**ASX ANNOUNCEMENT**
5 November 2026

# MONVIA 2026 ANNUAL GENERAL MEETING
# CHAIRMAN'S ADDRESS

Good afternoon, and welcome to Monvia Limited's Annual General Meeting. I'm Russell Baskerville, Non-Executive Chairman. On behalf of the Board, I would like to welcome each of our Shareholders who are attending.

I begin by acknowledging the traditional custodians of the lands on which we work, live and gather, and I pay my respects to their elders past, present and emerging.

It is now 3:00 pm and, there being a quorum present, I declare the meeting and poll open. I confirm that the meeting has been properly constituted.

In opening the 2026 AGM I would like to introduce the Monvia Board and Management team, Monvia has a very capable and committed Board of Directors including Shan Kanji, Stephen Tucker, Robert McCready, Stuart Strickland, Simon Bright and Mark Waller.

Robert, Shan, Mark and Stephen are non-executive directors of the Company with extensive professional and industry experience. The Board and I wholeheartedly recommend you support their election as Directors of the Board.

Also in attendance today are Brooke Burgess, Monvia's Independent Auditor, Ajesh Raithatha, Monvia's CFO, Nina Mlinarevic, Monvia's Company Secretary, and Lily Wang from Automic.

Being a virtual meeting, we are unable to meet with you in person today, but I would like to thank those shareholders who are joining us via Automic's Investor Portal.

The agenda for today's meeting will be as follows:

- I will provide the Chair's address;
- after which, we'll proceed to the formal matters to be considered at today's Meeting; and
- there will be an opportunity for questions and discussion;

After conducting the formal business of today's meeting, Simon Bright, our CEO, will deliver an investor presentation.

**CHAIRMAN'S ADDRESS**

This has been a defining year for Monvia, as we moved through a change in ownership and leadership, completed our IPO and listed on the ASX. My focus this afternoon will be to reflect on the progress of the business, the Board's priorities and the foundations we are

building for the future. I will then conduct the formal business of today's meeting, following which Simon Bright, our CEO, will deliver an investor presentation.

The year in review

The period since July 2025 has included a change in ownership and leadership, followed by the company's IPO and ASX listing in July 2026. These were significant milestones, but the more important achievement was maintaining continuity for our clients and people while positioning Monvia for its next stage of growth.

Monvia brings an established operating history to the listed market. The business dates back to 1997 and today employs 108 people across Australia, New Zealand and the Philippines, with its headquarters in Sydney. It serves six enterprise clients across insurance and government, with relationships ranging from five to eighteen years.

Those existing relationships remain central to the business. Growth within the client base contributed to the increase in recurring revenue during the year, alongside the renewal of MetLife's agreement for five years from April 2026.

Financial performance

For FY26, adjusted revenue was $27.7 million, one per cent above the prospectus forecast, and adjusted EBITDA was $6.9 million, compared with a prospectus forecast of $6.6 million. From the Board's perspective, delivering slightly ahead of the commitments set out in the prospectus was an important first step as a listed company. Simon will take you through the operating drivers behind these results.

The adjusted EBITDA margin was 24.9 per cent, against a prospectus forecast of 24 per cent.

The distinction between adjusted and statutory performance is important. The company reported an EBITDA loss of $6.7 million. The bridge to adjusted EBITDA includes one-off acquisition and IPO costs, contract-renewal expenses, financing-related items and non-cash fair value movements not recurring in the ordinary course of business. The adjusted results should therefore be read alongside the statutory results and the accompanying reconciliation.

On the pro forma basis presented, cash was $11.1 million and debt was $6 million, resulting in net cash of $5.1 million. These are pro forma figures rather than the reported year-end balances.

Recurring revenue and client relationships

Contracted annual recurring revenue reached $14 million at 1 July 2026, up 21 per cent on the prior year. ARR measures contracted annual recurring revenue at that date, rather than revenue recognised during the financial year.

Price increases and expanded scope within existing clients contributed $2.5 million of ARR growth. One client loss reduced ARR by $0.5 million. Over the past five years, ARR has grown at a compound annual rate of 28 per cent, and net revenue retention has averaged 121 per cent over last five years.

Client concentration remains a relevant consideration, with the largest client representing 62 per cent of ARR in FY26 (FY25: 48 per cent). The Board is conscious of this concentration

and supports management's dual focus on protecting the long-term relationships that underpin the business while broadening the client base over time.

Priorities and outlook

The company's priorities are clear: grow recurring revenue, convert qualified opportunities into new clients, build strategic partnerships and continue investing in the platform. Monvia Claims Summarisation, our first AI market offer, is now in production and provides an early example of how that investment can create practical value for clients. The next step is wider customer adoption.

The sales pipeline has strengthened significantly over the past six months with a number of new enterprise client opportunities. These remain opportunities rather than signed client wins and converting them into contracts is a stated management priority.

For the current financial year, the outlook anticipates flat full-year revenue, slightly weighted to the second half, with strong growth in recurring revenue and a modest decline in professional services revenue. EBITDA is expected to be flat in the first half and increase in the second half.

I would like to close by thanking our employees for their commitment through a year of significant change, our clients for their continued trust, and our shareholders for their support as Monvia begins life as a listed company. I also thank Simon, the management team and my fellow directors for their contribution. We have more work ahead of us, but we enter this next chapter with a strong platform, enduring client relationships and a clear sense of direction.

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**Authorised for release by the Board of Directors, Monvia Limited.**