



Zoom2u Technologies Limited (ASX:Z2U)

# Delivery, redesigned.

Q4 FY22 Investor Presentation

July 2022



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The release of this presentation was authorised by the Board of Directors of the Company.

# Presenting today



**Steve Orenstein**  
Founder and CEO

Founder and CEO of Zoom2u Technologies

Significant software development and entrepreneurial experience, in particular around job management and job despatch systems.

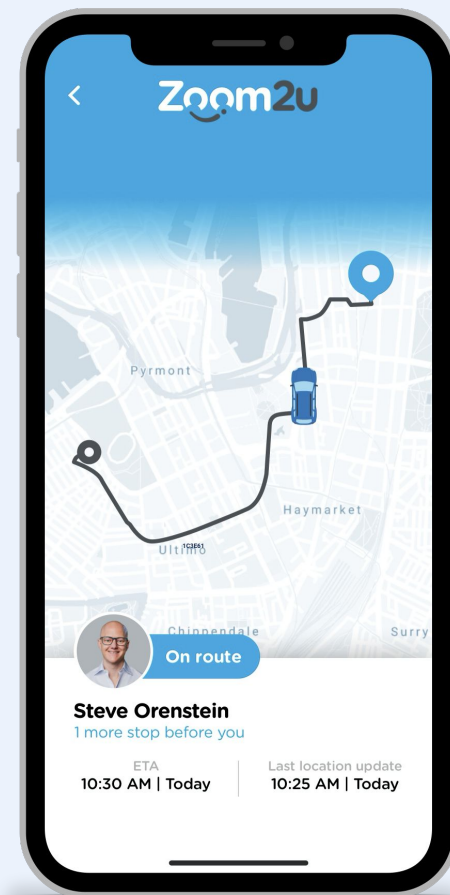
Prior to founding Zoom2u Technologies in 2014, founded a business providing field management solutions - Connect2Field - which was acquired by Fleetmatics (NYSE:FLT).



**Michael Gayst**  
CFO and Executive Director

CFO and Executive Director of Zoom2u Technologies

In his 20+ year investment banking career he has advised numerous ASX listed companies on M&A transactions, raising capital and ASX listings including Metcash Limited and National Australia Bank. More recently he has worked on the initial public offerings of Airtasker Limited, Access Innovations Holdings Limited and Cashrewards Limited.



# Q4 FY22 Highlights – Finishing the year with momentum!

Q4 FY22 GMV

**\$3.0M**

+ 37% on pcp ↑

Q4 FY22 Revenue

**\$0.9M**

+ 87% on pcp ↑

YTD June FY22 GMV

**\$17.5M**

+ 57% on pcp ↑

YTD June FY22 Revenue

**\$4.6M**

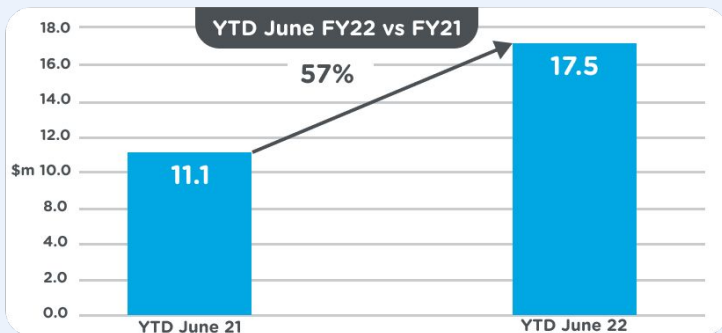
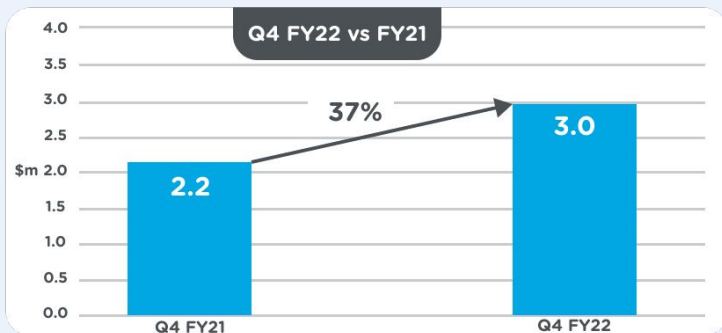
+ 63% on pcp ↑

## Recent Highlights

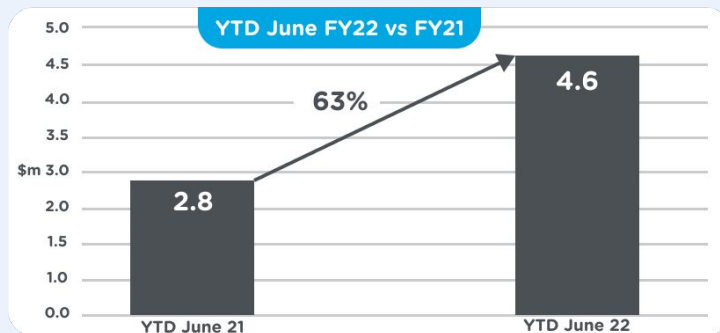
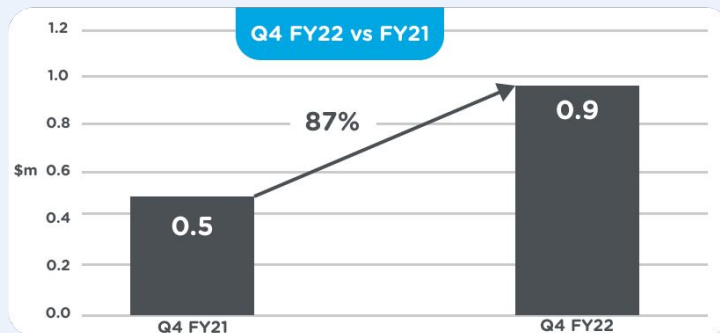
- **Bunnings Warehouse** rolling out Zoom2u in metro areas
- **Decathlon** signed up as a new Zoom2u customer
- Trials with other major customers in progress
- Locate2u signs > **100** new customers in the quarter
- New Locate2u customers in Australia include **Godden Food Group, Del Re National Food Group and Clark Rubber**
- Global **workforce survey** completed
- Locate2u **product updates** rolled out
- Van advertising aiding **Zoom2u brand awareness**
- Focus on **profitability**

# Key operational metrics

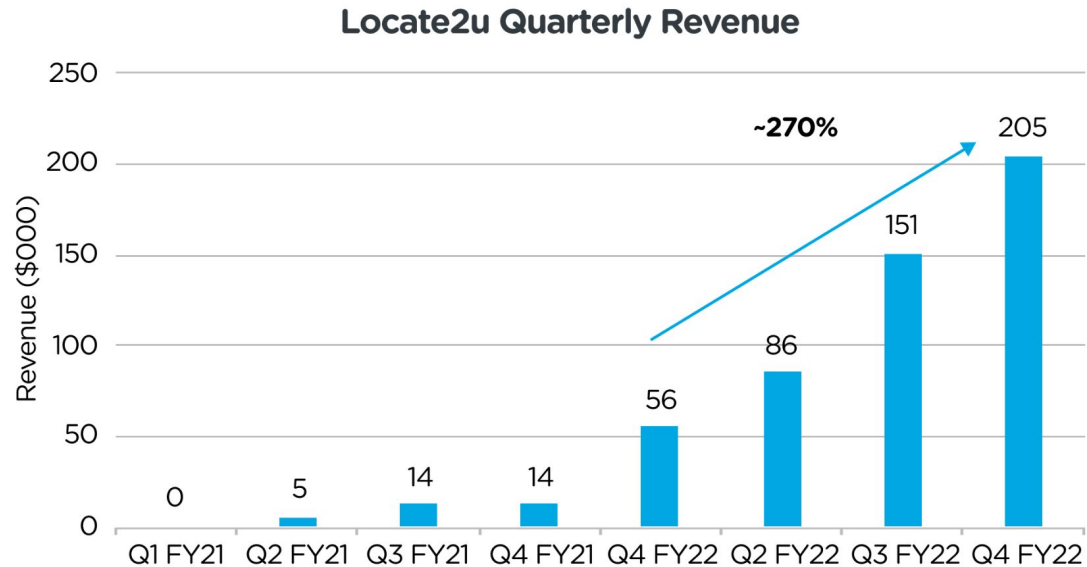
## GMV \$M



## Revenue \$M



# Locate2u demonstrating strong growth





# Q4 FY22 - Cash flow and cash position

## Cash flow statement

\$000

## Commentary

Receipts from customers	972
Payments for operating expenses	(2,202)
Interests and other costs of finance paid	(5)

Receipts slightly higher than revenue, Q4 typically lowest cash receipts quarter

Comparable to Q3, most planned hiring now completed

**Net cash from / (used in) operating activities** **(1,235)**

**Cash flows from / (used in) investing activities** **(257)**

**Net cash from / (used in) financing activities** **-**

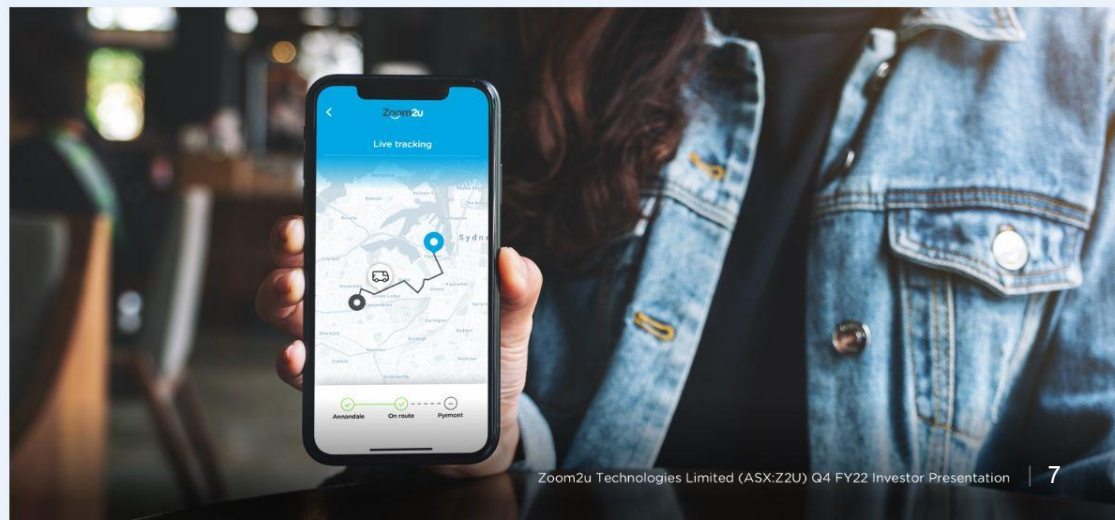
Primarily software development capitalised (\$198k). Also includes laptops & trademark registration costs

## Movement in cash for the period

**Cash and cash equivalents at beginning of period** **5,752**

Net cash from / (used in) operating activities	(1,235)
Cash flows from / (used in) investing activities	(257)
Net cash from / (used in) financing activities	(-)

**Cash and cash equivalents at end of period** **4,259**



# Engaged Global Workforce

Zoom2u  
Technologies <sup>1</sup> -  
e-NPS

+77

Employee Net  
Promoter Score

Average of 5 global  
IT companies <sup>2</sup> -  
e-NPS

+29

Employee Net  
Promoter Score

## Workforce engagement:

Do you understand how  
your role supports the  
company?

Yes 96%

No 4%

## Diversity:

Are our workplace policies  
inclusive of people from  
different backgrounds and  
cultures?

Yes 91%

No 9%

## Inclusion:

Do you feel you have a  
voice in the organisation?

Yes 94%

No 6%

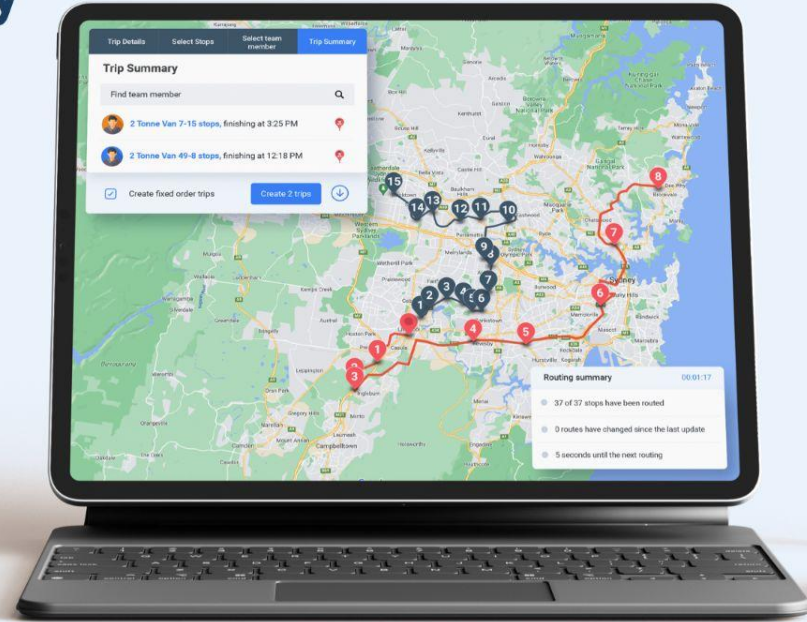
1. Source: Zoom2u's first global workforce survey, June 2022. In responses to specific questions, "Yes" indicates the % of employees that stated that they "totally agree with this statement" or "agree with this statement most of the time"

2. Source: <https://www.comparably.com/companies/google/competitors> - companies in this group are Google, Apple, Microsoft, Meta and Amazon



**Zoom2u,  
a platform  
that connects  
customers to local  
drivers for fast  
same-day delivery**

## Locate2u: SaaS for last mile delivery



# \$20B addressable markets with favourable trends



**Combined market size ~A\$20B**

- Zoom2u operates in the Australian delivery services market, which is currently worth approximately A\$6 billion p.a.<sup>1</sup>
- Consumer expectations regarding the delivery experience are rapidly evolving in line with e-commerce penetration – location transparency and rapid delivery times are becoming increasingly important
- Clear scope for disruption as incumbent courier companies are either sub-scale, or burdened by their current operating model to invest in improving their offering
- With recent and planned extensions to Locate2u's functionality the product can target the following large global markets:
  - A\$6.9B<sup>2</sup> market for delivery management software
  - A\$2.7B<sup>3</sup> market for GPS tracking
  - A\$4.1B<sup>4</sup> market for field service software
- Locate2u's proposition of managing delivery bookings, optimising routes, tracking drivers and sharing locations with customers is a solution that is relevant globally

1. <https://www.ibisworld.com/au/industry/courier-pick-up-delivery-services/5034/>

2. Verified Market Research, Last Mile Delivery Software Market Size And Forecast, accessed from <https://www.verifiedmarketresearch.com/product/last-mile-delivery-software-market/>. Market sizes converted from US\$ at exchange rate as at 11 June 2021

3. [https://www.globenewswire.com/en/news-release/2022/05/04/2435817/0/en/GPS-Tracker-Market-Expected-to-Attain-USD-5-36-Billion-by-2030-with-a-CAGR-of-13-83-Report-by-Market-Research-Future-MRFR.html#:~:text=According%20to%20a%20comprehensive%20research,rate%20of%2013.83%25%20by%202030,](https://www.globenewswire.com/en/news-release/2022/05/04/2435817/0/en/GPS-Tracker-Market-Expected-to-Attain-USD-5-36-Billion-by-2030-with-a-CAGR-of-13-83-Report-by-Market-Research-Future-MRFR.html#:~:text=According%20to%20a%20comprehensive%20research,rate%20of%2013.83%25%20by%202030,https://www.globenewswire.com/en/news-release/2022/04/07/2418300/0/en/Field-Service-Management-Market-Size-2021-2028-Worth-USD-8-06-Billion-Exhibiti)

4. <https://www.globenewswire.com/en/news-release/2022/04/07/2418300/0/en/Field-Service-Management-Market-Size-2021-2028-Worth-USD-8-06-Billion-Exhibiti>  
<g-a-CAGR-of-13-9.html>

# Zoom2u: Australian marketplace

## Technology platform



### Same Day delivery

Book by noon and receive your parcel by 5 pm the very same day.



### 3 Hour delivery

Get your goods where you need them in under 3 hours from booking!



### Interstate

Your parcel will be on the next available flight to any Australia capital, and it will be delivered by that afternoon or the next morning!



### VIP delivery

The first available courier takes your parcel directly to the destination, without stopping!

**\$6.0B Australian Market**



**~83,000**  
Customers



**> 12,200**  
Drivers



**2.8M+**  
Deliveries

### Vehicle



### Parcel Types



New packages delivered  
**East LindField → Neutral Bay**

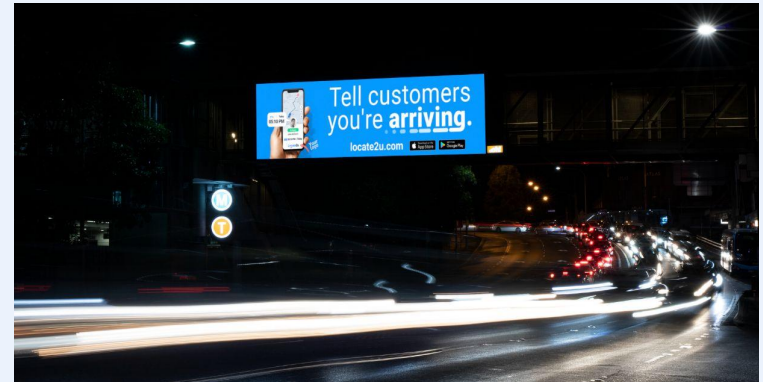
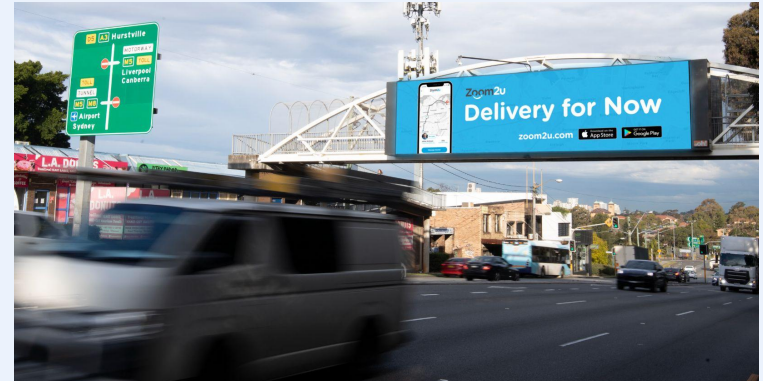
Delivered in 1 hour





**We're Building A  
Greener Future!**

# Building our brands



# Target Customers

Retail/Ecommerce Stores to consumer



**Guildford → Bass hill**

Delivered in 17mins



# Locate2u: SaaS for last mile delivery

Enabling management of driver fleet through platform



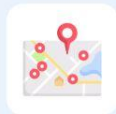
Booking Management



Barcode Scanning



SMS Alerts



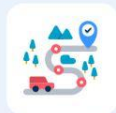
GPS Tracking



Proof of Delivery



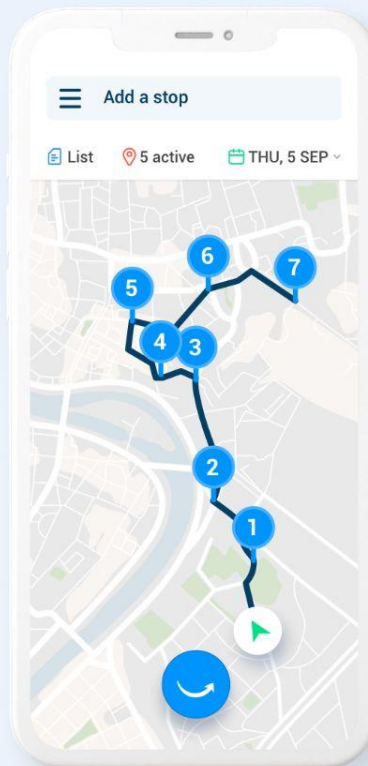
Driver App



Route Optimisation



Ratings



**\$6.9B Global Market**



**~400**  
Customers and growing rapidly



**10**  
Customers in 10 countries

## Examples of customers recently onboarded



Chemist



Transport/  
Courier  
Companies



Food  
Delivery



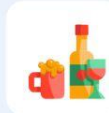
Pet  
Delivery



Security



Butcher



Alcohol  
Delivery

## Business Update

- Added ~100 customers in Q4
- This quarter we hired our first senior digital marketing employee
- Key focus is on building organic inbound leads for Locate2u

# Locate2u Product Update

We continue to invest in building new functionality to assist delivery and service businesses and provide us with the opportunity to target adjacent markets.

## This quarter we released 23 updates which included:



Email  
Notifications



Geo Fencing  
Module



Driver Payments  
Module

## Upcoming releases include:



Vehicle Service  
Module



Payments



Invoicing

# Where are our users?



This data is based on admin users of Locate2u across the world, it does include paid and trial subscribers as of July 2022

# Locate2u Global Distribution & Support



We now offer 24/5 days a week support to customers using Locate2u.

We are in the final stages of setting up a low cost global distribution network to allow for fast distribution of GPS devices.

## Devices we sell to customers



**OBD2 Port  
GPS Device**



**Rugged GPS  
Hardwired Device**



**Battery powered  
Device**



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# Delivery, redesigned.

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**Media & Investor Enquiries**

[www.zoom2u.com.au/investors](http://www.zoom2u.com.au/investors)

**Steve Orenstein**

[steve@zoom2u.com](mailto:steve@zoom2u.com)

**Investor Relations**

[investors@zoom2u.com](mailto:investors@zoom2u.com)



# Appendix



**Urgent Envelope Delivered**

**1hour & 47mins**

Sydney → Menai



# Zoom2u Technologies Corporate Overview

Zoom2u Technologies Limited listed on the ASX on  
10 September 2021

## Market Capitalisation and Enterprise Value

IPO Offer price	\$0.20
Share price (as at 22-7-22)	\$0.175
Shares on issue (m)	173.3
Market capitalisation (\$m)	\$30.3
Cash on hand (30-6-22) (\$m)	\$4.3
Enterprise Value (\$m)	\$26.1

## Share trading

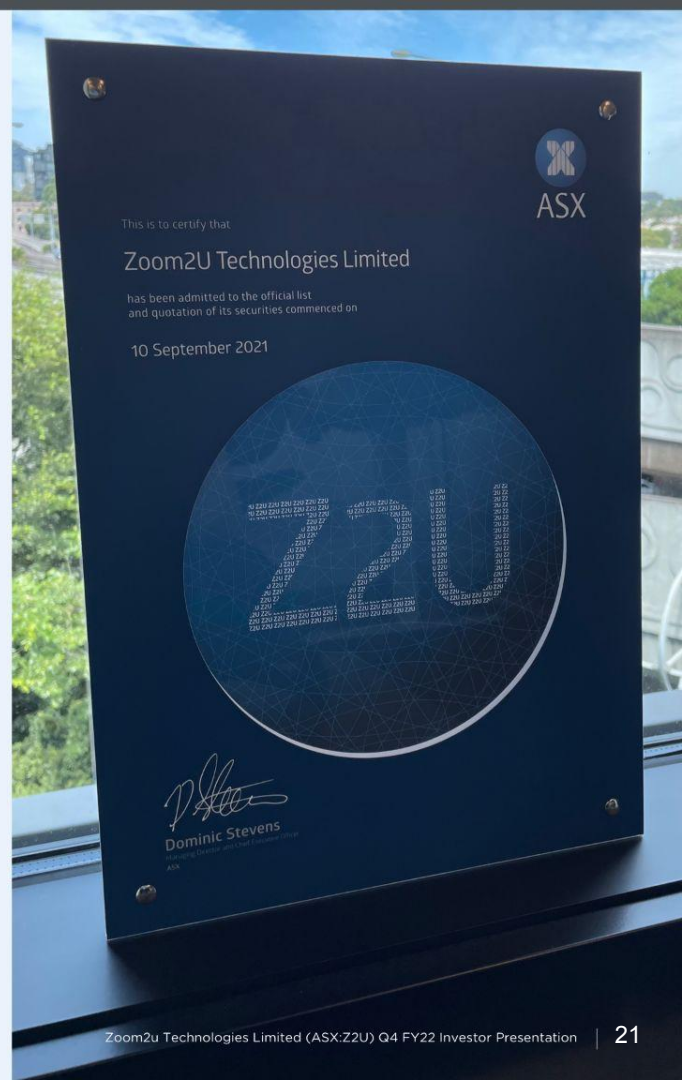
Low (since 11-9-21)	\$0.14
High (since 11-9-21)	\$0.84
VWAP (since 11-9-21)	\$0.51
Average daily volume ('000) (since 11-9-21)	611

## GMV and Revenue Multiples

LTM GMV (\$m)	\$17.5
LTM Revenue (\$m)	\$4.6
EV / LTM Revenue	5.6x
EV / LTM GMV	1.5x

## Top shareholders (as at 22 July 2022)

Steve Orenstein	25.9%
Perennial	9.9%
JM Future Holdings Pty Ltd	6.7%
Paul and Mary Orenstein	6.7%
Cyan	4.2%



# Zoom2u Technologies Board of Directors

Experienced Board with a history of building growth companies



**Drew Kelton**

Independent  
Non-Executive Chair

- A global business leader and professional board director, with 40 years' experience in the Information and Communication Technology and Telecommunications arena.
- Currently a non executive director of Superloop Ltd (SLC:AX). Previously non executive Chairman of Firstwave Cloud Technology Ltd (FCT:AX).
- Previous senior executive roles with Docusign, T-Mobile USA, Bharti Airtel and Telstra.



**Steve Orenstein**

Founder and CEO

- Founder and CEO of Zoom2u Technologies
- Significant software development and entrepreneurial experience, in particular around job management and job despatch systems.
- Prior to founding Zoom2u Technologies in 2014, founded a business providing field management solutions - Connect2Field - which was acquired by Fleetmatics (NYSE:FLTXX)



**Michael Gayst**

CFO and Executive  
Director

- CFO and Executive Director of Zoom2u Technologies
- In his 20+ year investment banking career Michael has advised numerous ASX listed companies on M&A transactions, raising capital and ASX listings including Metcash Limited and National Australia Bank. More recently he has worked on the initial public offerings of Airtasker Limited, Access Innovations Holdings Limited and Cashrewards Limited.



**Kara Nicholls**

Independent  
Non-Executive Director

- Kara has an accomplished career at senior executive levels with over 30 years of global equity capital markets, commercial, regulatory, and corporate compliance experience across the financial services (banking and investment banking), retail, property, higher education, and industrial (oil, mining and manufacturing) sectors as well as at the Australian Securities Exchange.
- Previously she has held Board roles at Gidget Foundation Australia, a non-profit organisation supporting the emotional wellbeing of expectant & new parents, and Macquarie University



**Michael Rosenbaum**

Independent  
Non-Executive Director

- Has over 20 years experience leading & advising high growth tech companies.
- He co-founded DealsDirect and built it to c.\$100m turnover (exit to GraysOnline in 2014) and is currently CEO of Spacer a leading marketplace for storage & parking in Australia & the US. He was previously a director of CarNextDoor (exited to Uber in January 2022).
- Mike brings a broad mix of experience across marketing, technology and scaling high growth businesses.
- Mike is also an early-stage investor in a number of marketplaces in Australia and co-founded the Sharing Hub, a community of founders building marketplaces.