



# Locate Technologies ASX Presentation

30 July 2025 | Q4 FY25 Results (ASX:LOC)



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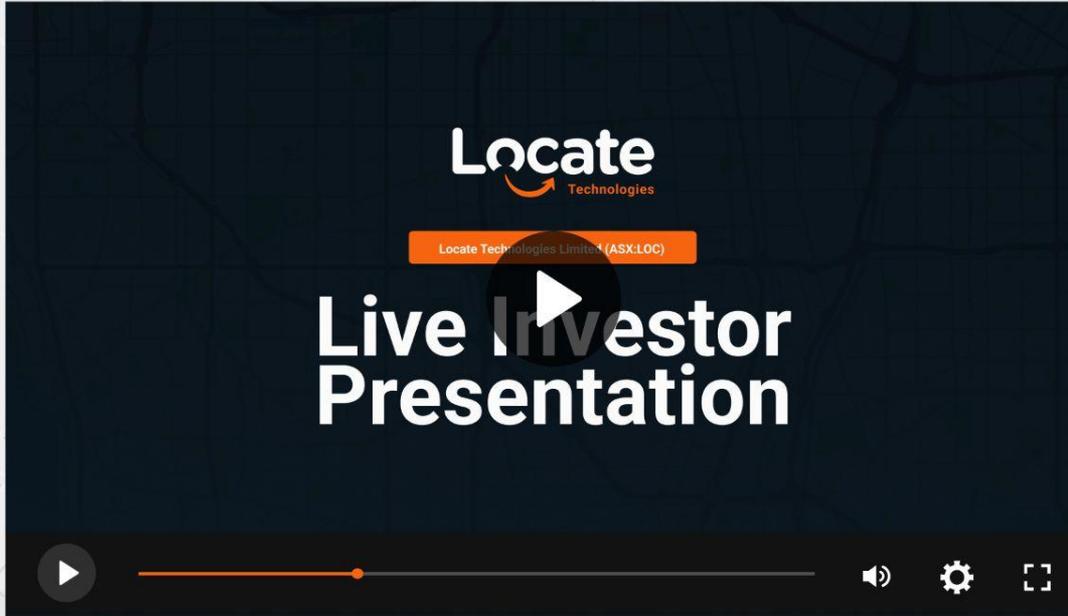
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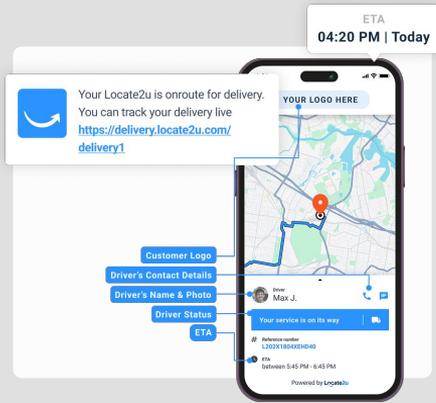
**Steve Orenstein**  
Founder and CEO



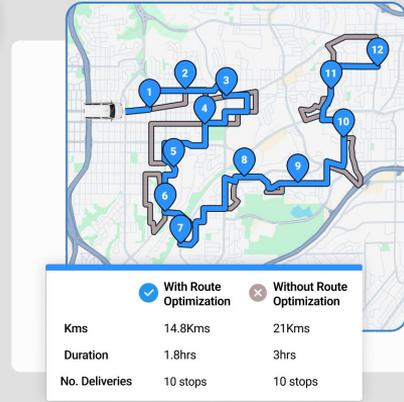
**Michael Gayst**  
CFO

OUR PURPOSE:

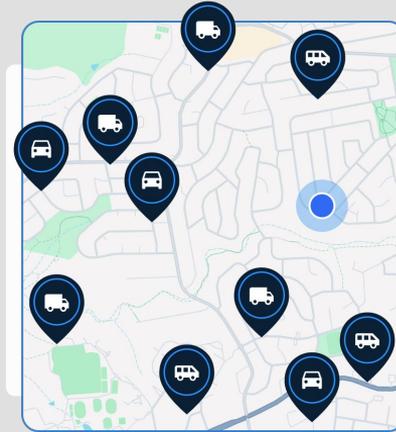
# Streamline your customers delivery experience



Transparency



Efficiency



Scaleable



Sustainable

Trusted by companies who deliver excellence



# Recent Highlights<sup>(1)</sup>

## Group Revenue

**\$6.0m**

Group Revenue for FY25 - 5% growth versus the pcp

## Locate2u Revenue

**\$722k**

Record quarterly revenue in Q4 FY25 for Locate2u - 24% growth over the pcp

## Capital Raised

**\$2.5m**

Capital raised in the quarter - Placement to wholesale investors and use of ATM facility

## Bitcoin

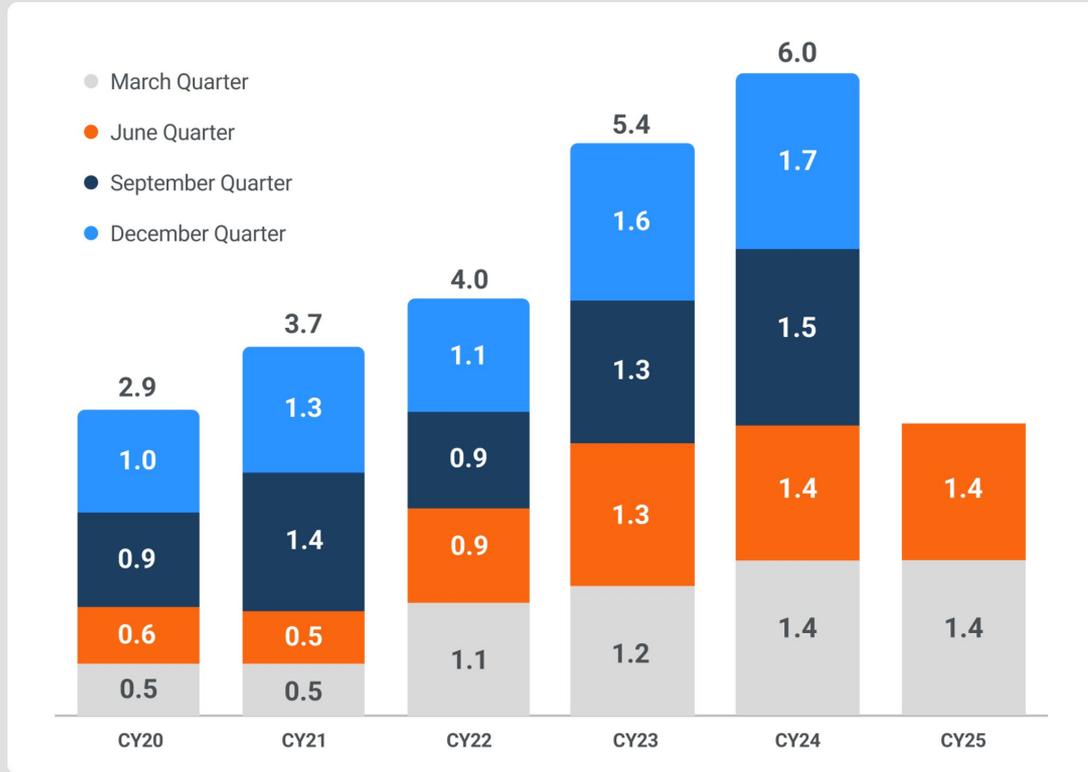
**BTC acquisition**

12.3 BTC acquired - current value \$2.2m<sup>(2)</sup>

1. All information for Q4 FY25 and for FY25 is unaudited

2. As at 29 July 2025

# Group Revenue (A\$m)

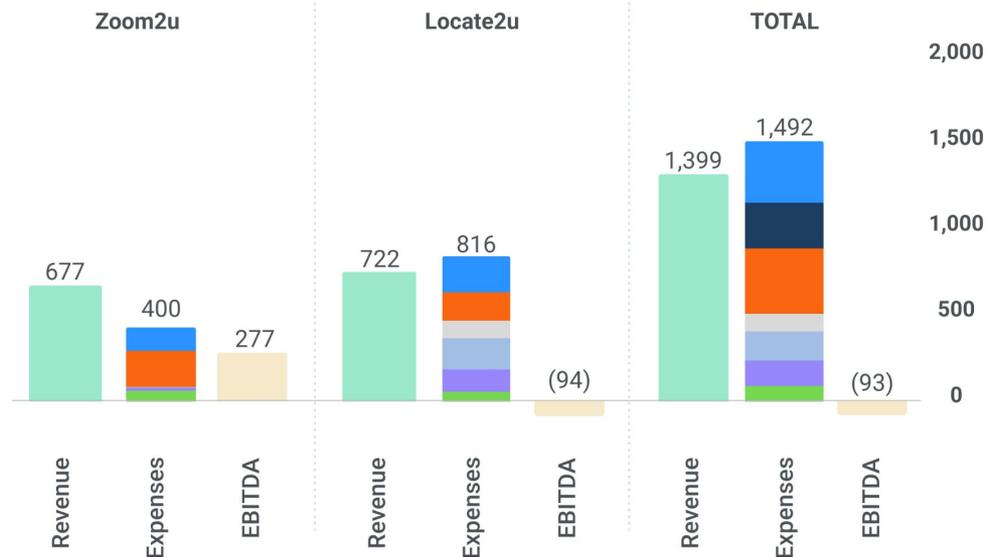


Group revenue of \$1.4 million for Q4 FY25, being flat with the pcq.

Locate2u revenue of \$0.72 million, being 24% higher than the pcq.

Zoom2u Revenue (including 2u Enterprises) of \$0.68 million, being 18% lower than the pcq.

# Q4 FY25 P&L by Business



**Note:** Amounts above are in \$000 and are unaudited. Corporate costs exclude ESOP expenses. Zoom2u includes 2u Enterprises. The allocation of costs above are not consistent with the allocations made in the segment note in the Company's financial statements.

● Revenue  
● General  
● Operations  
● Sales  
● Development  
● Marketing  
● Direct Costs  
● Corporate Expense  
● EBITDA

## EBITDA improvement

FY25 Group EBITDA of -\$205k, \$628k improvement on FY24.

Q4 FY25 Group EBITDA of -\$159k

The Zoom2u business remains profitable achieving an EBITDA of \$277k

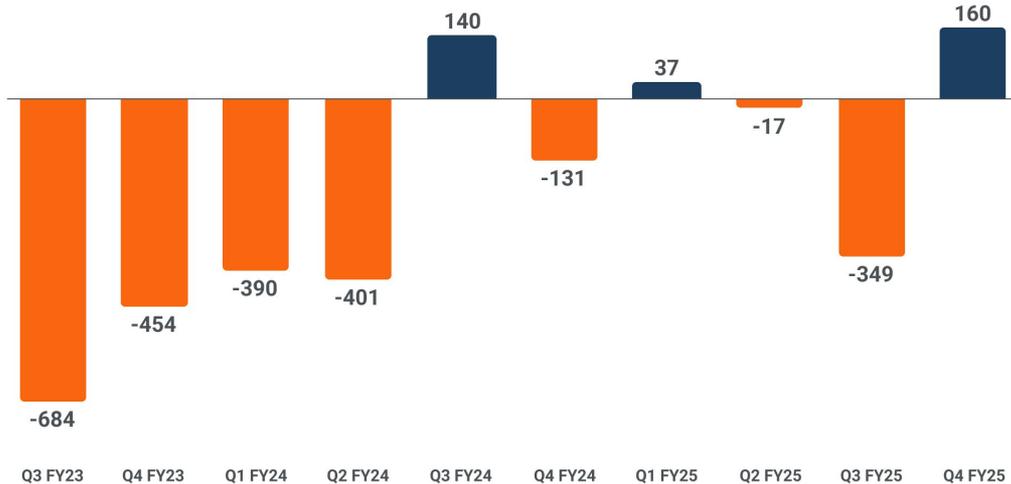
The EBITDA loss for Locate2u for the quarter was \$94k

Underlying Group EBITDA for Q4 FY25, excluding ESOP expenses, was a loss of \$93k.

Excluding one off costs for staff terminations (\$53k) and accrual for annual bonuses (\$30k) EBITDA for the quarter would have been close to breakeven.

# Positive cash from operating activities in Q4 FY25

Quarterly Net Cash Flows from / (used) in Operating Activities (\$000)

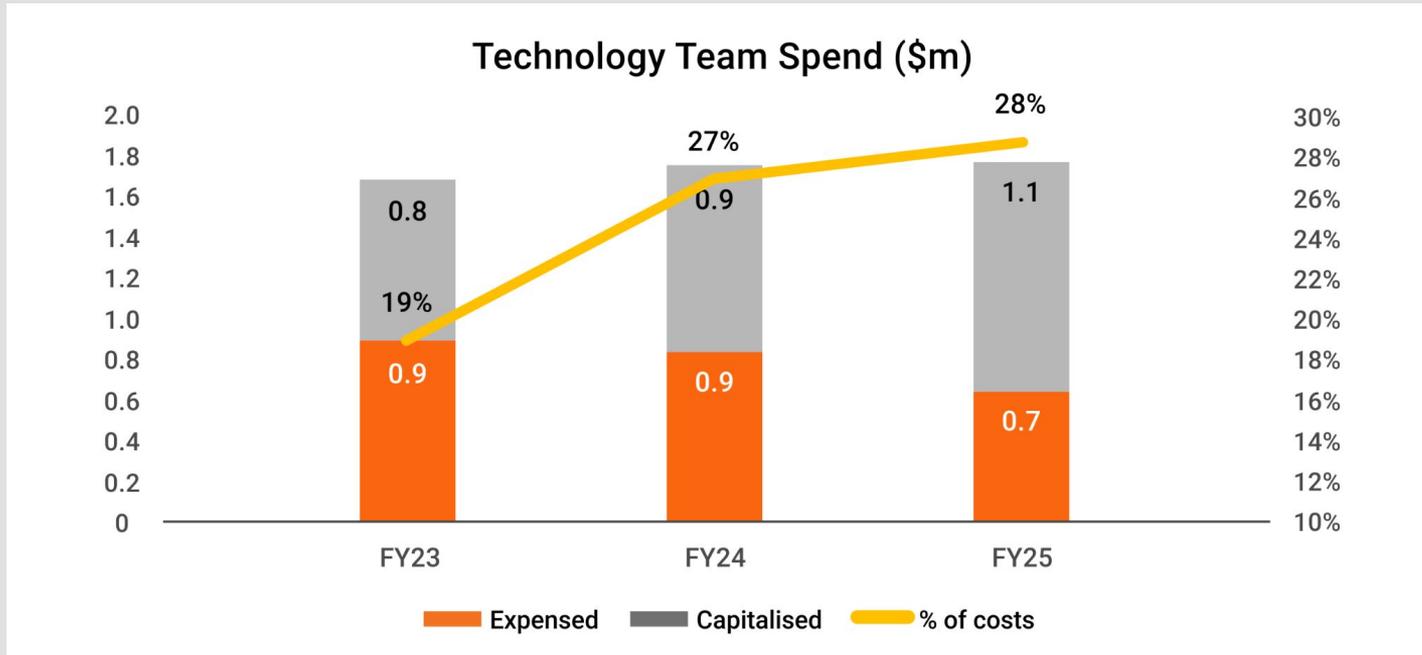


Average monthly cash used in Operating Activities (\$k)



# Research & Development Team Spend

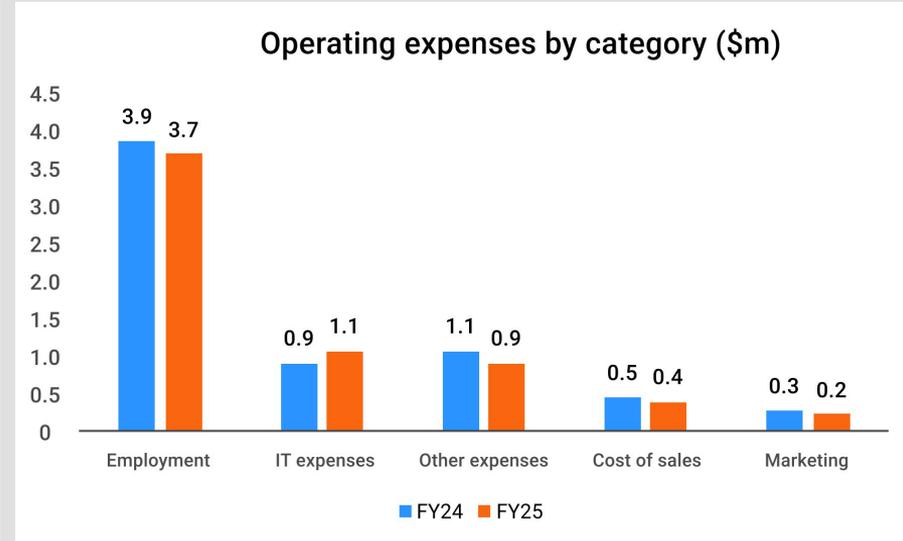
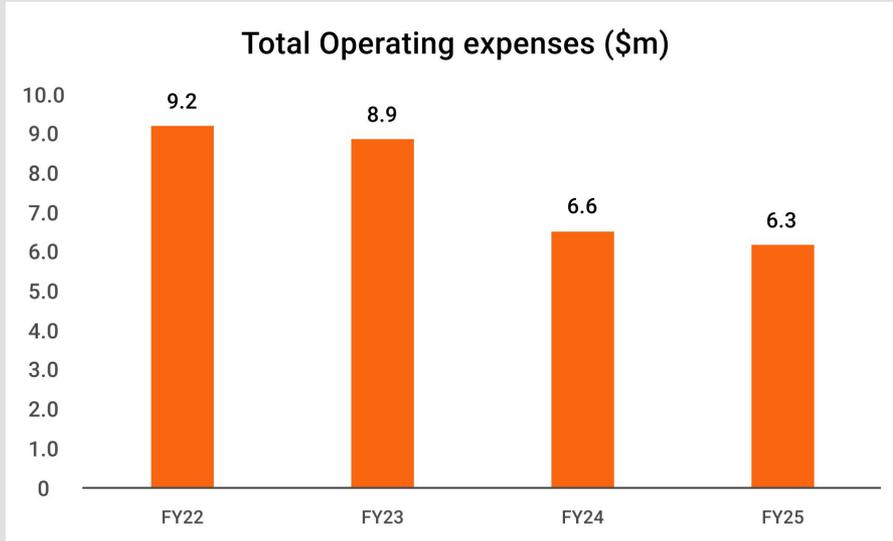
- We continue to invest in developing our technology platforms
- Spend on the technology team is nearly 30% of our cost base



# Operating Expenses

- Operating expenses have been controlled as revenue has grown

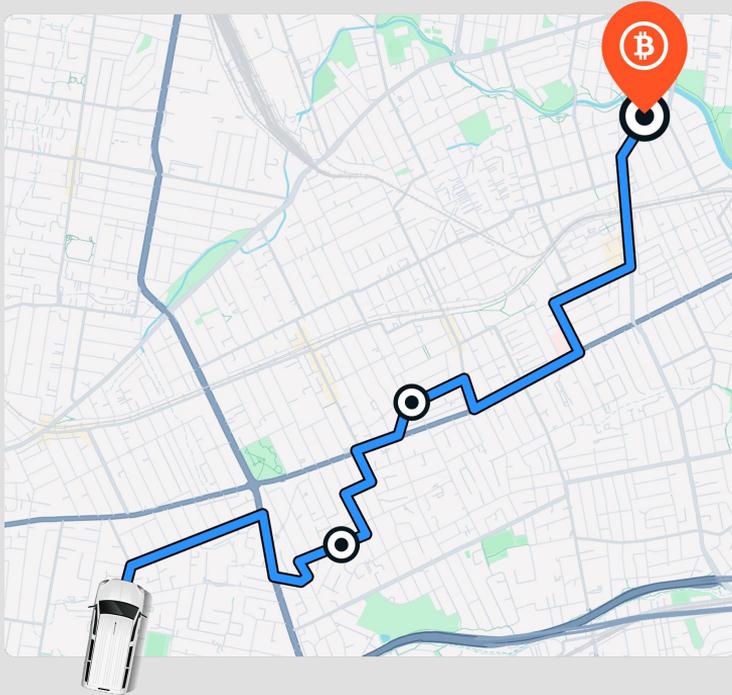
- Around 60% of FY25 expenses are employment costs
- Other than IT expenses and Cost of Sales, expenses are generally fixed



Operating expense optimisation provides opportunity for leveraging revenue growth on a largely fixed cost base

# Treasury Update

As part of its capital allocation strategy, Locate Technologies has continued to invest excess cash reserves into Bitcoin. Details of the most recent Bitcoin acquisition and our total holdings are as follows:



Bitcoin Acquired: 2.21 BTC (29 July 2025)

Average Purchase Price: A\$182,190 per Bitcoin (~US\$118,818 per BTC)

**Total Purchase Value: A\$402,640**

As of today, the Company's total Bitcoin holdings are:

Total Holdings: 12.299 BTC

Average Purchase Price: A\$164,961 per Bitcoin (~US\$106,756 per BTC)

**Total Capital Allocated to Bitcoin: A\$2,025,308**

**Market value (29 July 2025): A\$2,238,669**

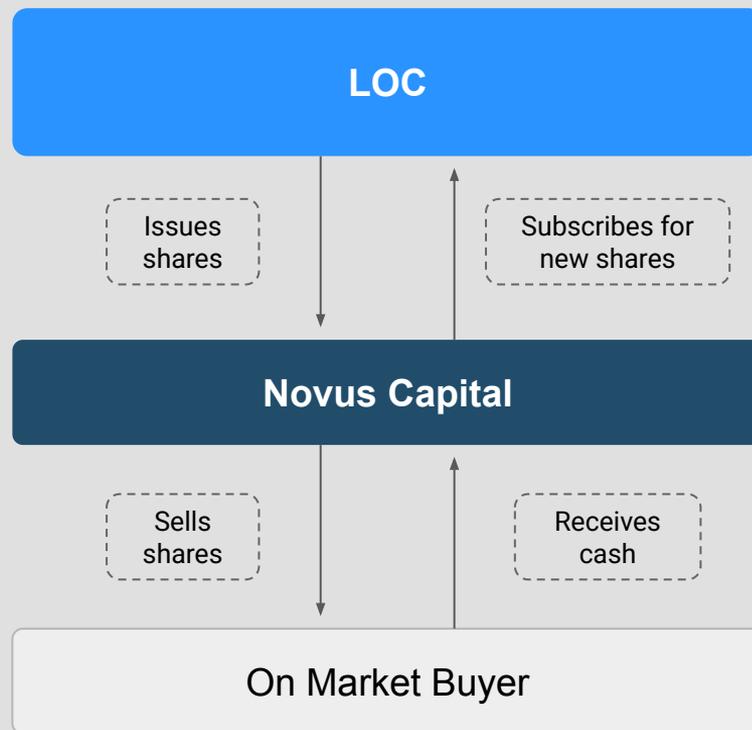
# At The Money (ATM) Facility

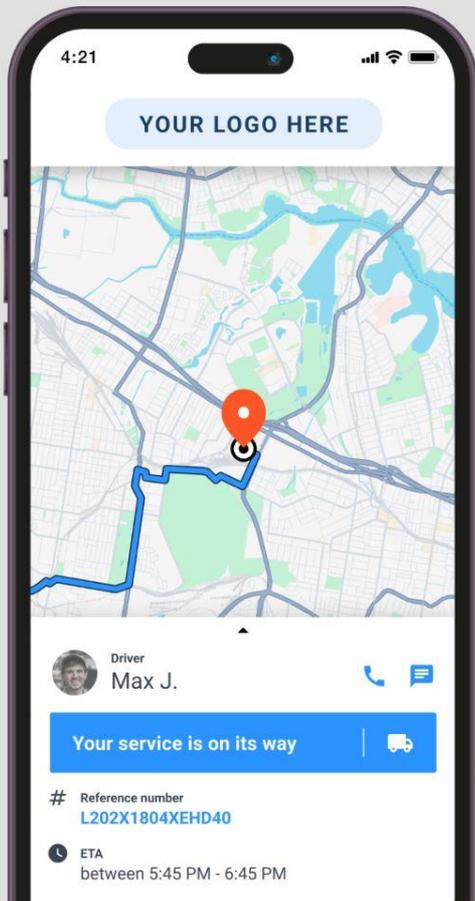
## How the ATM Facility works

- Collateral Shares issued to Novus Capital which may be used or bought back for no cost.
- LOC sets price, volume, and timing (Activation Period) via an Activation Notice.
- Novus chooses to sell shares independent of LOC during the Activation Period.
- Novus subscribes for new shares, and LOC receives cash.

## How we have used the ATM Facility to date

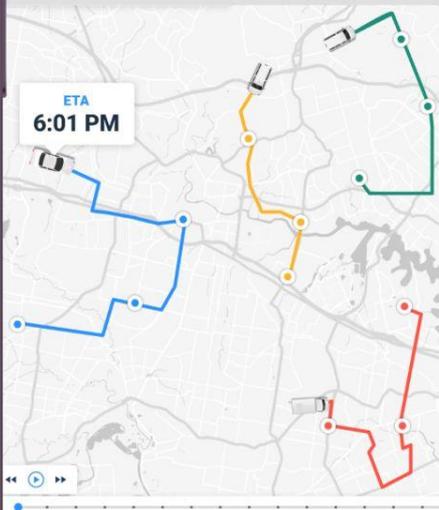
Announcement date	Shares issued	Average Price (\$)	Gross Proceeds (\$)
16 June 2025	2,400,000	0.132	316,500
23 June 2025	1,692,249	0.141	239,180
30 June 2025	2,000,000	0.160	320,000
7 July 2025	1,825,322	0.215	392,564
14 July 2025	1,020,078	0.166	168,915
<b>Total</b>	<b>8,937,649</b>	<b>0.161</b>	<b>1,437,160</b>





# SaaS for last mile delivery

Courier/Transport • Food Delivery • Retail Delivery • Pharmacy delivery • Service businesses



Booking Management



GPS Tracking



Route Optimisation



Driver App



Proof of Delivery



Ratings

A single platform designed for any **delivery** or **service** business globally





Record quarterly revenue of \$722k for Q4 FY25 representing 24% growth over the pcp

A number of new Enterprise customers secured for Locate2u, with combined new monthly recurring revenue of \$15k including:

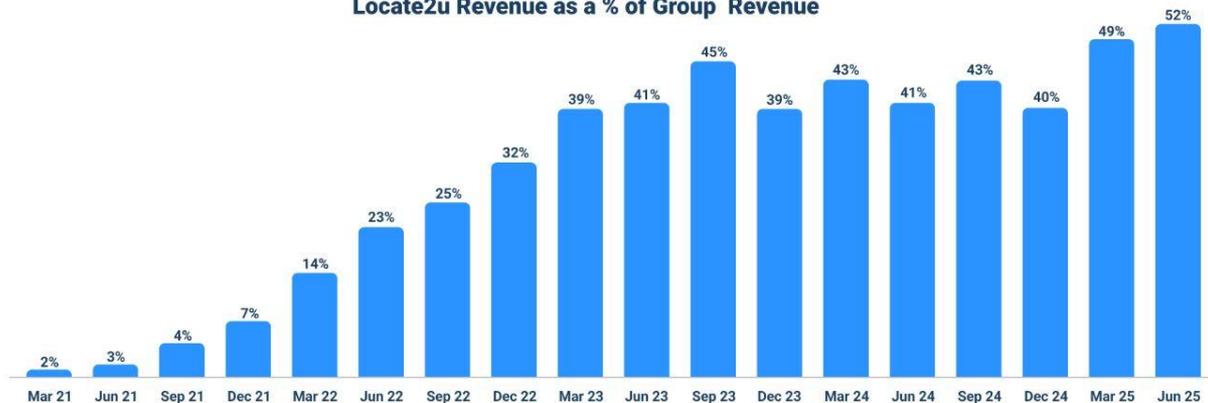
- Coco Republic;
- iRise Logistics; and
- Sydney Tools.

A number of other new Enterprise customers at contract stage

Locate2u Quarterly Revenue (\$000)



Locate2u Revenue as a % of Group Revenue



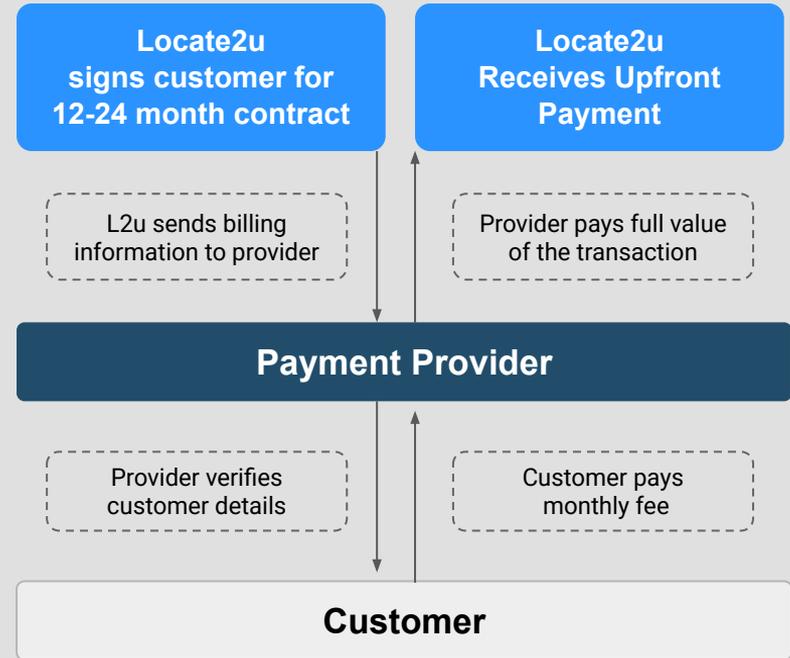
# Locate2u - Revenue Prepayment Solution

## How It Works – Revenue Prepayment Solution

- Arrangement with a payment provider for a revenue prepayment solution
- Enables upfront funding of customer subscription contracts by advancing future recurring payments (e.g., 12–24 months).
- Customer commits to monthly instalments under a fixed payment plan, while we receive the entire contracted value (ex payment provider fees) upfront.
- Zero dilution, zero debt – accelerated access to working capital based on secured customer contracts.
- Facilitates reinvestment in growth by converting recurring revenue into immediate cash.

## Locate2u Use Case

- Funding solution used for the first time in July 2025 for a new Locate2u customer.
- Received \$62.5k upfront (less payment provider fees), representing 24 months of \$2.5k/month payments + \$2.5k one off implementation fee.



# Zoom2u Snapshot

Unique and broad services offering, delivering a range of items across Australia

100,000+ customers



## Items Delivered



# Zoom2u

Highly scalable delivery platform that connects businesses and consumers to a fast, transparent and reliable delivery network

Point to point delivery, offering VIP, 3 hour, same day, interstate and large freight delivery services

Milestone of 4 million deliveries achieved in 2024

Zoom2u has won Product Review's Award for 2019, 2020, 2021, 2022, 2023

Generates Fees of typically 20%+ on the amount paid by Customers for Deliveries (represented as GMV)

18,000+ registered drivers

## Driver network



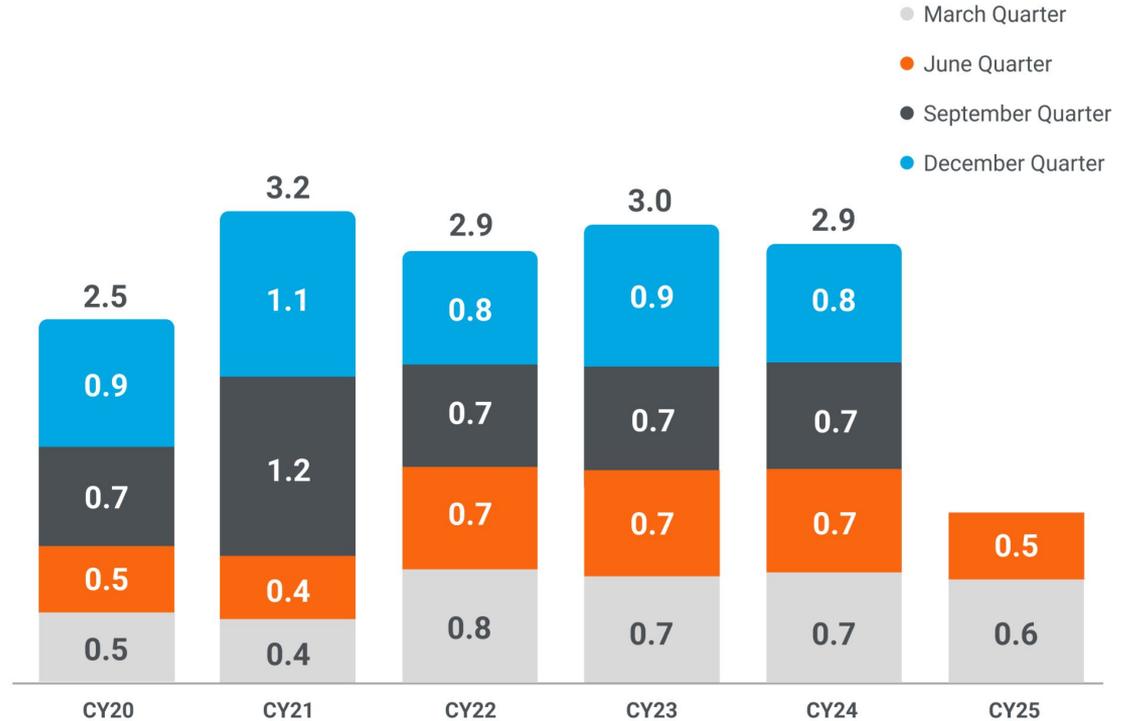
## Delivery times:

- 7 Days a week
- Daytime & Weekends
- After Hour Deliveries



Zoom2u (excluding 2u Enterprises) recorded revenue of \$526k which was 6% below the Q3 FY25 quarter

Zoom2u has faced headwinds from a softer consumer spending environment, likely driven by ongoing cost-of-living pressures.



1

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View latest announcements  
and video content.  
Please register your email  
address at  
<http://locate.tech>

2

## SMS Alert

SMS Yes to  
0485 813 003 and  
receive SMS alerts

3

## Connect with us on



@locatetechhq  
@sorenstein

# Q&A

# Thank you

Contact: [Investors@locate.tech](mailto:Investors@locate.tech)



# Q4 FY25 cash from operating activities of \$160k

	Q4 FY25	FY25
Receipts from customers	1,684	6,737
Payments for operating expenses	-1,423	-6,548
Government grants	20	94
Net interest paid	-121	-452
<b>Net cash from / (used) in operating activities</b>	<b>160</b>	<b>-169</b>
Payments to acquire property, plant and equipment	-1	-30
Payments for investments	-1,626	-1,626
Payments for intellectual property	-249	-1,139
<b>Net cash used in investing activities</b>	<b>-1,877</b>	<b>-2,795</b>
Proceeds from issues of equity securities	2,476	2,826
Transaction costs related to issues of equity securities	-85	-85
Proceeds from borrowings	0	130
Repayment of borrowings	-136	-153
<b>Net cash from financing activities</b>	<b>2,255</b>	<b>2,718</b>
Cash and cash equivalents at beginning of period	1,268	2,053
Net cash used in operating activities	160	-169
Net cash used in investing activities	-1,877	-2,795
Net cash from financing activities	2,255	2,718
<b>Cash and cash equivalents at end of period</b>	<b>1,807</b>	<b>1,807</b>

## Operating activities

- Q4 FY25 benefited from approximately \$270k of tax payments being deferred
- Positive cash from operating activities in Q4 FY25

## Investing activities

- Investment in Bitcoin
- Software development costs capitalised

## Financing activities

- In Q4 FY25, this included placements totaling \$1.45 million and use of ATM Facility to raise \$0.9m
- Transaction costs- Placement and ATM advisor plus ASX fees
- Proceeds from borrowings - Loans from Directors<sup>(1)</sup>
- Repayment of borrowings - Directors loans converted to equity in Q4 FY25

# Capital Structure



Shares on issue

**235,174,337**

as at 21 July 2025



Market Capitalisation

**\$30.6 million**

as at 21 July 2025



Cash at Bank

**\$1.8 million**

as at 30 June 2025



# Locate Technologies Board of Directors

Experienced Board with a history of building growth companies



**Drew Kelton**

Independent  
Non-Executive Chair

- A global business leader and professional board director, with 40 years' experience in the Information and Communication Technology and Telecommunications arena.
- Currently a non executive director of Superloop Ltd (SLC:AX). Previously non executive Chairman of Firstwave Cloud Technology Ltd (FCT:AX).
- Previous senior executive roles with Docusign, T-Mobile USA, Bharti Airtel and Telstra.



**Steve Orenstein**

Founder and CEO

- Founder and CEO of Locate Technologies.
- Significant software development and entrepreneurial experience, in particular around job management and job despatch systems.
- Prior to founding Zoom2u Technologies in 2014, founded a business providing field management solutions - Connect2Field - which was acquired by Fleetmatics (NYSE:FLTX).



**Michael Gayst**

Executive Director, CFO  
and Company Secretary

- CFO and Executive Director of Locate Technologies.
- In his 20+ year investment banking career Michael has advised numerous ASX listed companies on M&A transactions, raising capital and ASX listings including Metcash Limited and National Australia Bank. More recently he has worked on the initial public offerings of Airtasker Limited, Ai-Media Technologies Limited and Cashrewards Limited.



**Michael Rosenbaum**

Independent  
Non-Executive Director

- Has over 20 years experience leading & advising high growth tech companies.
- He co-founded DealsDirect and built it to c.\$100m turnover (exit to GraysOnline in 2014) and is currently CEO of Spacer a leading marketplace for storage & parking in Australia & the US. He was previously a director of CarNextDoor (exited to Uber in January 2022).
- Mike brings a broad mix of experience across marketing, technology and scaling high growth businesses.