

June 18, 2025

Dear Motio Shareholders,

## UPGRADE TO GUIDANCE FOR FY25

Motio Limited (ASX:MXO, “Motio” or “Company”) advises that trading conditions post the Federal Election have been significantly stronger than expected resulting in the need to update our guidance.

In particular, National advertising has experienced a period of elevated performance including campaigns that have been booked and actioned within the same day. We have also benefited from increased spending in our programmatic channel which has similarly contributed to an increase in revenue during the June trading period.

Whilst Quarter 4 (April – June) is yet to complete, this quarter is now on track to be our most successful quarter to date, exceeding the results of our unusually high FY25 Quarter 1 (July – September).

On behalf of the Motio Board I am pleased to provide an upgrade to guidance, our third for Financial Year 2025, as a result of continued positive trading through this period.

- **Revenue** **Upgraded** from \$8.5-\$8.9M+ to **\$9.0 to \$9.5M**
- **Cash EBITDA<sup>(1)</sup> Target** **Upgraded** from \$1.35M+ to **\$1.9M+**
  
- **Cash in bank** **\$2.65M** as at 18<sup>th</sup> June 2025
- **Net amount owed to OML** **(\$1.085M) inclusive of principal and interest**

Motio operates a business with high gross margins (75%+) and a relatively fixed cost base. In periods of strong revenue performance, as we are currently experiencing, shareholders can expect incremental revenue to drop substantially to the bottom line, particularly given Motio’s continued focus on cash flow generation.

I also take this chance to remind shareholders that the Motio corporate entity retains substantial tax losses. As such the Board currently expects no income tax payable for the foreseeable future, supporting higher cash conversion and free cash flow.

As always, I am encouraging of shareholders to call, text or email with any questions or queries that they may have.

I look forward to continuing the conversation at our shareholder update this Friday at 9:30am AEST.

Kind regards,



**Adam Cadwallader** | CEO & Managing Director

adam@motio.com.au

0419 999 867

This announcement has been authorised for release by the Board of the Motio.

(1) EBITDA adjusted for rent obligations and non-cash operating expenditure