

Zoom2u Technologies Limited (ASX:Z2U)

Zoom2u ASX Presentation

Q4 FY24 Results

Locate2u

Zoom2u



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Presenting today



Watch live at: <https://www.zoom2u.com.au/investors/videos/>



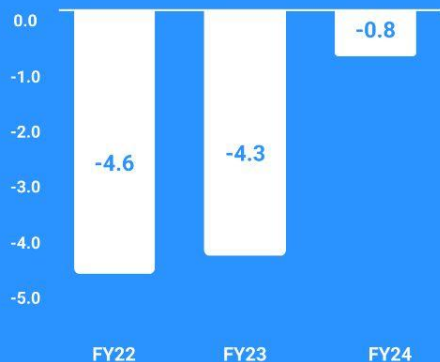
Steve Orenstein
Founder and CEO



Michael Gayst
CFO and Executive Director

A transformational year with continued growth

Improvement in EBITDA



EBITDA

52% Locate2u revenue growth in FY24



Locate2u Revenue

24% Group revenue growth in FY24



Group Revenue

7% revenue growth for Q4 FY24 vs the pcg



\$1.4m

Group Revenue
7% growth on the pcg



\$584k

Locate2u Revenue
9% growth over the pcg



-\$262k

EBITDA¹ for Q4 FY24
-\$17k excluding non cash
expenses²



\$131k

Cash used in operating activities - a
\$323k improvement from the pcg

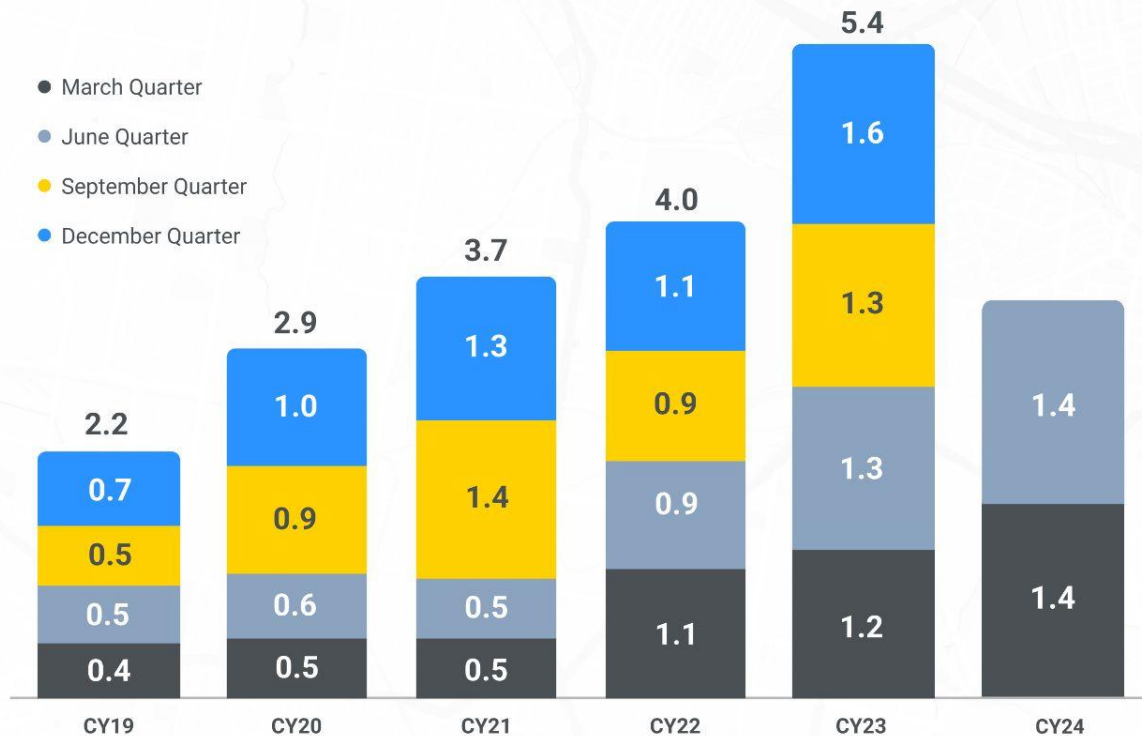
¹ Unaudited

² Non cash expenses of \$245k in the quarter for ESOP expenses, a provision in relation to settlement of a customer claim and a provision for the FY24 STI

TRADING UPDATE

Group Revenue (A\$m)

- March Quarter
- June Quarter
- September Quarter
- December Quarter



Group revenue of \$1.4 million for Q4 FY24, representing growth of 7% over the pcq revenue of \$1.3 million

Locate2u revenue of \$584k for Q4 FY24 represented 9% growth over the pcq

Zoom2u (including 2u Enterprises) recorded revenue of \$826k which was 6% higher than the pcq

Cash from operating activities of -\$131k in Q4 FY24

Cash flow statement

\$000

Receipts from customers	1,495
Payments for operating expenses	-1,549
Government grants	30
Net interest paid	-107

Net cash from operating activities -131

Payments to acquire property, plant and equipment	-53
Payments for Intellectual Property	-234

Net cash used in investing activities -286

Net cash from financing activities 0

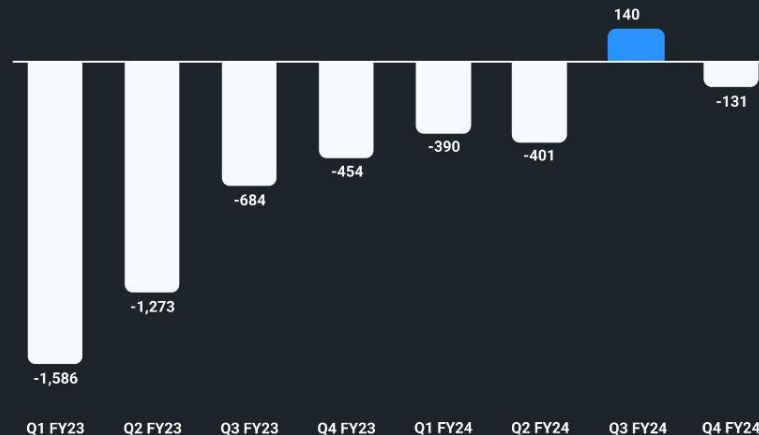
Cash movement

Cash and cash equivalents at beginning of period	2,471
Net cash used in operating activities	-131
Net cash used in investing activities	-286
Net cash from financing activities	0

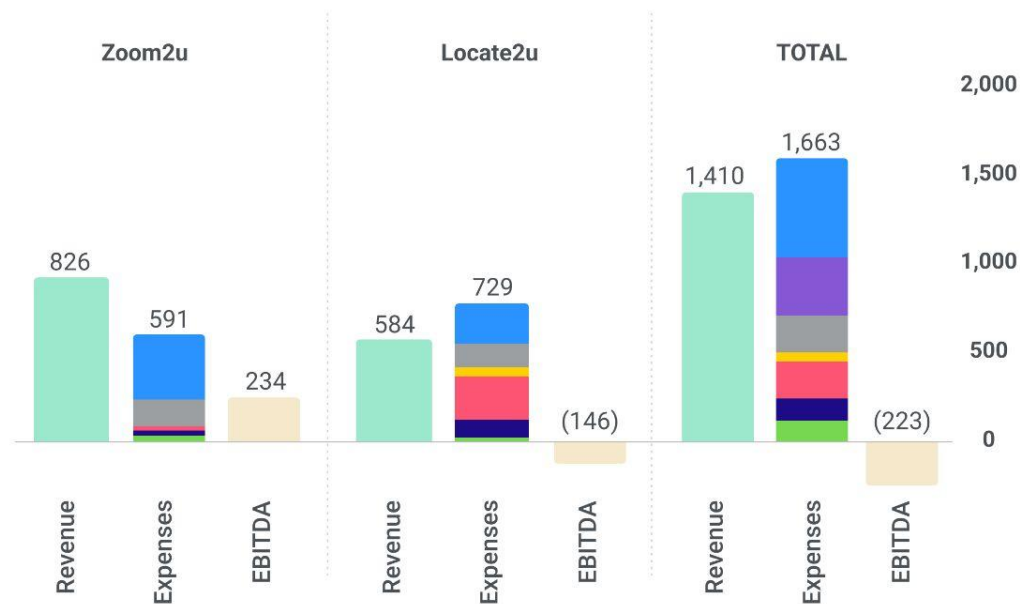
Cash and cash equivalents at end of period 2,053

\$3.2 million reduction in operating net cash outflows in FY24

Quarterly Net Cash Flows from / (used) in Operating Activities (\$000)



Q4 FY24 P&L by Business



Note: Amounts above are in \$000 and are unaudited. Corporate costs exclude ESOP expenses. Zoom2u includes 2u Enterprises revenue. The allocation of costs above are not consistent with the allocations made in the segment note in the Company's financial statements.

Revenue
 General
 Operations
 Sales
 Development
 Marketing
 Direct Costs
 Corporate Expense
 EBITDA

EBITDA for the quarter was a loss of -\$262k, being a \$336k reduction from the -\$598k in Q4 FY23

EBITDA included non-cash expenses of \$245k related to:

- ESOP expenses;
- a provision for a customer claim; and
- a provision for the FY24 STI

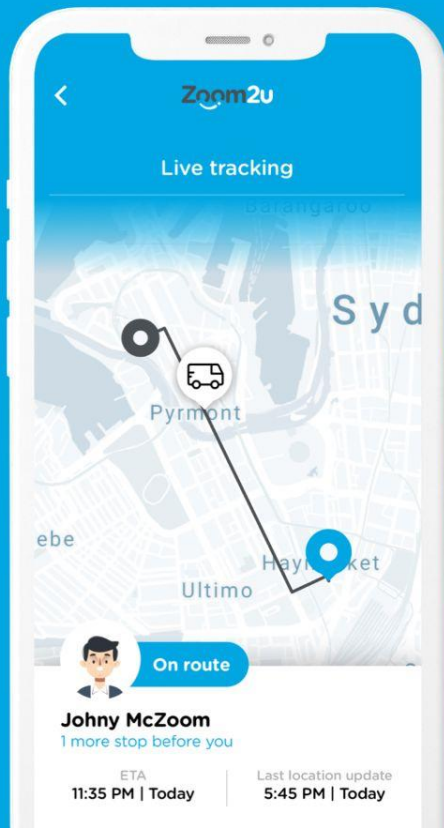
The Zoom2u business achieved an EBITDA of \$234k

The EBITDA loss for Locate2u for the quarter was \$146k

Excluding ESOP expenses, Group EBITDA was -\$223k



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



> 97,000
Customers

3.9M+
Deliveries

>17,000
Drivers



Same Day



3 Hour



Interstate



VIP

Vehicles



Parcel Types





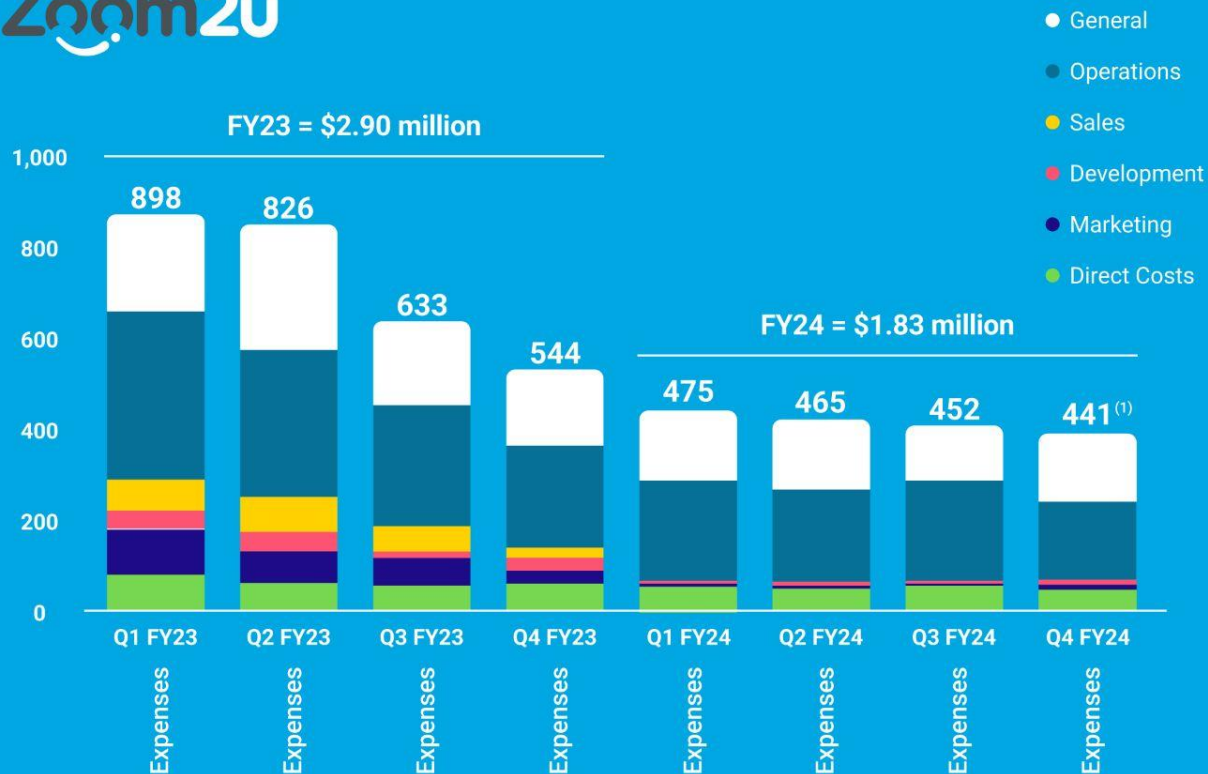
Zoom2u (excluding 2u Enterprises) recorded revenue of \$697k which was 5% below the pcg

Management team restructure and operational review completed



Maintaining Financial Discipline

Zoom2u

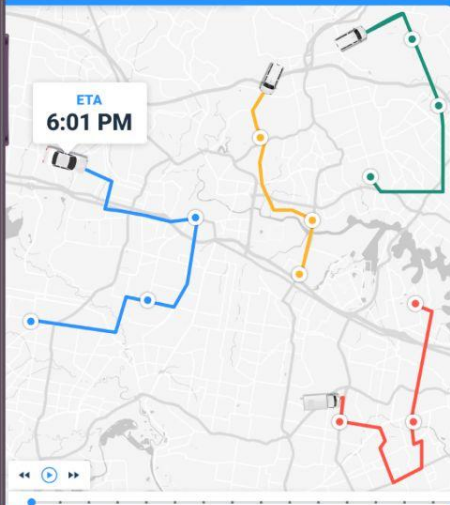
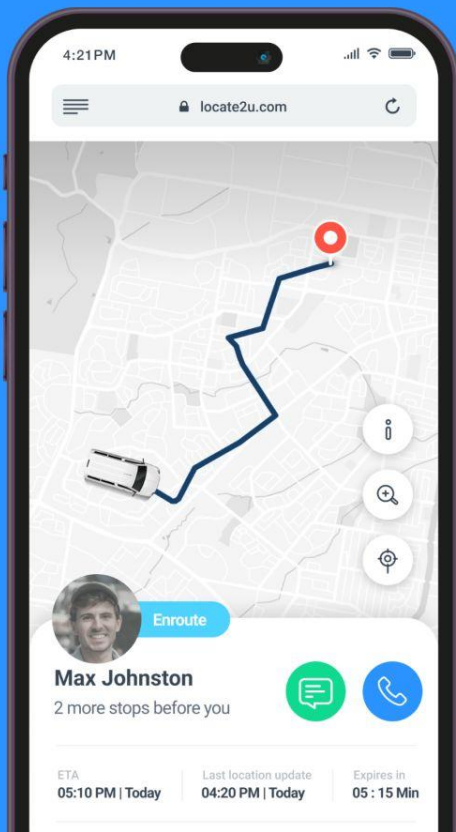


- Zoom2u costs for Q4 FY24 slightly lower than prior quarter
- We are continuing to carefully manage costs in the Zoom2u business
- FY24⁽¹⁾ costs 37% lower than FY23



SaaS for last mile delivery

Courier/Transport • Food Delivery • Retail Delivery • Pharmacy delivery • Service businesses



Booking
Management



GPS
Tracking



Route
Optimisation



Driver App



Proof of
Delivery



Ratings

Locate2u Revenue of \$2.5 million for FY24, a 52% increase over the pcp

Three new Enterprise customers signed for Locate2u:

- Winning Services - new
- Designer Transport - new
- Roller Truck - new
- Amart Furniture - renewed

New incremental annual recurring revenue from these customers totals approximately \$290k



Locate2u revenue of \$2.5 million for FY24, a 52% increase over the pcp

Revenue of \$584k for Q4 FY24 representing 9% growth over the pcp

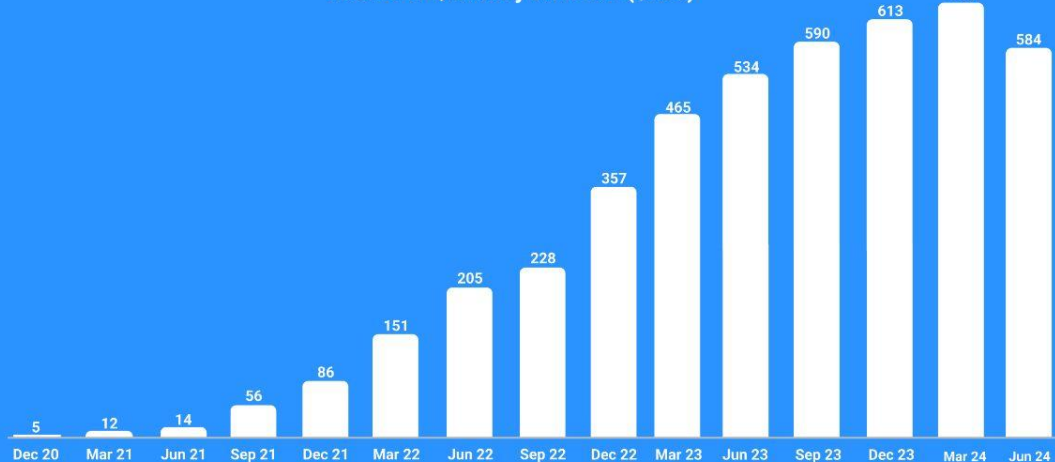
Three new Enterprise customers signed for Locate2u:

- Winning Services
- Designer Transport
- Roller Truck

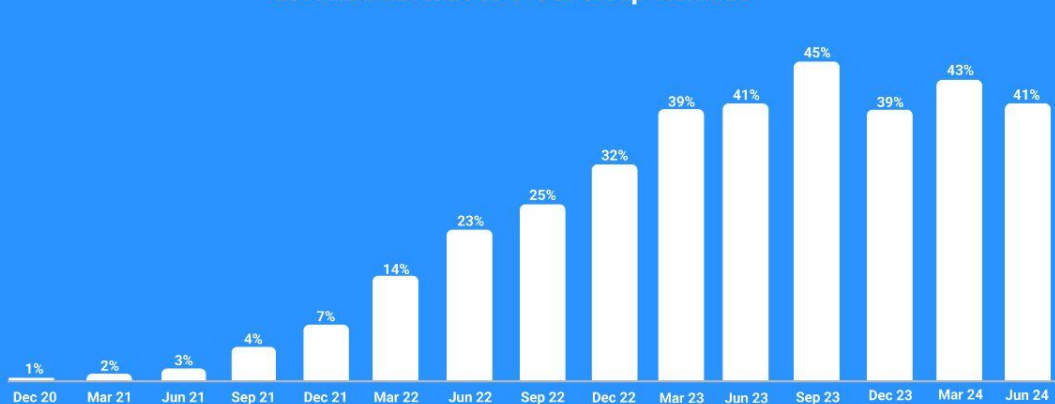
Amart Furniture has renewed its agreement with Locate2u

New incremental monthly recurring revenue from these customers totals approximately \$24k (\$290k annually)

Locate2u Quarterly Revenue (\$000)

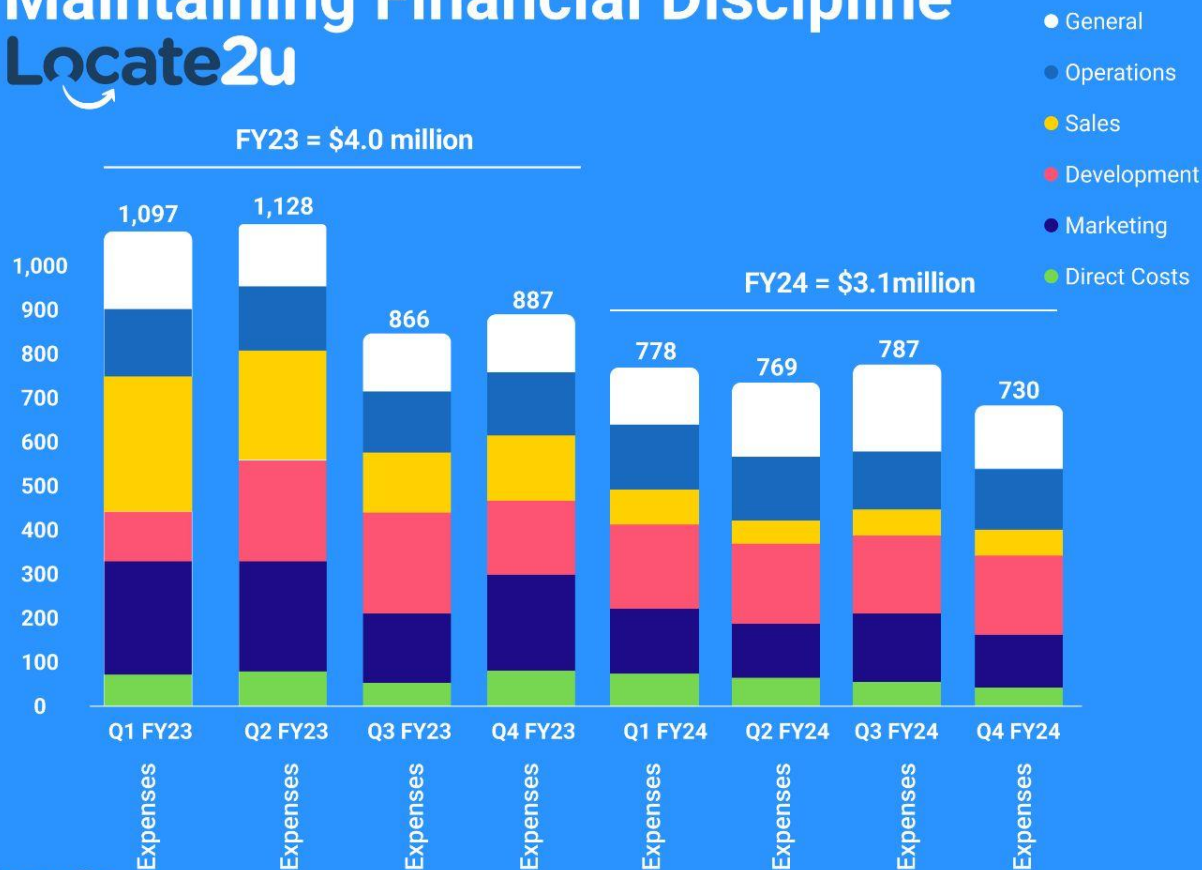


Locate2u Revenue as a % of Group Revenue



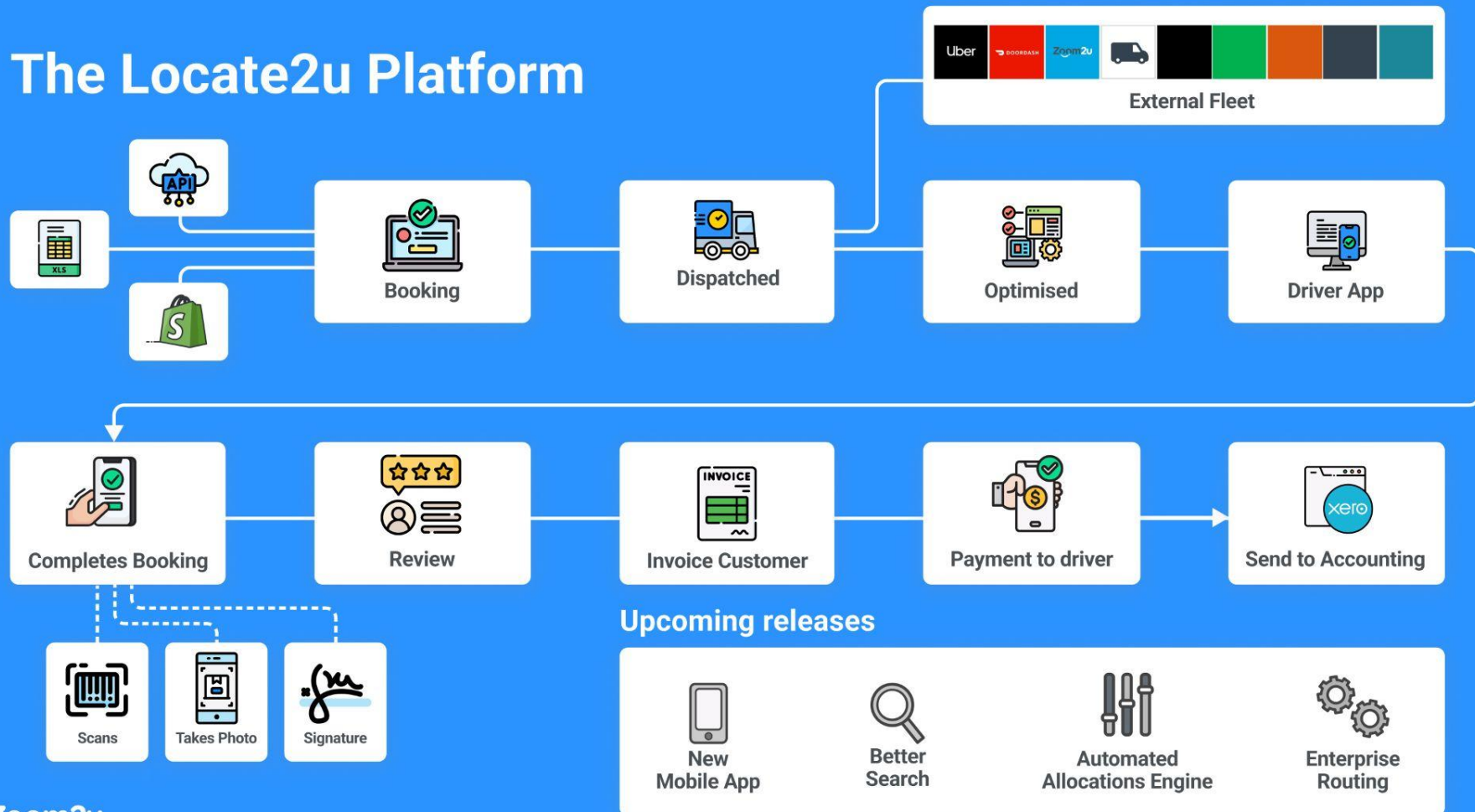
Maintaining Financial Discipline

Locate2u



- Costs for Q4 FY24 7% lower than the prior quarter
- FY24 costs 23% lower than FY23
 - Reduction in sales and marketing expenses
 - Continued investment in development

The Locate2u Platform



Investor Communication



1. Investor Portal

view latest
announcements and
video content.

Please register your
email address at

zoom2u.com.au/investors



2. SMS Alert

SMS Yes to
0485 813 003 and
receive SMS alerts



3. Meet the team

Register to
meet the team at

[zoom2u.com.au/
investors/know-the-team/](https://zoom2u.com.au/investors/know-the-team/)

Summary



We are building a global last mile SaaS platform with Locate2u



We have optimised our cost base and reduced our cash burn



We are focusing on profitability as a priority



Q&A



Steve Orenstein

Founder and CEO



Michael Gayst

CFO and Executive Director

Thank you

Contact: investor@zoom2u.com

Appendix

Capital Structure



Shares on issue

193,785,927

As at 26 July 2024



Market Capitalisation

\$13.4 million

As at 26 July 2024



Cash at Bank

\$2.1 million

As at 30 June 2024

83%
Top 50 Holders



17%
Others

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:FLT).



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 27 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.
- Kara is currently a Non-Executive Director of Ripple Learning Limited, member of the Australian Medical Association (NSW)'s Audit & Risk Committee, a member of the ESG Council of Blackwattle Investment Partners, and a member of the NSW Anti-slavery Commissioner's Advisory Panel.



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.