

30 October 2013

**Lodged by ASX Online**

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

Dear Sir /Madam

**“The Future of E-Commerce Delivery” Presentation**

Mark Bouris, Executive Chairman of TZ Limited, will be speaking at Marketforce’s “The Future of E-Commerce Delivery” conference at the Waldorf Hilton in London on the 5<sup>th</sup> November. Mark’s presentation on “The Next Generation of Parcel Lockers” is attached for the benefit of shareholders.

The event will bring together couriers, postal-operators and retailers to discuss challenges and opportunities for the retail and logistics industries. Other speakers include Thomas Kipp, CEO of DHL Global Mail and senior executives from Royal Mail, PostNL, Swiss Post and several other postal associations and courier organisations.

**About TZ Limited**

TZ Limited (“TZ”) is a technology company that is listed on the Australian Stock Exchange. TZ is the leader in SMARt Device™ technology combining state-of-the-art SMA actuated intelligent fastening and locking devices with TZ remote software control. TZ’s systems deliver asset level protection and compelling solutions for security, monitoring and control applications across a number of market segments.

The Company currently supplies market leading solutions to major corporations worldwide to the Data Centre industry and in the Automated Parcel Locker and E-Commerce market.

For additional information on TZ Limited, please visit [www.tz.net](http://www.tz.net).



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# Next Generation Parcel Lockers

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**Mark Bouris**

**Executive Chairman, TZ Limited**

# E-Commerce



The growth of B2C and C2C e-commerce together with the challenge of meeting consumer expectations, in terms of efficient and effective parcel delivery, is driving changes in first mile, last mile and reverse logistics.



# The Advent of Parcel Lockers



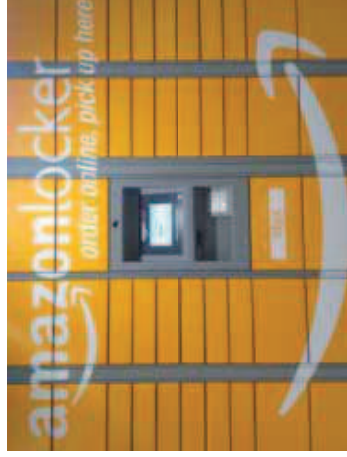
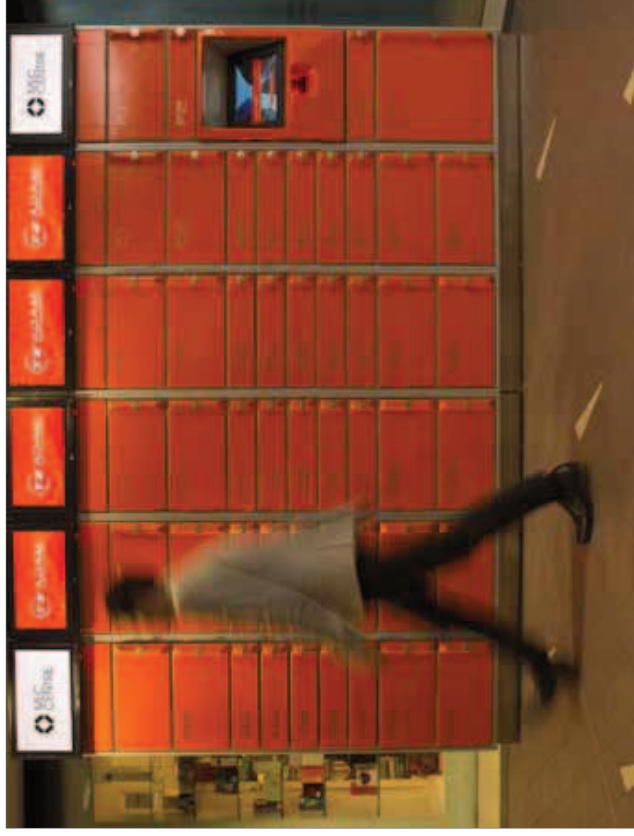
In the last five years, we've seen several postal and logistics operators around the world start to invest in electronic parcel lockers as a new delivery option to deliver greater convenience to consumers as an alternative to home delivery



# A Shift to Value Added Services



More recently, electronic parcel lockers have moved from being purely last mile delivery 'pick-up points' and first mile access 'drop-off points' to solutions that offer a range of value-added services targeted at consumers, e-retailers and mail order companies.



# A.D.A.M. Parcel Lockers in Australia



- Independent Parcel Locker Network owned and operated by TZ
- Open network based on cooperation with property owners, carrier companies and e-commerce businesses to ultimately improve the consumer experience
- Integrated approach:
  - ... with e-merchant shopping cart
  - ... with on-line freight aggregators
  - ... with carriers to support service offerings
  - ... accessible portal for locker reservation

# What About Future Needs



**Can a configuration today really suit the needs of tomorrow?**

**Or the future needs of your customers?**

- Mismatches in hardware design due to obsolescence?
- Future upgrade costs?
- New Customer requirements?
- New value added services?
- Need for deeper levels of system integration?
- Advent of new technologies?

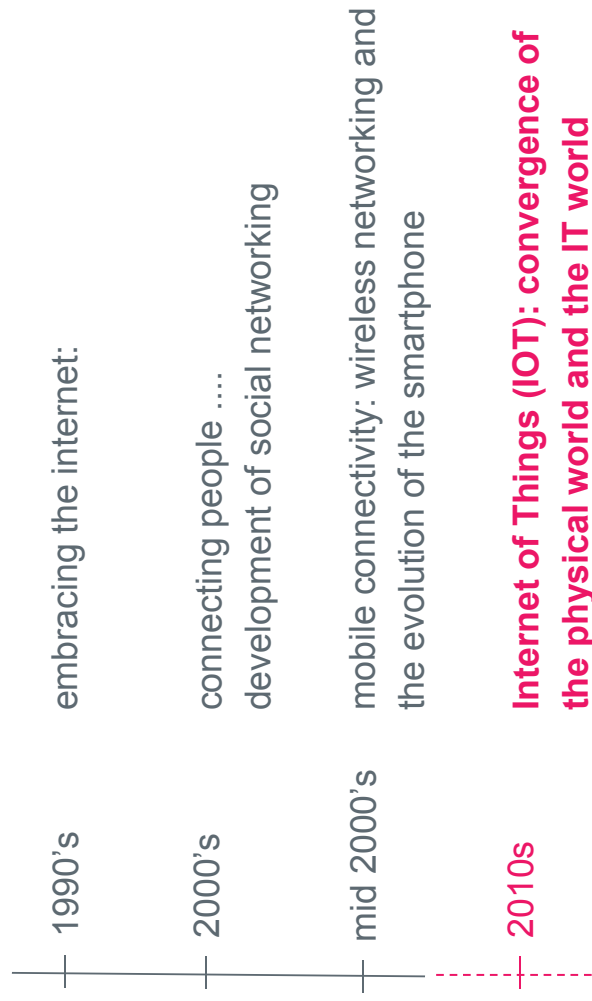
**It's not about locker  
manufacture ...**

**It's about having a  
technology based  
solution approach**

# The Internet of Things



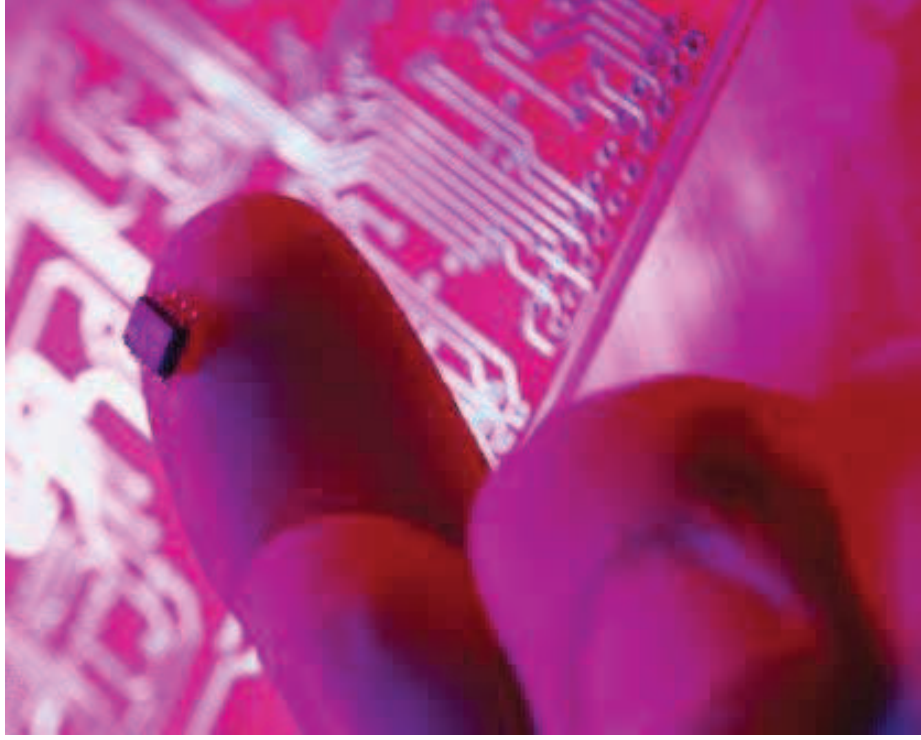
## Changing the World of Business



The use and extension of the infrastructure of the Internet to reach, see the status of, and control SMART physical objects and their environments



# Smart Devices



Physical objects with embedded sensors and actuators linked through wired and wireless networks, using the same Internet Protocol (IP) that connects the Internet.

When objects can both sense the environment and communicate, they become tools for understanding complexity and responding to it swiftly.

Consider the power of real-time and dynamic responses to the environment and to local interactions.

# TZ SMART Locking Devices

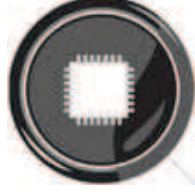


**180+ patent applications ... > \$40 Million in technology development**

Integrated sensing and switching to monitor and control local environment



Embedded processor for on board intelligence and logic control



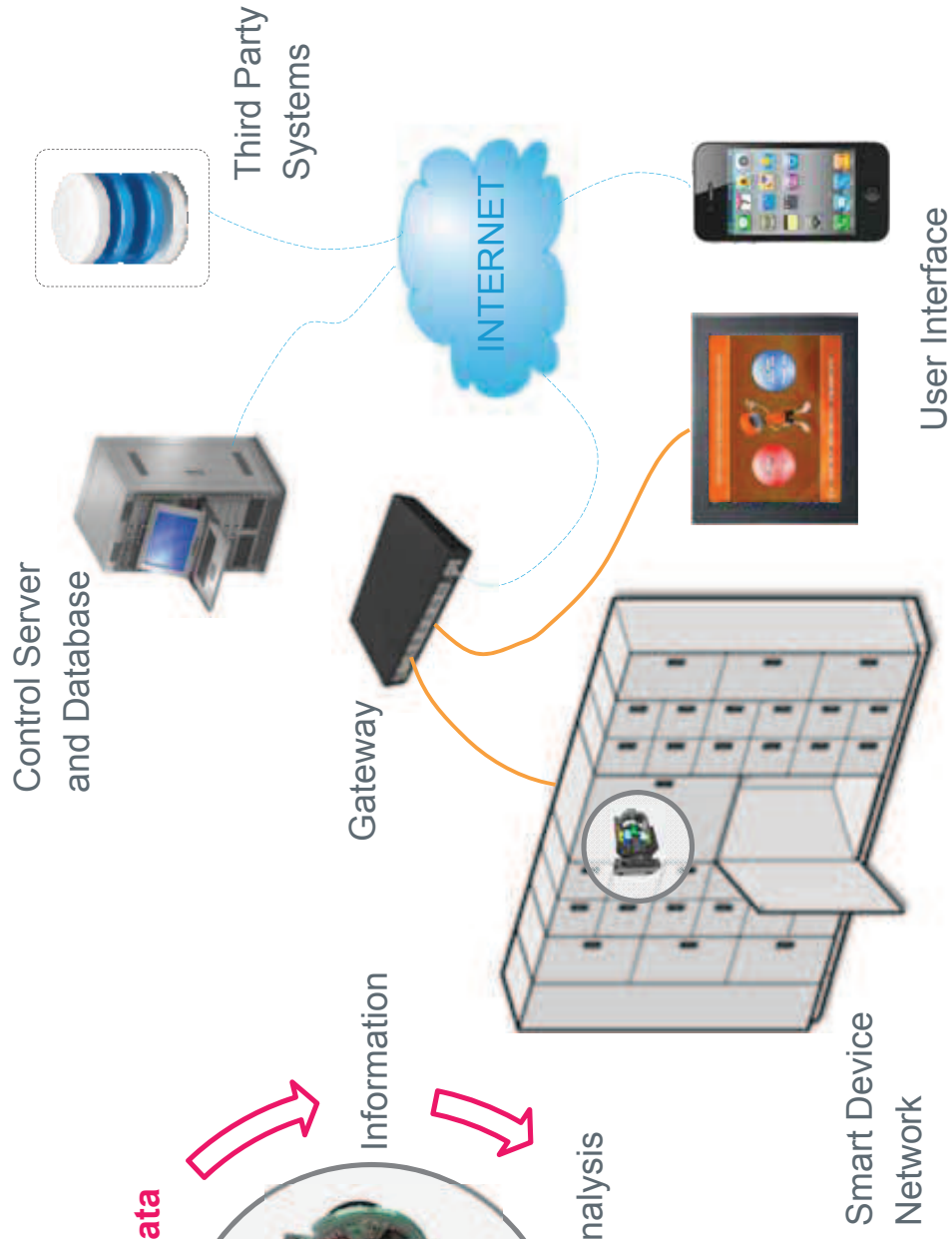
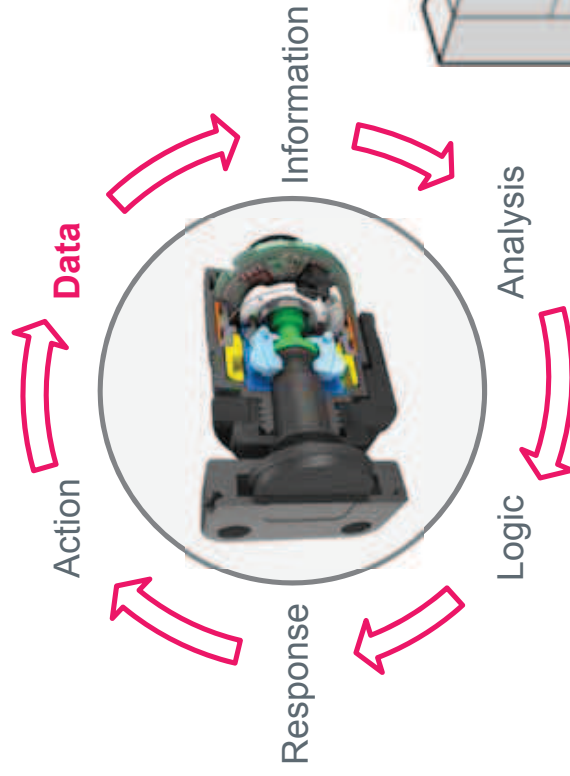
Proprietary SMA actuation enabling compact, lightweight, energy efficient devices



IP addressable, enable connection to networks and other databases



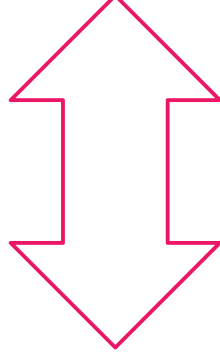
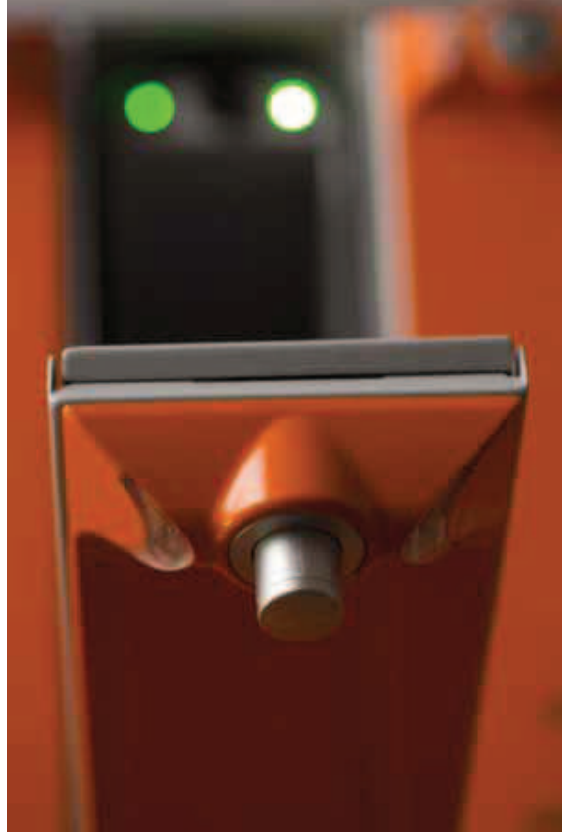
# TZ SMART Systems



# 1:1 Connectivity



Increased flexibility and Customer convenience through direct relationship between allocated Locker Unit and the Customer through a mobile interface



# Managing the Customer Journey



Ability to capture and analyse customer buying preferences and on-line shopping behaviours across order to fulfilment and to respond in real-time to a Customer at a specific location



# Delivering A New User Experience



- Welcomes User by name and gender and targets advertising towards them in line with their buying profile
- Shows their transaction history and promotes new ranges and special offers
- Offers loyalty reward points with cross-branded partner products and services for using the Locker Network
- Offers opportunity to interact with the Locker Network to send people a Video Greeting when they pick up their parcels
- Enables User to buy promotional items directly at the Locker through available mobile payment services
- Thanks the User prior to leaving!



# Extension into New Formats



New configurations to accommodate location constraints ...



# Extension into New Options



Building a network for the home ...







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**Making the ordinary quite extraordinary**