TZ Limited
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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, 14th 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.

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

TZ Investor Presentation

October 2021

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

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

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Sample Client List

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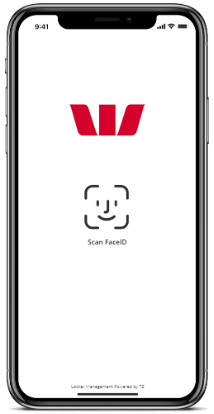
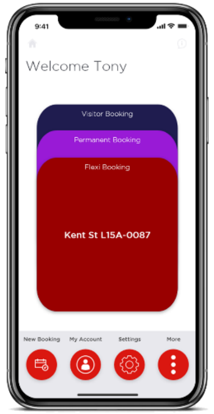
Use Cases

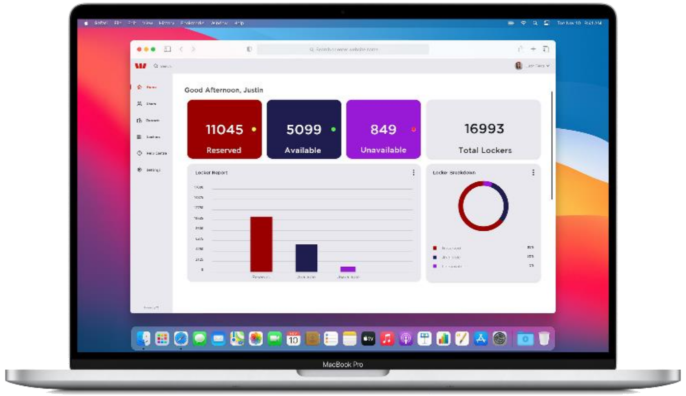
TZ products implement rules around control for: who can access what, when & where. Then report on these actions.

TZ products can be utilized in s multitude of ways:

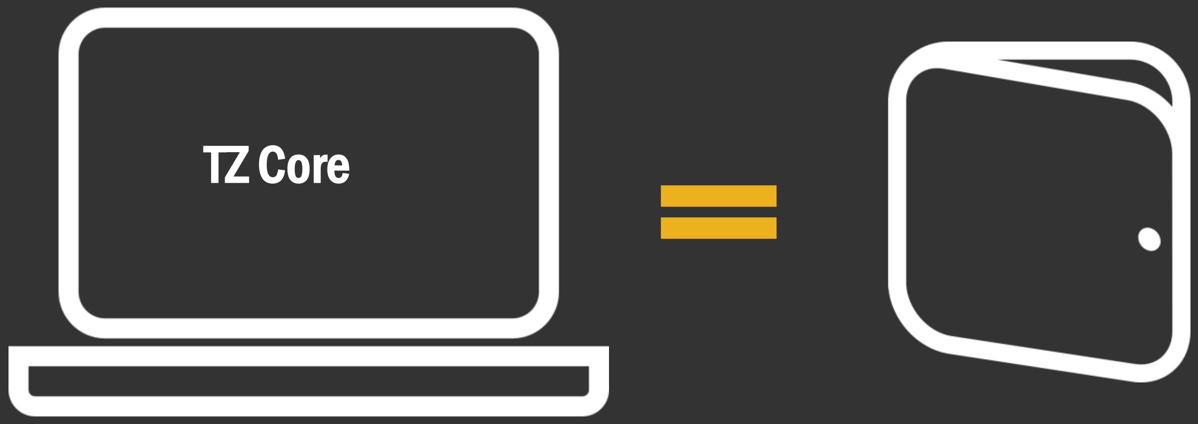
- Day Storage
- IT Asset Management
- Postal
- Retail
- University
- Manufacturing
- Health & Medical
- First Responders Custody
- Data Centres







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.

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FY 2021 Review

FY21 Achievements

STABILISED BALANCE SHEET

GLOBAL EXPANSION

ENHANCED SOFTWARE PLATFORM

HARD PIVOT TO CLOUD

Global Expansion

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

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Leadership

Scott Beeton

Mandate: Operational efficiency.

Mario Vecchio

Mandate: Growth.

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Mario Vecchio: A proven track record.

Business

Aryaka Names Mario Vecchio Senior Vice President, Asia Pacific

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

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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."

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.

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FY 2022

Key Investor Considerations

1

PLATFORM

2

SaaS
RECURRING REVENUE

3

CHANGE
IS HERE

1.
Platform

Device Connect

A TZ Core Solution

"Device Connect" allows 3rd party locking device vendors to integrate with the TZ Core.

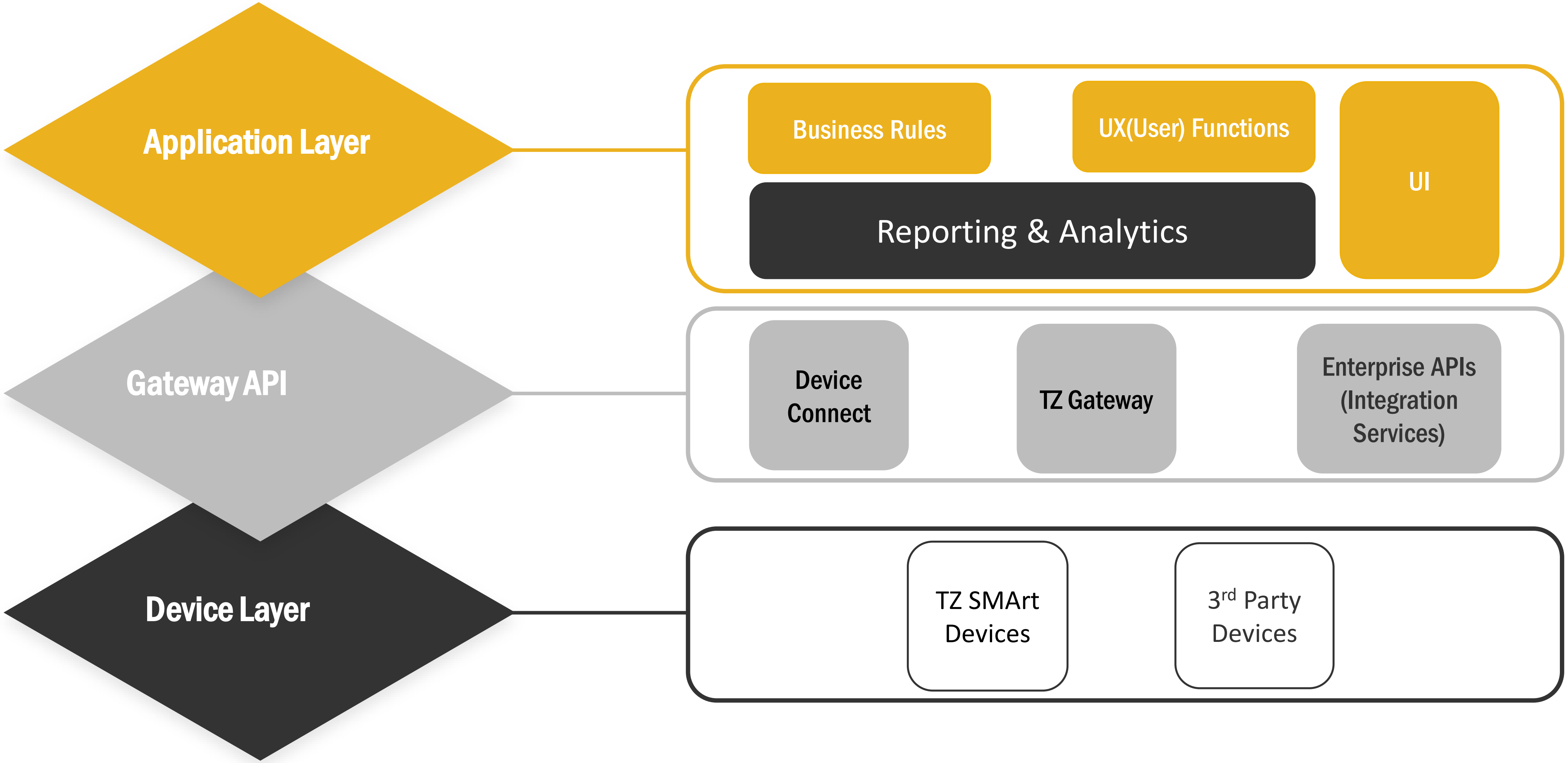
Opportunity

1 Increased Addressable Audience

2 New Sales Channel with Partner Strategy

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

Product



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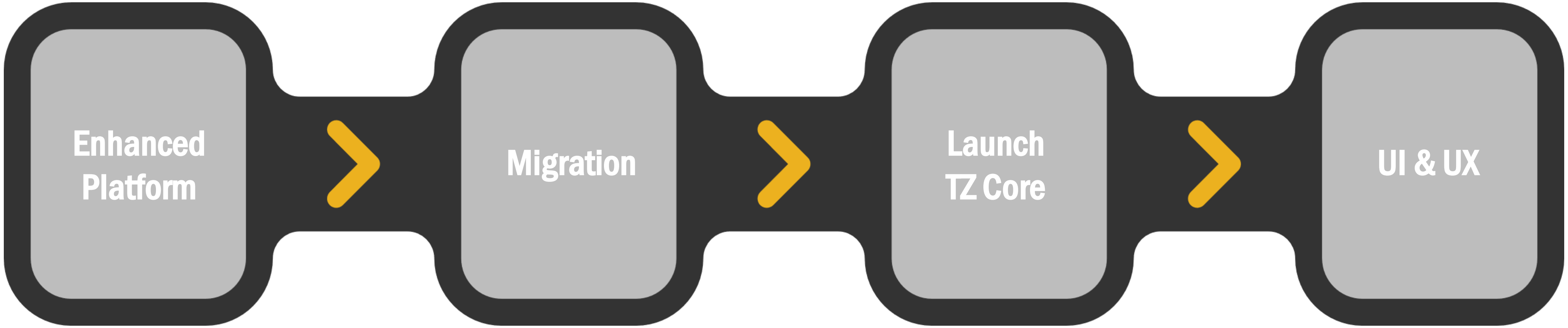
Product Development strategy



Enhanced Platform

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

Migration

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

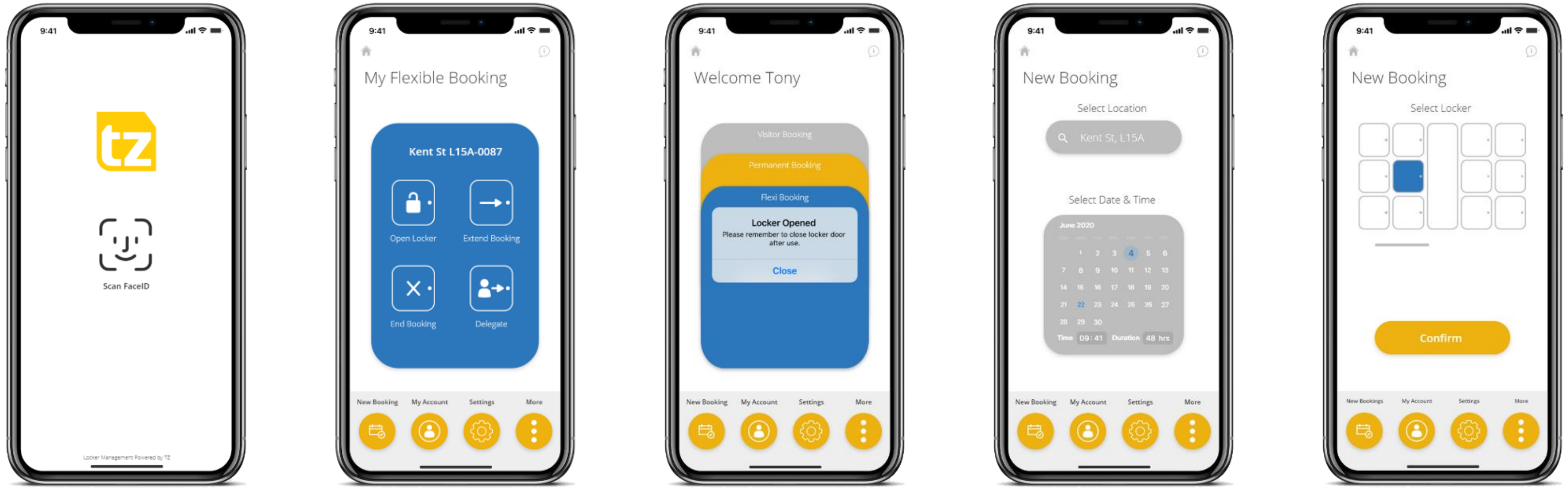
Launch TZ Core

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

UI & UX

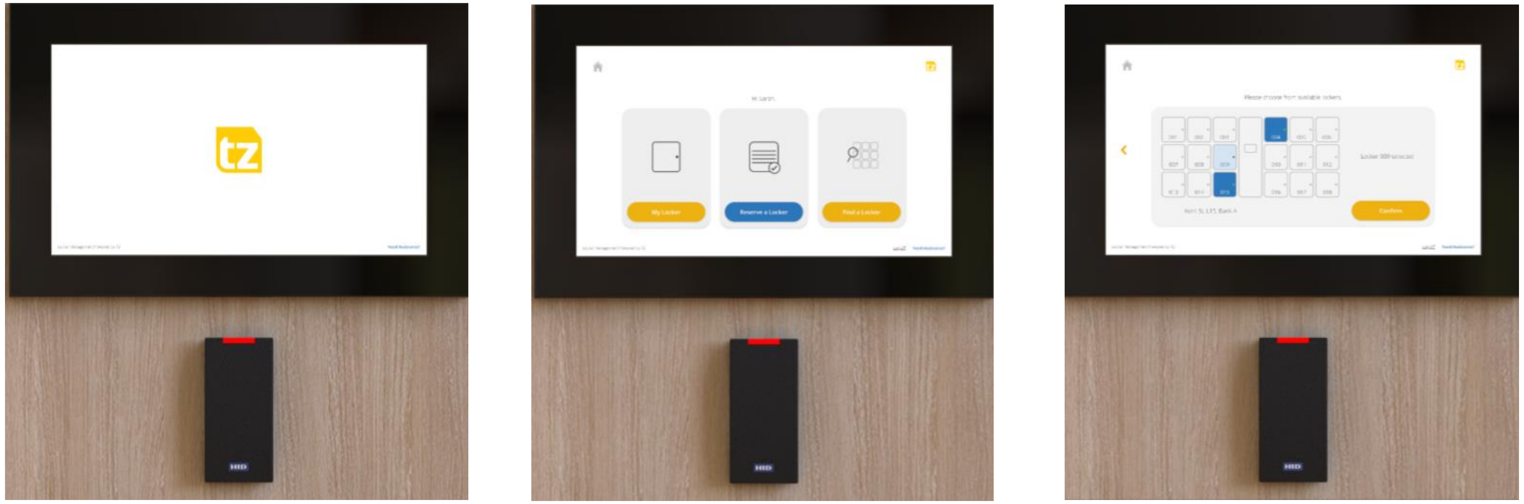
- UX development to ensure software usage is habitual and friction free. For positive impact on contract roll over.
- Focus on delivering best in class UI as a USP

NextGen UI



Intuitive User Interface

Data insights reporting capabilities



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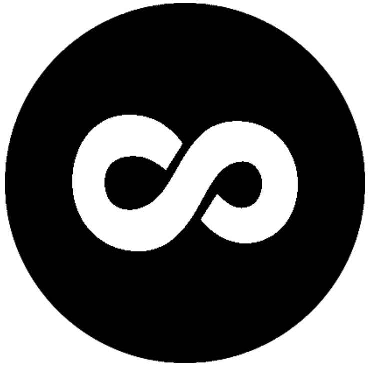
2.

SaaS Recurring Revenue

Business Model Evolution

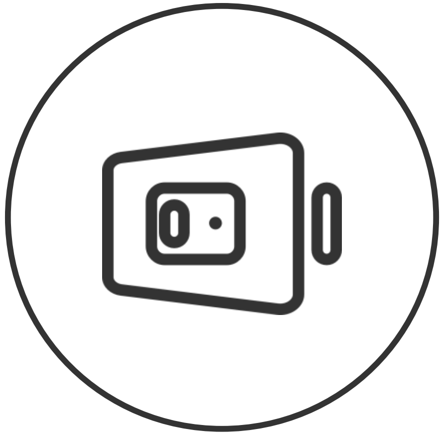


Perpetual License Model

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

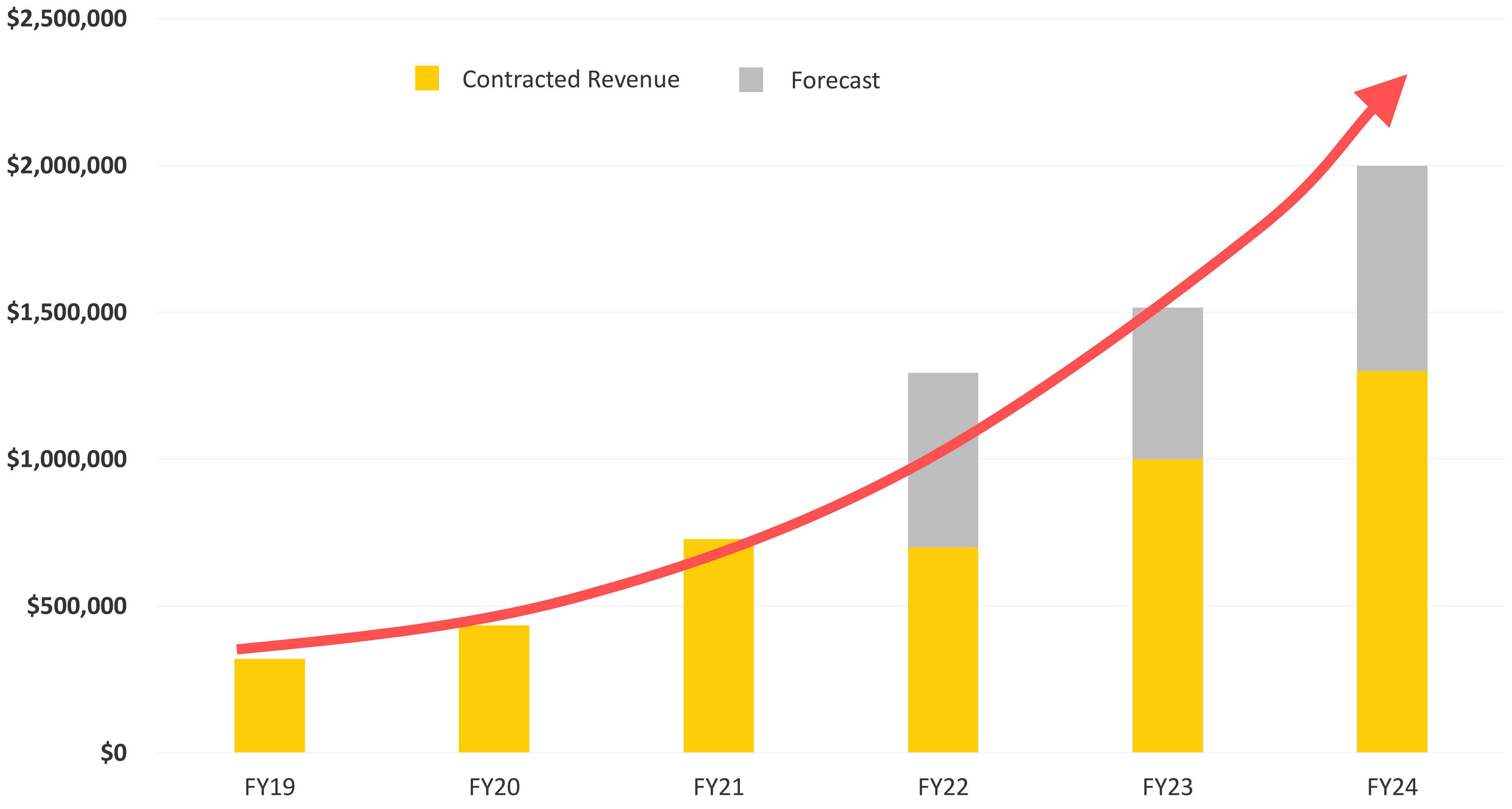
High Margin Recurring Revenue



Devices: 50% Margin

Software: 80%

APAC: Annuity Revenue



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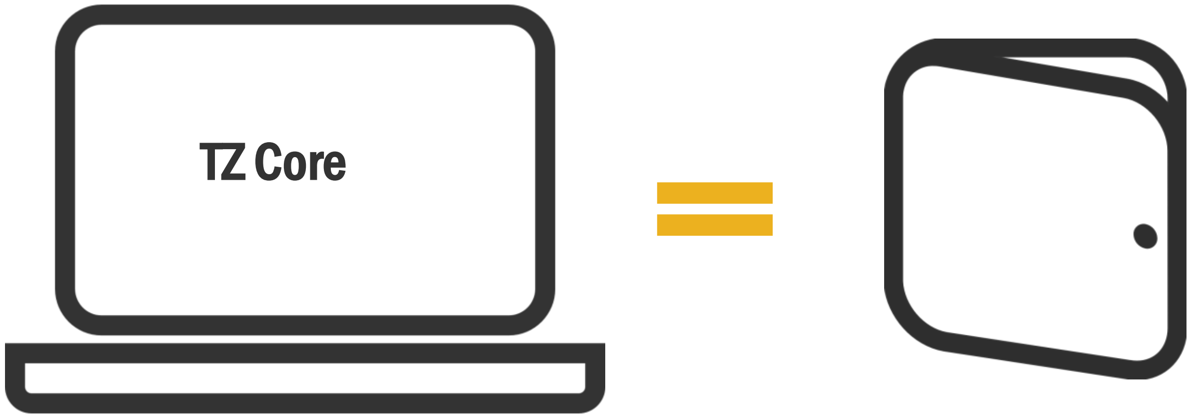
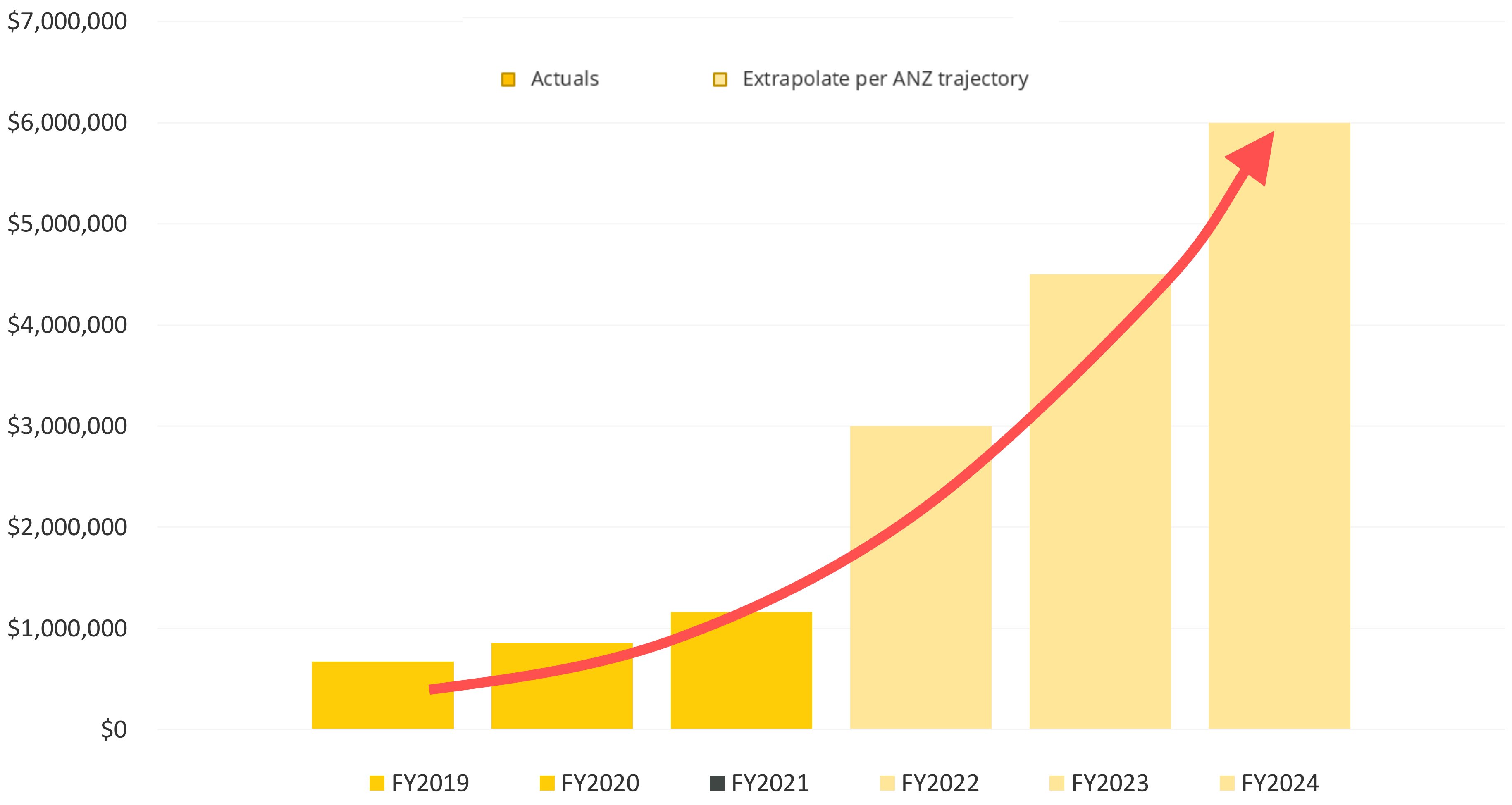


USA : Annuity Revenue Opportunity



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Recent Sales Contracts

SaaS Opportunities

Poczta Polska

Quotation Sent

Post

Request For Quotation

Westpac

Quote in review with client

amazon

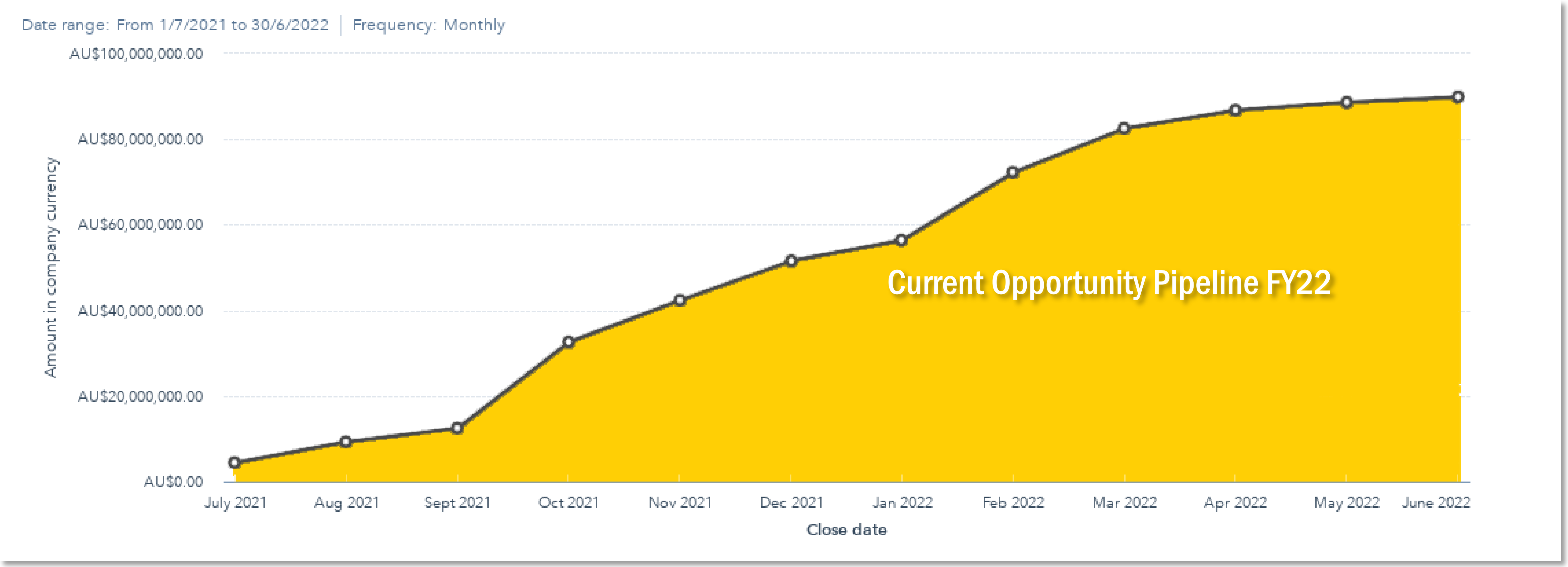
Quote in review with client

NATIONAL BANK OF CANADA

Quote in review with client

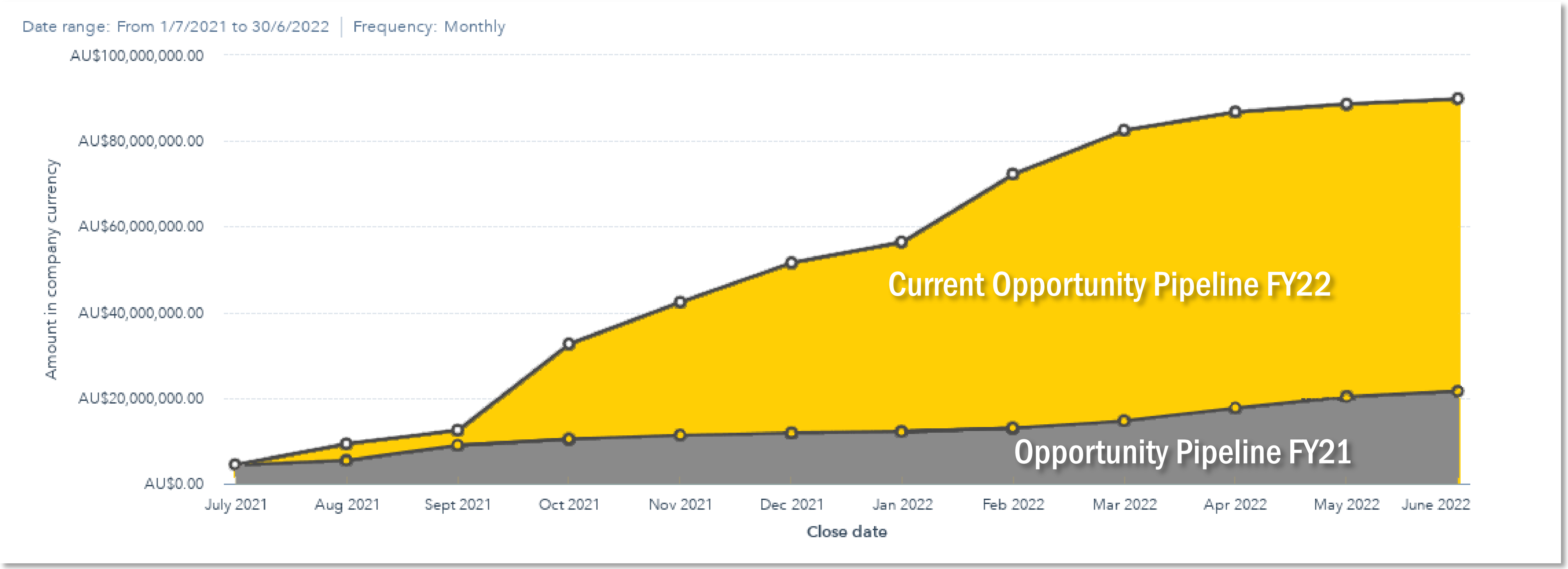
Opportunity Pipeline

As at Oct 2021



Opportunity Pipeline

As at Oct 2021

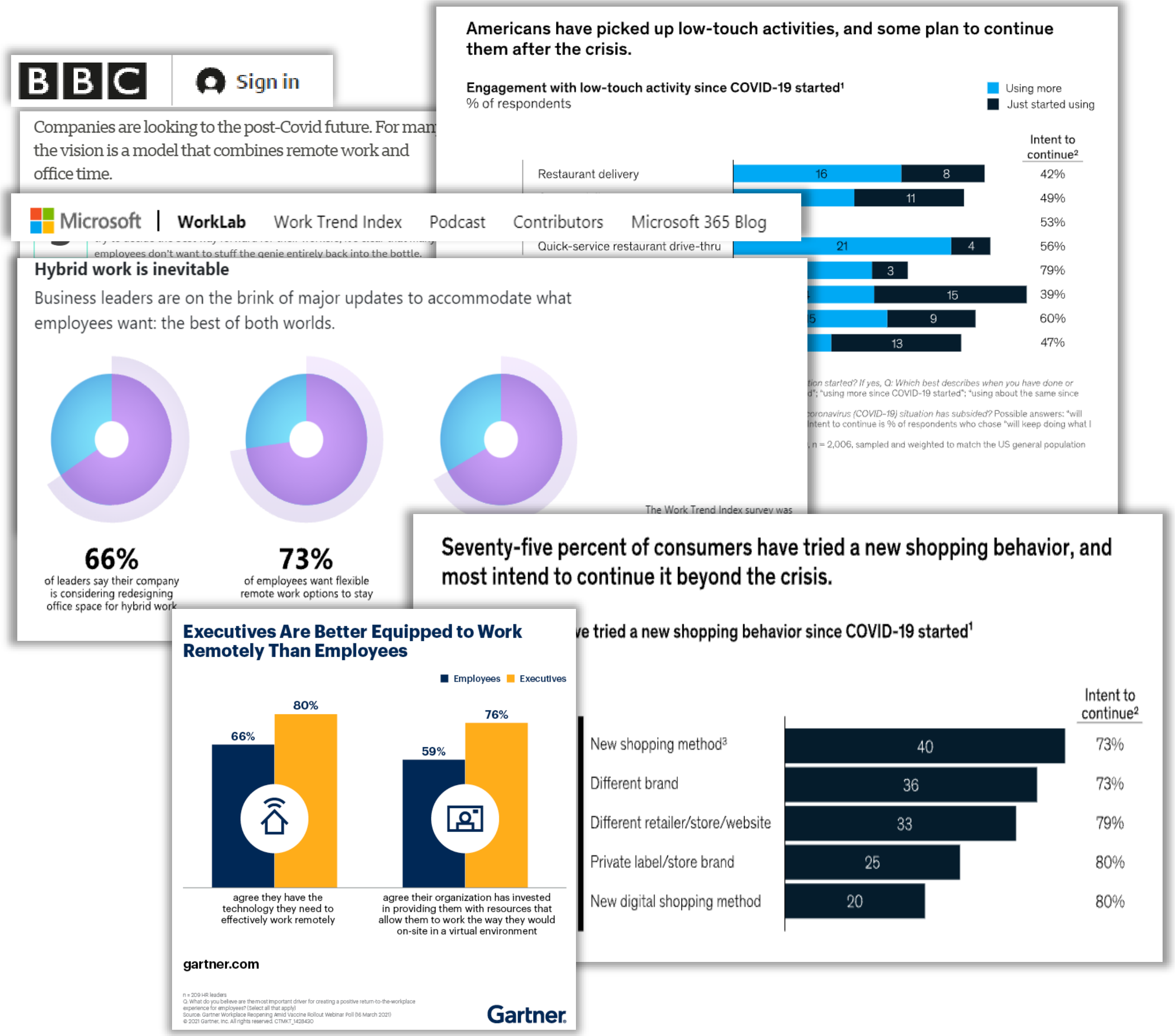


3.

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.



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.


Pillars of Growth

TZ Core
Product Launch

User focused UI &
UX

Multi Term
Software
Licensing

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