CONNEXION

ASX Announcement
18 July 2025

Quarterly Update

For the Quarter Ended 30 June 2025

- **Marketplace subscription growth continuing**
- **R&D efforts focused on initiatives most impactful to OEM & large Dealer Group sales**
- **All reported figures are unaudited and in USD, unless otherwise stated**
- **Q4 Revenue of $2.9m → +3% over prior quarter**
- **Q4 Gross Profit of $1.9m → consistent with prior quarter**
- **Q4 Diluted Earnings Per Share ("EPS") of 0.073 US cents → +8% over prior quarter**
- **Q4 Net Profit Before Tax of $0.9m → +7% over prior quarter**
- **Q4 Operating Cashflow of $0.7m → +12% over prior quarter**
- **Net Cash and Investments of $5.9m, and no debt**

Connexion Mobility Ltd ("Connexion" or the "Company") is pleased to provide an update on its activities for the quarter ended 30 June 2025 ("Q4 FY25" or "the Quarter").

Summary

Connexion continued to supply its mobility SaaS platforms, OnTRAC and Connexion, to US Automotive OEMs and franchised dealers, to manage their courtesy transportation activity.

Financially, Connexion's performance in Q4 FY25 consisted of:

1. Revenue growth from Connexion subscriptions
2. Revenue growth from income linked to vehicle inventories
3. Revenue growth from feature-enhancement delivery
4. Decreased Growth Spend across Sales & Marketing

Gross Profit steady quarter-on-quarter ("Q-o-Q"), to $1.9m.

Net Profit Before Tax ("NPBT") increased 7% Q-o-Q, to $0.9m.

Connexion's top priority is growing long-term Shareholder value, being a function of the size, sustainability, and diversification of our earnings per share.

This drives our mission to be the "Connexion" between Fleet Owners and the Future of Mobility.

We are starting this journey within the niche of Courtesy Transportation for Automotive Retail – a niche supplied by three main modes of transportation: the loaner car, shuttle and ridehail.

To date, we have meaningfully commercialised our loaner product, with the rest to come.

We are pursuing clear strategic and financial objectives, all of which are fully funded.

Strategically, we strive to be the single platform through which our customers move people, parts and vehicles. To achieve this, we are proactively investing in our R&D, whilst deepening and expanding customer relationships.

We believe that deepening and expanding our customer relationships will ultimately lead to sales growth and improved customer stickiness.

Financially, we aim to grow long-term Shareholder value, as measured by the size, sustainability, and diversification of our earnings per share. We will continue prioritising reinvestment into the business, provided that we see a clear path to generating an acceptable return on capital. With internal reinvestment fully-funded, we are actively sourcing and assessing alternative, profitable uses for Connexion's capital, which includes potential M&A. If you know of a business that would be a good financial and operational fit for Connexion, please send it our way.

Operations

Product Enhancements

Connexion is focused on keeping its mobile and desktop platforms at the forefront of fleet, rental, and mobility management capabilities.

Some of our efforts are invoiced, contributing to either Fixed-dollar SaaS or Service Revenue, with the balance self-funded within our R&D program.

Each product enhancement falls into one of the three categories within Connexion's operating model of "Embed, Integrate, Generate".

During the Quarter, development effort was spread across, Paid Rental, Reporting & Analytics, Marketplace, DMS, Continuous Improvement, and a new integration with Modives' license & insurance verification product.

Sales

We continue to focus on improving our revenue diversification in five ways, by:

1. Deepening our commercial relationship with our existing OEM counterparts
2. Initiating commercial relationships within other departments of our OEM customers
3. Initiating commercial relationships with OEMs outside of our existing customers
4. Deepening commercial relationships directly with existing dealership customers
5. Initiating commercial relationships directly with prospective franchised dealerships

Our quarterly dealership sales traction continued, with ~40 net new subscriptions and/or trials, vs ~30 net new in the prior quarter.

At the OEM level, our overall rate of interaction is improving, although without yet any notable sales. Across both General Motors and other OEMs, the breadth of our conversations is expanding. Within General Motors, this reflects an increasing awareness of opportunity outside of courtesy transportation. And within other OEMs, this reflects an acknowledgement of the long sales cycle of courtesy transportation being insufficient to support Connexion's need for near-term revenue growth.

Commercial Partnerships

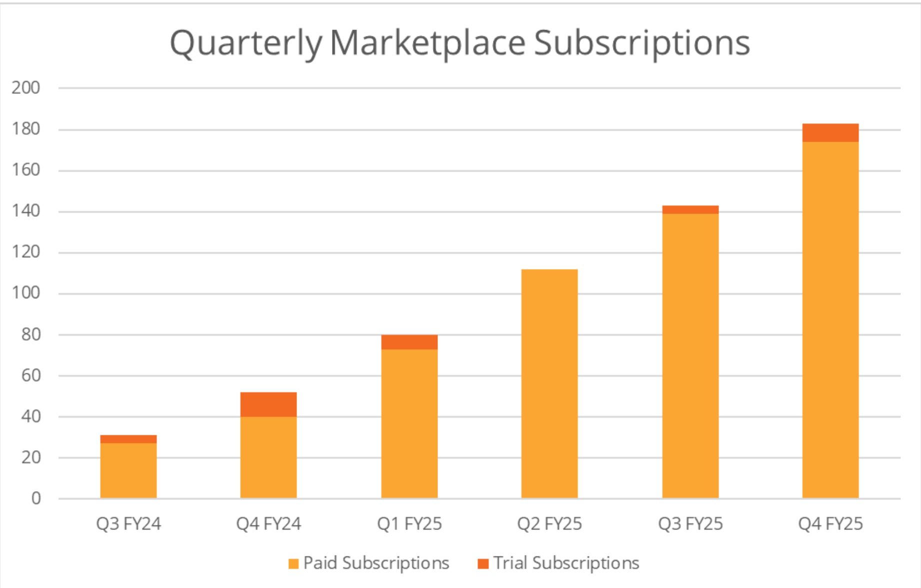
We update on our core Commercial Partnerships as follows:

- Tollaid: we ended the quarter with 98 subscriptions, from 80 in the prior quarter.
- OnDemand: we ended the quarter with 45 subscriptions, from 37 in the prior quarter.
- UVeye: Integration work continued, with beta-testing continuing at time of writing.
- Privacy4Cars: Integration work continued, with beta-testing underway.
- DMS: we released consolidated search functionality, as a precursor to our upcoming commercial rollout.
- Modives: we progressed our integration with Modives' digital license and insurance verification, ahead of our commercial launch in early Q1 FY26.

Marketplace

Launched in H2 FY24, we are consistently growing our Marketplace subscriptions each month. In addition to its revenue, the process of selecting, building and distributing new products & features via our Marketplace neatly organises and showcases our R&D efforts for the OEM customer.

Beyond products & features deemed as industry standard, e.g. Toll Management, our R&D efforts are focused on those most likely to be valued by OEMs and large Dealer Groups.



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Financial Position

Connexion's financial performance remained positive during the Quarter, with a significant increase in service revenue.

The Company recognised total revenue during the Quarter of $2.9m, up 3% vs Q3 FY25, and a record eleventh consecutive quarter of increased revenue.

Subscription Revenue and Fixed-Dollar SaaS revenue remained steady vs the previous quarter. Service Revenue increased over the prior quarter by 32%.

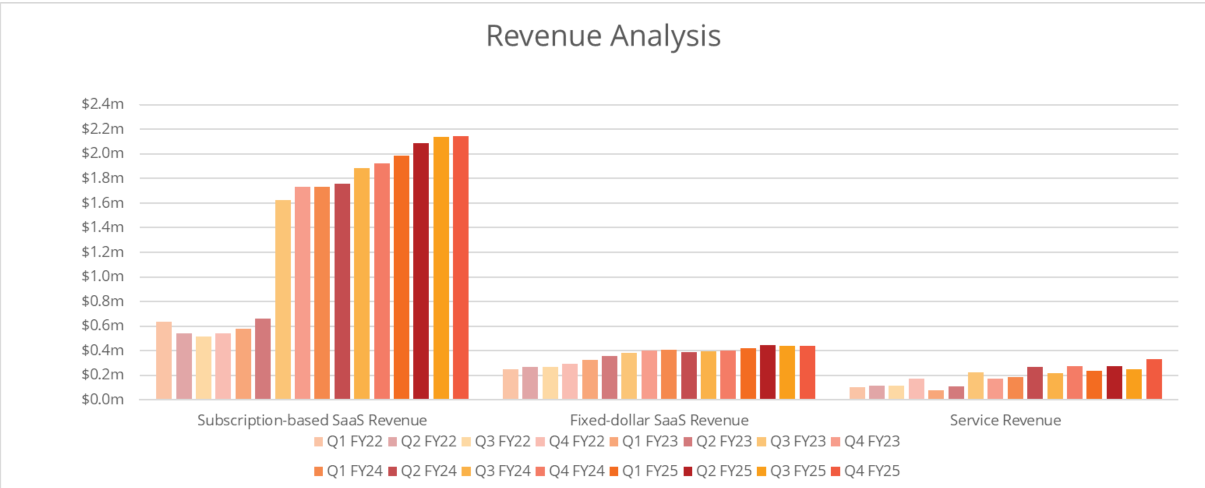
Revenue

Connexion's three main revenue sources are:

1. Subscription-based SaaS Revenue – includes the OnTRAC and Connexion Subscription Bases. Both OnTRAC and Connexion generate revenue which is linked to the maximum number of vehicles on the platform each month. In addition, the Connexion Platform generates a monthly fee per dealership. Each revenue stream has its own cost structure.
2. Fixed-dollar SaaS Revenue – typically linked to the maintenance of previously performed customisation work, including analytics, and some APIs.
3. Service Revenue – typically linked to one-off software customisation work and customer reimbursement for certain service staff.

All commercial revenue is USD-denominated. Notably, the second and third revenue categories above are fixed fees (both recurring and one-off, respectively), and not directly linked to any variable Subscription Base. As such, they serve to dampen some of the volatility caused by a fluctuating Subscription Base. Each revenue category has its own cost structure.

Below, we present the revenue categories from FY22 onwards.

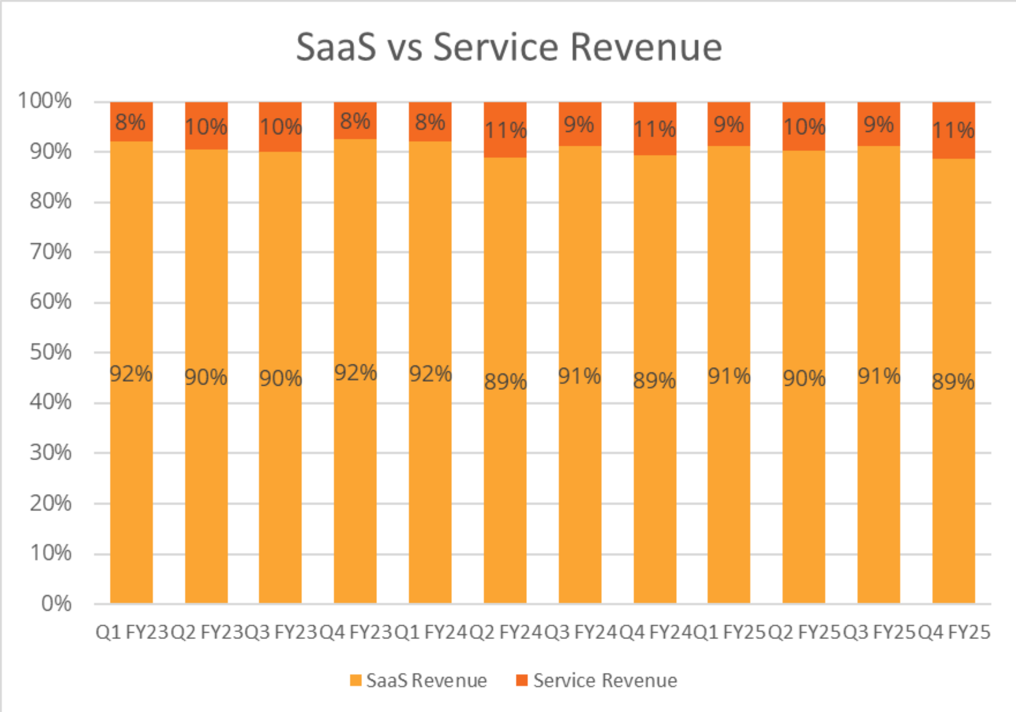


Subscription-Based Revenue increased to $2.1m. Notably this is the thirteenth consecutive quarterly increase since Q3 FY22.

Fixed-dollar SaaS Revenue stayed consistent with the prior quarter. Fixed-dollar SaaS Revenue reflects Connexion's ongoing product enhancement work.

Service Revenue increased to $0.3m due to an increase in one-off customisation opportunities in the quarter. Historically, this fluctuates between quarters.

Below, we present the split between SaaS and Service revenue.



Financial Metrics

Diluted EPS for the quarter was 0.073 US cents, up 8% vs Q3 FY25. Diluted EPS is determined by our quarterly Net Profit Before Tax, applying an assumed effective tax rate to calculate an estimated Net Profit After Tax, which is then divided by the diluted share count for the financial year. Our 8% Diluted EPS growth was driven by a 7% increase in Net Profit Before Tax, along with a continued reduction in share count.

Annualised Monthly Recurring Revenue ("AMRR") consists of Subscription-based SaaS Revenue and Fixed-dollar SaaS Revenue. At the end of the quarter, AMRR was 11.5% higher than in June 2024.

Customer Diversification AMRR measures Connexion's improving customer diversification, and comprises revenue unrelated to the General Motors CTP program. Customer Diversification AMRR was 182% higher at the end of June 2025, when compared to June 2024.

With the updated metrics above tied directly to Management remuneration, Connexion will cease externally reporting its Growth Spend metric, consisting of Research & Development plus Sales & Marketing expenditure, using it only for internal purposes.

Net Profit Before Tax

Connexion recorded a quarterly, unaudited Net Profit Before Tax of $0.9m, up 7% vs Q3 FY25. The growth was mainly due to increased Service Revenue.

The AUD:USD exchange rate increased during the Quarter, ending 3.2 cents higher.

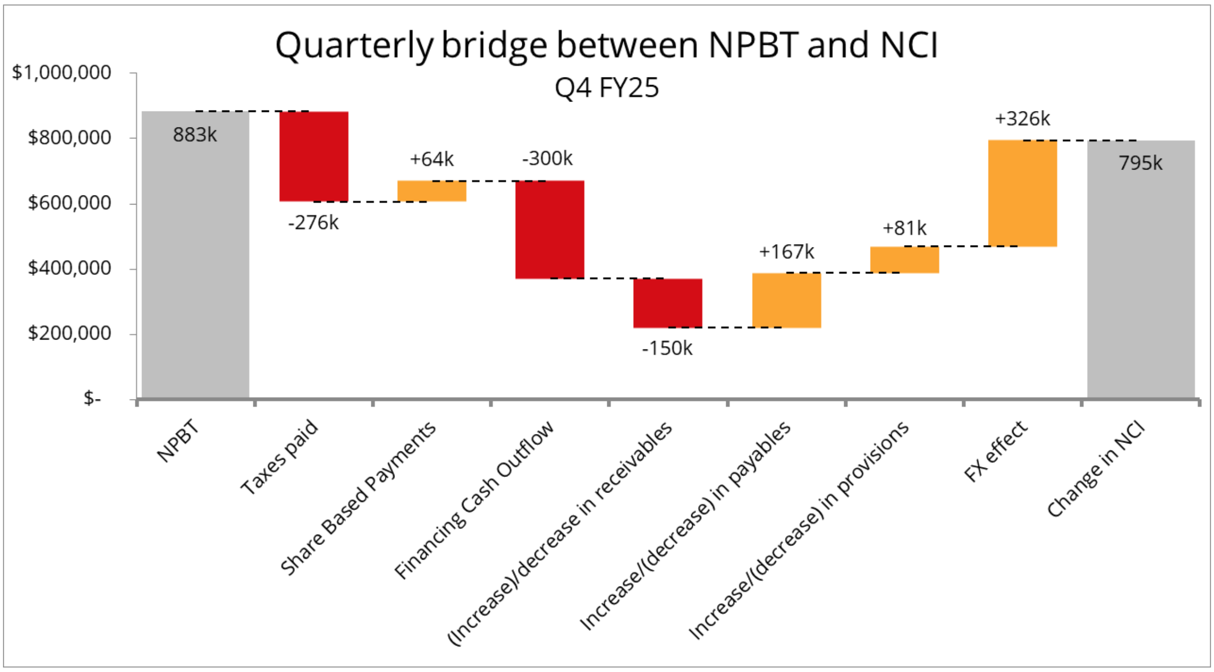
Typically, an increase in the AUD:USD has the following impact on Connexion:

1. An immediate positive impact to our P&L via an increase in the USD value of our AUD-oriented balance sheet.
2. A sustained negative impact to our P&L via decreased Operating Cashflow over time.

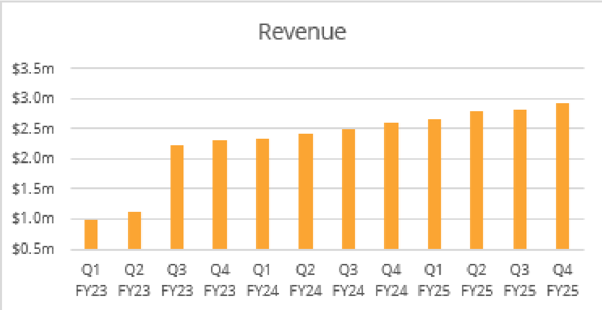
Both Board and Management continue to maintain a disciplined approach to costs, whilst reinvesting a large portion of Maintainable Earnings back into the pursuit of long-term growth.

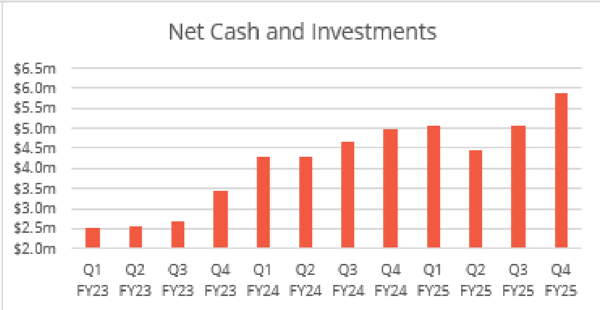
Net Cash and Investments (NCI) increased by $0.8m to $5.9m at the end of the Quarter, majority of which is held in AUD-denominated investments. This was driven by Operating Cash Inflow of $0.7m, offset by Financing Cash Outflow of $0.3m, with the remaining variance due to movement in FX. The falling share count increases the intrinsic value of each share, while our balance sheet remains strong.

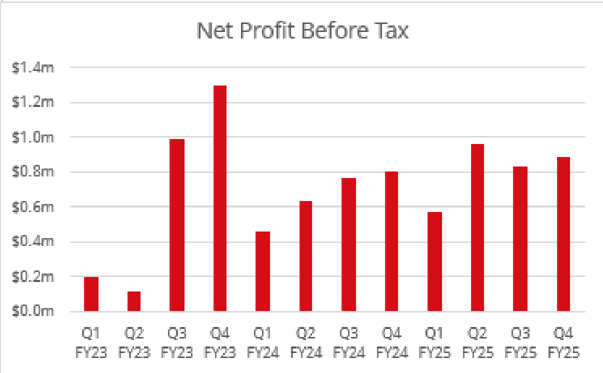
Below is the Q4 bridge between our unaudited NPBT of $0.9m and our change in NCI of $0.8m.

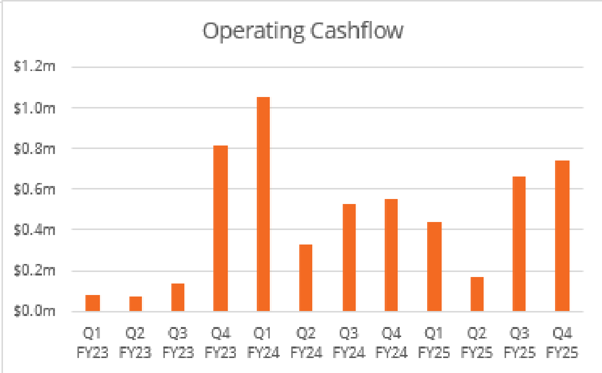


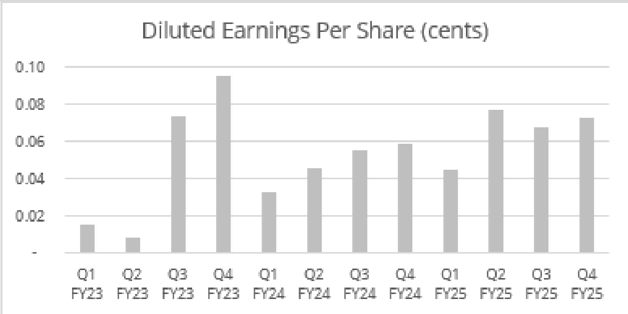
Below features a summary of our key financial metrics.











Capital Management

During the Quarter, Connexion repurchased 18.4m shares at an average price of A$0.025 per share. Across all its buyback initiatives, Connexion has repurchased ~237m shares at an average price of A$0.02 per share.

Importantly, our capital management initiatives are designed to not constrain our organic investment initiatives. It is only after our projected internal growth initiatives are fully funded that we turn to alternative uses for any excess capital, such as dividends, buybacks, M&A, and so on.

During the Quarter, Connexion's Net Cash & Investments portfolio delivered a net return of +1.34%, reflecting a tactically larger cash weighting. The portfolio is internally managed, generally passive in nature, and held mostly in AUD-denominated assets - typically credit-focused managed funds.

Connexion maintains its balance sheet strength with a view to ultimately acquiring meaningful positions in operating businesses that will contribute strongly to the size, sustainability and diversification of Connexion's earnings per share.

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Outlook

Connexion's mission is to be the "Connexion" between Fleet Owners and the Future of Mobility.

We are starting this journey within the niche of Courtesy Transportation for Automotive Retail – a niche supplied by three main modes of transportation: the loaner, shuttle and ridehail.

To date, we have meaningfully commercialised our loaner product, with the rest to come.

We see OEMs and Dealer Groups increasingly adopting software to:

1. Improve their customers' experience
2. Drive operational efficiency
3. Reduce risk

Connexion's software:

1. Delivers on each of the above, today
2. Has a large Userbase within which to iterate its product, and grow its market presence
3. Has only a small share of OEM & Dealer Group software spend, with ample scope to grow

Connexion intends to continue growing its SaaS revenue streams via:

1. Proprietary features valued by its existing Userbase of franchised dealerships
2. Commercial Partnerships bringing complementary functionality to this existing Userbase
3. Expansion of the Userbase itself to new OEMs and franchised Dealer Groups

With internal reinvestment fully-funded, we are actively sourcing and assessing alternative, profitable uses for Connexion's capital, which includes potential M&A. If you know of a business that would be a good financial and operational fit for Connexion, please send it our way.

All numbers in this release are preliminary and unaudited. This announcement has been authorised for release to the ASX by the Board of Directors.

Ends

Issued by: Connexion Mobility Ltd
Authorised by: The Board of Connexion Mobility Ltd

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About Connexion Mobility

Connexion is a public, enterprise-grade, mobility software company servicing the global Automotive Retail industry. Its mission is to be the Connexion between Fleet Owners and the Future of Mobility, starting with courtesy transportation.

The Company's proprietary OnTRAC and Connexion platforms incorporate embedded telemetry, fleet management, contract management and data analytics tools to help OEMs and dealerships move people, parts, and vehicles.

Connexion powers courtesy transportation for thousands of dealerships across the US, maximising their asset utilisation and increasing operational efficiency, whilst elevating the end-customer experience.