



Zoom2u Technologies Limited (ASX:Z2U)

Delivery, redesigned.

Q4 FY22 Investor Presentation

July 2022



Important legal information

This presentation (Presentation) has been prepared by Zoom2u Technologies Limited ACN 636 364 246 (Company) (ASX:Z2U)

The following disclaimer applies to this presentation

Summary information - This Presentation contains summary information about the Company and its subsidiaries (Group) and their activities which is current only as at the date of this Presentation. The information in this Presentation is of a general nature. This Presentation should also be read in conjunction with the Company's other periodic and continuous disclosure announcements lodged with ASX, which are available at www.asx.com.au and at the Company's website at www.zoom2u.com.au/investors.

Not investment advice - The information contained in this Presentation is not financial product, investment, legal, taxation or other advice or any recommendation to acquire securities in the Company. No reliance may be placed for any purpose whatsoever on the information contained in this Presentation. This Presentation does not and will not form any part of any contract for the acquisition of securities in the Company.

Investment risk - An investment in securities in the Company is subject to investment and other known and unknown risks, some of which are beyond the control of the Group. The Company does not guarantee any particular rate of return or the performance of its securities, nor does it guarantee any particular tax treatment. You should carefully consider the risks outlined in this Presentation before making an investment decision.

Past performance - Past performance information, including past share price performance, given in this Presentation is given for illustrative purposes only and should not be relied upon as an indication of future performance.

Future performance - This Presentation contains forward looking statements, including statements regarding the Company's intentions, beliefs or current expectations about the Group's business and operations, and market conditions. Forward looking statements can generally be identified by the use of forward looking words such as, "expect", "anticipate", "likely", "intend", "should", "could", "may", "predict", "plan", "propose", "will", "believe", "forecast", "estimate", "target" and other similar expressions. Estimates of, indications of, and guidance or outlook on, future earnings or financial position or performance are also forward looking statements.

Forward looking statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Forward looking statements involve known and unknown risks, uncertainties, assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends which are based on interpretations of current market conditions. Actual results, performance or achievements may vary materially from any forward looking statements and the assumptions on which statements are based. Except as required by law or regulation, the Group disclaims all obligations to update publicly any forward looking statements, whether as a result of new information, future events or results or otherwise.

Financial information - All dollar values are in Australian dollars, unless otherwise stated. This Presentation contains pro forma financial information. The pro forma financial information has been prepared by the Company in accordance with the measurement and recognition requirements, but not the disclosure requirements, of applicable accounting standards and other mandatory reporting requirements in Australia.

Third party information - Certain market and industry data used in connection with this Presentation may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. Neither the Group nor its representatives have independently verified any such market or industry data provided by third parties or industry or general publications. No representation or warranty, express or implied, is made as to its fairness, accuracy, correctness, completeness or adequacy.

Disclaimer - None of the Group's advisers, directors, officers, employees or agents have authorised, permitted or caused the issue, despatch or provision of this Presentation nor, except to the extent referred to in this Presentation, made or purported to make any statement in this Presentation.

To the maximum extent permitted by law, the Group and its advisers expressly disclaim all liabilities and responsibility in respect of any expenses, losses, damages or costs incurred by any recipient as a result of the use or reliance on anything contained in or omitted from the information in this Presentation, including, without limitation, any liability arising from fault or negligence or otherwise, and make no representation or warranty, express or implied, as to the fairness, currency, accuracy, reliability or completeness of the information contained in this Presentation.

Not for release or distribution in the United States of America - This Presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States. This Presentation may not be distributed or released in the United States. Securities in the Company have not been, nor will be, registered under the U.S. Securities Act of 1933, as amended (U.S. Securities Act) or the securities laws of any state or other jurisdiction of the United States. Accordingly, the securities in the Company may not be offered or sold, directly or indirectly to, persons in the United States or persons who are acting for the account or benefit of a person in the United States unless they have been registered under the U.S. Securities Act (which the Company has no obligation to do so or procure) or in a transaction exempt from, or not subject to, the registration requirements of the U.S. Securities Act and any other applicable U.S. state securities laws.

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.

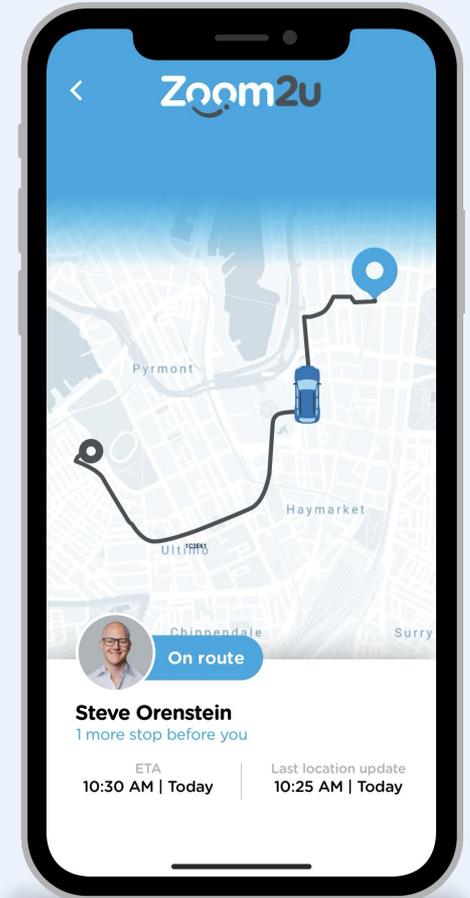
Prior to founding Zoom2u Technologies in 2014, founded a business providing field management solutions - Connect2Field - which was acquired by Fleetmatics (NYSE:FLT).



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

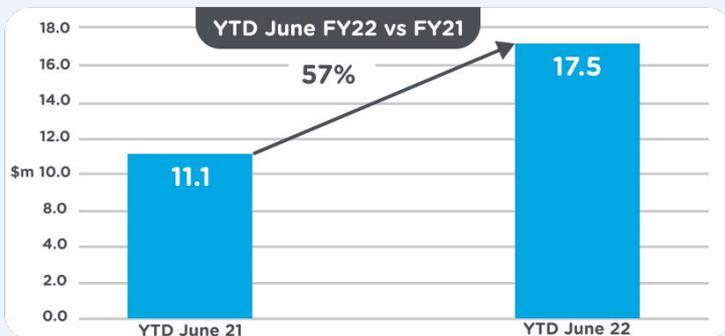
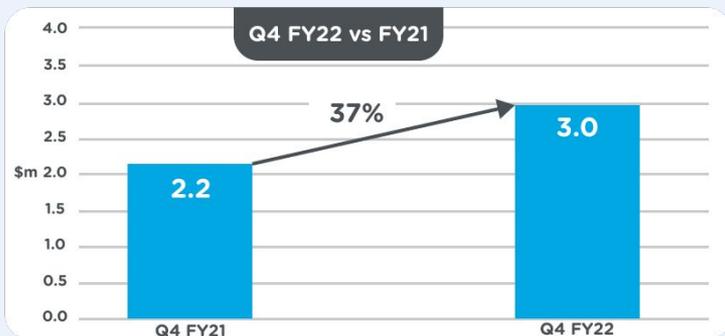
+ 63% on pcp ↑

Recent Highlights

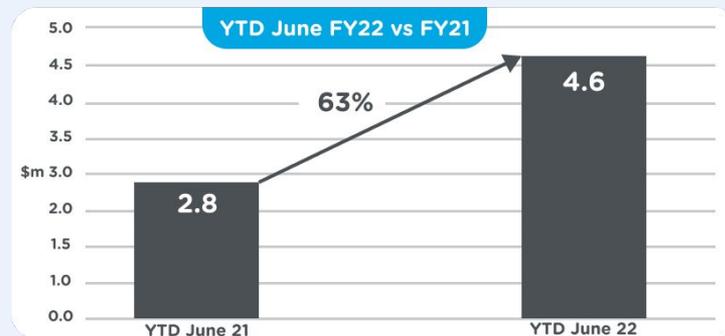
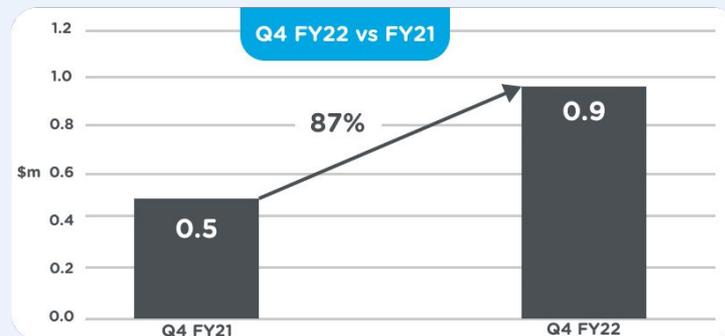
- **Bunnings Warehouse** rolling out Zoom2u in metro areas
- **Decathlon** signed up as a new Zoom2u customer
- Trials with other major customers in progress
- Locate2u signs > **100** new customers in the quarter
- New Locate2u customers in Australia include **Godden Food Group, Del Re National Food 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

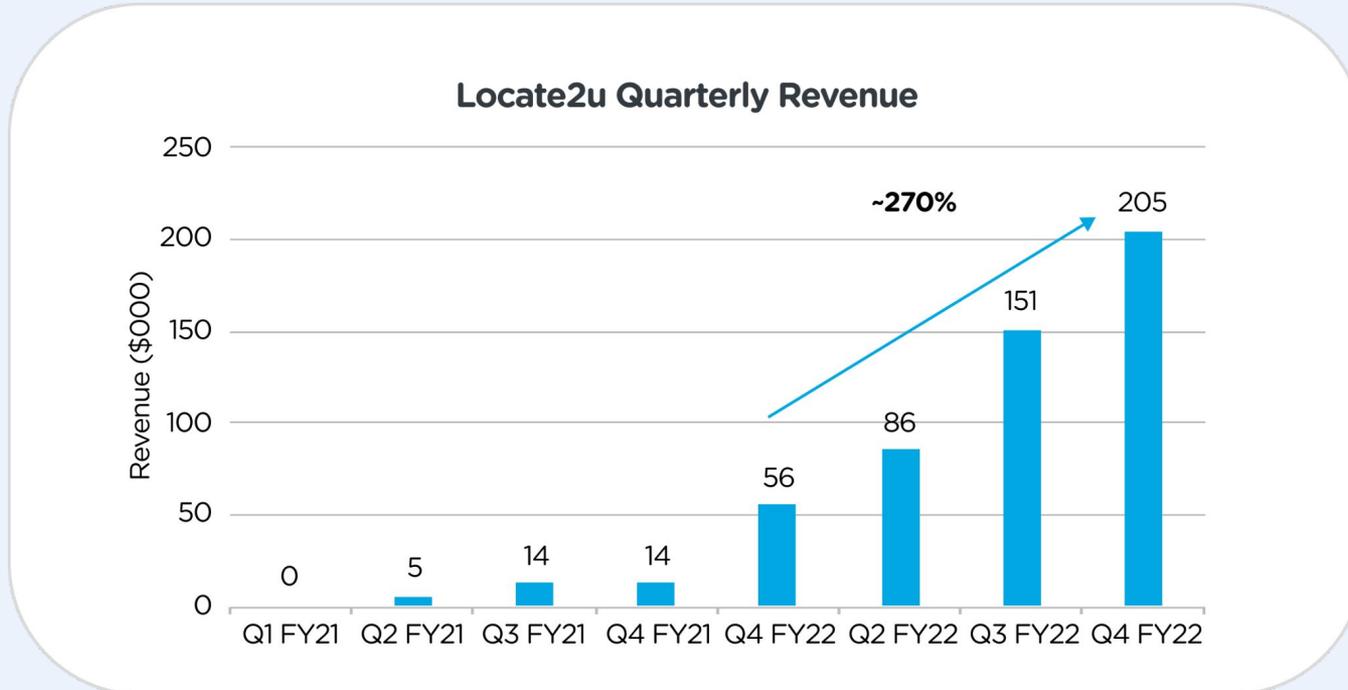
GMV \$M



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 **-**

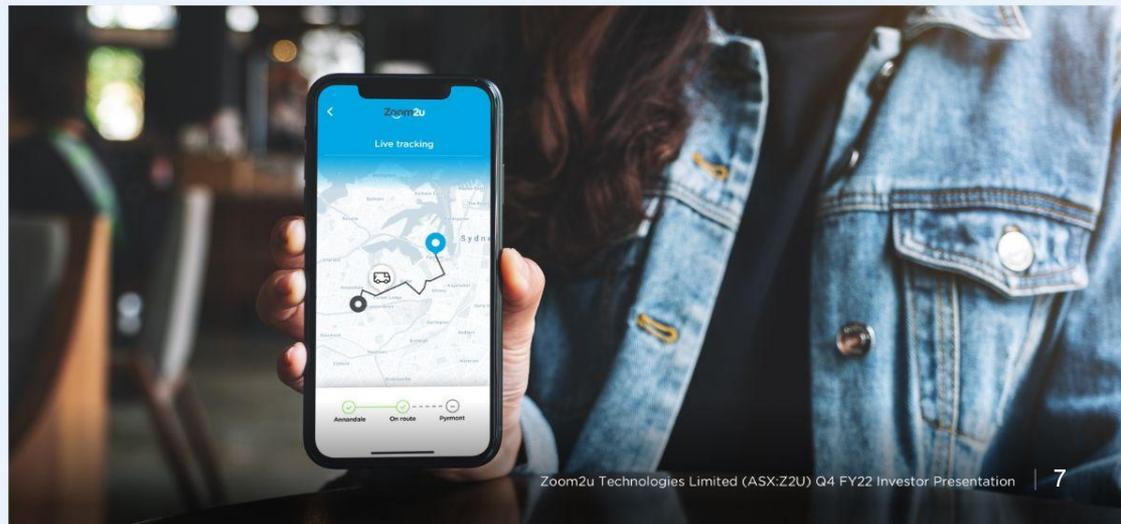
Primarily software development capitalised (\$198k). Also includes laptops & trademark registration costs

Movement in cash for the period

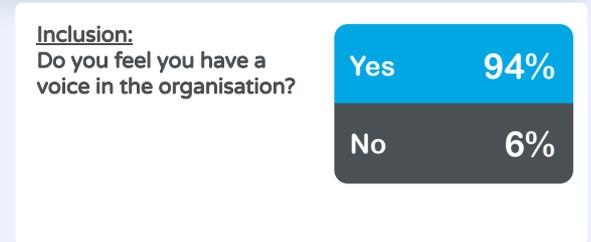
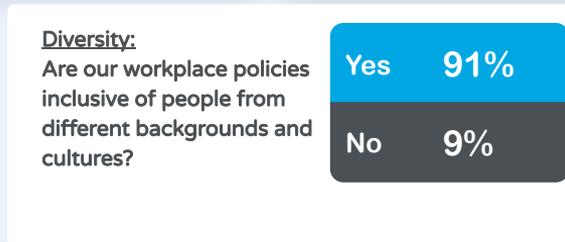
Cash and cash equivalents at beginning of period **5,752**

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



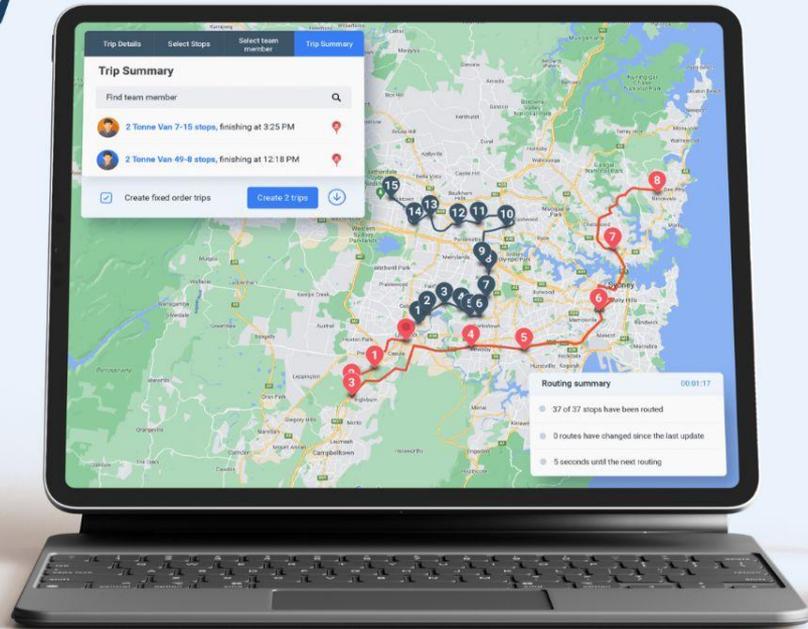
1. Source: Zoom2u's first global workforce survey, June 2022. In responses to specific questions, "Yes" indicates the % of employees that stated that they "totally agree with this statement" or "agree with this statement most of the time"

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

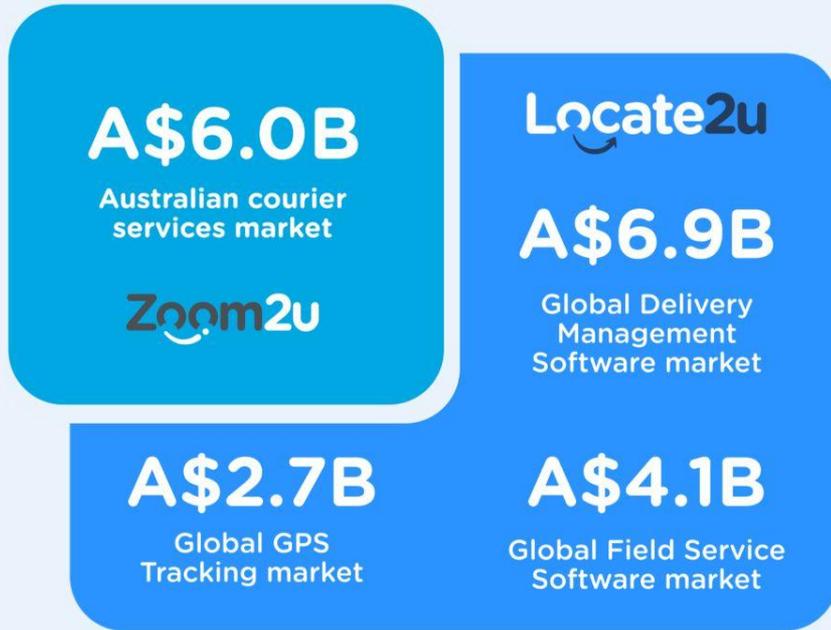
**Zoom2u,
a platform
that connects
customers to local
drivers for fast
same-day delivery**



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.¹
- 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\$6.9B² market for delivery management software
 - A\$2.7B³ market for GPS tracking
 - A\$4.1B⁴ 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/2022/04/07/2418300/0/en/Field-Service-Management-Market-Size-2021-2028-Worth-USD-8-06-Billion-Exhibitin-g-a-CAGR-of-13-9.html>
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-Exhibitin-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

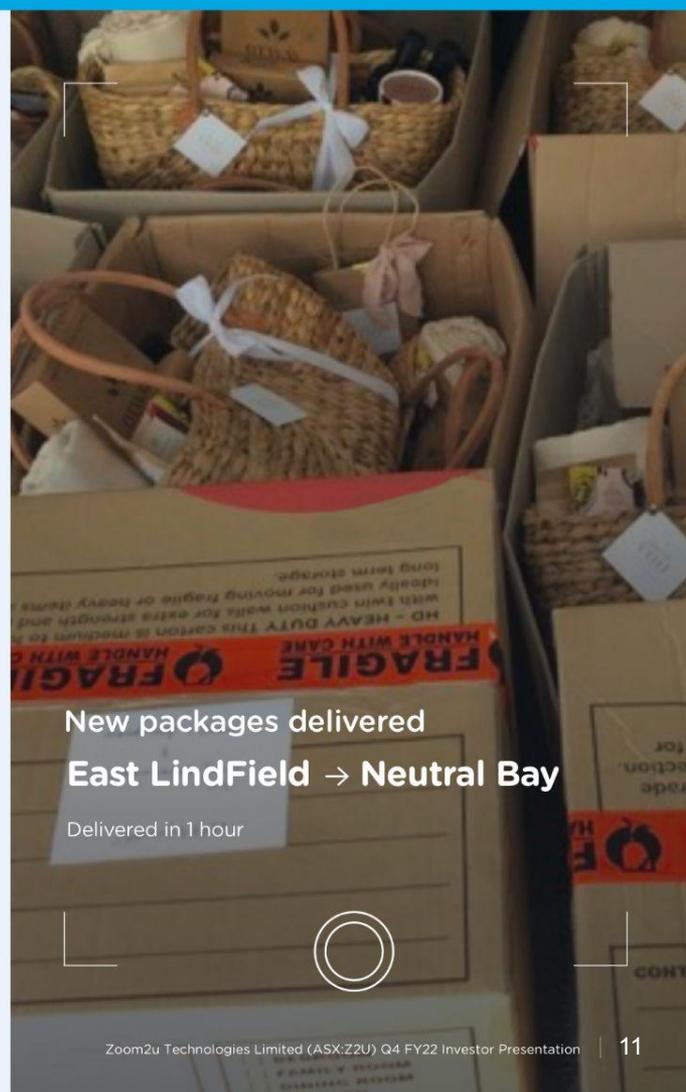


2.8M+
Deliveries

Vehicle



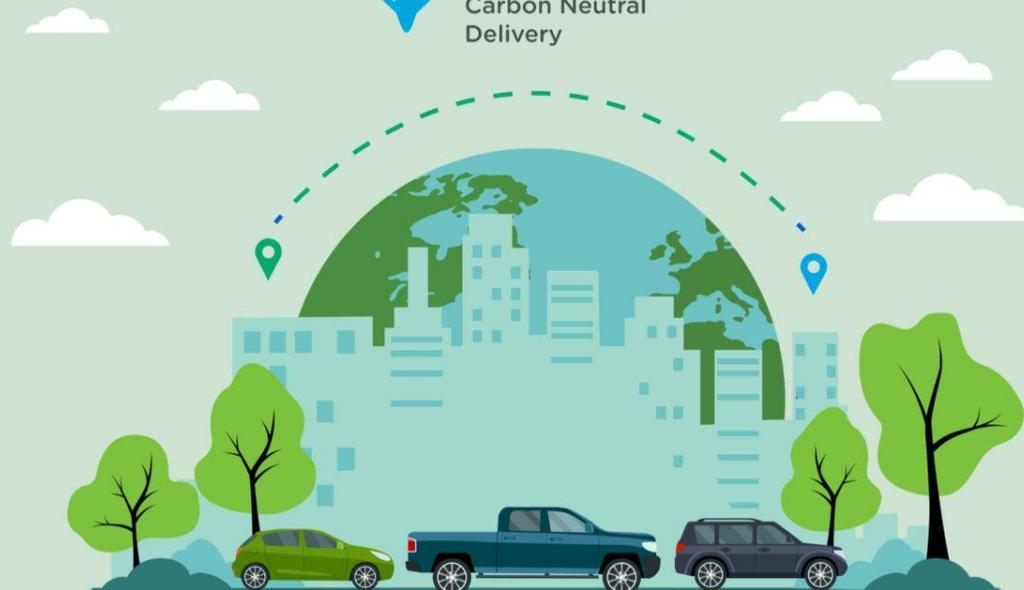
Parcel Types



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



Locate2u: SaaS for last mile delivery

Enabling management of driver fleet through platform



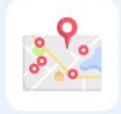
Booking Management



Barcode Scanning



SMS Alerts



GPS Tracking



Proof of Delivery



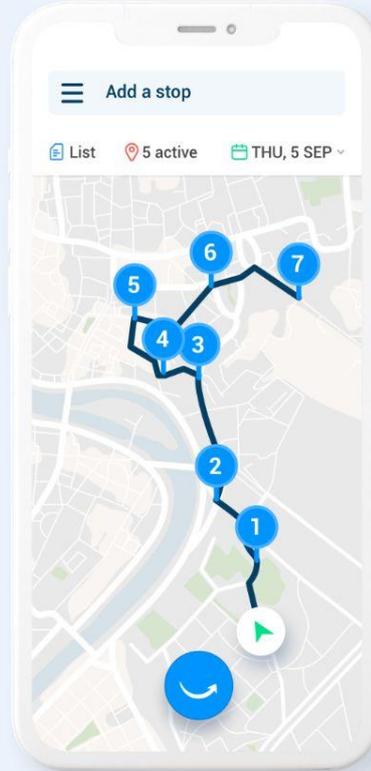
Driver App



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**



Zoom2u Technologies Limited (ASX:Z2U)

Delivery, redesigned.

Q4 FY22 Investor Presentation

July 2022

Media & Investor Enquiries

www.zoom2u.com.au/investors

Steve Orenstein

steve@zoom2u.com

Investor Relations

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:FLTX)



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.