

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: Leased **OPENING:** April 2026 **DESKS:** 92



Tea Tree Plus, SA

OWNERSHIP: Leased **OPENING:** April 2026 **DESKS:** 116



Geelong, VIC

OWNERSHIP: Leased **OPENING:** May 2026 **DESKS:** 46



South Melbourne, VIC

OWNERSHIP: Leased **OPENING:** April 2026 **DESKS:** 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.

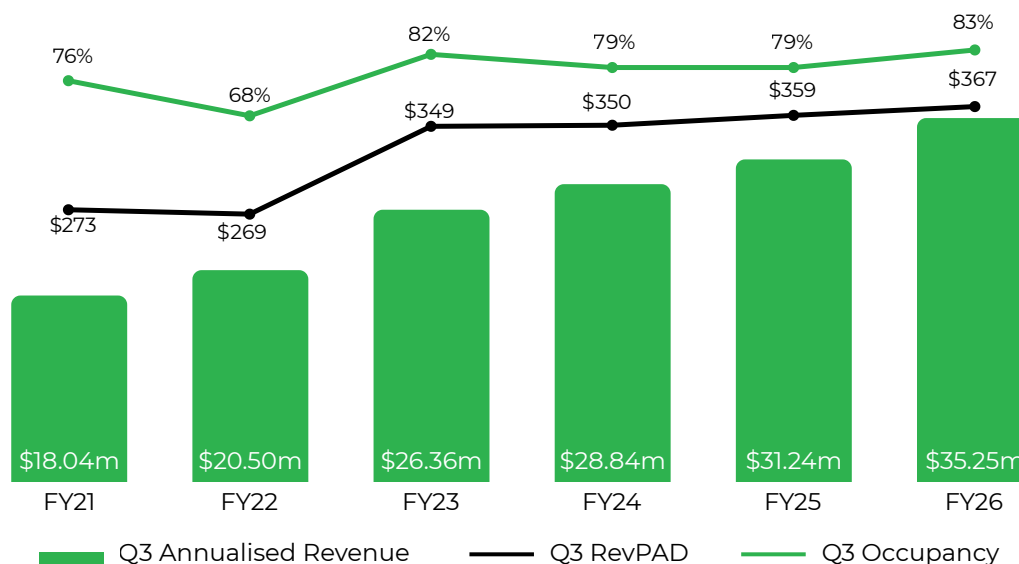
LOCATION: North Strathfield **OPENED:** January 2026 **KITCHENS:** 10

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.

² Proportion of desks currently occupied.

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

³ Number of desks being utilised by members.

⁴ Total revenue generated in the reporting quarter.

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

⁵ 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.

For further information please contact:

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

WOTSO (ASX: WOT)

A stapled security comprising:

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WOTSO Fund Services Limited (ACN 079 608 825) as responsible

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