

Welcome

Hello.
We are Loqate.

John Bellis

**Head of Partners &
Customer Acquisition
EMEA**

We (you!),
Are the Partner Network

'NOT' Another History Lesson.....

Where did we begin?

What's changed?

- Product Offering
- Solution Capability and Markets
- Resources for our Partners

What's the same?

- Culture
- People
- Our Partner Commitment

Our Partner Network, Today

Overview

- 700 Partners (and growing!)
- 10,000 Partner Customers
- Hundreds of Millions API requests
- Diverse Network

The Team

- Dedicated to our Partners
 - Partner Directors
 - Partner Marketing
 - Technical and Support
- Partner Enablement
- Partner Customer Onboarding

Resources

- Partner Marketing Campaigns
- Partner and Customer Workshops
- Supporting User Days
- Integrations and Plug-Ins
- Voice of the Customer

Your Partner Team

Partner Account Directors



Cabbar Bagdagi



Benjamin Lang



Sam Krempasky



Mitch Barclay



Sophie Loofe



Ben Mason



Emma Hill

Customer On-Boarding Specialists



Charlotte Hill



Hector Horlick



Kiera Sharp

Marketing



Claire Lewis



Natalie Millen

Product Director



Gareth Williams

Global Head - Voice of Customer



Martin Eaton

Loqate Partner Day

Today's Agenda



Gareth Williams

Product Strategy

- Our Roadmap – what's coming?
- Q&A

Hannah Williams

- Impact and Sustainability



Guest Speaker

Jonnie Davis @ ZENOO

- Who are Zenoo?
- Why Loqate?
- How our solutions compliment
- Q&A



The Fun Bit....

- F1 Arcade Opens!
- Competition Format
- Networking(Bar Opens...)
- Nightcap

Product Strategy

Gareth Williams

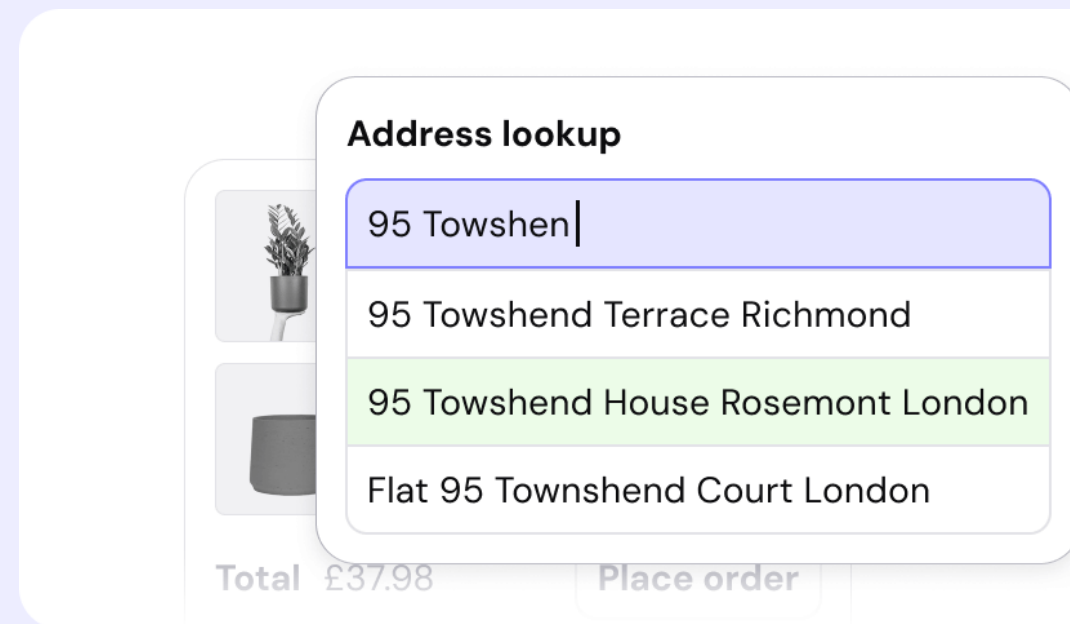
Product Director

Loqate

**Our Products helping
your clients,
Reach their customers.**

Our core features

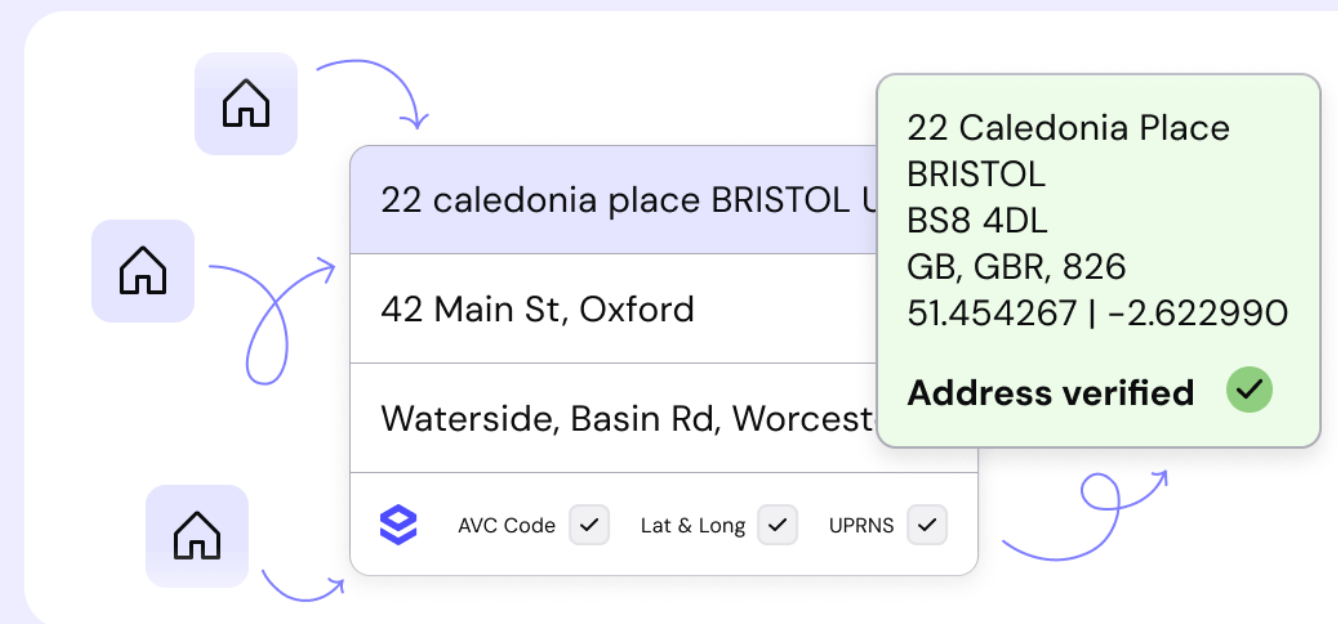
Through real-time address capture, verification, data enrichment, and customisation to local standards, our AI-driven solutions streamline processes, enhance data accuracy, and reduce fraud risks, optimising efficiency with minimal manual effort.



Address Capture

Real-time address lookup

- Global coverage
- Location biasing
- Multilingual support
- Geofencing
- Reduces address data entry by 80%
- Reduces input errors by 20%



Address Verification

Accurate verified address data

- Global coverage
- AI parsing
- CASS, SERP, AMAS postal certifications
- Transliteration
- Address Verification Codes



Data Quality Services

Enrich and maintain your data

- UDPRN append
- National Change of Address
- Mortality screening
- Reduce inaccurate data by 75%

Loqate

Going beyond an address



Email Validation

Detect a genuine mailbox

- Global coverage
- Inbox validity
- Validate business & personal
- Real-time or batch validation
- Easy to deploy API



Phone Validation

Detect a genuine phone number

- Coverage for 241 countries
- Portability & roaming information
- HLR checks
- Real-time validation
- Easy to deploy API



Bank Validation

Validate bank accounts

- Only available in UK
- Confirm BIC, IBAN & Sort Codes
- Easy to deploy API



Store Finder

Turn browsing into buying

- Global coverage
- Premise level & rooftop coverage
- Distance to store & travel times
- Easy to deploy API



Geocode

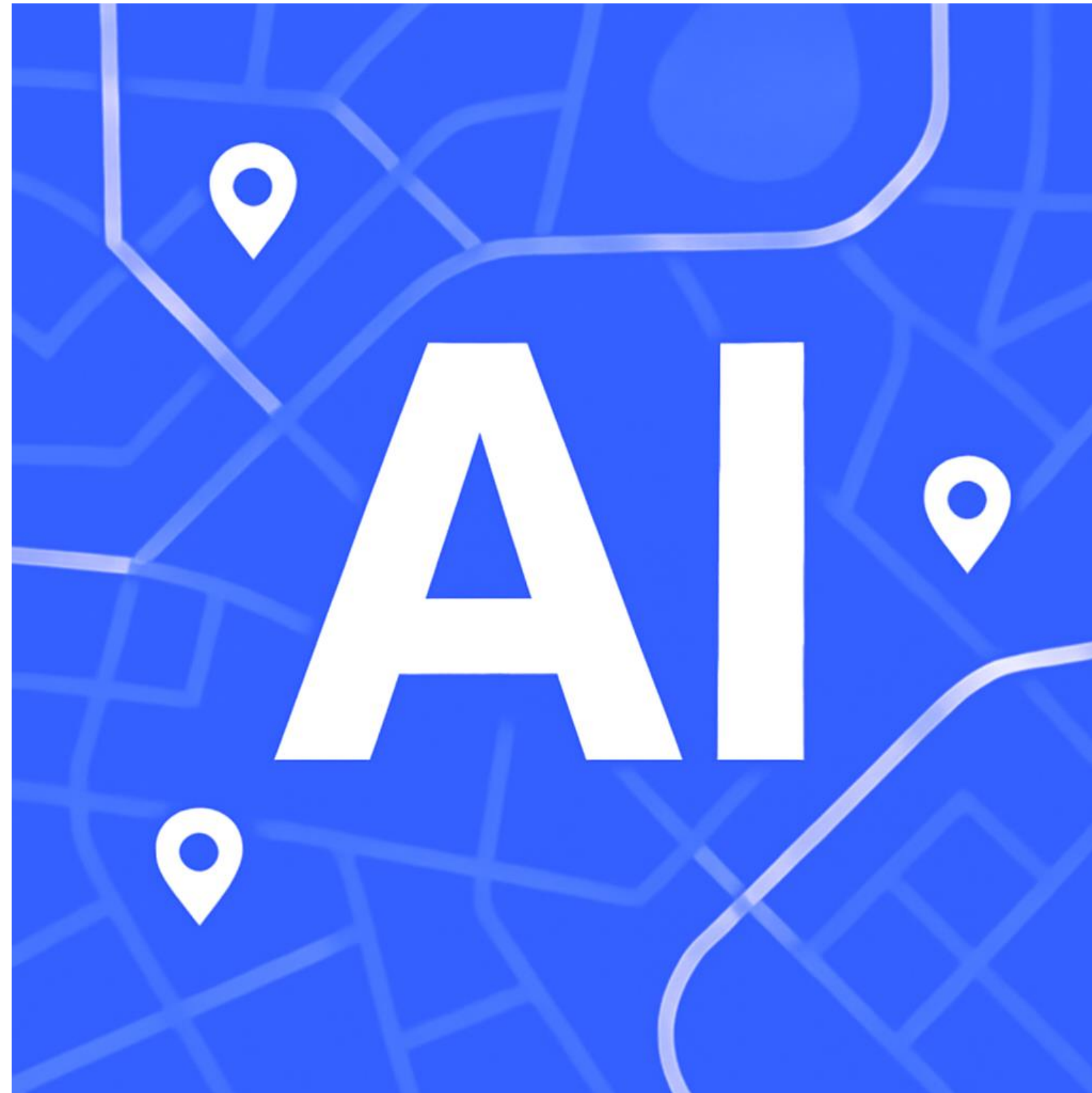
Add latitude & longitude coordinates

- Geocode
- Reverse geocode
- Choice of distance calculation
- Easy to deploy API

Loqate

Our Future Roadmap

Market Context: Navigating a changing landscape



Convenience is King

- Customers demand a frictionless experience, completing research before purchasing.
- As of August 2025, ChatGPT's monthly user base reached 409 million, an increase of 12 million or 3% from the previous month.
- Your customers will be engaging with you and your products in different ways.

AI – Disrupt or be disrupted?

- Loqate is already using AI in our support chatbots, our data processing, and our products.
- Our customers are changing the way they interact with their customers, and we need to be ready to support them.
- We are not just adapting to AI we are enabling it. Clean, enriched data is the fuel that powers smarter decisions.

NOW – Building and delivering value today

Enrichment of Global Data

Expanded and refined global datasets for more accurate address validation and geolocation.

Better coverage, fewer failed deliveries, and improved customer experience across borders.

Data Quality Services

A reimagined approach to data maintenance through Loqate Verify — now positioned as a continuous service.

Keeps customer data clean, compliant, and usable — not just at entry, but throughout its lifecycle.

Better Dev Tooling

Improved APIs, documentation, and SDKs to make integration faster and easier.

Reduces time-to-value for developers and partners, enabling quicker deployment and innovation.

Location Finder

Enhanced tool that now includes POIs, not just retail locations.

Supports richer customer experiences — from finding service points to discovering nearby amenities.

NEXT – Expanding capabilities for tomorrow's demands

Data Creation

Generating new, enriched datasets from inferred addresses to synthetic geolocation to fill gaps and power smarter systems.

Enables predictive services, supports AI models, and unlocks new use cases where traditional data is incomplete or unavailable

Risk Intelligence

Integrating risk signals into location data — e.g., fraud risk, delivery risk, or regulatory flags.

Helps customers make smarter decisions at checkout, onboarding, and logistics — reducing losses and improving compliance.

Logistics Enablement

Enhancing location data to support delivery optimization, route planning, and service area mapping.

Powers more efficient operations and better customer experiences — especially in last-mile delivery and field services.

Deployment Flexibility

Expanding deployment options: cloud, on-prem, hybrid, and offering modular APIs and SDKs.

Meets customers where they are, with the control and scalability they need to integrate Loqate into diverse environments.

The Future - Shaping the Next Generation of Location Intelligence

Agentic AI

Loqate's next-gen AI framework designed to act autonomously on behalf of users — optimising data flows, enhancing decision-making, and adapting to context.

Moves beyond automation to intelligent action — enabling systems that learn, adapt, and improve customer outcomes in real time.

Fraud & Risk Intelligence

Advanced risk scoring layered into location data — identifying fraud signals, delivery risk, and regulatory flags.

Helps businesses protect revenue, reduce chargebacks, and stay compliant — without adding friction to the user experience.

Deliverability Intelligence

Predictive models and enriched data to assess and improve deliverability — from address quality to carrier compatibility.

Reduces failed deliveries, improves logistics planning, and enhances customer satisfaction.

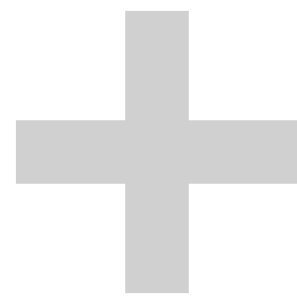
Next-Gen Location Intelligence

A richer, more dynamic understanding of place — combining POIs, mobility data, and contextual signals.

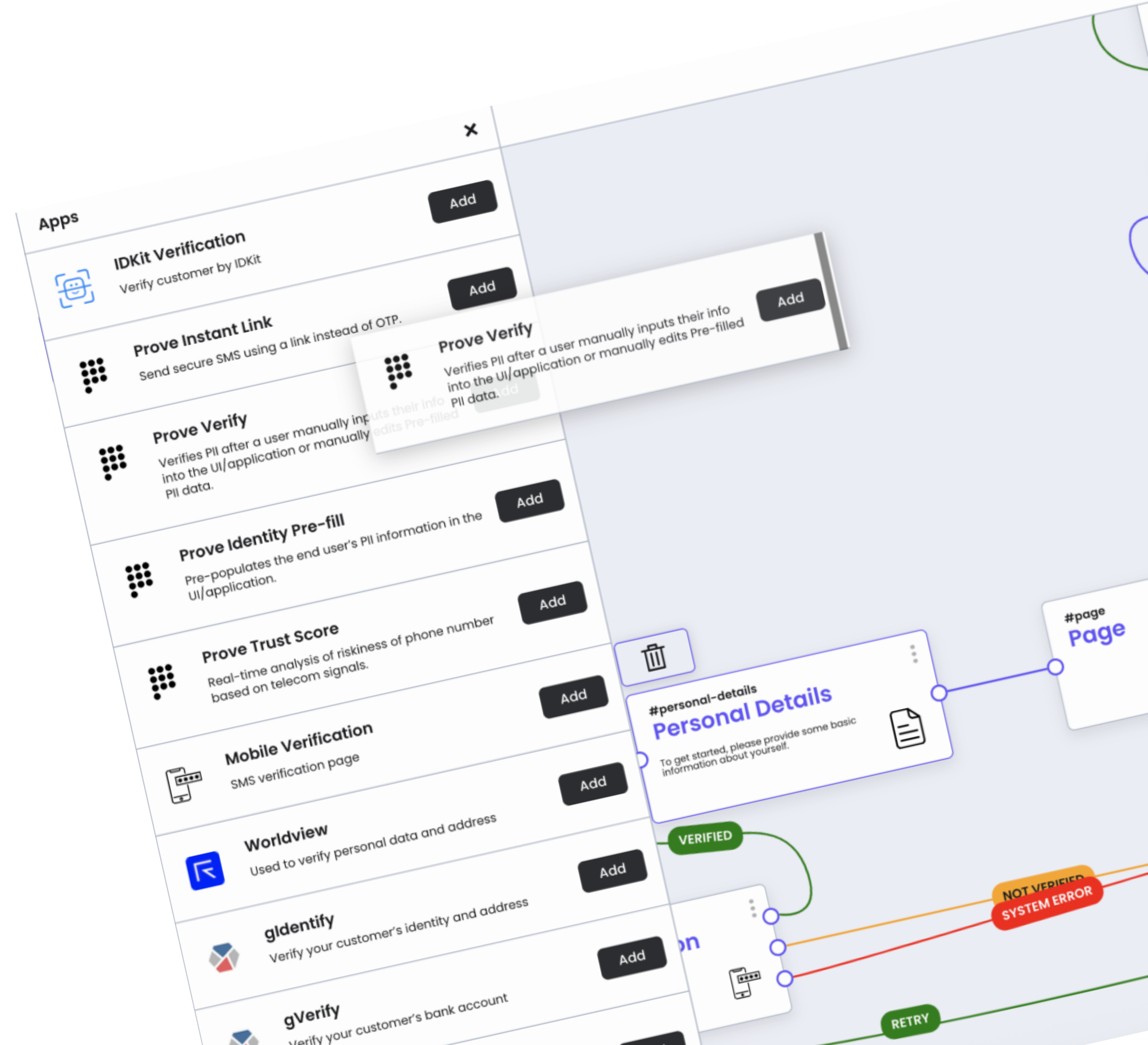
Powers hyper-local experiences, smarter routing, and new use cases in retail, finance, and logistics.



ZENOO



no code
Onboarding Platform
(KYC/AML & Fraud)



Where Digital Trust is **BUILT**

Founded 2017

HQ in London, UK

Team of 26

Offices UK, US , Czech

Platform Partners (100+)



Example Customers

MAPLES
GROUP

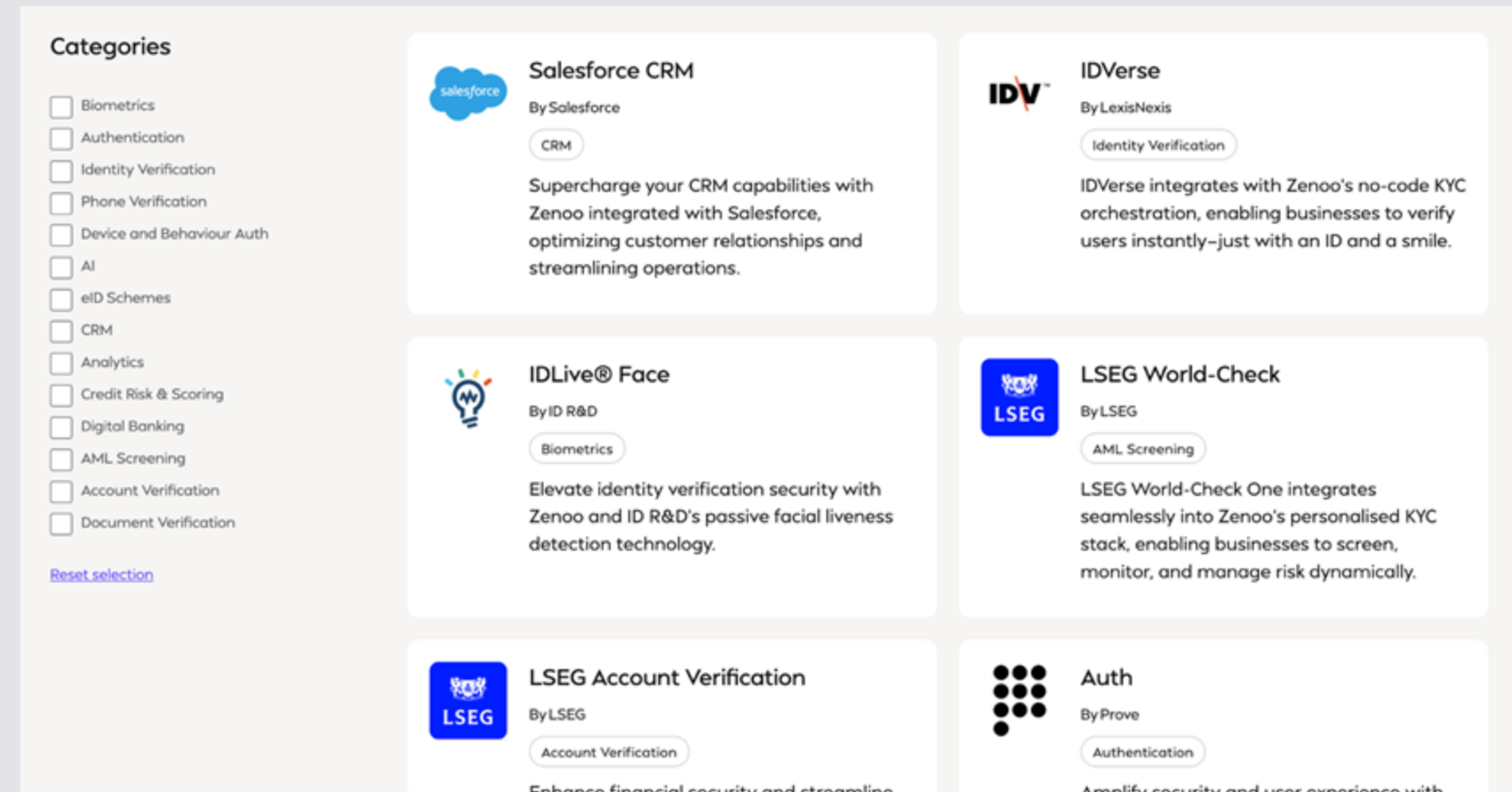
Sotheby's

De Beers



AUDEMARS PIGUET
Le Brassus

ZENOO Platform



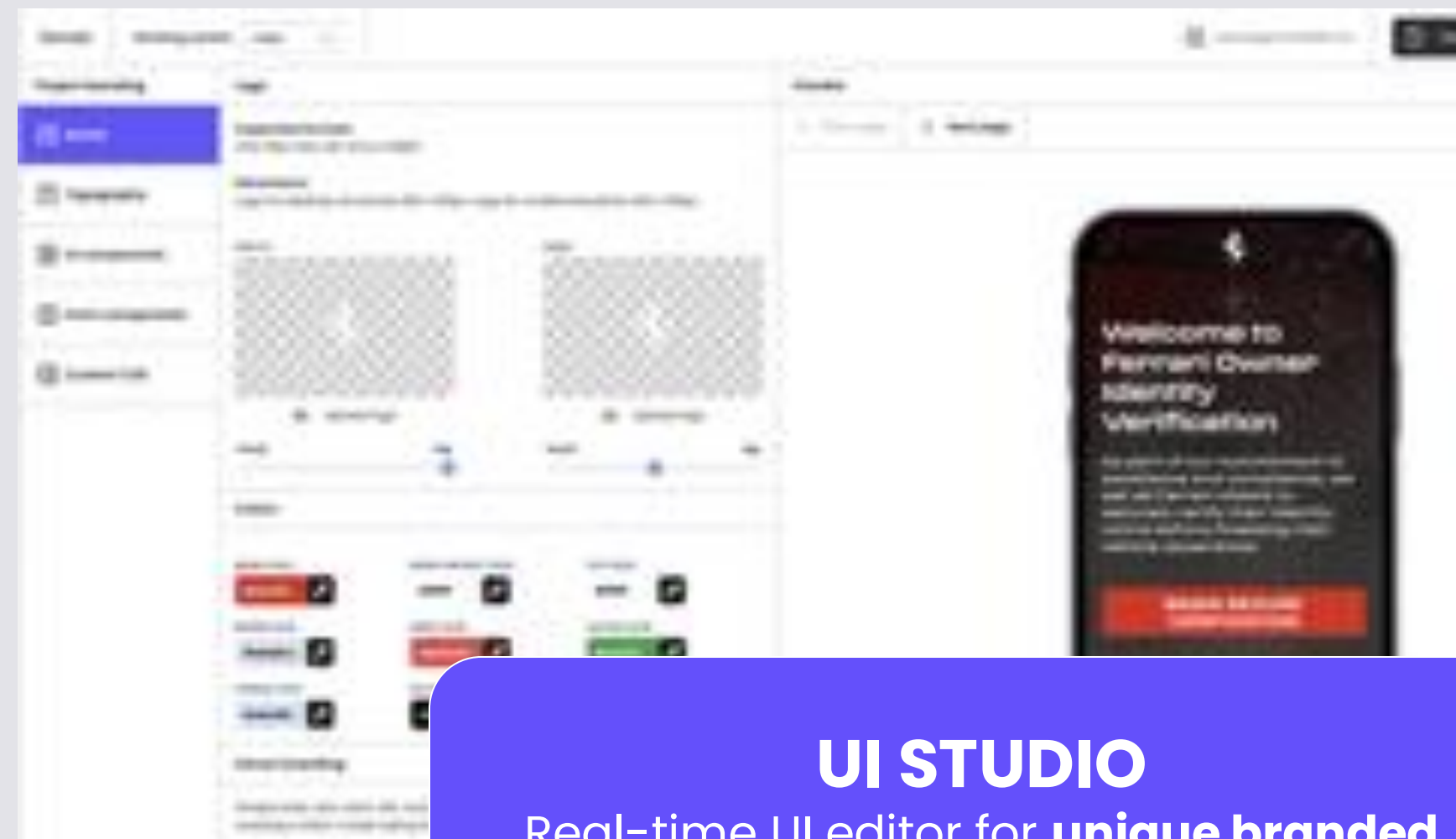
MARKETPLACE

100+ KYC, KYB, AML, biometrics, and data vendors



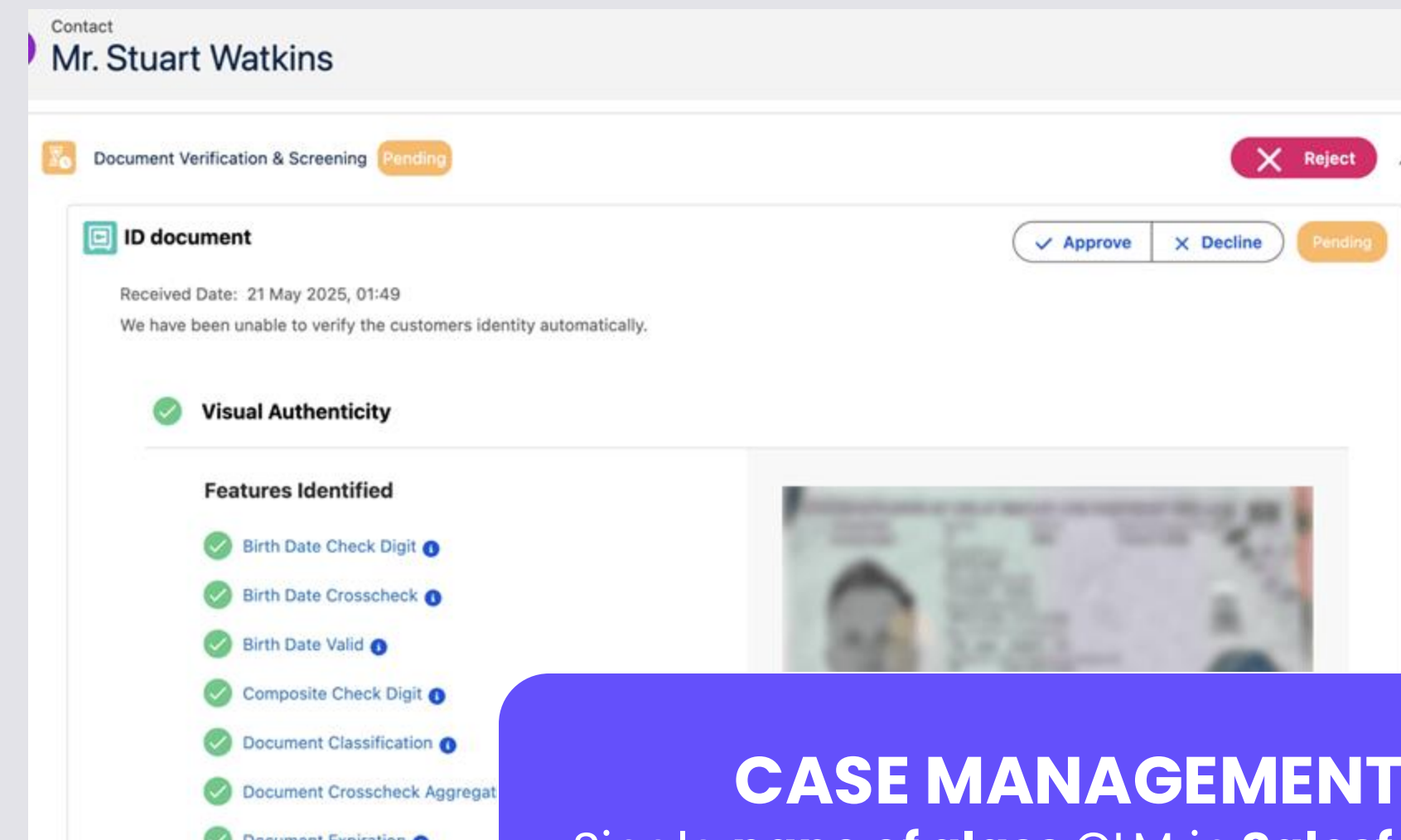
JOURNEY BUILDER

A **drag-and-drop** no-code builder



UI STUDIO

Real-time UI editor for **unique branded** onboarding experiences

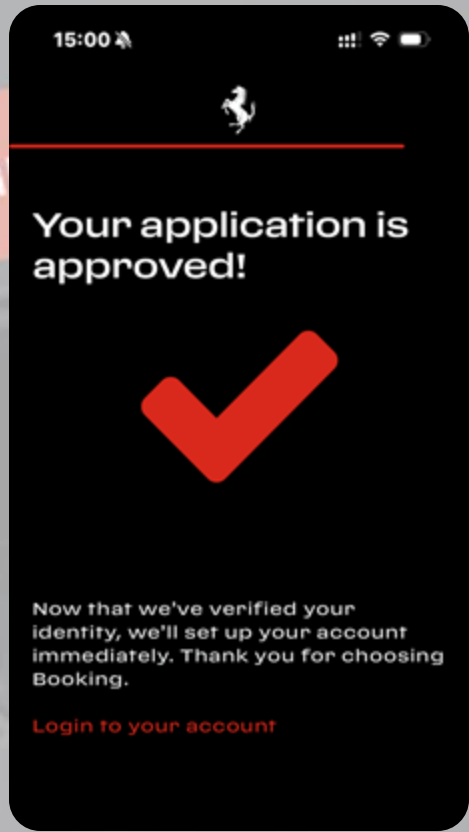
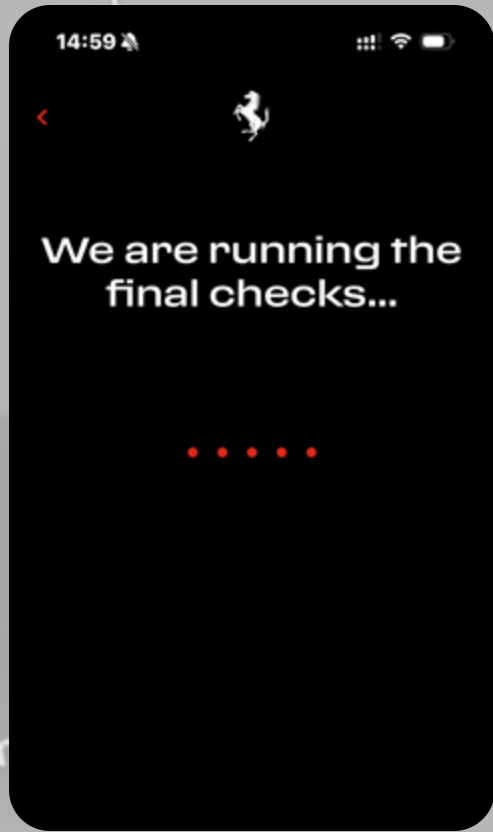
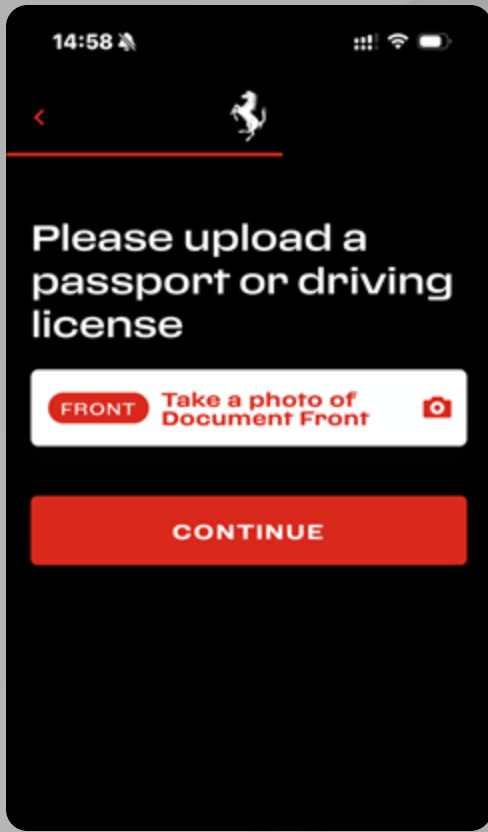
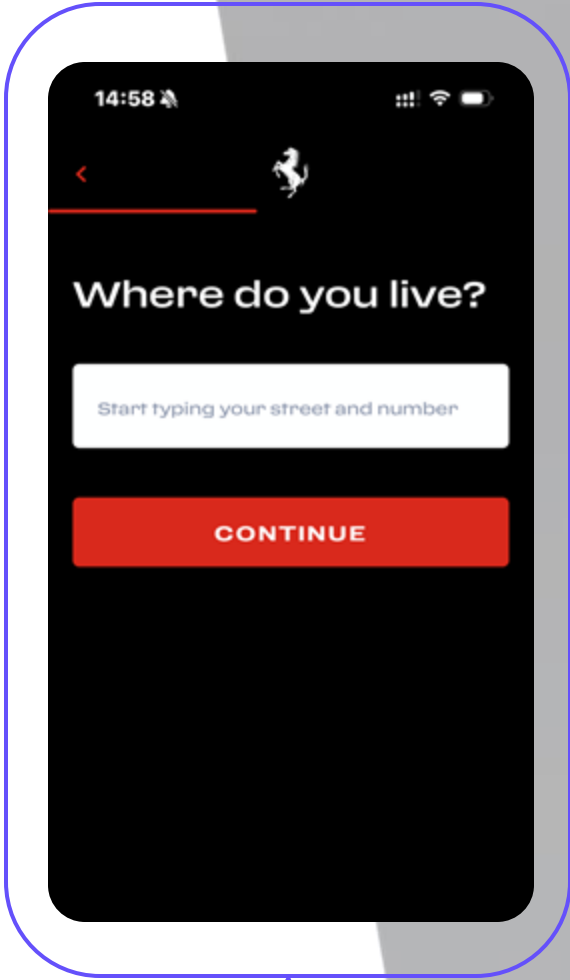
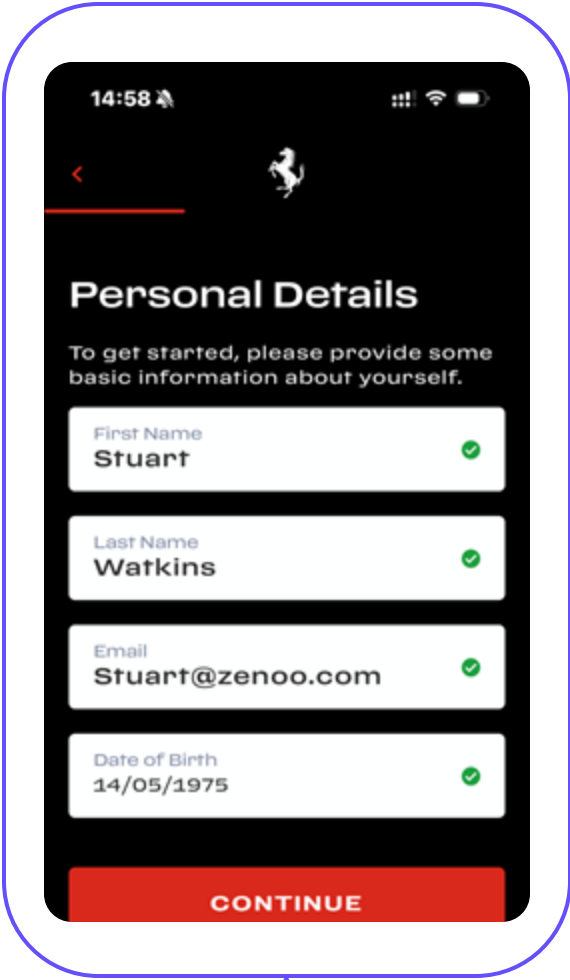
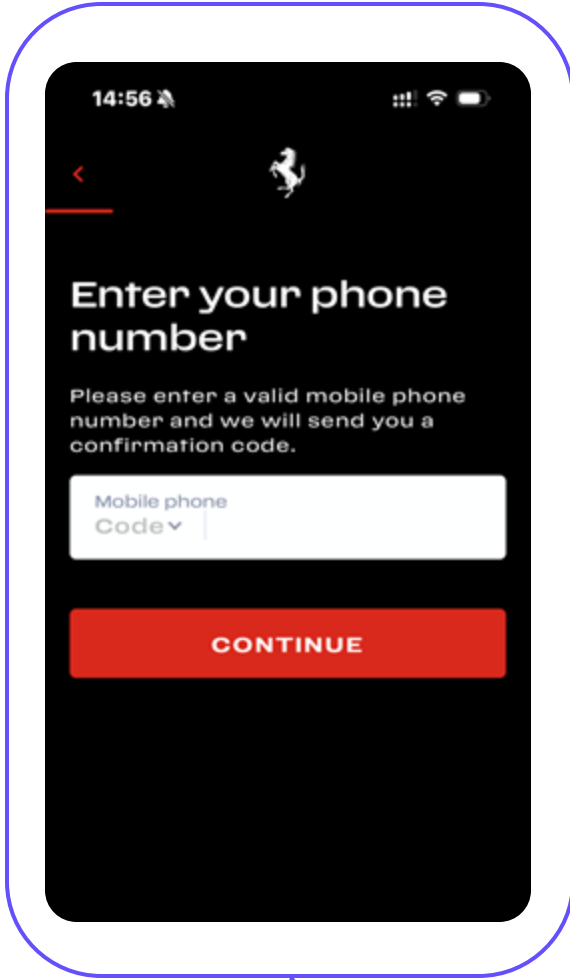
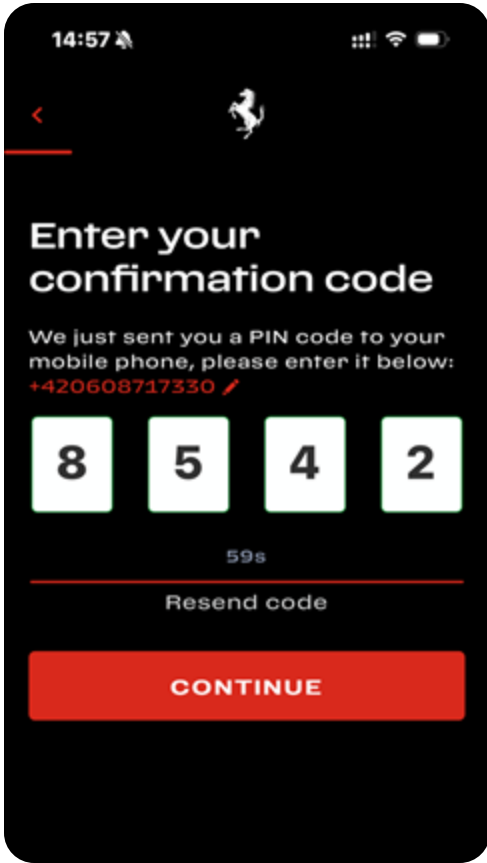
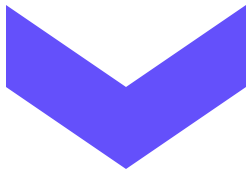


CASE MANAGEMENT

Single **pane of glass** CLM in **Salesforce** or standalone.

EXQUISITE **CUSTOMER EXPERIENCE**

ONBOARDING



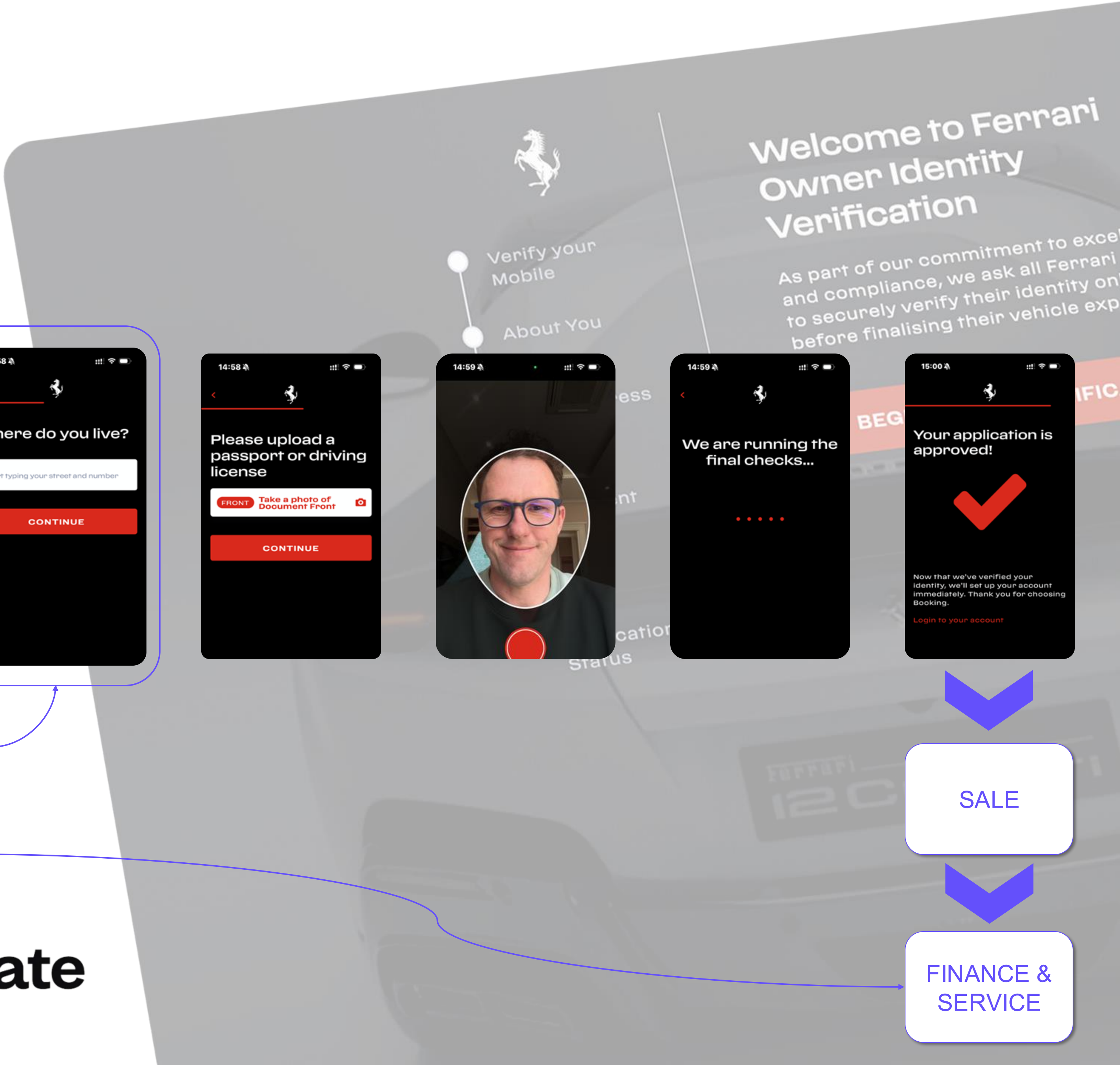
SALE



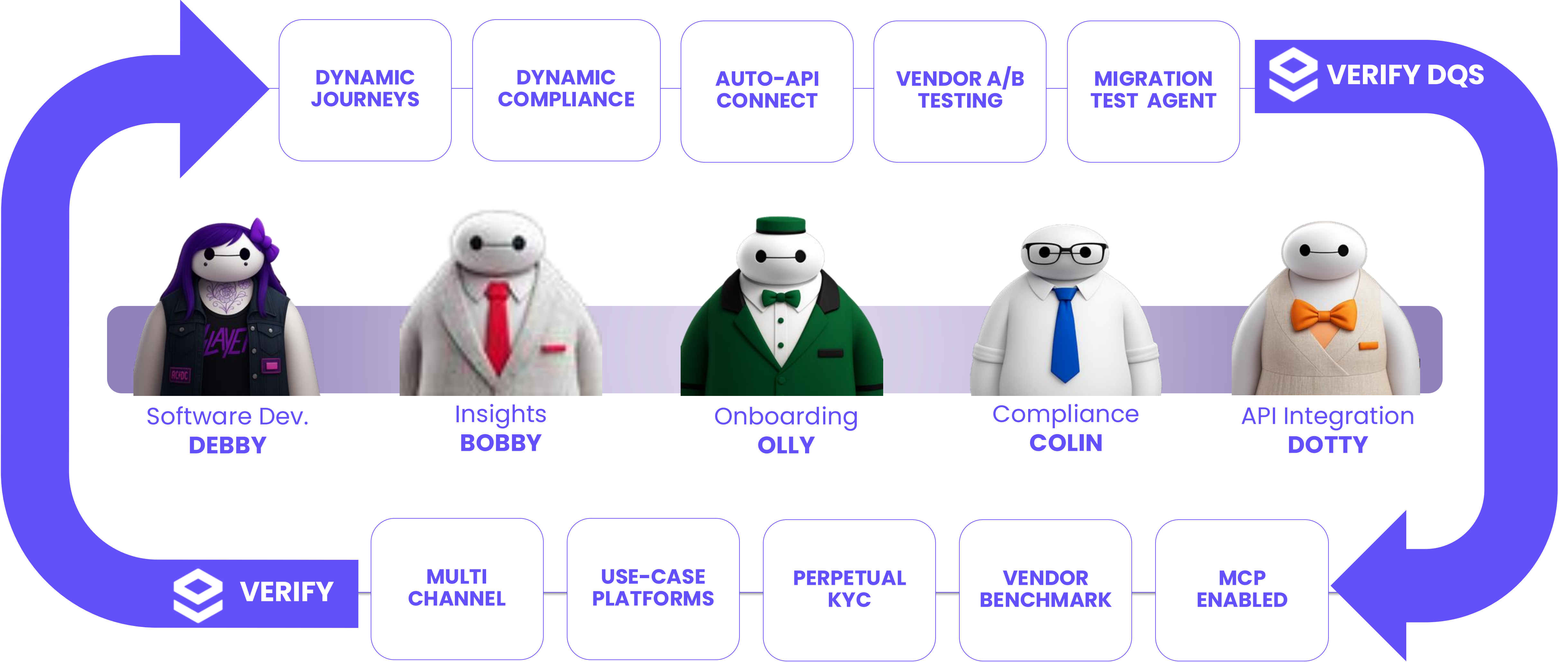
FINANCE & SERVICE

DATA QUALITY:

Improves



POWERING **ZENOO 2.0** – AGENTIC FIRST



ZENOO 2.0 – USE CASES

WORKFORCE MANAGEMENT

FINANCIAL SERVICES + FINTECH

QUALIFIED E-SIGN

TRAVEL

GAMING & GAMBLING

TELECOMS

LEGAL & PROFESSIONAL SERVICES

LOGISTICS & SHIPPING

DATA ENRICHMENT

ZENOO

WORKFORCE MANAGEMENT

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QUALIFIED E-SIGN

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GAMING & GAMBLING

TELECOMS

LEGAL & PROFESSIONAL SERVICES

LOGISTICS & SHIPPING

DATA ENRICHMENT

YOUR USE-CASE HERE

THANK YOU **LOQATE!**



Jonnie Davis

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meet: www.zenoo.com/jonnie

Hello 🖐️

**POV: you're renovating a
house with 0% experience
but 100% confidence**





UK Addressing Guidelines







 Over 200 address formats globally

 70 languages

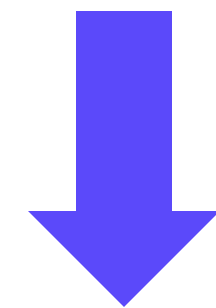
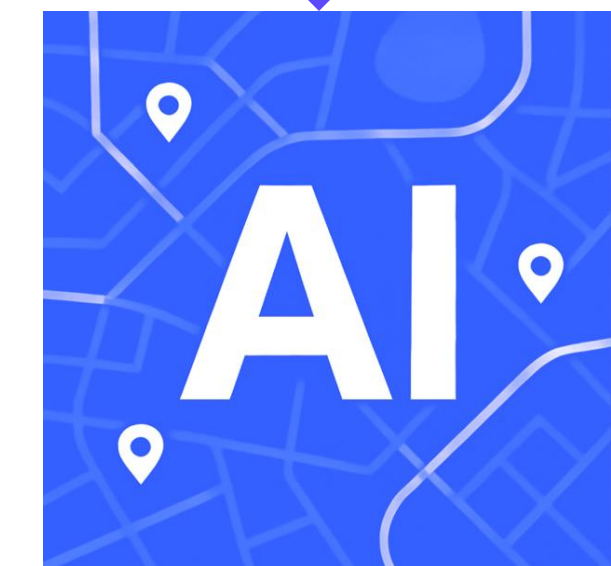
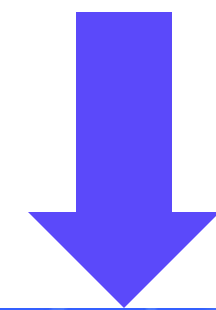
 20 language scripts

Fun fact: the longest postcode in the world is in Iran, with 10 digits

>4 Billion People



Unstructured
consumer data



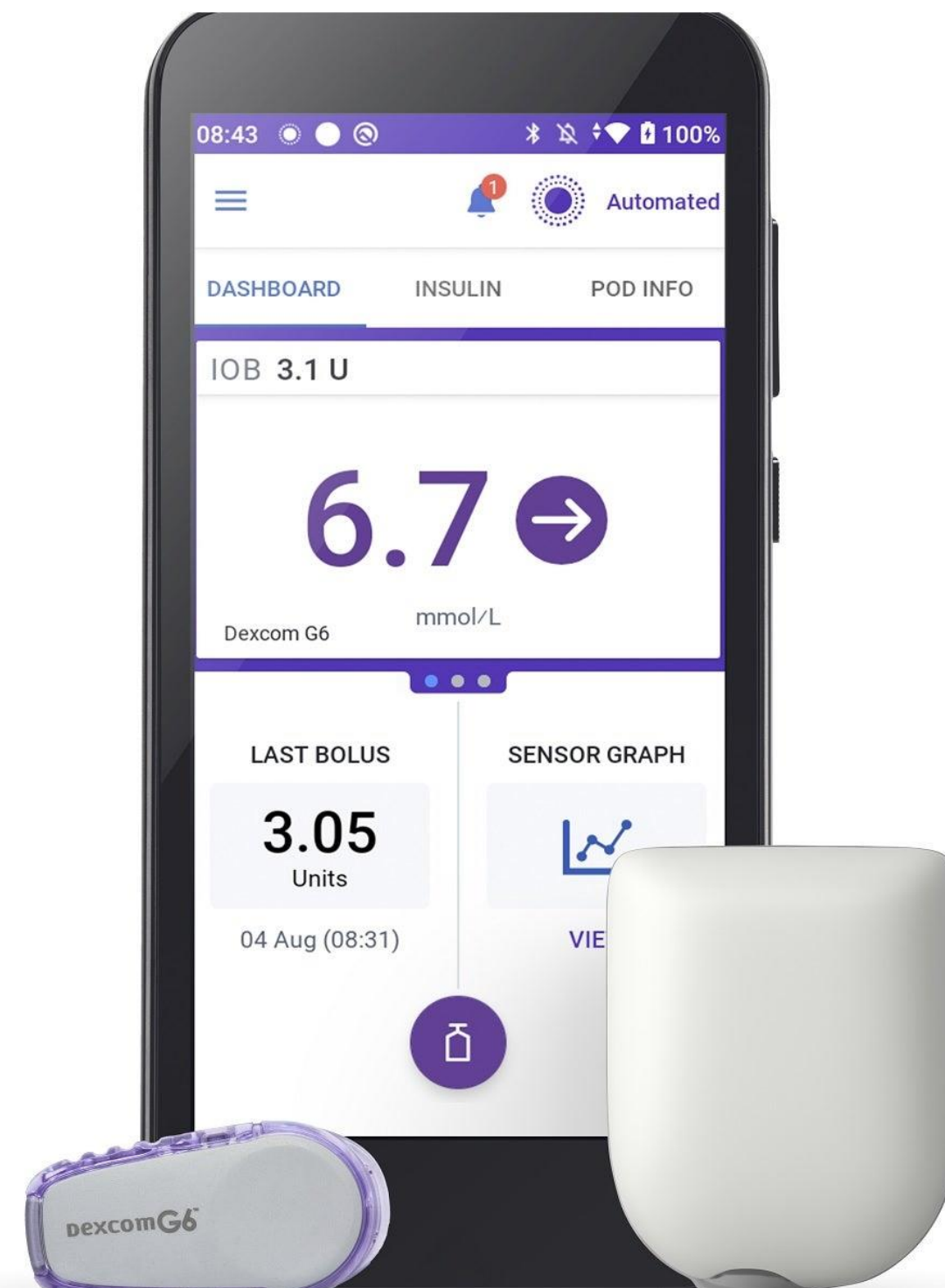
Trusted address

119 million New premises added to our products in the last year

Across **55** Countries

4x More addressing partners than our two biggest competitors combined

Insulet



3x transactions
in last 6 months