

Zoom2u Technologies Limited (ASX:Z2U)

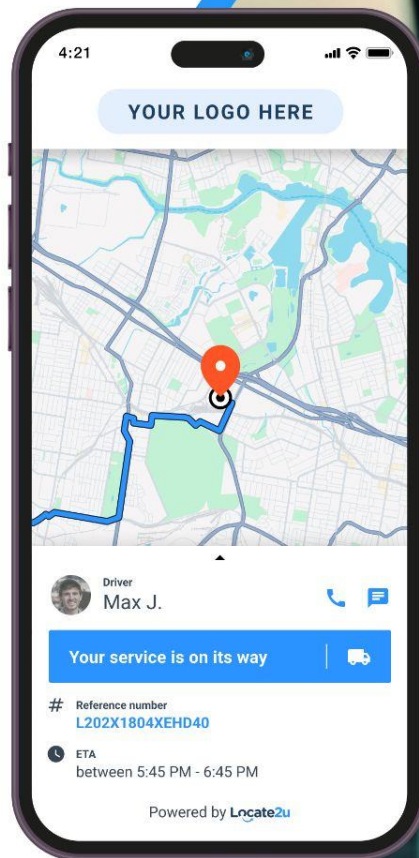
Zoom2u ASX Presentation

30 April 2025

Q3 FY25 Results

Locate2u

Zoom2u



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Presenting today



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Q3 FY25 Highlights



\$1.4m

Group Revenue flat
versus the pcg



\$681k

Locate2u Revenue 10%
growth over the pcg



\$500k

Placement to wholesale
investors and Directors¹
completed



**Company
name change**

to Locate Technologies Limited

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 to be held on 1 May 2025.

AI - Core Enabler of the Company's Growth Strategy

AI is foundational to how we scale, reduce costs, and deliver customer value across all business units, including Locate2u.

Strategic Use of AI Across the Business

- **AI first, then Headcount:** Before expanding our team, we assess whether AI can augment or automate the role, ensuring we scale efficiently.

- **Cost Optimisation:** We actively integrate AI to reduce operational costs and improve productivity across our technology, support, and logistics functions.

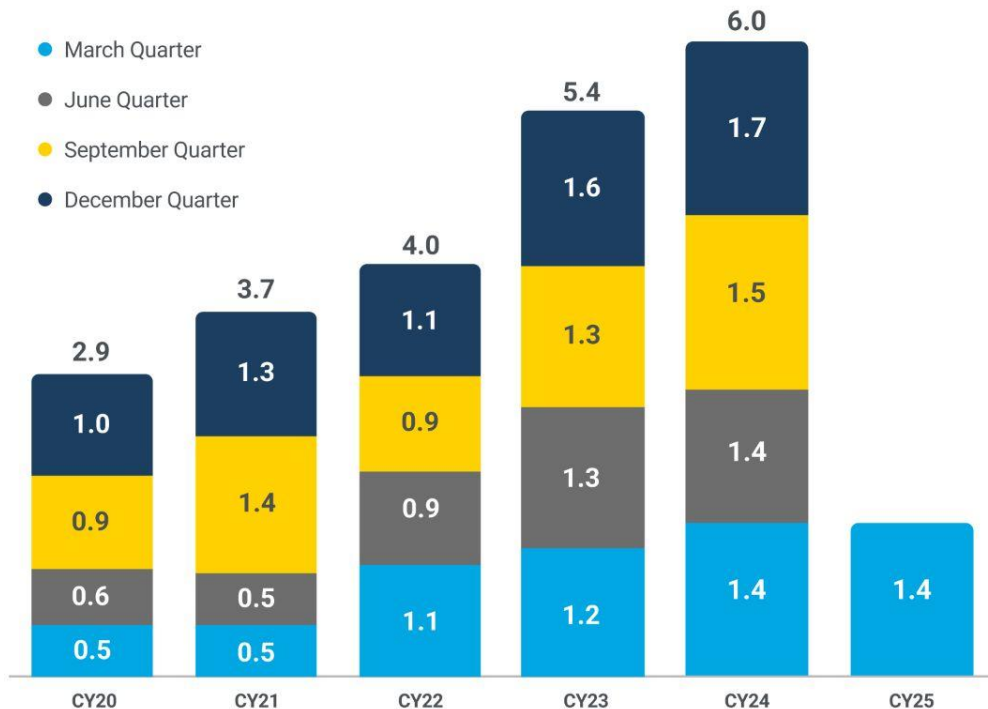
- **Customer Support Transformation:** Our roadmap includes deploying AI-driven support tools to deliver faster, more accurate, and more personalised service experiences.

- **AI-as-a-Service via Locate2u:** We're building tools that enable Locate2u customers to deploy AI in their own logistics operations — improving operations and customer experience.

AI in Action – Operational & Customer Impact

Use Case	Description
AI POD Verification	Verifies proof of delivery photos using Machine Learning
AI Chatbot	Inside Locate2u customers can use AI to answer questions about their data
AI Tools	Today we actively use a number of AI tools to enable us to increase speed of development and improve customer experience

Group Revenue (A\$m)



Group revenue of \$1.4 million for Q3 FY25, being flat with the pcq.

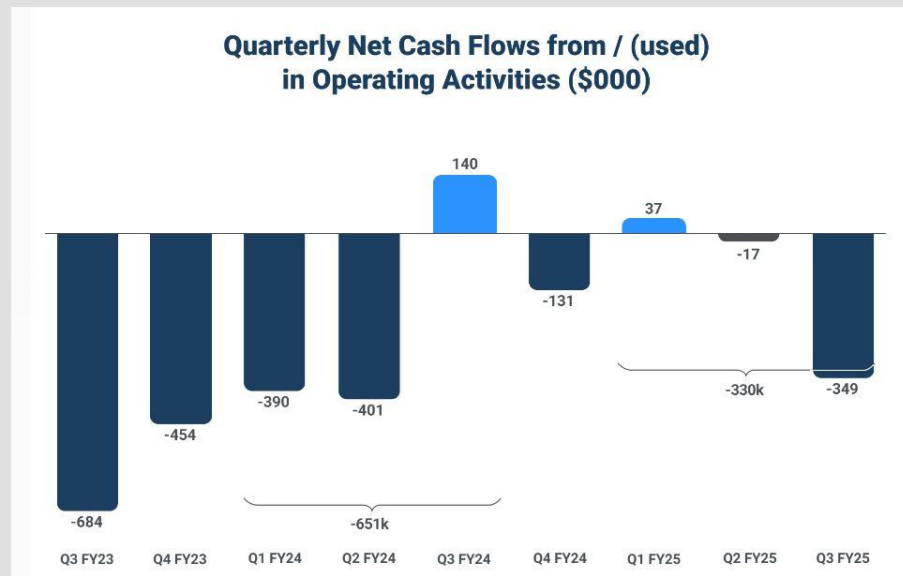
Locate2u revenue of \$0.68 million, being 10% higher than the pcq.

Zoom2u Revenue (including 2u Enterprises) of \$0.72 million, being 11% lower than the pcq.

Q3 FY25 Reported cash used in operating activities of -\$349k

	Q3 FY25	YTD Q3 FY25
Receipts from customers	1,891	5,053
Payments for operating expenses	-2,026	-5,125
Government grants	0	74
Net interest paid	-214	-332
Net cash used in operating activities	-349	-330
Payments to acquire property, plant and equipment	-6	-28
Payments for intellectual property	-293	-890
Net cash used in investing activities	-299	-918
Net cash from financing activities	474	464
Cash and cash equivalents at beginning of period	1,442	2,053
Net cash used in operating activities	-349	-330
Net cash used in investing activities	-299	-918
Net cash from financing activities	474	463
Cash and cash equivalents at end of period	1,268	1,268

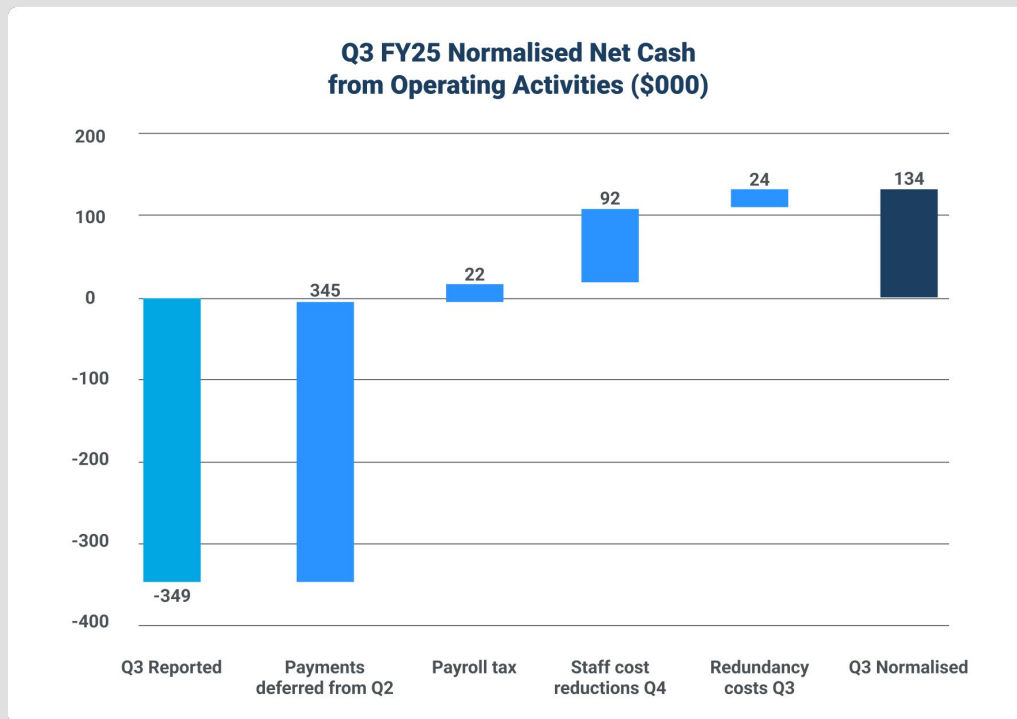
Year to date net cash outflows from operating activities of \$330k vs \$651k in the PCP



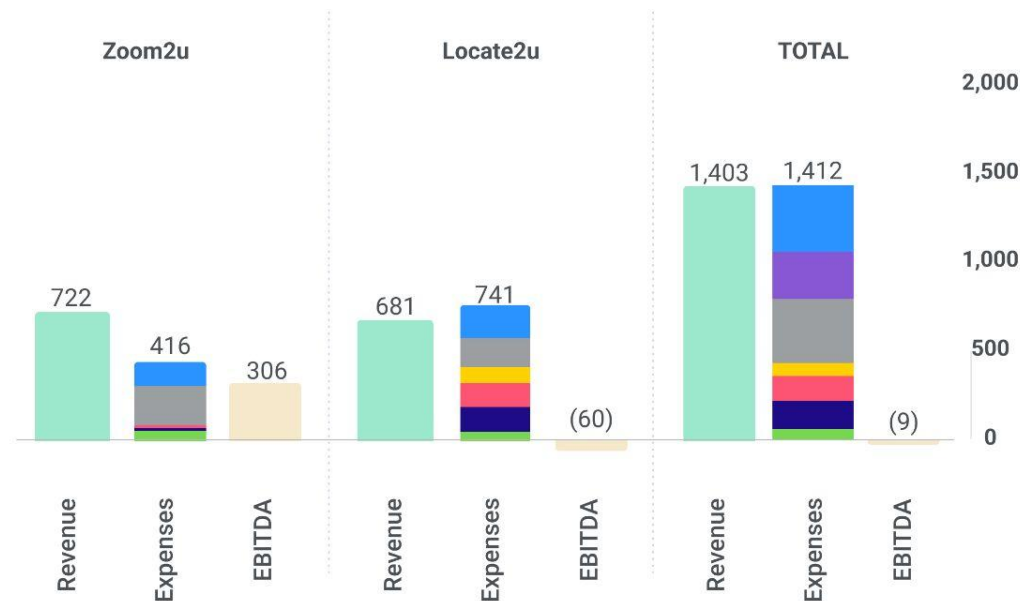
Q3 FY25 Normalised net cash from operating activities

Net cash from operations for Q3 FY25 could be normalised for the following items:

- Interest and creditor payments deferred from Q2 FY25 to Q3 FY25;
- One off payroll tax payment of \$22k in January 2025 related to an issue of staff options in December 2024;
- Staff cost reduction (included in operating activities) initiated in April 2025 of approximately \$31k per month (equivalent to \$92k per quarter); and
- Redundancy costs of \$24k, paid in Q3 FY25.



Q3 FY25 P&L by Business



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



EBITDA for Q3 FY25 of -\$91k

The Zoom2u business achieved an EBITDA of \$306k

The EBITDA loss for Locate2u for the quarter was \$60k

Underlying Group EBITDA for Q3 FY25, excluding ESOP expenses and payroll tax related to an issue of staff options in December 2024, was a loss of \$9k.

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

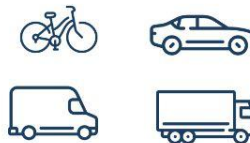
Milestone of 4 million deliveries achieved in 2024

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



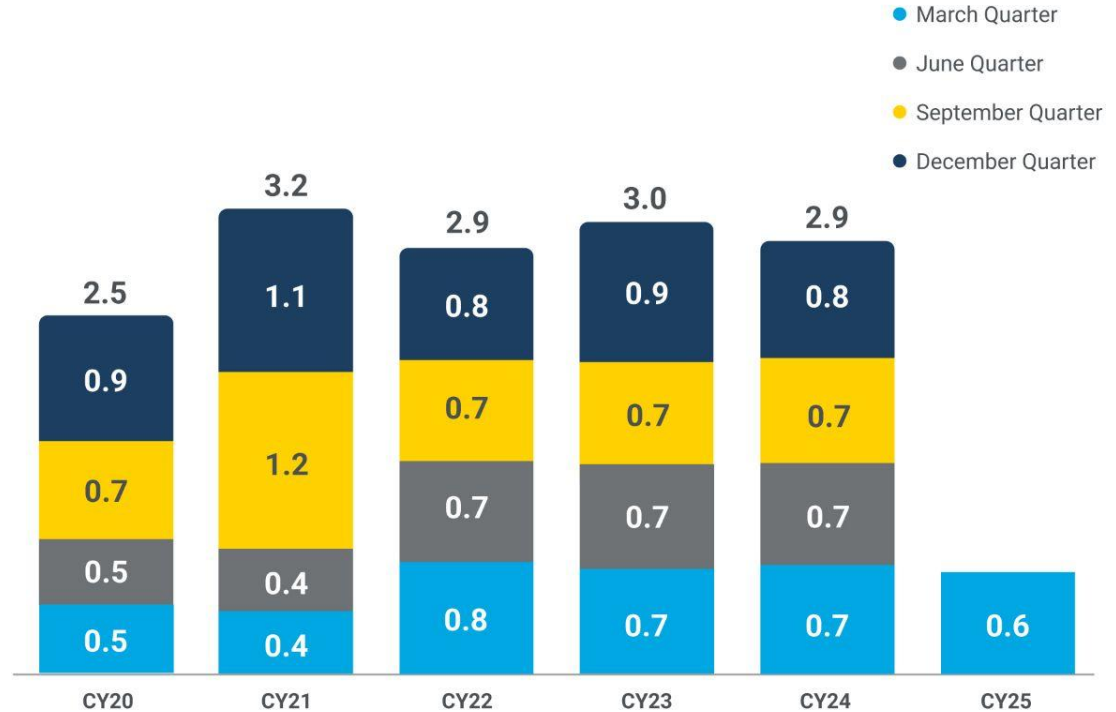
Delivery times:

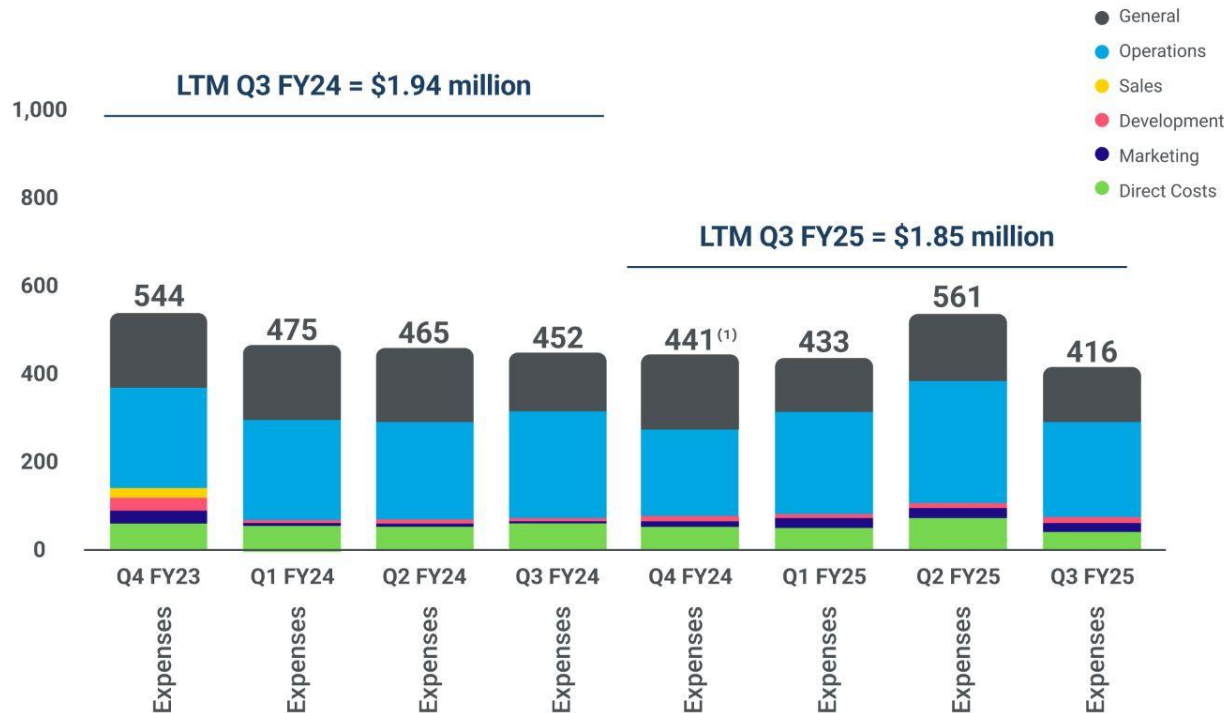




Zoom2u (excluding 2u Enterprises) recorded revenue of \$557k which was 20% below the pcg of \$697k.

The reduction in revenue reflects a reduction in Enterprise customer volumes.

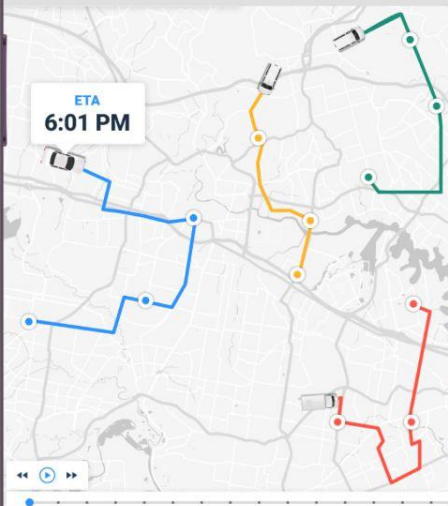
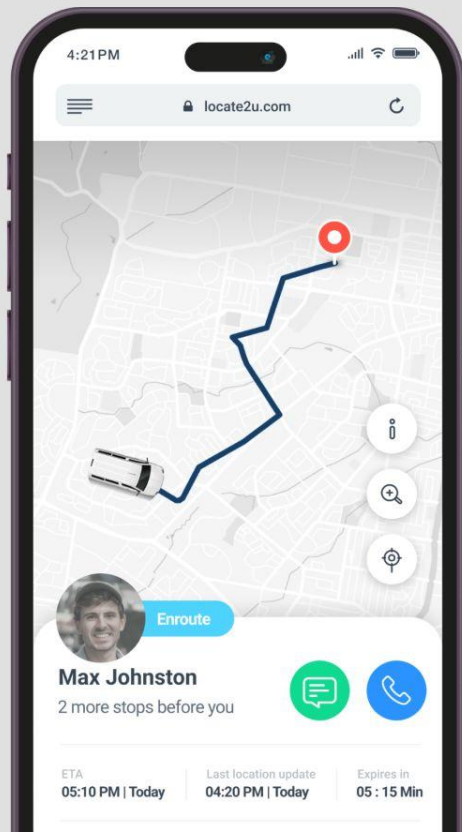




- 4% reduction in Zoom2u operating expenses for LTM Q3 FY25 vs pcpc
- Zoom2u costs for Q3 FY25 of \$416k were 8% below the pcpc
- Additional opportunities to optimise Zoom2u operations have been identified

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 \$681k for Q3 FY25
representing 10% growth over the pcq

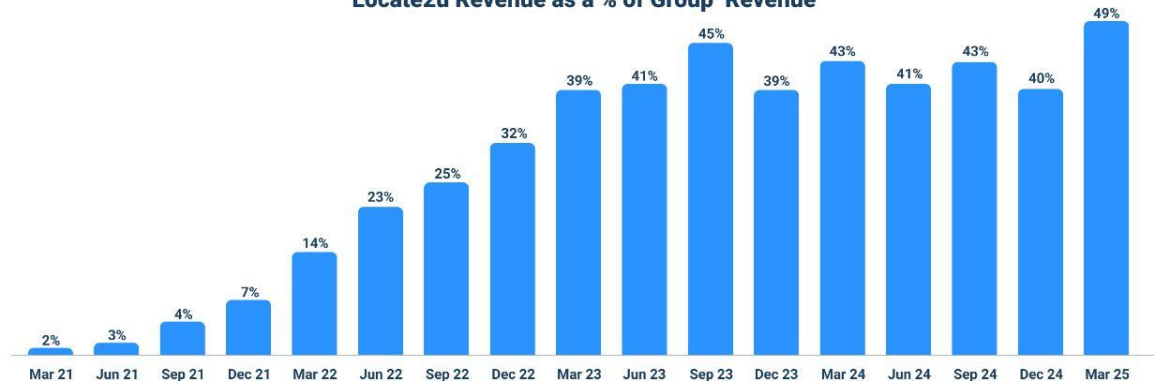
New sales model to target more
medium-sized businesses showing
promise - a number of new SME
customers signed during the quarter

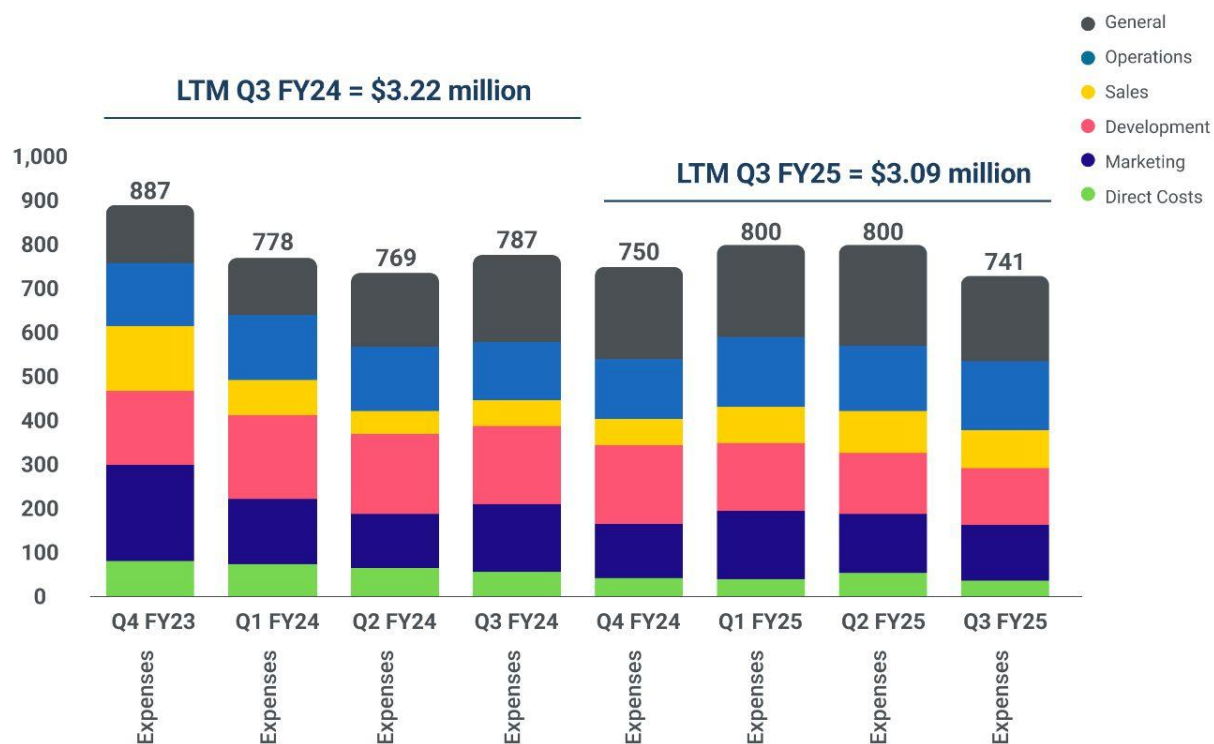
Near to completing functionality
development work for Enterprise
customers

Locate2u Quarterly Revenue (\$'000)



Locate2u Revenue as a % of Group Revenue





4% reduction in Locate2u operating expenses for LTM Q3 FY25 vs pcq

Locate2u costs remain relatively flat over recent quarters notwithstanding revenue growth



New features developed

AI Chat



AI Proof of Delivery Verification



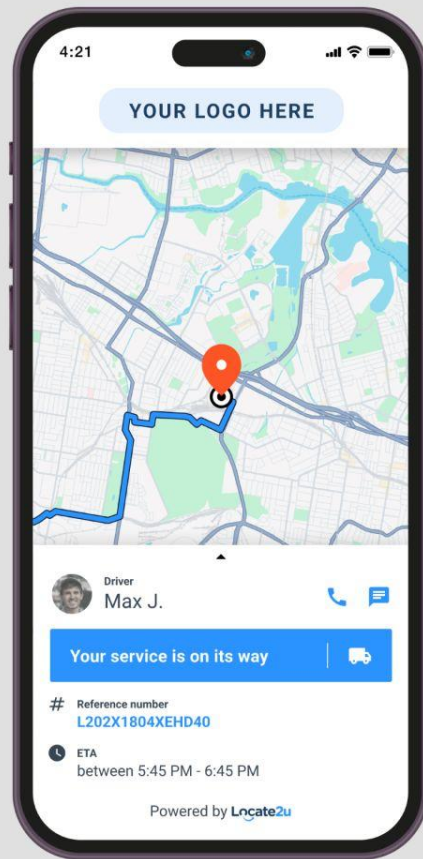
Rostering



Real Time Emission Calculation



In Q3 we made **26 releases** to the Locate2u Platform



Key Areas of focus for H2

Focus on getting to
cash flow positive



Release **additional**
functionality



Sales engine to acquire
SME customers **globally**



Cost saving Initiatives
*eg Implementing Whatsapp
messaging for notifications*



Complete Enterprise
implementations



Rollout Locate2u
Billing Engine





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/

Q&A

Thank you

Contact: investor@zoom2u.com



Capital Structure



Shares on issue

199,050,975

as at 24 April 2025



Market Capitalisation

\$11.3 million

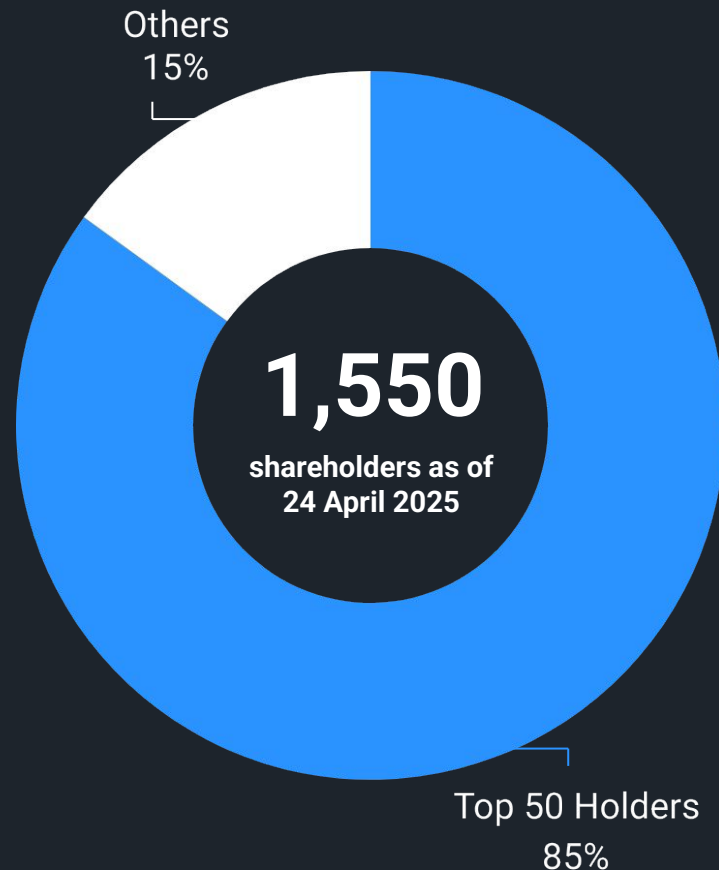
as at 24 April 2025



Cash at Bank

\$1.27 million

as at 31 March 2025



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

Executive Director, CFO
and Company Secretary

- 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.



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.