

# Zoom2u Technologies poised for continued growth following strong half year result

## Investment highlights

- H1 FY22 gross marketplace value (GMV<sup>1</sup>) of \$10.9 million, up 54% on the prior corresponding period (pcp), with revenue of \$2.7 million, up 46% on pcp<sup>2</sup>
- Both GMV and revenue for H1 FY22 almost equivalent to full year FY21 (FY21 GMV of \$11.1 million and revenue of \$2.8m)
- ~8,700 new customers added to the Zoom2u marketplace in H1 FY22, including Australia Post, Best & Less, Couriers Please, and Jaycar
- COVID-19 lockdowns provided a surge in demand for Zoom2u deliveries, that positively impacted H1 FY22. The strong growth trajectory continued post end of lockdowns (32% increase in GMV in Q2 FY22 vs pcp)
- H2 FY22 has started well for Zoom2u, with continued growth in GMV being achieved versus the pcp
- SaaS product Locate2u onboarded ~120 new customers in H1 FY22 with new enterprise customers including Bing Lee, Gate Gourmet, Super Pharmacy, Cleanaway, and Middy's
- Acquisition of Local Delivery Shopify App completed, expanding the customer base in the North American and United Kingdom markets
- The first US based Locate2u sales representative has been hired
- Sales team in India has onboarded a number of new customers and continues to build out its pipeline of leads
- Cash balance at 31 December 2021 of \$6.5 million, providing a solid base for continued investment to grow the Zoom2u and Locate2u businesses

**Zoom2u Technologies Limited** (ASX: Z2U, "Zoom2u" or the "Company"), a global provider of innovative delivery solutions, is pleased to provide its Appendix 4D and half year results for the period ended 31 December 2021 (H1 FY22) along with the following operational update.

<sup>1</sup> GMV - Gross Marketplace Value, representing the total price of all Deliveries completed through the Platform after cancellations, inclusive of fees paid by Customers to Zoom2u, but excludes any applicable GST

<sup>2</sup> GMV shown is Zoom2u's GMV, whilst revenue is Group revenue

Each of the Company's core business exhibited growth in H1 FY22 with major highlights set out below:

### **New Customers for Zoom2u**

During H1 FY22, Zoom2u added ~8,700 new customers to the Zoom2u marketplace, including Australia Post, Best & Less, Couriers Please, and Jaycar.

The COVID-19 lockdowns in Sydney and Melbourne provided a surge in demand that positively impacted H1 FY22, particularly in Q1. Despite the lifting of lockdowns in October 2021, the Zoom2u business produced strong growth in GMV in Q2 FY22 (32%) versus the pcg.

H2 FY22 has started well for the Zoom2u business, with continued growth in GMV being achieved versus the pcg.

### **Locate2u continues expansion**

The Company added ~120 new customers for the Locate2u SaaS product in H1 FY22, including enterprise customers Bing Lee, Gate Gourmet, Super Pharmacy, Cleanaway (ASX: CWY), and Middy's.

In December 2021, the Company completed the acquisition of the Local Delivery Shopify App for cash consideration of \$880,000 (including GST). Local Delivery has approximately 570 customers, predominantly e-commerce businesses, in over 45 countries. These customers will provide additional leads for the Locate2u sales team.

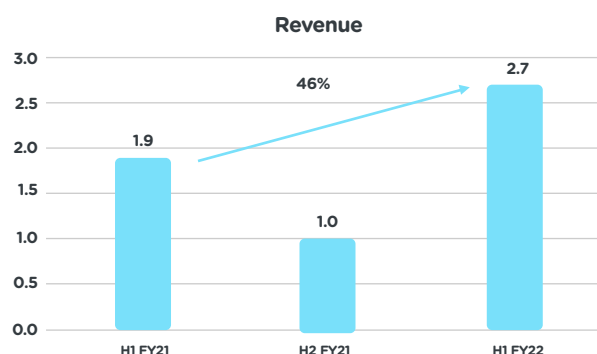
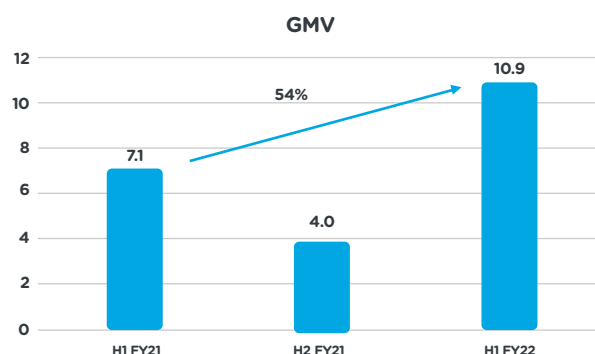
The acquisition of Local Delivery expands the customer base in the North American and United Kingdom markets. The first US based Locate2u sales representative has commenced work, initially targeting Local Delivery customers for Locate2u.

The Indian sales team has onboarded a number of new customers and continues to build out its pipeline of potential customers.

## Strong growth across key financial metrics

GMV transacted through the Zoom2u platform grew strongly through H1 FY22 to reach \$10.9 million compared to \$7.1 million in the pcp, an increase of 54%. Group Revenue increased by 46% to \$2.7 million compared to \$1.9 million in H2 FY21.

Key metric (\$ million)	H1 FY21	H1 FY22	Change (%)
GMV	\$7.1	\$10.9	54%
Group Revenue	\$1.9	\$2.7	46%



## Seasonality

Historically, Zoom2u's revenue in the first half (July to December) has tended to be stronger than the second half, with deliveries increasing over the period through to the holiday season, driven by large e-commerce volumes.

## Cash Balance

Total cash balance at 31 December 2021 was \$6.5 million, enabling the Company to progress its expansion plans for the Zoom2u and Locate2u businesses. The cash balance is after funding the Local Delivery acquisition cost of \$880,000 (including GST) with cash on hand.

### **Zoom2u Founder and CEO Steve Orenstein said:**

"I am really excited to witness the growth in our core businesses.

H2 FY22 has started well for the Zoom2u business, with continued growth in GMV being achieved versus the pcg.

The Locate2u sales team is gaining traction with a range of small, medium and large businesses that recognize the need to offer transparent and efficient deliveries to their customers.

Whilst we have only owned the Local Delivery Shopify App for a few months, we are working on developments to the product which will benefit existing and new customers. Our early discussions with Local Delivery customers suggests a cross selling opportunity for the Locate2u product.

Our first Locate2u sales representative has commenced in the US and the Indian sales team continues to build its pipeline.

I look forward to keeping Zoom2u shareholders up to date on our progress."

### **Half-year results webinar**

Zoom2u will host a webinar on 23 February 2022 at 11am (AEST) to present the H1 FY22 results. Click the below link to register your attendance:

[https://us06web.zoom.us/webinar/register/WN\\_M2qPvAx5RFOI75VYqBhStg](https://us06web.zoom.us/webinar/register/WN_M2qPvAx5RFOI75VYqBhStg)

If you wish to submit your questions ahead of the webinar, please send an email to [investors@zoom2u.com](mailto:investors@zoom2u.com) or use the Zoom Q&A function during the webinar.

### **ENDS**

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

## For enquiries, please contact



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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 2.5 million deliveries to ~77,000 customers and has over 11,600 drivers onboarded.

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