**TZ Limited** ABN 26 073 979 272



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The Manager Company Announcements Office ASX Ltd Level 4, 20 Bridge Street Sydney, NSW 2000

## **TZ Parcel Locker Network – Site Agreements**

TZ Limited ("**TZL**", the "**Company**") is pleased to announce that in support of the anticipated roll-out of TZ's Automated Delivery Asset Manager (A.D.A.M.) locker system, it has successfully entered into locker site agreements with a major petrol station franchisee in Victoria and also Australia's largest independent and fully integrated oil company.

The most important element for the success of the A.D.A.M. locker system is securing sites. A unique advantage discovered in our research is that most site owners not only want foot traffic generated by the A.D.A.M. locker system, but they also want them to be agnostic as to who delivers to them. In that regard, teaming agreements have now been secured with AA Holdings Pty Limited, who owns and operates over 50 BP petrol stations in Victoria, and Australian Fuel Distributors Pty Limited (AusFuel) who have over 80 Gull petrol stations across Western Australia, South Australia, Queensland and the Northern Territory. Collectively, these arrangements potentially provide TZ with access to over 130 petrol station and convenience store sites across Australia.

The teaming agreements have a term of 12 months and provide an exclusive right for TZ to negotiate for the supply of parcel lockers in that period. The agreement sets out a framework to enable the parties to establish an initial trial program in order to fully evaluate the opportunity of deploying and implementing the A.D.A.M. locker system. Subject to the success of the program and mutual satisfaction, the parties then agree to negotiate in good faith an agreement for an ongoing relationship. Under the teaming agreement, the number of sites and the size and configuration of the A.D.A.M. locker systems to be implemented as part of the trial program is to be agreed by the parties.

In order to have market share, the key enabler for the A.D.A.M. locker system is the speed in which TZ can secure accessible sites that provide consumers with convenience and flexibility in their parcel collection options. These agreements represent a major initiative by TZ to securing access to prime locations and locking in property partners who see the A.D.A.M. locker system as a complete end-toend offering that caters for the need of on-line retailers (collection point and goods return options), couriers (failed deliveries), digital media providers (locker advertising and POS promotion) and consumers (open network).

By way of update, the initial A.D.A.M. locker system deployment is scheduled for the beginning of May 2013, which has been pushed back from the previously scheduled April deployment in line with agreed deployment and installation timeframes. From May, there will be a total of six initial high traffic and high visibility sites located in Sydney (2 sites), Melbourne (2 sites), Brisbane (1 site) and Perth (1 site). The six site locations are still being finalised and will be announced once details are available.



The Company has a target of taking a significant share of the available parcel locker market by the end of the year with a goal of building and owning a viable community locker network alternative for consumers.

Together with GPT Group's mix of corporate, retail and business park sites, the arrangement with AA Holdings and Australian Fuel Distributors, and other pending property deals, TZ has invested over the past 12 months to develop an excellent hardware and software platform to launch and scale the A.D.A.M. locker system to support achievement of its objective.

## About TZ Limited

TZ Limited is an Australian public company listed on the Australian Stock Exchange (ASX: TZL). Through its two main operating subsidiaries, Telezygology, Inc. and Product Development Technologies, Inc., TZ Limited employs a significant number of professional resources deployed in 10 offices across five international locations, in businesses focused on technology commercialization and multi-disciplinary design and engineering services.

For additional information on TZ, please visit www.tz.net.