

# Introduction

Lockers.Com Ltd manufactures and specialises in marketing keyless electronic lockers in Australia and New Zealand.

Capitalising on penetrating the market with innovative, first to market, high quality keyless electronic lockers (we also vend a service not only a product).

## 1. History

Lockers.Com was founded in 2001, after nearly 8 years of product development and innovative marketing. The Company owns the intellectual property that supports the keyless electronic luggage and RFID lockers. Our company has over 30% market share for comparable products. Meanwhile, Lockers.Com has established its own offices in Sydney, Cairns, Auckland, Hong Kong and China to provide an effective sale service and 24/7 technical support.

Lockers.Com mission is to be the leader in introducing innovative, quality digital storage systems to the market.

## 2. Products/Services

Lockers.Com has provided numerous innovative management solutions for the top management companies of leisure facilities in Australia such as the YMCA and Belgravia Leisure. Together with venues such as Luna Park, Sydney (the most recognised theme park in Australia), Taronga Zoo, Ocean Park in HK, ChimeLong Paradise theme Park in China and more recently our company has installed the E-Locker System into two of the Curves Franchise venues, the biggest gym franchise in the world.

## 3. Market

Lockers are a necessity in the venues such as stadiums, sports centres and fitness clubs etc., and absorb a great deal of capital installing the traditional key locker system. Our company is unique in offering keyless lockers **at no cost to the venues** with a percentage of the revenue paid to them. Thus having a two-pronged effect of releasing the capital to purchase keyed lockers and receiving revenue generated from the E-Locker system.

## 4. Operation Models

There are two options for our client to chose:

1. Cost Free Installation  
Lockers.Com will install the keyless electronic locker system for free, maintain and service the equipment and pay the venue a percentage of the revenue generated. The greater the period of tenure our company can acquire, the greater the percentage will be paid to the venue.

2. Outright Purchase

The centre can purchase the E-Locker System outright, including software for that particular centre with a twelve month warranty period, installation, life time free software upgrades and staff training on how the equipment operates. Ongoing service arrangements will be entered into at the conclusion of the warranty period. A 24/7 callout number is provided for any assistance required.

Lockers.Com will tailor a solution for each centre. The keyless electronic locker system adds value to each venue and management solutions. The key to success is that we can turn lockers from a capital outlay to an income stream.

Lockers.Com would like to introduce this innovative management solution to the Chinese market.

## Introduction of Products/Services

Locers.Com has developed and manufactured keyless electronic luggage and RFID lockers. Suitable venues are:

- Sport Stadium
- Fitness club
- Swimming Pool
- Resorts
- Massage Club
- Railway station
- School
- Airport
- Hospital
- Ice Skating Rinks
- Theme Parks
- Water Parks

### 1. Product Description

1.1 **Keyless electronic luggage lockers-** this system stores up to 64 users' gear at the same time. Multi-system can be linked together for servicing more users. When an order is placed, the machine will allocate an available empty locker to the user, and start to count the time, within the paid period, users can access the lockers as many times as they want with their 4-digit PIN. No more keys required, access to the system is via tokens, coins or cards.

1. **RFID electronic lockers-** this locker as its name implies, provides storage to user with RFID wristband, it is controlled and secured by a reliable computer. No hassle, limited administration involved.

### 2. Our Service Solution

Generally, Lockers.Com does not only sell the E-Locker System also provides management solutions to each individual site. The company analyses their situation such as customer's quantity, habits and so on. Then designs a suitable solution and software package that will be programmed into the locker system. Once installed the lockers generate revenue for the centre and provide a safe and secure storage system for their clientele. This is a unique innovation from Lockers.Com.

### **3. Our Technolgy**

Lockers.Com's innovative solutions have been widely applied to the Australia and New Zealand markets for nearly 8 years and has had tremendous market penetration. We would like to introduce this new concept and technology to the market and become the leader of quality digital storage systems in this market.

### **4. Characteristics of our Products**

According to our market research, most of sport centers, gynasiums etc have very modern facilities with the exception of lockers, these lockers still rely on key operation. Key lockers can not provide convenience and security to the user when the patron has to carry the key and could loose the key or someone else duplicate the key. Further more, the key lockers are an expense to the center with on-going replacements of keys and locks.

Using our keyless electronic lockers will avoid such hassles. Listed below are the features of the E-Locker System.

- NO KEYS - ACCESS IS BY USER CREATED PIN NUMBER
- FREE UNRESTRICTED RE-ENTRY TO HIRED LOCKERS
- STEP BY STEP SCREEN INSTRUCTIONS
- COIN / CARD & TOKEN OPERATION WITH ADJUSTABLE CHARGE
- ACCEPTS HIRE CHARGE IN ANY COIN COMBINATION
- ALL DOORS KEPT LOCKED WHETHER AVAILABLE OR HIRED
- ADJUSTABLE HIRE PERIOD
- FULL INBUILT ACCOUNTING DISPLAY
- GALVANISED AND POWDER COATED FOR LONG LIFE
- EASY MAINTENANCE WITH SNAP FIT ELECTRONIC COMPONENTS
- SAFE LOW VOLTAGE OPERATION
- TWELVE MONTH MANUFACTURERS WARRANTY
- SUPERVISOR KEY ENTRY
- RUN BY MICRO-CHIP TECHNOLOGY
- REVENUE PRODUCING
- ISSUE SOLVING

## 5 Technical Support and R&D

All electronic lockers need to be serviced. To make our product more reliable, we have the following procedures:

- Optimise our design in hardware and software for trouble free operation
- Quality control in manufacturing stage
- 24/7 phone service
- Set up a national wide service to provide a quick onsite service
- On-going funding from yearly turnover will be assigned to R & D

## Summary

Lockers.Com specialises in cost free installation of our keyless electronic lockers equipped with our own software and management solutions, providing the venue the product and service it requires and at the same time generating revenue.

Lockers.Com can customise keyless lockers made from either powder coated galvanised steel or premium quality wood to meet the individual needs of our customers. One pay point can run up to 64 lockers of different sizes from one access point.

## Achievements

### Australia:

- 1) Luna Park:



- 2) Toronga Zoo



- 3) Belconnen International Sports Centre (Canberra):



4) Windy Hill Fitness Center(Melbourne):



5) StarPlex Fitness( Adelaide)



6) Ice Skating(Sydney):



**New Zealand:**

1) Jenkin Fitness:



2) Glenfield Leisure Center:



**China:**

ChimeLong paradise Theme Park:



**Hong Kong Ocean Park**

