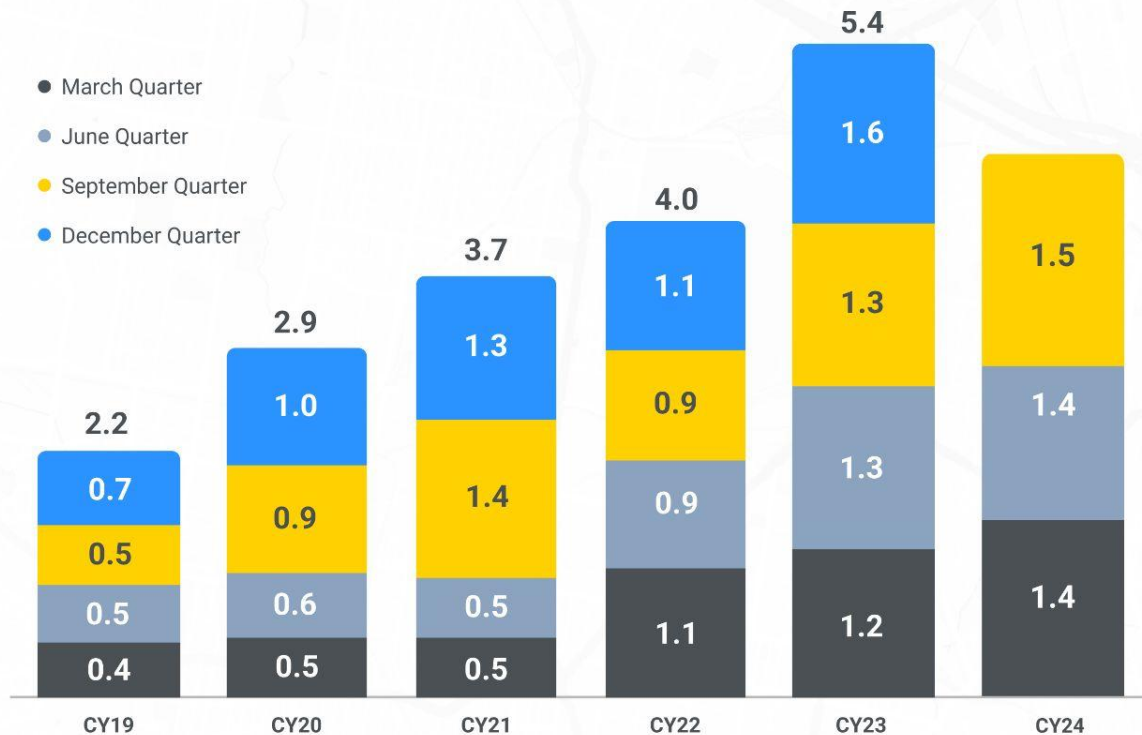
Group Revenue (A\$m)

● March Quarter

● June Quarter

● September Quarter

● December Quarter



Group revenue of \$1.5 million for Q1 FY25, representing growth of 17% over the pcq revenue of \$1.3 million

Locate2u revenue of \$663k for Q1 FY25 represented 12% growth over the pcq

Zoom2u (including 2u Enterprises) recorded revenue of \$868k which was 21% higher than the pcq

Cash from operating activities of +\$37k in Q1 FY25

Cash flow statement

\$000

Receipts from customers	1,710
Payments for operating expenses	-1,641
Government grants	74
Net interest paid	-107

Net cash from operating activities 37

Payments to acquire property, plant and equipment	-22
Payments for Intellectual Property	-302

Net cash used in investing activities -324

Net cash from financing activities -6

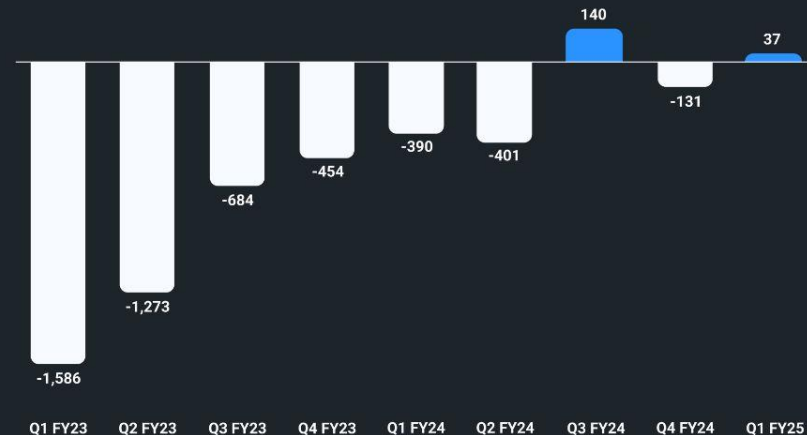
Cash movement

Cash and cash equivalents at beginning of period	2,053
Net cash used in operating activities	37
Net cash used in investing activities	-324
Net cash from financing activities	-6

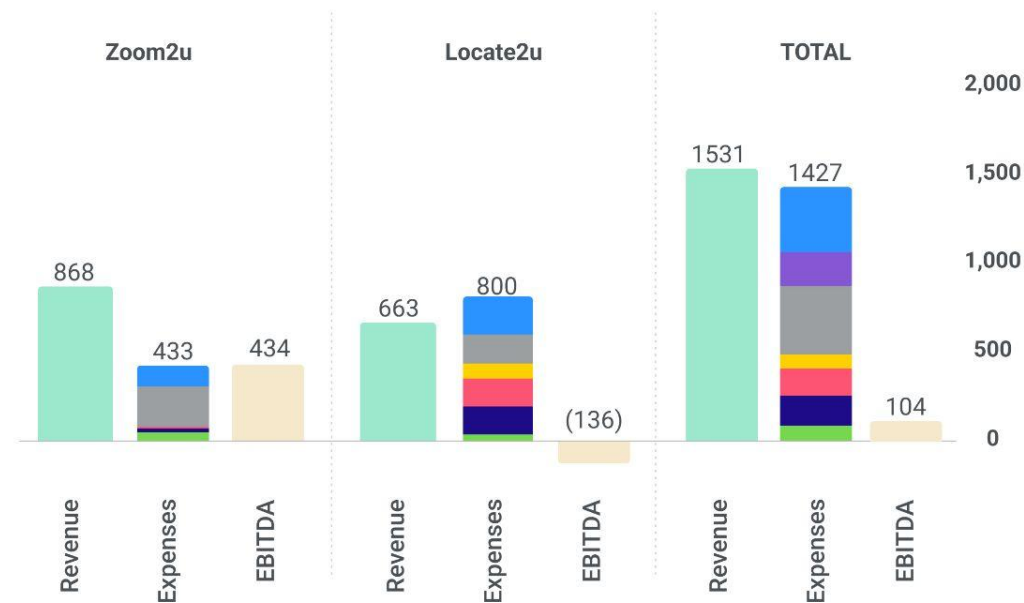
Cash and cash equivalents at end of period 1,760

Positive operating net cash flows in Q1 FY25

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



Q1 FY25 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.

Revenue
 General
 Operations
 Sales
 Development
 Marketing
 Direct Costs
 Corporate Expense
 EBITDA

Positive EBITDA for Q1 FY25

EBITDA for the quarter was a profit of \$74k, being a ~\$430k improvement from the pcg

The Zoom2u business achieved an EBITDA of \$434k

The EBITDA loss for Locate2u for the quarter was \$136k

Excluding ESOP expenses, Group EBITDA was +\$104k

Zoom2u Snapshot

Unique and broad services offering, delivering a range of items across Australia

98,000+ customers



Items Delivered



Highly scalable delivery platform that connects businesses and consumers to a fast, transparent and reliable delivery network

Point to point delivery, offering VIP, 3 hour, same day, interstate and large freight delivery services

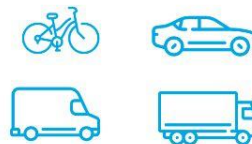
Milestone of 4 million deliveries achieved in 2024

Zoom2u has won Product Review's Award for 2019, 2020, 2021, 2022, 2023

Generates Fees of typically 20%+ on the amount paid by Customers for Deliveries (represented as GMV)

17,000+ registered drivers

Driver network



Delivery times:

-  7 Days a week
-  Daytime & Weekends
-  After Hour Deliveries

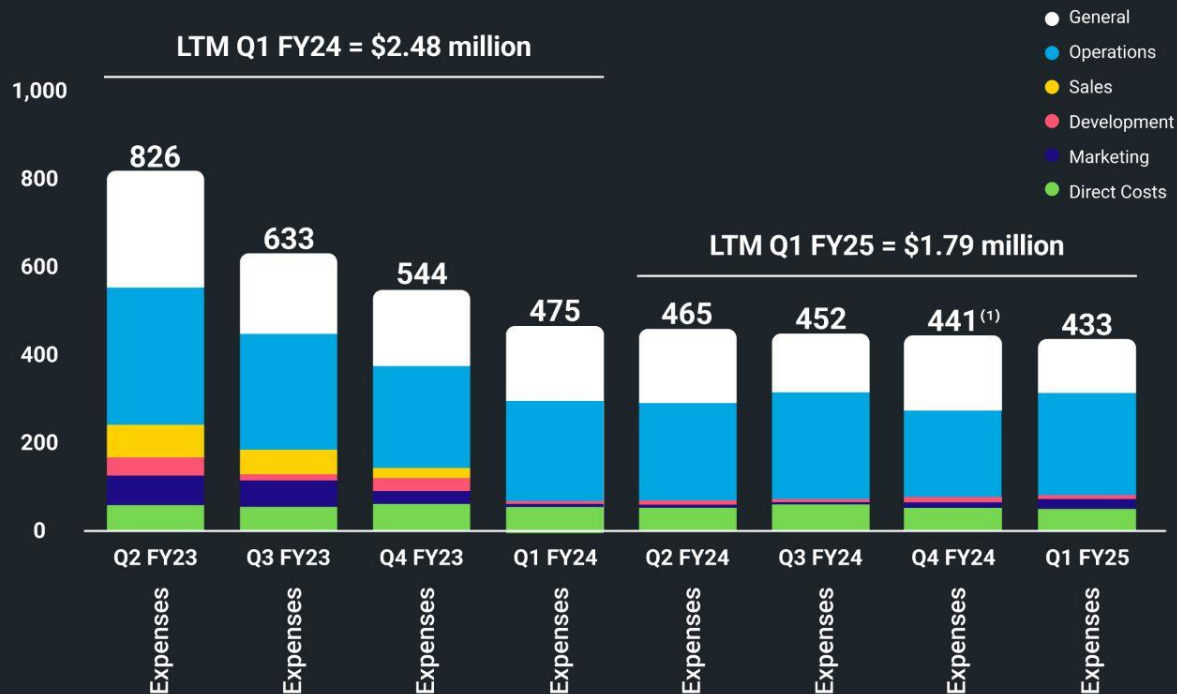


Zoom2u (excluding 2u Enterprises) recorded revenue of \$717k which was 8% higher than the pcp

Planning underway for peak season



28% Reduction in operating expenses

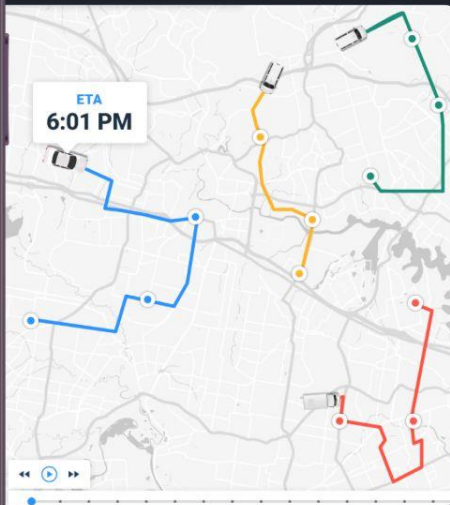
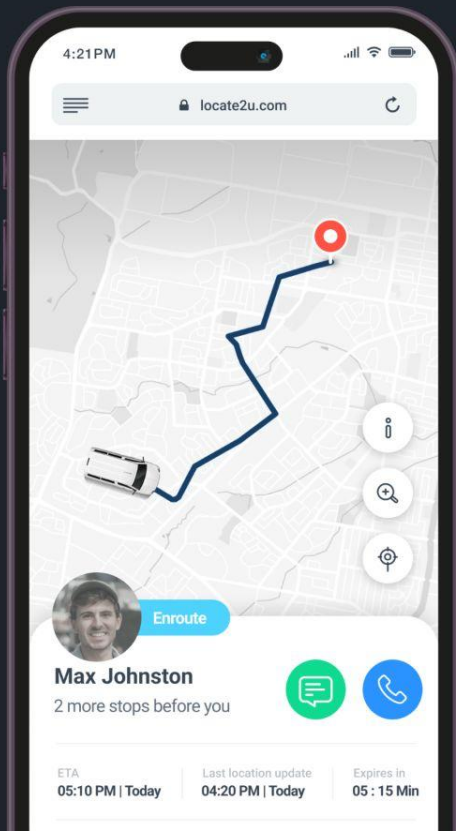


- 28% reduction in Zoom2u operating expenses for LTM Q1 FY25 vs pcq
- Zoom2u costs for Q1 FY25 slightly lower than prior quarter
- We are continuing to carefully manage costs in the Zoom2u business



SaaS for last mile delivery

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



Booking
Management



GPS
Tracking



Route
Optimisation



Driver App



Proof of
Delivery



Ratings



Revenue of \$663k for Q1 FY25 representing 12% growth over the pcq

Revenue growth in the quarter assisted by recent signings of:

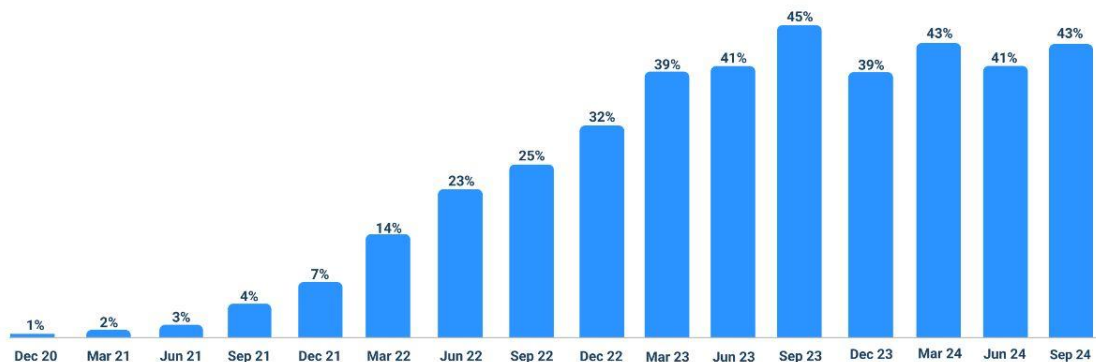
- Winning Services
- Designer Transport
- Roller Truck

Focus continues on enhancing functionality of the Locate2u product.

Locate2u Quarterly Revenue (\$000)



Locate2u Revenue as a % of Group Revenue





40% CAGR in ARR over the past 15 months

Locate2u's revenue consists of multiple revenue stream:

- Software revenue - recurring monthly software revenue
- Hardware revenue - one-off sales of GPS units
- SMS revenue
- Implementation fees - trials and onboarding fees charged to enterprise customers

Locate2u's revenue has grown at a compound rate of approximately 325% since the business was launched in FY21

One off GPS sales and implementation fees can impact reported revenue growth from period to period

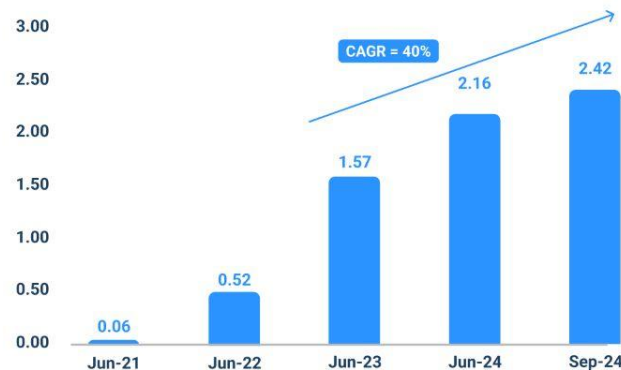
Recurring software revenue is driving Locate2u's growth

Annualised recurring revenue has grown by an annual compound rate (CAGR) of approximately 40% over the past 15 months from \$1.6m at June 2023 to \$2.4m at September

Locate2u Total Annual Revenue (A\$m)



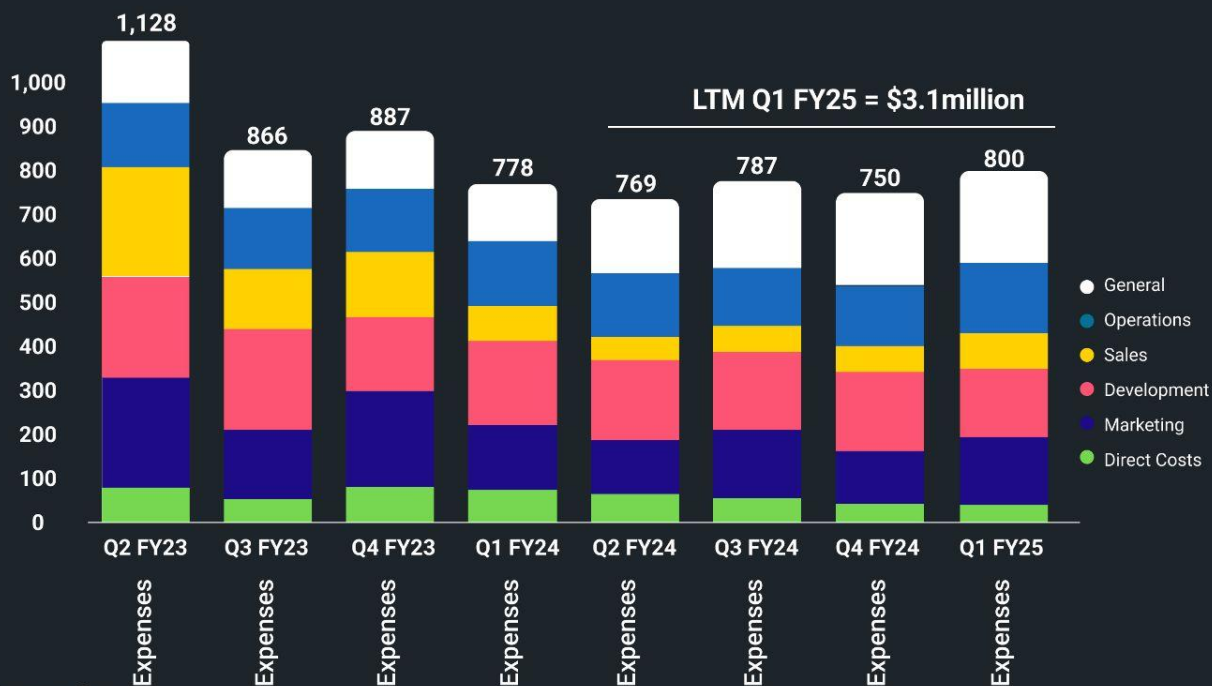
Exit ARR⁽¹⁾ - Software Revenue (A\$m)



(1) Software revenue for the month indicated (Locate2u, Talcasoft and Local Delivery) multiplied by 12

15% Reduction in operating expenses

LTM Q1 FY24 = \$3.7 million



- 15% reduction in Locate2u operating expenses for LTM Q1 FY25 vs pcq
- Locate2u costs remain relatively flat over recent quarters notwithstanding revenue growth

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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



Shares on issue

193,785,927

As at 24 October 2024



Market Capitalisation

\$14.7 million

As at 24 October 2024



Cash at Bank

\$1.76 million

As at 30 September 2024

84%
Top 50 Holders



16%
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).



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 a Non-Executive Director of Ripple Learning Limited, member of the Australian Medical Association (NSW)'s Audit & Risk Committee, a member of the ESG Council of Blackwattle Investment Partners, and a member of the NSW Anti-slavery Commissioner's Advisory Panel.



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.