



**TZ Limited**

ABN 26 073 979 272

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**[www.tz.net](http://www.tz.net)**

21 November 2024

## **ASX Announcement**

### **AGM CEO ADDRESS**

Dear Shareholders

Apologies for not being able to attend the AGM today. I am currently in the US and attending a major event with our strategic University Mail Centre customers.

As you know, we successfully turned the TZ business around last fiscal year and achieved our first fully profitable 12 months, after major restructuring to our operations. This year, our focus is on laying the foundations for sustainable business growth. In particular, we are investing in our US business and revamping our US sales and marketing efforts to get us back to the operating levels of previous years of over A\$10 Million of annual sales. From there, we need to expand and diversify our revenue streams so as to leverage the full potential of the large US economy.

In my opinion, opportunities exist to improve our penetration in traditional segments. The US Educational sector continues to be a large and attractive addressable market. There are nearly 6,000 colleges and universities in the US that spend millions of dollars to deploy, maintain, and upgrade campus technologies and systems annually. Many educational institutions still have technology systems that have been in place for many years and are truly outdated. Campus mailroom logistics systems, in particular, is one such area, where traditional mailroom management systems are unable to keep up with the influx of packages and e-commerce deliveries.

With only 500 or so Universities having upgraded their mailrooms with smart locker and smart mailbox technology, there is a clear and substantial path for new technology adoption by University Mail Centres to improve productivity and efficiency and replace antiquated and labour-intensive processes. I believe that TZ has the products that can compete and win in this space.

Our corporate markets still offer strong growth potential as customers like Apple, Microsoft and large property developer and real estate organisations, like CapitaLand in Asia, expand their extensive operations and roll out new agile workplace strategies across their properties. Our focus on Customer Success and account management will underpin our strategies for retention and sales from our established installed base.

In July, we announced our desire to acquire a Tenant App to provide TZ with a platform that can drive new annuity revenue sales into the high growth property markets of mixed-use projects, build to rent, aged care, and master planned communities. In October, TZ entered into a Heads of Agreement to acquire PropTech company, Keyvision. TZ is currently completing due diligence for the transaction but is expecting the acquisition (which will be supported by debt funding and future cashflows) to be concluded by the end of the year. Keyvision is a leading SaaS company that specialises in property and facility management solutions designed to simplify complex operations and optimise property performance.



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With an established customer base of large property developers and property managers, and recurring revenue of over A\$1 Million, Keyvision is primed for exponential growth as commercialisation moves from early customer engagement to broader market adoption.

TZ's objective is to leverage our established infrastructure and effectively grow and develop the Keyvision platform. In particular, we see the launch of Keyvision in the US as being a critical enabler for growth.

Despite the obvious challenges of keeping the Company focused on its objectives, particularly in the light of the acquisition and merging of the businesses, this is an exciting period for TZ and a potential game changer that can offer a diversified revenue stream and drive a new level of shareholder value and confidence.

Authorised for release by the Board of Directors.

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

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### **About TZ Limited**

At TZ, we create solutions that can manage assets effectively or manage space and utility effectively, i.e. Smart Lockers for IT Asset Management, Smart Lockers for Package Asset Management, and secure Personal Employee Storage Solutions.

We develop end-to-end integrated solutions that are dynamic and help companies manage secure access, optimise workflows and productivity for their mobile workforce. Our ability to support individual preferences and practices and enable the collective workspace environment are underpinning deliverables in our solutions, which ensure flexibility for the User and drive a unique and enhanced User experience. For additional information on TZ Limited, please visit [www.tz.net](http://www.tz.net).