

WOTSO FlexSpace Segment: Q3 FY26 Update

30 April 2026

WOTSO delivered another strong quarter in Q3 FY26:

- **Revenue up 13%** on the same period last year to \$8.81m, accelerating from the 8% YoY growth recorded in Q3 FY25.
- Total **occupancy** strengthened to **83%**.
- **Annualised revenue reached a record \$35.25m** (up from \$31.24m in Q3 FY25).
- **RevPAD lifted to \$367**.
- Launched WOTSO CookSpace at North Strathfield.
- Four further sites to open in Q4 FY26: Gregory Hills, Tea Tree Plus, Geelong and South Melbourne.

1. New locations opening in Q4 FY26



Gregory Hills, NSW

OWNERSHIP:	OPENING:	DESKS:
Leased	April 2026	92



Tea Tree Plus, SA

OWNERSHIP:	OPENING:	DESKS:
Leased	April 2026	116



Geelong, VIC

OWNERSHIP:	OPENING:	DESKS:
Leased	May 2026	46



South Melbourne, VIC

OWNERSHIP:	OPENING:	DESKS:
Leased	April 2026	81

2. New offering launched in Q3 FY26



WOTSO CookSpace at North Strathfield expands the existing location with shared commercial kitchens, giving food businesses a fully equipped space they can book by the hour, day or month, without the cost and complexity of a traditional setup.

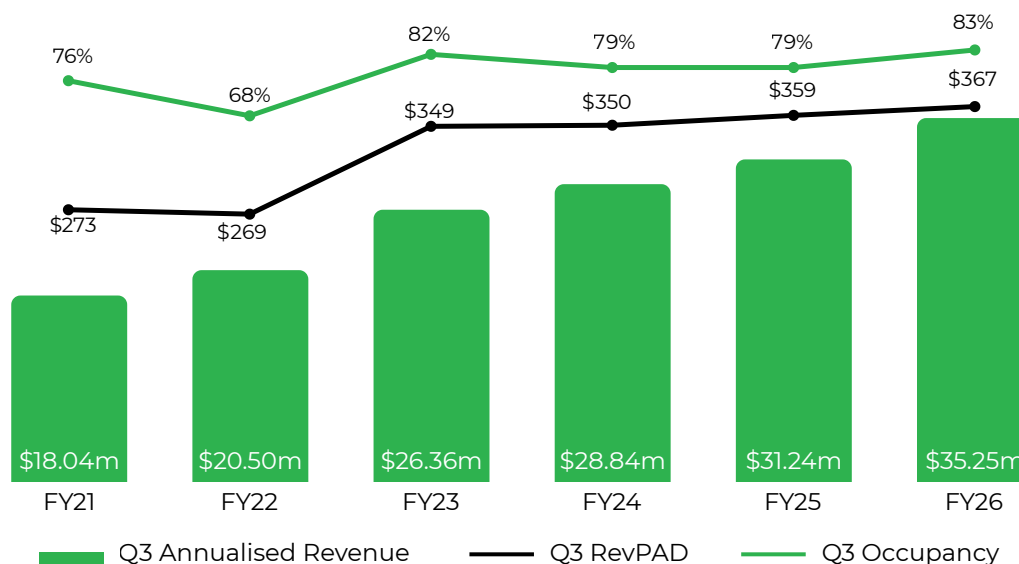
LOCATION:	OPENED:	KITCHENS:
North Strathfield	January 2026	10

3. Financial performance

3.1 Annualised Revenue Chart

Annualised revenue reached a record \$35.25m, which represents a five-year CAGR of 14.3%. The 13% YoY growth this quarter is **WOTSO's** strongest Q3 result on record, supported by occupancy gains across NSW, ACT, QLD and TAS. RevPAD continued its upward trajectory to \$367, highlighting improving yield per desk and, more importantly, that revenue growth is not just from additional locations.

WOTSO Q3 YoY Annualised Revenue



3.2 Business Chart

Metrics (unaudited)	SQM ¹	Occupied Desks ²	Total Desks ³	Total Occupancy ⁴	Q3 FY26 Total Revenue ⁵	Q3 FY25 Total Revenue ⁶	YoY Revenue Growth ⁷	Q3 FY26 RevPAD ⁸	Q3 FY26 Contribution Margin ⁹
WOTSO Total	54,310	6,651	7,995	83%	\$8,813,000	\$7,811,000	13%	\$367	\$937,000
State Breakdown									
NSW Total	25,441	3,031	3,803	80%	\$4,224,000	\$3,451,000	22%	\$370	\$311,000*
ACT Total	10,143	1,456	1,639	89%	\$1,350,000	\$1,265,000	7%	\$275	\$261,000
QLD Total	9,614	1,299	1,444	90%	\$2,064,000	\$1,811,000	14%	\$476	\$376,000
SA Total	2,307	235	317	74%	\$312,000	\$334,000	-7%	\$328	\$42,000
TAS Total	1,856	229	257	89%	\$345,000	\$350,000	-1%	\$447	\$58,000
NZ Total	2,811	238	322	74%	\$252,000	\$184,000	37%	\$261	(\$39,000)
WA Total	1,325	137	172	80%	\$198,000	\$164,000	21%	\$384	\$29,000
VIC Total	459	26	41	63%	\$65,000	\$0	N/A	\$528	(\$18,000)
CookSpace	354	N/A	N/A	15%	\$3,000	\$0	N/A	****	(\$7,000)
Unopened New Location Total									(\$76,000)**
Virtual Office					***	\$252,000			

*WOTSO is currently paying 80% of the rent payable under the North Strathfield lease pending the outcome of litigation with the landlord.

**Unopened Site Total refers to pre-opening operating losses for Gregory Hills, Macquarie Park, South Melbourne and Tea Tree Plus.

***State breakdown of revenue now includes virtual office income.

****CookSpace revenue is not included in the RevPAD calculation, as RevPAD is calculated on a per-desk basis and CookSpace is measured by kitchens.

¹ Total flexspace area across WOTSO locations.

⁴ Proportion of desks currently occupied.

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

² Number of desks being utilised by members.

⁵ Total revenue generated in the reporting quarter.

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

³ Total number of desks available for use by members.

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

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

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

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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