

WOTSO ASX RELEASE

1 May 2025

WOTSO FlexSpace Segment: Q3 FY25 Update

WOTSO's flexspace business continued to build momentum in Q3, with revenue up 8% from the same period last year. WOTSO continues to expand sustainably with a focus on the suburban and regional markets. Our network of sites is set to expand further with four new locations opening in Q4, two in owned properties and two in leased sites, and two new locations scheduled to open in Q1 FY26, one in an owned property and one in a leased site.

1. New sites pipeline

Melbourne, VIC



Ownership: Partly owned
Opening: April 2025
Desks: 50 desks

North Sydney, NSW



Ownership: Leased site
Opening: April 2025
Desks: 306 desks

Jamisontown, NSW



Ownership: Owned property
Opening: May 2025
Desks: 118 desks

Kogarah, NSW



Ownership: Leased site
Opening: May 2025
Desks: 86 desks

Whangārei, NZ



Ownership: Owned property

Te Tōangaroa, NZ



Ownership: Leased site*

Opening: Q1 FY26

*artist impression

WOTSO (ASX: WOT)
A stapled security comprising:
Ostow Limited (ACN 636 701 267)
WOTSO Fund Services Limited (ACN 079 608 825) as responsible
entity for WOTSO Property Trust (ARSN 109 684 773)
Planloc Limited (ACN 062 367 560)

50 Yeo Street, Neutral Bay, NSW 2089
PO Box 612, Neutral Bay, NSW 2089
Tel +61 2 9157 4069 or 1800 203 170
invest@wotso.com
www.wotso.com

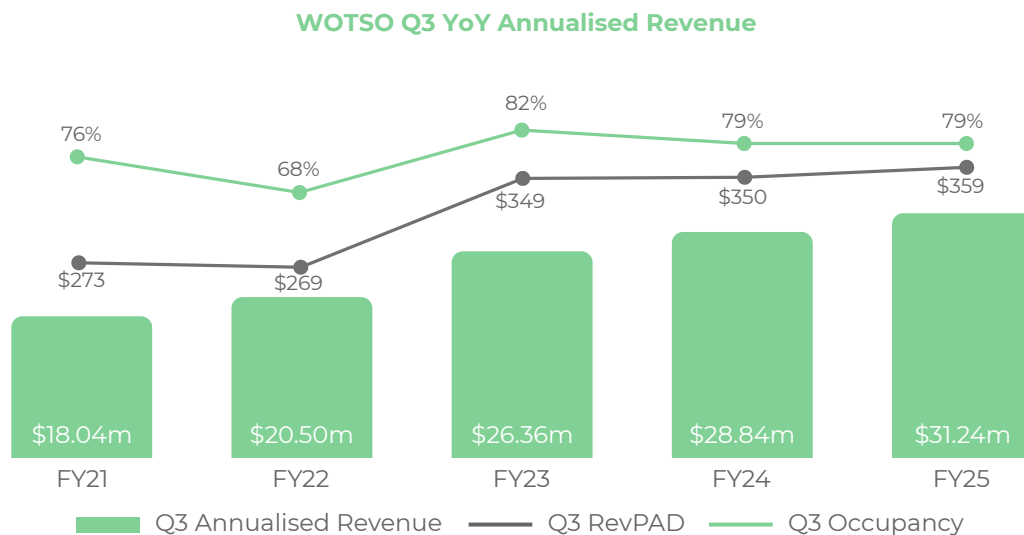
2. Financial performance

As **WOTSO** continues to expand, we remain committed to operational and financial discipline.

Reflecting this focus, the Q3 update includes new financial metrics:

- **Graph 2.1** tracks occupancy and RevPAD (alongside annualised revenue) highlighting their interdependence – higher occupancy supporting rate growth and lifting RevPAD
- **Graph 2.2** introduces contribution margin, demonstrating not only revenue growth but also the strength and profitability of **WOTSO**'s business model through consistent, positive cash generation.

2.1 Annualised Revenue Chart



2.2 Business Chart

The contribution margin includes nominal rent paid within the WOT Group of \$1.62 million for the quarter. This rent is paid at the greater of \$150/sqm or 45% of turnover allowing the contribution margin to continue growing as the turnover of the **WOTSO** FlexSpace business grows.

Metrics (unaudited)	Occupied SQM ¹	Total Desks ²	Total Desks ³	Occupancy ⁴	Q3 FY25 Total Revenue ⁵	Q3 FY24 Total Revenue ⁶	YoY Revenue Growth ⁷	Q3 FY25 RevPAD ⁸	Q3 FY25 Contribution Margin ⁹
WOTSO Total	47,774	5,718	7,252	79%	\$7,811,000	\$7,211,000	8%	\$359	\$1,081,000
NSW Total	20,596	2,474	3,080	80%	\$3,451,000	\$2,972,000	16%	\$373	\$296,000**
QLD Total	9,675	1,193	1,478	81%	\$1,811,000	\$1,683,000	8%	\$408	\$318,000
ACT Total	10,143	1,323	1,663	80%	\$1,265,000	\$1,283,000	-1%	\$254	\$187,000
NZ Total	1,551	143	193	74%	\$184,000	\$173,000	6%	\$318	(\$16,000)
SA Total	2,307	231	317	73%	\$334,000	\$395,000	-15%	\$351	\$15,000
WA Total	1,325	133	177	75%	\$164,000	\$174,000	-6%	\$309	\$1,000
TAS Total	2,177	221	344	64%	\$350,000	\$340,000	3%	\$339	\$28,000
Virtual Office					\$252,000	\$191,000	32%		\$252,000

** Rent at North Strathfield reflects the rent currently being paid by WOTSO. This is below the contract rent due to a dispute with the lessor.

¹ Total flexspace area across WOTSO locations.

⁴ Proportion of desks currently occupied.

² Number of desks being utilised by members.

⁵ Total revenue generated in the reporting quarter.

³ Total number of desks available for use by members.

⁶ Total revenue generated in the previous year's corresponding quarter.

⁷ Growth in the reporting quarter compared to the previous year's corresponding quarter.

⁸ Revenue per available desk calculated as [total revenue / total desks].

⁹ Total revenue less operating expenses, pre AASB-16.

For further information please contact:

WOTSO's investor relations team on
+61 2 9157 4069 or invest@wotso.com

*This announcement has been authorised
by Agata Ryan, Company Secretary.*