



TZ Limited

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20 May 2025

ASX Announcement

Wesco Anixter Places Second Order on Behalf of Microsoft

Highlights

- Second purchase order received for 125 cabinet security kits totalling approximately US\$156k (AUD \$240k) from Wesco Anixter, acting on behalf of Microsoft.
- Kits to be deployed at Microsoft data centres in EMEA.
- Total value of the first two orders now US \$362,500 (A\$585,000).
- Ongoing momentum in global rollout with further purchase orders expected.

Sydney, Australia – 20 May 2025 – TZ Limited ('**TZ**' and the '**Company**') (ASX: **TZL**), a global leader in smart locking and secure access control solutions, is pleased to announce it has received a second purchase order for its data centre cabinet security kits. The purchase order was made under the same terms and conditions as outlined in the Company's initial announcement on 9 May 2025. The order for 125 kits was placed by TZ's customer, Wesco Anixter, the procurement agent acting on behalf of Microsoft, for deployment in the EMEA region.

This follows the Company's initial announcement on 9 May 2025, which detailed a first order for 120 kits covering Microsoft's deployment in the United States. The combined value of both orders now stands at approximately US \$362,500 (A\$585,000) including a slight increase received to the first order of US\$50k. The Company anticipates further orders to be placed as rollout across Microsoft's global data centre infrastructure progresses.

The kits include TZ's proprietary electronic Slide Handle locking solution, PortLink connectivity modules, and associated installation hardware, designed to deliver enhanced rack-level security while integrating into existing access control environments.

TZ is actively progressing the global rollout in collaboration with its partners and remains well positioned to scale this opportunity. Building on the early momentum, successful delivery of these initial phases may pave the way for the future introduction of TZ's Centurion Enterprise software to enhance device-level control, data visibility, and operational integration across data centre environments.

This second order reinforces the growing demand for TZ's secure cabinet infrastructure solutions as global data centre operators continue to upgrade facilities to meet increasing AI, cloud computing, and regulatory compliance requirements.

Outlook and Further Updates

TZ will continue to update the market as additional purchase orders are received, and deployments expand across the global data centre footprint. The latest company presentation, May 2025, is attached.

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About TZ Limited

TZ Limited is an Australian technology company that designs and delivers intelligent, digitally connected locking and fastening solutions. Its core offerings serve global markets in data centre infrastructure, smart lockers, and property technology. Through integrated hardware and SaaS platforms, TZ provides secure, scalable access control solutions for some of the world's most demanding and security-conscious environments. May 2025 Presentation on TZ Limited attached.

Authorised for release by the Board of Directors.

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For additional information on TZ Limited, please visit www.tz.net

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Investor Presentation

TZ LIMITED (ASX: TZL) | MAY 2025

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We are a smart system solution specialist. We create solutions that manage micro-access control, smart storage and property and tenant management functions effectively, securely, and reliably.

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TELEZYGLOGY, INC.

TZI UK

TZI SINGAPORE

**TZI AUSTRALIA
KEYVISION AUST**

Corporate Snapshot

Key financial details

Ticker Symbol	ASX : TZL
Trading Range (12mth)	\$0.017 - \$ 0.09
Share Price as at 6 May	\$0.075
Total Ordinary SOI	280,614,102
Market Capitalisation	~\$19m
Cash Balance as at 31 March	~\$1.7m
Enterprise Value	~\$21m

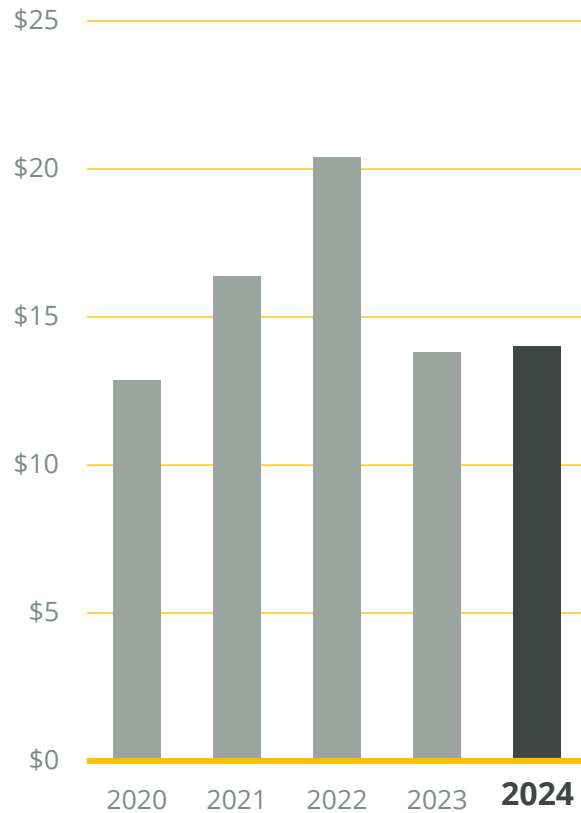
Substantial shareholders

Rank	Name	Units %
1	First Samuel Ltd	13.64
2	S.G Hiscock	9.01
3	Scott Joseph Bogue	8.11
4	Mark NSLB SF	8.10
5	David Frederick Oakley	5.24
6	DELCOR Advisory Investment	5.00
Top 20		70.00

Business Snapshot

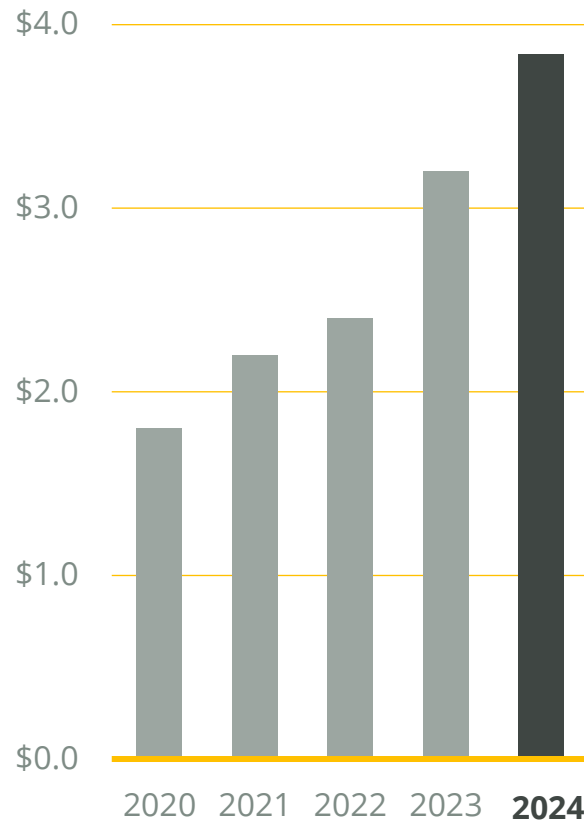
REVENUE
~ \$14m

Revenue
AUD \$m



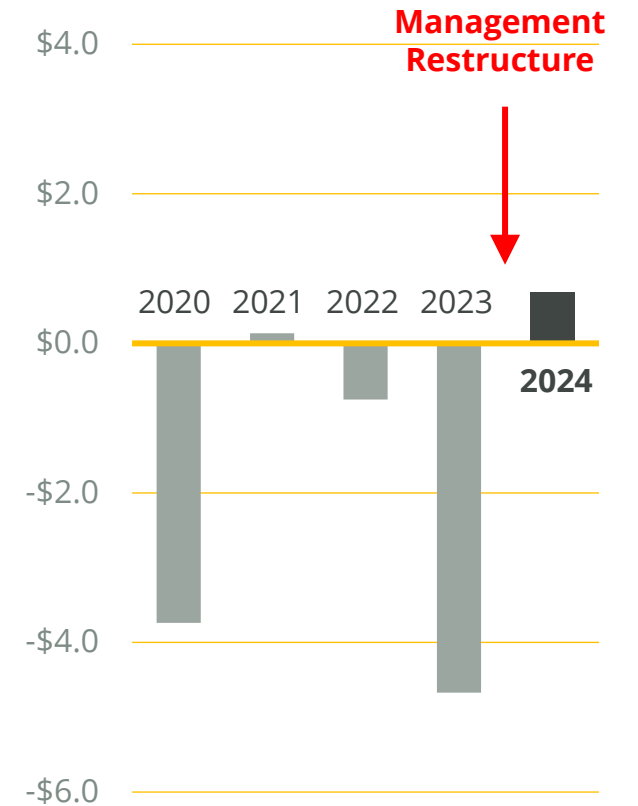
RECURRING REVENUE
~ \$4m

Recurring Revenue
AUD \$m



EBITDA
\$0.78m

EBITDA
AUD \$m



> MAY 2025

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Our Proprietary Technology – Hardware and Software

- › **SMA Actuated IOT Smart Lock:**
World's first shape memory alloy actuated smart locking devices
- › **IXP (Infrastructure Protection) Platform:**
Micro-security, access control software
- › **PAD (Packaged Asset Delivery) Platform:**
Smart locker management software
- › **Keyvision Platform:**
Tenant and property management services software

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Our Competitive Advantage – Locking Technology

› **Compact and Lightweight:**

Significantly lighter and more compact than the bulky electro-mechanical solenoid or motor driven electronic lock alternatives

› **No EMC Emissions:**

Generates no electro-magnetic fields unlike traditional solenoid and electro-mechanical locks

› **Low Power Consumption:**

Minimal energy requirement to trigger actuation (short electrical pulse) means highly efficient power consumption

› **Silent Operation:**

Operates with virtually no noise unlike solenoids or motor driven alternatives

› **Reliable and Durable:**

Less moving parts and solid state characteristics means less prone to mechanical failure and only minimal maintenance

› **Smart Remote Control**

Integrated with microcontrollers allows for secure, programmable access control via networks or cloud platforms

Our Competitive Advantage – Software

› **Proprietary Technology**

Proprietary solutions with unique processes and functionality for each core application

› **Award Winning, Design-Led Solutions:**

Developed in consultation with strategic customers like Microsoft and Apple with over a decade of close cooperation

› **Customisable and Extensible:**

Easily adaptable to meet different user and industry requirements

› **Flexible Deployment Options:**

Supports stand-alone, on-premise server deployment or fully managed cloud-based services

› **Multi-Tenant and Single Tenant Solutions:**

Platforms support multi-tenant and single tenant Cloud architectures to suit application and industry expectations

› **Open API Integration:**

Extensive suite of APIs enabling seamless integration with third party systems

Revenue Streams



Proprietary Locking
Technology

30%



Associated System
Solutions

30%



Software
Subscription

25%



Fully Managed
Cloud Services

15%

FISCAL YE JUNE 2024 REVENUE = \$13.94M

Applications



DC Cabinet Security

- › Enterprise DCs
- › Colocation DCs
- › Managed Services DCs
- › Cloud DCs



Smart Locker Solutions

- › Employee Storage
- › End of Trip Lockers
- › Corporate Mail
- › University Mail Centres
- › Residential
- › Click n' Collect (Retail)
- › Postal and Logistics



Tenant and Property Services App

- › Commercial
- › Residential High-Rise
- › Mixed Use
- › Build to Rent
- › Master Planned Communities
- › Retirement and Assisted Living

Revenue by Application

TZ operates through four complementary business streams, each addressing significant digital infrastructure, logistics, and property technology trends



Data Centre Security

18%



Smart Locker Solutions

70%



Other Smart Locking

< 2%

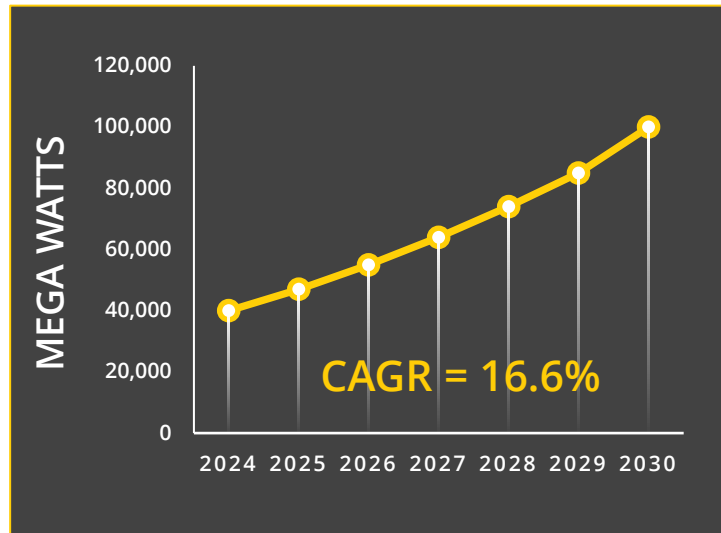


Keyvision Tenant App

10%

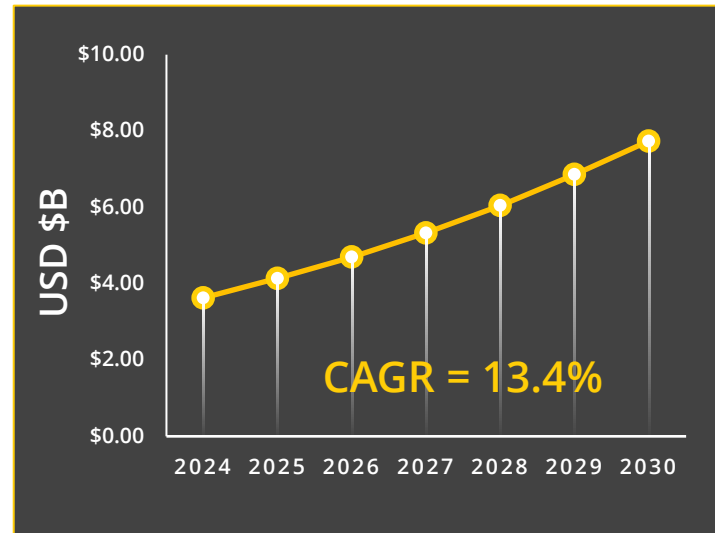
Capitalising on High Growth Sectors

Global DC Market



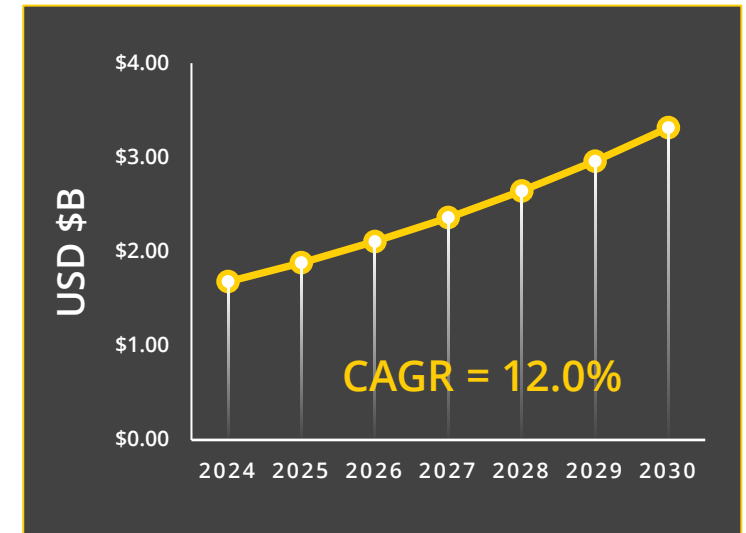
- › Rise in AI / Machine Learning
- › Cloud Computing Expansion
- › Proliferation of IOT
- › Edge Computing

Global Smart Locker Market



- › E-Commerce Expansion
- › Hybrid Workplace Practices
- › Workplace Integration
- › Digital Transformation

Global Tenant App Market



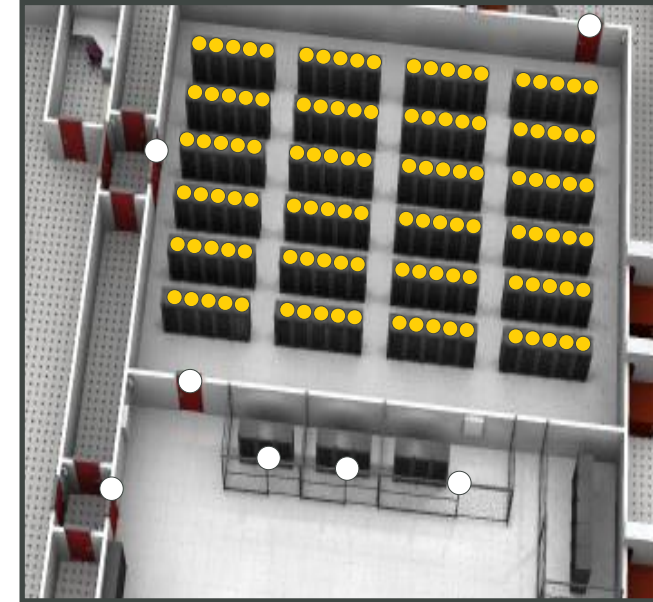
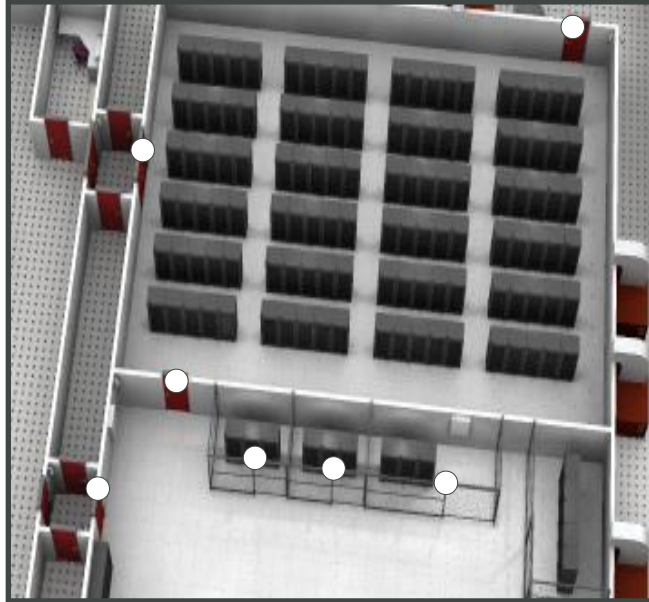
- › Adoption of Digital Solutions
- › Smart Building Integration
- › Enhanced Tenant Engagement

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DC Cabinet Security

What TZ Offers ...



Traditional Access Control ...

- › Limits access to areas, spaces, perimeter
- › Tracks people movements and provides audit trail of who accessed what area
- › Integrates with video to provide visual record of the person

TZ Micro-Protection ...

- › Implements physical security at the actual asset level – where the data is kept
- › Limits and controls access to the cabinet
- › Provides complete audit trail at the granular level to meet compliance requirements

Data Centre Micro Security

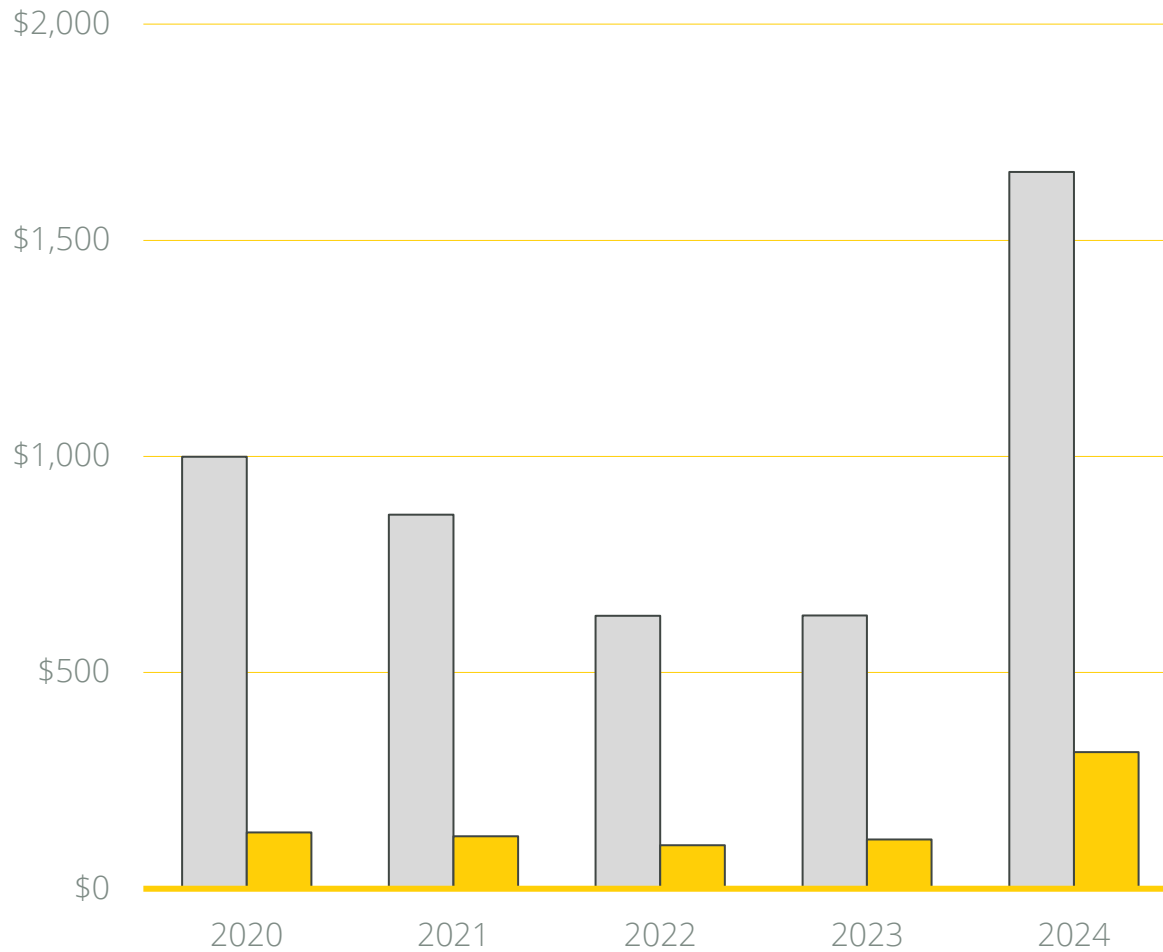
Preferred supplier to the world's leading data centre operators



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TZ DC Security Revenue

Revenue
AUD \$M



Segment Revenue



Recurring Revenue

55%

**Gross Margin
(FY 24)**

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TZ Growth

Existing Client Expansion



NextDC is developing its first international data centre, KL1, in Malaysia as part of its strategic expansion into Asia (18,250 square metres)

Macquarie Data Centres is currently building their IC3 Super West data centre (11,700 square metres).

Global Retrofit Opportunity



The first purchase order for 120 kits has been received from Wesco Anixter, the procurement agent for end-user customer Microsoft.

This order is part of a 360 kit initial commitment, representing a sales order value of approximately A\$725,000.

Further orders are expected to cover distribution in covering USA, Europe, South Africa, Middle East and Asia.

Expansion into Asia-Pacific



The Asia-Pacific data centre market is experiencing rapid growth with a CAGR of 12.7% forecast from 2025 to 2033.

The region is home to over half of the world's internet users.

Rapid urbanisation and increasing smartphone penetration are driving massive amounts of data creation and consumption.

> MAY 2025

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Smart Lockers

> MAY 2025

What TZ Offers ...

Corporate Mail



- › Secure authenticated deliveries
- › 24/7 Pick-up convenience
- › Cost efficiencies through automation
- › Chain of custody tracking and audit trail

Employee Storage



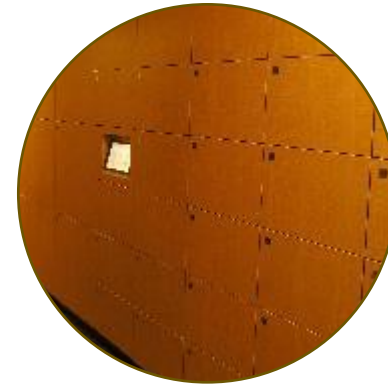
- › Supports hybrid work environments
- › Secure authenticated access
- › Space saving through dynamic storage
- › Improved Employee experience

University Mail



- › Enables package volume management
- › Automates package handoff process
- › Reduces mailroom congestion
- › Improved Student convenience and experience

Residential Mail



- › Improved Tenant satisfaction
- › Reduced Concierge Staff workload
- › 24/7 secure access
- › Eliminates the need for direct handoff from Staff or Couriers

Postal and Logistics



- › Delivery cost optimization
- › Delivery location consolidation
- › 24/7 Pick-up
- › Secure and contact-free exchanges

Smart Locker Solution Specialists

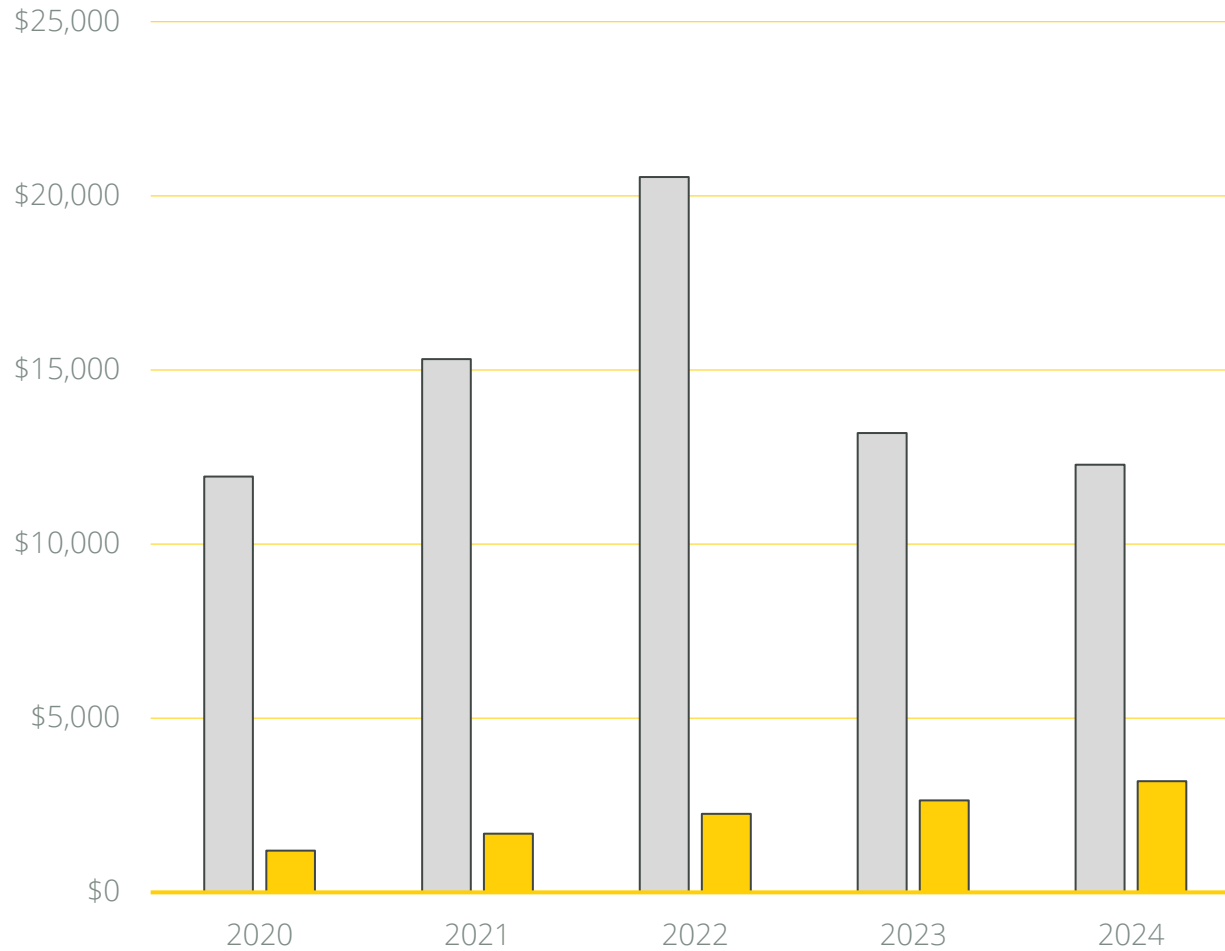
Preferred supplier to the world's leading corporations



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TZ Smart Locker Revenue

Revenue
AUD \$M



Segment Revenue



Recurring Revenue

50%

Gross Margin
(FY 24)

TZ Growth

Expand within Current Customers ...



Digital transformation in the workplace is driving technology adoption and innovation

Our leading customers are rolling out programs to uplift their workplaces, enhance operational efficiency and to improve user experiences

Smart Lockers solutions underpin employee storage and package management initiatives



Grow US Educational Sector ...

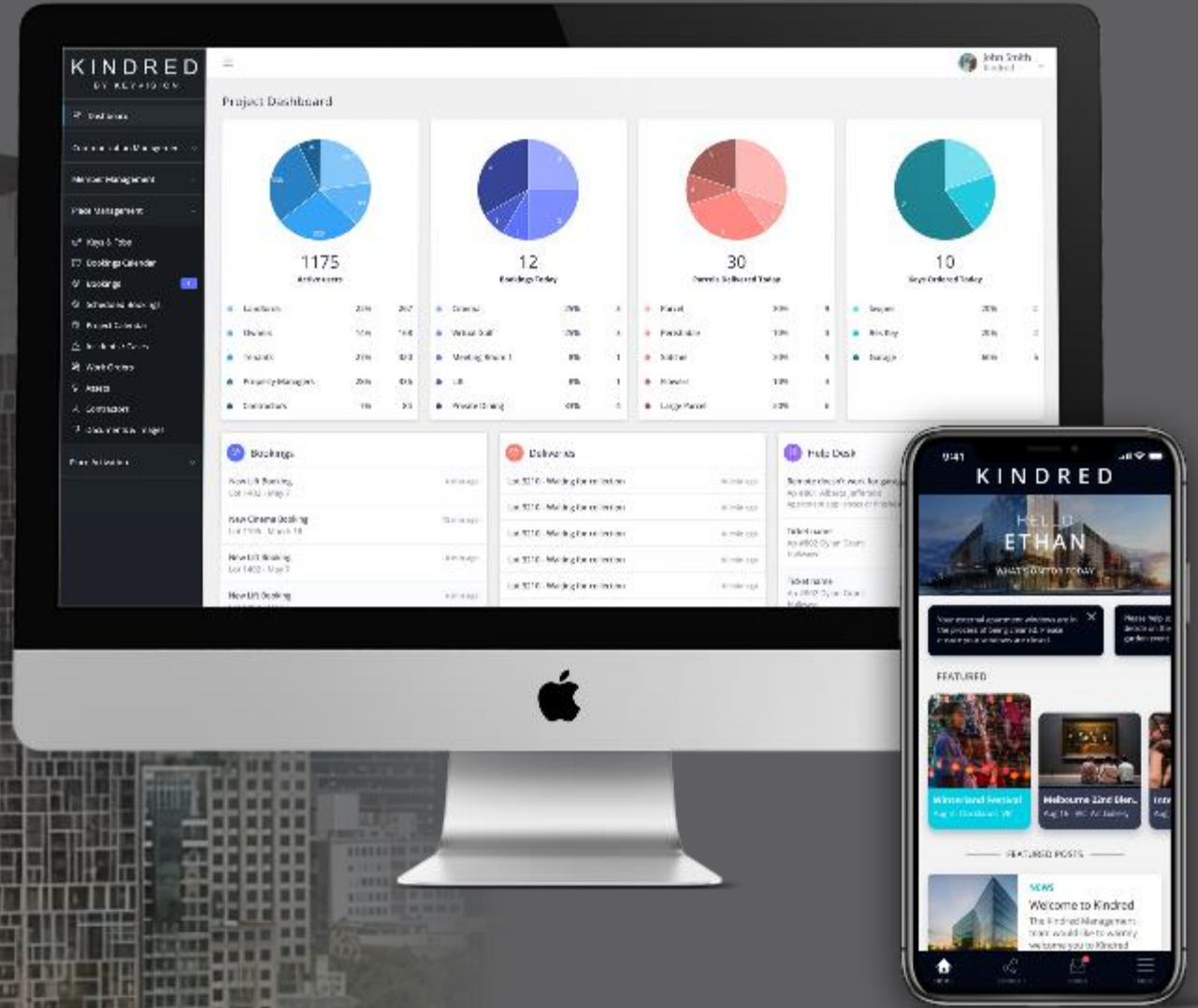


4,360 higher education institutions in the US

Less than 500 are currently using Smart Package Lockers

TZ currently provide solutions to about 100 of these establishments





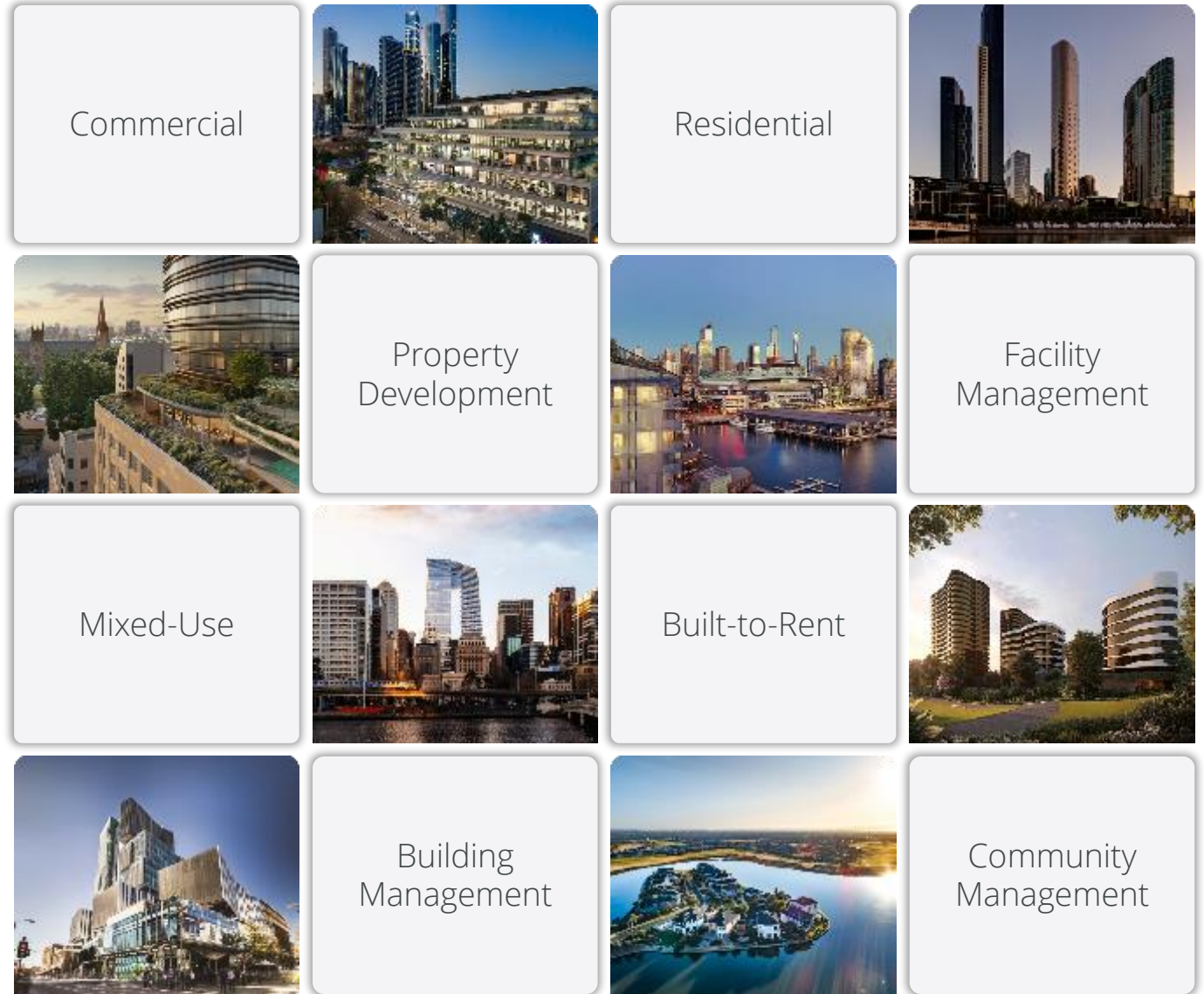
Property and Community Management
with one simple platform



Transforming Property Management

Innovative, cloud-based SaaS solution that empowers property managers and enhances tenant experiences across diverse property types.

Designed to simplify complex operations, drive efficiency and optimise property performance through data analytics, automation and compliance tools.



Why Keyvision Acquisition?

- › TZ has traditionally focused on Corporate and Educational sectors for Smart Locker business
- › Minor participation in Residential markets as sector is highly commoditised
- › Wanted to re-explore opportunities in Residential given projected high growth characteristics
- › Identified the Tenant Management App market as an avenue to bundle offerings to the sector
- › Staggered by the corporate and M&A activity in this market
- › Identified over 55 companies globally
- › Short listed and negotiated with 4 target prospects, (3 local and 1 UK based)



Acquired Early 2025

Melbourne-based PropTech business

Early-stage commercialisation in Australia

Recurring Revenue ~ \$1M

Relationships with major Australian property developers and facility managers



Provides:

- › Member Management
- › Member Documents
- › Parcel and Delivery Management
- › SMS, Push Alerts and Notifications
- › Digital Signage Noticeboard
- › Emails – auto-generated
- › Booking Calendars
- › Building Key Management
- › Contractor and WO Management
- › Defects Management
- › Schedule Maintenance
- › Event Calendar and RSVP
- › Groups & Clubs



Property Management Services

Preferred solution to some of the largest property developers in Australia



schiaavello

MAB



Centuria

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Growth Opportunities

Expand within Current Customers ...



Initial engagements with Cbus and Charter Hall leading to broader potential roll-outs.

Cbus manages a property portfolio exceeding \$6.9B with an additional \$4.6B in development projects underway.

Charter Hall manages a property portfolio of \$66.4N, encompassing more than 1,600 properties nationwide.

Launch in key international markets ...

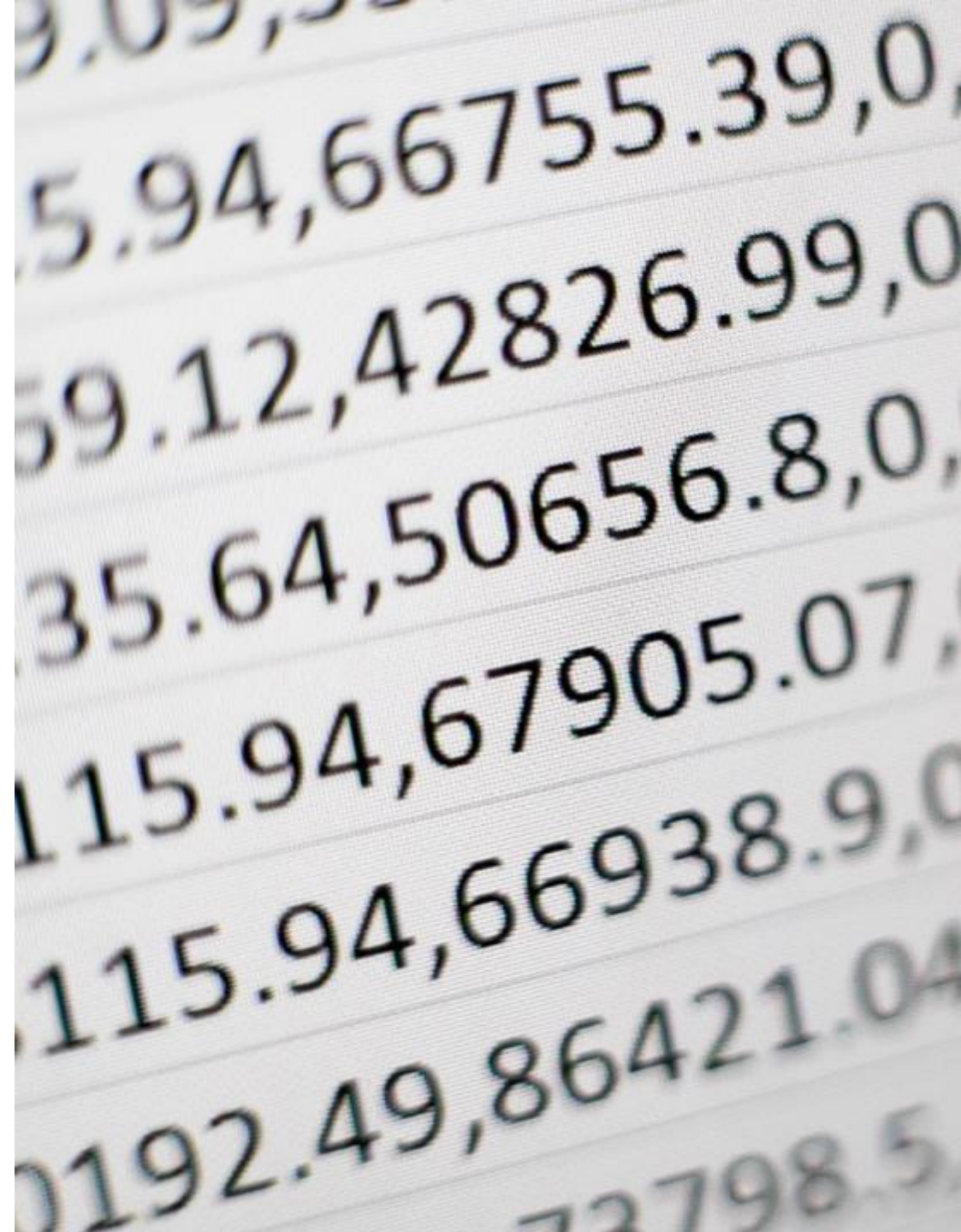


Leverage TZ operating subsidiaries in the US and Singapore to launch Keyvision to the established TZ customer base – corporate, educational and residential markets.

Initial US focus group studies showed highly favourable reception.

Summary

- › Global company with four regional subsidiaries
Australia, USA (Chicago), Asia (Singapore), EU (London)
- › Proprietary Hardware and Software solutions
- › Blue-chip global client base
- › Expanding SaaS footprint
\$5.5M+ ARR, targeting \$10M+ in 4 years
- › Differentiated Offerings:
DC Cabinet Security, Smart Lockers, Micro-Access Control,
and Tenant Management
- › Diversified Verticals:
Data Centres, Corporate, Higher Education, Postal and Logistics, Commercial
and Residential Property
- › Participates in High Growth Industry Sectors
- › Strong sales pipeline in the US educational and corporate sectors are
building a backlog orders which will be delivered in FY2026.



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