

ASX Release

24 April 2025

SCALARE BUILDS SERVICE OFFERING AND STRENGTHENS CASH POSITION

Key highlights

- Acquisition of online startup marketplace, Inhouse Ventures, to widen Scalare Partners' service offering, expand its reach in the sector, and add to its revenue.
- Evaluating potential new investments to enhance portfolio value.
- Cash balance as at 31 March 2025 of \$3.1 million to help fund growth.

Scalare Partners (ASX: SCP) (Scalare or the Company), a leading technology accelerator, releases its quarterly activities report for the three-month period to 31 March 2025 (Q3 FY25), along with the Company's Appendix 4C.

Commenting on the Q3 FY25 report, CEO of Scalare Partners, Carolyn Breeze, said: *"Scalare is improving its recurring revenue streams, service offerings, and its reach into the local startup sector, and the Company's acquisition of Inhouse Ventures is a strong example of this. Elliot and the team are already forming synergies with Scalare and we are well into our growth plans. This is driven by the growing need for founders to access our services so they can scale and grow.*

"We are continuing to build out portfolio value and strengthen by constantly looking at our pipeline of potential new investments, while growing our recurring revenues from our products and services. The growth of Tech Ready Women and the launch of the Australian Technology Competition for 2025 are testaments to our alternative model, as we look to reshape the startup ecosystem."

Operational highlights

During the quarter, Scalare acquired a leading platform for scalable technology startups, Inhouse Ventures. Inhouse Ventures is an Australian based online marketplace for technology company founders to connect with investors for the purpose of building, scaling and fundraising within the Australian startup ecosystem. Inhouse Ventures's customers are early-stage technology companies looking to connect to potential investors to help fund their company growth plans. Scalare has now added this service through the acquisition and will be able to provide it as an additional offering to its existing client base, while adding to the Company's revenue and its reach with the early-stage technology sector.

Scalare brings the Inhouse Ventures business CEO and founder, Elliot Spiegel into the Scalare group of companies through this acquisition, as Inhouse Venture's aligns with Scalare's business model, and the team has a strong cultural fit with the Company's.

The Company acquired 100% of Inhouse Ventures after purchasing an initial 20.7% stake in November 2023. The acquisition was funded via the issue of \$1,066,646 of escrowed ordinary shares in Scalare Partners and an upfront cash payment of \$233,331, it is expected to be EBITDA and cash flow positive.

Launches Ascend

Scalare Partners is pleased to announce the successful soft launch of *Ascend*, our proprietary digital platform designed to streamline and scale support for early-stage technology companies.

Ascend connects founders with curated advisory, problem solving sprints, and a network of strategic partners—enhancing our ability to identify, assess, and accelerate high-potential ventures.

The soft launch phase saw initial onboarding of selected startups from our existing portfolio and ecosystem, allowing us to test core features and gather feedback ahead of a broader rollout. Early engagement has been strong, with founders actively using the platform to prepare for capital raising, access resources, and collaborate with advisors.

The platform will continue to be refined ahead of a public launch later in the year, aligning with our strategy to digitise and scale our investment and advisory model while enhancing value for shareholders and portfolio companies.

Australian technologies Competition

Scalare owns and operates The Australian Technologies Competition (ATC) which is a national program designed to identify, support, and accelerate Australian technology scale-ups with significant global growth potential. It serves as a platform to showcase innovative technologies across various sectors and connect these companies with investors, mentors, and industry experts to facilitate their expansion into international markets.

The Australian Technologies Competition (<https://www.austechcomp.com/>) entries are now open and will close on 11 May.

Related party payments of \$121,000 were made during the March 2025 quarter, consisting of fees and salaries paid to Directors and their related entities.

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

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 2025

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	604	864
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	-	-
(d) leased assets	-	-
(e) staff costs	(558)	(916)
(f) administration and corporate costs	(600)	(1,057)
1.3 Dividends received (see note 3)	1	1
1.4 Interest received	6	9
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(548)	(1,099)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	(233)	(233)
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	(46)	(138)
(e) intellectual property	-	-

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
	(f) other non-current assets (security deposits)	-	-
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	(279)	(371)
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	4,301
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	-	(371)
3.5	Proceeds from borrowings	-	210
3.6	Repayment of borrowings	-	(210)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (current quarter represents the opening balance of Inhouse Ventures Pty Ltd as of 18 March 2025 when the entity was acquired by Scalare Partners Pty Ltd on the same date. YTD also includes the opening balance of Scalare Operating Group as of 14 Nov'24 when the group was acquired by Scalare Partners Holdings Limited on the same date)	97	642
3.10	Net cash from / (used in) financing activities	97	4,572

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	3,833	1
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(548)	(1,099)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(279)	(371)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	97	4,572
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	3,103	3,103

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	3,103	3,103
5.2	Call deposits	-	-
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)	3,103	3,103

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	121
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.</i>		
<i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 Total financing facilities	-	-
7.5 Unused financing facilities available at quarter end		-
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.		
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8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(548)
8.2 Cash and cash equivalents at quarter end (item 4.6)	3,103
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	3,103
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	5
<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:	
<i>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.</i>	

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 2025.....

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.

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