



TZ Limited

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ASX Announcement

TZ Secures First Order for Data Centre Cabinet Locking After Successful Evaluation and Pilot

Highlights

- TZ has received its first order from Wesco / Anixter as part of initial purchase commitment to cover roll out to US, Europe, Middle East, South Africa, and Asia after successful evaluation phase of TZ's DC Cabinet Locking as a retrofit solution.
- Wesco / Anixter, being the customer of TZ, is acting as the procurement agent for Microsoft.
- TZ DC Security sales see double digit growth as established customers expand their data centre footprint and new customers engage, driven by robust growth in AI, cloud computing, and digital transformation.
- TZ is refocusing its sales efforts with a dedicated business development team to build market awareness with a focus on high growth regions such as the Asia-Pacific market.

Sydney, Australia – 9 May 2025 – TZ Limited ('TZ' and the 'Company') (ASX: **TZL**), a global leader in smart locking and secure access control solutions, is pleased to provide an update on the successful completion of the evaluation phase for its Data Centre Security Cabinet Locking as a retrofit solution, as announced on 10 January 2025 regarding TZ being approached for trialling of its DC Security Products. Wesco Anixter, the procurement agent on behalf of the end client Microsoft, who will stock, distribute and supply Security Integrators with the product in a number of key distribution areas covering USA, Europe, South Africa, Middle East and Asia.

The first purchase order for 120 kits received for the USA under TZ's standard term, is part of a 360-kit initial commitment, representing a sales order value of approximately A\$725,000, each order subject to a standard 90-day payment term. TZ expect further orders to be placed as roll-out gains momentum.

TZ remains confident in the continued strong demand within the global data centre (DC) market and is seeing growing momentum in sales of its proven DC security solutions. The Company is well-positioned to support the expansion plans of major operators, including long-standing clients NextDC and Macquarie Data Centres, both of which have new facilities scheduled to come online within the next 6 to 12 months.

Competitive Advantage

TZ's solution offers multiple advantages over traditional cabinet locking products:

- Modular kits to support new builds and retrofits across a diverse range of cabinet designs
- Ability to integrate with third party access control systems using hard wire options as well as software driven API integration



- Ability to provide real-time access control and audit compliance via TZ's Centurion Enterprise software
- Global distribution through value added reseller partners like Wesco / Anixter

TZ has supplied both NextDC and Macquarie Data Centres with secure cabinet locking systems for over a decade. For each cabinet, TZ typically supplies two Slide Handle Locking Devices and ancillary interconnect modules.

The global data centre market is experiencing robust growth, fuelled by the escalating demand for artificial intelligence (AI), cloud computing and digital transformation across various industries. This growth is also driving new prospects for TZ including the retrofit opportunity. As mentioned in TZ's announcement on 10 January 2025, Microsoft recently reported plans to invest US\$80B¹ in expanding their data centre footprint. The first phase evaluation of TZ's Cabinet Locking Solution as a preferred retrofit solution has been completed, and pilot installations in Dublin and Chicago have also received positive validation.

TZ CEO John Wilson commented: *"Our DC Security Products have been serving the market for over 10 years, supporting some of the largest DC operators in the world with their cabinet locking requirements. The growing pipeline of sales opportunities continues to validate TZ's Cabinet Locking solutions and our ability to meet the needs of the market. In 2024, we saw our DC sales grow three-fold on the previous year to represent 15% to 20% of our overall turnover".*

To leverage market demand, and to capitalise on the growth potential, TZ is refocusing its sales effort with a dedicated business development team strategically targeting Asia-Pacific to accelerate TZ's expansion across key hyperscale and enterprise infrastructure markets. Shi Song Tan, previously Regional Manager Asia, will lead global DC sales, supported by Chris Kelliher, former TZ US President and Managing Director of Microsoft Australasia, strengthening TZ's capability to deliver at enterprise scale.

Business Segment Overview

With growing traction across key global markets, TZ operates through four complementary business segments that reflect the Company's technology strengths and strategic growth areas:

1. Data Centre Cabinet Security

This segment includes cabinet-level security infrastructure deployed within hyperscale and enterprise data centres. TZ's solutions enable secure locking and access control for server cabinets, ensuring compliance with strict operational and security protocols. These deployments are supported by long-term infrastructure investment in AI, cloud, and mission-critical data systems.

2. Access Control & Smart Locking Solutions

TZ's proprietary smart locking devices and embedded control systems provide software driven access for a range of secure closure applications. Solutions have been deployed in environments such as defence, aerospace, healthcare, and critical infrastructure. Recurring revenue is generated through Device Management software, which enables real-time control, audit, and integration with third-party platforms.



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3. Smart Locker Solutions

TZ designs and delivers smart locker solutions for the corporate workplace, educational campuses, residential buildings, and postal and logistics networks. These solutions manage storage and/or distribution of parcels, equipment, and personal items with full traceability and chain of custody. The offering includes a range of locker applications including refrigerated and food lockers for the automated and controlled distribution of food and pharmaceuticals.

4. Keyvision – Tenant and Property Management App

Through the acquisition of Keyvision in early 2025, TZ now offers a SaaS-based building operation and tenant engagement platform. The software supports work order management, amenity booking, asset scheduling, and concierge-style services across commercial, residential, and mixed-use developments. Integration with TZ's locking solutions allows for seamless control of access and services from a unified interface.

Outlook and Further Updates

TZ will continue to update the market as additional purchase orders are received, and deployments expand across the global data centre footprint. The Company remains focused on delivering high-margin, recurring revenue across all four segments, leveraging its differentiated technology stack and established customer base.

About TZ Limited

TZ Limited is an Australian technology company that designs and delivers intelligent, digitally connected locking and fastening solutions. Its core offerings serve global markets in data centre infrastructure, smart lockers, and property technology. Through integrated hardware and SaaS platforms, TZ provides secure, scalable access control solutions for some of the world's most demanding and security-conscious environments.

Reference:

1. **The Golden Opportunity for American AI** - <https://blogs.microsoft.com/on-the-issues/2025/01/03/the-golden-opportunity-for-american-ai/>.

Authorised for release by the Board of Directors.

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