

Zoom2u lists on ASX

- **Zoom2u lists on the ASX following an initial public offering (IPO) that successfully raised \$8.0 million at \$0.20 per share, with a market capitalisation of \$34.7 million at the Offer price**
 - **IPO was oversubscribed from new shareholders including institutional, professional, and retail investors**
 - **Zoom2u has commenced FY22 strongly, with significant increases in number of customers, drivers, total deliveries, and gross marketplace value (GMV¹)**
 - **Zoom2u is well positioned to capitalise on favourable tailwinds in the Australian and global delivery services market and continued e-commerce boom**
 - **The Company achieved revenue CAGR of 71% between FY15 and FY21, with revenue of \$2.8 million for the year ending 30 June 2021**
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Zoom2u Technologies Limited (ASX: Z2U, “Zoom2u” or the “Company”), an innovative delivery Platform and Software as a Service (SaaS) business, commences trading on the ASX today at 11.00am AEST, following the completion of its IPO.

The IPO received strong support from institutional, professional, and retail investors, raising \$8.0 million with Foster Stockbroking acting as Lead Manager to the IPO. The Company will have a market capitalisation of \$34.7 million at the time of listing at the Offer price.

Zoom2u was founded in 2014 by CEO Steve Orenstein, and now operates two key businesses, **Zoom2u** and **Locate2u**.

The Company’s **Zoom2u** Platform provides an Australia wide Marketplace connecting customers to a network of local drivers for fast deliveries. Since launching in 2014, Zoom2u has processed over 2 million deliveries and is well positioned to capitalise on the growth in the Australian delivery services market, which was valued at approximately \$5.6 billion in FY20² and is projected to witness strong growth in the future, particularly driven by the increase in e-commerce and the increased outsourcing of delivery services.

Since inception in 2014, Zoom2u has completed over 2 million deliveries and each delivery typically generates fees of ~21% of GMV. Zoom2u has a large and diverse customer base of nearly 70,000 individuals, SMEs, and enterprise customers³ across numerous industries, connected to over 8,600 drivers. Enterprise customers, contributing over \$10,000 in annual GMV have grown from 9% of GMV in FY15 to 57% in FY21, with customers including Nespresso, DHL, and Pact Group.

Complementing Zoom2u is SaaS technology product, **Locate2u**, which enables businesses to manage bookings, optimise routes, track delivery teams, and share live locations with their customers. Locate2u operates in the global delivery management software market, which was estimated at \$6.9 billion in 2018 and is forecast to grow to \$13.8 billion in 2026 at a CAGR of 9.3%⁴. Growth in this market is driven by the increased automation of delivery management processes such as vehicle scheduling and route planning as well as the drive to greater efficiency in delivery operations.

Locate2u was designed to help customers who run their own fleet of drivers, using their own vehicles, track their fleets live. The software was launched in late 2020 and as at 30 June 2021 had 59 customers using the product, which has a recurring revenue model with a monthly subscription fee. Customers include couriers, retailers, and

1 Frost & Sullivan – “Delivery Services Market” from Market Report in Prospectus.

2 Frost & Sullivan – “Delivery Services Market” from Market Report in Prospectus.

3 A customer refers to a person or a business who has made at least one booking request for a delivery service on the Platform.

4 Frost & Sullivan – “Global Delivery Management Software Market”, from Market Report in Prospectus

B2B businesses in Australia and offshore and the Company is planning to expand operations into additional markets and offer multi language support.

Between FY15 and FY21 the Company achieved revenue CAGR of 71% and delivered growth in key metrics such as a 36% increase in FY21 deliveries and a 19% increase in GMV. In FY21 Zoom2u delivered revenue of \$2.8 million, an increase of 23% from \$2.3 million in FY20.

The positive impact of Covid-19 on the adoption of e-commerce has accelerated the take up of Zoom2u's products, with customers expecting faster delivery times, providing a strong platform for continued growth. Zoom2u plans to invest in sales and marketing, M&A opportunities and further product development including several pending integrations with third party applications such as Shopify, Square and WooCommerce. These integrations and the changes in online consumer behaviour should provide the Company with significant new customers and efficiently accelerate growth.

Commenting on the IPO, Zoom2u CEO Steve Orenstein said:

"We've been delighted by the response the IPO has received from institutional, professional and retail investors which led to a significant level of demand, which was validation of the Company's performance to date and growth strategy.

"We would like to particularly thank the customers and drivers who have supported our products to date. As part of our growth strategy, we will continue to focus on investing to deliver an outstanding customer experience and explore ways to consistently improve.

"Zoom2u's vision is to be the future leader in last mile delivery both in Australia and across the globe. The first two months of FY22 have started strongly with lockdowns in New South Wales and Victoria supporting growth in revenue, deliveries and GMV. We remain confident that the Company will continue to drive growth, delivering sustained operational performance for shareholders in FY22 and beyond."

END

This statement was authorised by the Board of Zoom2u Technologies Limited.

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About Zoom2u Technologies

Zoom2u Technologies is a global provider of innovative delivery solutions and is the parent company for Zoom2u and Locate2u. The Company's Zoom2u Platform provides an Australia wide Marketplace connecting customers to a network of local drivers for fast deliveries, and Locate2u provides real time tracking solutions to customers around the globe running their own fleet of vehicles. Since launching in 2014, Zoom2u has processed over 2 million deliveries to ~70,000 customers and has over 8,600 drivers.

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