

Scalare Partners

Scalare Partners Holdings Limited
ABN 96 629 598 778

ASX Release

24 April 2026

CONTINUED MOMENTUM ACROSS THE ECOSYSTEM WITH STRATEGIC PARTNERSHIPS AND INVESTMENTS

Key highlights

- Revenue receipts of **\$5.26 million** for the March 2026 quarter, **up 14.9%** from \$4.58 million in the December 2025 quarter and up 771% on the prior corresponding period (pcp)
- Positive Operating cashflow of **\$2.84 million**, up from \$2.14 million in December 2025 quarter*
- Continued growth in recurring revenue across core business units
- Strategic partnership with GXE to embed investment infrastructure into Scalare ecosystem
- Investment completed in Nakatomi Group, a Sydney based venture studio group

Scalare Partners (ASX: SCP) is pleased to report on its activities and performance for the quarter ended 31 March 2026. The Company continues to execute on its strategy of building Australia's most comprehensive founder support ecosystem, with ongoing expansion across investment, services, and community platforms. During the quarter, Scalare delivered continued momentum in revenue growth, cross-business synergies, and ecosystem engagement.

CEO Carolyn Breeze commented:

"This quarter reflects continued execution against our integrated ecosystem strategy. We are seeing increasing alignment between capital, capability and community, with strong engagement across our platforms and growing demand for integrated founder support. Our focus remains on scaling recurring revenue, driving deeper synergies across the Group, and strengthening our position as a leading gateway to early-stage technology investment."

Financial Performance

Scalare delivered revenue receipts of **\$5.26 million** for the quarter, representing **711% growth** on the prior corresponding period and up from \$4.58 million in the December 2025 quarter.

The cash balance was **\$0.5 million** at quarter end.

Growth was driven by continued expansion across coworking, advisory services, and founder programs, alongside increasing cross-sell activity between business units.

Operational Highlights

GXE Partnership – Embedding Investment Infrastructure

During the quarter and announced on 16 April 2026, Scalare announced a strategic partnership with GXE to integrate investment infrastructure into its Inhouse Ventures platform.

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This partnership represents a significant step in evolving Scalare's investment capabilities from marketplace facilitation to full transaction execution.

Through the integration, Scalare will enable:

- Investor onboarding, compliance and transaction execution
- SPV creation and capital aggregation for founders
- Consolidated portfolio reporting for investors

The partnership enhances the efficiency of capital flow across the ecosystem, simplifying fundraising for founders while improving accessibility and transparency for investors.

This positions Scalare to play a more active role in enabling investment outcomes across its growing network.

Investment in Nakatomi

As part of a broader partnership, Scalare invested in Nakatomi, a Sydney-based venture studio that has an outstanding track record of building and backing bold startups from day one.

There are a number of areas where Scalare will help support Nakatomi startups, including services and funding, and additionally Nakatomi can support the Scalare founder ecosystem with their exceptional venture building skills.

This investment is consistent with Scalare's strategy of backing high-potential technology companies emerging from within, or adjacent to, its ecosystem.

The investment was not material and was capped at \$100,000.

Operating cashflow positive for the current quarter*

Scalare was operationally cashflow positive for Q2 FY26 with \$2.84 million* generated, an increase of \$700,000 from the \$2.14 million in the December 2025 quarter.

* Of this amount, \$2.90m relates to the accounting treatment of the Tank Stream Labs office lease payments, compared to \$2.42m in the December 2025 quarter. Under AASB16 Scalare Group is required to account for the lease payments for the TSL managed office spaces as a reduction in a future liability and is recorded as a financing activity and not an operating activity.

If the TSL lease outgoings was treated as an operating outflow the net operating cash burn for the group for the quarter would have been a negative of \$0.056m.

Outlook

Scalare enters the next quarter with a positive pipeline across both revenue and investment activity.

Key priorities include:

- Scaling The Founders Union and expanding corporate partnerships

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- Continuing to drive revenue synergies across each Scalare business unit
- Expanding investment activity through enhanced deal flow
- Maintaining disciplined cost management while supporting growth

The Company remains well positioned to continue building a scalable, recurring revenue model while increasing access to high-quality investment opportunities for shareholders.

This announcement was authorised for release by the Board of Scalare Partners.

Related Party Payments

Related party payments of \$108,000 were made during the Q3 FY26, consisting of fees and salaries paid to Executive and Non-Executive Directors and their related entities.

ENDS

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About Scalare Partners

Scalare Partners Holdings Limited (ASX: SCP) exists to empower visionary technology founders to transform their ideas into the great businesses of tomorrow. As a dynamic force in the tech startup landscape, we offer a range of products and services to support all founders as they scale their early-stage businesses.

We are deeply involved in the broader technology ecosystem, driving change through impactful initiatives such as the Tech Ready Women and the Australian Technologies Competition where we partner with government and corporates to support and promote the most promising technology businesses and founders. Our focus extends to working with female and culturally diverse founders, addressing the unique challenges they encounter in fundraising and scaling their businesses. This engagement not only enriches the tech landscape but also creates lucrative revenue and investment opportunities for Scalare Partners.

At the heart of our business model is the provision of products and services and expert advice tailored to the specific needs of early-stage businesses. We also provide direct investment into selected outstanding businesses and with a current emphasis on the Australian and USA technology sectors, we are building a portfolio spanning across diverse geographies, including Australia, USA, New Zealand, Singapore, UK, and Europe. Scalare Partners is not just an investor; we are architects of growth, collaborators in innovation, and catalysts for positive change in the technology landscape.

For more information visit: www.scalarepartners.com

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Scalare Partners Holdings Limited

ABN

96 629 598 778

Quarter ended ("current quarter")

31 March 2026

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	5,262	11,224
1.2 Payments for		
(a) research and development		(51)
(b) product manufacturing costs	-	-
(c) advertising and marketing	(140)	(530)
(d) leased assets	(32)	(98)
(e) staff costs	(1,184)	(3,119)
(f) administration, operating and corporate costs	(1,048)	(4,111)
1.3 Dividends received (see note 3)	-	5
1.4 Interest received	40	64
1.5 Interest and other costs of finance paid	(54)	(87)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	161	161
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	2,844	3,459

2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	(2,088)
(b) businesses	-	-
(c) property, plant and equipment	(207)	(2,214)
(d) investments	-	(1)
(e) intellectual property	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
	(f) other non-current assets (security deposits)	10	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(207)	(4,303)
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	2,780
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	(144)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(145)	(297)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (opening balance of Tank Stream Labs on 10 September 2025 and opening balance of Planet Startup on 30 September 2025 when acquired by Scalare Partners)	-	346
3.9	Other (capital expenditure incentive paid by landlords for office fit-out)	-	2,066
3.9	Other (office rent outflows recorded as a financing activity as per AASB16 standard)	(2,900)	(5,321)
3.10	Net cash from / (used in) financing activities	(3,035)	(570)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	867	1,882
4.2	Net cash from / (used in) operating activities (item 1.9 above)	2,844	3,459
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(207)	(207)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(3,035)	570
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	468	468

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	468	617
5.2	Call deposits	-	250
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	468	867

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties (Directors) and their associates included in item 1	108
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7.	Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
	<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1	Loan facilities	1,200	751
7.2	Credit standby arrangements	50	-
7.3	Other (please specify)		-
7.4	Total financing facilities	1,250	751
7.5	Unused financing facilities available at quarter end		50
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered or are proposed to be entered into after quarter end, include a note providing details of those facilities.		
	<p>The financing facilities available to the Group at quarter end comprise:</p> <ul style="list-style-type: none"> • Three fixed-term loan facilities provided by Tractor Ventures Pty Ltd (totalling \$1,200,000 principal) and secured by a first-ranking fixed and floating charge over all present and after-acquired assets of Tank Stream Labs Pty Ltd (a wholly owned subsidiary). The facilities were used to finance bank guarantees for Tank Stream Labs Pty Ltd three office leases. The loans are fully drawn and amortising with fixed monthly repayments until maturity. There is no revolving or redraw facility. <ul style="list-style-type: none"> – Loan 1 (27 February 2025): \$500,000 principal (plus \$15,000 establishment fee), interest rate 20.9%, maturity February 2027 – Loan 2 (13 March 2025): \$200,000 principal (plus \$6,000 establishment fee), interest rate 20.9%, maturity March 2027 – Loan 3 (6 August 2025): \$500,000 principal, interest rate 20.9%, maturity August 2027 • A \$50,000 revolving Business Overdraft facility provided by Westpac Banking Corporation. The facility is available at call for working capital purposes, with interest charged at a variable rate (indicative 11.71% p.a.) and a line fee of 1.5% p.a. on the facility limit. The overdraft is undrawn at quarter end. 		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	2,844
8.2	Cash and cash equivalents at quarter end (item 4.6)	468
8.3	Unused finance facilities available at quarter end (item 7.5)	50
8.4	Total available funding (item 8.2 + item 8.3)	518
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer:	

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer:

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 24 April 2026

Authorised by: the Board of Directors
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.