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FY26 RESULTS.**PRESENTATION**

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**A DIFFERENT
PRESENTATION.**

AGENDA.

01

The story so far

Motio's origins and growth

02

FY26 Results

A deeper look at the year

03

Trading Update

How are we tracking into FY27

04

Summary and Questions

What's important now



THE STORY SO FAR.

Motio's origins and growth

BOARD & MANAGEMENT.



JASON BYRNE
NON-EXECUTIVE DIRECTOR &
CHAIR



HARLEY GROSSER
NON-EXECUTIVE DIRECTOR



ADAM CADWALLADER
CHIEF EXECUTIVE OFFICER &
MANAGING DIRECTOR



JUSTIN KINGSTON
CHIEF OPERATING OFFICER



JACQUI SMITH
FINANCIAL CONTROLLER

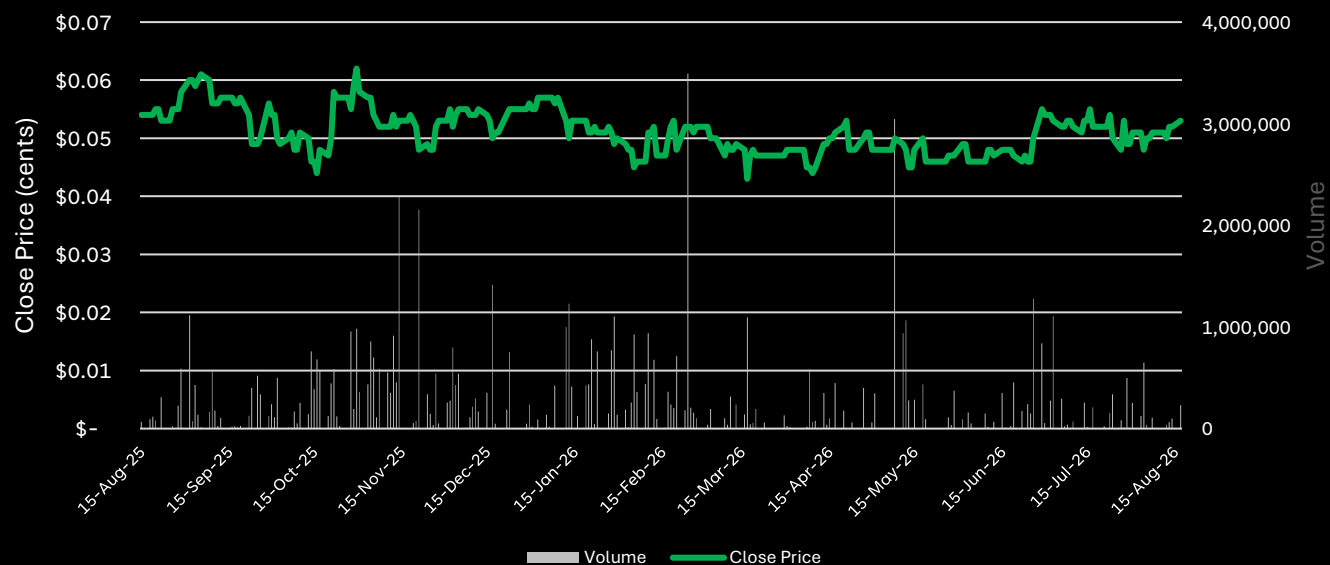


GORDON D'MELLO
PRODUCT &
MARKETING DIRECTOR



CHRISTIAN TYSON
NATIONAL SALES DIRECTOR

Share Price and Volume (1 Year)



BOARD & MANAGEMENT.



JASON BYRNE
NON-EXECUTIVE DIRECTOR &
CHAIR



HARLEY GROSSER
NON-EXECUTIVE DIRECTOR



ADAM CADWALLADER
CHIEF EXECUTIVE OFFICER &
MANAGING DIRECTOR



JUSTIN KINGSTON
CHIEF OPERATING OFFICER



JACQUI SMITH
FINANCIAL CONTROLLER



GORDON D'MELLO
PRODUCT &
MARKETING DIRECTOR



CHRISTIAN TYSON
NATIONAL SALES DIRECTOR

- 35 Years in media with the last 26 in Out-Of-Home
- Commercial Leadership, business and sales building
- Foundational oOh! media sales director
- Pioneered Digital-Place-Based media environments
- Led oOh!'s Locate division
- Created Motio 6 years ago



FROM SCRATCH

- 4 Key channels
- Integrated and commercialised by our exiting team
- Has been built on underutilised and sometimes overlook assets
- Motio has turned them into commercially productive networks



FROM SCRATCH

We wanted to build an audience-first media business focused on environments where people are actively engaged



FROM SCRATCH

We wanted to build an audience-first media business focused on environments where people are actively engaged



DIFFERENTLY TO EVERYDAY OUTDOOR ADVERTISING

- Digital Place-Based is non-traditional out-of-home
- Creating real communication platforms
- Improve the customer experience
- Key to how we have transformed the business



DIVERSIFIED SALES & MARKETING ENGINE

- Zero shortcuts
- Transformed networks
- Built with modest capital with strong instincts
- Assembling a genuinely scaled media business
- Strong foundations and significant runway ahead

THE GROWTH.

Stepping up

MOTIO'S STEP-BY-STEP GROWTH.

- We started Motio in the middle of a global pandemic
- Designed this business to scale on quality technology and systems
- Great foundational team members
- Identifying opportunities that were overlooked
- Scaled into a quality media company

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NON-LINEAR PATHWAY.

- Periods of integration & expansion
- Constant goal to strengthen the underlying quality of Motio
- A shift in FY25 from growth profile to profit

Growth remains central to our strategy both organically, through strategic investment and accretive acquisition.

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BENEATH THE SURFACE.

- Invested in quality systems beneath the surface
- Systems, Infrastructure & people capability
- Structurally strong
- Materially greater revenue and profitable

Opportunity to continue growing without a proportional increase in the underlying cost base.

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FY26 RESULTS.

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HIGHLIGHTS.

\$9.2M

+8%*

REVENUE.

\$2.5M

+31%

CASH EBITDA.

\$1.6M

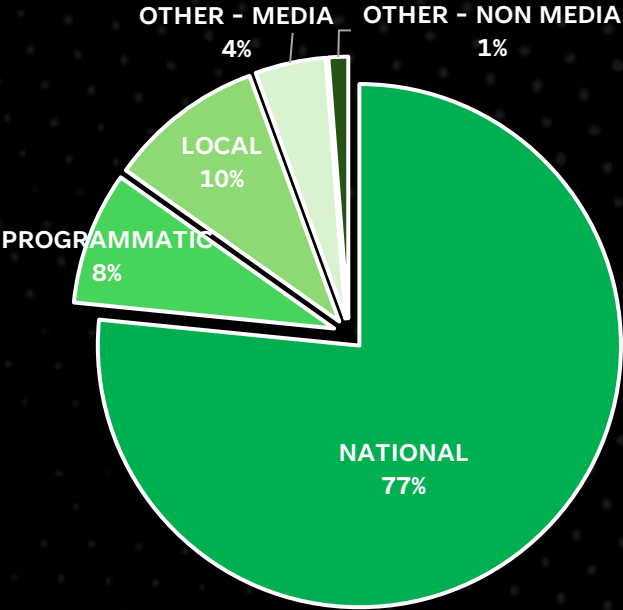
+\$1.7m

NPBT.

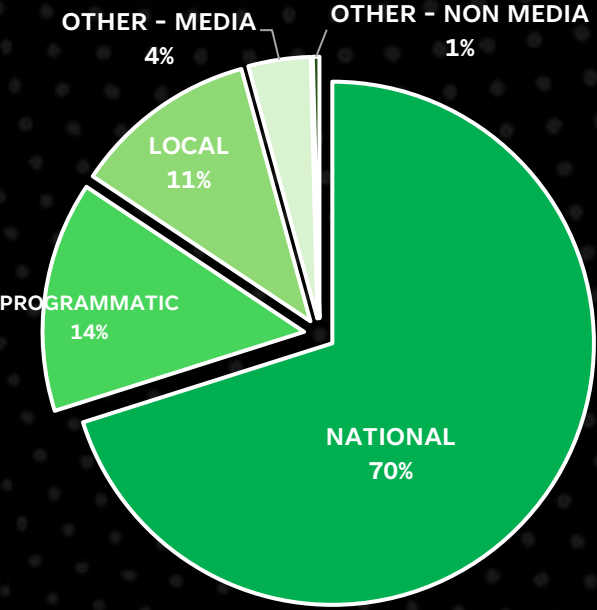
* PCP representation excludes sales representation for the Petro Convenience network (formally Motio Go) at the end of FY25 (30 June 2025)

REVENUE MIX.

FY26



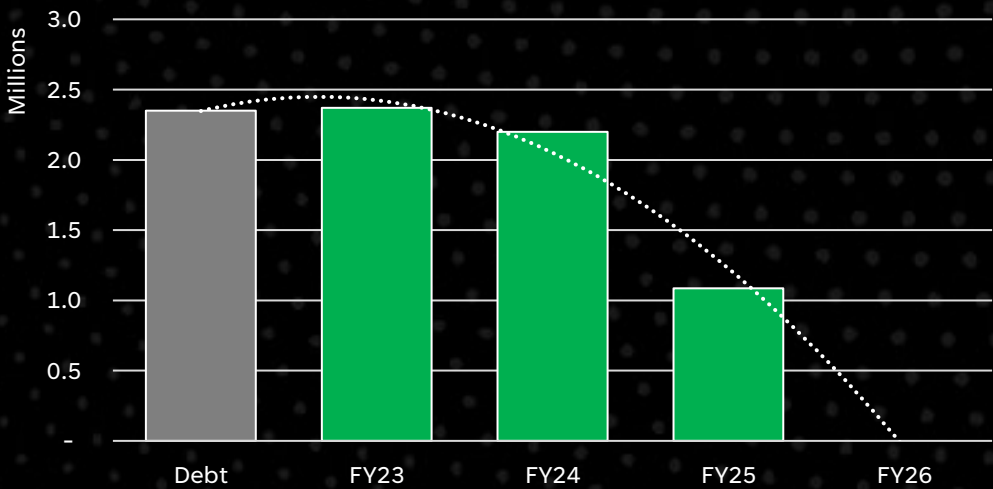
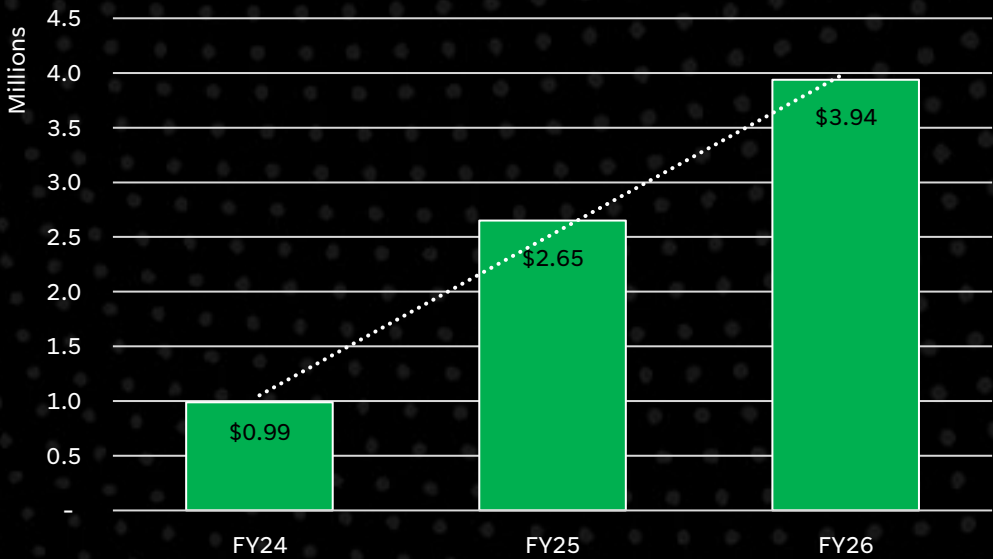
FY25



CASH & DEBT.

+48%
INCREASE IN CASH

100%
DEBT FREE



MEDIA REVENUE PER LOCATION.

\$ 8,484

Media* Revenue per location.

* Excludes production and other revenue

1,038

Locations.

P&L COMMENTARY.

- **Gross Margin % improved in FY26**

- Improved cost control of connectivity

- **Finance Cost Savings**

- Full early repayment of oOh! debt

- **Personnel Expense increase**

- Investment in team including

- **Other expenses improved**

- Repairs and maintenance normalized
- Marketing savings through in-housing
- Reduced travel expenditure

		YOY %	FY26	FY25*
Revenue		8%	9,213,469	8,512,699
Cost of media sites & production		(2%)	(1,894,787)	(1,850,828)
Gross margin		1%	79.4%	78.3%
Consulting & advisory fees		20%	(62,789)	(78,250)
Corporate Compliance		(5%)	(111,742)	(106,794)
Directors' fees and salaries		9%	(495,000)	(543,545)
Finance Costs		72%	(61,798)	(219,366)
Insurance expenses		19%	(49,963)	(62,023)
Personnel expenses		(7%)	(2,939,160)	(2,747,095)
Professional fees		24%	(131,155)	(171,501)
Other expenses		20%	(935,612)	(1,166,481)

* PCP representation excludes sales representation for the Petro Convenience network (formally Motio Go) at the end of FY25 (30 June 2025)

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TRADING.

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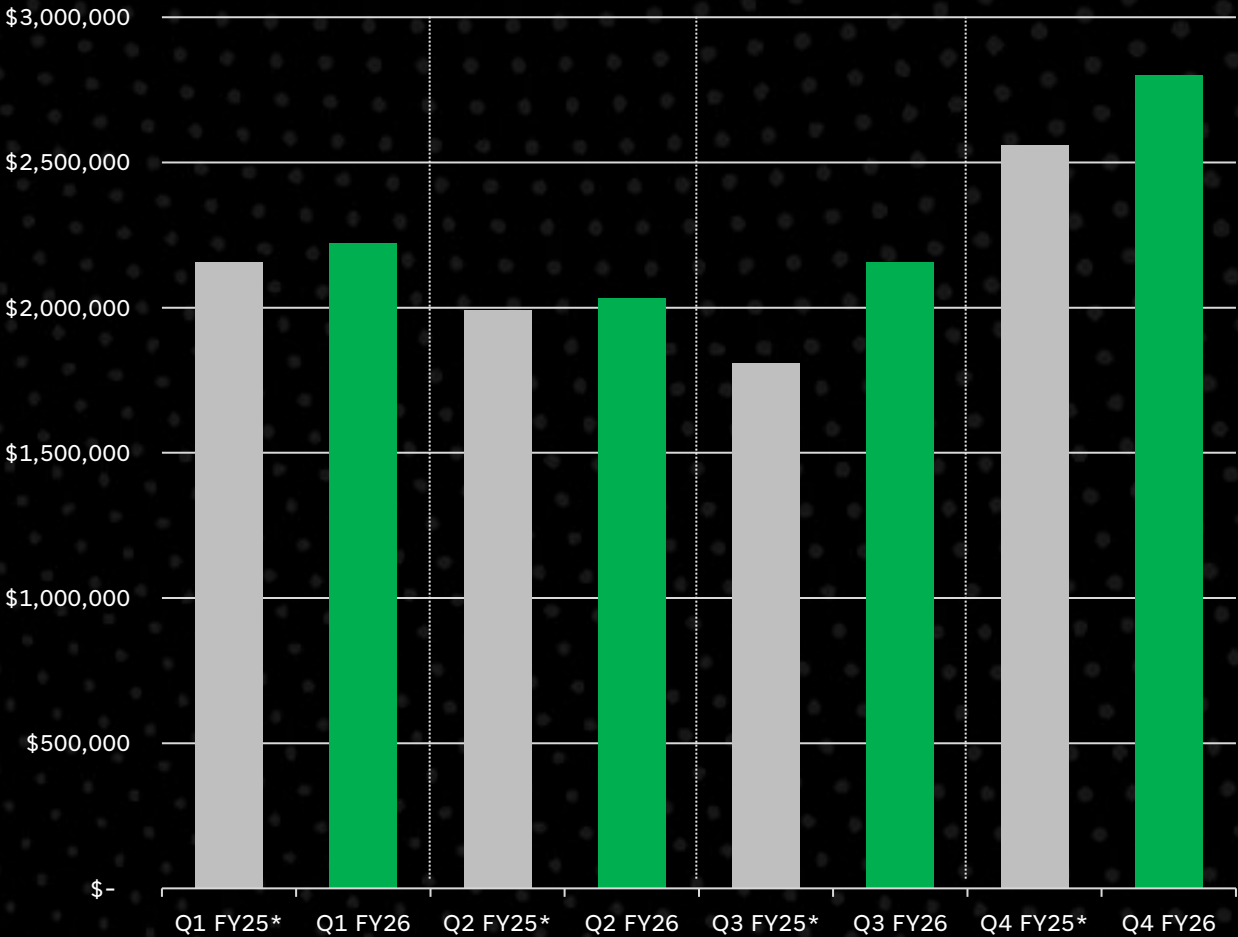
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**THE LAST 10 WEEKS HAVE SEEN STRONG,
SHORT-TERM TRADING CONDITIONS**

- Quality in market presence by our national sales team
- Changing our programmatic go-to-market
- Early revenue indications for the Motio Drive product; and
- Close to our roll out target of 100

QUARTER COMPARISONS.

- Continual revenue increase on owned networks
- Strong Quarter 4 comparative result on PCP
- Q4 FY26 saw another new quarterly record (FY25 Excludes Motio Go)



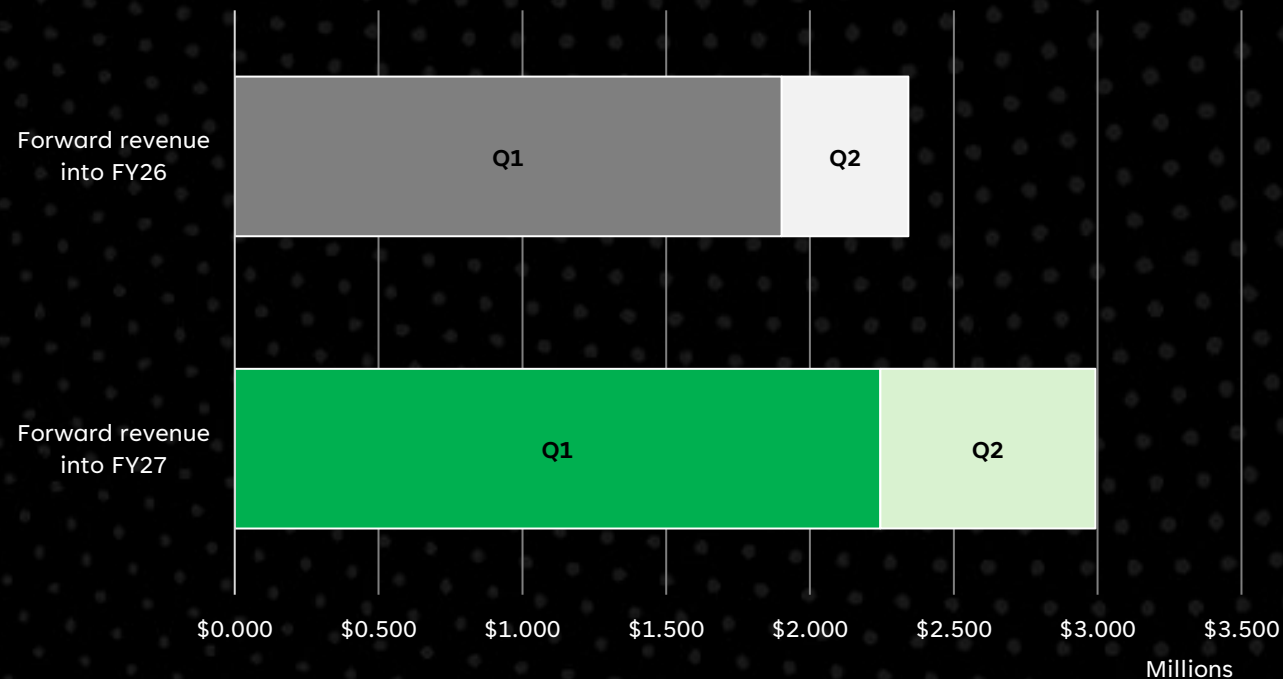
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FORWARD REVENUE.

- Revenue at week 7 is 28% ahead on p.c.p. for the first half of the year

- Momentum continuing from the May & June months into FY27

- Principal spend investment from Pharmaceutical, Community/Services, Government and Entertainment & Leisure



AT THE END.

What's important now

HERE WE GO.

The next phase has commenced

Shifting from just building to operational leverage & scalable growth

Readiness for more

A scaled media platform with growing revenue visibility

Pursuing strategic network & acquisition opportunities

Capital disciplined, leveraging our established platform

Strengthened foundations, materially stronger platform

Balance sheet ready for future growth and cash flow generation



QUESTIONS.