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investor update

May 10, 2024

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investor update

March 10, 2024

**Thanks for joining.**

- 10 Week overview & progress since March update
- FY24 Trading update
- FY25 strategic position and outlook
- Questions



## The past 10 weeks.

- Exceeded last years total turnover &
- Had the strongest quarter in the company's history (to date)
- Officially launched our new Café menu Board
- Reduced connectivity costs in Hospitality (Café & Venue) as planned





Breakfast		wired.	
<b>Panini</b>		<b>BLT</b>	\$13.00
Grilled capsicum & zucchini, artichoke with goats cheese and basil pesto	\$9.90	bacon, lettuce and tomato drizzled with aioli on Turkish	
Chicken schnitzel with lettuce, tomato and aioli	\$10.90		
Ham, camembert and cranberry with spinach	\$10.90	<b>Hot Pastries</b>	
Prosciutto, parmesan and spinach	\$10.90	Aussie beef pie	\$7.00
		Cauliflower, leek and cheese pie	\$7.00
<b>Burgers</b>		Chicken and vegetable pie	\$7.00
Beef	\$13.00	Quiche Lorraine	\$7.00
Chicken	\$13.00	Spinach and fetta quiche	\$7.00
Vege	\$13.00	Beef roll	\$6.50
Add bacon \$4.50		Spinach and ricotta rolls	\$6.50
Add Beetroot \$1.00		* relish or tomato/BBQ sauce 0.50	
		<b>Salads</b>	
<b>Wraps</b>		Mixed salad	\$9.00
Chicken and avocado	\$9.50	Caesar	\$10.00
Ham and salad	\$9.00	Add chicken	\$5.00
Mixed vegetable	\$9.00	Add avocado	\$4.00
		Side salad	\$5.00
		Hot chips	\$4.50

**THE BUSINESS LOAN WITHOUT THE GROAN**

ANZ GoBiz

ANZ

Applicants for ANZ GoBiz need to meet eligibility and credit criteria. Australia and New Zealand Banking Group Limited (ANZ) 2024 ABN 11 005 357 513







# THE BUSINESS LOAN WITHOUT THE GROAN

ANZ GoBiz



Applications for ANZ GoBiz need to meet eligibility and credit criteria. Australia and New Zealand Banking Group Limited (ANZ) 2024 ABN 11 005 837 522.





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# FY24 Trading update

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# FY24 Trading update

- Motio remains on target for our FY24 year revenue goal between \$7.7M-8.2M
- Our strongest H2 to date including quality pacing for Q4
- Utilisation of network has increased along with yield
- This week has been the largest forward revenue booking week since inception
- Spawtz SaaS continues to grow alongside its payment platforms



REGULAR LARGE

CHAI LATTE  
MOCHA  
HOT CHOCOLATE  
TEA  
ENGLISH BREAKFAST, EARL GRAY  
GREEN, CHAMOMILE, PEPPER MINT,  
LEMON GINGER

+ HONEY

FRESH SQUEEZE JUIC  
PINEAPPLE, ORANGE,  
APPLE, CARROT

MILKSHAKE  
CHOCOLATE, VANILLA, CARAMEL,  
BANANA, STRAWBERRY

BEER  
CIDER  
WINE  
GLASS  
BOTTLE

COCKTAILS  
ESPRESSO MARTINI  
BLOODY MARI  
APEROL





# FY25 Strategic Position & Outlook

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## FY25 Strategic Position & Outlook

- FY25 will be a year of consolidation
- Focus on optimisation of top and bottom line results
- Ideal network size (with some upgrades to Motio Play)
- Continue to take advantage of strategic and tactical growth opportunities
- Take advantage of the maturation of the operational capabilities
  - Focus on revenue growth between 10%-15% YOY (target between \$8.8M - \$9.2M)
  - FY25 Cash EBITDA target (after office rent expense) to exceed \$1M+



# Summary

- Cost saving initiatives have been completed
- FY24 Revenue on track to deliver within the guidance range
- FY25 Strategic position and outlook has been set by the Motio Board
- We have the team and the network in place to deliver the outcomes
- Audience measurement continues to be a strategic opportunity in FY25
- The company will continue to provide 10 week updates on our trading position (July 19 next update)

# Questions