



FY2016 AGM Shareholder Presentation

Company Update



Limited

FY 2016

BUSINESS PERFORMANCE

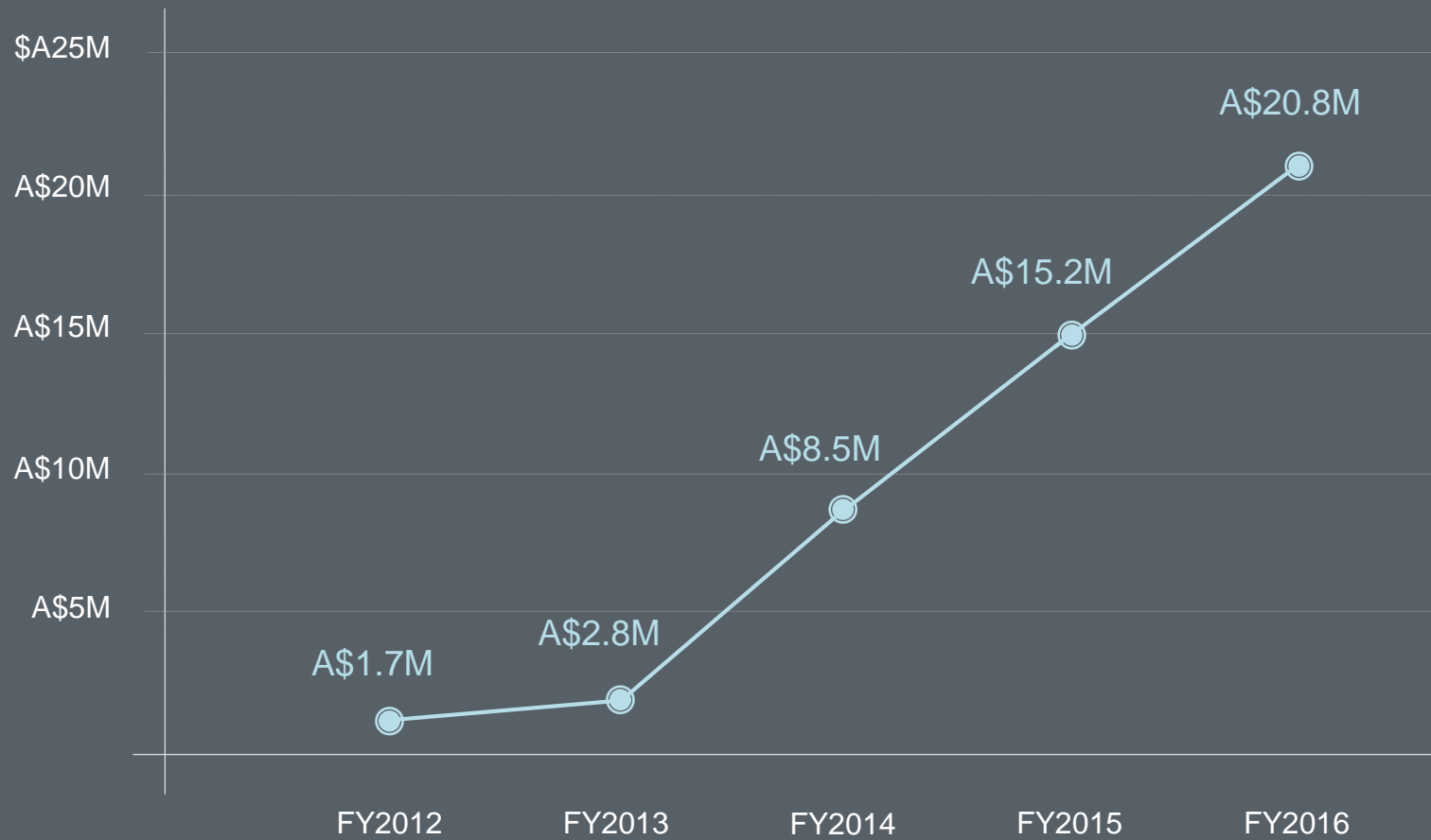
CRAIG SOWDEN
Chief Financial Officer, TZ Limited



Limited

Year-on-Year Revenue Growth

For personal use only



Business Performance

For personal use only

	2013	2014	2015	2016
REVENUE	A\$2.8M	A\$8.5M	A\$15.2M	A\$20.8M
GROSS MARGIN	50%	49%	44%	30%
EBITDA	(A\$11.8M)	(A\$8.5M)	(A\$4.4M)	(A\$5.3M)
NPAT	(A\$16.5M)	(A\$11.8M)	(A\$6.4M)	(A\$7.0M)
EPS (cents)	(9.7)	(4.4)	(1.6)	(1.5)

Q1 2017

Revenue

A\$7.6M

Gross Margin

40%



Limited

Business Performance

Operating Expenditure

For personal use only

	2013	2014	2015	2016
EMPLOYEE BENEFIT	A\$3.85M	A\$5.74M	A\$6.98M	A\$8.12M
OCCUPANCY EXPENSE	A\$0.22M	A\$0.28M	A\$0.36M	A\$0.51M
COMMUNICATIONS EXPENSE	A\$0.13M	A\$0.11M	A\$0.24M	A\$0.23M
PROFESSIONAL SERVICES	A\$1.93M	A\$1.61M	A\$1.16M	A\$1.08M
TRAVEL AND ACCOMMODATION	A\$0.72M	A\$0.84M	A\$0.98M	A\$0.89M



Limited

Operating Expenditure

FY 2016

OPERATING HIGHLIGHTS

JOHN WILSON
Founder, TZ

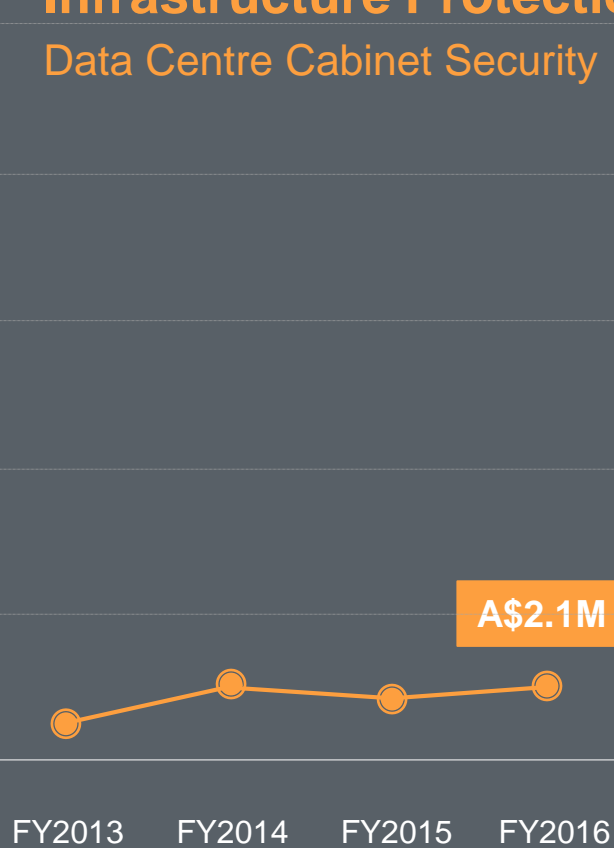


Limited

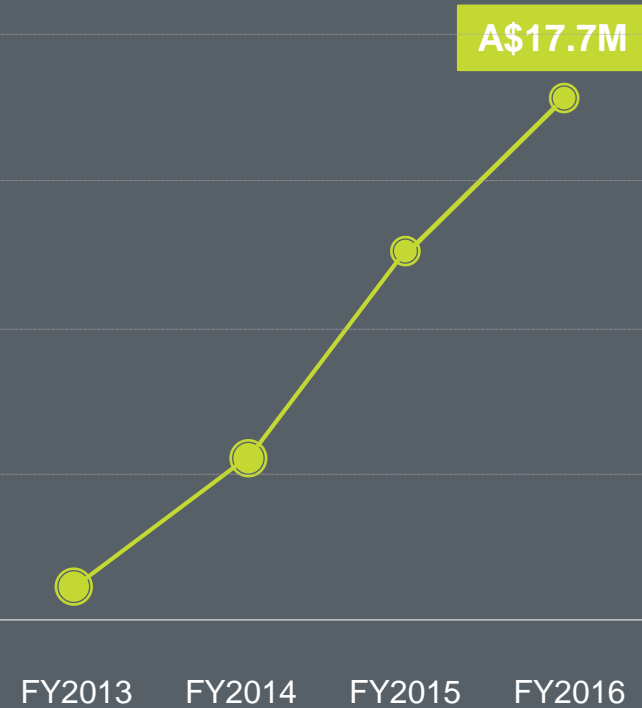
Business Unit Revenue

For personal use only

Infrastructure Protection Data Centre Cabinet Security



Packaged Asset Delivery Smart Locker Business

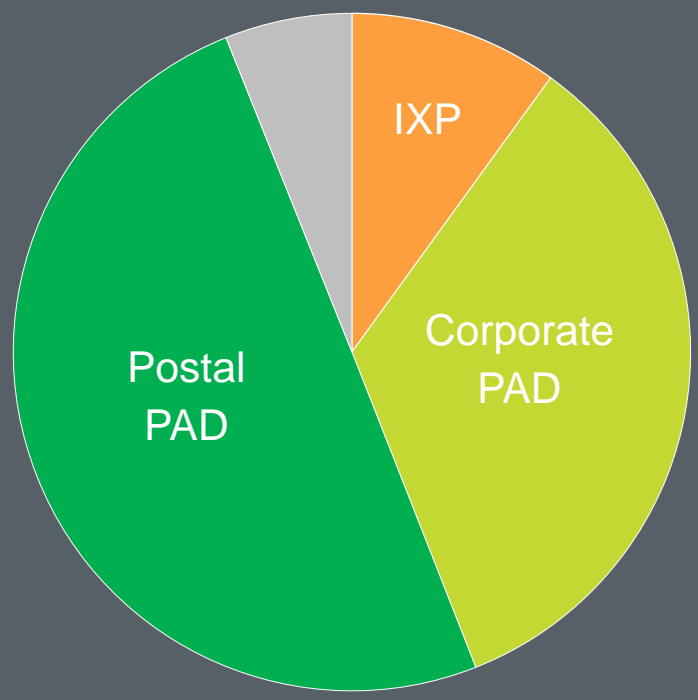


Limited

Growth by Business Unit

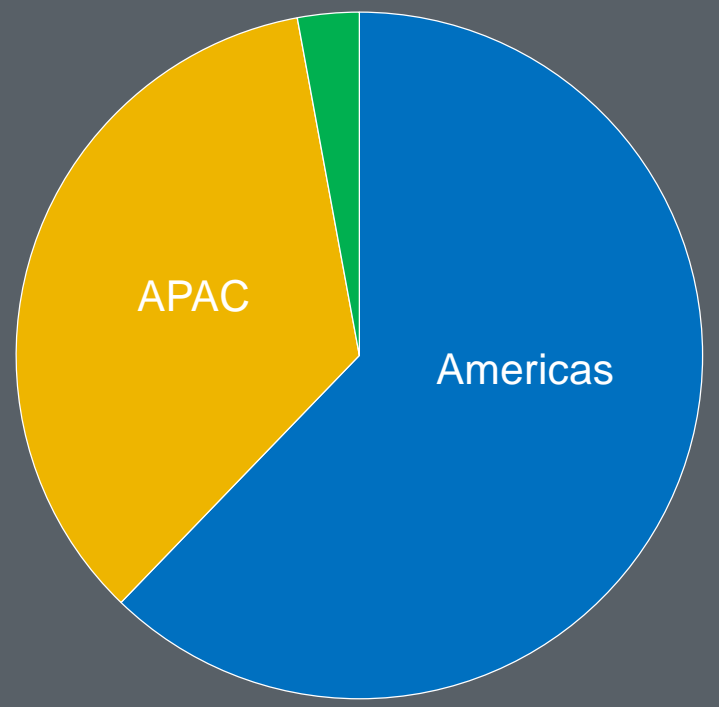
For personal use only

Design Services (Infinity)



Sales by Product

Europe



Sales by Region

Sales by Region / Product



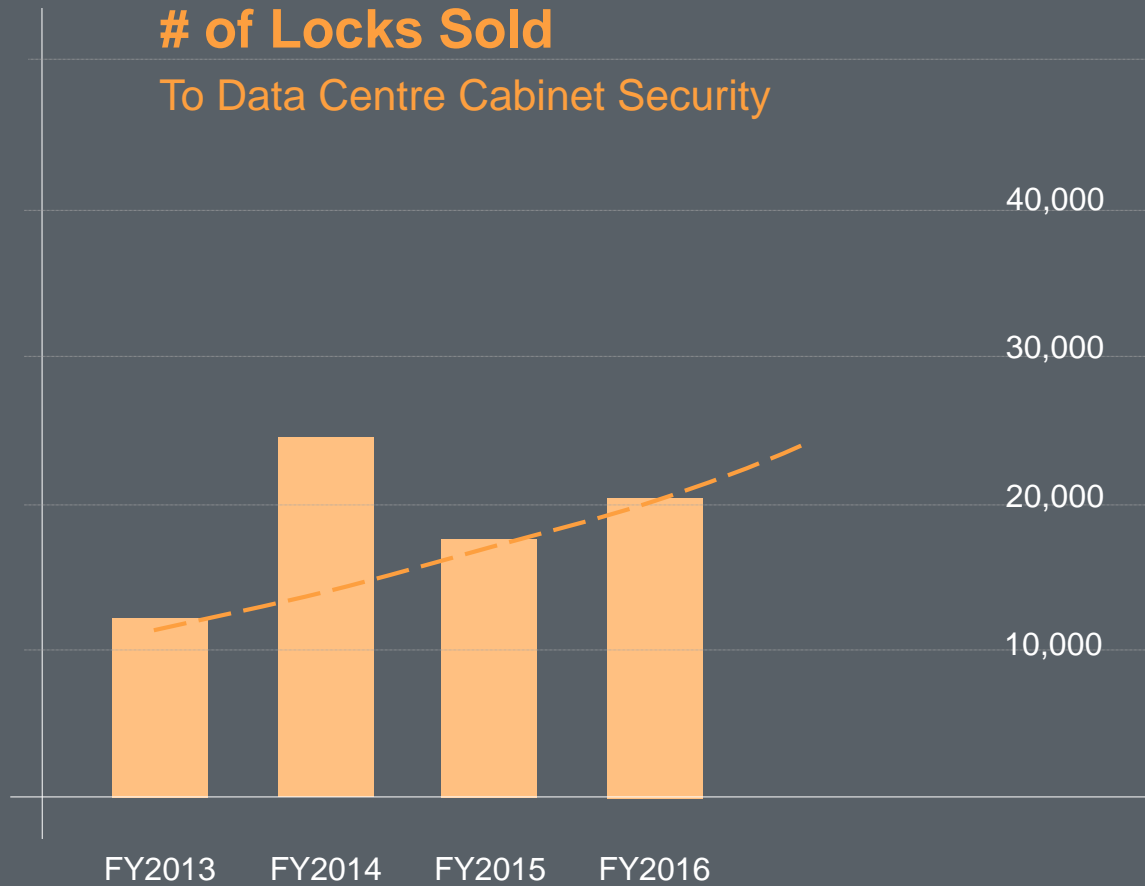
Limited

Indicative Units Sold

For personal use only

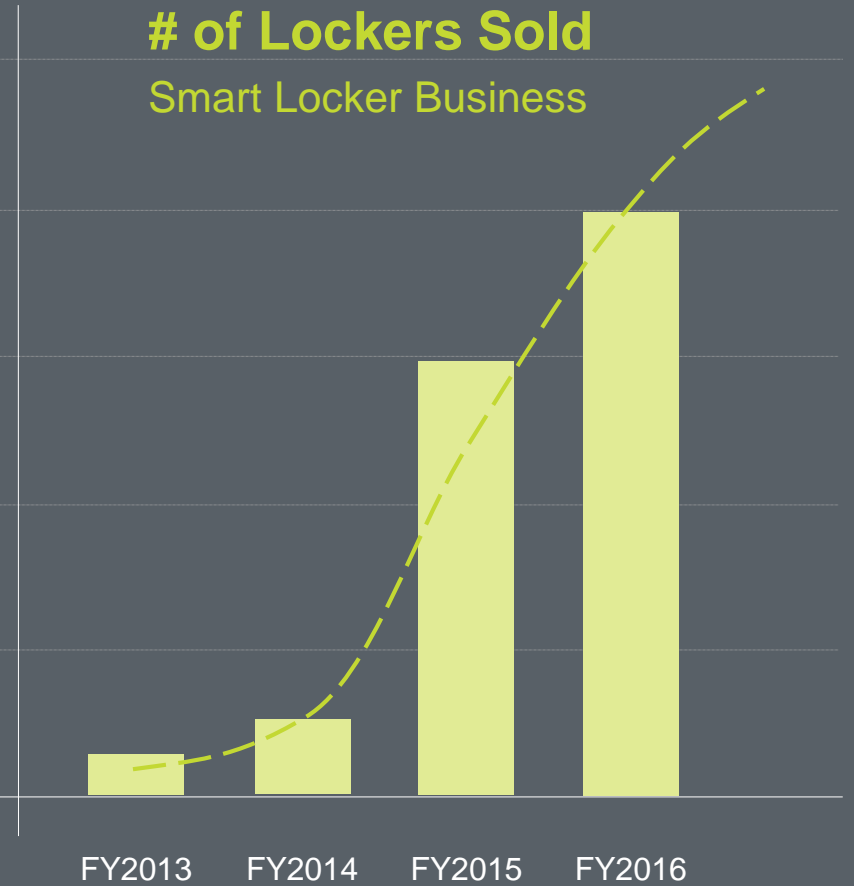
of Locks Sold

To Data Centre Cabinet Security



of Lockers Sold

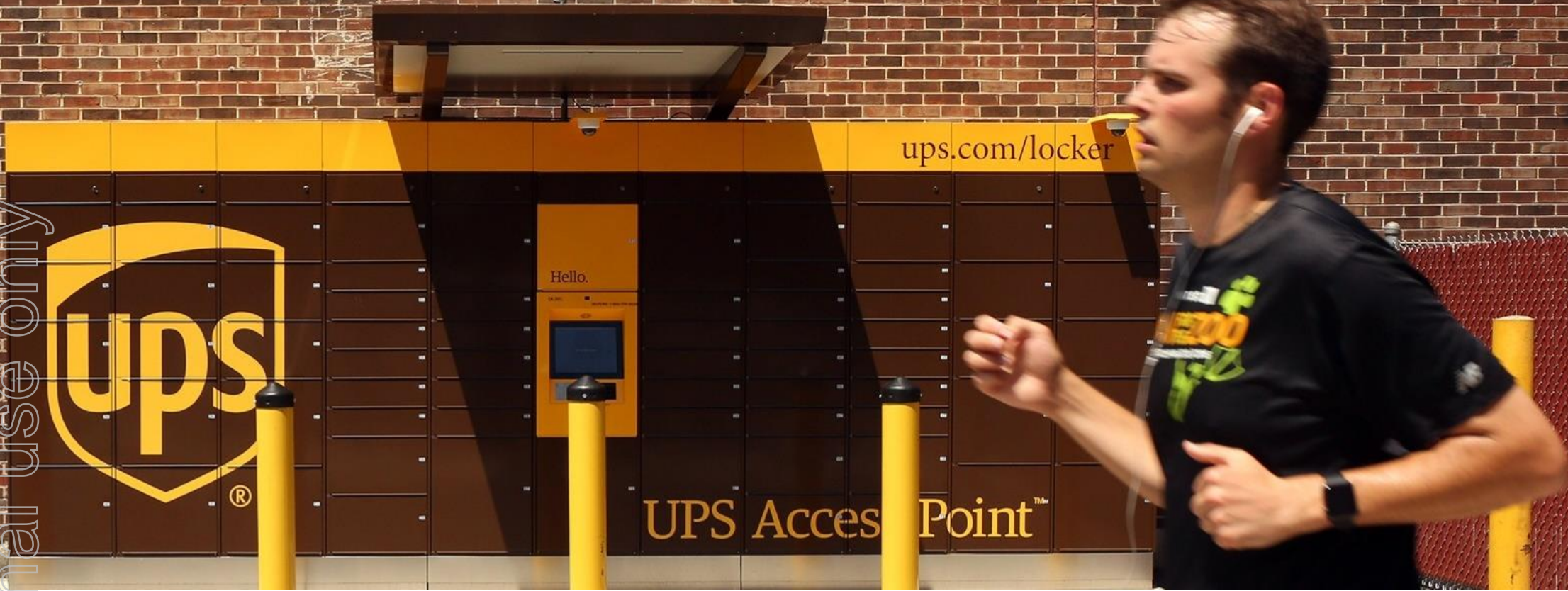
Smart Locker Business



Limited

Growth by Units Sold

For personal use only



US Logistics Company
300 Locker Banks
May 2016



Poste Italiane
12 Locker Banks
January 2016



Singapore Post
50 Locker Banks
September 2015



Pos Malaysia
50 Locker Banks
October 2016



CouriersPlease
45 Locker Banks
July 2016



Limited

FY 2016 Highlights

For personal use only



Brisbane | Sydney | Melbourne
> 12,000 Day Lockers



Sydney | Melbourne
> 5,000 Day Lockers



Brisbane
> 1,000 Day Lockers



Limited

FY 2016 Highlights



OPERATING CONDITIONS

Improve operational performance through manufacturing cost reduction, extended credit terms and improved payment conditions.



PARTNERING

Increase the speed of penetration through new channel distribution partnerships



NEW APPLICATIONS

Explore new applications for the technology and expand into new sectors



LICENSING

Accelerate the rate of adoption through licensing





IMPROVING OPERATING CONDITIONS

UNIT COST REDUCTION

- TZ Devices manufactured ex-Asia
- Assembly in Asia and US (Mexico)
- Component sourcing ex-Asia
- Asian based 3PL partner

CREDIT TERMS

- Credit terms with key Suppliers
- Extended payment terms
- Loan facility secured – if needed

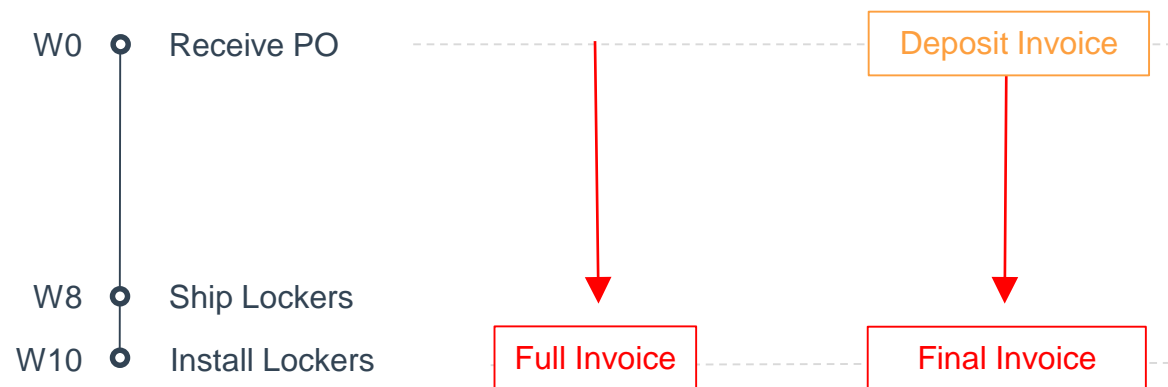
CUSTOMER PAYMENTS

- Upfront deposit with PO
- Transition to progress payments
- Move from 45 to 30 day accounts
- Improving collection process

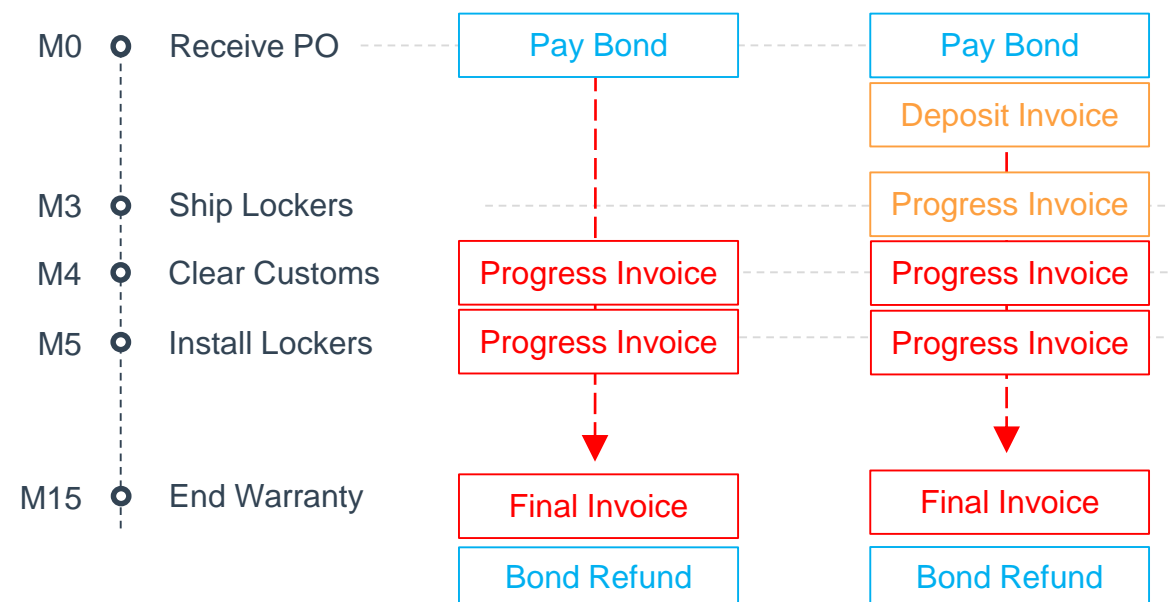




Corporate / Residential / Higher Education:



Postal:



Intelligent Lockers

RICOH
imagine. change.



Secure Places for Shared Spaces

In the New World of Work, many organizations are moving away from traditional assigned workspaces – choosing the flexibility and cost savings of shared desks and storage. Without an effective plan for package delivery and personal storage, however, people in shared spaces are left feeling frustrated with ineffective processes. What happens if packages get lost or are delivered late? Your people need a place to store items and receive packages securely. Ricoh Intelligent Parcel Lockers and Ricoh Intelligent Day Lockers can help, giving open environments optimized processes and increased accountability.

Verifiable Package Delivery

Legacy package delivery processes consider leaving a package on a doorstep or desk to be a successful delivery – but shared workspaces mean that the old methods aren't good enough anymore. With employees working more from home or on the road, in-person delivery becomes increasingly difficult. University and college campuses and apartment complexes experience the same challenge, with recipients constantly on-the-go. There's a better way. Instead of tracking down individuals, Ricoh staff place packages into an Intelligent Parcel Locker. The system automatically tracks delivery – so you don't have to.

Self-service Retrieval

No need to worry about being at a certain desk for delivery. Intelligent Parcel Lockers allow you to retrieve packages – on your own timetable. When a package is delivered, you'll receive a notification with a secure pin code. Type the pin code into the designated locker control panel to open the locker and retrieve your package. It's as simple as that.

Smart Apps, Smooth Process

How do you get on-the-go users to embrace new locker technology? Put smart applications at their fingertips. Give users the ability to interact with your Intelligent Parcel Lockers and Intelligent Day Lockers via apps – so they can track packages and reserve temporary storage with just a few touches. With real-time system data available, users don't have to physically go to the lockers to see if a package has arrived or if a rental is available. Smooth processes save everyone valuable time and can help optimize user adoption.

Temporary Storage for On-site Workers

You don't want to have to take your personal belongings to your meetings, and workers may not necessarily want to keep all of their possessions within arm's reach while they work. Intelligent Day Lockers can give you a

temporary, personal storage option for your on-site personnel. Lockers can be assigned for a single day or longer – depending on your policies and workers' needs.

End-to-End Solution by Ricoh

We want you to get the most benefit from your Intelligent Parcel Locker and Intelligent Day Locker investment. That's why Ricoh is with you every step of the way. We can help design a solution specifically for your space and organization's requirements, oversee installation and deliver ongoing service – even staffing. With Ricoh as your Intelligent Lockers partner, you can embrace the benefits of shared spaces while maximizing delivery and storage efficiency.

Why Intelligent Lockers?

- Solve the on-campus package delivery conundrum
- Apartments and open workplaces impact package delivery options
- Maintain Chain of Custody for confidential documents and valuable items
- Track processes with detailed reporting and accountability
- Support consumer's desire to self-serve

RICOH

imagine. change.

- Established distribution relationship with Ricoh to support accelerated deployment of TZ Smart Lockers in US
- Market launch in April 2016
- Over 3,000 managed services corporate accounts
- 300 sales people across the US
- Pipeline established of over 60 qualified opportunities

Ricoh America Corporation, 70 Valley Stream Parkway, Melville, PA 19355, 1-800-63-RICOH
©2016 Ricoh America Corporation. All rights reserved. Ricoh and the Ricoh logo are registered trademarks of Ricoh Company Ltd. All other trademarks are the property of their respective owners. Intelligent Lockers are enabled by third party technology. Ricoh makes no representation or warranty with respect to third party products and services. The only warranties for third party products and services are as set forth in the express warranty statements accompanying them. The content of this document, and the appearance, features and specifications of Ricoh products and services are subject to change from time to time without notice. Products are shown with optional features. While care has been taken to ensure the accuracy of this information, Ricoh makes no representation or warranties about the accuracy, completeness or adequacy of the information contained herein, and shall not be liable for any errors or omissions in these materials. Actual results will vary depending upon use of the products and services, and the conditions and factors affecting performance. The only warranties for Ricoh products and services are as set forth in the express warranty statements accompanying them.



Partnering

For personal use only

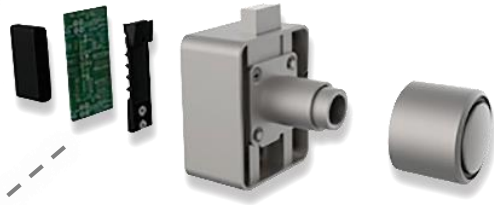
MEDICINE CABINETS



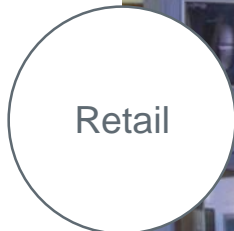
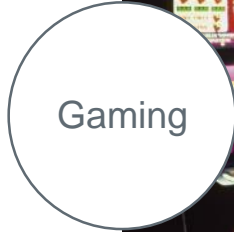
DOMESTIC FURNITURE



OFFICE STORAGE



New TZ Smart Devices



Limited

New Applications



OPERATING CONDITIONS

Improve operational performance through manufacturing cost reduction, extended credit terms and improved payment conditions.



PARTNERING

Increase the speed of penetration through new channel distribution partnerships



NEW APPLICATIONS

Explore new applications for the technology and expand into new sectors



LICENSING

Accelerate the rate of adoption through licensing relationships



TZ LABS

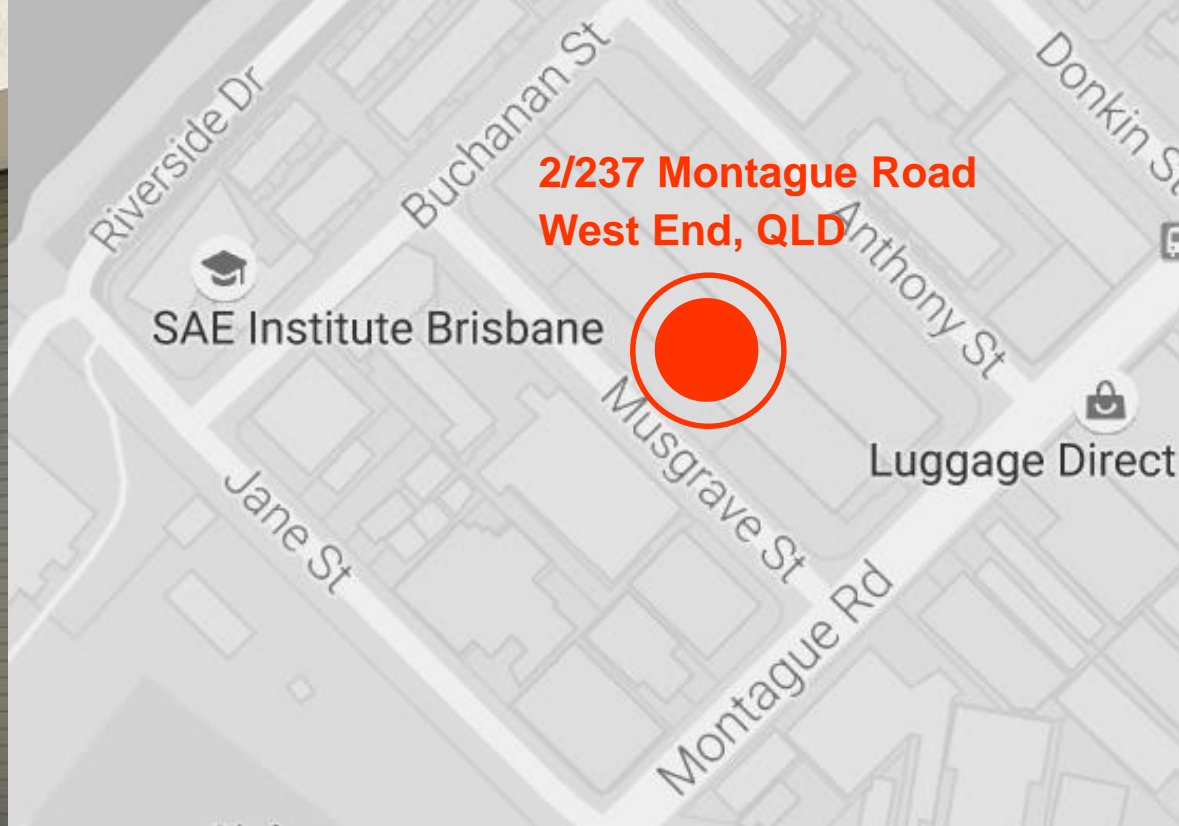
LEVERAGING TZ TECHNOLOGY

ADAM FORSYTH
General Manager, TZ Labs



Limited

For personal use only



LABS

The alignment of all developmental capabilities to:

- Leverage TZ Intellectual Property
- Increase the tempo of product evolutions
- Optimise for lean production
- Drive modularity and scalability across the portfolio
- Agile development of customer centric solutions



Limited

Building Our Technology Capability



TECHNOLOGY DEVELOPMENT

Development of new SMART Devices and Systems that leverage, grow and support commercialisation of TZ IP

- 82 patents granted
- 23 patents pending based on 18 core concepts
- 21 patents pending based on 7 new concepts
- 11 registered trade marks
- 3 new technology demonstrators



PRODUCT DEVELOPMENT

Design and Engineering of Products, Devices and Integrated Systems based on TZ SMART Devices

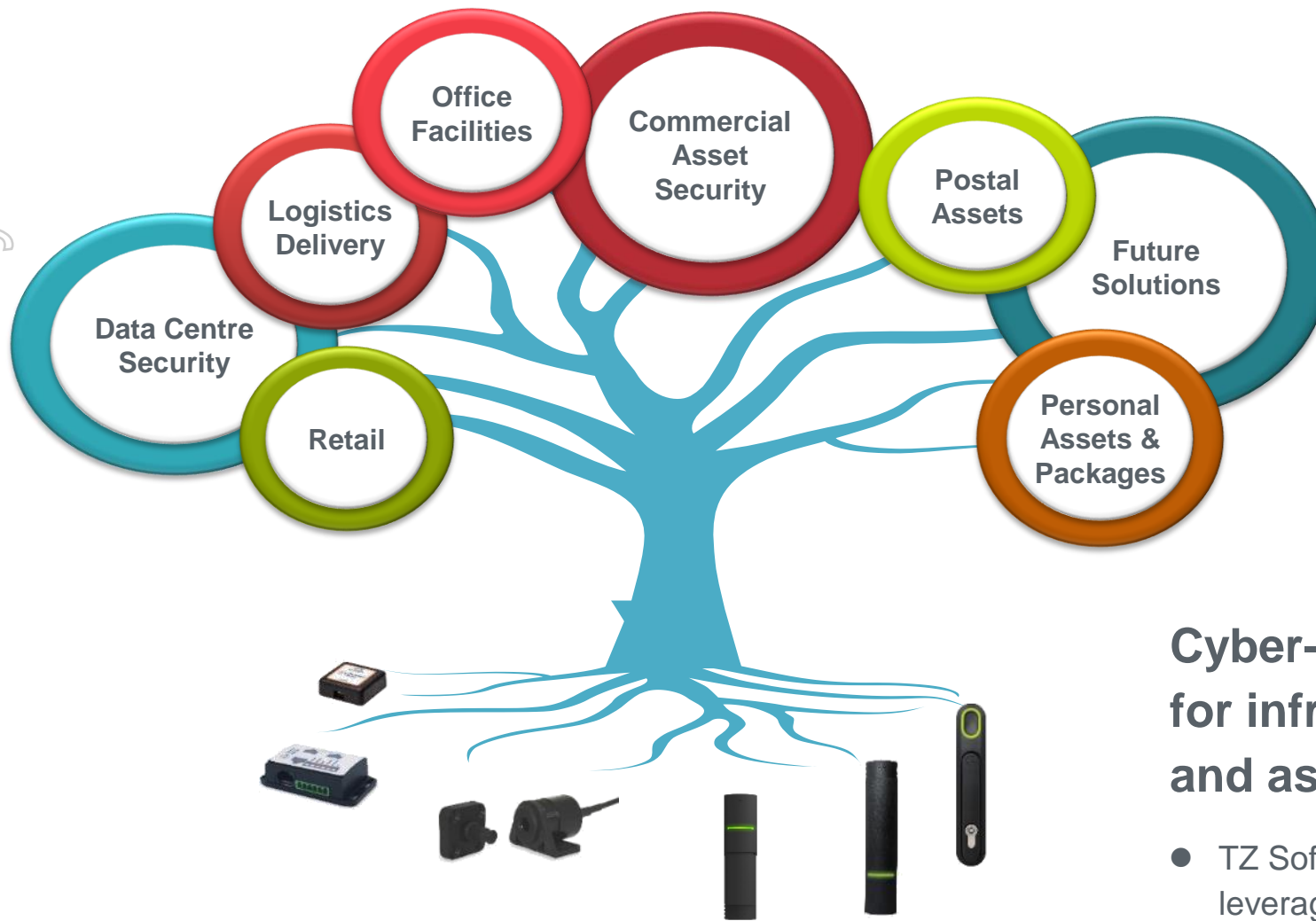
- Locker Design and Engineering
- Radial Design Improvements
- Manufacturing Optimisation
- Engineering Change Management
- TZ Electronic SwingHandle



FEE-FOR-SERVICE INDUSTRIAL DESIGN

Provision of Design Services to key and retained customers

- GNSS survey technology
- Parking management
- Drone enhancements
- Fire protection systems



Cyber-Physical Solutions for infrastructure, logistics and asset management

- TZ Software delivers customer value by leveraging data from TZ SMARt Devices
- TZ SMARt Devices are the enablers of differentiated customer solutions



Limited

TZ SMARt Solutions



Our next generation devices are built for the Industrial Internet of Things ...

- Security is part of the device fabric
- Advanced wireless mesh, Wi-Fi and wired communications
- Inbuilt ambient condition and usage sensors

TZ SMART Devices are unique ...

They gather data.

They communicate it.

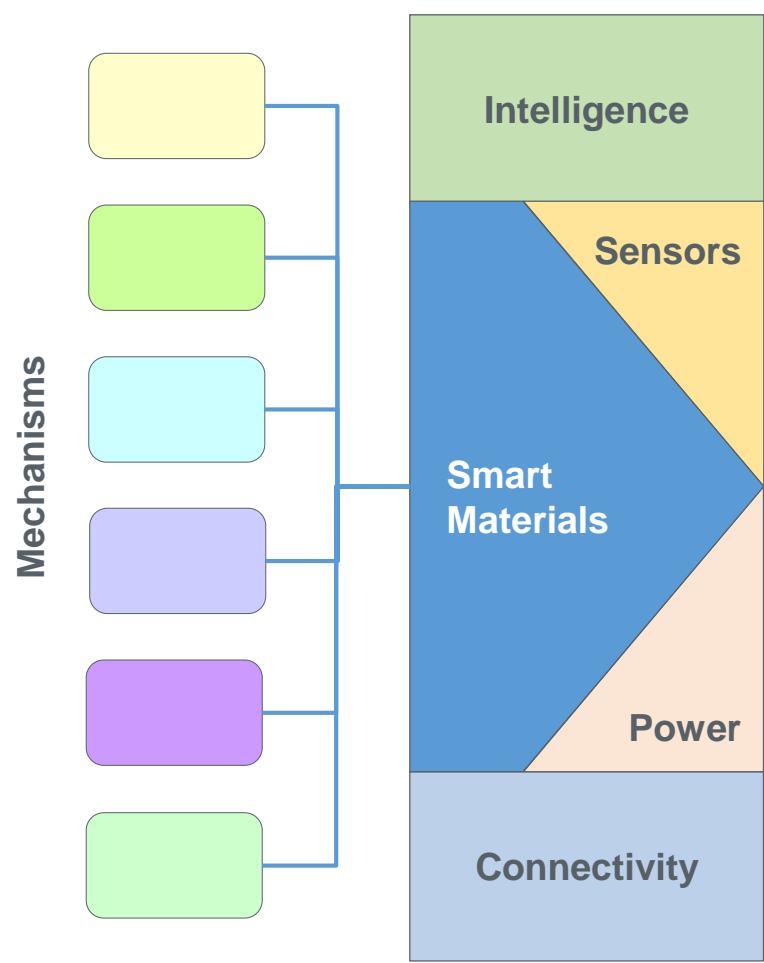
They take action.



Limited

TZ SMART Devices

- Low Power Consumption
- No EMF
- High Reliability
- Long Life



- Programmable and Networkable
- Self Diagnosing
- Adaptive

- Ambient Conditions
- Device Health and Usage
- User Identification

- Ultra Low Power Designs
- Optional Power Sources: Wired, Battery, Harvested...

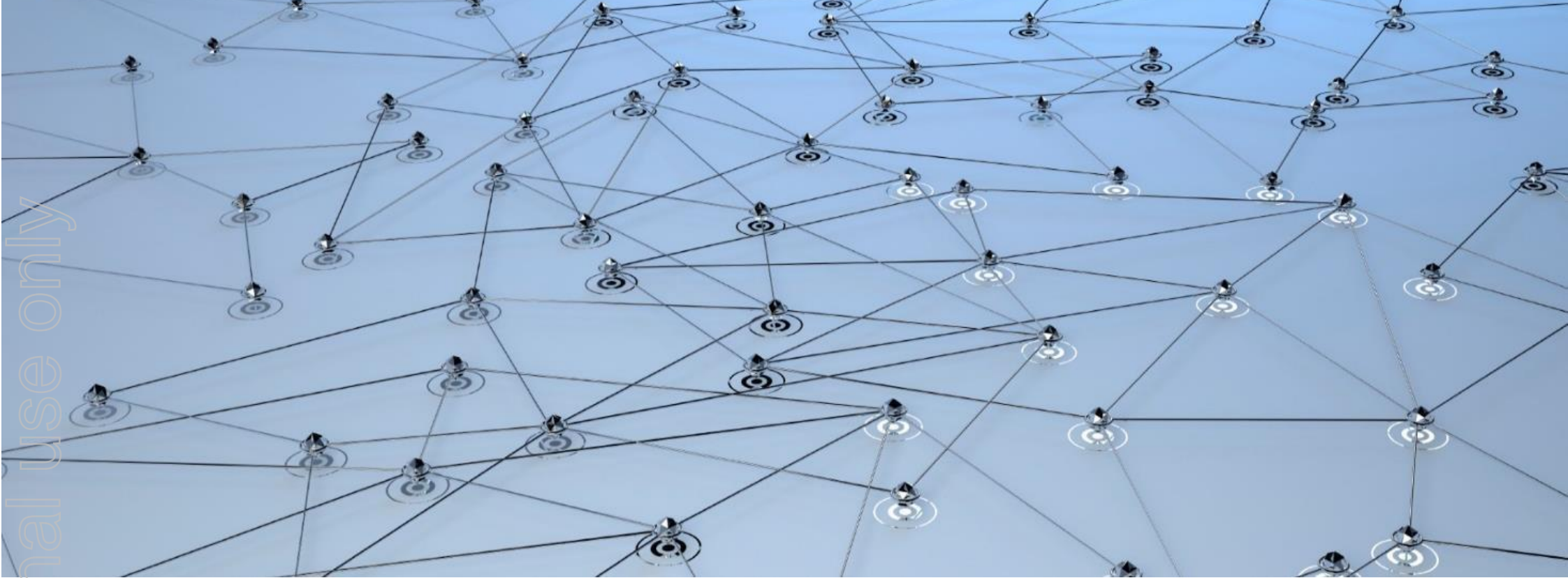
- Open and Proprietary Protocols
- Wired and Wireless Capability
- Smart Node on a Network

Modular ● Scalable ● Adaptive



Limited

TZ SMARt Devices



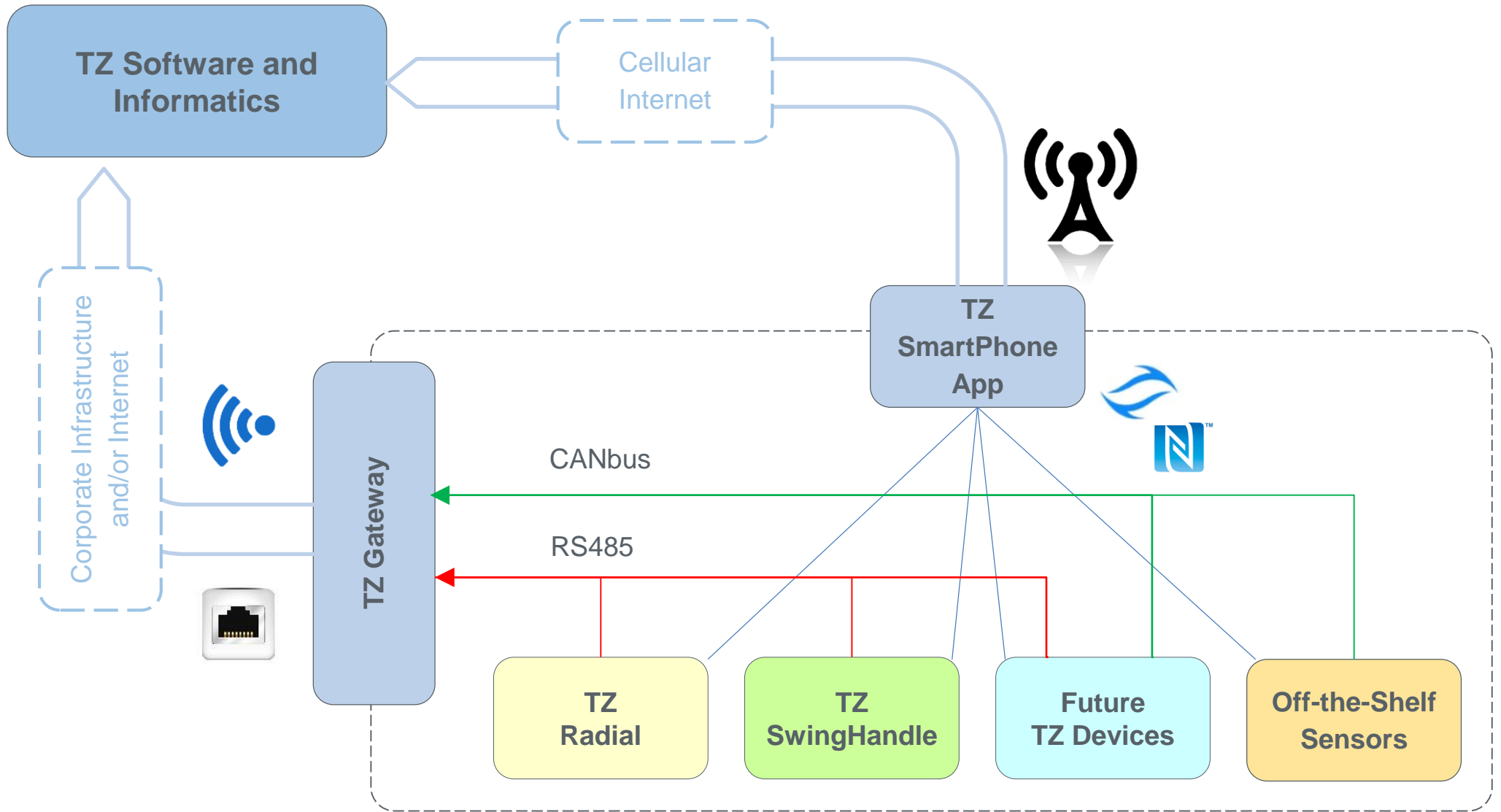
Next Gen TZ Devices will not only support wired networks but will be smarter in how they communicate wirelessly:

- All TZ SMARt Devices will cooperate in the distribution of data in the network
- It will be a self healing mesh topology based on industry standards
- Mobile devices will be considered as nodes on the network
- It will extend the network range without the need for multiple communication hubs
- It will save power and increase bandwidth



Limited

TZ SMARtNET



MEDICINE CABINETS



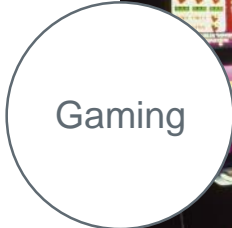
DOMESTIC FURNITURE



OFFICE STORAGE



New TZ Smart Devices



Limited

New Applications



A New Retail Security, Control and Management Solution ...

KEY DRIVERS:

- To reduce administration overheads by eliminating keys and conventional locks and automating record keeping
- To improve workflow by knowing which and what items are being accessed, by whom and at what time
- To simplify staff records through digital time sheets using cyber identities
- To provide system security by alerting to unsecured cabinets
- To improve data driven decision making by capturing transactional data and events



Limited

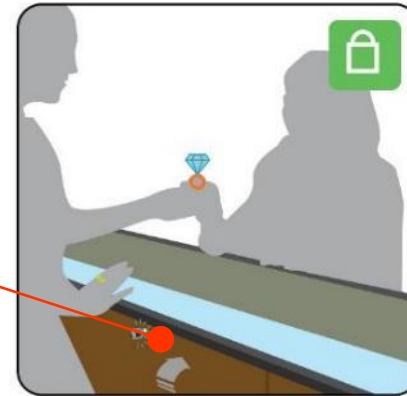
Targeting Retail



Staff are issued an identity ring



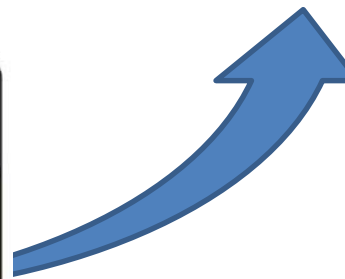
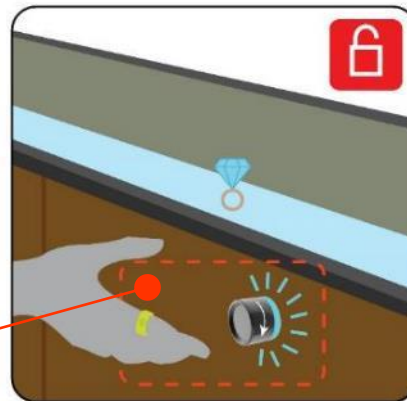
Staff close the cabinet and serve the customer



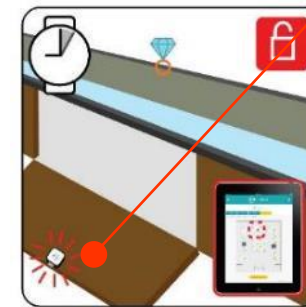
Cabinet secured by TZ SMART CabLock

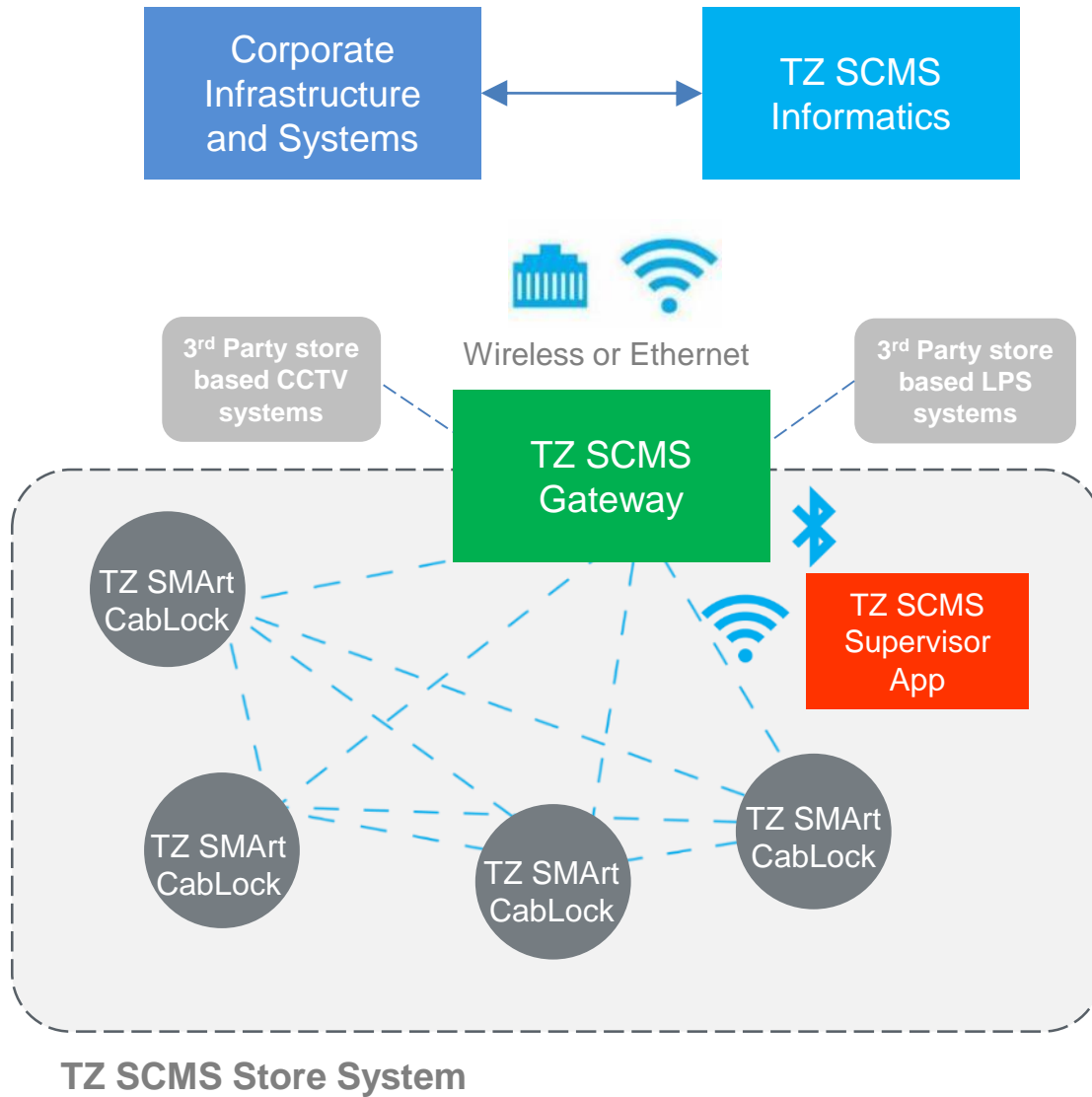


TZ SMART CabLock recognizes authorized identity ring and allows staff to open the cabinet



TZ SMART CabLock warns staff and their supervisor if cabinets are left open too long





TZ SMARt Cabinet Lock

- Patented SMARt Object technology
- Uses NFC cyber identification

TZ SCMS Gateway

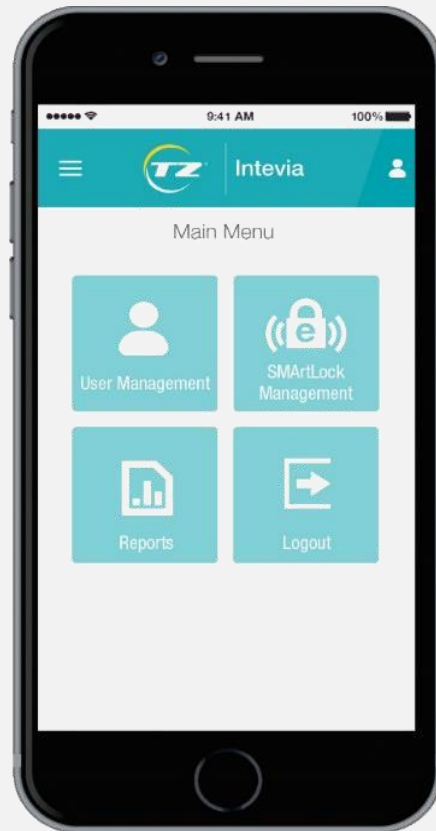
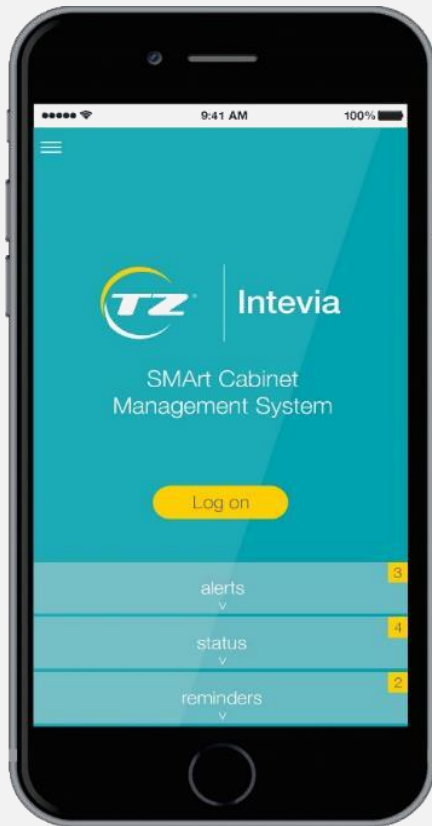
- Secure management and interchange of data on a store by store basis

TZ SCMS Supervisor App

- Tablet based store supervisor tools

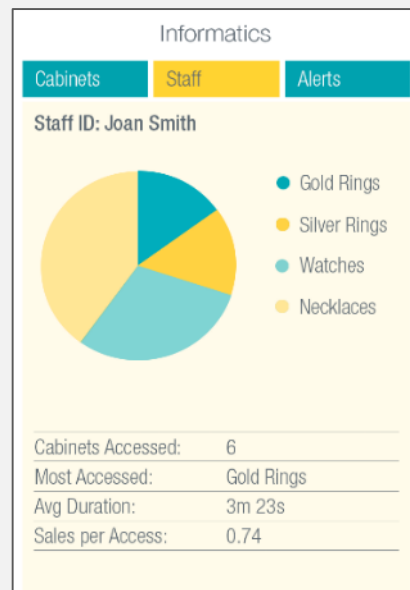
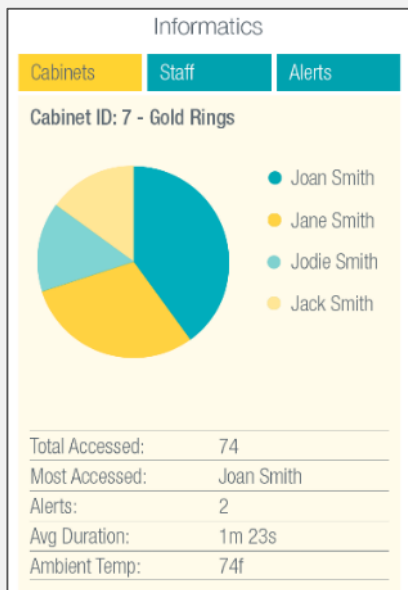
TZ SCMS Informatics

- Secure cloud based central management, database and analytics suite



Store Based Supervisor App ...

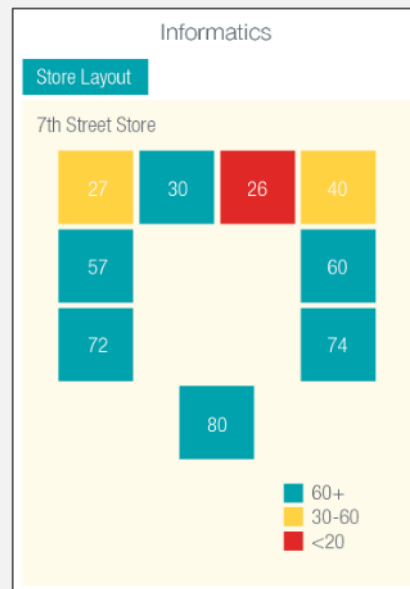
- Supports iOS and Android Devices
- TZ SMART CabLock Management
- Authorized User Management
- Alarms and Events
- Store-based Reports
- Exception-based Reports and Alerts
- Timesheets and Log Review



Informatics

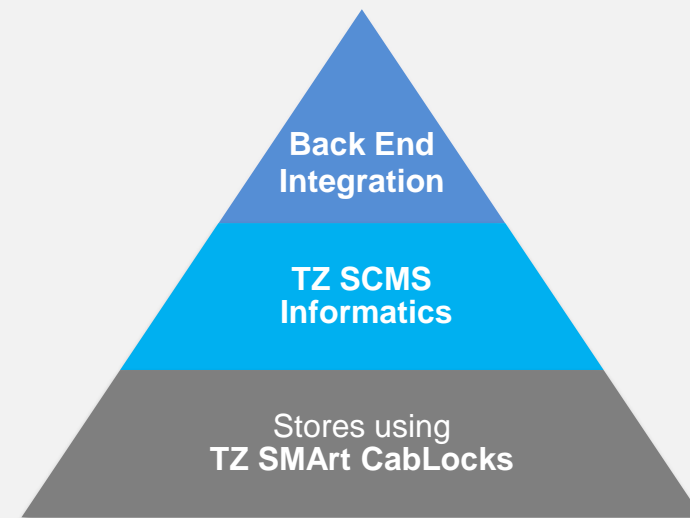
Cabinets Staff Alerts

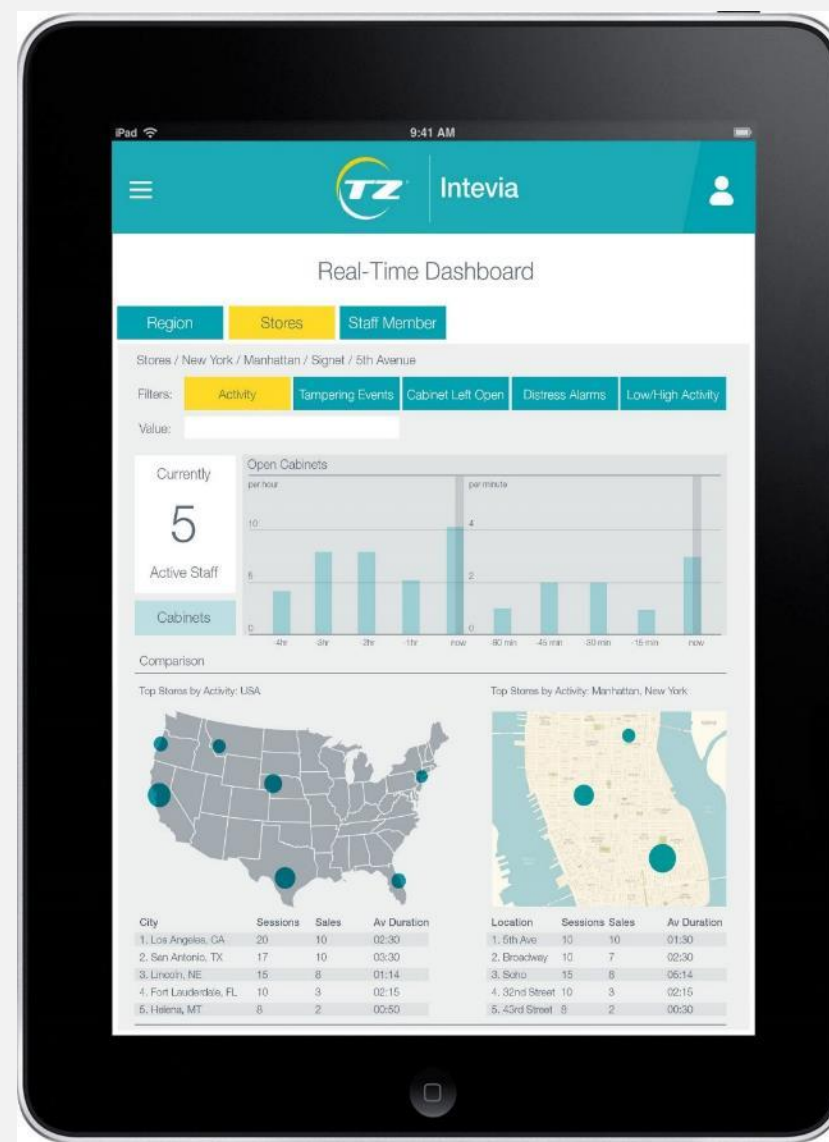
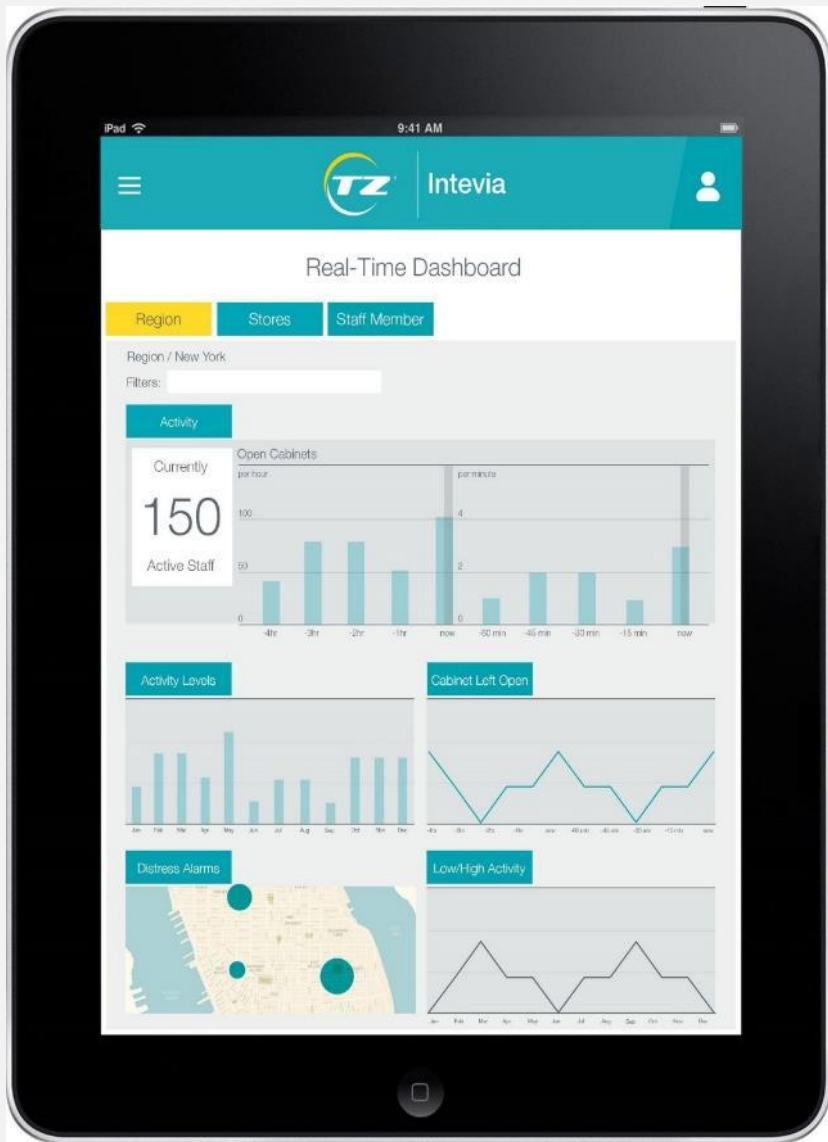
Date	Severity	Cabinet	Reason
16.10.22	1	Gold Rings	Cabinet open exceeded threshold
16.10.22	3	Watches	Ambient Temp exceeded threshold
16.10.22	1	Gold Rings	Cabinet open exceeded threshold



Secure cloud based central management and analytics suite ...

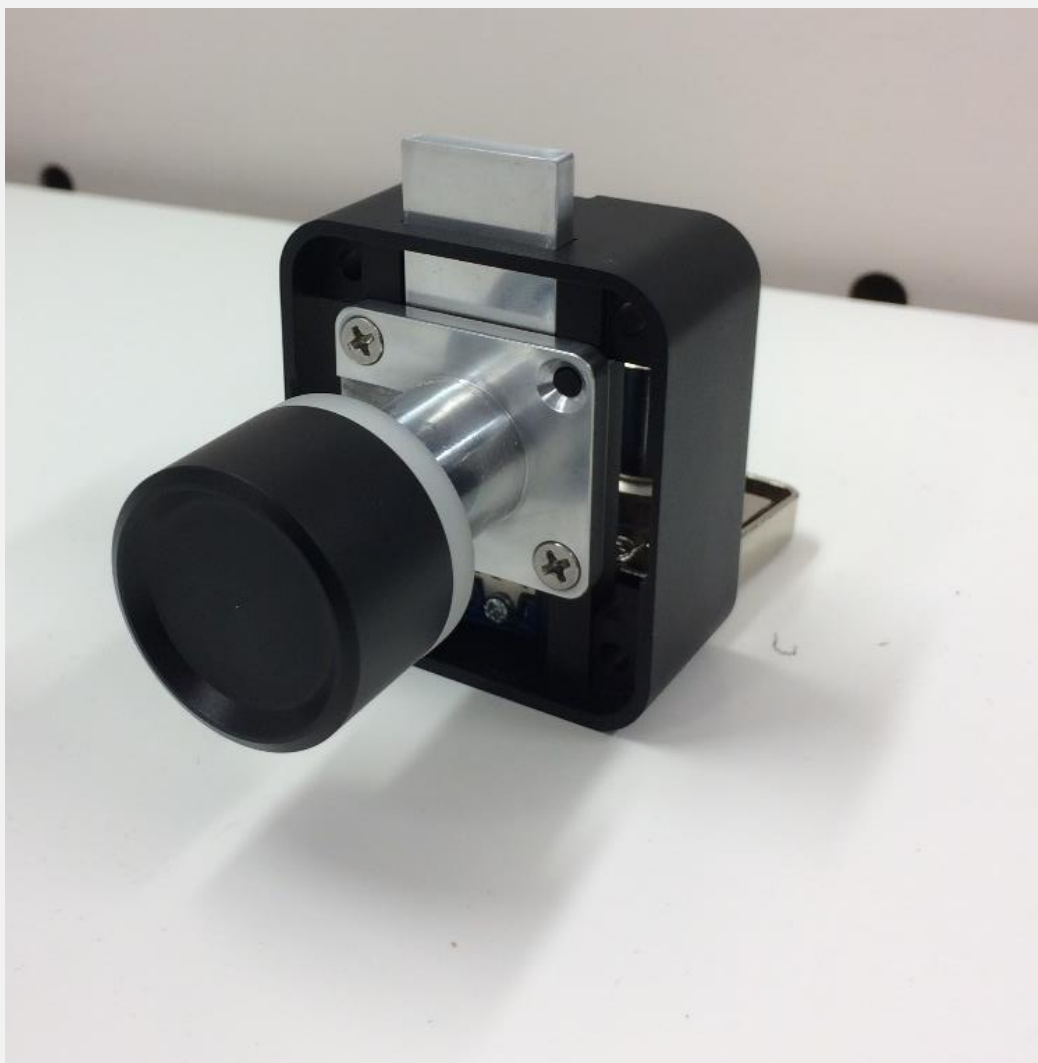
- Data management, storage and analytics
- SMARt device management and reporting
- Exception based reporting
- Interfaces to corporate HR and ERP systems as 'sources of truth'
- Integrates with leading BI suites leveraging advanced machine learning





Limited

Big Data Analytics



Limited

TZ SMART CabLock Demo

FY 2017 BUSINESS OUTLOOK

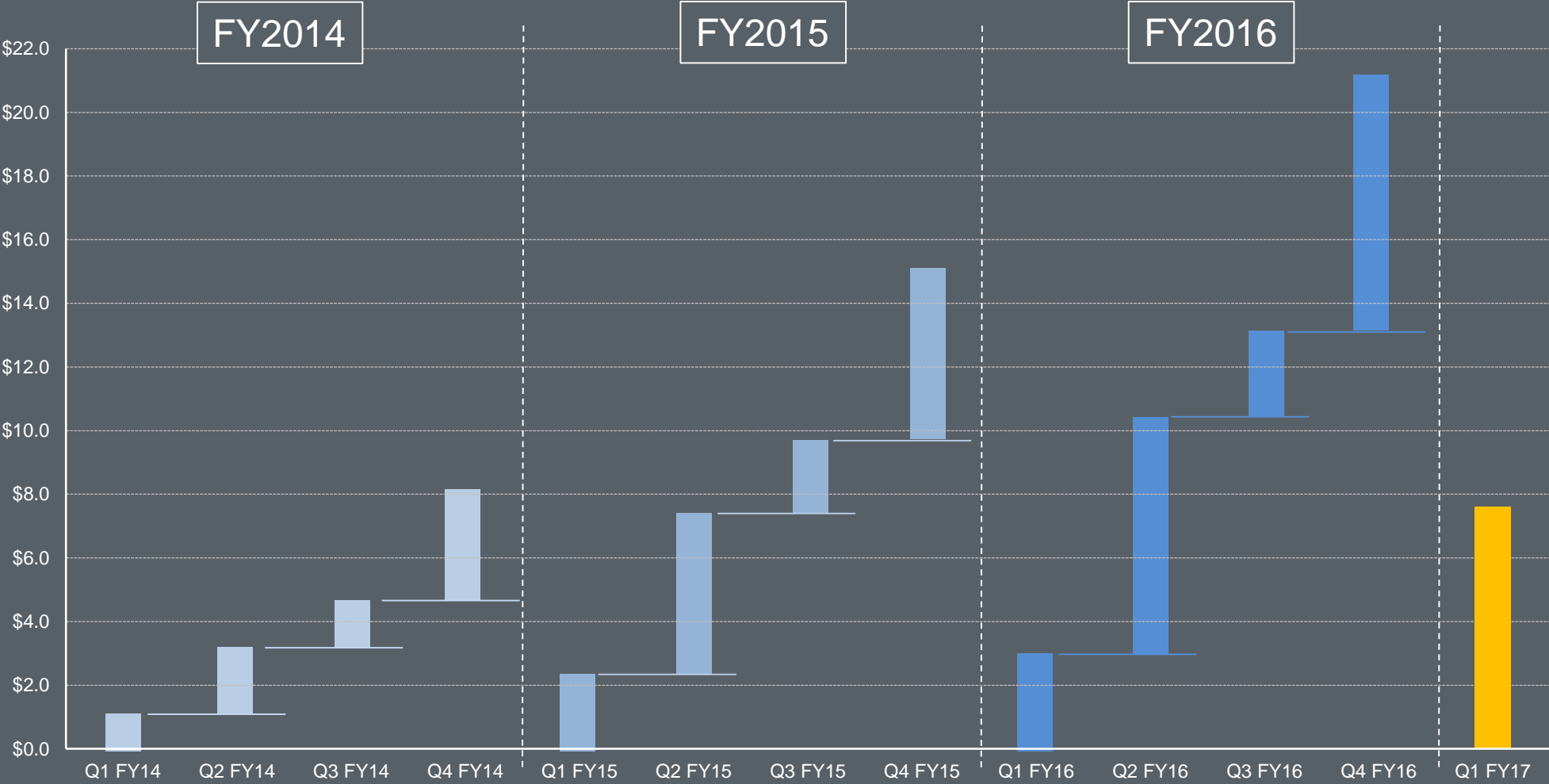
KENNETH TING
Executive Director, TZ Limited



Limited

Growth Continues in FY2017

For personal use only



Corporate Mail

On-going expansion within established customer base.

Ricoh partnership also building awareness of TZ corporate offering to their extensive base of managed mail service customers.

Genentech



Microsoft

Corporate Day Locker

On-going expansion within established customer base.

New contracts secured:



Postal and Logistics

On-going locker deployment program into 2017...



← USA



Malaysia →



← Australia

Residential

Strategic supply relationships established with major US property developers on the West and East Coast.



For personal use only



RICOH
imagine. change.

New World of Work Launch Markets 2017



Limited

PAD Business in Europe

SMArt Mailbox

New Application

- Large Addressable Market
- Supported by Market Trends
- Early Adopter identified
- Finalising System Design
- Will be Credible Reference



Launch New Application