



23 August 2022

ASX Announcement

Major Software Deal for TZ Limited

Key Highlights

- TZ Limited has entered into a software licensing deal with Ricoh utilizing the TZ Cloud offering.
- This is the first software only deal for TZ Limited demonstrating TZ's capabilities as a world leading software provider in the smart locker market.

About Ricoh

RICOH – Empowering Digital Workplaces.

Ricoh improves workplaces using innovative technologies & Services enabling individuals to work smarter. Ricoh is very much a global service provider with revenue of AUD\$18.5bn in the past financial year.

TZ Limited (the '**Company**') or '**TZ**') (ASX: **TZL**) a leader in the smart locker domain, is pleased to announce its first software-only deal in partnership with Ricoh Europe. The customer had very specific needs to support their first mile and last mile package logistics ambitions. Ricoh selected TZ after an extensive evaluation and development process.

The deal with Ricoh will see TZ receive a software total contract value (TCV) of AUD\$950,000. The agreement is for a 3-year license term. The customer will pay TZ in 3 tranches with the first payment of \$250,000 now due and the balance by 30 June 2023.

Deal Metrics:

- Software TCV AUD\$950,000
- License Term 3 Years
- Monthly Recurring Revenue (MRR) \$60,900
- MRR by Kiosk is \$90
- Contract paid in 3 tranches
 1. Immediate \$250,000
 2. 31/12/2022 \$300,000
 3. 30/06/2023 \$400,000

"User experience and precision workflows are a vital part of package logistics required by the customer. In this, TZ was able to meet these requirements using its industry-leading software, depth of knowledge, and practical understanding of user and stakeholder needs in the very fast-growing package logistics domain. Additionally, the flexibility and adaptation of our software allowed for seamless integration." said John Wilson, Head of Sales - APAC & EMEA for TZL.



First Software Only Large-Scale Deployment

Previously in both Europe and the USA, TZ Limited has partnered with Ricoh on a wide variety of demanding enterprise projects. This project, however, is the first TZ software only deal. TZ's platform provides an extensible open interface using industry standard technology. This transaction demonstrates to customers the ability to work with third-party electronic lock hardware and locker systems, on an 'at scale' basis.

A Pivotal Point for TZ Limited

"This deal is a pivotal moment for TZ as it is the first commercial success of a strategy developed last year to generate a separate income from the software platform only", says CEO Mario Vecchio. We have been investing and focusing on building our strong software foundation, and this AUD\$950,000 deal reflects those capabilities.

Ricoh and TZ took a fresh approach to the task at hand, due to this Ricoh selected the TZ software solution. This transaction validates the merit of TZ's rapidly growing "Edge Logistics" domain.

Authorised for release by the Board of Directors.

For further information, please contact:

Mario Vecchio
Chief Executive Officer
TZ Limited
+61 407 138 254
mario@tz.net

About TZ Limited

At TZ, we engineer solutions to improve physical access control using smart devices and even smarter technology. We invent solutions to solve real-world problems, solutions designed to work in harmony with existing technology for total connectivity. That's why we are the trusted partner of global corporations like Apple, Microsoft, SunCorp, Adidas and WesTrac.

With offices in Australia, Singapore, India, America and the United Kingdom, TZ solutions support agile workplaces, contactless e-commerce deliveries, campus package management; first responder's chain of custody; data cabinet security, and so much more. Our products implement rules to control who can access what, when and where. – then report on these actions for intelligent business insights.

As the world evolves, so does our technology. We call this "Edge Logistics IT". TZ has always provided connected devices and the software that controls them. TZ solutions will deliver intelligent access for every device to enable a new level of customer control.

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