TZL Investor Presentation

NWR Security Technology Small Cap Conference

11 July 2024

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Who we are ...

TZ LIMITED

Top 20 Shareholders
own 75% of Company

Quality Register

ASX: TZL

Global provider of smart locking, access control, and smart locker solutions

Where we participate …
Smart Lockers

Smart Locker Solution Specialists

Preferred Supplier to the world's leading corporations

Where we participate …

Data Centre Security

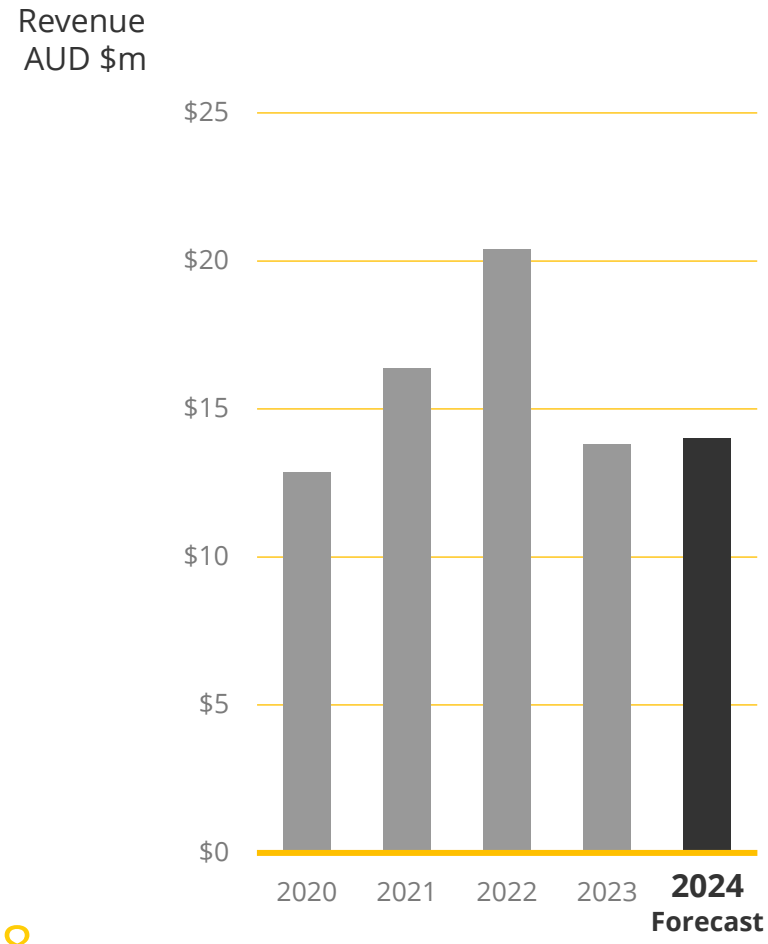
DC Micro-Security Solution Specialists

Preferred Supplier to the world's leading DC Operators

Business Snapshot (unaudited management accounts)

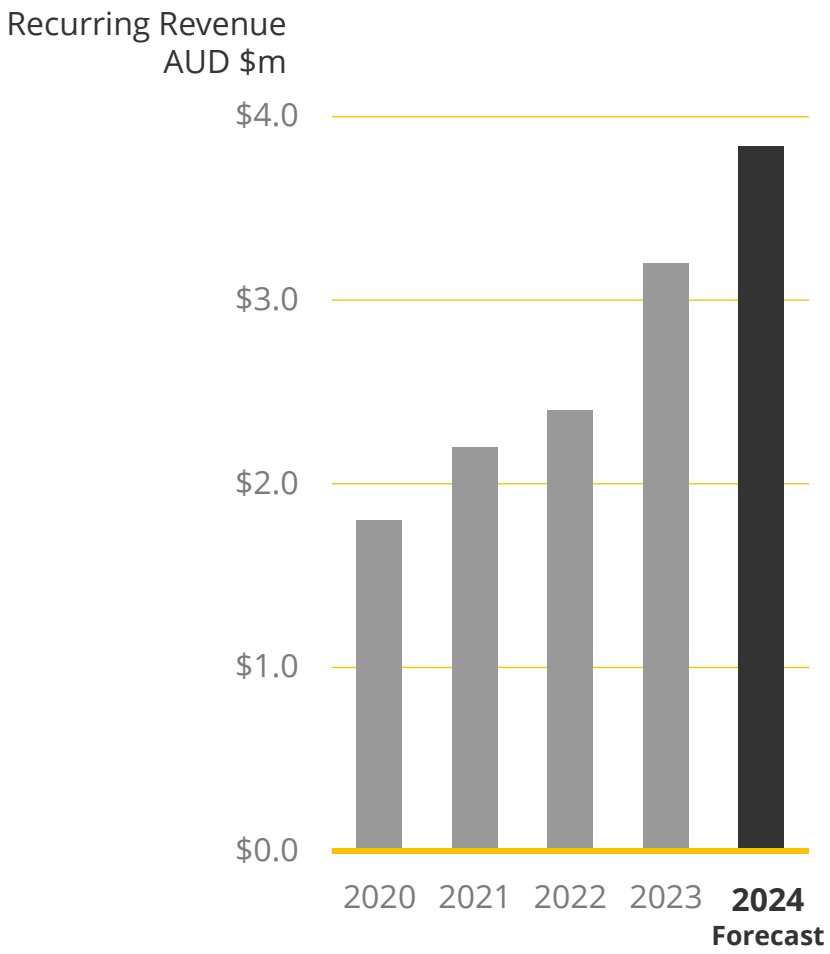
REVENUE

~ $14m



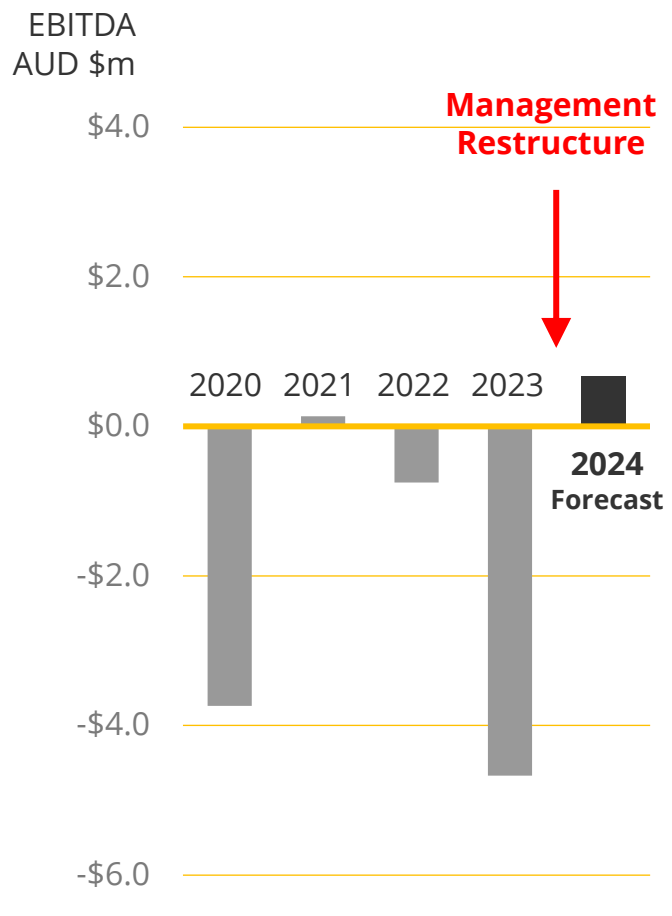
RECURRING REVENUE

$3.8m (forecast)



EBITDA

~ $0.7m



We have some growth in established sectors

4,360 higher education institutions in the US.

Less than 500 are currently using Parcel Lockers.

Grow business in US Educational Sector

UNC Charlotte
Villanova University
East Tennessee State University
Vanderbilt University
Massachusetts Institute of Technology
University of Charleston
Princeton University
The University of Tennessee Knoxville
Virginia Tech

Grow Corporate Locker business with Large Enterprise Customers

Microsoft
CapitaLand

FY25: A new growth path ...

368,000 high rise residential apartments in Australia

Over 5M condos in the USA

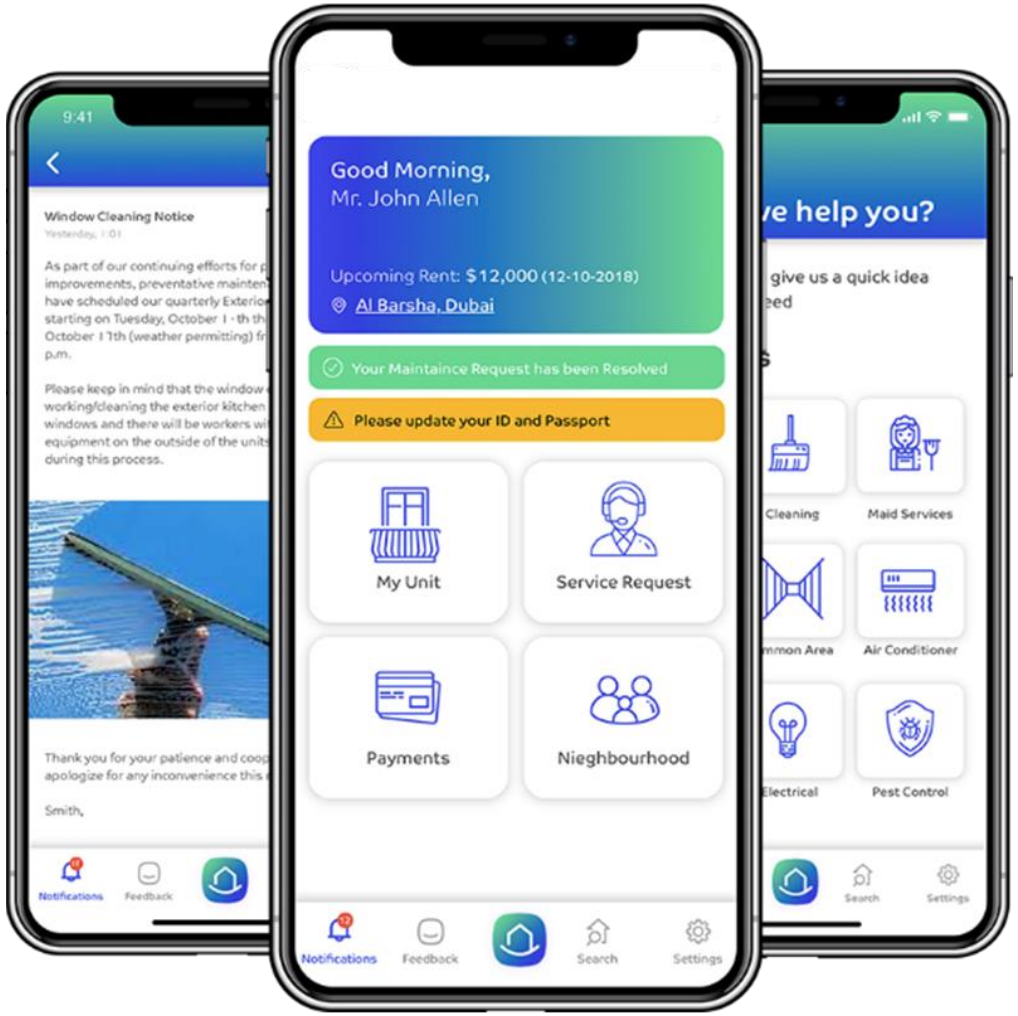
Grow by Acquisition (debt-funded)

Tenant App / Residential Play

High-rise Residential, Mixed Use, Build to Rent, Aged Care

All high growth sectors

What is a Tenant App?



A mobile app that provides tenants with a platform to access a range of Tenant services ...

> Facility Bookings

> Tenant Communication

> Payment Services

> Rental Administration

A micro-social platform

Synergy?

Established Market
Already sell into the residential market
Regional Operations
Launch platform into international markets
Established Customers
Property Developers, Property Managers, Existing Clients
tz
Established Infrastructure
Cloud Services, Security Compliance SW Capability
Cross-Selling Potential
Simple Extension to current offer
SaaS Business
Leverages established business model

The Tenant App Market

CBRE Host Digital

High growth sector with big players in the market

Strong Market Activity
acquisitions, expansion capital, etc..

> Essensys – $45M cap raise

> VTS – over $300M in acquisitions (LANE and RISE)