

27 September 2017

**ASX Announcement
Chairman's Letter**

Dear shareholder,

In light of the recent significant growth and changes that have taken place at Motopia, I would like to take this opportunity to provide you with an updated summary of recent business and operational activity in our company.

Motopia in recent months has been actively developing and acquiring both the experienced team and the IT platforms it requires to meet the growing demand for its business systems cloud conversion and migration solutions. The company is fast progressing its ability to be the company of choice for the conversion, migration and management of server based legacy data and systems to the cloud for small to medium enterprises.

The Executive team of Motopia has seen recent key appointments of Mike Mulvey as Managing Director and Adrian Floate as Executive Director, Sales and Product Development.

Mike Mulvey is a former Nokia Managing Director and brings more than 30 years of technology industry leadership across New Zealand, Australia and Asia.

Adrian Floate is an IT innovator who has been building software for 20 years. He has founded, built and sold several technologies businesses and worked in Asia, Australia, the UK and US. Adrian has worked in supply chain management systems since 1997 and has experience in manufacturing, wholesale distribution, retail and eCommerce. He is a business strategist who looks to overcome complex problems with software automation solutions.

Over the past few years Motopia has been developing IT modernisation and migration platforms and its merging partner, Cirralto Business Services Ltd, has also developed its own complementary IT modernisation platforms and services.

In September of this year Motopia announced the acquisition of Cirralto after this was approved by shareholders. The Independent Expert's Report on this acquisition appears within the MOT 29/05/2017 ASX announcement: Notice of General Meeting.

In addition to the Cirralto Perth-based IT team, the company has set up a Sydney CBD office where the team continues to be built around Mike and Adrian to meet the strong demand for its unique IT Modernisation Service offering.

The acquisition of Cirralto was a major milestone for Motopia, representing a final step in the transition process to a robust IT company with a growing, high-calibre operations and development team and key industry reseller agreements. A key reselling agreement has been



secured with Telstra whereby our products and services are resold by Telstra sales teams and we expect a strong pipeline of orders through this avenue.

Not only has this created a significant longer-term revenue pipeline for Motopia, but new staff appointments are now focused on meeting demand via increased service delivery. The sales and marketing of these services will primarily be done via key resellers like Telstra, Neto and Xero.

The service offering provided by Motopia/Cirralto allows businesses to migrate legacy data away from old server based software that is non-cloud compatible and does not integrate with other IT platforms, to modern cloud based systems that fully integrate with each other, creating major business efficiencies. The integrated hardware for these cloud based platforms already exists and Cirralto will also be a reseller of some of our clients platforms. Many business clients individually represent multi-million dollar contracts that will also have up to 20% ongoing revenue streams.

A recent key appointment to the Sydney team is Mr Bob Morrison who will lead the Telstra engagement. The recruitment process is also in full swing to find talented leaders to manage large project rollouts across complex multi-site jobs, expected to start before Christmas this year.

Revenues continue to grow and there will be a first quarter results announcement in October with an update on project wins and revenue projections.

Business engagement is extremely strong across the board. Several large national opportunities are nearing the sign-off stage. These include large Franchise operations and multi-country retail chains. Updates on these will follow in due course dependent on confidentiality.

Motopia continues towards its goal of becoming a key Australian IT service provider in the rapidly changing global cloud-based online business landscape. The combined service offering of Motopia/Cirralto positions the company well for revenue based growth.

I would like to thank again all Motopia shareholders for their continued support over this transition period and for your patient understanding of the company's vision. I look forward to the successful and sustained growth of your company over the coming years.

Sincerely,

A handwritten signature in black ink that reads "M. L'Estrange".

Marcus L'Estrange
Non-executive Chairman
Motopia Ltd



About Motopia Limited

Motopia Ltd (ASX:MOT) is an ASX listed company that owns and operates technology assets and services that enable modernization of business IT systems via the conversion, migration and management of server based legacy data and systems to the cloud.

With the acquisition of Cirralto, the board is positioning Motopia as a "migrate" anything technology company to offer our customers a set of tools to migrate from any legacy custom software platform to the cloud.