

16 August 2016

ASX Announcement

Motopia books revenues as commercial partnership with Cirralto progresses and Research and Development grant awarded

- Motopia books earnings from data migration services
- Motopia commences building sales and support staff with its commercial partner Cirralto to roll out several data migration services
- \$350,000 in accounts receivable
- Strong pipeline of commercial opportunities for second half 2016

Motopia Limited (ASX: MOT or “the Company”) is pleased to announce that its commercial partner (ASX Announcement 14 December 2014), cloud migration services company, Cirralto Business Services Pty Ltd (Cirralto), has commenced receiving revenues and has signed several new clients since the appointment of non-executive director Adrian Floate as General Manager to Motopia. In recent months, as well as marketing Motopia’s product and services suite throughout Cirralto’s extensive networks and developing significant new channel partner relationships, Mr Floate has commenced building a team capable of commercialising and supporting the R&D efforts of the Company. Key roles in marketing, project management and sales have recently been filled.

Motopia, via Cirralto offers several data migration services utilising both CU2online and MU2 software platforms, to a growing customer list.

MU2 is a SaaS product that converts:

- MSAccess database objects and data to MS SQL server.
- MS Access software to Web and mobile ready (HTML5) software,
- MS Access data for commercial off the shelf system migration

In the coming quarter the company can expect revenues of between \$55,000 and \$100,000 to come from sales of these products and services and Motopia continues to develop a number of significant channel distribution partners with identified clients who will require Cloud Migration services in the future. This revenue is anticipated to grow for the remainder of the 2016/2017 financial year as the Company progresses several opportunities identified within the commercial pipeline which has grown to a potential of more than A\$1M.

Further to these efforts the company can confirm an accounts receivable balance in excess of \$350,000 which includes the companies first R&D tax incentive claim (\$334,000) in the 2016 financial year.

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Motopia Director and General Manager Adrian Floate commented, “Since the launch of MU2 we have been busy turning potential into solutions for customers. We as a board, have worked with our commercial partner Cirralto to deliver to a range of new Customers.

We have developed solutions for mobile, HTML5 and data modernization in a range of vertical markets that include Not-For-Profit, Retail, Property, 3PL and Wholesale Distribution.

The demand for modernization is being driven from a number of macro forces that include a shift to e-Commerce, the emergence of e-Invoicing as a mainstream technology, mobile computing becoming the dominate way we access the internet and the broad push to cloud in the majority of sectors.

We expect the MU2 innovation will help customers initially domestically and then internationally to achieve their commercial ambitions through effective modernization.”

About Motopia

Motopia Ltd (ASX:MOT) is an ASX listed company that owns and operates technology assets that enable legacy migration to the cloud. Motopia’s 2SQL product is regarded by Microsoft and other technology experts as the best of breed Access to SQL migration solution.

In response to the growth of cloud computing services and broadening demand for legacy migration away from Access, Motopia has invested in a SaaS platform (www.convertu2online.com) to complement its on premise migration offerings. We have also formed new relationships to support our commercialisation plans that encompass 24hr a day platform operations, support and channel sales. Moving forwards, the board is positioning Motopia as a “migrate” anything technology company to offer our customers a set of tools to migrate from any legacy custom software platform to the cloud.

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