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investor update

March 6, 2024

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Past performance is not a reliable indication of future performance.

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March 6, 2024

Thanks for joining.

- Overview of the business
- Industry snapshot
- Update on Hospitality (Café + Venue)
- Overview of H1 results
- Summary & Questions

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motio is a Place Based Media company.



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HERE FOR LIFE

Cancer Council NSW

Protecting life's moments, for life



If you need to talk about cancer call 13 11 20



D

Make change comfortable and appointments a couple of clicks. Download the app today. **easyvisit**

Accicare

Patient Information



2017 TAM

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STANDING STANDING STANDING STANDING

Modibodi Leave outdated uniforms on the bench. 

WOMEN'S INDOOR NETBALL
WEDNESDAY INDOOR NETBALL - WINTER 2023

TEAM	PLD	W	L	D	PTS
SPORTY MUMMAS	3	3	0	0	9
ALLSTARS	3	2	1	0	6
SAPPHIRES	3	2	1	0	6
HURRICANES	3	2	1	0	6
MISFITS	3	1	2	0	3
CHERRY MUMS	3	1	2	0	3
BUNDYS	3	1	2	0	3
DIVAS	3	0	3	0	0
PIZZAZ	3	1	2	0	3
THE REAL HOUSEWIVES	3	0	3	0	0

PUMA x **modibodi**

POWERED BY **Spawtz**



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APEROL
— 1919 —
IT'S TIME FOR SUNSHINE
YOUR FIRST SPRITZ ON US

Scan, download app and r

Get the facts DrinkWise.org.au

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We own and operate digital screen networks in these expanding group of environments.



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11:11

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← BACK TO TEAMS

Mighty Ducks

Junior

EMAIL SETTINGS

Fixture reminder emails:

Availability update emails:

Your role in this team is **Junior Team Organiser**.
To edit your personal details go to your [Profile](#).
Only league admin staff or other organisers can change your role on this team.
To remove yourself from this team go to your [Team List](#)

TEAMMATES

To invite parents to add their children to this team, send them this url:

Link copied to clipboard! wtz.com/invitation/3465B8596AD1DE0

or click here to invite an organiser or senior player to join the team

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CRICKET LADDER

SUNDAY CRICKET DIVISION 1

BROUGHT TO YOU BY SPAWTZ

TEAMS	PLD	W	L	D	PTS
CRIMSON HAWKS	3	3	0	0	9
DAZZLING DAISIES	3	2	1	0	6
WARRIORS	3	2	1	0	6
DYNAMITE DIVAS	3	2	1	0	6
THE SUNSHINE GIRLS	3	1	2	0	3
BLACK HAWKS	3	1	2	0	3
THE SLOTHS	3	1	2	0	3
BOMBERS	3	0	3	0	0
THEE STALLIONS	3	0	3	0	0
BASKET CASES	3	0	3	0	0
RAMPAGE	3	0	3	0	0

20 CUP RE
VE TO
LE ON KAYO

POWERED BY **motio**PLAY

WOMEN'S NETBALL LADDER

DIVISION 1

BROUGHT TO YOU BY SPAWTZ

TEAMS	PLD	W	L	D	PTS
CRIMSON HAWKS	3	3	0	0	9
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BLACK HAWKS	3	1	2	0	3
THE SLOTHS	3	1	2	0	3
BOMBERS	3	0	3	0	0
THEE STALLIONS	3	0	3	0	0
BASKET CASES	3	0	3	0	0
RAMPAGE	3	0	3	0	0

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Whilst we are technology driven, our business and culture is sales.

motio is known for transforming places and spaces into communication rich, digital place-based environments.



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Helping brands and business connect
to **‘people with purpose’**

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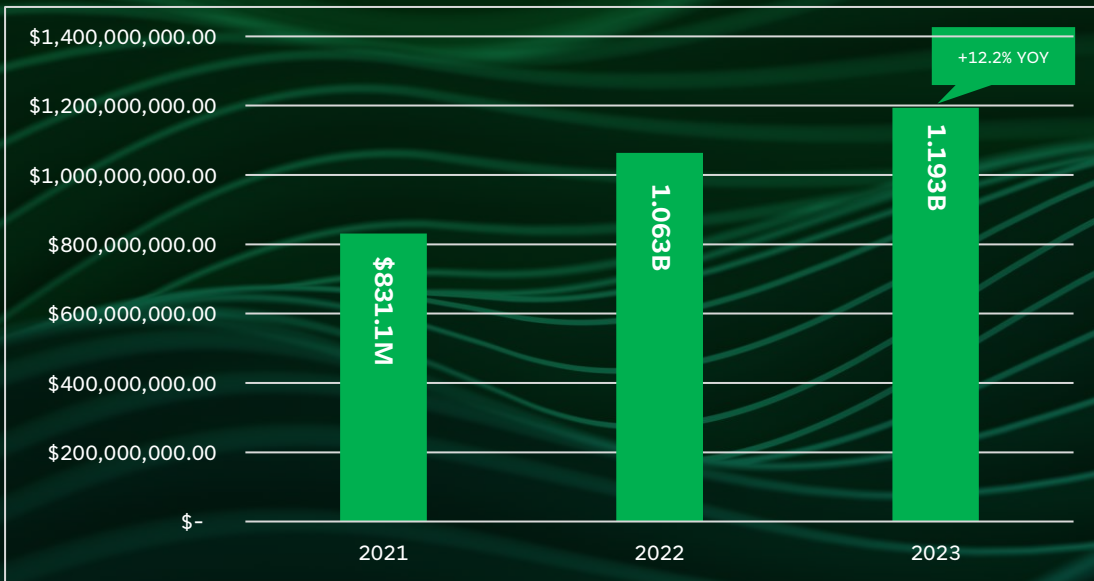
Industry snapshot.

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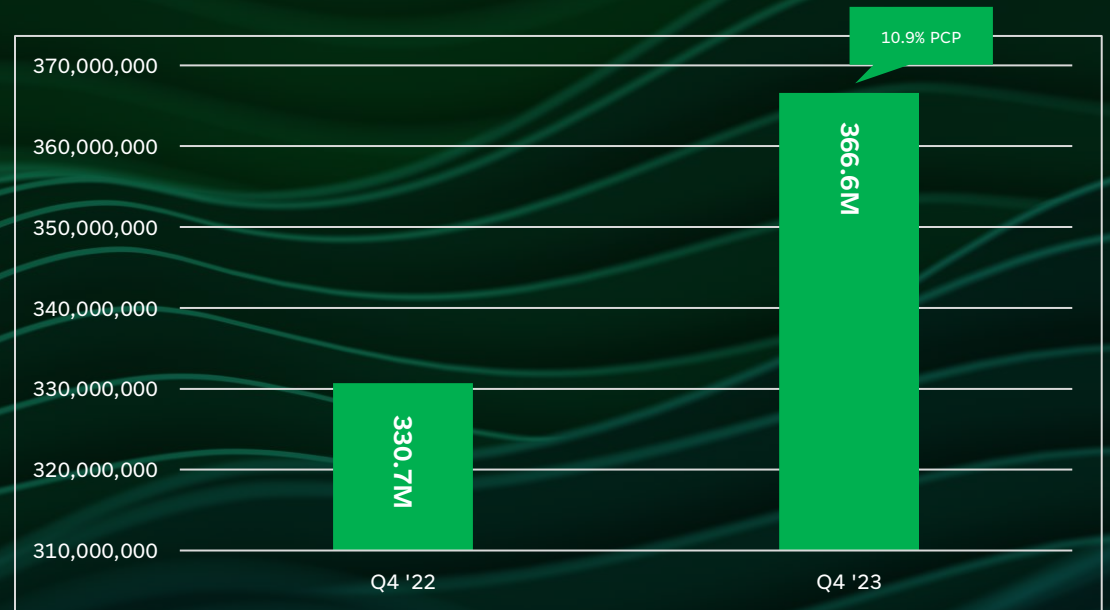
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Industry snapshot 2023.

YOY Comparison

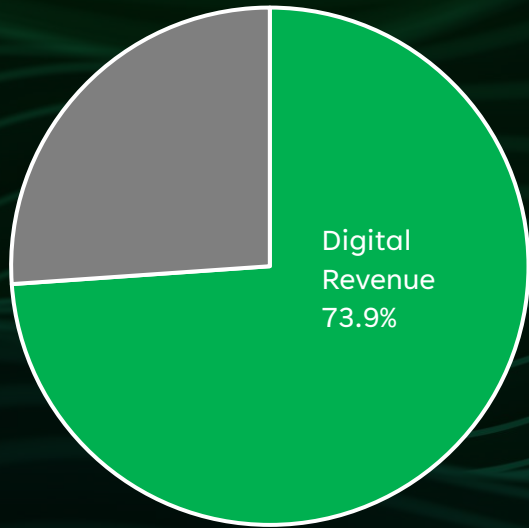


Q4'23 vs. Q4'22



SOURCE: Outdoor Media Association, February 2024

Industry snapshot 2023.



- OOH makes up ~10.5% of all Agency based revenue
- Digital revenue makes up 73.9% of total OOH
- Significant increase in programmatic trading
- Development of Move 2.0 Industry measurement
- Place Based will be captured

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Hospitality – Café & Venue networks

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March 6, 2024

Update on Hospitality

- Trading from a standing start in March
- Good early momentum
- Finished 85% of our target for H1
- Commercial Products are evolving the product and engagement
- Connectivity is our current project – We are carrying an additional \$100K in the Cost of Sales



CHAT LATTE
MOCHA
HOT CHOCOLATE
TEA
ENGLISH BREAKFAST, EARL GRAY
GREEN, CHAMOMILE, PEPPER MINT,
LEMON GINGER
+ HONEY
FRESH SQUEEZE JUICE
PINEAPPLE, ORANGE,
APPLE, CARROT
MILKSHAKE
CHOCOLATE, VANILLA, CARAMEL,
BANANA, STRAWBERRY
BEER
CIDER
WINE
GLASS
BOTTLE
COCKTAILS
ESPRESSO MARTINI
BLOODY MARY
APEROL



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Breakfast

Panini

Grilled capsicum & zucchini, artichoke with goats cheese and basil pesto	\$9.90
Chicken schnitzel with lettuce, tomato and aioli	\$10.90
Ham, camembert and cranberry with spinach	\$10.90
Prosciutto, parmesan and spinach	\$10.90

Burgers

Beef	\$13.00
Chicken	\$13.00
Vege	\$13.00
Add bacon \$4.50	
Add Beetroot \$1.00	

Wraps

Chicken and avocado	\$9.50
Ham and salad	\$9.00
Mixed vegetable	\$9.00

wired.

BLT

bacon, lettuce and tomato drizzled with aioli on Turkish	\$13.00
--	---------

Hot Pastries

Aussie beef pie	\$7.00
Cauliflower, leek and cheese pie	\$7.00
Chicken and vegetable pie	\$7.00
Quiche Lorraine	\$7.00
Spinach and fetta quiche	\$7.00
Beef roll	\$6.50
Spinach and ricotta rolls	\$6.50
+ relish or tomato/bbq sauce 0.50	

Salads

Mixed salad	\$9.00
Caesar	\$10.00
Add chicken	\$5.00
Add avocado	\$4.00
Side salad	\$5.00
Hot chips	\$4.50



What if that extra foam came with a getaway instead.

wotfi it's Aussie for travel.



1-6pm lunch
 now available
 please ask at
 counter

wired
 2016

usocial



MENU HIGHLIGHT

CRUMBED CHICKEN SANDWICH

506

Crumbed free-range chicken breast, butter lettuce, sweet chilli sauce, provolone, mayonnaise

TINY'S SANDWICH BAR

SINGLE 18
HUGE 75

QUESTION

Q+A

Before being named Melbourne, what was the city known as?

4 SECS

TINY'S



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Making your connection work for you
Helpful tools for your business in My Optus app
See website for details and prices. T&Cs and eligibility criteria apply.

Call Notes
你好
Call Translate
Hello
Mobile Turbocharge

Yes OPTUS



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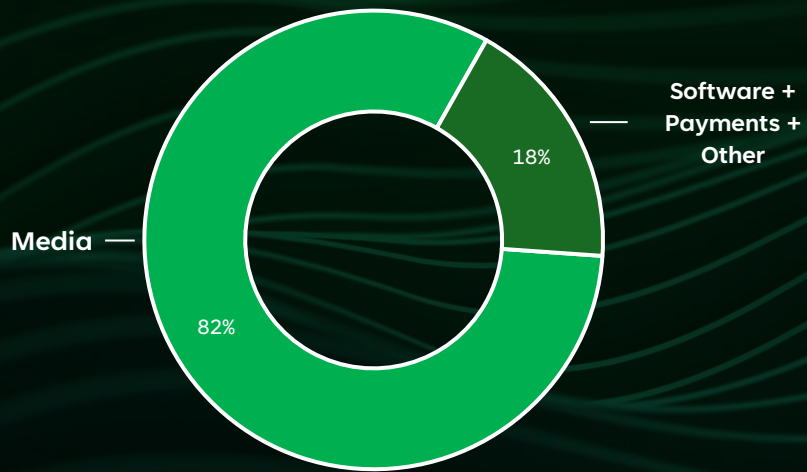
H1 2023 Overview.

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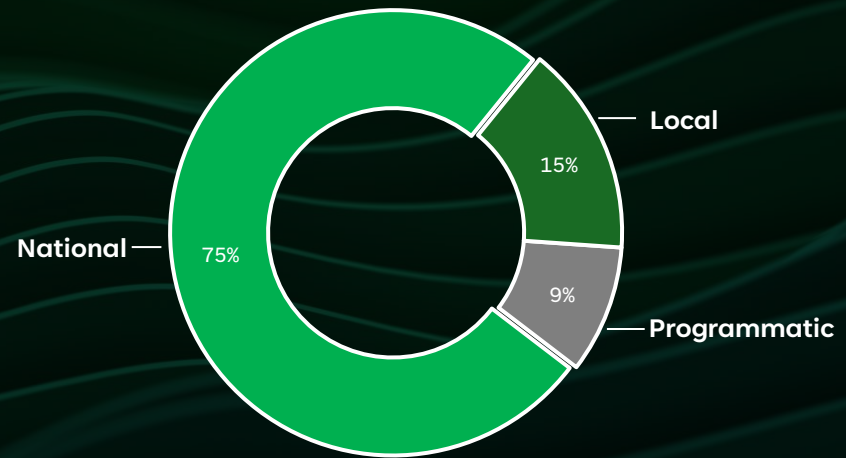
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Motio H1 results Revenue breakdown

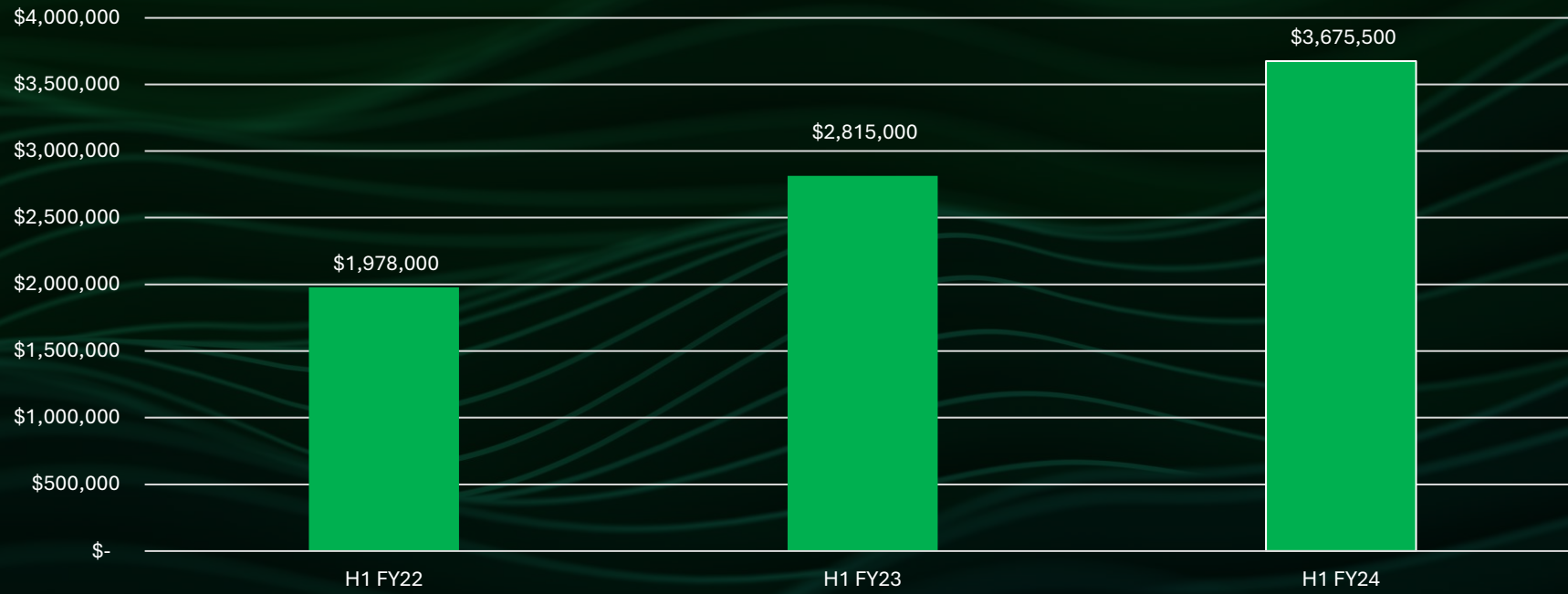
H1 Revenue



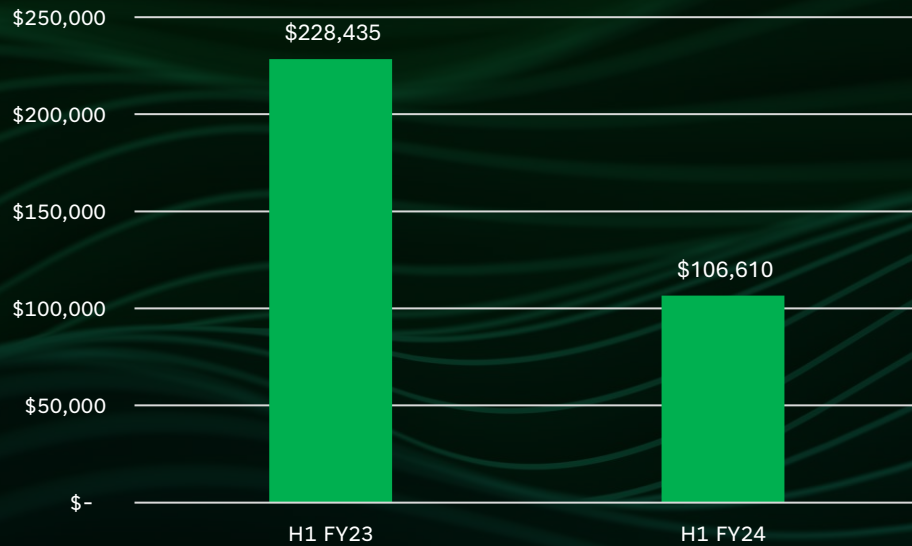
Media revenue breakdown



Motio H1 results (YOY Comparison)

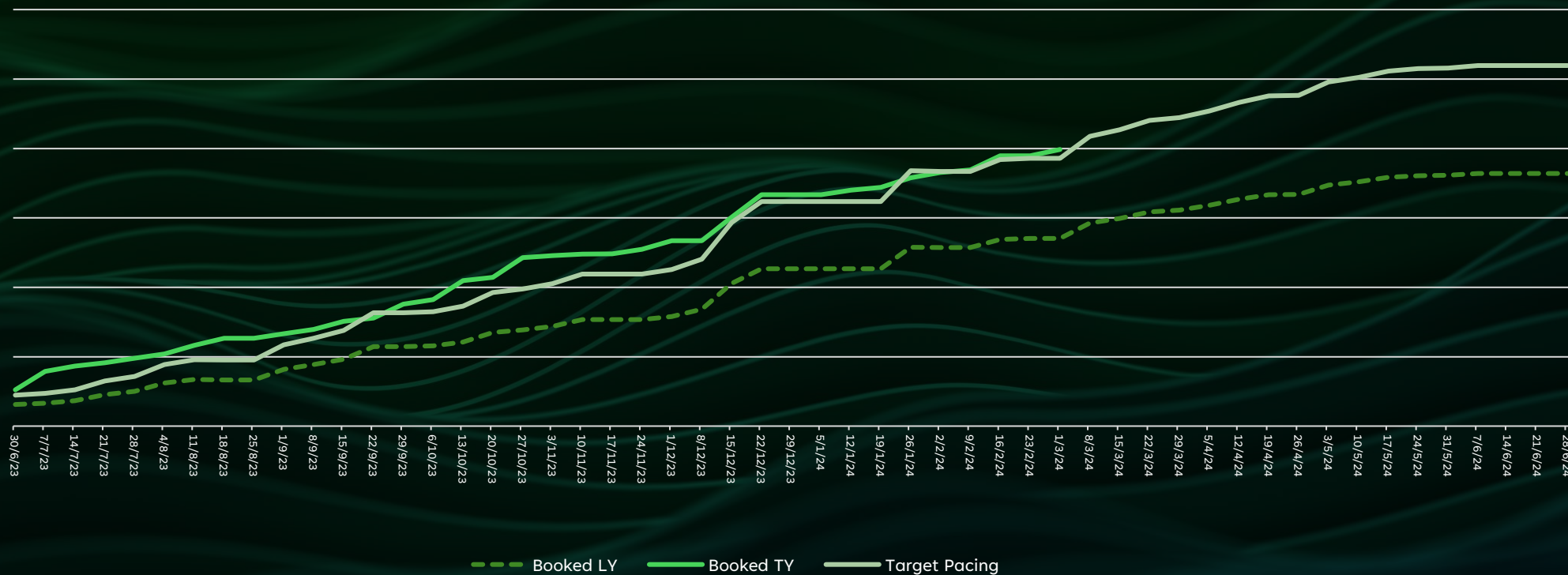


Motio H1 results (YOY Comparison)



- YOY EBITDA down \$121,825
 - Over budget on audit costs c. \$96K
 - Additional consultancy of \$10K
 - Employment over by \$100K for H1

Week on week target media pacing (national)



Communication and presentation tempo change.

Next update Friday, May 10

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.



Summary

- Good quality results with more work to do
- Hospitality is building momentum our commercial product is evolving the business
- Good quality momentum into H2
- Reduction in Hospitality connectivity costs completed by EOFY
- Commitment to shareholders on an 8 week update with key financial metrics