



**TZ Limited**

ABN 26 073 979 272

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

25 January 2022

**ASX Announcement**

## **TZ Limited 2021 AGM – CEO’s Address**

Dear shareholders,

Whether a large Industrial enterprise or global technology companies, customers come to TZ and stay with us because we are leading the way and reinventing three market sectors:

THE AGILE WORKPLACE

CONTACTLESS COMMERCE

E-COMMERCE CLICK AND COLLECT

We’re building that future every day through innovative products that help our customers. Our team continues to put our customers first, despite the challenging circumstances we’re all facing. We have the right people, partners, and purpose, and we’re on the right track.

## **Transformation in progress**

We witnessed significant shifts in our business this quarter.

We are now well progressed in our transition from selling perpetual software to that of contemporary subscription services. We are also pleased to announce that we have created new revenue streams. Our API centric architecture now gives the means to assume control of our competitor’s locking devices, using a simple, low cost and non-disruptive process. This unlocks new prospects and allows us to serve our existing customers better.

Internally, we continue to simplify and streamline all facets of the business, fully leveraging cloud, automation, and some exciting new partnerships. In summary, the journey of bringing all our customers and prospects to a comprehensive set of TZ Cloud Subscription services is now well underway.

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## Three addressable markets, one team

### **Agile Development**

TZ believes in the value of “open”- free-flowing information and open collaboration. And when it comes to solution development, we believe in open, flexible integrations. We aim to empower customers with open, agile deployment, captured within a new offering we’re calling Device Connect.

Integrations are fundamental for our customers to drive additional benefits from the investment they are making with us; by building standardised integrations with best-of-breed products, customers can bring more value to their organisations, automate the processes, and streamline the workflows.

Customers who take advantage of our open integrations are more likely to expand the use of TZ’s products across their whole organisation, are less likely to churn, and tend to grow their usage of TZ products faster. We see a long runway for TZ here – watch this space.

### **TZ Core**

We’ve known from the beginning that the TZ core is a breakthrough product that brings business teams and IT together like nothing that came before it.

As companies reimagine how to change their workplace, deal with E-Commerce, Click and Collect, create contactless customer interactions and support their customers in changing times. It calls out many old habits and processes into question. Among them, What does the new workplace look like? How do customers want to collect purchases? – How to automate contactless pickups. That’s where TZ’s Core products shine, and the flexibility embedded in our multiple offerings are suited to our customers’ diverse environments and workflows.

## Laying a foundation for the long term Growth

When I started at TZ, my goal was to reinvent the culture. We aimed to create a company where people love to work because culture will win over strategy every day of the week.

My core focus is to steward our culture: with the TZ team worldwide, who live our values every day. In a world where capital is easy to access, and strategy is easy to emulate, culture becomes a significant competitive advantage. The TZ team’s dedication to supporting our customers and each other will keep us grounded as we continue to grow.

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### **Personnel updates**

We promoted Simon Van Es to oversee finance as part of his role as Chief Operating Officer, Helen Gilmartin to Head of Marketing and Raghav Kadaba as Head of TZ Labs. Congratulations to all three. We're thrilled to see them grow within TZ and continue to take on more, and we can't wait to see them crush it in their new roles.

### **CFO transition**

Our CFO Craig Sowden has decided to move on and has transitioned responsibilities to Herb To, our new Director of Finance, who joined this quarter. Herb has hit the ground running.

## **Customer highlights**

TZ's keeps expanding across our three core markets, landing 21 new customers this quarter for a total of AUD 2,105,838. Meanwhile, our Solutions Partners and customer-facing teams continue working with existing customers, driving migrations, expansion, and upgrades.

In conversations with executive decision-makers, Agile workplace, E-commerce, and contactless interactions are common themes. Most companies have been forced into remote and hybrid work arrangements, which means they're not only transforming how they serve customers but also transforming the employee experience.

Regardless of their size, the impact our customers have on the world – from putting industrial parts into consumers' hands to helping global tech companies' office workflow or to make sure students' lunches are delivered correctly and on time at their school or University campuses. Each day, we come to work with a single purpose: to support these teams with flexible capabilities that help them work more efficiently and effectively. And we'll maintain that focus as we grow.

Authorised for release by the Board of Directors.

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

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

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