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Investor update

September 15, 2022

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Thanks for joining.

- **Who is motio, what do we do?**
- **Annual report – areas of explanation**
- **Our progress thus far**
- **Capital update**
- **Our growth and the team – Our business is ready to get much bigger**
- **Liquid Thinking update**

What is our business?

Our business

Motio is a leading Audience Experience & Digital Place-Based media company.

It is focussed on creating engaging content & utility communication for brands, customers and its commercial partners across its expansive digital marketing environments. Its networks leverage long dwell time, delivering powerful, contextual connections to audiences, underpinned with first party data and location intelligence technology.



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Without the jargon

What we do, without the jargon.

- **Motio is a media sales company supported by software, data and content**
- We sell advertising in over 1,000 locations around Australia in different environments as well as software in our sports business
- We create video and imagery for the displays and make it look amazing for the audiences in the locations (we are bloody good at this)
- This video, images and information helps people when they are in these locations
- Motio's revenue is created by selling the advertising in between this great content
- We almost always look at placing our displays within locations that have really long dwell times
- We allow the places that we have agreements with to also use our displays free of charge using state of the art software
- When we do this, people are much more likely to watch the ads and buy advertisers products
- We also get data about the people that visit our locations.
- This data enables us to tell advertisers with great certainty that the people they think should buy their products are in our locations and much more likely to see their ads and be interested in them
- We use amazing software to help us bring all of these areas together.

The past couple of years

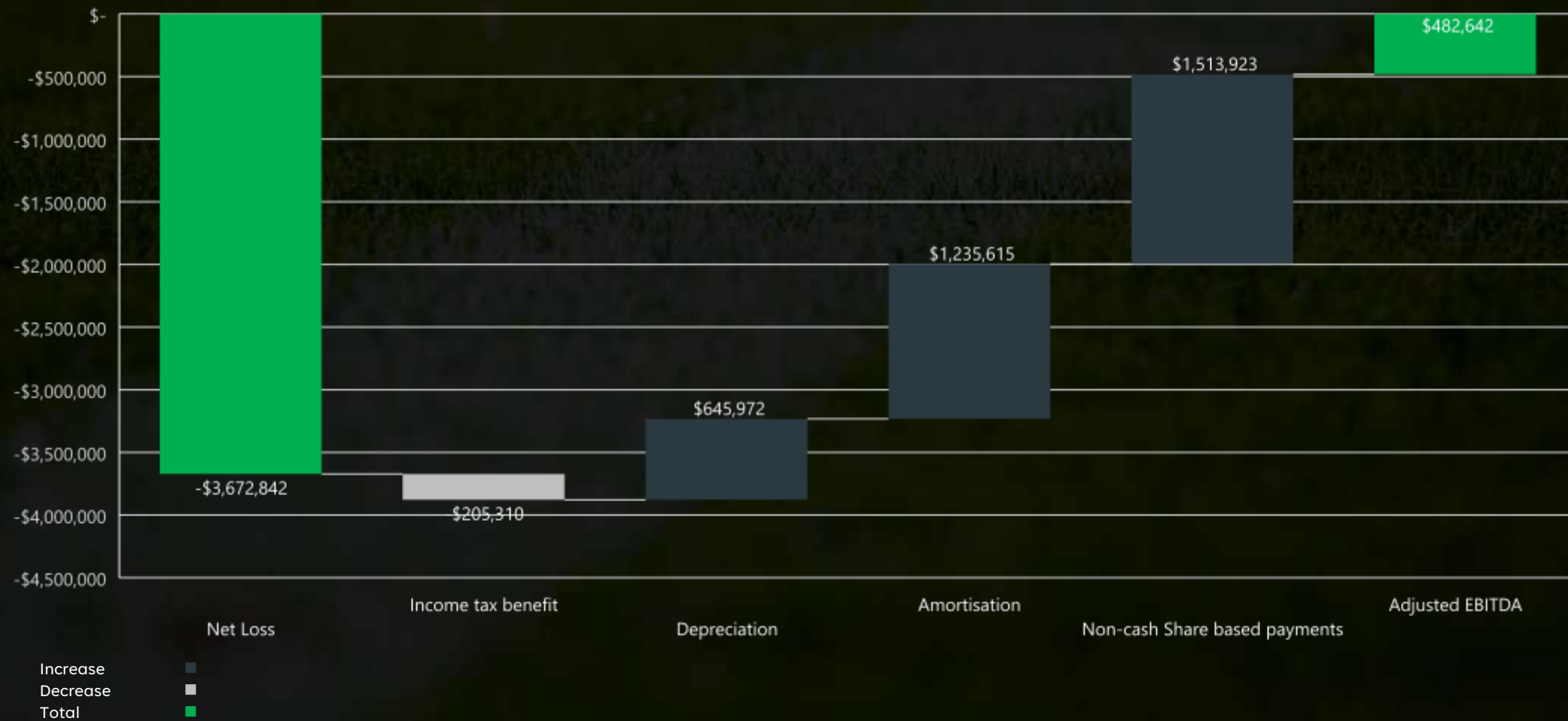
- In the last 12 months we have established a network of 600 Medical Centres, 70 Indoor Sporting Centres and 500 Petro retail locations.
- Over the last 2 years we have changed our business substantially.
- From a business that had reached its last legs to a business that has a long term sustainable future and continuing to grow.
- Motio is a business that is ready to grow and has the people and infrastructure in place to become a whole lot bigger.



Annual Report – areas of explanation

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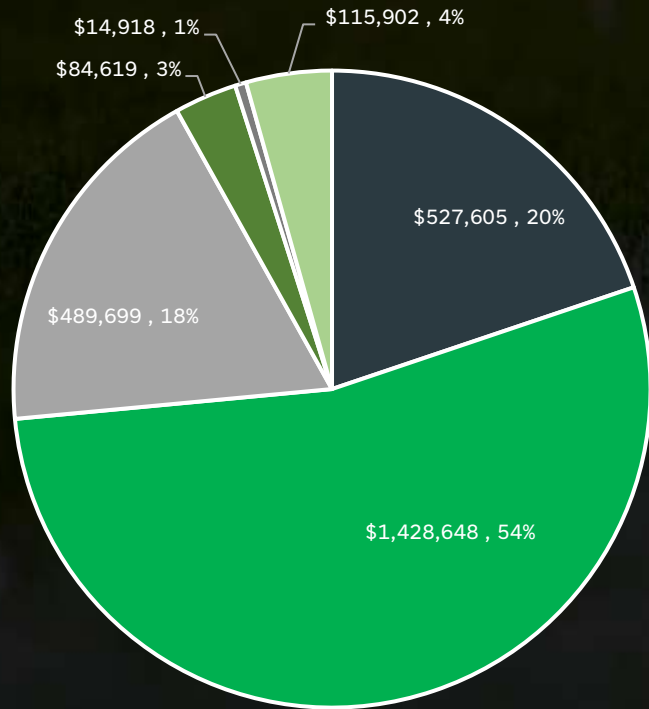
Adjusted EBITDA FY22



Cash deployment

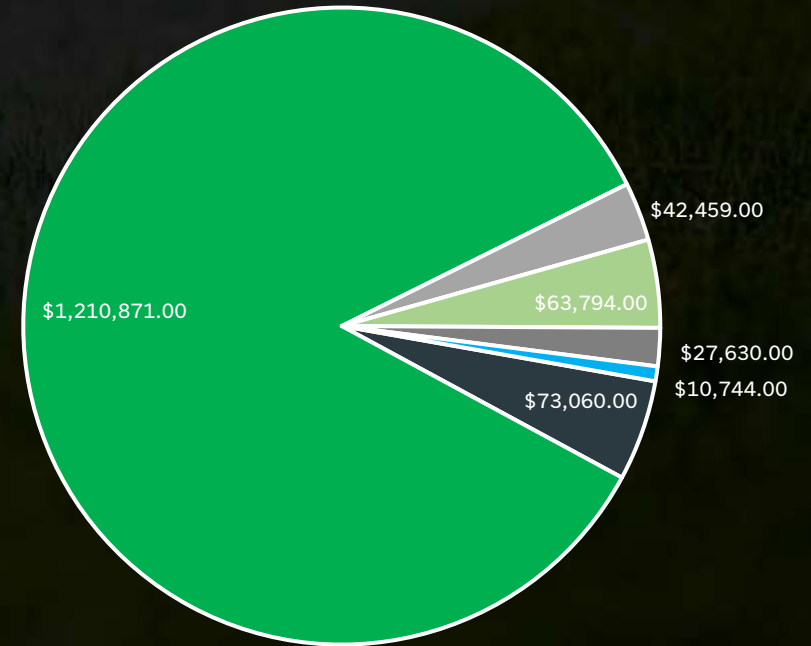
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Cash utilisation breakdown



Operating Activities	■	\$ 527,605
Acquisition of Liquid Thinking	■	\$ 489,699
Other acquisition Expenses	■	\$ 84,619
Investment IN PPE	■	\$1,428,648
Other investing activities	■	\$ 14,918
Financing activities	■	\$ 115,902

Property, Plant & Equipment breakdown

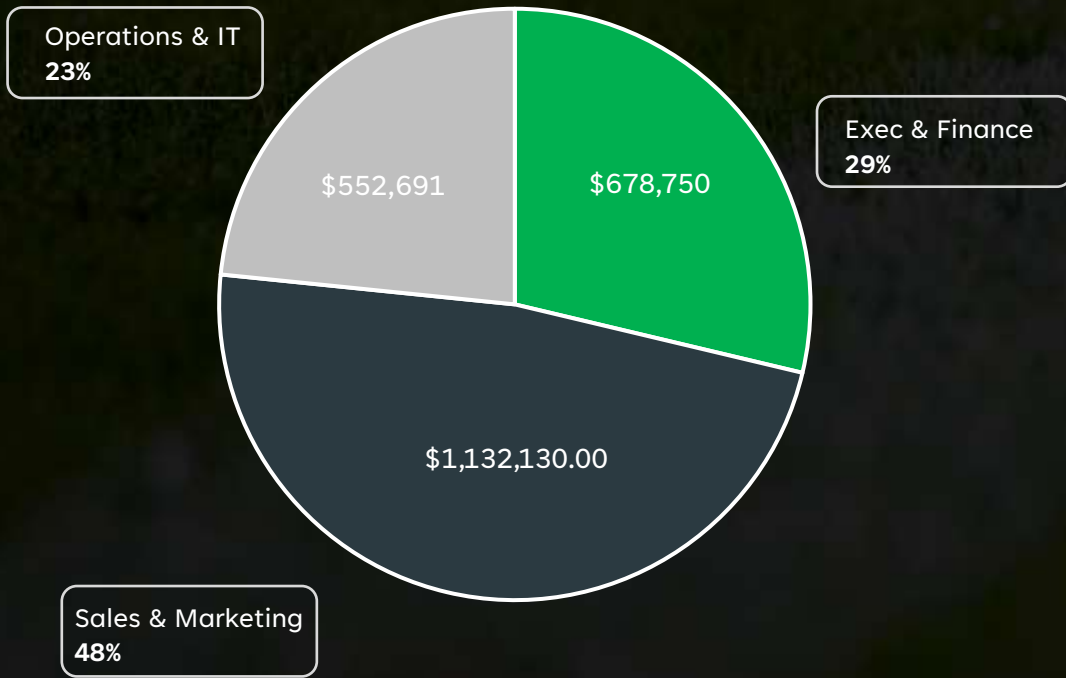


Motio Health – Site Structure	■	\$ 1,210,871
Motio Play – Site Structure	■	\$ 73,060
Helpdesk Support Development	■	\$ 63,794
Innovation R&D	■	\$ 42,459
Office Computer Equip	■	\$ 27,630
CMS Activation Fees	■	\$ 10,744
TOTAL		\$1,428,648

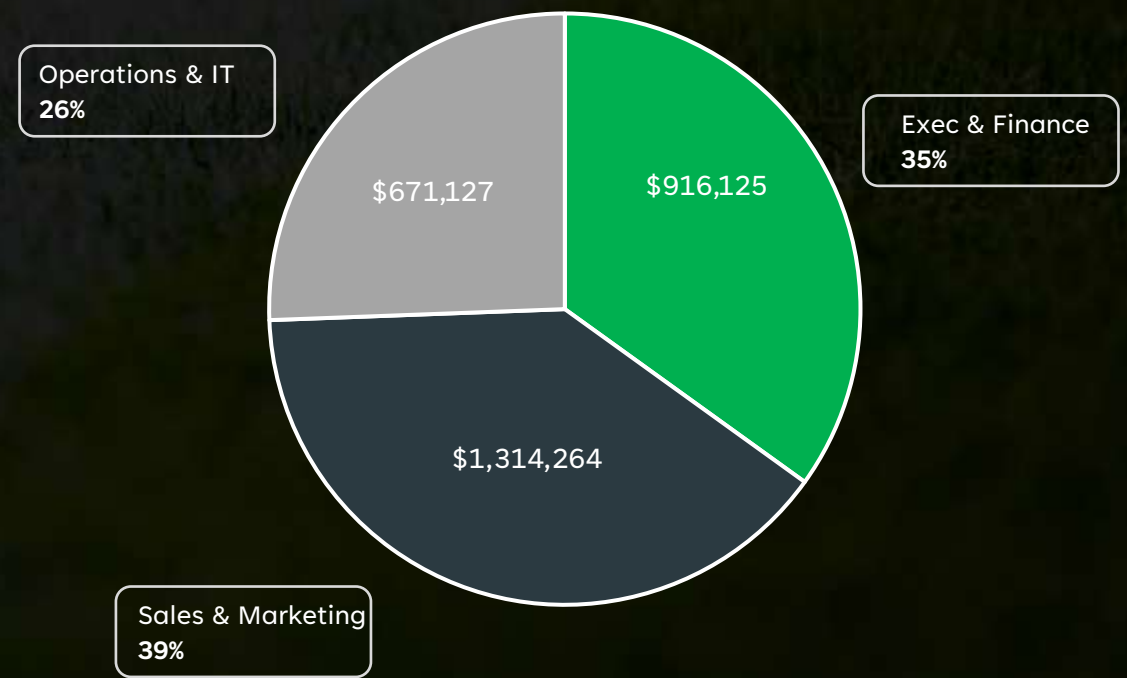
Employment

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FY22 employment breakdown



FY23 Projected employment

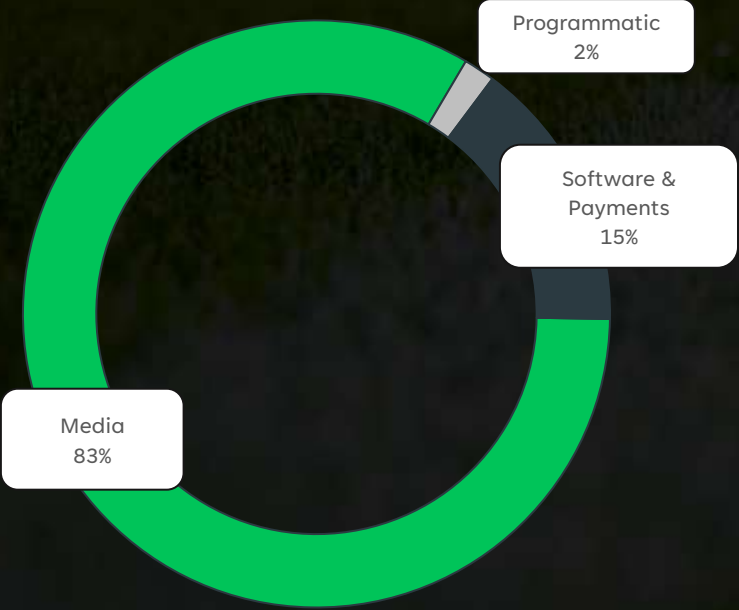


Revenue breakdown

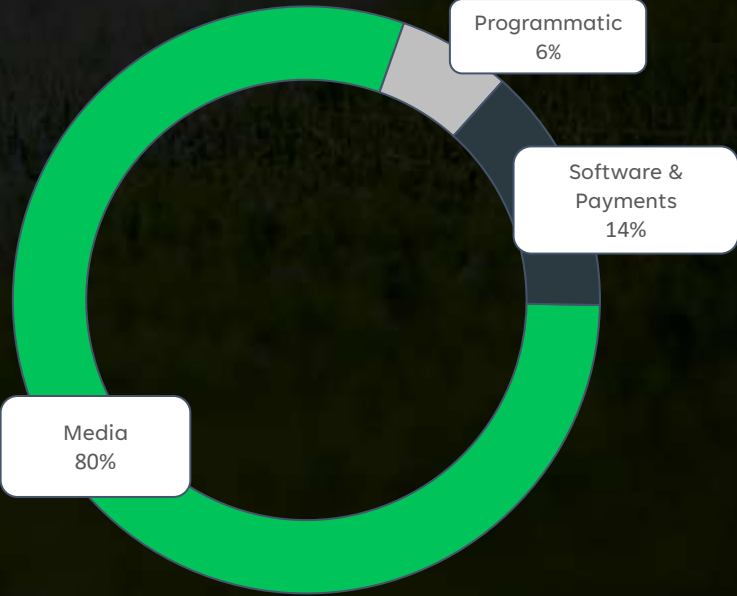
Revenue breakdown

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FY21 Breakdown by channel



FY22 Breakdown by channel



Gross margin remained stable

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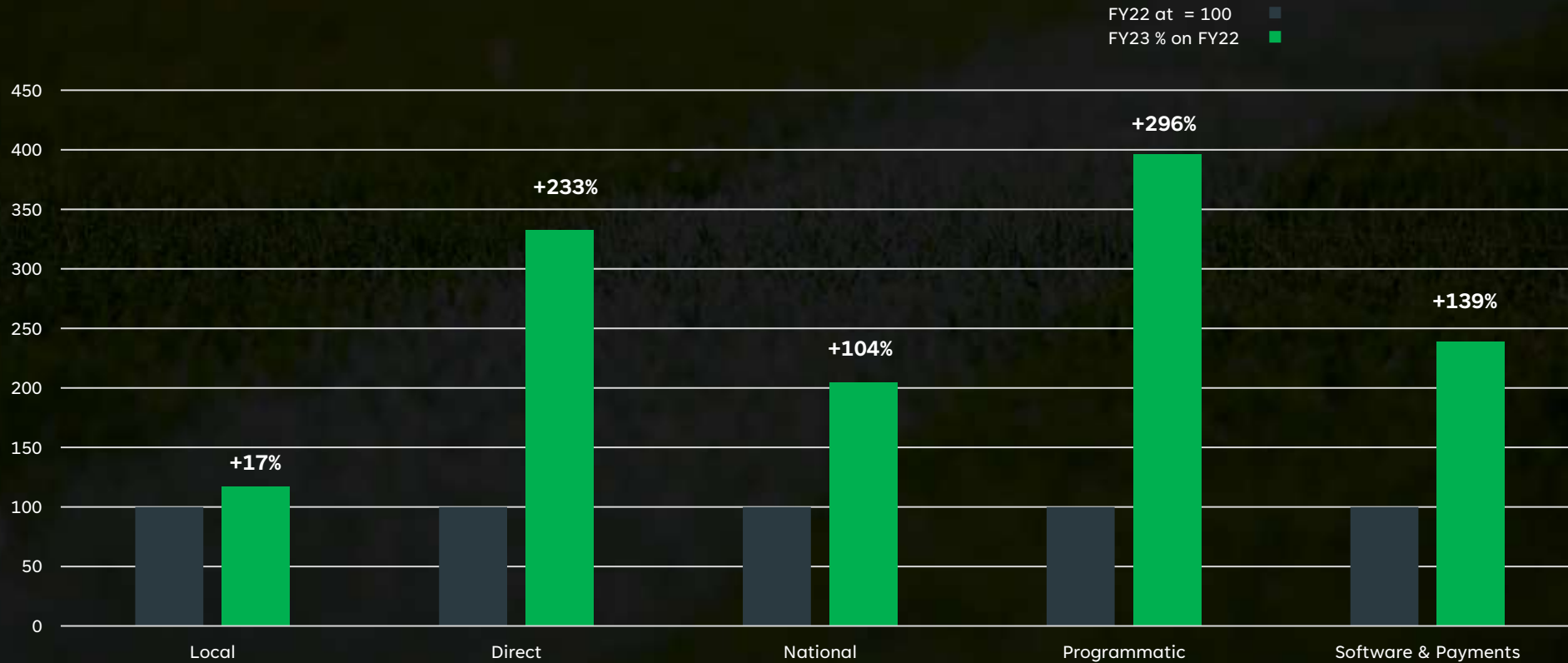




Progress in FY23

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Revenue since July 1 as a percentage on FY22



Revenue generated July 1 to September 14, 2021 (FY22) to the same corresponding period this year (FY23)

motioHealth brands & campaigns

Free Home Test Kit

People **aged 50-74** are at a greater risk of **bowel cancer**.

Speak to your GP today about the free bowel cancer screening test.

NATIONAL BOWEL CANCER ACTION PROGRAM Cancer Council bowelcancer.org.au Get 2 it

Here's to *Reduced Cholesterol*

1 study shows that consuming 20g of plant sterols daily, in addition to one serving of Dairy Farmers' milk, can reduce LDL cholesterol by 10% and the overall reduction of total cholesterol by 8.5% compared to 0% reduction. Results may vary depending on personal characteristics.

Dairy Farmers

Love your ears
Brookvale

If you're over 26, visit us for your free hearing check
Audika Brookvale. We are located on Level 1 in Westfield Warringah Mall.

Scan to book your free hearing check

Audika Hearing Clinic

NOW OPEN

TAKE ON WINTER

Add your Dencorub and wearing up to your winter COVID-19 wardrobe by your winter friends but it's safe to get both of the winter items.

Book one of your GP or participating pharmacy. Visit australian.gov.au

COVID-19 VACCINATION

Uniting people and communities.

Uniting Retirement and Independent Living Call 1800 864 846

Uniting

Order your medication from your phone

App Store Google Play

MedAdvisor

mymedadvisor.com

Dencorub
PAIN RELIEVING HEAT PATCHES
MEDICATED PAIN RELIEF

Soothing relief for everyday muscular aches and pains

HEAT

Always read the label. Follow the directions for use. If symptoms persist, talk to your health professional.

Dencorub
PAIN RELIEVING HEAT PATCHES
MEDICATED PAIN RELIEF

3 Patches

NERVODERM[®]
www.nervoderm.com.au

DON'T LET NERVE PAIN HOLD YOU BACK

motioPlay brands & campaigns

motio

SPORT LIVES HERE

Stream Over 50 Sports Live

Kayo

This advertisement features a bright green background with a white crown icon above the text. The text is bold and black, with the Kayo logo at the bottom.

motio

SPORT IS CALLING

rebel
rebelsport.com

The advertisement shows a soccer field with a goalpost in the background. The text is white and black, with the Rebel logo and website at the bottom.

motio

TURN YOUR
H₂O
INTO
H₂ON

NEW
Berocca SPORT

BEROCCA SPORT IS A FORMULATED SUPPLEMENTARY FLUORIDE TO BE CONSUMED TO COMBINE WITH FLUORIDE TOGETHER TO PROVIDE OPTIMAL TOOTHING & REDUCE RISK OF A TOOTH DECAY

AVAILABLE 9.10.2020

PLAY
HAB NO LIMITS

This advertisement has an orange and green background. It features a box of Berocca Sport and a small image of a soccer player.

motio

PlayStation

EA SPORTS FIFA 21

AVAILABLE 9.10.2020

PLAY
HAB NO LIMITS

The advertisement shows a soccer player in a yellow jersey celebrating a goal. The EA Sports logo and FIFA 21 title are prominent.

motio

SOLO
ORIGINAL LEMON FLAVOUR
ZERO SUGAR

THE ORIGINAL THIRST CRUSHER.

A can of Solo Thirst Crusher Original Lemon Flavour Zero Sugar is centered against a yellow background.

motio

SHOW US WHAT YOU'VE GOT,
AND WE'LL SHOW YOU WHERE
THE NAVY CAN TAKE YOU.

1. POST A SNAPSHOT
2. POST YOUR SNAPSHOT AT 10PM
3. PRESS AND HOLD ON SNAPSHOT
4. SHOOT THE NAVY LIST

WHAT WILL YOU BRING?
1. BRING NAVY TO PROTECT YOUR

NAVY THE TEAM WINGS

The advertisement features a man working on a bicycle wheel. A Snapchat QR code is visible, and the text is in white and black.

motio

NEW
GATORADE
NO SUGAR

ESSENTIAL ELECTROLYTES
WITHOUT THE SUGAR

G
BOTTLED HEADS BY GATORADE

Three bottles of Gatorade No Sugar in pink, yellow, and blue are shown against a white background.

motio

The Athlete's Foot

asics

USE YOUR GAME
PLAY UNPLATED.

Find your closest store or shop online
theathletesfoot.com.au

The advertisement shows a woman in a black Asics jersey jumping for a basketball. A white Asics sneaker is shown in the foreground.

motioGo brands & campaigns

Makita
18V 2-Pin
Cordless Kit
Includes 1 x 6.0Ah
Battery & charger
\$299

Great tax time
deals on
top brand tools.

AKO
20V 3-Pin
Cordless Kit
Includes 2 x 3.0Ah
Batteries & charger
\$499

BUNNINGS
TRADE

Search: Bunnings Trade Tax Time Q

When your
**BOTTLE IS
A TEMPLE**
A DARE FIX'LL FIX IT.

NO SUGAR ADDED

dare
LIQUID ESPRESSO

YOU COULD
**INSTANTLY
WIN \$50**
FROM ANY SPECIALLY MARKED
UP&GO 300mL BOTTLE OR 12 PACK*

1. BUY
2. UPLOAD
3. SCOR!

3,000 PRIZES TO BE WON!

UP&GO
LIQUID BREAKFAST

IF IT DOESN'T
FEEL RIGHT

Have you been something that doesn't feel right? Our small observation could help stop a much bigger border issue.

FLAG IT Report any activity at
borderwatch.gov.au

Australian Government
Border Watch

Hi, I'm Alana,
your local Mobile Home
Lending Executive.

I can help you find the right home loan,
at a time and place that suits you.
Talk to me today.

Alana Durn
0457 340 230
Alana.Durn@rbu.com.au

**OVER
\$1,000,000
IN PRIZES**
TO BE WON INSTANTLY*
BUT NOW FOR YOUR CHANCE TO WIN

PEPSI MAX

A MORE
FLEXIBLE
MEMBERSHIP
GO MONTH TO MONTH OR PAY PER VISIT*

PUT YOURSELF FIRST


FITNESSFIRST.COM.AU

TECH 4644

✓ Back to school?
✓ Back to Officeworks.

officeworks

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Set for growth



FREE Same Day Delivery

Pharmacy



Call a Health Care provider for medical health information in an emergency?
Do you have allergies?
Do you know what vaccinations you've had and when you last had?
Get a My Health Record today!
Having a My Health Record means your important health information can be digitally stored in one place.
If you would like help registering for a My Health Record please speak to our receptionist.
If you already have a My Health Record or to know we can help to add your health supplies.
My Health Record is the Australian Government's secure digital health system. For more information visit www.health.gov.au/myhealthrecord

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AUSTRALIA'S COVID-19 VACCINATION PROGRAM IS UNDERWAY.

COVID-19 vaccines will keep Australia safe and substantially help us stop the disease from spreading to our communities and for ourselves. It's important we all continue to remain COVID-19 free. To find out when it's your turn, visit [health.gov.au/healthcare](https://www.health.gov.au/healthcare) or call the National Coronavirus and COVID-19 Helpline 1800 028 080.

COVID-19 VACCINATION
Safe. Effective. Free.

HEALTHCARE

Helena
Registered Nurse

Authorized by the Australian Government, Canberra

The display features a smiling female nurse in blue scrubs, the Australian coat of arms, and four circular icons with checkmarks representing different vaccine types.

Book and manage your healthcare with the Health App

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Cash & capital

Cash & capital

- Current cash at bank is \$2.01M (as at September 14)
- Motio has been operationally cash flow positive this financial year
- \$366K in known capital & R&D projects this financial year
- Anticipate being close to cash flow break even or positive this financial year
- Expectation to maintain \$1.4M-\$1.65M cash in bank after capital costs in FY23
- Remain debt free and have no requirement for additional cash funding with current operations
- The team, the network and software business is built and in growth

Motio's management and board are committed to organic and acquisitive growth that makes sense for the business and its shareholders.

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Our team.

The things we value

Our values set the standards we expect, encourage and celebrate in our team and partners. They guide our decision making and position us to achieve our purpose.

01

Team play

We know that for **motio** to win, it takes all of us to make it happen. We celebrate teamwork and prioritise it over the individual.

Communication

Our commitment to communication and making sure the team and our partners are informed is paramount to our success. We are committed to telling it like it is, the good, the bad and the ugly.

02

03

Openness

We highly value the quality of being receptive to new ideas, opinions and arguments. We love it when people are curious, know their strengths and weaknesses and embrace them.

Equity

Motio is committed to widening participation, promoting ownership, fairness and behaving with proprietary interest to increase success for all.

04

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Liquid Thinking update

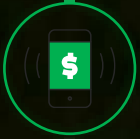
Our strategy



Leverage Motio's proven Business Development and Client Acquisition experience to expand client base in the UK and New Zealand.



Continue roll out of Online Payment platform across all existing Spawtz client base.



Increase adoption of Online Payment functionally across player universe.



Review Product Development Roadmap and align to Audience Experience and Revenue Growth channels.

WOMEN'S SUNDAY CRICKET DIVISION 1

BROUGHT TO YOU BY SPAWTZ

TEAMS	PLD	W	L	D	PTS
TROPHY FIGHTERS	3	3	0	0	9
MIGHTY DEMONS	3	2	1	0	6
BLUE SKYWALKERS	3	2	1	0	6
SPARTAN STRIKERS	3	2	1	0	6
COOL THUMPERS	3	1	2	0	3
HURDLES OF NURDLES	3	1	2	0	3
SCREAMING EAGLES	3	1	2	0	3
POWER HITTERS	3	0	3	0	0

THE ICC MEN'S T20 WORLD CUP LIVES HERE

EVERY MATCH EXCLUSIVE TO FOX CRICKET, AVAILABLE ON KAYO

Kayo

POWERED BY motio

9:28am

BREAKS ASIAN CUP

including a hat-trick in 7 minutes, taking her tally to 1000 runs, surpassing...

Powered by **motio**

AND

KOBE RYANT
THE LAMBA INTALITY

Mamba

phy

y is Kobe Bryant's... and career on the... onal, insightful st...

Questions

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motio

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