



NZX: LOC · Q1 FY27 INVESTOR WEBINAR

Locate2u Revenue Up 72%, Group Net Profit Positive.

Steve Orenstein

Founder & CEO

Thursday 22 October 2026 · 12:00pm NZDT

IMPORTANT INFORMATION

Forward-Looking Statements and Disclaimer

This announcement contains forward-looking statements subject to risks and uncertainties. These statements are not guarantees of future performance. Actual results may differ materially due to changes in market conditions, regulations, and other factors. Readers should not place undue reliance on forward-looking statements. This announcement has been prepared by Locate Technologies Limited (NZX: LOC) for informational purposes only. It contains historical and current information based on reported results and publicly available data.

It does not constitute financial advice, an offer to sell, or a solicitation to buy securities. Investors should conduct their own due diligence and consult professional advisors before making investment decisions. Past performance is not indicative of future results. Bitcoin and digital assets are highly volatile. All Q1 FY27 financial information is unaudited management information and remains subject to the FY27 half-year review and full-year audit. This announcement includes non-GAAP financial measures (Normalised EBITDA) which are not defined under NZ IFRS.

Q1 FY27 AT A GLANCE

A milestone quarter for the Group

GROUP REVENUE

\$2.22m

+36% YoY

LOCATE2U REVENUE

\$1.50m

+72% YoY

NET PROFIT AFTER TAX

+\$62k

vs (\$578k)

OPERATING CASH FLOW

+\$828k

vs (\$347k)

All figures NZD. Comparisons against Q1 FY26 (three months to 30 September 2025).

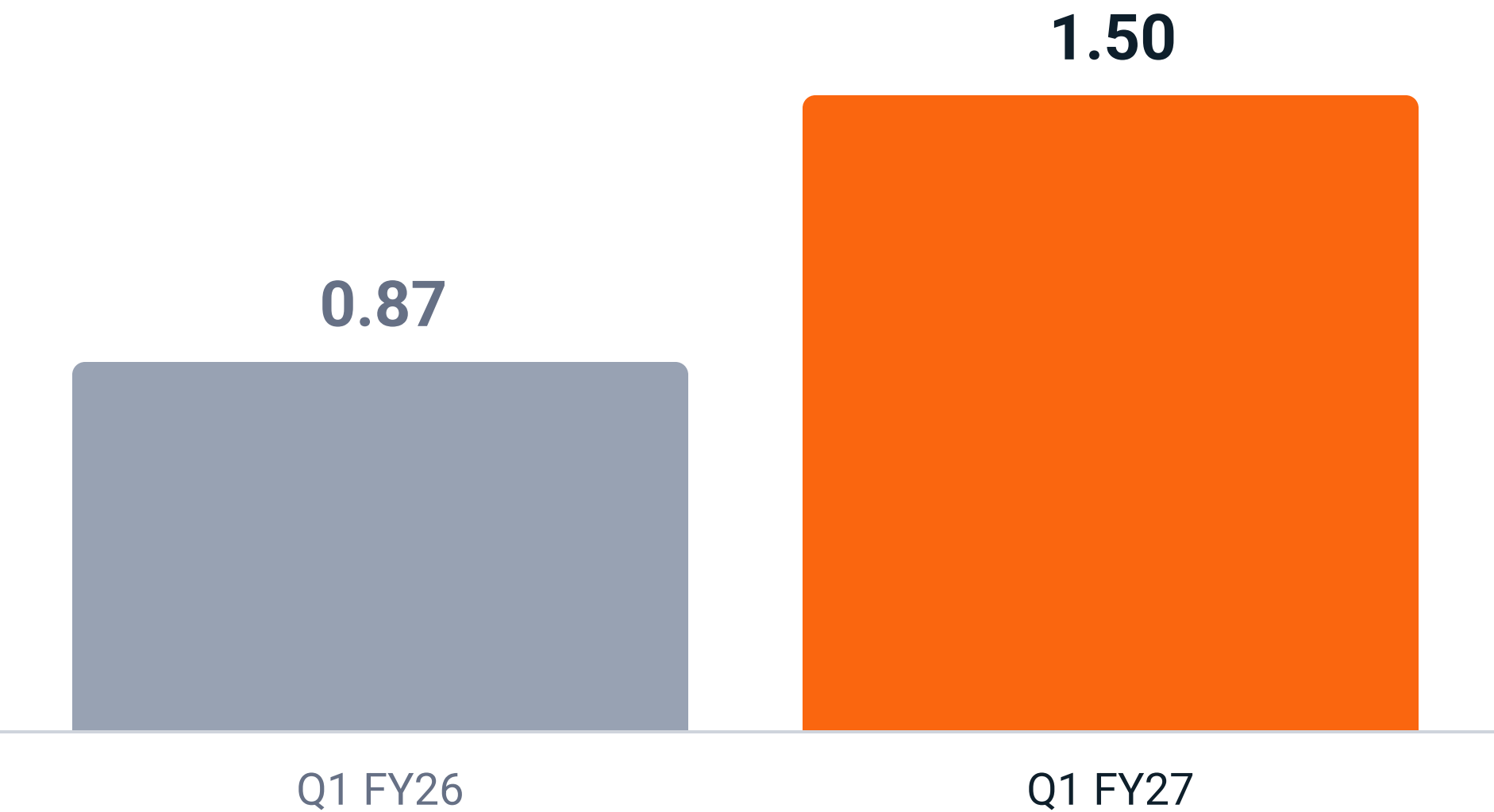
RESULTS SUMMARY

Q1 FY27 against Q1 FY26

METRIC	Q1 FY27	Q1 FY26	YOY
Group Revenue	\$2.22m	\$1.63m	+36%
Locate2u Revenue	\$1.50m	\$0.87m	+72%
Zoom2u Revenue	\$0.72m	\$0.76m	(6%)
Reported EBITDA	+\$521k	(\$209k)	+\$729k
Normalised EBITDA	+\$603k	(\$3k)	+\$607k
Net Profit After Tax	+\$62k	(\$578k)	+\$640k
Operating Cash Flow	+\$828k	(\$347k)	+\$1,175k
Cash Balance	\$1.73m	\$1.32m	+30%

Locate2u delivered another record quarter

Locate2u revenue, NZ\$m



+72%

Revenue growth year on year

67%

Share of Group revenue, up from 62% in Q4 FY26

+39%

Recurring software revenue growth

ENTERPRISE CUSTOMERS

Enterprise customers are onboarding at pace

We are onboarding a number of enterprise customers onto Locate2u, and we plan to share further detail on these as they become available.



Lower operating costs

Route optimisation plans more efficient routes across the fleet, reducing distance travelled, driver hours and fuel.



Driver onboarding and compliance

Driver and vehicle onboarding and ongoing compliance, including heavy-vehicle and insurance information, in one place.

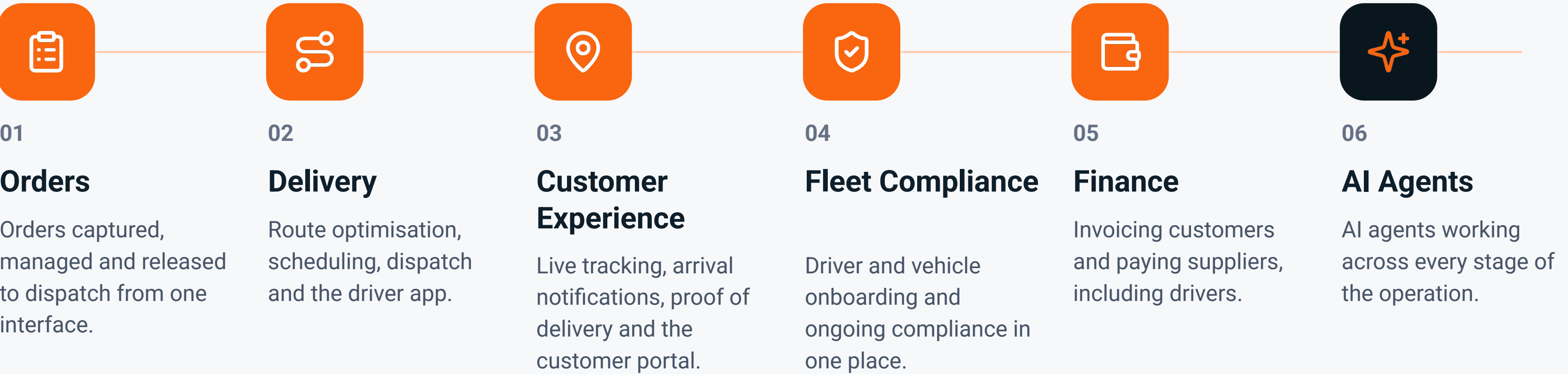


A better customer experience

Live tracking and arrival notifications show end customers where their driver is and when they are due.

PLATFORM

Locate2u is an end-to-end platform for logistics-based companies



TYPICAL CUSTOMERS Big-box retailers Distributors Courier and parcel networks Large e-commerce businesses

Growing the business without growing the team

GROUP REVENUE

+36%

Q1 FY27 vs Q1 FY26

TOTAL WAGES

-14%

Q1 FY27 vs Q1 FY26

AI is used across development, sales, product and operations.

Integrations and customer-specific requirements that once took months are now delivered in weeks, and often in days. This is the main reason enterprise customers are onboarding faster.

ZOOM2U

Zoom2u is focused on returning to growth



Q1 FY27 REVENUE

\$0.72m (6%) YoY

DONE

New Zoom2u website launched during the quarter

NEXT

Zoom2u platform relaunch planned for the coming quarter

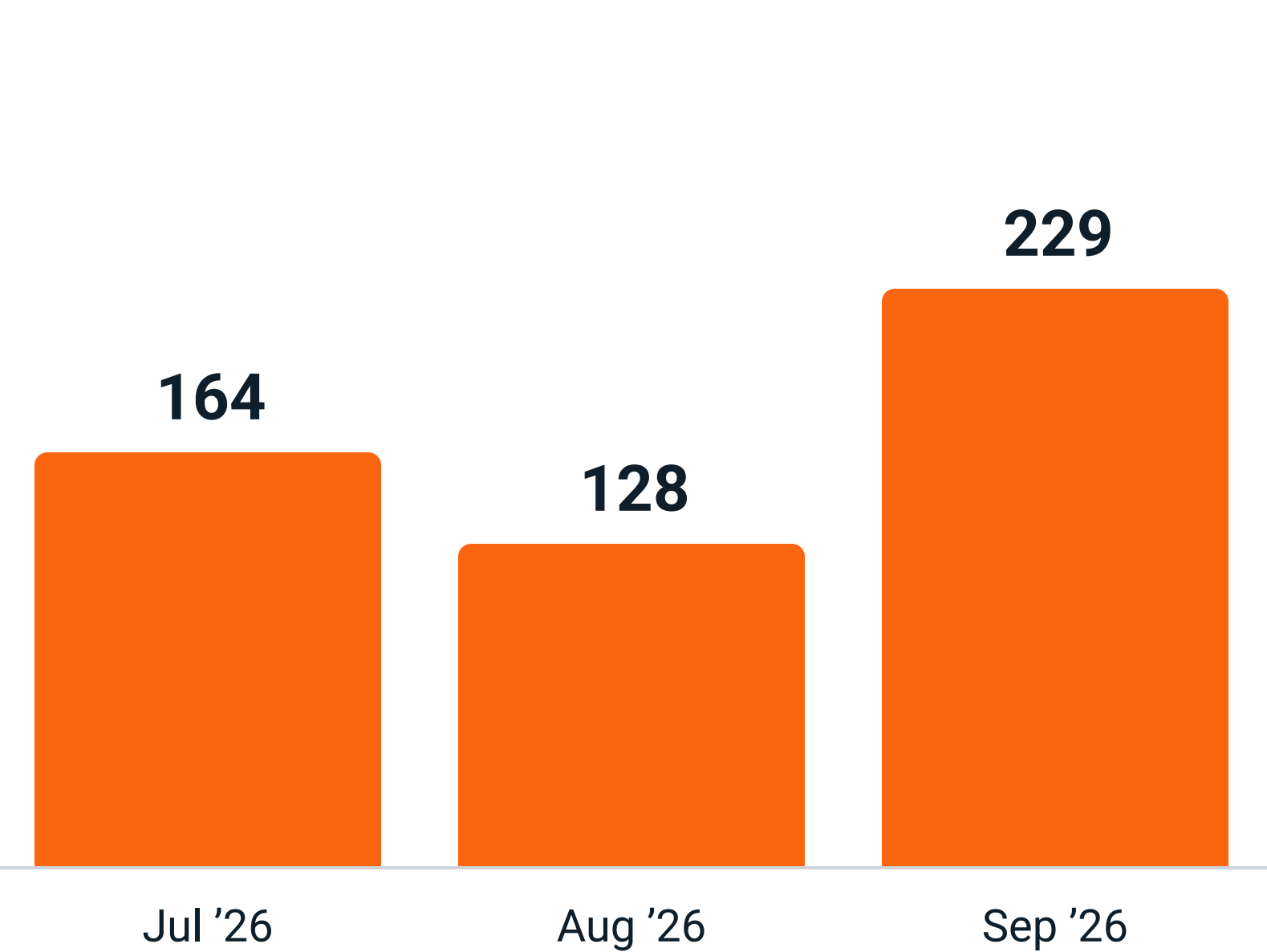
ONGOING

Applying the Group’s AI tools and product work to optimise operations

EBITDA

Reported EBITDA was positive in every month

Reported EBITDA by month, NZ\$k



NZ\$'000	Q1 FY27	Q1 FY26
Reported EBITDA	521	(209)
One-off normalisation items	45	158
ESOP (non-cash)	38	47
Bitcoin unrealised revaluation	nil	nil
Normalised EBITDA	+603	(3)

Totals may not sum due to rounding.

PURE refinancing is progressing ahead of its due date

PURE DEBT FACILITY

Due 7 Nov 2026

Multiple refinancing proposals received. Refinancing is progressing ahead of that date.

PURE ROYALTY SHARES

10,000,000

Ordinary shares issued on 1 July 2026 in full settlement of the Locate2u revenue royalty.

ON-MARKET BUYBACK

86,652 shares

Acquired for \$4,266 at \$0.049 to \$0.050 and cancelled on acquisition. The programme remains open.

BITCOIN TREASURY

Holdings maintained at 12.3 BTC

TOTAL HOLDINGS

12.3BTC

Revalued in reported results only at the half-year (31 December) and full-year (30 June). No revaluation is recognised in Q1 FY27.

Market value, 30 Jun 2026	~\$1.27m
Market value, 30 Sep 2026	~\$1.81m

NZD. Point-in-time reference. Live holdings at locatetech.nz/bitcoin

OUTLOOK

Strategic priorities are unchanged

01 Scale Locate2u

Win and onboard enterprise customers globally, built on delivering customised requirements for complex clients.

02 Operating leverage

Maintain a lean team and cost discipline as revenue scales, converting AI-driven efficiency into margin.

03 Bitcoin treasury accumulation

Hold Bitcoin as a long-term reserve asset and accumulate through the ATM facility and operating cash flow when it makes sense, managing dilution carefully.

NEAR-TERM MILESTONES

Before 7 Nov 2026

PURE facility refinancing

23 Nov 2026

Annual Shareholders' Meeting

Ongoing

On-market share buyback



Q1 FY27 INVESTOR WEBINAR

Questions

Contact

Steve Orenstein, Founder & CEO

Email

investors@locatetech.nz

Recording

investor.locatetech.nz