



## **TZ Limited**

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### **ASX Announcement**

#### **TZ transaction with NSW Government and a General Business Update**

##### **NSW Government transaction**

TZ Limited (the 'Company') (ASX: TZL), leaders in access control software and device technology, today announce the signing of a new contract with a NSW Government department to upgrade their existing lockers to the TZ smart locker system.

The NSW Government department wanted to supply their numerous employees with an agile personal storage solution.

TZ will retrofit around 3,000 existing day lockers with their patented smart locking devices, controlled by TZ's centralised enterprise locker management cloud platform. TZ's software technology allows for dynamic locker management to optimize locker administration of utilisation.

The government department had a number of specific, bespoke requirements that TZ were able to address thanks to our software focused solution", says Mario Vecchio, CEO of TZ.

The upfront hardware value was \$1.34m and in addition there is a five-year Service as a Software (SaaS) contract between TZ and the NSW Government. This contract is indicative of how businesses are changing their existing office facilities and to better support a changing workplace.

It is encouraging to see the market is rapidly responding to post COVID hybrid and agile workplace requirements. This is creating new opportunities for our Cloud based solutions which are designed to support the new workplace. This latest deal with the NSW Government is proof of that." says Mario Vecchio, CEO of TZ.

##### **Couriers Please Update**

TZ Limited (ASX: **TZL**) is pleased to give an update on the acquisition of the parcel lockers from Couriers Please Pty Ltd (Australia) ("**CP**"). TZ Limited announced on the 6<sup>th</sup> of April 2021 that it was acquiring the 'POP Station' Parcel Locker network of CP with a view to grow TZ's everyday revenue.

TZ has decided to defer the short to medium term strategy of establishing a standalone click and collect network and focus on the demand from existing customers on long term leasing agreements which provide a greater certainty on recurring revenue streams. TZ will be better off to deploying capex and human resources in other areas as detailed in recent company presentations.

TZ has secured five of Couriers Please Australian "POP Station" Parcel Lockers to be refurbished for existing clients and is in the process of negotiating to acquire a further 20 to 25 locker banks over the coming months.

**Think SMART. Think TZ.**

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## **New Management Positions (UK and USA)**

Joining TZ this month (April) on the 15<sup>th</sup> & 25<sup>th</sup> respectively is Marco De Vries (in the newly created position of: EMEA Regional Sales Director) and William e. Dano as VP Sales Americas. Marco as sales strategics will lead growth in the EMEA region. While William with his extensive experience will continue to develop the established Americas market with a focus on software services. These new senior management roles will significantly add to TZ's capabilities in each region.

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)

### **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 are used to 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. TZ has always provided connected devices and the software that controls them. Now as we move into the era of open platform software and smart connectivity, TZ solutions will deliver intelligent access for every device, to enable a new level of future control.

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