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ANNUAL FY25 RESULTS AND UPDATE

29th AUGUST 2025

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Scalare > Achievements Since Listing

- **Acquired Inhouse Ventures** (March 2025), strengthening founder services and investor networks.
- **Collaboration with Silicon Catalyst** in the US, expanding global reach and deal flow.
- **Services revenue up 78% YoY** to $2.9m, reflecting strong demand across our ecosystem.
- **Supporting 850 founders** across programs, assets, and investments.
- **Tank Stream Labs acquisition*** (completion early September 2025), adding an Australian leading founder hub and delivering clear revenue and community synergies.

**TSL's acquisition is subject to the related capital raise approval by the shareholders on 3 September 2025*

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About Scalare >

Scalare provides **scalable tech startups** with the sector's **broadest** and **holistic ecosystem** through **investment, productive fractional services** and **expert advice**, a market-leading **diagnostic platform**, and community programs to **accelerate** their growth.

Scalare offers essential products and services to help technology founders grow their business. From educational programs, accelerators and hands on support services.

Scalare invests directly in our highest conviction opportunities. Servicing over 600 businesses in the last 12 months, we have invested in companies in Australia, Sing., UK, Europe, NZ and the US

Products and Services:

Programs and Digital Solutions	Memberships and Events	Scale Up Services	Investments
• Founder start up programs • Annual support programs • Digital Solutions/Ascend • Tech Ready Women - female tech accelerator program	• Membership programs • Community events • The annual Australian Technologies Competition	• Fractional services • Investor readiness • Strategy advice	• Detailed diligence/investment process • Select highest conviction investments • Invest early where returns are highest

Founder Support Ecosystem > Expanding though M&A

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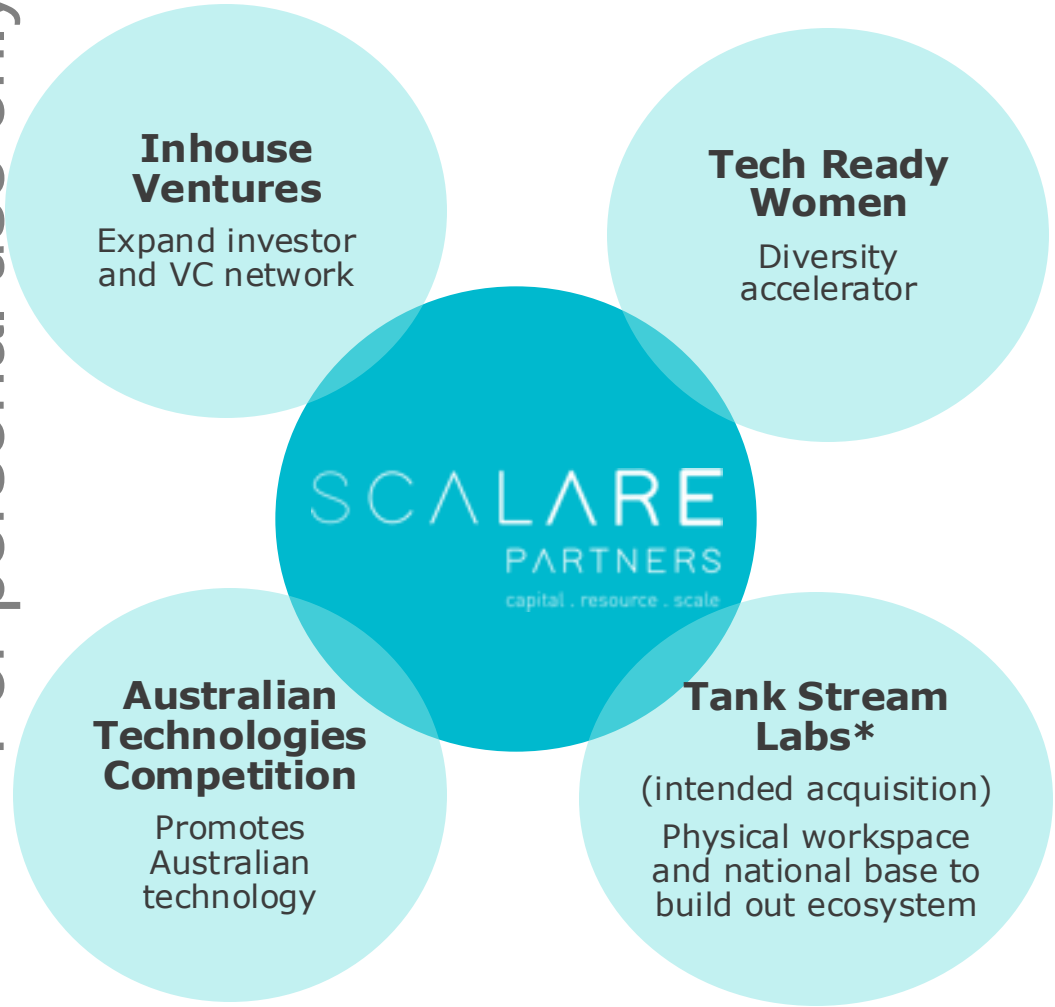

Scalare's Expansion Strategy:
Strategic Acquisitions to Fuel Growth

Completed Acquisitions:

- **Tank Stream Labs** (to be completed in early September 2025)
- **Inhouse Ventures** (March 2025)
- **Tech Ready Women** (April 2024)
- **Australian Technologies Competition** (March 2023)

Ongoing Growth Focus:

Scalare is actively pursuing acquisitions that:

- **Expand our portfolio** of founder-focused products & services
- **Strengthen alignment** with our investment ecosystem
- **Add recurring revenue** and support **scalable growth**.

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Scalare at a Glance > FY 2025

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16
Team Members

$3.5m
Total Revenue UP 26% YoY
Product and Service Revenue up 78% YoY to $2.9m

27
Companies invested in

$1.9m
Cash reserves at 30 June 2025

$11.2m
Portfolio value – up from $10.2m at June 2024

2020

Incorporated in Australia and made our first 6 investments

Launched initial support programs for companies in Australia, UK and US

2021

First investment realisation event generating 86% IRR

Launched 'Be the Change' program

2022

Launched annual prepaid subscription plan for founder support

By end 2022 Scalare had supported and invested in technology businesses in 6 countries across multiple verticals

2023

Completed over-subscribed capital raise

Carolyn Breeze joins Scalare as CEO

Purchased Australian Technologies Competition

2024

Generated total revenue of $2.8m in FY24

Purchased Tech Ready Women, a leading female technology accelerator program

Scalare goes public and lists on the ASX in November 2024.

Launched fractional support services with 58 clients in FY2024, up from 25 in FY2023

2025

Tech Ready Women goes national

Collaboration with Silicon Catalyst in the US

Acquired Inhouse Ventures

AUSTRALIAN TECHNOLOGIES COMPETITION

techready women

startblock

TANK STREAM LABS

Tank Stream Labs Acquisition*

- **One of Australia's Leading Founder Hubs** – Founded 2012, a leading coworking & flexible office brand for startups, scaleups & tech SMEs (20,000+ sqm across 7 sites).
- **Thriving Ecosystem** – 235+ tenants, 600+ events annually, flagship *Startup to Scaleup (S2S) Summit*.
- **Proven & Profitable** – Recognised by AFR Fast 100 & Smart50; attractive lease model delivering consistent growth.
- **Strong Leadership** – CEO Brad Delamare and team have built a resilient, founder-first business anchored in community.
- **Revenue & Cost Synergies** – Clear cross-sell opportunities across services, events, capital raising, and founder programs.
- **Strategic Fit with Scalare** – Directly aligned to our mission: founders thrive in community with access to capital, growth programs, and trusted support.

TSL is more than office space—it's a growth engine for founders, led by proven leadership, and a scalable, profitable business that unlocks ecosystem-wide value for Scalare.

TANK STREAM LABS

TANK STREAM SUITES

**TSL's acquisition is subject to the related capital raise approval by the shareholders on 3 September 2025*

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Why focus on early-stage investing?

- **High-Growth Potential** – Enter early before valuations skyrocket, maximising returns.
- **First-Mover Advantage** – Spot and invest in emerging trends ahead of the market.
- **Better Valuations & Equity** – Secure larger stakes at lower costs for higher returns.
- **Hands-On Influence** – Shape strategy, operations, and leadership for stronger outcomes.
- **Exclusive Innovation Access** – Invest in cutting-edge tech before mass adoption.
- **Driving Growth & Transformation** – Fuel innovation, job creation, and industry shifts.
- **Less Competition, More Opportunity** – Capitalise on early-stage gaps before the market catches up.

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Investment Criteria

Scalare's investment model is built on investing early in our highest-conviction opportunities—where we see the strongest potential for exceptional returns. Our approach combines rigorous pre-investment diligence with hands-on post-investment support, ensuring founders have the strategic guidance and resources needed to scale successfully

Our Investment Approach

- Back high-potential early-stage tech companies with global growth potential.
- Focus on strong teams, scalable business models, and validated market traction.
- Hands-on support through strategy, networks, and fractional services.

Activities and Impact

- 27 diversified investments across Australia, US, Europe, Singapore, and NZ.
- Portfolio spans fintech, medtech, regtech, logistics, and emerging sectors.
- Strong valuation growth: 194% unrealised return on invested cash to date.
- Selective annual investments sourced from our ecosystem (TRW, ATC, memberships).

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Scalare > Current Investments

Scalare is working with exceptional founders and technology disruptors around the world.

Product Launch	Market Validation	Revenue Momentum	Scaling/ Globalisation	Liquidity Event
CHI. Circadian Health Innovations	FreeGuides	AsiaVerify	WithU	ethixbase
	BETTERX	SLIPSTREAM	MasterRemit Send money with LOVE	
Loyalty Republic	helio	jeddle	MY PASS	picturewealth
zondii	cloutly	BRAUZ	Roi	Si SILICON CATALYST
	Treety	catalyser	VITAL4	ANNA
				frankieone

Portfolio Weighting by Stage & Sector

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Portfolio Company Growth Stage		Amounts Invested			
	No. of companies invested in	Cash Invested	Equity Earned	Current Valuation	%
Product launch	4	$480,000	$269,432	$434,040	3.9
Market validation	6	$832,367	$438,564	$1,323,119	11.8
Revenue momentum	6	$849,291	$560,426	$2,980,053	26.5
Scaling / globalisation	9	$1,404,973	$60,213	$6,495,762	57.8
Liquidity Event	2	$260,000	$48,564	$0	0.0
Total investments	27	$3,826,630	$1,361,954	$11,232,975	100.0

- **Product launch** – company is ready to launch or has just launched their first iteration of a product/solution that can be commercialised
- **Market validation** – company is demonstrating early commercialisation progress (users and/or revenue) post product launch,
- **Revenue momentum** – company is demonstrating increasingly consistent revenue growth and commercial metrics
- **Scaling / globalisation** – company has a developed a predictable sales/commercial and product development capability that can be scaled and repeated in different markets and jurisdictions where opportunities exist.

As companies move from stage to stage, they tend to be rewarded with a higher valuation on the back of revenue growth, a more established market position and a demonstrated ability of the executive team to deliver on business objectives.

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Scalare > Investment Portfolio

Scalare's investments have demonstrated strong valuation growth since inception.

Sector	No.	Capital Invested	Equity Earned	Revaluation	Total Value as of 30 June 2025
Regtech & ESG	6	$706,997	$480,165	$1,730,539	$2,917,701
Fintech	5	$631,042	$38,500	$2,178,995	$2,848,537
Medtech & Wellness	4	$622,304	$95,108	$1,965,295	$2,682,707
Travel & Logistics	2	$216,017	$216,536	$420,068	$852,621
Hrtech	1	$249,320	$71,563	$386,846	$707,729
VC	1	$400,952	$0	$69,103	$470,055
Martech	3	$400,000	$94,397	($196,971)	$297,426
Edtech	1	$120,000	$91,344	$10	$211,354
Brand & Loyalty	2	$240,000	$110,186	($225,191)	$124,995
Agtech	1	$120,000	$111,727	($111,876)	$119,851
Web3	1	$120,000	$52,428	($172,428)	$0
Total	**27**	**$3,826,630**	**$1,361,954**	**$6,044,391**	**$11,232,975**

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FINANCIALS

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Group Profit & Loss >

Year ended	30-Jun-25	30-Jun-24
Sales and support services revenue	2,864,562	1,613,559
Investment gains / (losses) – realised and unrealised	330,378	1,192,221
Other income	343,575	9,515
Total income	**3,538,515**	**2,815,295**
Direct services expenses	(1,800,365)	(974,593)
Gross profit	**1,738,149**	**1,840,702**
Employee benefits expense	(2,542,080)	(1,607,948)
Other expenses	(1,122,178)	(601,944)
ASX relisting – one off expenses	(986,731)	-
Depreciation and amortisation expense	(177,779)	(7,800)
Total indirect expenses	**(4,828,768)**	**(2,217,692)**
Net profit (loss) before income tax	**(3,090,619)**	**(376,990)**
Income tax expense	445,129	155,909
Foreign currency translation differences	1,091	-
Comprehensive net profit / (loss) after tax	**(2,644,399)**	**(221,081)**

Group Balance Sheet >

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	2025 $	2024 $
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	1,882,814	804,465
Trade and other receivables	235,715	427,727
Other assets	88,926	9,741
TOTAL CURRENT ASSETS	2,207,455	1,241,933
NON-CURRENT ASSETS		
Financial assets at fair value through profit or loss	11,232,975	10,234,443
Intangible assets	3,721,400	1,465,056
TOTAL NON-CURRENT ASSETS	14,954,375	11,699,499
TOTAL ASSETS	**17,161,830**	**12,941,432**
LIABILITIES		
CURRENT LIABILITIES		
Trade and other payables	1,332,468	375,689
Employee entitlements	176,191	121,970
Contract liabilities	191,270	144,500
Other liabilities	244,940	287,459
TOTAL CURRENT LIABILITIES	1,944,869	929,618

	2025 $	2024 $
NON-CURRENT LIABILITIES		
Deferred tax liabilities	566,073	568,144
Employee entitlements	66,786	-
Other liabilities	1,150,060	1,020,077
TOTAL NON-CURRENT LIABILITIES	1,782,919	1,588,221
TOTAL LIABILITIES	**3,727,788**	**2,517,839**
NET ASSETS	**13,434,042**	**10,423,593**

EQUITY		
Issued capital	13,544,378	7,889,530
Reserves	745,234	744,143
Retained earnings	(855,570)	1,789,920
TOTAL EQUITY	**13,434,042**	**10,423,593**

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Our Team >

Scalare Partners has an outstanding team who have built, supported and exited a significant number of technology businesses in Australia and Internationally

Carolyn Breeze
Partner and CEO

Joined Scalare in February 2023. With over 20 years of experience in telecommunications, technology, eCommerce, and fintech, she has received numerous accolades for her work, including CEO Magazine's IT and Telecommunications Executive of the Year (2018), Business Insider's top 21 Women in Fintech, and the Advocate for Women award at the 2019 Woman in Payments Symposium. Most recently, Carolyn was recognised as Fintech Leader of the Year at the 2021 Woman in Finance Awards.

James Walker
Founding Partner

James is an entrepreneur and investor specialising in fast growing businesses with experience as a ASX company director and leader in commerciali sing technology in new markets. James is currently a non- executive chair with BluGlass (ASX: BLG) and Native Mineral Resources Holdings (ASX: NMR). More recently James successfully completed the ASX-IPO of thedocyard (ASX: TDY) and Native Mineral Resources Holdings (ASX: NMR) and before that DroneShield (ASX: DRO).

Nick Roberts
Founding Partner

Entrepreneur and investor specialising in fast growing businesses with international potential. With 20+ years of international experience having founded and run businesses in UK/ Europe, US and Asia Pacific. Founder of 4 businesses in professional, B2B & consumer media areas. Previous roles include CEO at RISQ Group and MD (JANZ) for Thomson Reuters.

Giles Bourne
Founding Partner

Co-founded Scalare in January 2020. Over 27 years of experience leading technology innovation and commercialisation across diverse industries, including multinational software companies, polymer banknote technology, and corporate advisory before being the CEO of BluGlass (ASX: BLG). Currently non-executive director Ticketless Parking Pty Ltd and FreeGuides Pty Ltd.

Hervé Fiévet
CFO

Experienced CFO and commercial strategist with over 20 years in finance, strategy, and operations across Europe and Asia-Pacific. Formerly CFO at William Buck, Somnomed and Pierre Fabre, with a proven track record in driving financial performance, managing complex transformation programs, and supporting high-growth businesses. Joined Scalare in 2025 as the CFO

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Our Board >

We have attracted an experienced and high-calibre board that is passionate about the Scalare business and the opportunities for growth.

Adelle Howse
Non-Executive, Independent Chair

Current Non-Executive Director of Macquarie Technology Group (ASX: MAQ), Downer EDI (ASX: DOW), Sydney Desalination Plant and BAI Communications.

Neil Carter
Non-Executive, Independent Director

Currently CFO of global technology firm FiberSense and Non-Executive Director of Slipstream. Previously Global Co-Head of Equities at IFM Investors.

Beau Quarry
Non-Executive Director

Current Founder and Managing Director of Solido Capital, Managing Director Baobab Investment Management, Non-Executive Director Arctic Intelligence and Scalare Partners.

James Walker
Executive Director

Current co-founder and director at Scalare Partners, Non-Executive Chair at BluGlass (ASX: BLG) and Non-Executive Chair at Native Mineral Resources (ASX: NMR).

James Lougheed
Executive Director

Recently VP & GM High Performance Analog and Accelerator Group at MaxLinear. Current advisor to start-ups and public tech companies in the US. Investor and adviser at Silicon Catalyst, investor and member at Sand Hill Angels, and Executive Director at Scalare Partners.

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Thank You

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