

## From the dash of Nigel Tooth, Founder &CEO

## TME 2025 Highlights & Insights — our story this year

As 2025 draws to a close, we have been reflecting on what we set out to do — and what we proved we can do together. This year wasn't just about delivering projects or hitting milestones. It was about strengthening the story of TME: who we serve, how we show up, and what we're building for the long term.

At its heart, TME exists to make movement simpler, safer, and more reliable — for people, for partners, and for communities. In 2025, that purpose didn't change. But the way we executed on it matured in meaningful ways.

2025 was a year where our purpose stayed constant — making transit simpler, safer and more connected — while our execution levelled up in a big way. We focused on outcomes that passengers feel, operators rely on, and government agencies can trust.

Here are the moments (and the meaning behind them) that defined TME's year.

#### We strengthened our foundations

A big part of our story this year was invisible. In 2025, we invested in the fundamentals that create long-term advantage:

- More robust operational rhythms and accountability
- Better tooling, cleaner processes, and clearer ownership
- Stronger controls and governance where it counts
- Reduced friction between teams so delivery feels seamless end-to-end

These aren't "headline" achievements — but they're the difference between momentum that fades and momentum that compounds.

#### We built with discipline — and raised the bar on quality

In 2025, we elevated how we build and improve TME. Not by doing more, but by doing the right things better.

We got sharper on prioritisation, more intentional about trade-offs, and more honest about what "done" really means. We learned faster from data and feedback. We simplified

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experiences. We reduced rework. We shipped improvements that were easier to adopt, easier to support, and easier to scale.

The result: a product and service experience that's more reliable, more intuitive, and more resilient.

## The big highlights of 2025

# Delivering TfNSW Rural & Regional contactless ticketing — and taking it live across communities

In July 2025, we commenced delivery on the TfNSW rural and regional contactless ticketing programme — bringing tap-on/tap-off convenience to communities that deserve the same modern experience as the city. **Wagga Wagga** was our first milestone rollout in July, delivered with partners including **Littlepay**, and live with **Busabout** — offering passengers choice (cash or contactless) and giving operators better compliance and reporting tools through our portal.

In August, deployments reached **Tweed Heads** and **Lithgow**, marking the start of a broader regional transformation.

September brought new launches in **Parkes, Orange, Forbes, Mittagong/Berrima**, and **Goulburn**, further extending our reach.

October saw the addition of **Grafton, Woolgoola, Balina, Byron Bay, Lismore, Wodenbong**, and **Murwillumbah**, connecting even more communities to modern transit solutions.

November's momentum continued with **Batemans Bay, Narooma, Taree, Wingham, Forster, Tamworth, Gunnedah, Coolamon, Junee,** and **Cowra** joining the program.

By December, the rollout included **Bomaderry, Broken Hill, Mildura, Mudgee, Dubbo**, and **Wellington**, underscoring our commitment to making advanced ticketing accessible across the region.

2026 will bring continue deployments to **Kempsey**, **Narrabri**, **Albury**, **Cowora**, **Muswellbrook**, **Nowra**, **Ulladulla**, **Bega**, **Armidale**, **Inverell** and **Queanbeyan**.

This sequence of deployments highlights our dedication to delivering city-grade convenience to rural and regional communities, ensuring that every step forward brings tangible benefits to passengers and operators alike.

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#### A brand refresh and new website — October 2025

In October 2025, we refreshed how we present TME to the world with a branding update and a new website release. The goal was simple: make it easier for partners, operators and agencies to understand what we do, how we do it, and why it matters — and to better reflect the scale of what TME has become as a connected transit ecosystem.

#### Our global expansion into the Philippines - December 2026

In December 2025, we were thrilled to announce the next step in our global journey. We entered into a reseller agreement with Journeytech.Inc. Journeytech.Inc is an established Philippines-based technology provider serving the transport and logistics industries, with deep local market knowledge and delivery capability. As an authorised reseller, Journeytech.Inc will introduce transportme to operators seeking a secure, scalable platform to improve operational visibility, consistency, and efficiency.

#### Showing up in the industry — and backing it with delivery

October was also a strong "outward-facing" month for TME. We were on the ground at key events — including the BIC National Conference in Perth, with our team there to connect with operators and industry leaders. We also attended **PTAANZ** in **Brisbane** sharing how we're helping connect ticketing, tracking, fleet, and safety into a single operational view.

#### Growing with purpose: built by operators, scaled for the future

Our origin story has always mattered because it shapes how we build: I started in regional NSW as a bus operator, seeing the real friction operators face every day — compliance, reporting, keeping services running smoothly — and that's why TME exists.

What changed in 2025 is the scale of that story. We've shared publicly that TME is now deployed across 3,000 vehicles and 150+ companies globally.

That growth isn't the goal on its own — it's a by-product of solving real problems reliably, for real people, at real scale.

#### We grew our team capability and culture

If 2024 was about building momentum, 2025 was about building capability.

We brought new talent into the business, supported leaders to lead with greater clarity, and continued to invest in how we work together. We improved our onboarding, lifted our expectations around performance and feedback, and kept strengthening the culture we want: one that's accountable, respectful, curious, and delivery-focused.

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Most importantly, we kept the human side of the work front and centre — supporting each other through busy periods, celebrating wins, and learning openly from each other.

## The insights we're taking into 2026

### 1) Reliability is the product.

When ticketing and operations "just work," passengers move with confidence and operators run with less friction. Everything we build has to earn trust in the real world — not just look good in a demo.

**2)** Regional communities deserve city-grade experiences — without city-grade complexity. The TfNSW program reinforced this: the best technology is the kind that's easy to deploy, easy to use, and easy to support — especially in rural and regional environments.

#### 3) Brand matters when it reflects truth.

Our October refresh wasn't about a new look for its own sake — it was about representing who we are now: a modern, integrated transit management ecosystem that connects ticketing, tracking, compliance, communication, operations and fleet in one platform.

# Thank you — and what comes next

To our operators and their teams, to our partners at TfNSW, to our delivery partners, and to our TME Team (the people behind the scenes making this real): thank you. The story of 2025 is a story of practical progress — new technology, in real communities, improving everyday journeys.

As we head into 2026, our focus is clear: keep delivering simple, scalable, secure transit technology — and keep earning trust, one deployment at a time.

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