



Making homes and
buildings smarter with
connected devices.

Zimi Limited (ASX:ZMM)
Investor Presentation
June 2022



The information contained in this document (this "Presentation") or any revision thereof, or of any other written or oral information made or to be made available to any Recipient or their advisers (all such information being referred to as "Information") has been prepared by Zimi Limited, an Australian corporation (the "Company"). This Presentation is being provided to persons ("Recipients") who may wish to participate in one or more transactions designed by the Company to fulfil its business plans. Recipients are advised to read the Company's financing legal documents which includes a more detailed explanation of the Company's business plans and certain identified Risk Factors.

This presentation contains forward-looking statements and information, and words such as "will", "anticipates", "believes", "expects", "estimates" and words of similar meaning are generally intended to identify forward looking statements.

These forward-looking statements are subject to risks, uncertainties, assumptions and other factors that could cause actual results and outcomes to differ materially from those expressed or implied by the forward-looking statements. While the Information contained herein has been prepared in good faith, neither the Company nor any

of its shareholders, directors, officers, agents, employees or advisers give, have given or have authority to give, any representation or warranties (express or implied) as to, or in relation to, the accuracy, reliability or completeness of the Information contained within this Presentation, and liability therefore is expressly disclaimed. Accordingly, neither the Company nor any of its shareholders, directors, officers, agents, employees or advisers take any responsibility for, or will accept any liability whether direct or indirect, express or implied, contractual, tortious, statutory or otherwise, in respect of, the accuracy or completeness of the Information or for any of the opinions contained herein or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this Presentation.

Neither the issuance of this Presentation nor any part of its contents is to be taken as any form of commitment on the part of the Company to proceed with any transaction and the Company reserves the right to terminate any discussions or negotiations with any Recipients for any reason or for no reason at all. In no circumstances will the Company be responsible for any costs, losses or expenses incurred in connection with any appraisal or investigation of the Company. In furnishing this Presentation, the Company does not undertake or agree to any obligation to provide

the Recipients with access to any additional information or to update this Presentation or to correct any inaccuracies in, or omissions from, this Presentation which may become apparent.

This Presentation should not be considered as the giving of investment advice by the Company or any of its shareholders, directors, officers, agents, employees or advisers. Each Recipient to whom this Presentation is made available must make its own independent assessment of the Company after making such investigations and taking such advice as may be deemed necessary. In particular, any estimates or projections or opinions contained herein necessarily involve significant elements of subjective judgment, analysis and assumptions and each Recipient should satisfy themselves it in relation to such matters. The distribution of this Presentation in or to persons subject to other jurisdictions may be restricted by law and Recipients into whose possession this Presentation comes should inform themselves about and observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of the relevant jurisdiction.

We're making homes and buildings smarter, using the power of our IoT platform.

After 100 years, the humble light switch and other electrical devices are now being connected, offering substantial value for owner, occupier and business.

We're an Australian innovative technology company that creates the 'Zimi experience' by connecting everyday electrical products to the Internet and each other, to create smarter living and working spaces. Through its long-standing working relationship with the Gerard Family (whom founded Clipsal in 1920s), Zimi has a deep 100+ year heritage in the electrical industry.

Our IoT platform has been deployed in our Powermesh and Senoa product families of smarter switches, light dimmers, power points, fan controllers and garage door controllers.

Easily installed by any electrician, the smarter switches enable all the convenience of control, energy management, voice control and increased safety which can add value for all.

The company is targeting a multi-billion opportunity in the Australian market through multiple leading wholesale, commercial and retail/trade sales channels. The company is also pursuing opportunities for offshore expansion via partnerships with leading global manufacturers of electrical home and commercial building appliances.

The Zimi platform possesses incredible potential of AI enhanced services influenced by your lifestyle behaviour, energy patterns and how you interact with the connected world.

About the Founders



SIMON GERARD



JORDAN TENTORI

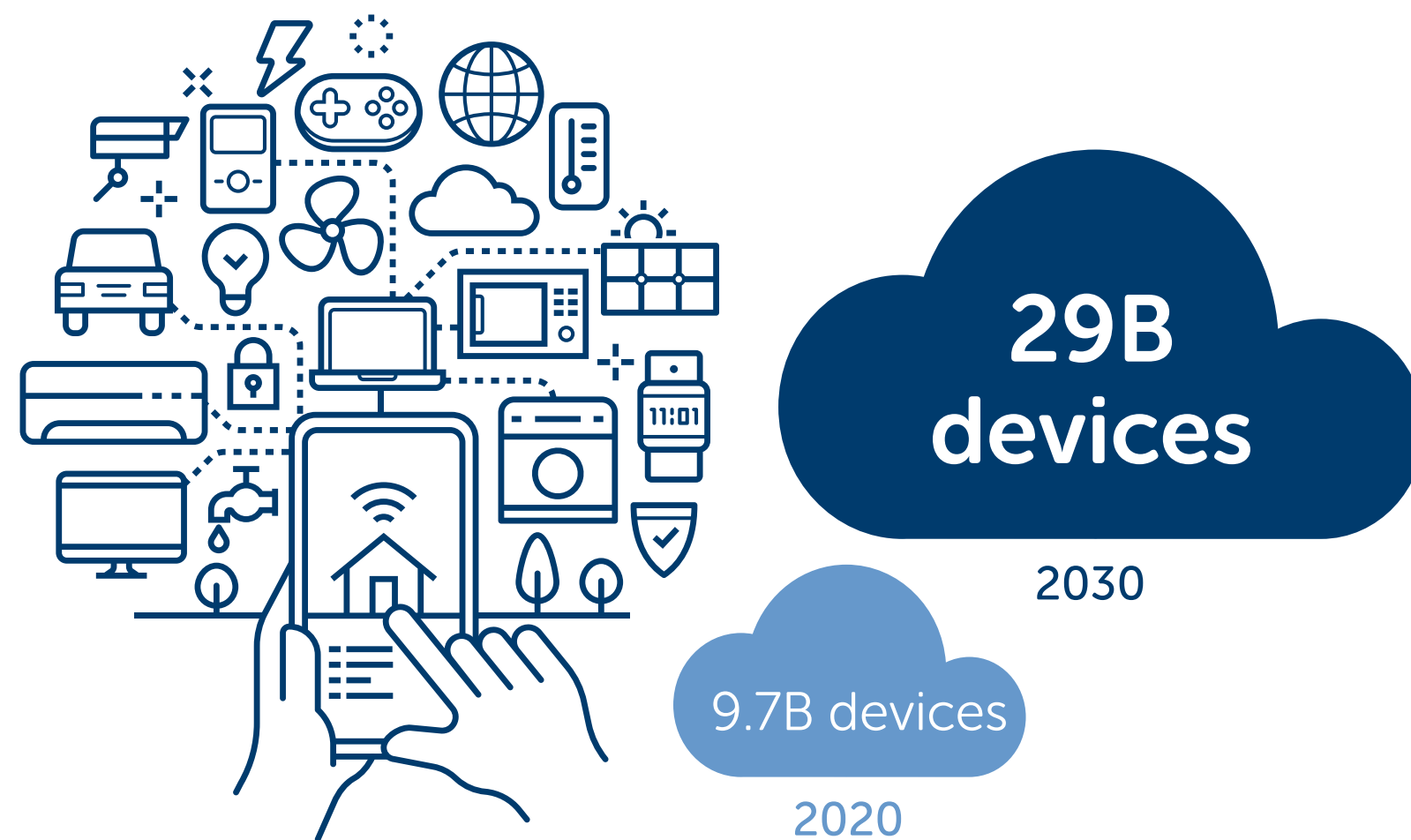
Simon and Jordan met when Gerard Lighting acquired his family business. In more recent years, they combined their passion and connected vision to create Zimi and pursue the biggest opportunity our industry has seen.

[Click to read Zimi article](#)



Everything that can be connected, will be.

Google, Apple and Amazon continue to drive demand for smart devices. The total number of IoT devices is expected to triple by 2030.



Source - <https://www.statista.com/statistics/1183457/iot-connected-devices-worldwide/>

Smart Speaker Global Sales

Voice control will be a primary interface between people and technology and a key driver of smart device adoption.

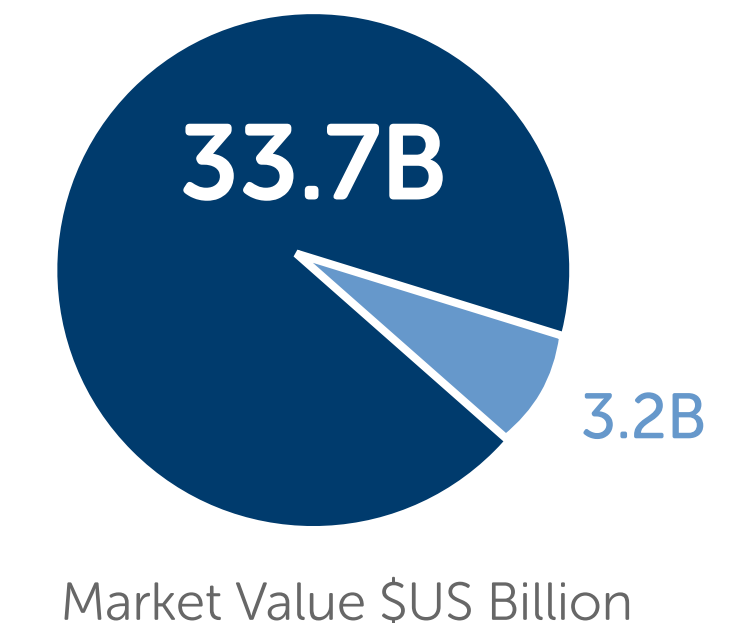
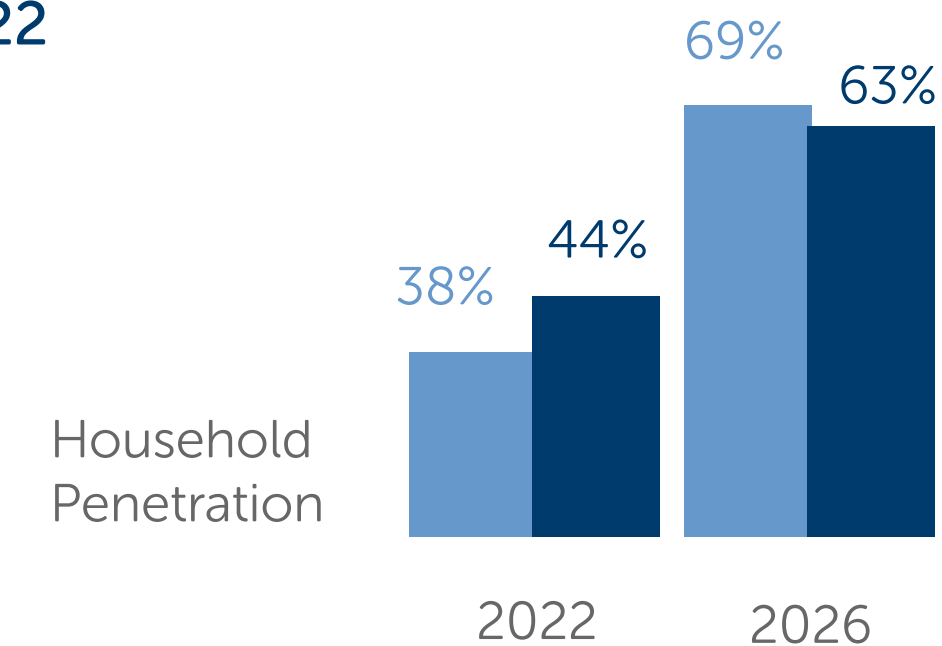


25 MILLION
2018

275 MILLION
2023

Smart Home Market 2022

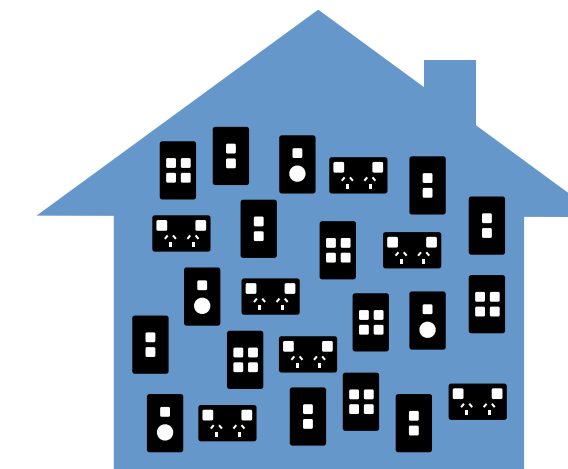
Revenue Growth
(CAGR 2022 - 2026)
Australia 10%, USA 11%



Source - <https://www.statista.com/outlook/dmo/smart-home/worldwide>

Australian Electrical Market Opportunity

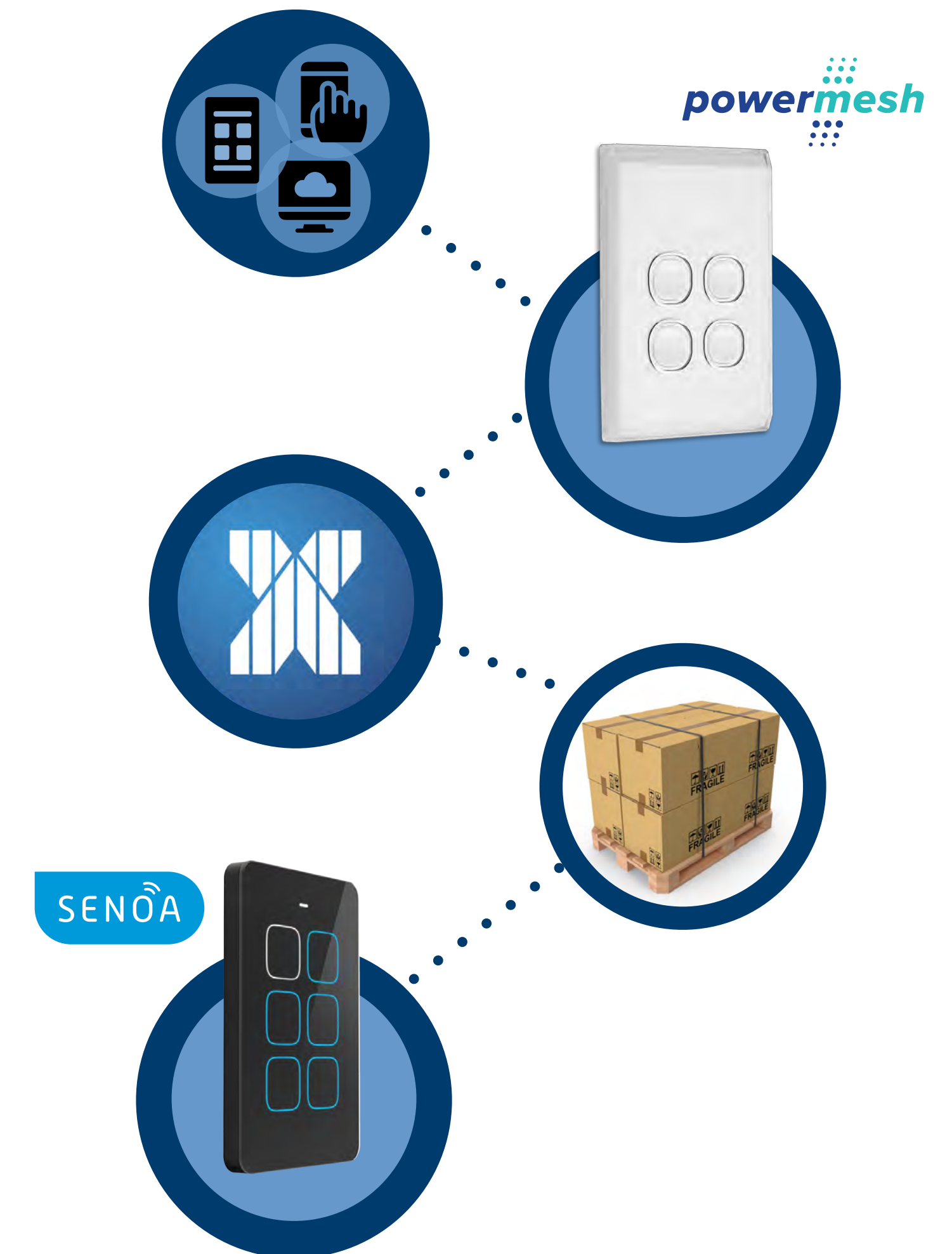
Every home in Australia has the potential to be upgraded to Smart Switches and devices.



10 million existing dwellings
25 devices per home (average)
250 million opportunities

Our success so far...

- ✓ **Zimi IoT innovation:** We developed a complete **IoT solution** with the harmony of Zimi modules in **electrical hardware** devices, Zimi core services on Google **Cloud** and the Zimi **App**.
- ✓ **Powermesh Smarter Switches:** We deployed a family of 'Smarter Switches' to the market, which can be installed by any electrician to make existing lighting and appliances smarter. The benefits include the convenience of control with app or voice, energy monitoring and management, plus increased safety.
- ✓ **2020 merger acquisition:** We were acquired by ASX listed Quantify Technology (ASX:QFY) in Dec 2020, which later standardised on the proven Zimi platform. The board was strengthened with Simon Gerard and Jordan Tentori. Based on popularity, the company renamed to Zimi (ASX:ZMM).
- ✓ **Delivered 38,000 devices:** Amidst the global supply shortages, Zimi successfully delivered **38,000** devices (**\$3M** revenue) to distribution partners throughout FY22. As of June 2022, there are a total of **18,400** devices paired on Zimi Cloud with accelerating adoption.
- ✓ **Senoa range launched:** The premium range of glass touch switches boast an extensive range of features making it our smartest switch ever. They were built on our proven platform with an impressive development cycle of 10 months. This broadens Zimi's offer for a wider market segment.
- ✓ **Foundation established:** Zimi HQ on the Gold Coast has been established with an engineering lab, experience centre and lecture theatre. A multi-faceted path to market has been established with Australia's trusted and respected brands.



Powermesh is the smarter switch

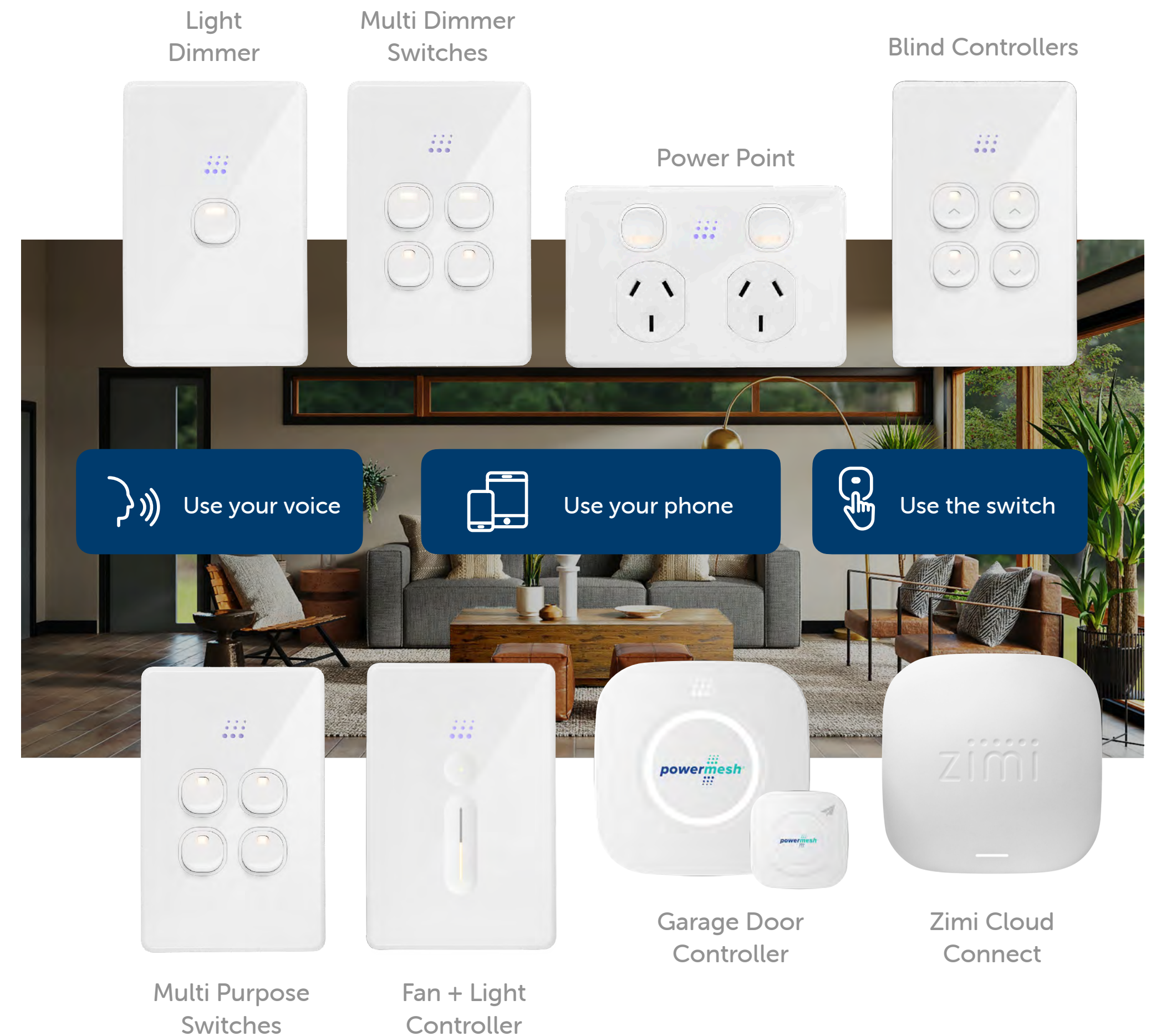
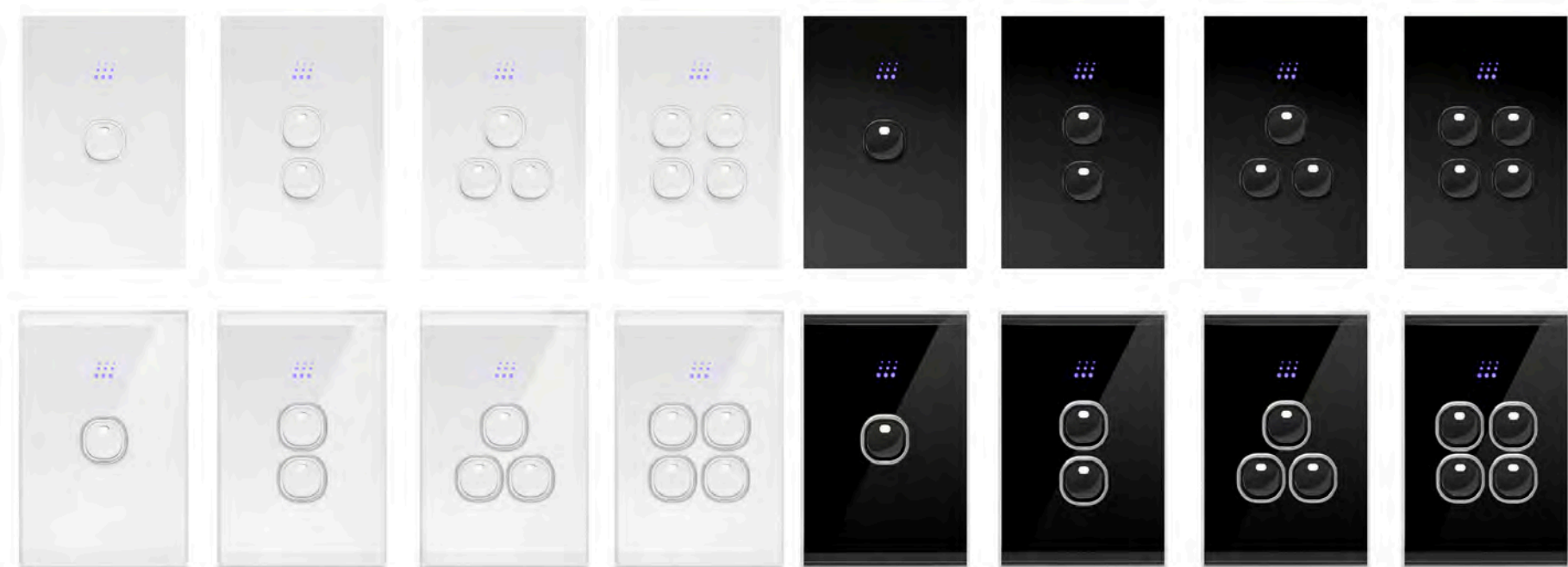
Benefits for All: Everyone can find value of a smarter switch, from young to the elderly, with control at the switch, on your phone or with your voice.

Swap the Switch: Any electrician can swap existing switches and anyone can setup and use control which broadens market beyond just new builds.

Energy and Data: The ability to monitor and manage energy usage plus powerful data insights for future AI behaviour that's influenced by lifestyle.

Make it Safer: A simple auto-off timer can ensure appliances aren't left on preventing common causes of fires plus more advanced management.

Complete Solution: The family of devices with different style skins provide a solution to make any space smarter that's affordable for all.



SENOA is our smartest switch



Touch of Glass

Senoa has a premium glass fascia ideal for architectural homes, commercial projects and multi-residential apartment towers.

Personalised Experience

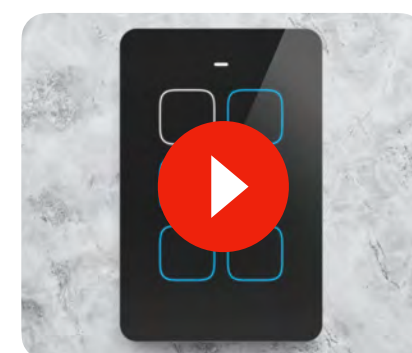
Colour tuneable surfaces with the option of laser engraved icons provide the ability to tailor your own.

Benefits for All

From the young to the elderly with control at the switch, on your phone or with your voice

Best in Class

[Watch the video to see the features that make SENOA the smartest switch the market has seen.](#)



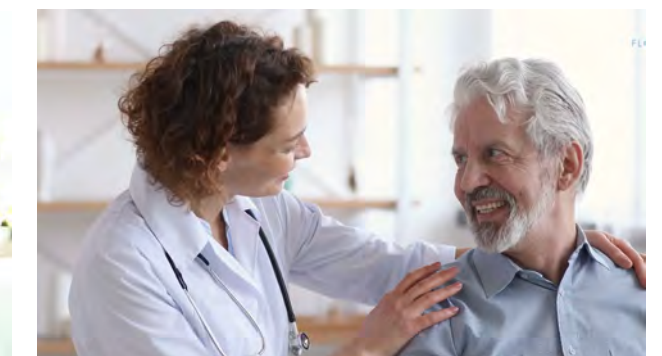
Multi Purpose + Multi Dimmer Switches

Blind Controllers

Power Points

Accessibility Range

A better quality of life for everyone, with control of all the simple things made easy. NDIS housing is fast adopting voice control with nurse call or other systems.



Zimi connects with the popular platforms

We believe in harmony with other eco systems to create experiences from homes to high-rises.

Connect with Everything

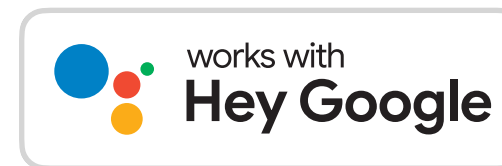
Cross platform support ensures the Zimi experience can be enjoyed with other popular platforms including voice assistants or rich media intertwined experiences.

Market Exposure

Cross promotion creates brand awareness across different market segments from smart home, commercial automation or building management systems.

Zimi API Connect

A programmer with basic experience can tailor their own software integration for control of all Zimi devices creating their own unique market integration offer.



HOME ASSISTANT



Our partners are trusted and respected Australian brands.

Zimi's partner network provides a wide bandwidth for growth.
Each offer a unique proposal for their market adoption.

Trader - (GSM Electrical)

Supply around 1,000 electrical wholesalers that support electricians with all of their needs.



Beacon Lighting

The home of Smart Lighting with 100+ retail outlets. Design Studios can help with your Zimi experience.



Steel-Line

Australia's largest garage door manufacturer chose Zimi to develop smarter door control options.



Polyaire

Australia's largest manufacturer and distributor of air-conditioning combined Zimi with their AirTouch control as a complete package.



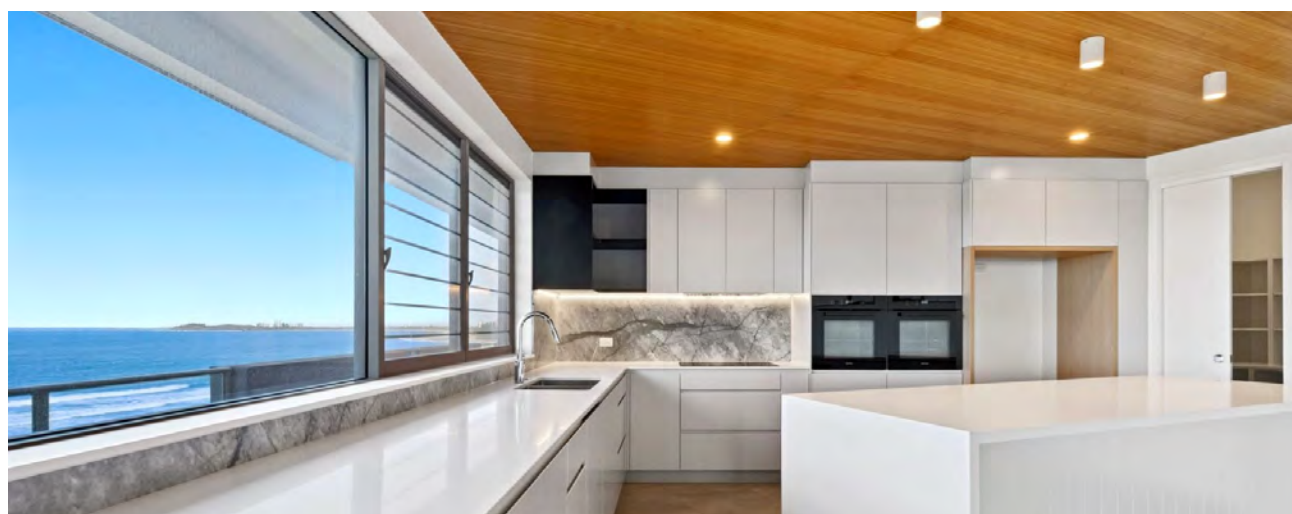
Harvey Norman Commercial

Over 25 years' experience specialist systems integrator that provide scalability for homes and larger projects.



Beach Life. Sunshine Coast.

57 beachside apartments adopted Powermesh as a standard inclusion by the developer without any electrical design changes.



Liberty One. Melbourne.

Liberty One's design incorporates sustainable design elements to minimise the building's environmental impact.



Green Homes. National Builder.

Building the healthiest and most sustainable homes around the country, chose Zimi as a technology partner to future proof the switch for a better future.





We are positioned for our growth phase

Phase

1

Expand product ranges with a balanced margin on hardware sales for faster deployment. Growing the total users and connected devices, will provide a foundation for software revenue models.

70,000+ device production

Our current manufacturing pipeline has components scheduled to start next production from August 2022.

Senoa Accessibility Range

The expanded range of our Smartest Switches are being specified on government funded NDIS housing projects.

Zimi Smoke Connect

Pursuing a mandated product category with a smarter offer to provide more insight with increased safety.

Zimi e-door Connect

This simple plug in module for Steel-Line's garage door motors for quicker adoption by major home builders.

Phase

2

Multiply the opportunity with AI powered data insights creating value for subscription revenue. Services include safety alerts, automated energy management, e-door deliveries and more.

Zimi Cloud Connect II

Provides a seamless connection on Telstra NB-IoT without customer Wi-Fi / Internet. Reliability of connection and remote project configuration provides a strong foundation for greater data accumulation.

Zimi+ Subscription

Connected services provide ongoing value for software subscription models with both users and businesses.

AI powered database

Commence data mining to identify opportunities for power management, increased safety and intelligent insights to be adopted in V3 of the Zimi app.

Phase

3

With Zimi having successfully deployed our IoT platform throughout our own devices and other OEMs, we can continue to scale by providing global manufacturers with a market ready solution.

Zimi Hybrid Module

Our next generation module incorporates the best of Bluetooth + NFC + Thread connectivity and works with 'Matter', the emerging industry standard of smart devices.

International OEM growth

We provide a clear path to market for global manufacturers without the associated risk of development time and cost. Zimi will leverage our long heritage of the electrical market.

Data Play

Zimi's IoT core has data collection capabilities, essentially conducting an ongoing survey of all electrical device usage which presents significant value for merger or acquisitions.



Production of
70,000+ devices



Senoa Accessibility
Range (NDIS)



Zimi Smoke
Connect



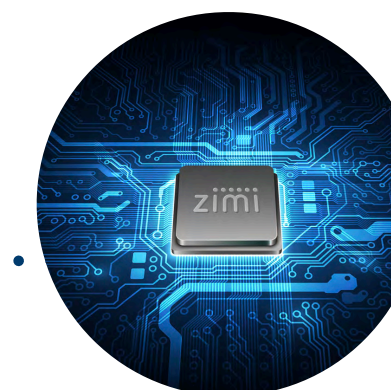
Zimi e-door
Connect



Zimi Cloud
Connect II



Zimi Plus
Subscription



AI powered
intelligence



Zimi Hybrid
Module



International
OEM growth

Be the first to know anywhere, anytime.

We are evolving safety with the Zimi Smoke Connect.
The smarter smoke alarm with alerts and phone calls.

Addressable Market: The global smoke detector market is expected to grow at a CAGR of 8.3%, US\$ 1.7 billion in 2020 to US\$ 3.0 billion by 2027.

Legislated Demand: Governmental bodies are boosting the demand for smoke detectors as a mandatory requirement when houses are sold or rented. Some states have already progressed to the requirement of interconnected smoke alarms.

Secured Supply: Zimi has integrated their module with a major smoke detector manufacturer which provides supply pipeline and global market opportunities. Devices are expected to start shipping early 2023.

Zimi+ Subscription: In addition to the initial hardware sales revenue, substantial value of automated phone call alerts provides a pathway to subscription revenue from end-users or business dashboards.

Expanding the Offer: This new market segment will introduce customers to Zimi, driving demand for the Powermesh and Senoa product ranges, including switches, dimmers, power points, fan and door controllers.



Connected out of box. Simple.

Our next generation Zimi Cloud Connect, solves connectivity issues on the Telstra NB-IoT network.



Australia Wide Coverage

With around 4 million square Kms of coverage, new builds can be connected without an occupant's fixed line Wi-Fi Internet, which has been a boundary to mass market adoption.

Plug & Play Ethernet

Customers can also easily connect their local modem without the complexity of SSID and password authentication method.

The Power to do More

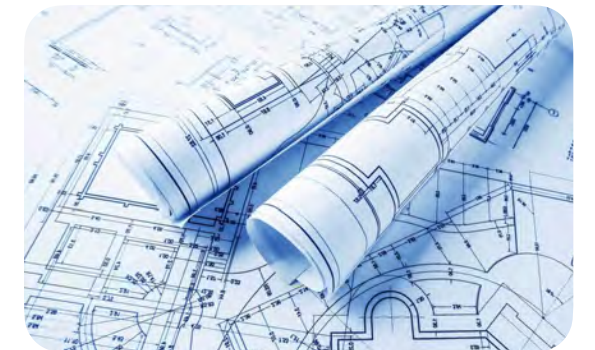
The Zimi Cloud Connect provides local edge computing to expand AI powered experiences based on your lifestyle and behaviour.



Zimi Cloud Connect II
with SIM card

Project Personalities

Remote configuration of multi-residential apartments straight off the plans without onsite programming.



Reliable Service Delivery

Without the need for customer Wi-Fi / Internet connection, services like smoke alerts or e-door deliveries are reliable.



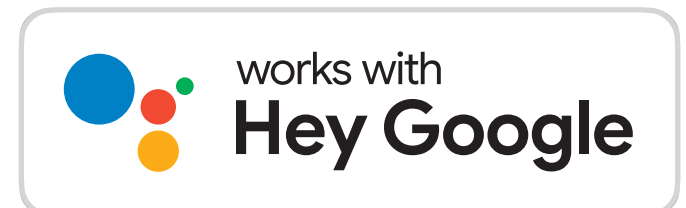
Pathway to Subscription Revenue

Substantial value proposition of connectivity with additional services, provides a basis for Zimi+ subscription.



Local Google Commands

Voice control with the Google Assistant is turbo charged by lower latency and higher reliability of interactions.



Our next generation module

Evolving with Matter

Matter is the foundation

The Connectivity Standards Alliance has a 400+ strong membership including Google, Apple, Amazon and Samsung to create an industry-unifying standard with a promise of reliable, secure connectivity. It is a seal of approval that devices will work seamlessly together – today and tomorrow. Matter creates more connections between more objects and increases compatibility for consumers to overcome the boundaries of connectivity, to allow the experience to evolve.

Smaller, faster and less power

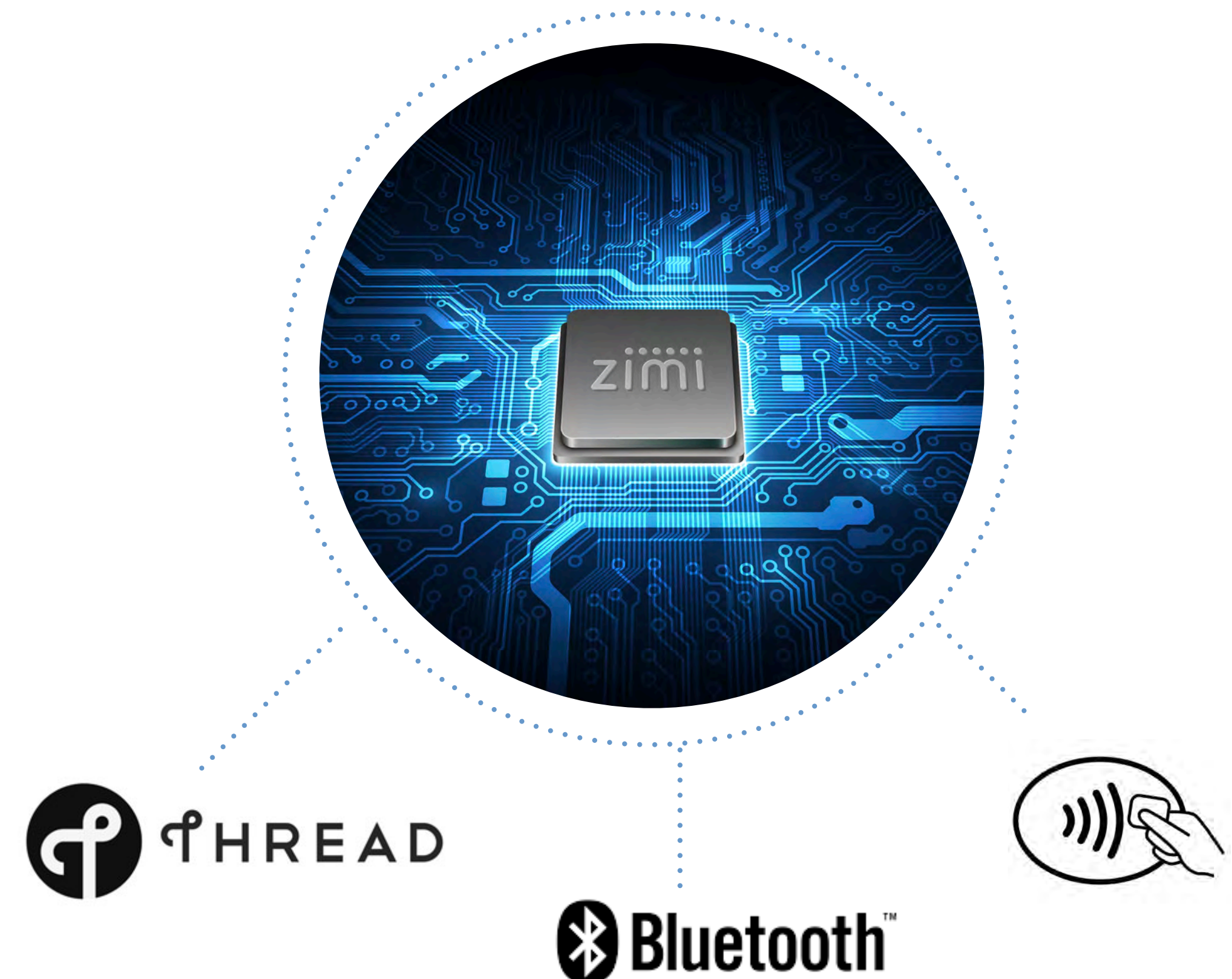
Our next generation module will allow more functionality, seamless connectivity and lower power consumption, making it suitable for a broader type of devices with more applications.

Hybrid radio

Incorporating the functionality of Bluetooth + NFC + Thread connectivity, will provide the ability to create experiences like never before.

Global market growth

Zimi can provide manufacturers a faster path to market with a proven IoT platform. This essentially de-risks the challenges, development time and cost to deliver their own connected devices to market with a tailored solution.





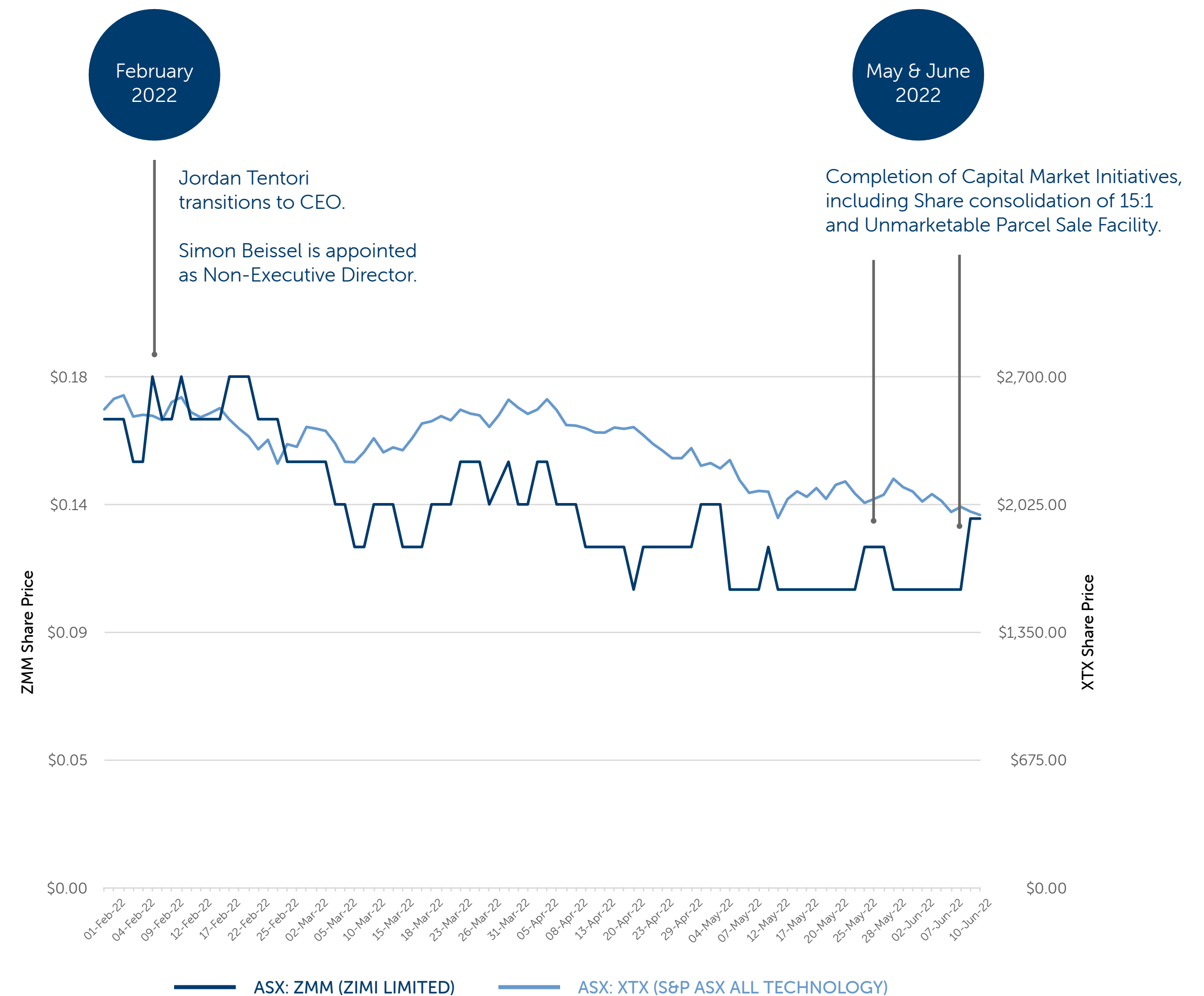
Corporate Overview

Long-term key shareholders

Following Executive Management changes and Capital Market initiatives, Zimi is set up for shareholder growth.

ASX Code	ZMM
Industry Group	Technology Hardware & Equipment
Share Price (10 June 2022)	\$0.1300
Shares on issue (10 June 2022)	65,328,341
Market Capitalisation (10 June 2022)	\$8.49 million
Cash on Hand (31 March 2022)	\$1.93 million
52 Week Range	\$0.070 - \$0.315
Average Volume	58,699

Key Shareholders	% of Issued Capital
Simon Gerard (Non-Executive Chairman)	39.2%
Perennial Value Management Limited	12.1%
Jordan Tentori (Executive Director and CEO)	2.2%
Remaining Non-Executive Directors	1.8%



**SIMON GERARD****Non-Executive Chairman**

Simon is the Managing Director of the Gerard Private Group, owner of TRADER, Australia's fastest growing brand of electrical wiring accessories and MISTRAL, one of Australia's most recognisable retail brands. He is a fourth generation of the well-respected Gerard family, founders of CLIPSAL, and a former CEO of the Gerard Lighting Group. Simon has extensive global controls experience.

**JORDAN TENTORI****Chief Executive Officer**

Jordan is the co-founder and CEO of Zimi. He previously was the EGM of Diginet, deploying innovative technology throughout the Gerard Lighting Group of companies. For the past 20 years, Jordan has successfully worked nationally and internationally within the electrical and lighting industry to evolve technologies into commercial realities.

**STEPHANIE VOULACARIS****Chief Financial Officer**

Stephanie commenced her career at EY and with 7 years of professional services and consulting, she gained extensive experience across a variety of industries. Prior to Zimi, Stephanie was the Head of Corporate Finance at ASX listed, AMA Group. Stephanie holds a Bachelor of Business with Distinction and is a member of Chartered Accountants ANZ.

**SIMON BEISSEL****Non-Executive Director**

Simon has board experience with a number of industrial and financial services companies including ATF Services Pty Ltd, Lighting Investments Australia Holdings Pty Ltd, Investec Credit Funds Management Pty Ltd and SMEBL. He is an experienced senior banker who was previously Head of Corporate Lending at Investec Australia. Prior to that, Simon held roles at St. George Bank including Transformation Director, Head of Structured & Acquisition Finance.

**PETER ROSSDEUTSCHER****Non-Executive Director**

Peter is a director with extensive leadership and strategic advisory experience. A Fellow of the Australian Institute of Company Directors since 2008, Peter has been a Non-Executive and Chair of various boards. He is a regular key speaker on innovation, digital transformation and the core drivers to grow and protect stakeholder value.

**BRETT SAVILL****Non-Executive Director**

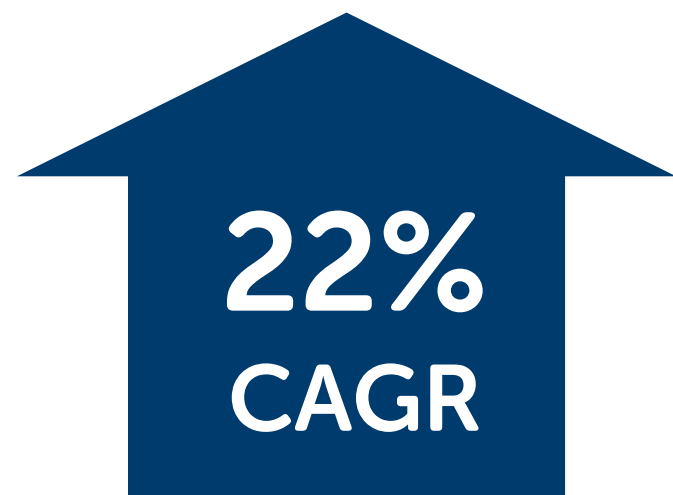
Brett has a track record in business development, growth and acquisition strategy. He has held senior operational roles in Australia as well as being a former PricewaterhouseCoopers Partner in the UK, focused on technology, media and telecoms. He brings twenty-five-years' experience across strategy, innovation, regulation, business development, start-up growth, and innovation to the Company.



Investment Proposition

Opportunity Summary

Everything that can be connected, will be.
With hardware deployed and a proven IoT platform, Zimi is well positioned for the next phase of accelerated growth.



IoT market size to grow
at CAGR of 22.0% to \$525
billion from 2022 to 2027.

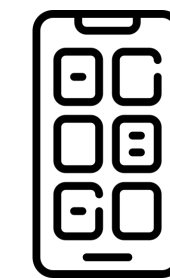
Source - <https://iot-analytics.com/iot-market-size/>



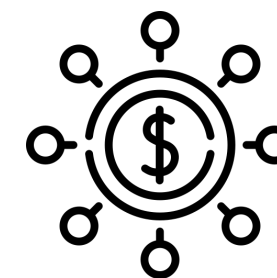
Large growing IoT market
with accelerating adoption



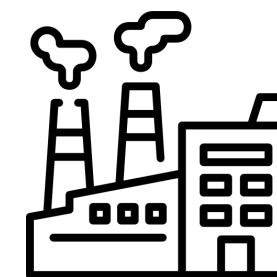
Credentials to execute the
strategy with industry heritage



Deployment of complimentary
products to multiply offer



Multi-faceted distribution channels from
electrical wholesalers to retail stores



Capital light business model with
scaleable contract manufacturing



Phased growth plan to multiple
sustainable revenue streams

The Zimi Experience makes us different

As everything becomes connected in our world, Zimi prides itself on offering simplicity to create a better experience for all.

These experiences are the multiplier of our success.

Install Experience

Any electrician can install with no extra wiring.



Partner Experience

We make it simple to deploy connected devices.



Support Experience

Search our knowledge base or get help direct from Zimi.



User experience

Easy for anyone to setup, share, monitor and manage.





Zimi Limited (ASX:ZMM) Investor Presentation - June 2022

Zimi Limited

Jordan Tentori
CEO
e: jordan@zimi.life

Media & Investor Enquiries

The Capital Network
Julia Maguire
m: +61 2 8999 3699
e: julia@thecapitalnetwork.com.au

Registered Office

Level 1, 2A / 300 Fitzgerald Street,
North Perth, WA 6006

www.zimi.life

