



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.





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.

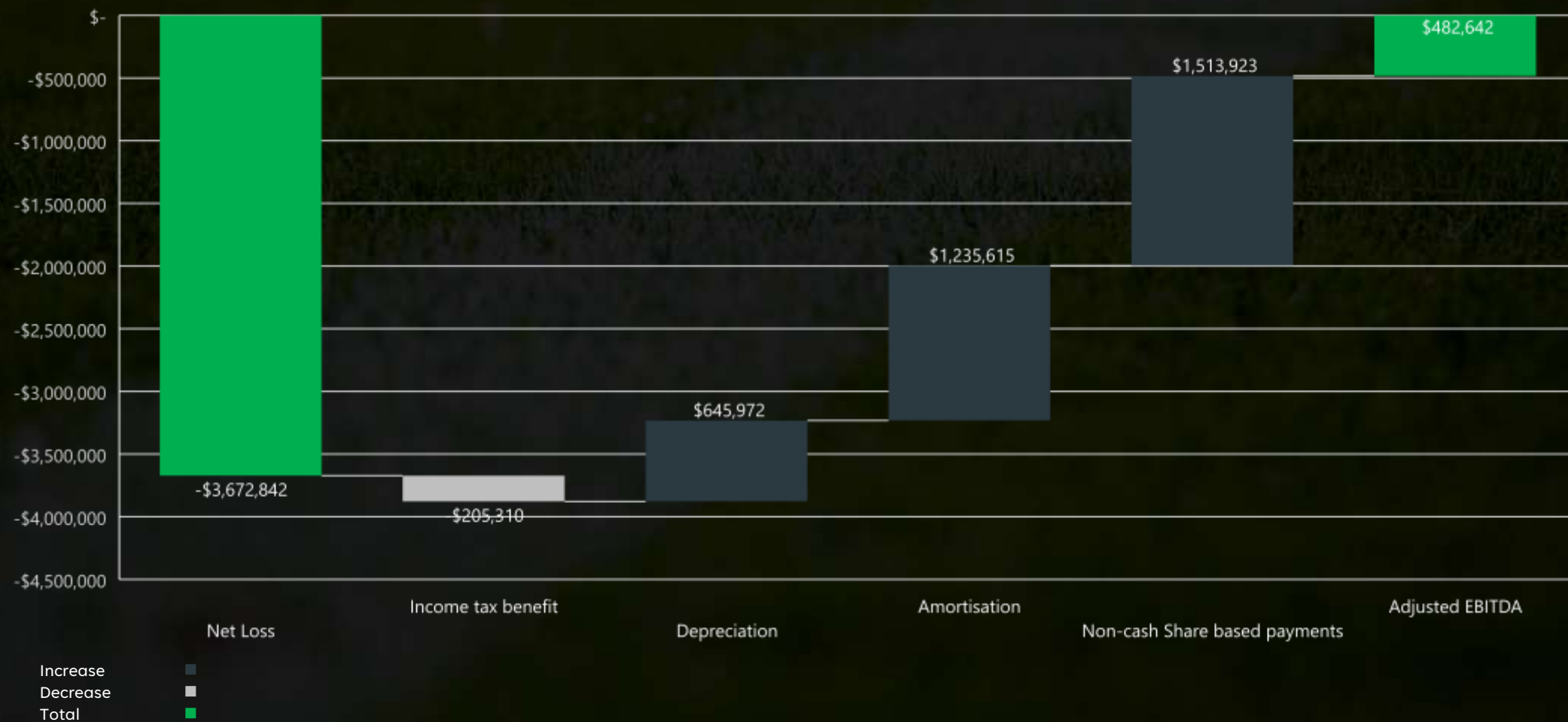
The past couple of years

- 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.



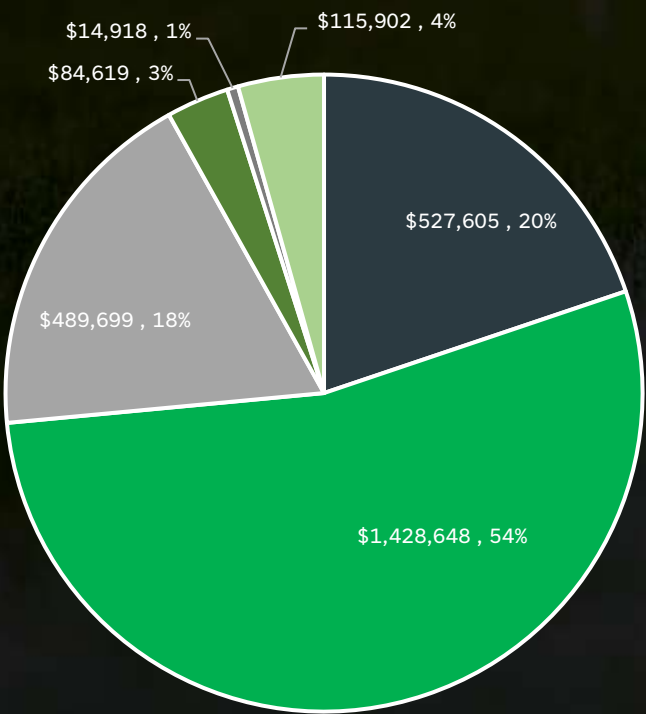
Annual Report – areas of explanation

Adjusted EBITDA FY22



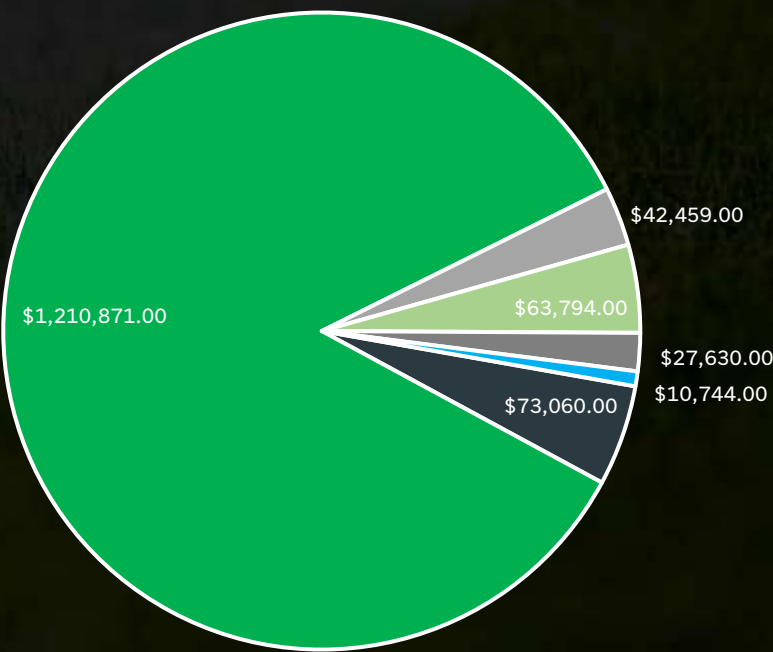
Cash deployment

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

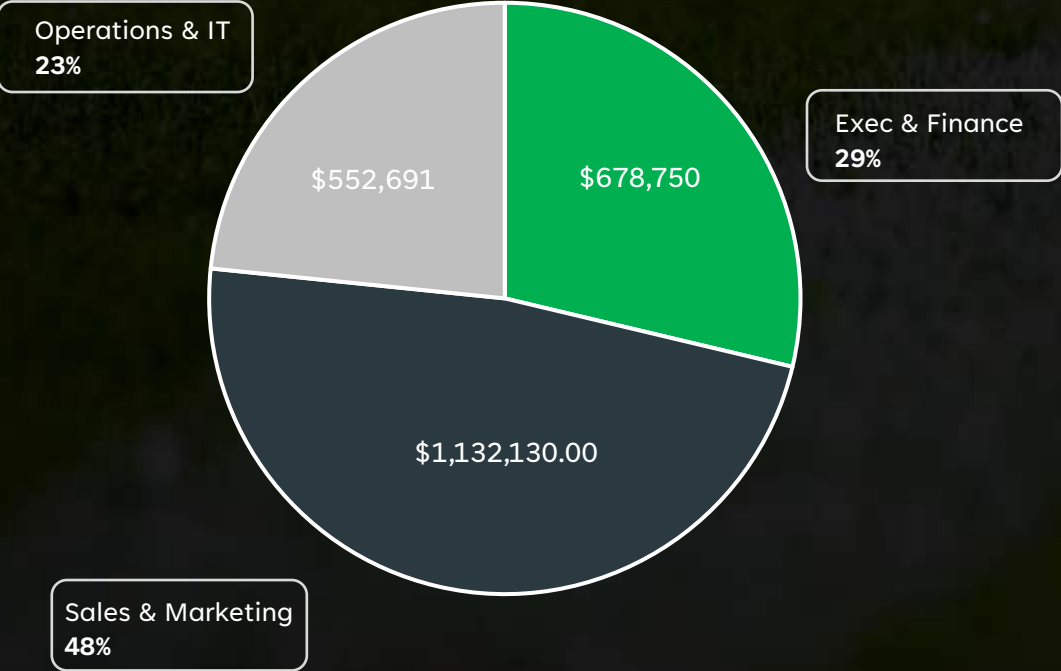
Property, Plant & Equipment breakdown



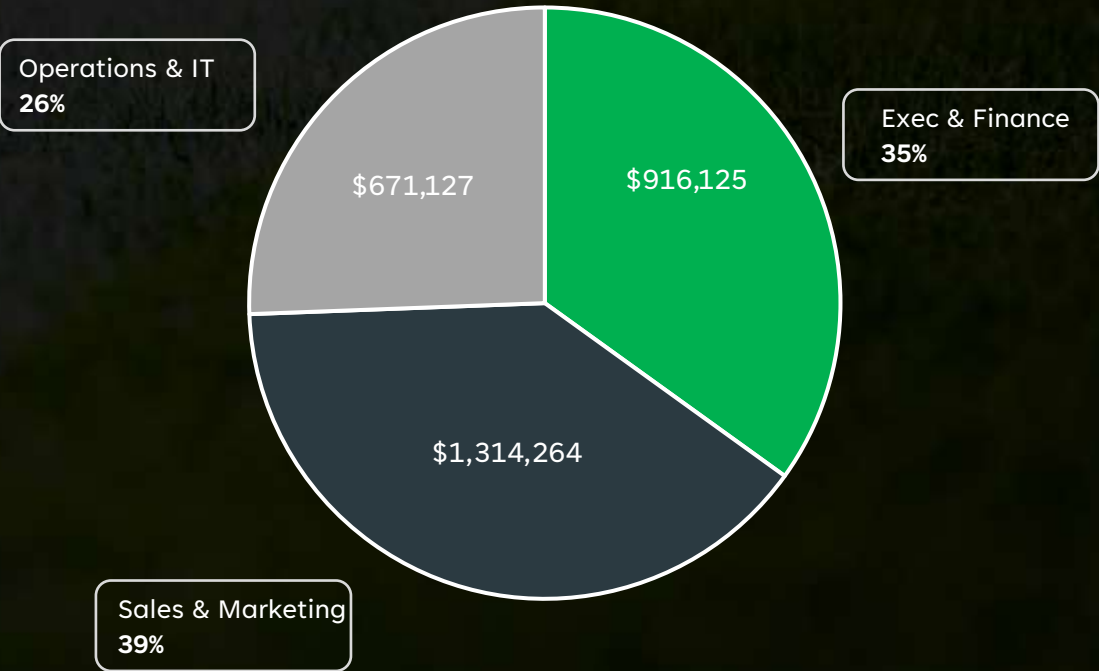
Motio Health – Site Structure	\$ 1,210,871
Motio Play – Site Structure	\$ 73,060
Helpdesk Support Development	\$ 63,794
Innovation R&D	\$ 42,459
Office Computer Equip	\$ 27,630
CMS Activation Fees	\$ 10,744
TOTAL	\$1,428,648

Employment

FY22 employment breakdown



FY23 Projected employment

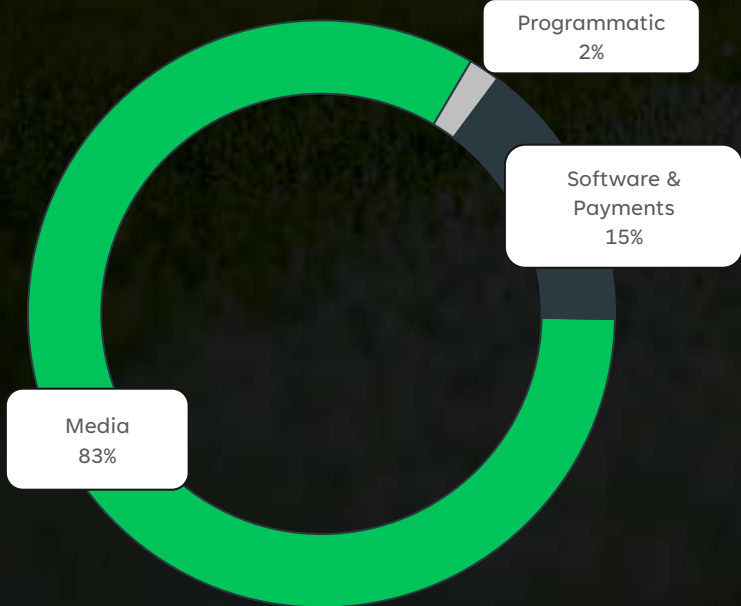




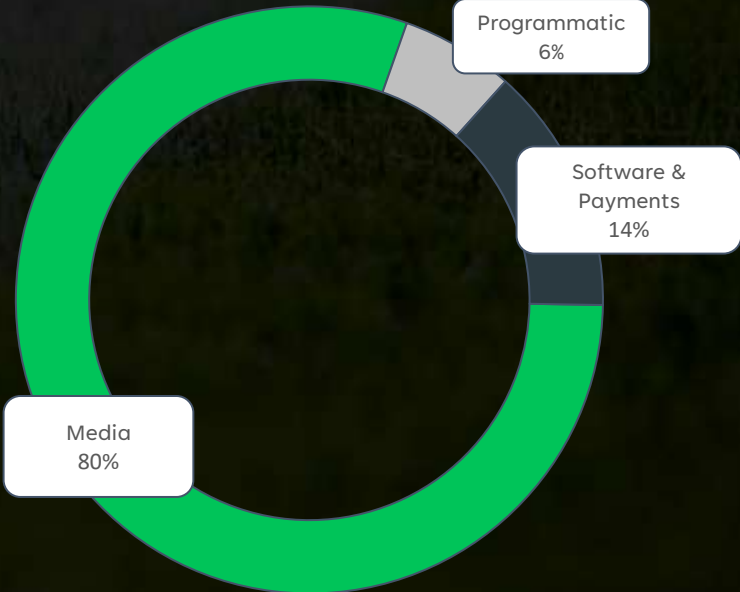
Revenue breakdown

Revenue breakdown

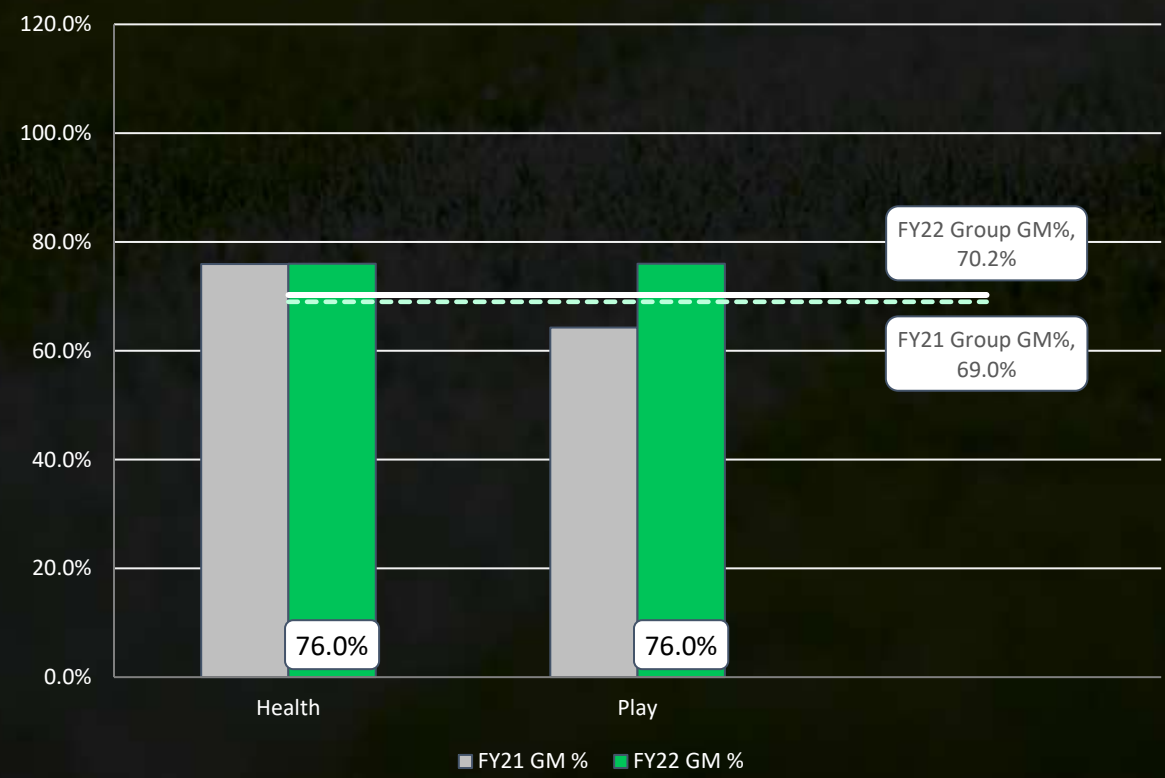
FY21 Breakdown by channel



FY22 Breakdown by channel



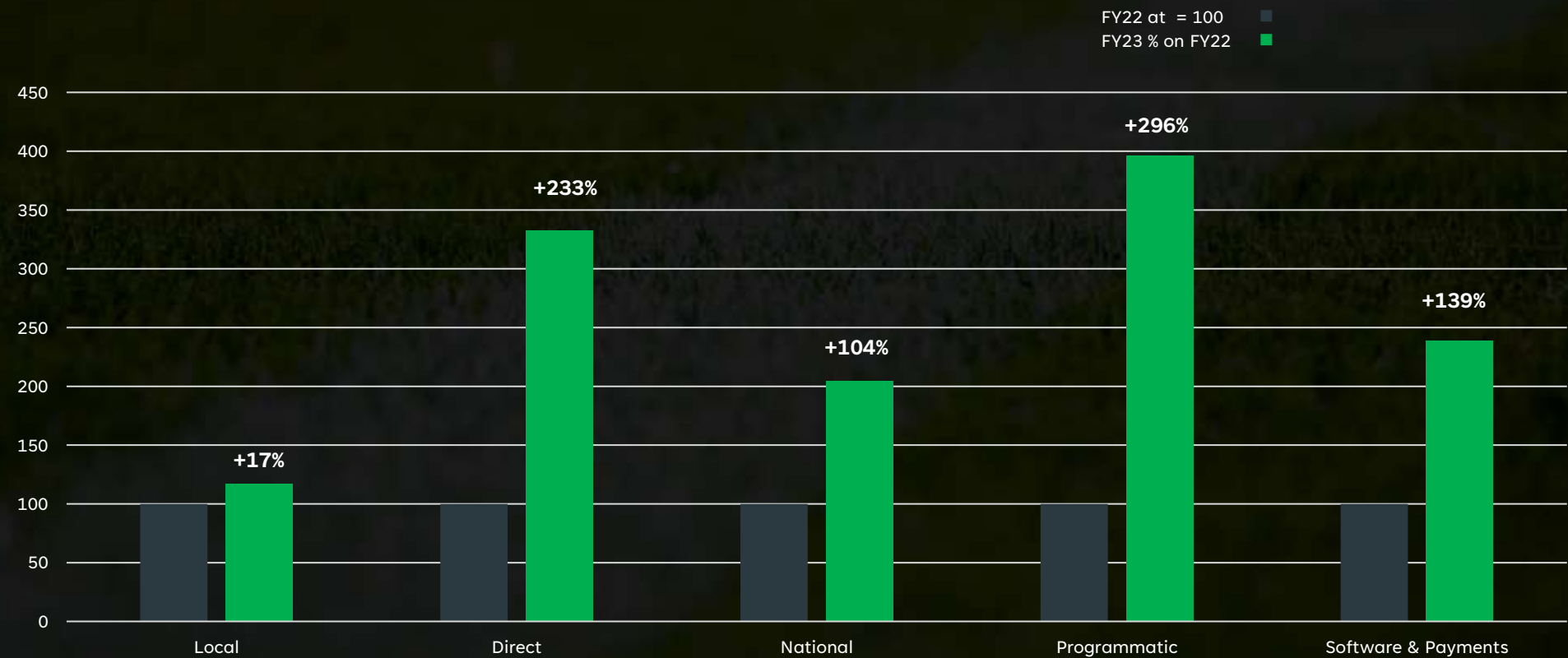
Gross margin remained stable





Progress in FY23

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

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

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

Free Home Test Kit

bowelcancer.org.au Get **2** it

NATIONAL BOWELCANCER SCREENING PROGRAM Cancer Council

Here's to **Reduced Cholesterol**

Dairy Farmers

1 study shows that consuming 2-3 cups of dairy per day can reduce LDL cholesterol by 10-15% and the overall risk of heart disease by 10-15%. The highest study showed an 18% reduction in LDL cholesterol and a 10% reduction in the risk of heart disease. LDL is often referred to as "bad" cholesterol. Higher levels may lead to heart disease or stroke.

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.

NOW OPEN

Scan to book your free hearing check

Audika Hearing Clinic

TAKE ON WINTER

Add your flu shot and staying up to date with COVID-19 vaccinations to your winter to-do list. It's time to get both of the winter bugs.

Book now at your GP or participating pharmacy. Visit www.health.gov.au for more.

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 PAIN RELIEVING HEAT PATCHES

NERVODERM®

www.nervoderm.com.au

DON'T LET NERVE PAIN HOLD YOU BACK

The Nerve Pain Patch is a topical patch that contains a powerful pain reliever. It is designed to provide relief for nerve pain, including pain from conditions such as sciatica, shingles, and diabetic neuropathy. The patch is easy to use and can be worn for up to 12 hours. For more information, visit www.nervoderm.com.au.

motioPlay brands & campaigns



motioGo brands & campaigns





Set for growth



FREE Same Day Delivery

Pharmacy



Go! A Healthier you. Your health is your most valuable asset. Get it right. Get it right. Get it right.

Do you have allergies?

Do you know what vaccinations you've had and when you last had them?

Get a My Health Record today!

Having a My Health Record means your important health information can be safely stored in one place.

If you would like help registering for a My Health Record, please contact us for more information.

If you already have a My Health Record, we can help you to add your health summary.

My Health Record is the Australian Government's national digital health system. For more information visit www.myhealthrecord.gov.au







AUSTRALIA'S COVID-19 VACCINATION PROGRAM IS UNDERWAY.

COVID-19 vaccines will keep Australia safe and secure. It's important we all participate to remain COVID-free. To find out when it's your turn, visit [health.gov.au/covid](https://www.health.gov.au/covid). National enquiries and COVID-19 vaccine hotline 1800 028 080.

COVID-19 VACCINATION

Safe. Effective. Free.

Authorised by the Australian Government, Canberra



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.



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 curios, know there 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





Liquid Thinking update

A diagram of a network node. It consists of a central grey circle with a black outline. Two black lines extend from the right side of this central circle to two smaller, solid red circles. The entire assembly is enclosed within a larger red circle.



motio

AFL THIS WEEK FIX

WEDNESDAY MAR 1

7:10 PM AEST

THURSDAY MAR 1

7:25 PM AEST

FRIDAY MAR 18TH

7:50 PM AEST

SATURDAY MAR 1

2:10 PM AEST

5:10 PM AEST

8:10 PM AEST

SUNDAY MAR 20TH

8:05 PM AEST

4:10 PM AEST

7:40 PM AEST

KICK OFF

DER CRICKET LADDER CRICKET LADDER CRICKET LAD

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, surpassing

Powered by motio



Questions



motio

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