WOTSO
ASX RELEASE

WOTSO FlexSpace Segment: Q4 FY25 Update

31 October 2025

WOTSO's flexspace business carried strong momentum from Q3 into the final quarter of FY25, with revenue up 4% year on year (YoY). We opened four new locations during the quarter and despite all opening at various times throughout the quarter, and adding 9% of new space, our occupancy dipped only slightly to 75%, down from 79% in Q3.

1. New sites opened Q4 FY25

Melbourne, VIC

OWNERSHIP:	OPENED:	DESKS:
Co-owned	April 2025	50

North Sydney, NSW

OWNERSHIP:	OPENED:	DESKS:
Leased	April 2025	306

Kogarah, NSW

OWNERSHIP:	OPENED:	DESKS:
Leased	May 2025	86

Jamisontown, NSW

OWNERSHIP:	OPENED:	DESKS:
Owned	May 2025	118

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)

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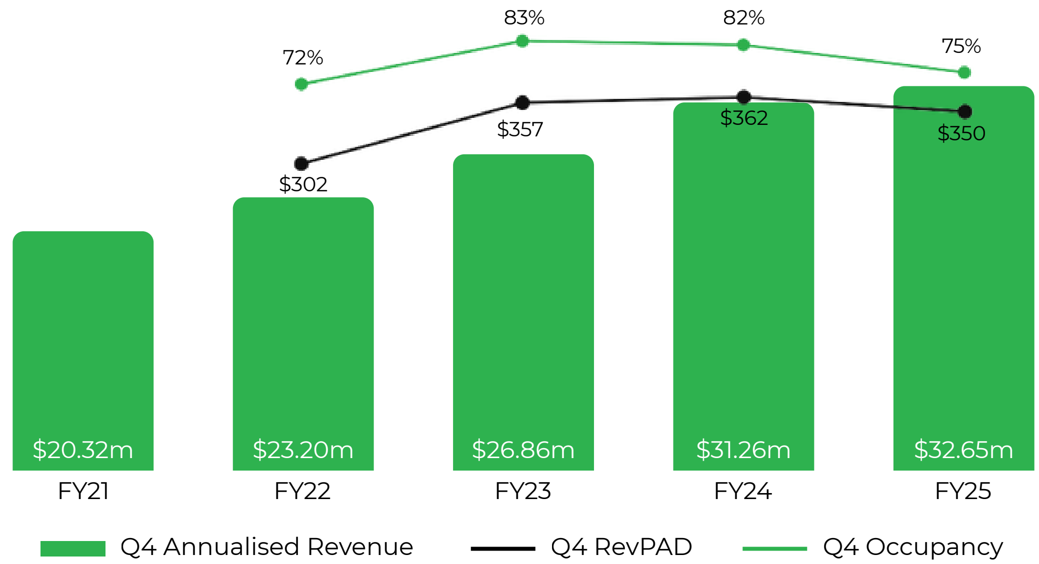
2. Financial performance

2.1 Annualised Revenue Chart

WOTSO Q4 YoY Annualised Revenue



2.2 Business Chart

The Q4 Contribution Margin was impacted by several bi-annual cashflow accruals, including timing adjustments for expenses such as site staff leave entitlements, and annual audit fees. As these accruals reverse in subsequent periods, they do not represent actual cash movements at the time of recognition. Consequently, a temporary difference arises between reported profit and operating cash flows.

Metrics (unaudited)	SQM[1]	Occupied Desks[2]	Total Desks[3]	Total Occupancy[4]	Q4 FY25 Total Revenue[5]	Q4 FY24 Total Revenue[6]	YoY Revenue Growth[7]	Q4 FY25 RevPAD[8]	Q4 FY25 Contribution Margin[9]
WOTSO Total	**51,834**	**5,823**	**7,781**	**75%**	**$8,162,000**	**$7,816,000**	**4%**	**$350**	**$754,000**
NSW Total	24,216	2,618	3,584	73%	$3,710,000	$3,386,000	10%	$345	$84,000**
ACT Total	10,143	1,200	1,625	74%	$1,238,000	$1,314,000	-6%	$254	$129,000
QLD Total	9,645	1,193	1,481	81%	$1,852,000	$1,848,000	0%	$417	$315,000
SA Total	2,307	233	317	74%	$352,000	$389,000	-10%	$370	$20,000
TAS Total	2,177	281	346	81%	$358,000	$320,000	12%	$345	$58,000
NZ Total	1,551	167	204	82%	$207,000	$177,000	17%	$338	($6,000)
WA Total	1,325	126	177	71%	$167,000	$179,000	-7%	$315	($3,000)
VIC Total	470	5	47	11%	$10,000	$0	N/A	$71	($111,000)
Virtual Office					$268,000	$203,000	32%		$268,000

*** 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.
[2] Number of desks being utilised by members.
[3] Total number of desks available for use by members.
[4] Proportion of desks currently occupied.
[5] Total revenue generated in the reporting quarter.
[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.

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