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

### **FY2015 REVENUE GUIDANCE**

TZ Limited (“**TZ**” and “**Company**”) announces an amendment to its previous revenue guidance for the financial year ending 30 June 2015.

On 19 November 2014, TZ announced that the original revenue target of \$15 million would be exceeded and that based on the pipeline of new business, TZ’s Board expected sales revenue of between \$18 million to \$20 million to be achievable for the financial year ending 30 June 2015.

With the financial year-end approaching and with better visibility on the current revenue, sales pipeline and customer deployment schedules, the Board expects revenue to now be in the range of \$15 million to \$16 million. Invoiced revenue to date is around \$14 million. In addition to existing purchase orders and a number of deals anticipated to close before year end, the Company is expecting to secure between \$5 million and \$6 million in purchase orders or committed new supply contracts (“**Backlog**”) by 30 June 2015.

This Backlog will not be accounted for as revenue for the financial year ending 30 June 2015, however about 50% of this will likely be deployed in Q1 of the new fiscal year and be treated as revenue for Q1 of the new financial year end 30 June 2016. This should underpin a very healthy base line start to the new fiscal year, as additional and new sales opportunities that are likely to hit in Q1, also come to fruition.

While the Company has successfully secured orders in accordance with expectations, shipments to customers and customers’ deployment schedules have been slower than originally expected. Nonetheless, year-on-year revenue growth continues to be impressive with a forecast 80% increase on the year-end 2014 result and a 450% increase when compared to the year-end 2013 result.

Note that the Backlog does not include any subsequent orders under the master supply agreement with the Logistics and Transportation Corporation for the supply of Parcel Lockers to the US market as announced to the ASX on 28 May 2014.

The outlook for FY16 and beyond for TZ remains extremely strong. The Company has significant and timely worldwide sales opportunities, clear competitive advantages and a strong focus on execution. The Company is well placed to deliver superior growth and tremendous rewards for shareholders.

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### **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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