

Locate2u Delivers Double-Digit Growth with AI optimising operations

Q3 FY25 Quarterly Activities Report and Appendix 4C

Zoom2u Technologies Limited (ASX:Z2U “Zoom2u”, “Group” or the “Company”) has today released its Appendix 4C and Quarterly Activities Report for the period ended 31 March 2025.

Q3 FY25 Highlights

- **Locate2u Revenue:** \$681k, up 10% compared to the prior corresponding period (“pcp”).
- **Zoom2u (including 2u Enterprises):** \$720k, down 11% vs pcp, reflecting a reduction in Enterprise customer volumes.
- **Group Revenue:** \$1.4 million, flat vs pcp due to change in revenue mix.
- **Cash from Operating Activities:** Negative \$349k, primarily due to interest and tax payments deferred from Q2 FY25. After normalisation for these payments and other one-off and non-recurring items, cash from operating activities in Q3 FY25 would have been approximately +\$134k.
- **Placement Successfully Completed:** \$0.5 million raised from wholesale investors and Directors¹, to strengthen our balance sheet and provide additional working capital to grow the Locate2u business.
- **Company name change:** to Locate Technologies Limited², to reflect the Company’s strategic direction.
- **Opportunities identified:** to optimise operations across the business, including initiatives involving AI. Initiatives implemented in early April have resulted in a staff cost reduction of approximately \$41k per month.
- **Cash Position as of 31 March 2025:** \$1.27 million.

Zoom2u’s Founder and CEO Steve Orenstein said:

“I am pleased to report on another quarter of solid progress for the Group with positive momentum in key areas, particularly within our Locate2u business, which achieved 10% growth in revenue compared to the pcp.

Several Locate2u product updates were completed, including the rollout of new AI-driven features:

- **AI Chat Assistant:** Enables users to interact with their data and complete platform actions via natural language queries.
- **AI Image Recognition for Proof of Delivery:** Detects when delivery photos do not visibly show the parcel, helping improve compliance and quality assurance.

¹ \$0.15 million of the Placement funds have been committed by Directors, whose participation in the Placement is subject to shareholder approval at the upcoming Extraordinary General Meeting (“EGM”) to be held on 1 May 2025.

² Subject to shareholder approval at the upcoming EGM to be held on 1 May 2025.

A key milestone in the quarter was the commencement of the deployment of Locate2u with Winning Services (Appliances Online) in Australia, following the completion of a rollout in New Zealand.

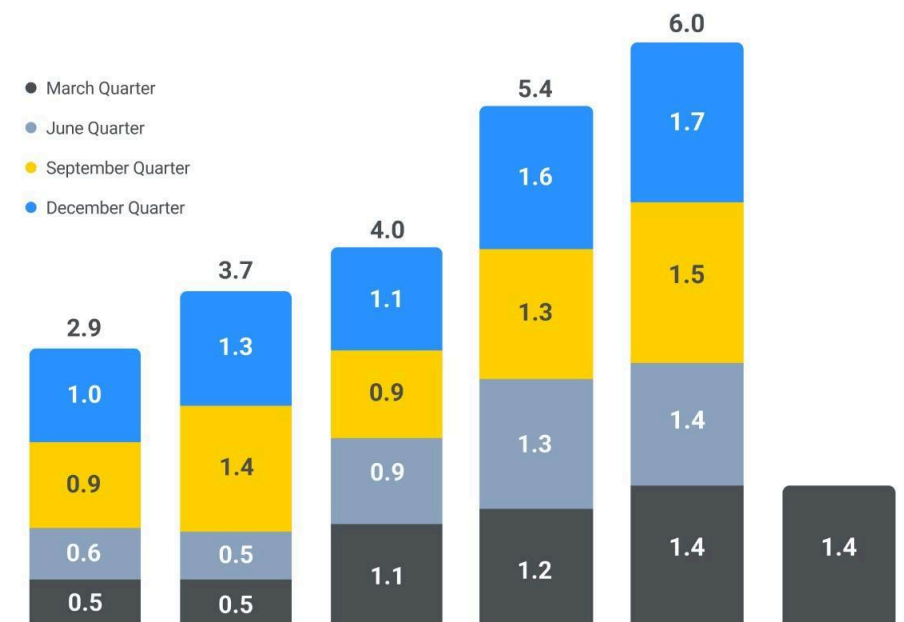
We successfully completed a placement during the quarter, raising \$0.5 million from wholesale investors and Directors. This new capital bolsters our balance sheet and provides us with resources to accelerate the growth of Locate2u.

In line with our evolving strategy and increased focus on our Locate2u product, we are proposing to change the Company's name to Locate Technologies Limited at the upcoming EGM. The proposed change better reflects our commitment to Locate2u, which is approaching the point where it is likely to represent the majority of our revenue. The integration of AI is expected to contribute to enhancements in customer solutions and internal operations, aligning with our goal of achieving continued growth in the global SaaS market. The Zoom2u marketplace will continue to operate under its current brand while also exploring AI-driven enhancements to improve the customer experience and optimise the cost base.

We expect the integration of AI across our platforms to enhance operational efficiency and product capability, supporting our path toward sustainable profitability and positive cash flows."

Trading Update

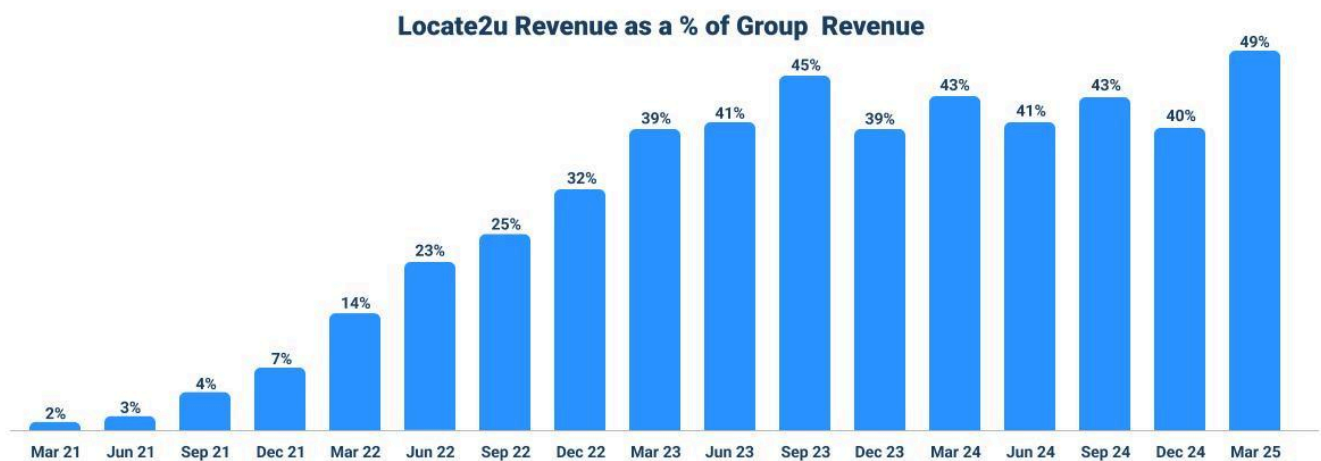
Group revenue recorded in Q3 FY25 was \$1.4 million, flat with the pcip.



Locate2u

Locate2u revenue for Q3 FY25 was \$681k, representing 10% growth over the pcq of \$618k.

As Q2 is the peak season for the Zoom2u business, Locate2u's contribution to Group Revenue for Q3 was higher than Q2 at 49%.

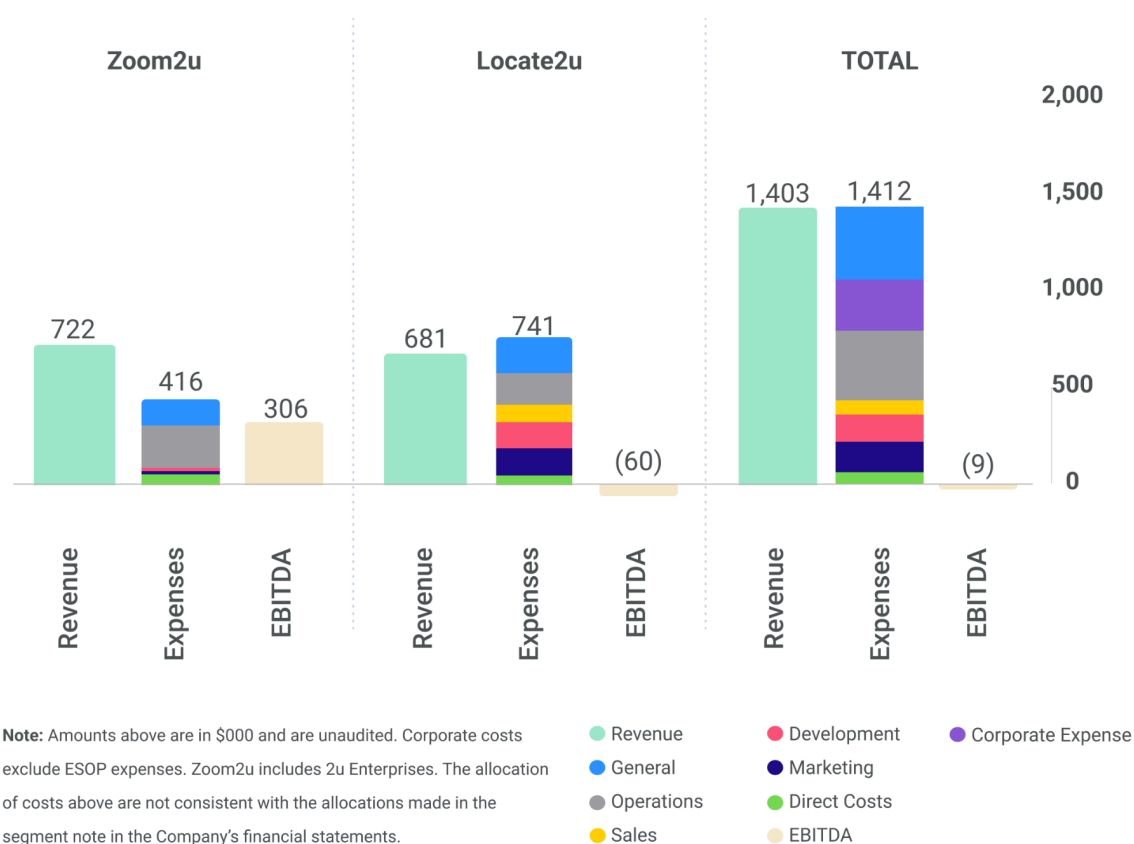


EBITDA

Group EBITDA for the quarter was **-\$91k** compared to **-\$156k** in the pcq.

The Zoom2u business (including 2u Enterprises) achieved an EBITDA of **\$306k** for the quarter, whilst the EBITDA loss for Locate2u for the quarter was **\$60k**, being an **\$80k** improvement on the **\$140k** loss in Q2 FY25.

Underlying Group EBITDA excluding ESOP expenses and payroll tax related to an issue of staff options in December 2024, was a loss of **\$9k**.

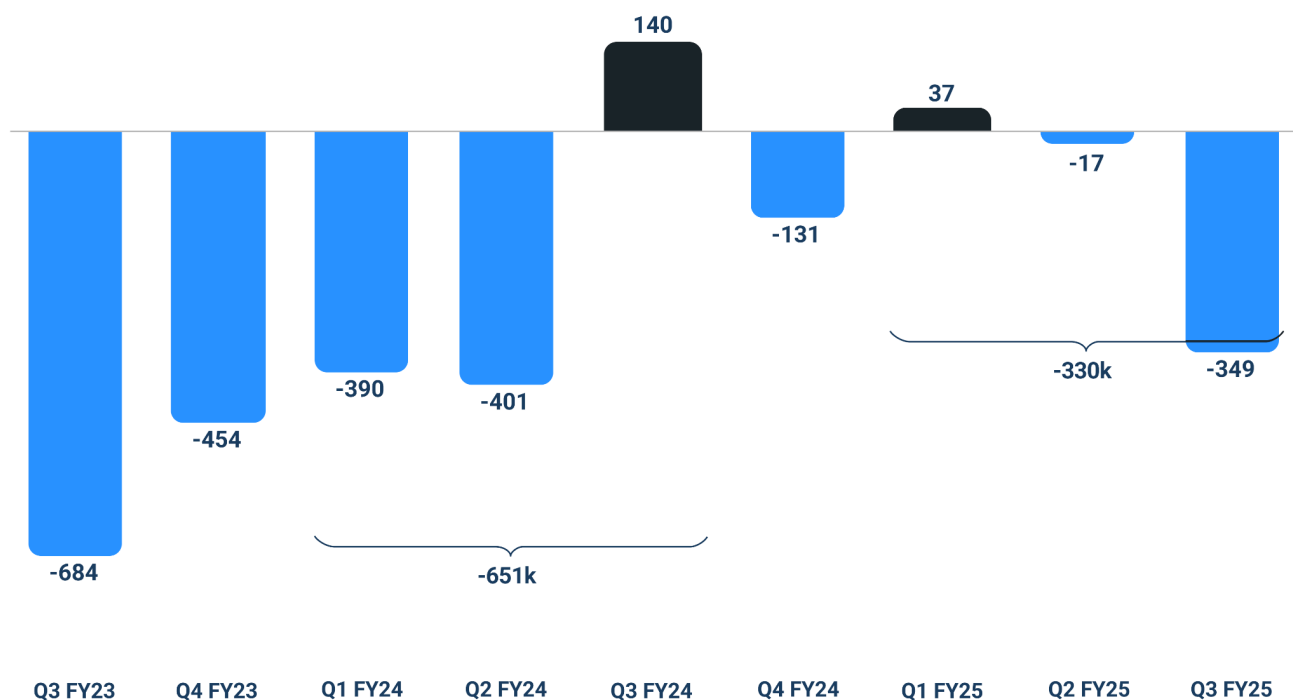


During the quarter, we identified opportunities to optimise operations across the business, including initiatives involving AI. We implemented a number of initiatives in early April that have resulted in a staff cost reduction of approximately \$41k per month. Our headcount has declined from 87 at 31 December 2024 to 68 today. Additional opportunities for efficiencies are planned through the use of AI throughout our operations.

Cash used in operating activities

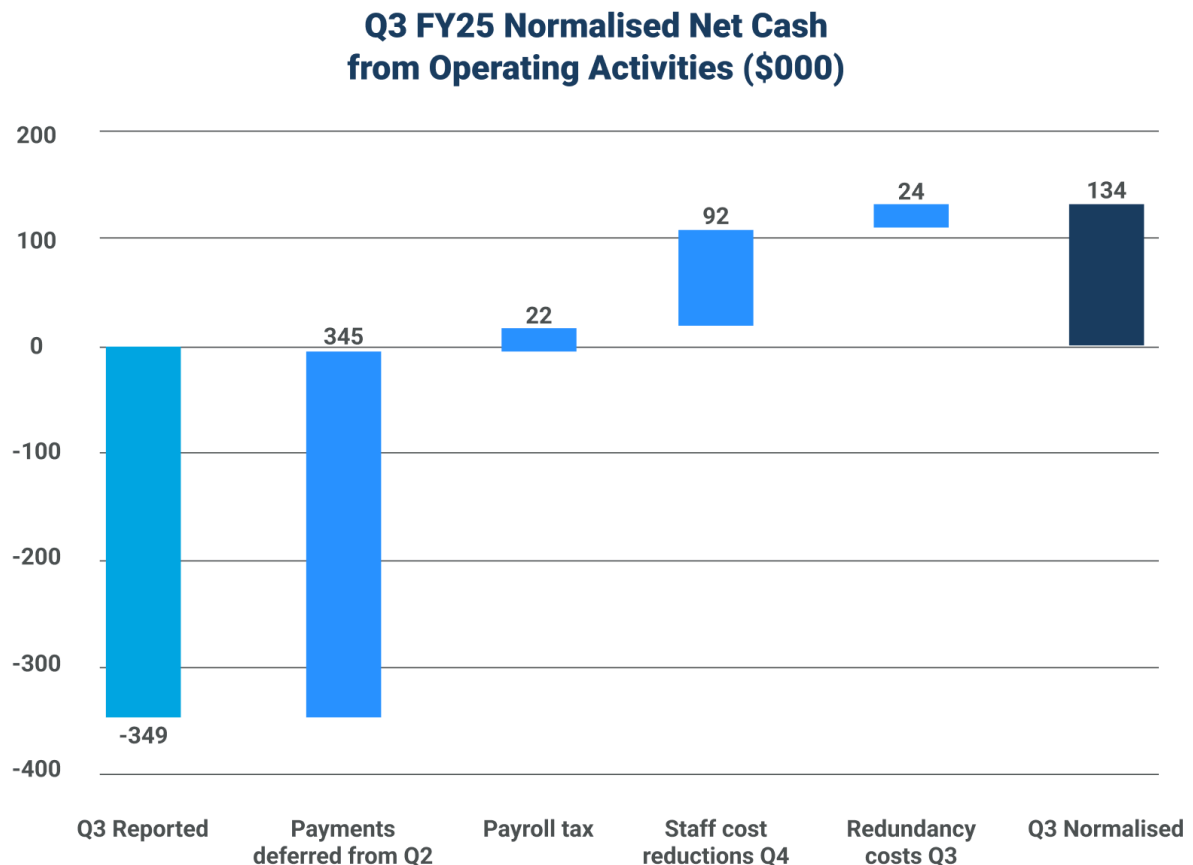
Cash used in operating activities for Q3 FY25 totalled \$349k. YTD March 2025 cash used in operating activities of ~\$330k represents an ~\$320k reduction from the pcip.

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



As noted in the Q2 FY25 quarterly activities report, cash used in operating activities in that quarter benefitted from the timing of the Pure quarterly interest payment and other creditor payments falling into January (Q3) when in prior periods they have been paid in Q2. This has had a negative impact on Q3 FY25 cash used in operating activities.

After normalisation for these payments and other one-off and non-recurring items, cash from operating activities in Q3 FY25 would have been approximately +\$134k.



Related Party Payments

Item 6.1 of the Appendix 4C refers to payments to related parties of \$142k during the quarter, comprising the base remuneration paid to the CEO and CFO, and Directors' fees.

Cash balance

Cash balance as of 31 March 2025 was \$1.27 million.

Investor webinar

Zoom2u intends to hold an investor webinar at 10.30am on Wednesday 30 April 2025 to discuss the Q3 FY25 quarterly results. Click the below link to register your attendance:

[Register here](#)

If you wish to submit your questions ahead of the webinar, please send an email to investors@zoom2u.com. A Q&A function will be available during the webinar.

The webinar recording will be available via our Investor Centre following the webinar (zoom2u.com.au/investors/videos).

END

This statement was authorised by the Board of Zoom2u Technologies Limited.

For further information, please contact

Steve Orenstein, Founder & CEO
investors@zoom2u.com

About Zoom2u Technologies

Zoom2u Technologies harnesses the power of AI, cloud infrastructure, and SaaS technology to transform how businesses manage last-mile delivery and logistics operations. Through a suite of platforms— Locate2u, Zoom2u and Shred2u—the Company delivers smart, scalable solutions that simplify delivery management, optimise route planning, and enhance real-time visibility for businesses of all sizes.

Forward-Looking Statements and Disclaimer

This announcement may contain forward-looking statements that are subject to various risks and uncertainties. These forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, and other factors that may cause actual results, performance, or achievements to differ materially from those expressed or implied in the statements. These factors include, but are not limited to, changes in market conditions, changes in laws or regulations, and other risks associated with the industry in which we operate. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this announcement. Except as required by law, Zoom2u Technologies is under no obligation to update or revise any forward-looking statements.

For more information

 [Zoom2u / Locate2u](#)

 [Investor Mailing List](#)

 [Investor Centre](#)

 [Steve Orenstein YouTube channel](#)

Appendix 4C

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

Name of entity

ZOOM2U TECHNOLOGIES LIMITED

ABN

23 636 364 246

Quarter ended ("current quarter")

31 March 2025

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
1	Cash flows from operating activities		
1.1	Receipts from customers	1,891	5,053
1.2	Payments for	-	-
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(1,012)	(1,889)
	(c) advertising and marketing	(56)	(187)
	(d) leased assets	-	-
	(e) staff costs	(839)	(2,644)
	(f) administration and corporate costs	(120)	(405)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	5	25
1.5	Interest and other costs of finance paid	(219)	(357)
1.6	Income taxes paid	(0)	(0)
1.7	Government grants and tax incentives	-	74
1.8	Other (provide details if material)	-	-
1.9	Net cash from / (used in) operating activities	(349)	(330)
2	Cash flows from investing activities		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(6)	(28)
	(d) investments	-	-
	(e) intellectual property	(293)	(890)
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
	(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	(299)	(918)
3	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	350	350
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	-	-
3.5	Proceeds from borrowings	130	130
3.6	Repayment of borrowings	(6)	(17)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	474	463
4	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,442	2,053
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(349)	(330)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(299)	(918)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	474	463
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	1,268	1,268
5	Reconciliation of cash and cash equivalents	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	1,268	1,442
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)	1,268	1,442

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	142
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. 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	4,000	4,000
7.2	Credit standby arrangements	-	-
7.3	Other (please specify) - Lease liability	55	55
7.4	Total financing facilities	4,055	4,055
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.		
	7.1 Loan from Pure Asset Management, interest rate is 9.95%, maturity date is 7 November 2026, loan is secured. 7.3 Commonwealth Bank, interest rates are 8.19% and 7.94%, maturity dates are 2 December 2025 and 20 May 2028, secured.		

8	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(349)
8.2	Cash and cash equivalents at quarter end (item 4.6)	1,268
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	1,268
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	3.6
	<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: 30-Apr-25

Authorised by: The Board
(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 – eg 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.