



Zimi Limited
14 Millennium Circuit
Helensvale QLD 4212 Australia

ASX: ZMM
ABN: 25 113 326 524
www.zimi.life

Registered Office Address
Level 1, 2A/300 Fitzgerald Street
North Perth WA 6006 Australia

ASX RELEASE – 5 MARCH 2025

Corporate Update

Highlights

- Manufacturing Agreement aimed to Improve Supply and increase Margin
- New Market Channel with Exclusive Zencontrol Distribution Agreement
- Renewed Distribution Agreement with GSM Electrical (Australia) Pty Ltd
- Ongoing Sales Initiatives to continue to drive demand
- Shareholder Approval for ASX listing rule 10.1 for the agreements

Zimi Limited (ASX:ZMM) ("Zimi", or the "Company"), an innovative Australian IoT technology company, enhancing connectivity of electrical devices from homes to high-rises, is pleased to provide an update on new manufacturing and distribution agreements that can significantly strengthen its market position and enhance supply chain capabilities.

New Manufacturing Agreement to improve Supply Chain and Profitability

After a comprehensive review process of its manufacturing arrangements and supply chain management, Zimi Limited is pleased to advise has entered into a non-exclusive manufacturing agreement with Zencontrol HK to create a more flexible and responsive process, enabling frequent production cycles and ensuring consistent product availability.

Zimi will significantly benefit from the use of Zencontrol's manufacturing facilities and supply chain relationships which secures competitive pricing to improve gross margin. A second phase of cost-down design strategy that implements Nordic silicone for Thread, Bluetooth, and 'Matter' connectivity - the new global smart home standard supported by the major tech giants - will also allow for greater margins and the ability to effectively cost new products with the latest technology.

Beyond the lower manufacturing costs than previous productions, this partnership supports ongoing product development, procurement efficiencies, and long-term strategy which aims to strengthen Zimi's production capabilities and financial performance.



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Renewed Distribution Agreement with GSM Electrical (Australia) Pty Ltd

Zimi is pleased to advise it has renewed its distribution agreement with GSM Electrical (Australia) Pty Ltd ("Trader"), its largest customer and key strategic partner. Trader has historically accounted for about 67% of Zimi's FY24 sales, making this agreement crucial for maintaining a strong sales channel and market presence.

Trader's extensive network of over 800 electrical wholesaler locations across Australia ensures broad accessibility to Zimi's products for electricians and contractors. This partnership strengthens product availability, to support higher adoption rates, and drives revenue growth.

Beyond sales expansion, the agreement reinforces a long-term collaboration between Zimi and Trader, aligning their strategic goals. It plays a key role in Zimi's broader plan to scale operations, extend market reach and maximise shareholder value.

New Market Channel with Exclusive Zencontrol Distribution Agreement

Zimi has entered an exclusive distribution agreement with Zencontrol Pty Ltd, a global leader in commercial control systems and DALI+ technology. Under this deal, Zencontrol will distribute a range of "Senoa PRO" products, designed to integrate with their large building control system.

This partnership expands Zimi's reach into the commercial lighting sector, complementing its presence in residential and wholesale markets. By bridging smart home solutions with large-scale automation, the agreement opens new market opportunities.

A key feature is the integration of Zimi's technology with Zencontrol's software, with this distributor managing customer support and deployment of its large-scale commercial projects. Leveraging Zencontrol's established sales channels will enhance Zimi's exposure, creating new revenue streams and strengthening its position in smart automation.

Ongoing Sales Initiatives to drive demand

Zimi Limited is driving growth in the smart home technology sector. The CEO continually is presenting to leading architects, home builders, and multi-residential developers, confirming strong demand for simple, smart home solutions that can be deployed in any new or existing home.

Traditional barriers of complex design, installation, and handover have slowed market adoption. Zimi has addressed these challenges with an innovative, scalable solution, making it the preferred partner for large-scale residential projects where simple product deployment is key.

With smart technology demand rising, Zimi is continually executing a 'push + pull' strategy by engaging architects, builders, and developers to drive demand while expanding distribution. Project specifications continue to strengthen market adoption and building project pipeline.



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Shareholder Approval for ASX Listing Rule 10.1

Zimi advises that product sales under the distribution agreements with GSM Electrical and Zencontrol, along with product purchases under the manufacturing agreement with Zencontrol, will require shareholder approval if transactions exceed 5% of Zimi's equity interests. This aligns with ASX listing rule 10.1 for related-party transactions.

GSM Electrical is a subsidiary of Gerard Private, and both Gerard Private and Zencontrol are substantial (10%+) shareholders of Zimi. A general meeting will be held as soon as possible to seek shareholder approval. The notice of meeting will include an Independent Expert's Report assessing the proposed transactions.

Forward-looking statements

This announcement contains forward-looking statements. Forward-looking statements are subject to a variety of risks and uncertainties that it is beyond the Company's ability to control or predict and which could cause actual events or results to differ materially from those anticipated in such forward-looking statements.

Zimi CEO, Jordan Tentori commented: "These new agreements mark a significant step forward for strengthening both our distribution and manufacturing capabilities across multiple market sectors. Our partnership with Trader reinforces our presence in the wholesale electrical market, while the agreement with Zencontrol expands our reach into large-scale commercial projects for a global market. At the same time, our new manufacturing agreement provides a more flexible and responsive supply chain, with flexible production cycles, with better alignment with market demand.

With these strategic partnerships in place, we are well-positioned to scale the business efficiently towards profitability and expand our market presence. We look forward to the support of our shareholders as we seek approval to increase our capacity for sales and purchases under these agreements, unlocking these new growth opportunities for Zimi."

- Ends -

This release has been approved by the Board.

Further information:

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About Zimi

Zimi Limited (ASX: ZMM) is an Australian technology company focused on creating smarter living and working environments by connecting everyday electrical products to the Internet and to each other. The company's product lines, including Powermesh and Senoa, feature smarter switches, light dimmers, power points, fan controllers, and garage door controllers, all of which can be installed by electricians and are effortlessly managed through Zimi's intuitive home automation app, designed to provide a seamless and highly positive user experience.

Zimi is capitalising on a multi-billion-dollar opportunity within the Australian market alone, reaching customers through leading wholesale, commercial, retail, and trade channels, with partners such as Trader, Steel-Line, Beacon Lighting, Lighting Illusions, Zencontrol and Polyaire.

Looking ahead, Zimi plans to expand its product offerings into new sectors while continuing to expand its product range. The company is also pursuing global expansion opportunities through partnerships with top manufacturers of electrical appliances for residential and commercial applications. As the Internet of Things (IoT) continues to grow, Zimi is well-positioned to tap into the vast opportunities this rapidly evolving market presents.

To learn more, please visit: www.zimi.life