

Zoom2u Technologies Limited (ASX:Z2U)

# Zoom2u ASX Presentation

Q2 FY25 Results

Locate2u

Zoom2u

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# Presenting today



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



**Steve Orenstein**  
Founder and CEO

# Positive EBITDA and Cash from Operations in H1 FY25<sup>1</sup>



**+\$45k**

Group EBITDA  
\$430k improvement on  
the pcg



**+\$20k**

Cash from Operating Activities  
\$811k improvement on the pcg



**\$3.2m**

Revenue for H1 FY25 a  
10% improvement from  
the pcg



**\$1.3m**

Locate2u revenue for H1 FY25 a  
10% improvement from the pcg

<sup>1</sup> H1 FY25 results are subject to audit review



# Q2 FY25 Highlights



**\$1.66m**

Group Revenue  
5% growth on the pcg



**\$660k**

Locate2u Revenue  
8% growth over the pcg



**-\$29k**

EBITDA<sup>1</sup> for Q2 FY25 - in  
line with the pcg



**-\$17k**

Cash used in operating activities -  
a \$384k improvement from the  
pcg

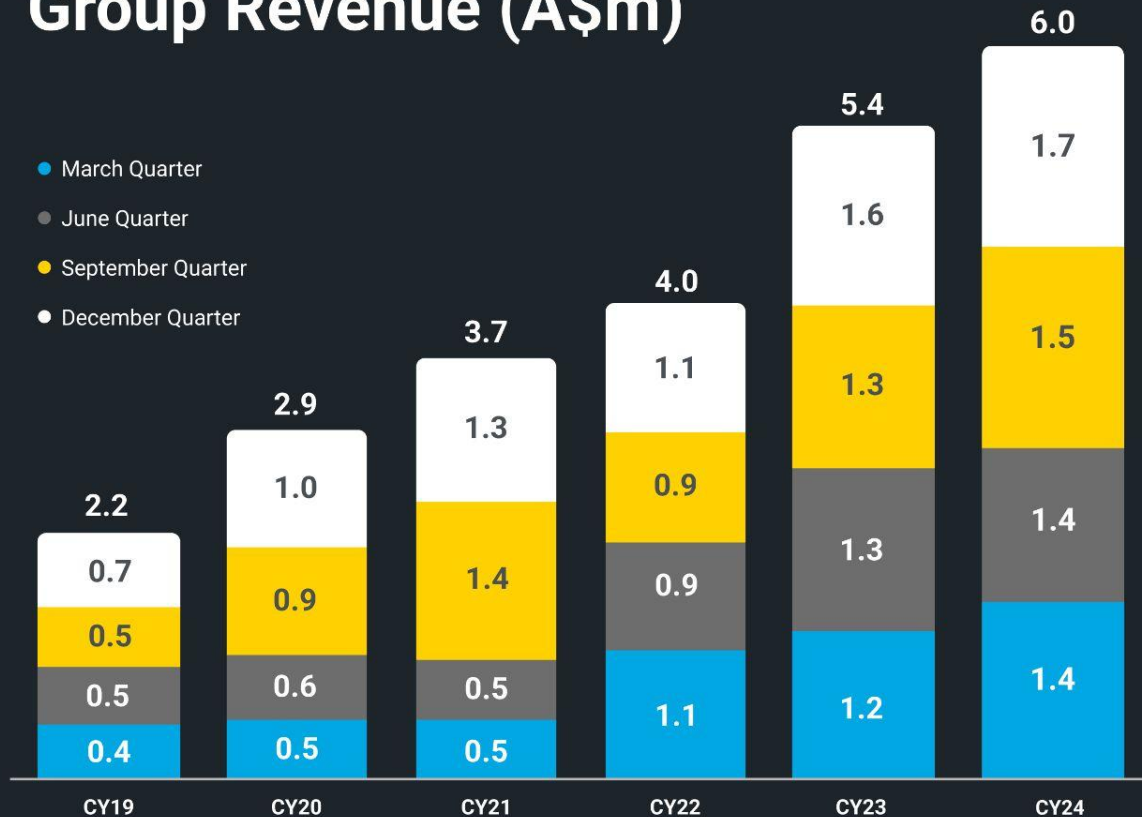
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<sup>1</sup> Unaudited

## TRADING UPDATE

# Group Revenue (A\$m)

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



Group revenue of \$6.0 million for CY24, representing growth of 11% over the pcq revenue of \$5.4 million

Locate2u revenue of \$2.5 million for CY24 representing 15% growth over the pcq

Zoom2u (including 2u Enterprises) recorded revenue of \$3.5 million which was 9% higher than the pcq of \$3.2 million

Zoom2u revenue for CY24 of \$2.9 million was 3.2% lower than the pcq of \$3 million

2u Enterprises revenue of \$0.6 million for CY24 versus \$0.2 million from CY23.

## Cash used in operating activities of -\$17k in Q2 FY25

### Cash flow statement

\$000

Receipts from customers	1,451
Payments for operating expenses	-1,457
Government grants	0
Net interest paid	-11

**Net cash from operating activities -17**

Payments to acquire property, plant and equipment	0
Payments for Intellectual Property	-295

**Net cash used in investing activities -295**

**Net cash from financing activities -6**

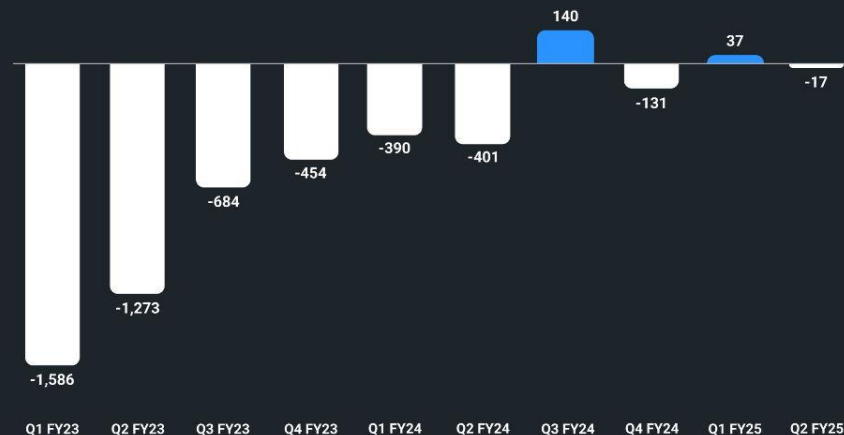
### Cash movement

Cash and cash equivalents at beginning of period	1,760
Net cash used in operating activities	-17
Net cash used in investing activities	-295
Net cash from financing activities	-6

**Cash and cash equivalents at end of period 1,442**

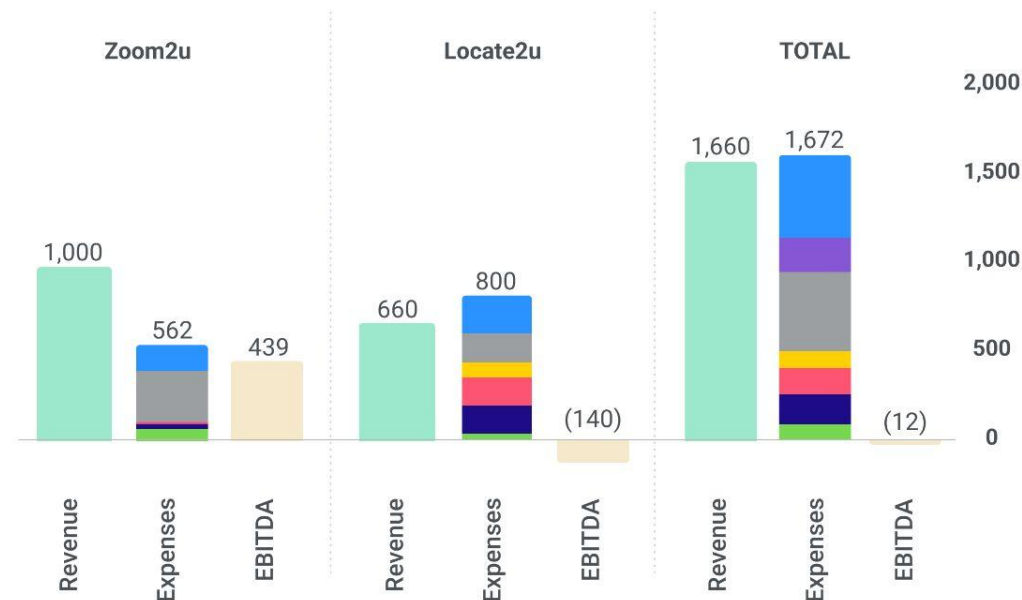
## Positive net cash flows from operating activities of \$20k for H1 FY25

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





# Q2 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.



## EBITDA for Q2 FY25 of -\$29k

EBITDA for the quarter was a loss of -\$29k, being in line with the pcp of -\$22k.

The Zoom2u business achieved an EBITDA of \$439k

The EBITDA loss for Locate2u for the quarter was \$140k

Excluding ESOP expenses, Group EBITDA was a loss of \$12k

# Zoom2u Snapshot

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

100,000+ 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

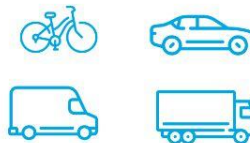
Milestone of 4 million deliveries achieved in 2024

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)

18,000+ registered drivers

## Driver network



## Delivery times:

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



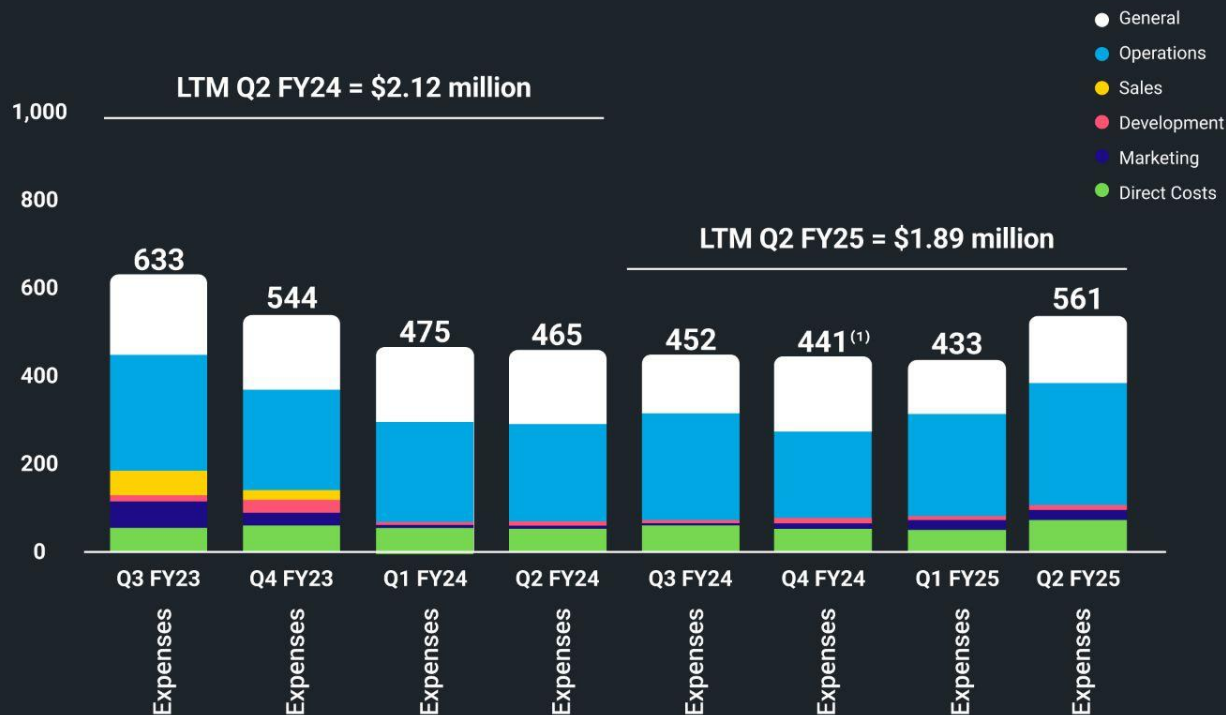
Zoom2u (excluding 2u Enterprises) recorded revenue of \$814k which was 11% below the pcg.

Revenue likely impacted by ongoing weakness in consumer confidence, combined with lower margins being achieved for Enterprise customers versus the pcg.

Revenue for CY24 of \$2.9 million was 3% lower than the \$3.0 million reported in CY23.



# 11% Reduction in operating expenses

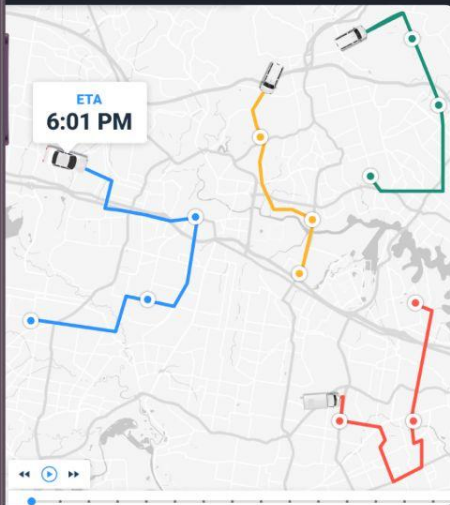
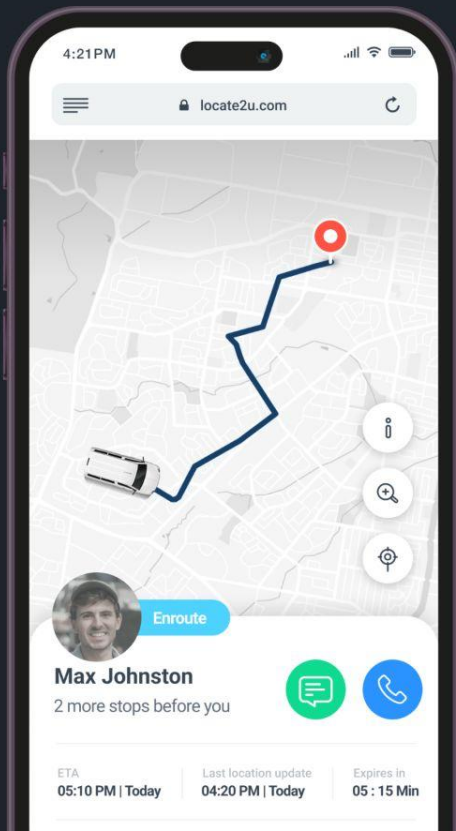


- 11% reduction in Zoom2u operating expenses for LTM Q2 FY25 vs pcg
- Zoom2u costs for Q2 FY25 higher than Q1 FY25 as new driver services business uses casual employee drivers, included in Operations expenses



# 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 \$660k for Q2 FY25  
representing 8% growth over the pcq

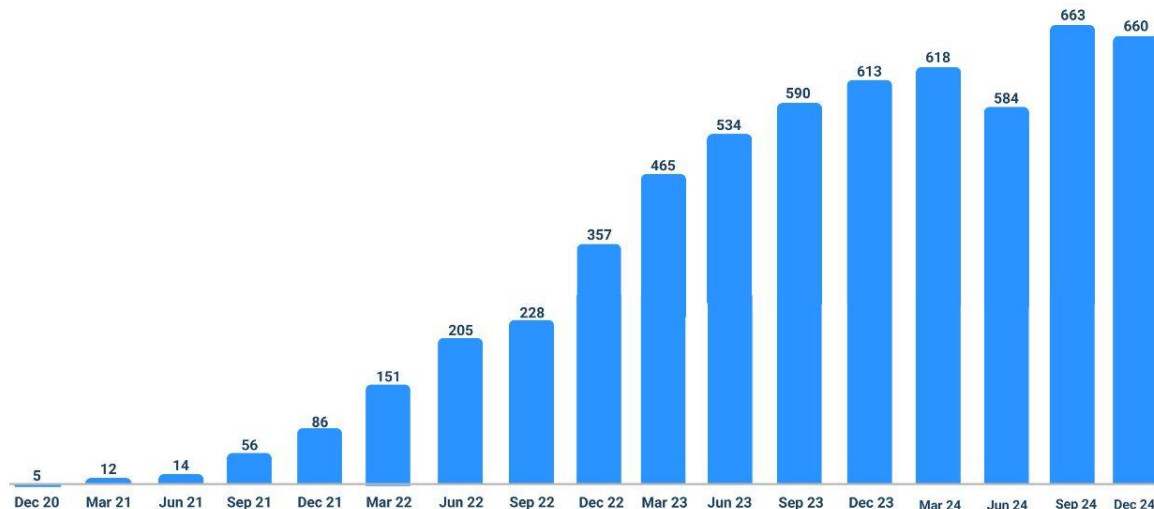
Revenue growth in the quarter assisted  
by signings of:

- OnTime Group
- ACM Parts

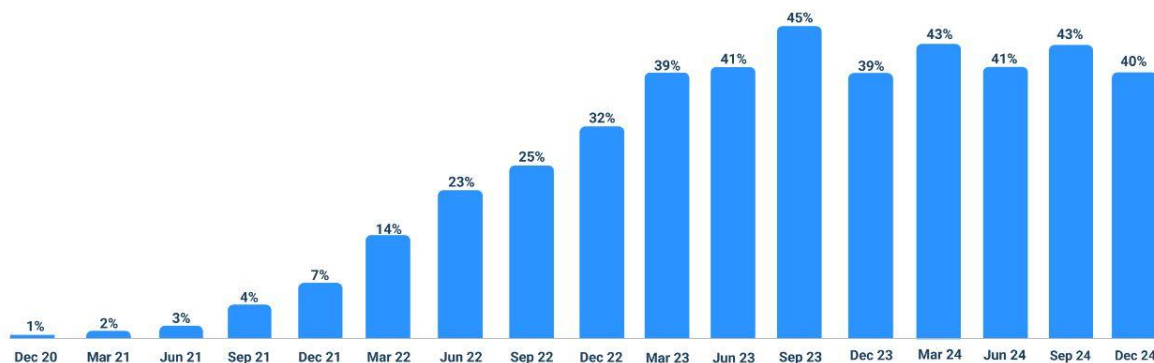
Focus continues on enhancing  
functionality of the Locate2u product

Trialing new sales model to target more  
medium-sized businesses

Locate2u Quarterly Revenue (\$'000)



Locate2u Revenue as a % of Group Revenue





## 38% CAGR in ARR over the past 18 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

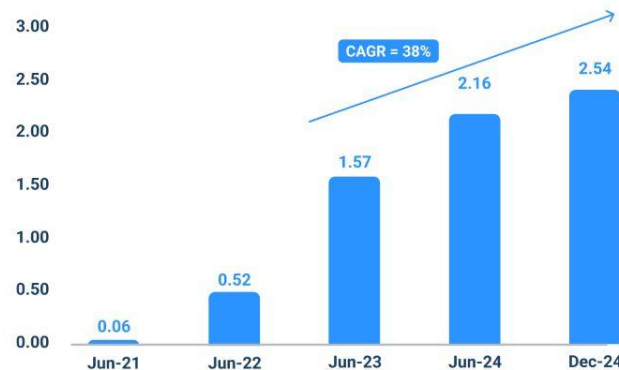
Recurring software revenue is driving Locate2u's growth

Annualised recurring revenue has grown by an annual compound rate (CAGR) of approximately 38% over the past 18 months from \$1.6m at June 2023 to \$2.5m at December 2024

Locate2u Total Annual Revenue (A\$m)

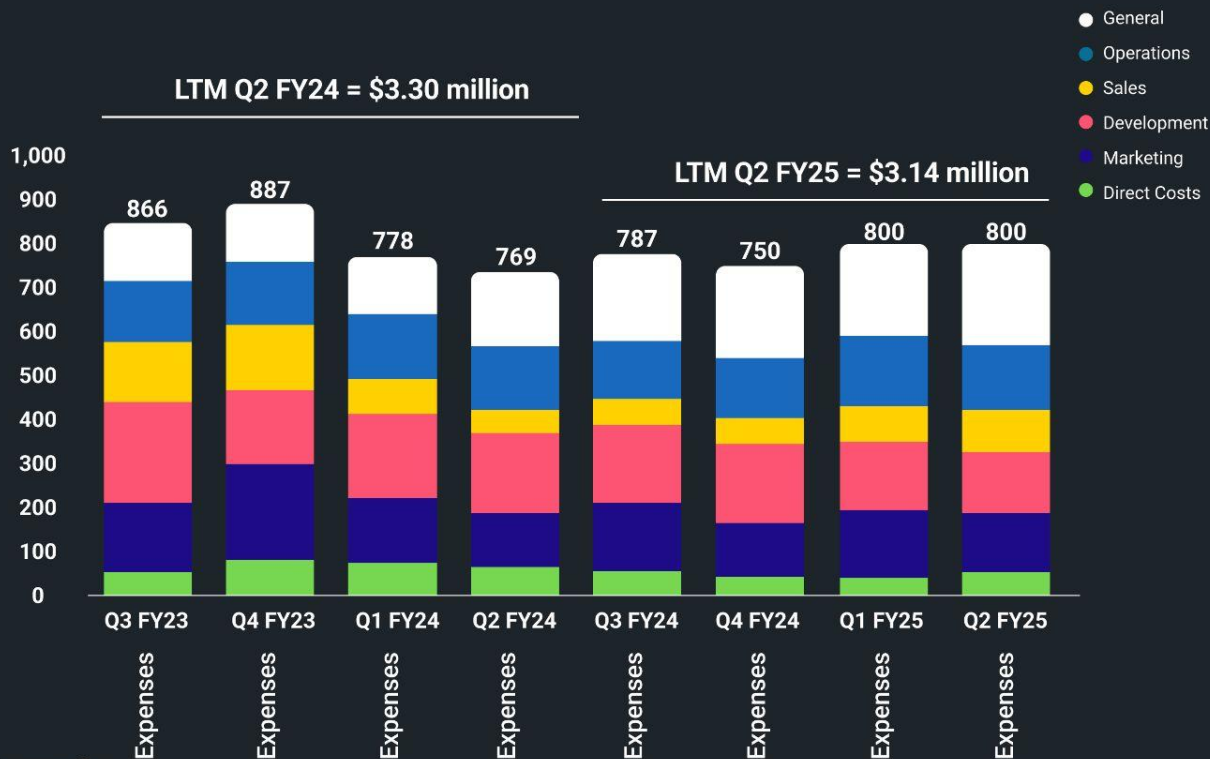


Exit ARR<sup>(1)</sup> - Software Revenue (A\$m)



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

## 5% Reduction in operating expenses



- 5% reduction in Locate2u operating expenses for LTM Q2 FY25 vs pc
- Locate2u costs remain relatively flat over recent quarters notwithstanding revenue growth

# New features developed



Orders



SMS Scheduling

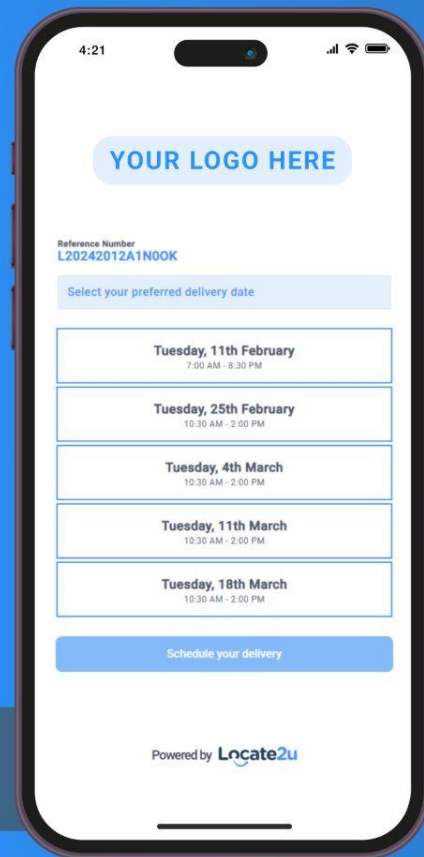


Advanced  
Zone Setup



Frequent Addresses

In H1 we have made **44 releases** to the Locate2u Platform



# Key Areas of focus for H2



Focus on getting  
to cash flow  
positive



Sales engine to  
acquire SME  
customers  
globally



Complete  
Enterprise  
implementations



Release additional  
functionality



Cost saving  
Initiatives  
eg Implementing  
Whatsapp messaging for  
notifications



Rollout  
Locate2u  
Billing Engine



# Adoption of new Treasury Management Policy to include Bitcoin (BTC)

- The Company has adopted a Treasury Management Policy (TMP) which allows Bitcoin to be acquired by the Company, and customer payments to be accepted in Bitcoin<sup>1</sup>
- Bitcoin:
  - Was created in 2009. Was the first successful, and is the best known, cryptocurrency <sup>2</sup>,
  - A decentralised alternative to traditional financial systems that enables peer to peer transactions globally, and
  - The number of maximum allowable Bitcoins is ~ 21 million.
- Under the Company's TMP, Bitcoin is able to be accepted as a payment method for our Locate2u and Zoom2u services.



# Investor Communication



## 1. Investor Portal

view latest  
announcements and  
video content.

Please register your  
email address at

[zoom2u.com.au/investors](https://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/)

# Q&A

# Thank you

Contact: [investor@zoom2u.com](mailto:investor@zoom2u.com)

# Appendix



# Capital Structure



Shares on issue

**194,050,975**

as at 23 January 2025



Market Capitalisation

**\$13.8 million**

as at 23 January 2025

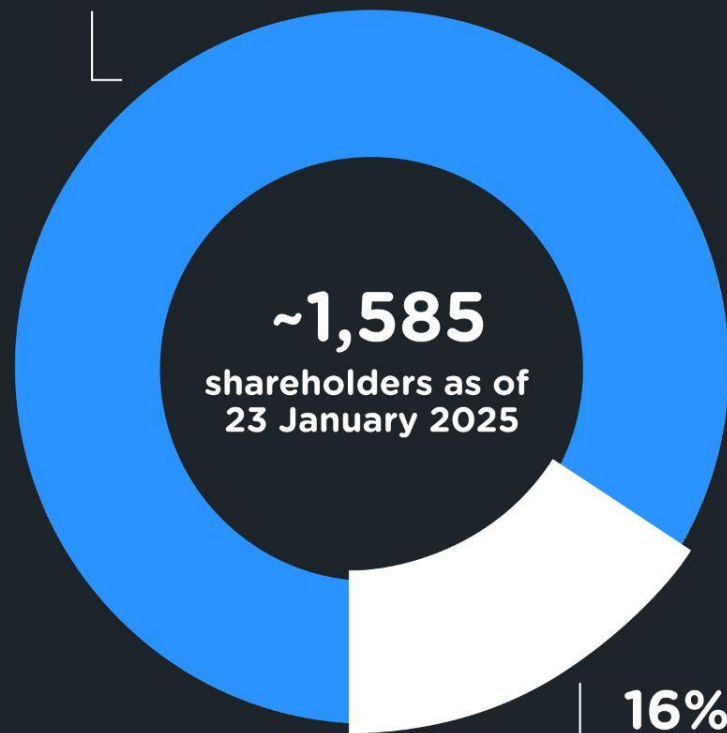


Cash at Bank

**\$1.44 million**

as at 31 December 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:FLTIX).



**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.