



## **TZ Limited**

ABN 26 073 979 272

Level 2, 40 Gloucester Street  
The Rocks Sydney NSW 2000  
Telephone (+61) 2 9137 7300

**[www.tz.net](http://www.tz.net)**

12 October 2021

### **ASX Announcement**

#### **Investor Briefing**

TZ Limited (the 'Company') (ASX: TZL) would like to invite investors to a briefing at 11am (AEDT) on Thursday, 14<sup>th</sup> October to provide a company update.

Click here to register: <https://tz.investorportal.com.au/webcast/>

The presentation materials for that briefing are attached.

This ASX announcement has been approved by the Board of Directors.

#### **For further information, please contact:**

Investor Relations  
Reach Markets  
+61 3 8080 5795  
[ir@reachmarkets.com.au](mailto:ir@reachmarkets.com.au)

Mario Vecchio  
CEO  
+61 407 138 254  
[mario@tz.net](mailto:mario@tz.net)

For additional information on TZ Limited, please visit [www.tz.net](http://www.tz.net)

For personal use only

ersonal use only

# TZ



# Investor Presentation

October 2021





# DISCLAIMER

The information contained in this presentation has been prepared by TZ Limited ACN 073 979 272 (Company).

This summary presentation was prepared with due care and attention and is current at the date of the presentation.

The information in this presentation is an overview and does not contain all information necessary for investment decisions. In making investment decisions in connection with any acquisition of securities, investors should rely on their own examination and consult their own legal, business and/or financial advisers.

This presentation is not an offer, invitation, solicitation or other recommendation with respect to the subscription for, purchase or sale of any securities in the Company. This presentation has been made available for information purposes only.

TZ Limited is not licensed to provide financial product advice in respect to TZ Limited shares.

Future Performance – Forward looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based upon interpretations of current market conditions. Forward looking statements including projections, guidance on future earnings and estimates are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. An investment in TZ Limited shares is subject to investment and other known and unknown risks, some of which are beyond the control of TZ Limited. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of TZ Limited employees, directors or agents, nor any other person, accepts any liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of information contained in this presentation. In particular, no representation or warranty, express or implied, is given as to the accuracy, completeness or correctness, likelihood of achievement or reasonableness of any forecasts, prospects or returns contained in this Presentation nor is any obligation assumed to update such information. Such forecasts, prospects or returns are by their nature subject to significant uncertainties and contingencies. Before making an investment decision, you should consider, with or without the assistance of a financial adviser, whether an investment is appropriate in light of your particular investment needs, objectives and financial circumstances.

ersonal use only

*“TZ solves real world problems, by engineering software solutions centred around access and control of physical spaces.”*

# Pillars for Growth.



**Open platform  
software  
(TZ Core)**



**User focused UI &  
UX**



**Multi Term  
Software  
Licensing**

ersonal use only

**“TZ sells connected devices and the software that controls them.**



# Sample Client List



SUNCORP



Westrac



Microsoft



NEDBANK

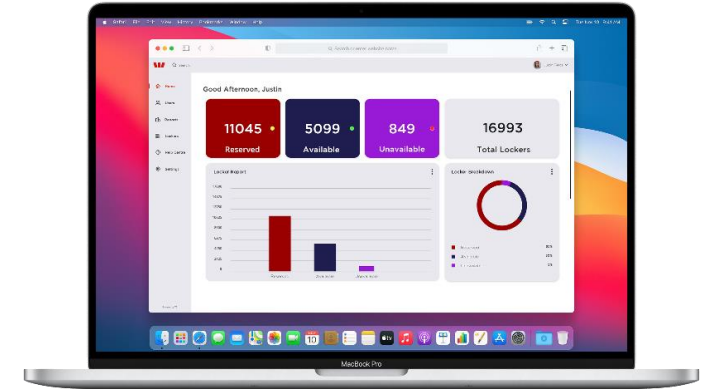
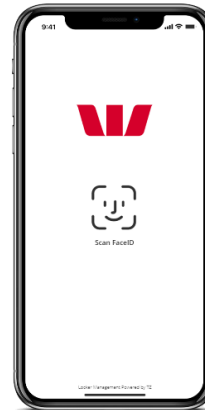


# Use Cases

TZ products implement rules around control for: who can access what, when & where. Then report on these actions.

TZ products can be utilized in a multitude of ways:

- Day Storage
- IT Asset Management
- Postal
- Retail
- University
- Manufacturing
- Health & Medical
- First Responders Custody
- Data Centres





**We can now sell open platform software to control other people's devices.**



Open platform software at scale now supports 100's & 1,000'S devices.

ersonal use only

# FY 2021 Review

# FY21 Achievements



**STABILISED BALANCE  
SHEET**



**GLOBAL  
EXPANSION**



**ENHANCED SOFTWARE  
PLATFORM**



**HARD PIVOTTO  
CLOUD**

# Global Expansion

Global Expansion resulting in stronger partner relations and better customer support for clients.



October 2021

Personal use only



ersonal use only

# Leadership



**Scott Beeton**

*Mandate: Operational efficiency.*

**Mario Vecchio**

*Mandate: Growth.*

October 2021

# Mario Vecchio: A proven track record.

Menu Search

Bloomberg

Sign In Subscribe

Business

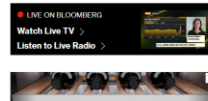
## Aryaka Names Mario Vecchio Senior Vice President, Asia Pacific

October 21, 2019, 8:00 AM GMT+11

SHARE THIS ARTICLE

Share  
Tweet  
Post  
Email

Aryaka Names Mario Vecchio Senior Vice President, Asia Pacific  
Newest Addition to Aryaka's Leadership Team to Drive the Company's Expansion in the Region  
Business Wire  
SAN MATEO, Calif. -- October 20, 2019  
Aryaka®, the #1 end-to-end managed SD-WAN provider, announced today the



Mario has a proven track record of delivering impressive revenue gains, profit growth and market share increases through his strategic sales leadership. He has more than 25 years of experience in the region where he has focused on direct and indirect sales for complex managed IT service and networking organizations.

Effective immediately, Mario is charged with scaling the company's presence across the APAC region, enhancing the structure of the Aryaka global partner program, improving partner enablement and overseeing recruitment.

"As the newest addition to our robust leadership team, Mario will play a critical role in growing Aryaka's business," said Karen Freitag, Chief Revenue Officer at Aryaka. "Our strategy is to accelerate our growth in the APAC region, and we will do that through our strategic partnerships and Mario's unmatched experience in the managed services and networking industries."

Prior to joining Aryaka, Mario was senior vice president of APAC at Big Switch Networks where he led the growth and success of the sales organization and its go-to-market strategy. Under his leadership, Big Switch saw its revenue increase over 100 percent year-over-year. Prior to Big Switch, Mario founded Progility Technologies where he served as chairman and CEO for more than seven years. At Progility, Mario grew the company to 800 employees and \$180 Million in revenue with more than 30 offices around the globe.

"Aryaka is the clear leader in the managed SD-WAN space and its technology is a game-changer for enterprises making their digital transformation journeys," said Mario Vecchio. "I'm excited to be joining the company at such a pivotal stage in Aryaka's evolution. I look forward to supporting and expanding our existing customer base and nurturing our essential channel partners in the region."

businesswire  
A BERKSHIRE HATHAWAY COMPANY

HOME SERVICES NEWS EDUCATION ABOUT US

Search

## Aryaka Names Mario Vecchio Senior Vice President, Asia Pacific

Newest Addition to Aryaka's Leadership Team to Drive the Company's Expansion in the Region

October 20, 2019 05:00 PM Eastern Daylight Time

SAN MATEO, Calif.--(BUSINESS WIRE)--Aryaka®, the #1 end-to-end managed SD-WAN provider, announced today the appointment of Mario Vecchio as Aryaka's senior vice president of APAC. In his new role, Mario will lead Aryaka's push into the Asia-Pacific (APAC) region as the company continues to accelerate WAN transformation initiatives and expand its global footprint in the coming year.

Aryaka names Mario Vecchio senior vice president, Asia Pacific. Mario will lead Aryaka's push into the Asia-Pacific (APAC) region as the company continues to accelerate WAN transformation initiatives and expand its global footprint in the coming year.

Tweet this

Mario has a proven track record of delivering impressive revenue gains, profit growth and market share increases through his strategic sales leadership. He has more than 25 years of experience in the region where he has focused on direct and indirect sales for complex managed IT service and networking organizations.

Effective immediately, Mario is charged with scaling the company's presence across the APAC region, enhancing the structure of the Aryaka global partner program, improving partner enablement and overseeing recruitment.

"As the newest addition to our robust leadership team, Mario will play a critical role in growing Aryaka's business," said Karen Freitag, Chief Revenue Officer at Aryaka. "Our strategy is to accelerate our growth in the APAC region, and we will do that through our strategic partnerships and Mario's unmatched experience in the managed services and networking industries."

Prior to joining Aryaka, Mario was senior vice president of APAC at Big Switch Networks where he led the growth and success of the sales organization and its go-to-market strategy. Under his leadership, Big Switch saw its revenue increase over 100 percent year-over-year. Prior to Big Switch, Mario founded Progility Technologies where he served as chairman and CEO for more than seven years. At Progility, Mario grew the company to 800 employees and \$180 Million in revenue with more than 30 offices around the globe.

October 2021

ersonal use only

**FY 2022**



# Key Investor Considerations

**1**

**PLATFORM**

**2**

**SaaS  
RECURRING REVENUE**

**3**

**CHANGE  
IS HERE**

ersonal use only

**1.**

**Platform**

# Device Connect

*A TZ Core Solution*



“**Device Connect**” allows 3<sup>rd</sup> party locking device vendors to integrate with the TZ Core.

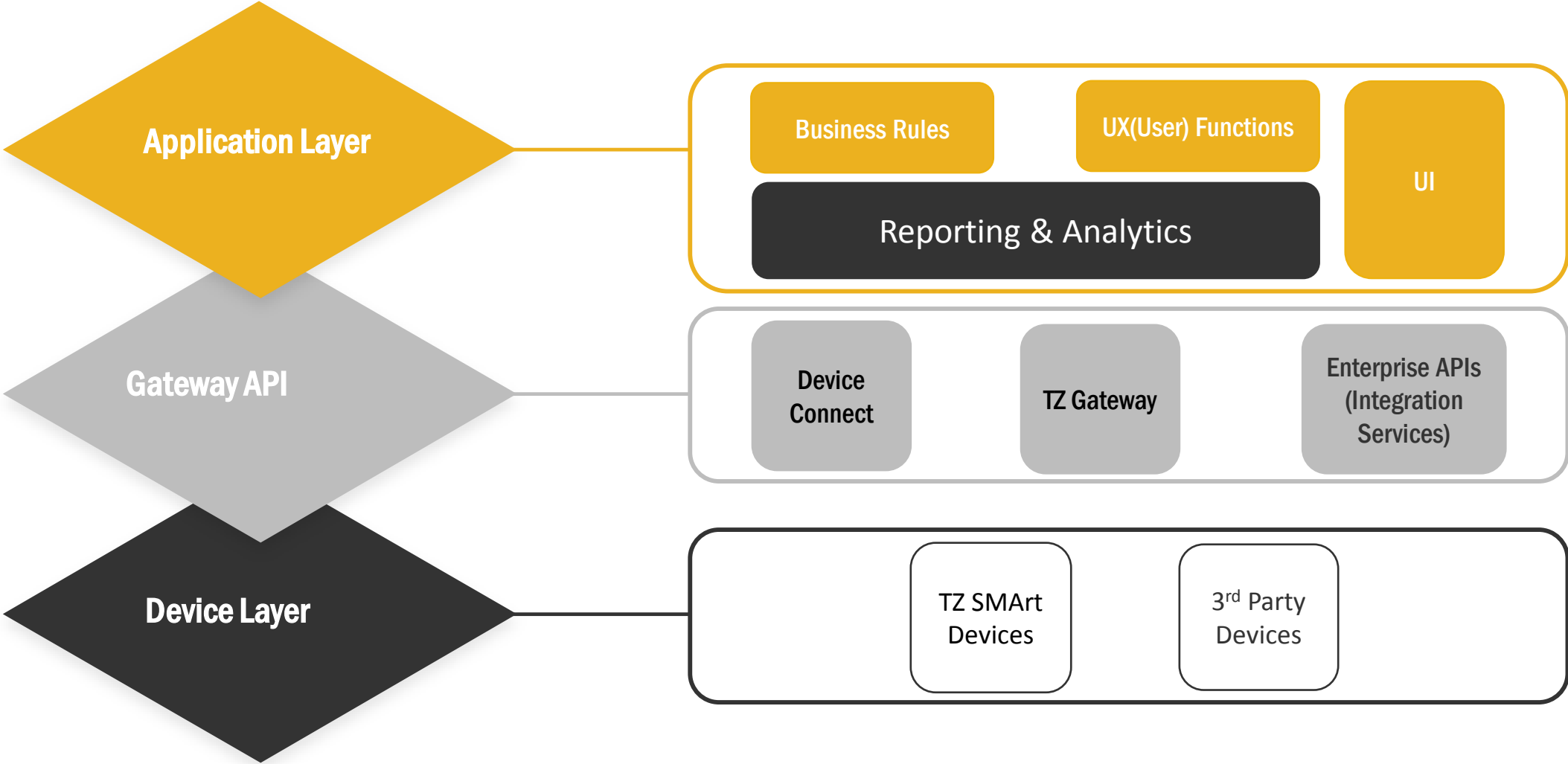
## Opportunity

**1** Increased Addressable Audience

**2** New Sales Channel with Partner Strategy

**3** Focus on Recurring Revenue Transition away from *Fit Out Fulfillment*

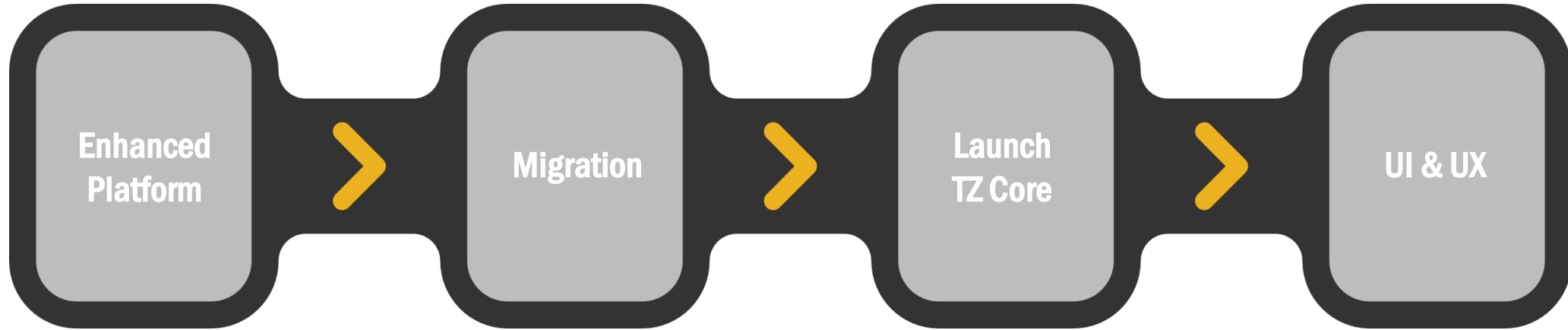
# Product



Personal use only



# Product Development strategy



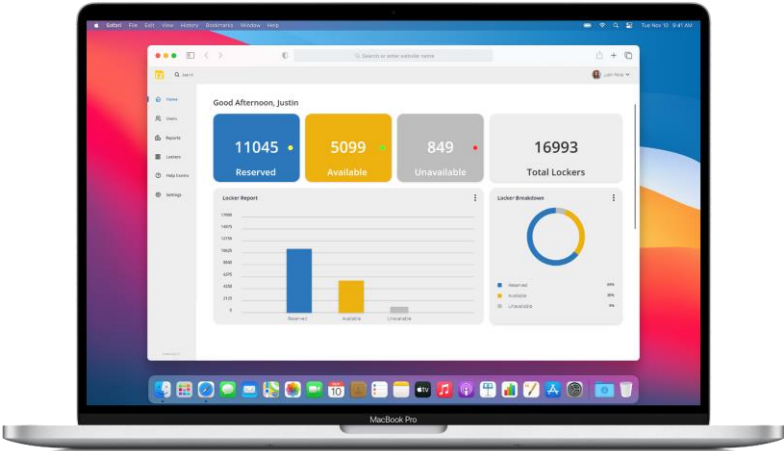
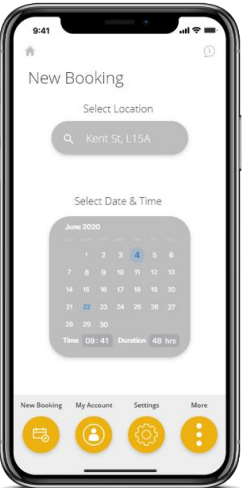
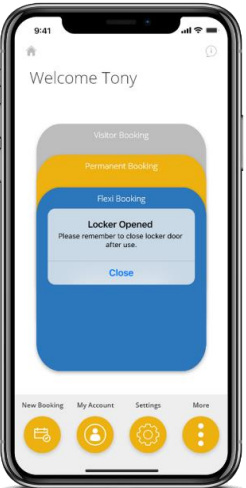
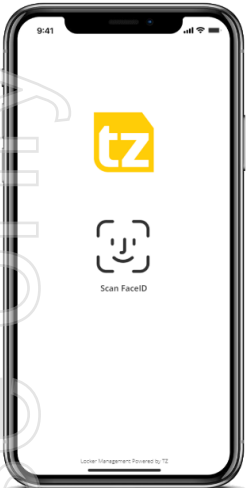
- Enhance for scale
- Scale Open API's
- Simplify deployment

- Move current clients to open platform.
- Ability to generate new multi-term SaaS contracts.

- Ability for TZ software to control 3<sup>rd</sup> party devices.
- Generating new revenue opportunities.

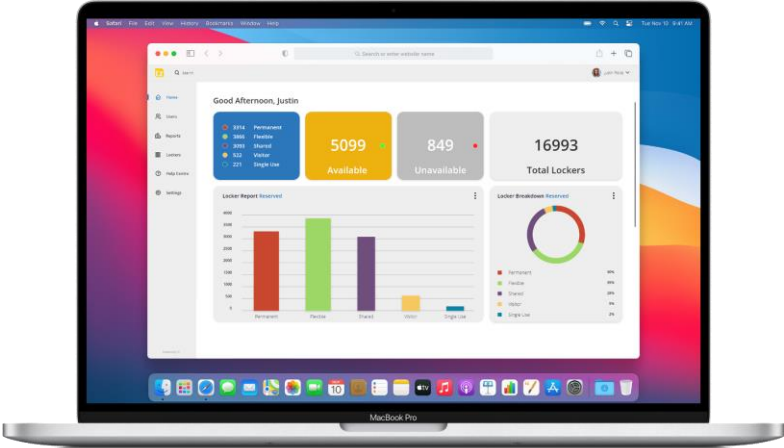
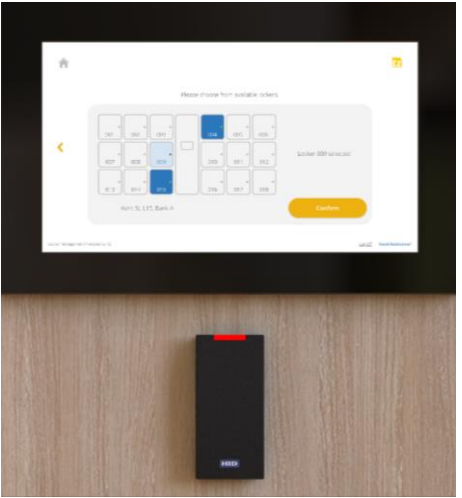
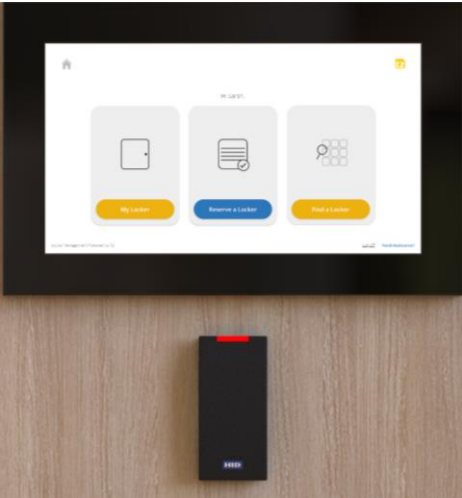
- UX development to ensure software usage is habitual and friction free. For positive impact on contract roll over.
- Focus on delivering best in class UI as a USP

# NextGen UI



Intuitive User Interface

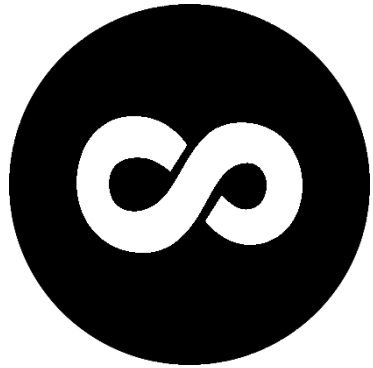
Data insights reporting capabilities



2.

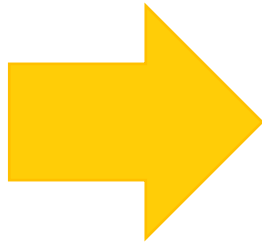
# SaaS Recurring Revenue

# Business Model Evolution



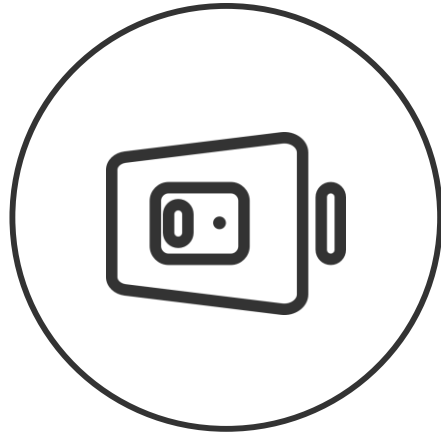
## Perpetual License Model

TZ Software is sold on a one-time basis for a once-off, upfront license fee coupled with an on-going but optional maintenance fee



## Multi-Term Software Service Agreement

# High Margin Recurring Revenue

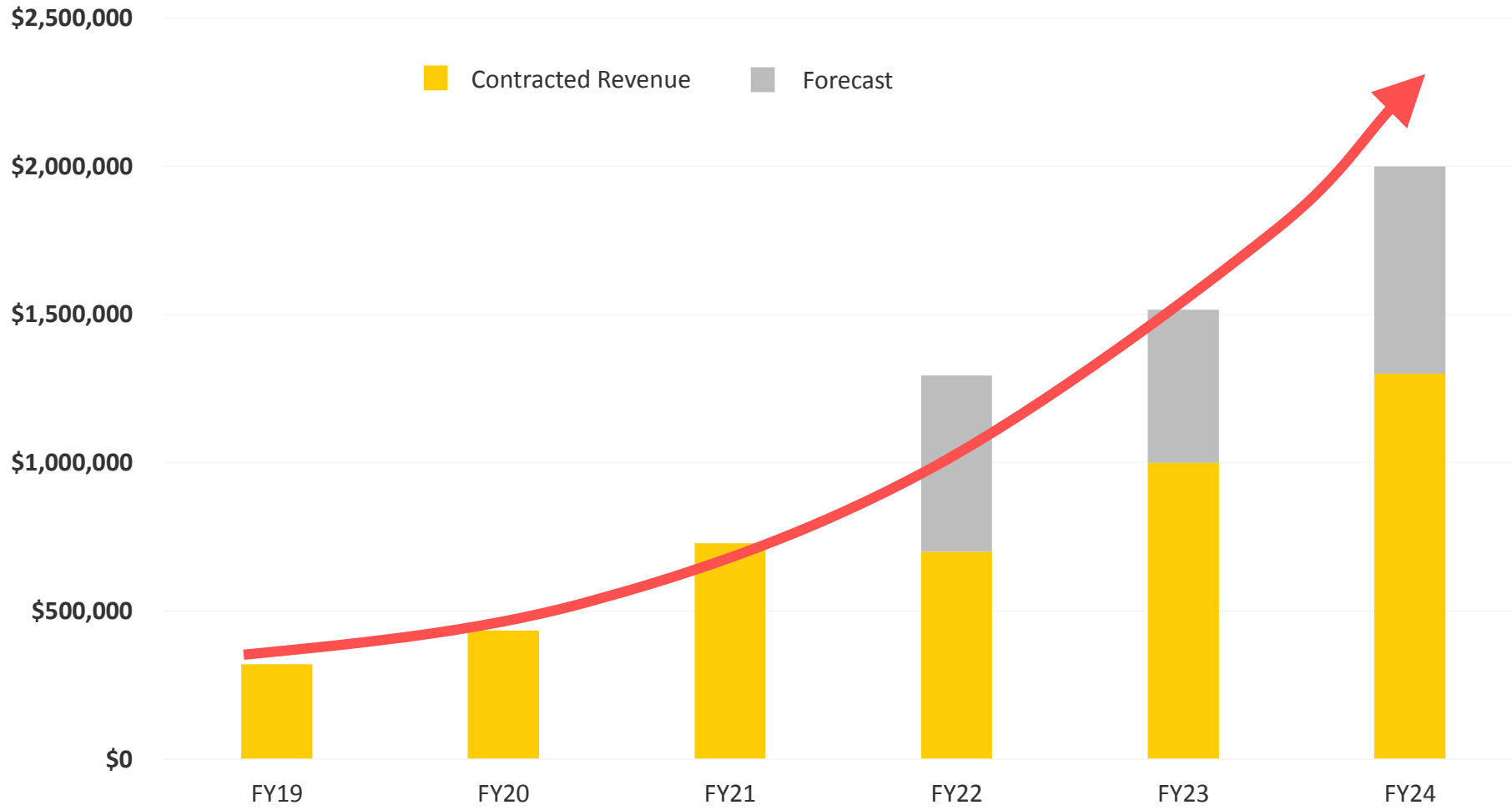


**Devices: 50% Margin**

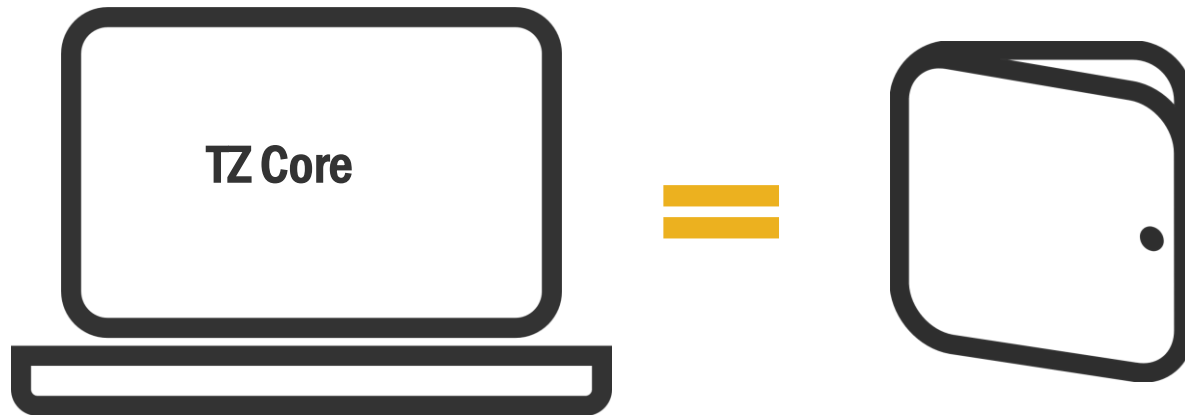


**Software: 80%**

# APAC: Annuity Revenue

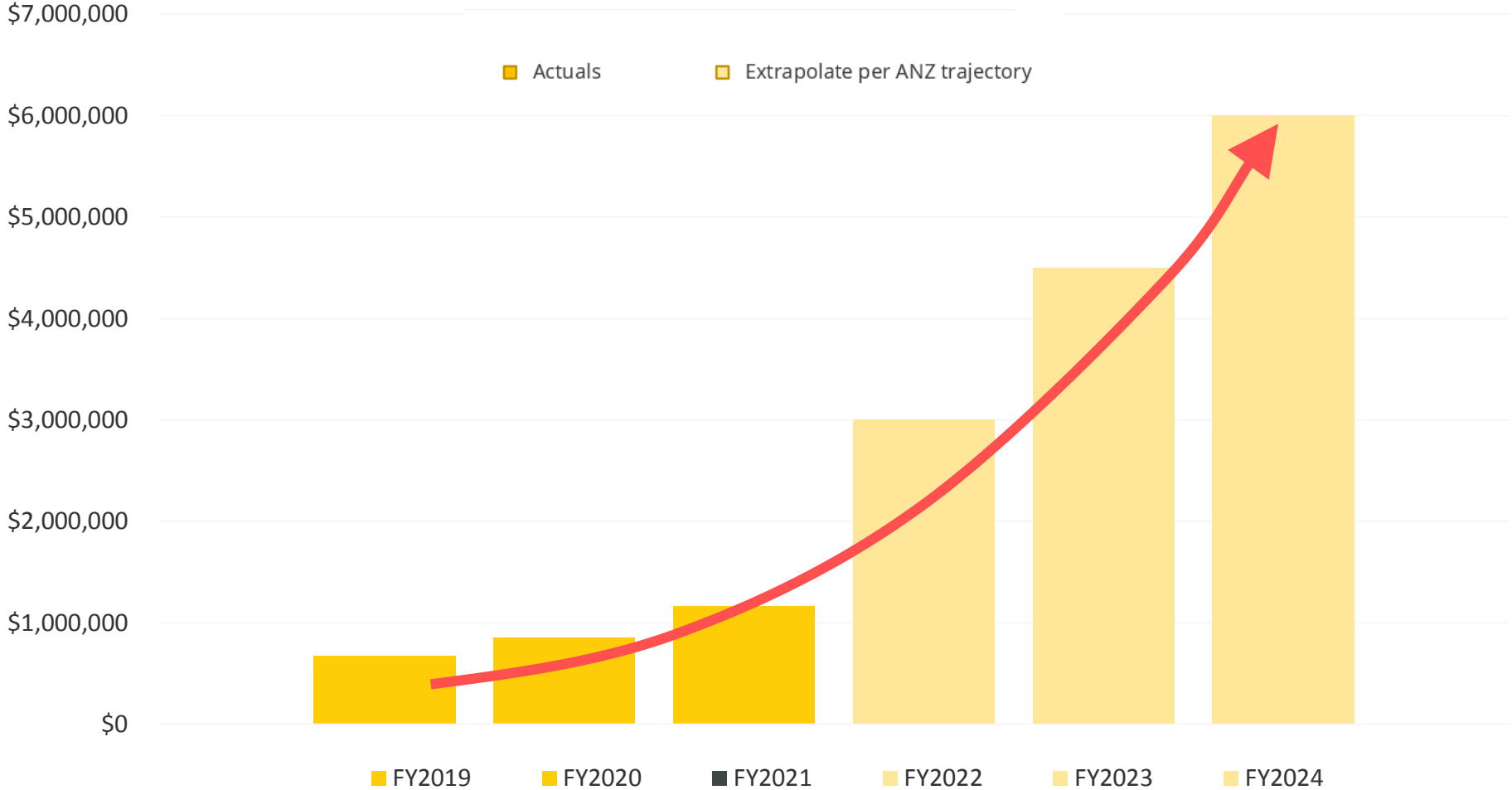


**We can now sell “TZ Core” software to control other people’s devices.**





# USA : Annuity Revenue Opportunity



ersonal use only

# Recent Sales Contracts



Personal use only

# SaaS Opportunities



Quotation Sent



Request For Quotation



Quote in review with client



Quote in review with client

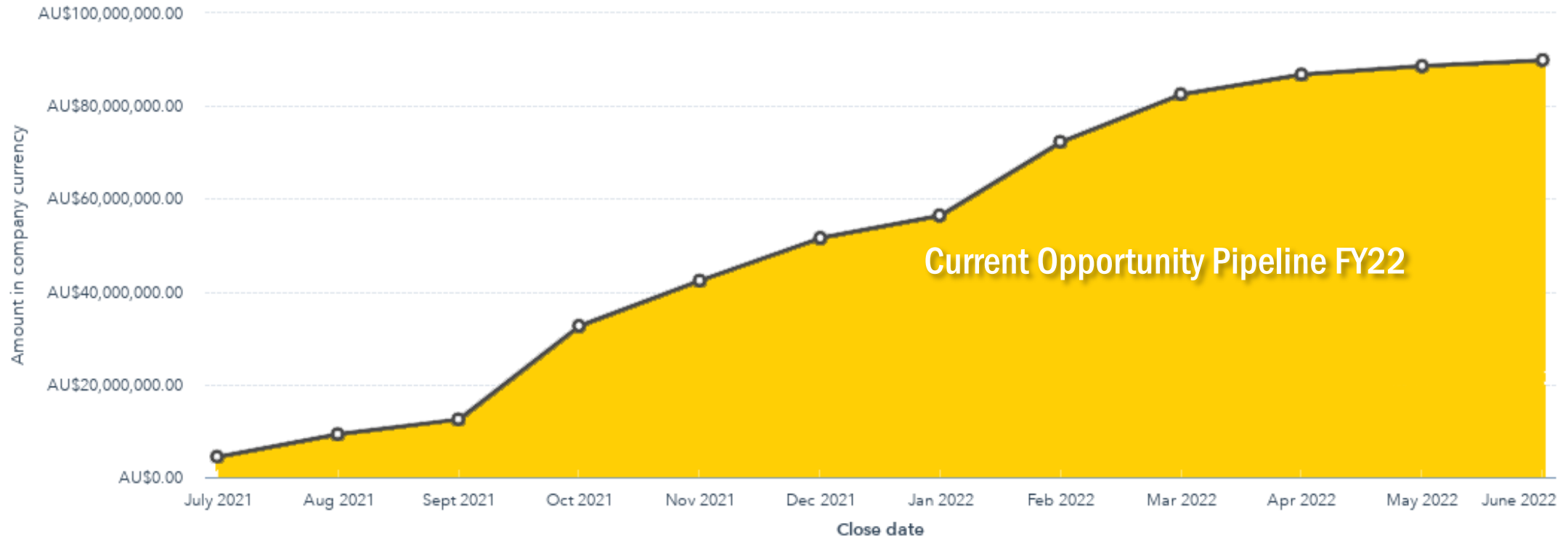


Quote in review with client

# Opportunity Pipeline

As at Oct 2021

Date range: From 1/7/2021 to 30/6/2022 | Frequency: Monthly



Current Opportunity Pipeline FY22

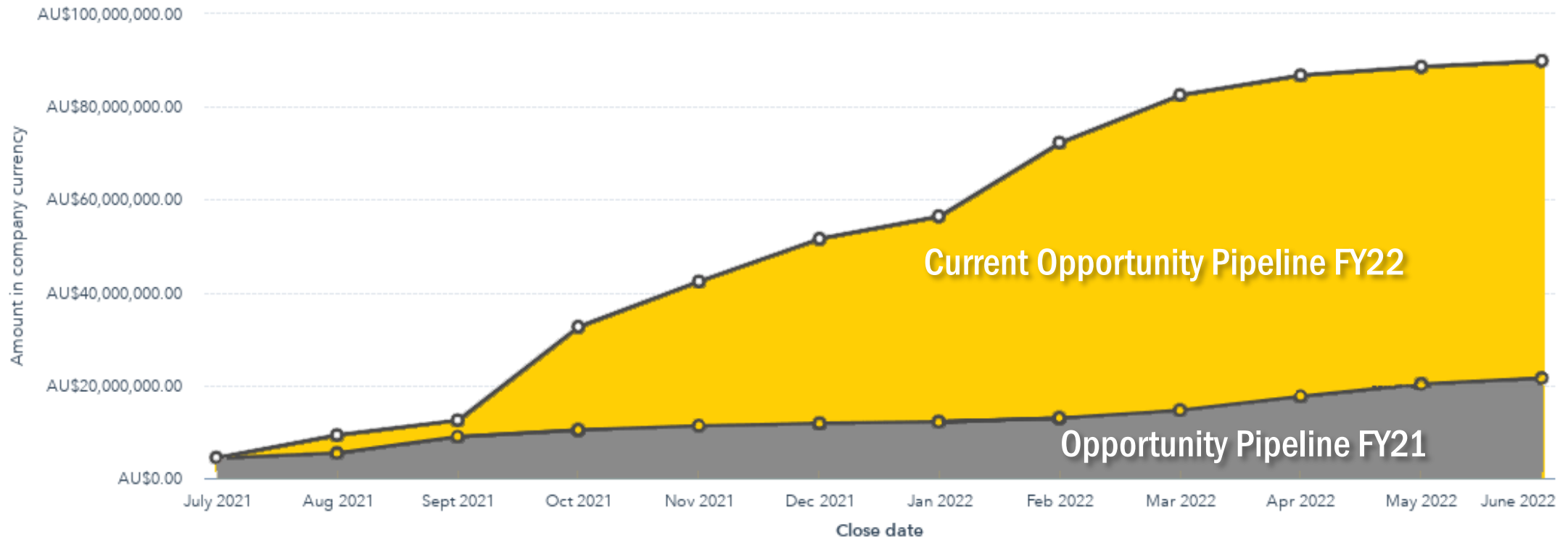
October 2021

ersonal use only

# Opportunity Pipeline

As at Oct 2021

Date range: From 1/7/2021 to 30/6/2022 | Frequency: Monthly



October 2021

ersonal use only

**3.**

**Change is here**

# Change is Here

- Americans have picked up low-touch activities. And some plan to continue them after the crisis.
- Hybrid work is inevitable.
- Global E-Commerce sales to hit \$4.2 Trillion as online surge continues, Adobe reports.

Companies are looking to the post-Covid future. For many, the vision is a model that combines remote work and office time.

employees don't want to stuff the genie entirely back into the bottle.

**Hybrid work is inevitable**  
Business leaders are on the brink of major updates to accommodate what employees want: the best of both worlds.

|  |  |  |
|--|--|--|
| 66%  | 73%  | 75%  |
| of leaders say their company is considering redesigning office space for hybrid work | of employees want flexible remote work options to stay | of consumers have tried a new shopping behavior, and most intend to continue it beyond the crisis. |

**Americans have picked up low-touch activities, and some plan to continue them after the crisis.**

Engagement with low-touch activity since COVID-19 started!  
% of respondents

| Activity                            | Using more | Just started using | Intent to continue <sup>2</sup> |
|-------------------------------------|------------|--------------------|---------------------------------|
| Restaurant delivery                 | 16         | 8                  | 42%                             |
| Quick-service restaurant drive-thru | 21         | 4                  | 56%                             |
| ...                                 | 3          | ...                | 79%                             |
| ...                                 | 15         | ...                | 39%                             |
| ...                                 | 9          | ...                | 60%                             |
| ...                                 | 13         | ...                | 47%                             |

**Executives Are Better Equipped to Work Remotely Than Employees**

| Statement  | Employees | Executives |
|--|-----------|------------|
| agree they have the technology they need to effectively work remotely  | 66%       | 80%        |
| agree their organization has invested in providing them with resources that allow them to work the way they would on-site in a virtual environment | 59%       | 76%        |

gartner.com

**Seventy-five percent of consumers have tried a new shopping behavior, and most intend to continue it beyond the crisis.**

...ve tried a new shopping behavior since COVID-19 started<sup>1</sup>

| New shopping method <sup>3</sup> | Intent to continue <sup>2</sup> |
|----------------------------------|---------------------------------|
| New shopping method <sup>3</sup> | 40                              |
| Different brand                  | 36                              |
| Different retailer/store/website | 33                              |
| Private label/store brand        | 25                              |
| New digital shopping method      | 20                              |



# Market Context

- **eCommerce:** No matter the brand, big or small, buy online is expected.
- **Hybrid Workplaces:** The 5 day office week has changed.
- **Contactless:** The impact of planning is becoming habitual and like major life events is set to have a lasting effect.
- **IoT:** With more connected devices becoming part of our daily routines, there is an increased requirement for more management and security software.

ersonal use only

# Pillars of Growth

**+**

**TZ Core  
Product Launch**

**+**

**User focused UI &  
UX**

**+**

**Multi Term  
Software  
Licensing**

ersonal use only



October 2021