

A young child with blonde hair, wearing a colorful plaid shirt and blue jeans, stands on a small silver step ladder. The child is reaching up to draw a large white rocket ship on a dark grey, textured chalkboard. The rocket has a pointed nose, a circular window, and two large fins at the base. A small black dog is sitting on the floor to the left of the ladder, looking up at the child. The background is the same chalkboard, which has some faint, light-colored geometric lines drawn on it.

# MOTOPIA LIMITED

## ANNUAL GENERAL MEETING 2016

The making of a great migration business...



# MAKING MOTOPIA A GREAT BUSINESS & INVESTMENT



## SYSTEMS

COTS  
Custom Apps  
eCommerce



## MASTER DATA

Supplier Catalogue  
Integration



## PROCESSES

Digital data collaboration

# ACQUISITION PLAN

Making MOT the leading cloud conversion PaaS



MOTOPIA



## CLOUD DEMAND

Is driven by COTS business applications.  
Financial, CRM & Practice Management.

## GROW REVENUE

There are more than 10,000 businesses  
per month migrating to Xero.

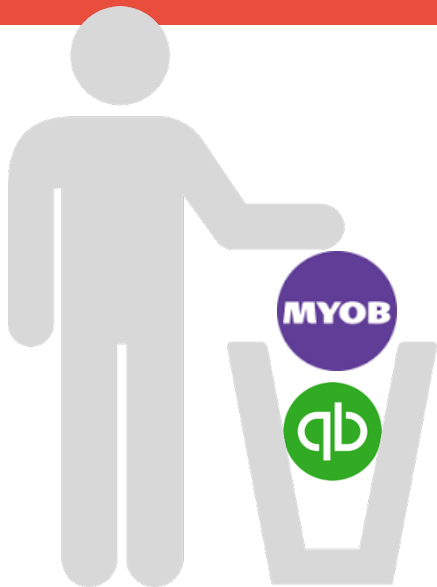


# WHAT ARE WE BUYING?

FLASH CONVERT TO XERO



Flash Convert is a cloud data conversion service that enables migration from on premise accounting software (like QuickBooks & MYOB) to cloud accounting software Xero. We are targeting AU, NZ, US & UK customers.



# The resources that drive the migration

CBS IS THE MANPOWER TO DELIVER CLIENTS TO THE CLOUD



Cirralto is a service business that has been championing the migration technologies of MOT for the past 12 months. The CBSteam has the manpower to deliver the PaaS revenues.



## CONVERSION CONSULTANTS

Is the skill base that needs to grow in order to make good on the revenue upside.



## SOLID SERVICE

Underpins the social network, customer confidence and drives ongoing referrals for value added service sales.

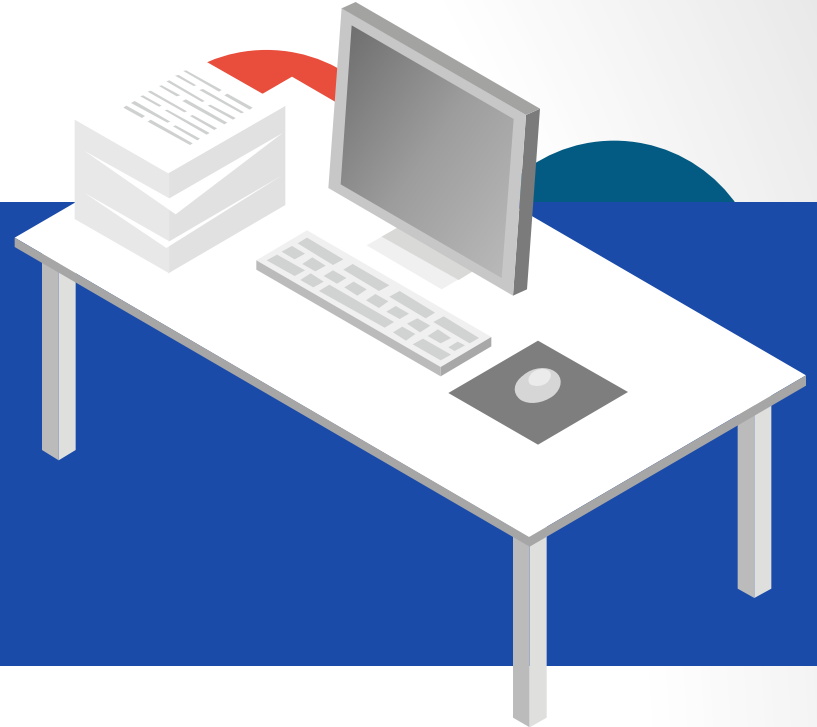
# CONVERT 2 WEB – The HTML5 Solution

What about the existing technology assets?



## Technology Alignment

*Our Convert2Web technologies are now delivering results. They have an exciting fit with the resurgence of Microsoft. They are also technically compatible with the COTS capabilities of Flash Convert and deliverable by our growing Conversion Consulting team.*



# Before & After – Ability

## Add Timesheet

Service User: Oliver WESTERN

Save Details Save/Next Back

Service Date: 14/04/2016

	Minutes	Location	DNA	Cancellation	Funding Option
Individual Intervention:	Direct				
	Indirect				
Group:	Direct				
	Indirect				
Case Coordination:	Indirect				
Travel Time:	Direct				
Travel Distance (MyWay Only):	Direct				
Travel Distance (NDIS Only):	Direct				
Plans: Annual Medical Review	Direct				
	Indirect				
Specialist Clinics:	Direct				
	Indirect				
Plan Review Date:					
Progress Note:					
Confidential Note:					

### Strategies:

16-0446

☐ 16-0446

### I will have support to develop my NDIS Plan

☐ NDIS 16 006 Develop and review NDIS plan

My First Goal is: Oliver's family would like for Oliver to be more independent with mobility. During this plan I want: It is important for Oliver and his family that he is safe and comfortable when getting around the house, school and community.

☐ NDIS 16 006 Liaise with family, NDIS and workshop regarding repairs to current equipment.

☐ NDIS 27 034 6 hours OT assessment

My First Goal is: Oliver's family would like for Oliver to be more independent with mobility. During this plan I want: Oliver to will have the core muscles strength and endurance that enables him to participate in daily transfers in the shower, toilet and between mobility devices.

☐ LL PITS

☐ PITS

# Before & After – Ability

Welcome Back (ability centre)



Search TimeSheet

Add TimeSheet

Login

## Timesheet Entries

Search for Client Name



Add New Timesheet

TimeSheet Number	Service Date	Client Name	No. of Cats	Category Name
123861	06/05/2016		6	
123860	27/04/2016		1	
123859	27/04/2016		1	
123853	18/04/2016		1	
123852	14/04/2016		1	
123851	14/04/2016		1	
121176	29/01/2016		1	
121174	30/01/2016		1	
121173	12/02/2016		1	
119266	11/02/2015		1	

Show 10 Entries

<< 1 2 3 4 5



# Before & After – Ability

Welcome Back (ability centre)



Search TimeSheet

Add TimeSheet

Login

Service User:

Search for Client Name



Category:

Select Category



Service Date:

23/09/2016

Expand All

Collapse All

Individual Intervention

Group

Case Coordination

Travel Time

Plans

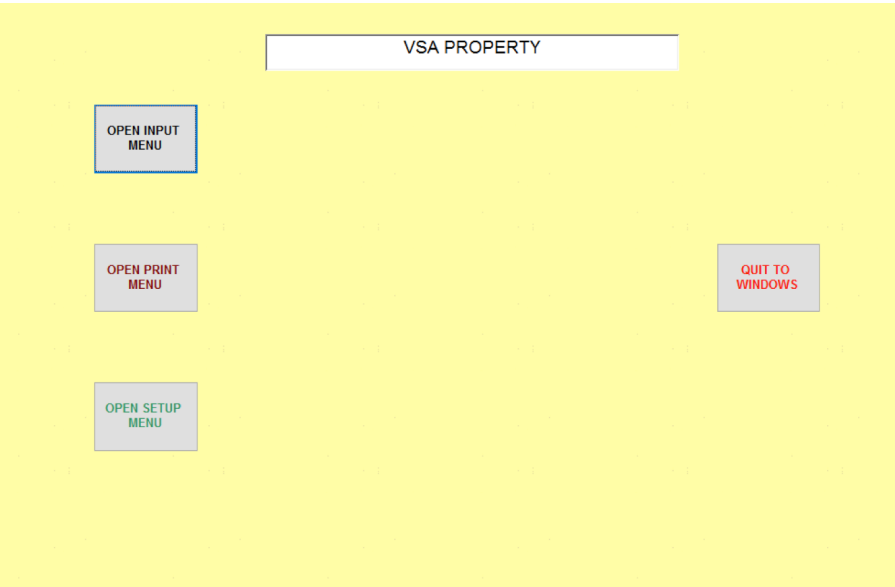
Specialist Clinics

Travel Distance (NDIS Only)

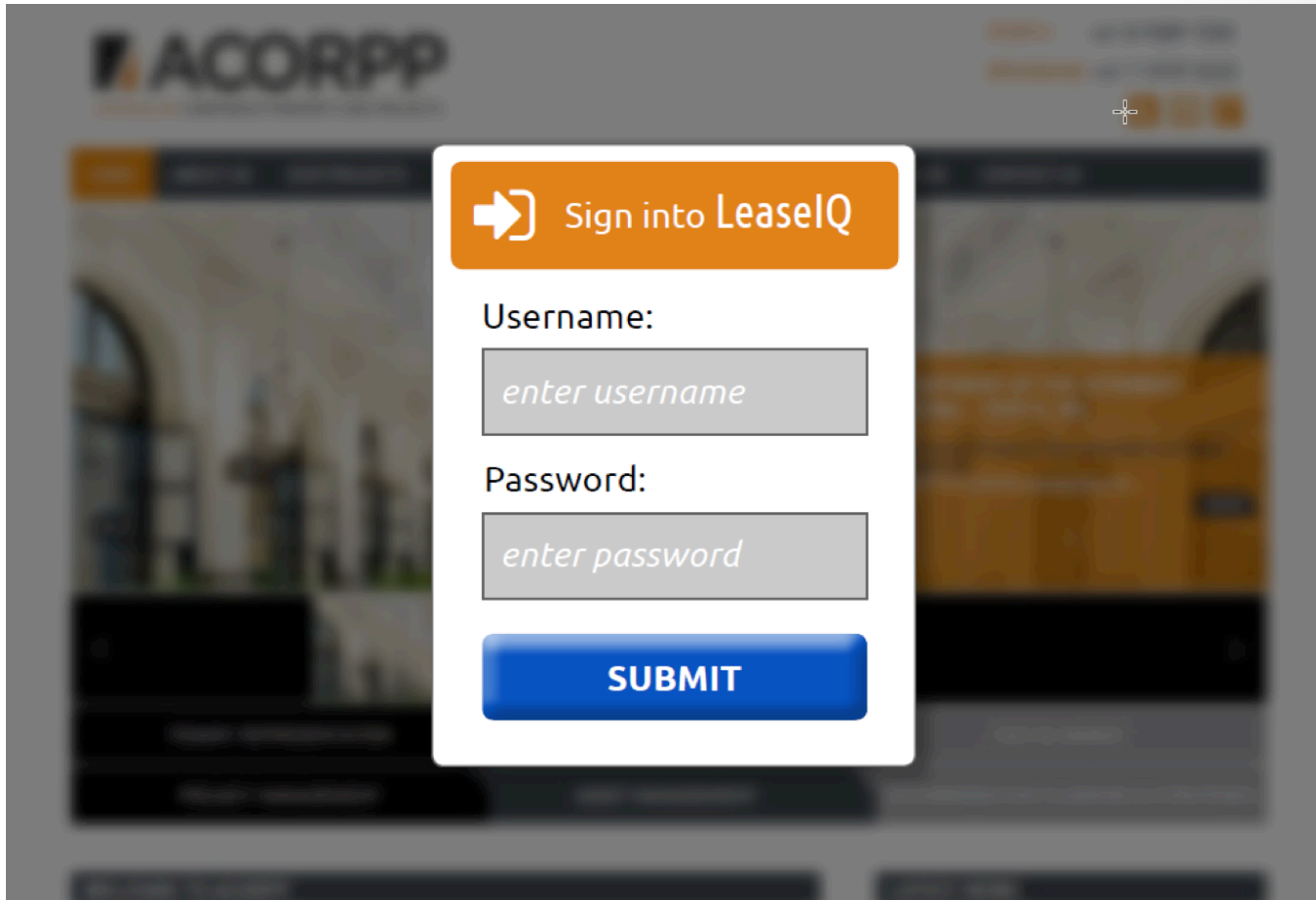
Travel Distance (MyWay Only)

Save

# Before & After – ACCORP



## Before & After – ACCORP



The image shows a blurred background of the ACCORP website. Overlaid on this is a white login form with an orange header bar. The header bar contains a white right-pointing arrow icon and the text "Sign into LeaseIQ". Below the header, the form has two input fields: "Username:" with a placeholder "enter username" and "Password:" with a placeholder "enter password". At the bottom of the form is a blue button with the text "SUBMIT" in white capital letters.


**Sign into LeaseIQ**

Username:

Password:

**SUBMIT**

# Before & After – ACCORP

SEARCH by FileRef

Critical Action List


Active Leases

Terminated Leases

Clients / Tenants

Reports


Settings

 **ADVANCED SEARCH**

## Advanced Search

☒ include terminated leases

CRITERIA	LOCATION	PROPERTY TYPE
<input checked="" type="checkbox"/> Client	<input checked="" type="checkbox"/> Street	<input type="radio"/> Office
<input type="checkbox"/> Consultant	<input checked="" type="checkbox"/> Suburb / Postcode	<input checked="" type="radio"/> Industrial
<input checked="" type="checkbox"/> File Ref	<input checked="" type="checkbox"/> State	<input type="radio"/> Retail
<input type="checkbox"/> Tenant	<input checked="" type="checkbox"/> Country	<input type="radio"/> Apartment

 Collapse sidebar

# 2017 – Critical Path

How will we turn opportunity into success?



Q1



## The Transaction

Conclude the acquisition transaction and raise capital

Q2



## Growth

Build team and ready platform for scale. Need to add 50 staff in 3 months and create supply base.

Q3 & Q4



## Sales

Aggressive growth through partner networks, Telecommunications Partnerships and COTS partners like Xero.



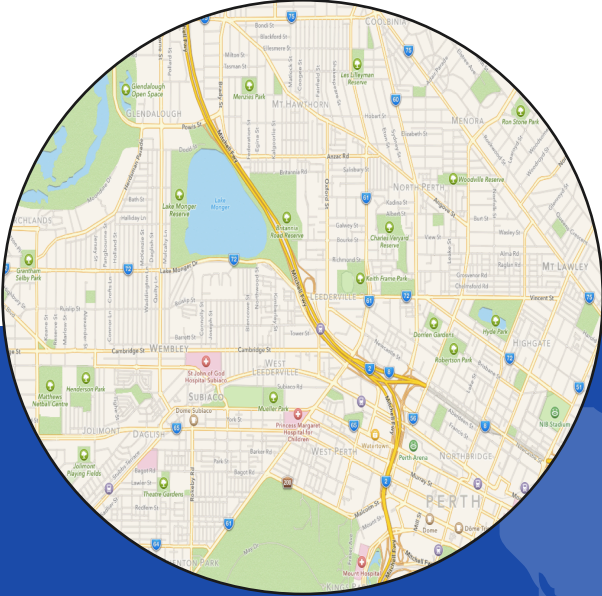
# Goal

## \$ 2,000,000

Is the monthly potential revenue attainable from Xero marketplace if they achieve their growth goals.



# Contact Us – Motopia LTD



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