

# SCALARE PARTNERS TO ACQUIRE TANK STREAM LABS

*Scaling innovation and strengthening our position in the  
Australian Technology Ecosystem*

**JULY 2025**

**TANK  
STREAM  
LABS**

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# Scalare Partners – Overview/Momentum

## Overview

- Scalare is building the industry's most comprehensive and trusted founder support ecosystem to drive investment in the best technology start-ups
- Our unique business model is focussed on generating revenues from our founder support ecosystem and in future we expect to be investing our profits in the best early-stage technology businesses

## Momentum

- Scalare listed on the ASX in November 2024 allowing our shareholders to buy or sell shares freely, providing liquidity and access to this attractive asset class
- To date, we have invested in a diversified portfolio of 30 outstanding early-stage technology investments, which has shown strong valuation growth and maintains significant future growth potential
- Alongside our inhouse products and services we have grown our founder support ecosystem with the acquisitions of The Australian Technologies Competition, Tech Ready Women, Inhouse Ventures and Tank Stream Labs (to be completion in July 2025).

*Scalare provides access for all investors to the early-stage technology asset class.  
We are uniquely placed as a **leading technology accelerator**  
and **investment opportunity** for all investors.*



# M&A to fast-track growth

Growing our founder support ecosystem is central to Scalare's success as it assist founders on their progression as well as generates the revenues and future profits that we invest in the best founders we work with. Strategic acquisitions are key to accelerate this growth.

We target businesses for M&A that:

- Are strategically aligned and brand-complementary
- Demonstrate financial strength and growth potential
- Bring synergistic customer bases
- Retain strong leadership (CEO/founder-led)
- Are a cultural fit for the Scalare team

All opportunities undergo rigorous investment committee review and due diligence.

*Scalare remains disciplined in its approach, using M&A to **scale impact**, **diversify revenues** and **deepen value** across the tech founder ecosystem.*

# Scalare at a Glance (prior to completing Tank Stream Labs acquisition)

26

Team Members  
(FTE 13)

\$1.3m

Product and Services  
Revenue in H1 up 115%  
from H1 FY2024

30

Companies  
invested in

\$3.1m

Cash reserves at 31  
March 2025

\$10.7m

Portfolio value at Dec 2024 –  
up from \$10.2m at June 2024

Incorporated in  
Australia and made our  
**first 6 investments**

First **investment  
realisation event**  
generating 86% IRR

Launched annual prepaid  
subscription plan for  
**founder support**

Carolyn Breeze joins  
Scalare as **CEO**

Generated **income  
of \$3.2m** in FY24

Purchased **Tech  
Ready Women**, a  
leading female  
technology  
accelerator program

Acquires **Tank Stream  
Labs**, a leading working  
space provider to the  
Australian technology  
ecosystem.

2020

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

2021

Launched **'Be the  
Change'** program to  
improve gender +  
cultural diversity among  
our community (up by  
23% within the first  
year)

2022

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

2023

Acquired **Australian  
Technologies  
Competition**

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

2024

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

2025

Acquired **Inhouse  
Ventures**, a  
leading platform for  
early stage  
technology  
companies

Launches **Scalare  
Partners in the USA**



InhouseVentures





# Founder Support Ecosystem > Key Products and Services

## Programs and Digital Solutions:

- Founder start up programs to help validate and launch business ideas
- Annual support programs and workshops for more established founders
- Digital Solutions (e.g. Ascend) to help founders benchmark and focus on priorities

## Memberships and Events:

- Membership communities to support, educate, facilitate networking and provide access to experienced mentors
- Community events and pitch nights
- The annual Australian Technologies Competition and awards

## Support Services:

- Fractional services to support founders in key areas (finance, technology, operations, sales etc.)
- Assistance with investor readiness, diligence and fund raising
- Directorships, strategy and governance advice.



All future operating profits are **reinvested back in the ecosystem** via direct investments in tech companies.



# Founder Support Ecosystem > Expanding through M&A

## Inhouse Ventures

Expand investor and VC network

## Tech Ready Women

Diversity accelerator

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## Australian Technologies Competition

Promotes Australian technology

## Tank Stream Labs

(intended acquisition)  
Physical workspace and national base to build out ecosystem

## 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**.



# Scalare Investments > Approach

1. **Follow our Investment Mandate** – Provides discipline around our established investment model and approach
1. **Invest in companies we work with** – Our services-first approach allows us to deeply understand our portfolio companies before investing, reducing risk and increasing upside
1. **Ongoing involvement** – Once we invest, we require a Board/Advisory role where we actively work with and support the Founder to be successful
1. **First cheque is capped** – We invest up to \$250,000 at the seed or pre-seed stage and further de-risk our investment with revenue from our support services
1. **Diversification** – We have invested in 30 companies to date which provides diversification across our portfolio and we intend to add up to 8 new investments each year.

*Via our innovative approach to investing Scalare provides diversified access for all investors to the early-stage technology asset class.*



# 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

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# Acquisition of Tank Stream Labs

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STREAM  
LABS



# Who is Tank Stream Labs?

## Tank Stream Labs (TSL)

- Founded in 2012 at the start of foundation of the Australian Startup ecosystem, TSL is the leading brand in Australia for coworking and flexible office space that specifically caters to technology startups, scaleups, and SMEs
- It is long favoured by early-stage entrepreneurs who need flexible working space options alongside a thriving support ecosystem
- As a popular addition to A list office buildings TSL has structured attractive and flexible lease agreements to help manage risk and deliver consistent growth and profitability
- In recent years Tank Stream Suites was developed as an additional offering that catered for the increasing demand for private/secure offices for scaling businesses

## Strong Leadership:

- CEO, Brad Delamare and his team have created a profitable coworking business based on a strong community of passionate technology founders

## Core Offerings:

- Coworking & Private Office Suites across 3 Australian states (approx. 20,000 sqm.)
- Enterprise Solutions and services
- Meeting Rooms & Boardrooms
- Community & Ecosystem
- Events operations (hosted over 600 events for the startup ecosystem in 2024).

***Tank Stream Labs is more than office space - it's a platform for ambitious companies to scale around like minded entrepreneurs.***





# TSL – a thriving founder ecosystem

TSL powers a collaborative, high-growth environment for startups and scaleups for their 217 tenants, supporting the full founder journey

## Strategic Partnerships

TSL partners with experts who support founders where it counts:

- **Event Delivery**
- **Product Development Support**
- **Professional Services**
- **Content & Media**

## Annual Flagship: S2S Summit

TSL's independently run *Startup to Scaleup Summit* draws Australia's top founders, operators, and investors for real conversations on how to achieve scaling success

## Strategic Alignment

Scalare and TSL share a core belief: founders thrive in community where they have access to trusted help and support to help them grow.

***This investment deepens our joint commitment to helping entrepreneurs succeed through ecosystem-led support.***





# TSL Locations

- **Campbell Street**, Levels P/1/2/5/6, 24 Campbell Street, **Haymarket**, NSW (4,000 sqm.)
- **Barangaroo**, Levels 17/18, International Tower, 2 **Barangaroo**, NSW (4,600 sqm.)
- **Australia Square**, Level 33, 264 George Street, **Sydney**, NSW (1,100 sqm.)
- **Martin Place**, Levels 23/31, 52 Martin Place, **Sydney**, NSW (2,200 sqm.)
- **Collins Street**, Levels 5/6, 44o Collins Street, **Melbourne**, VIC (2,300 sqm.)
- **Pirie Street**, Levels 1/2, 63 Pirie Street, **Adelaide**, SA (2,300 sqm.)
- **Wynyard**, Levels 6/7/8, 11 York Street, **Sydney**, NSW (3,300 sqm.) – closing August 2025

*TSL has continued to grow the business with 5 new locations since 30 June 2024, bringing the total number of locations to 7.*



# Why Acquire Tank Stream Labs?

## Supporting Scalare's Growth Strategy:

- TSL offers a profitable and scalable business that is central to the growth of the founder support ecosystem Scalare is building

## Strengthening Ecosystem & Infrastructure:

- TSL offers vibrant coworking spaces and innovation hubs that fuel collaboration, talent development, and founder-led innovation

## Expanding Service & Support Capabilities:

- We have identified strong synergies (revenues and costs) from the acquisition

## Enabling Investment & Scale-Up Support:

- The acquisition creates direct pathways to engage early-stage start-ups, boosting deal flow, investment readiness, and funding access

## Enhanced Access to Capital & Growth Programs:

- TSL's network and prime locations attract high-potential founders and scale-ready ventures.

## High Growth business in Australia:

- TSL has been recognised one of the fastest growing businesses in Australia over the past few years including being recognised in the Australian Financial Reviews fast 100 in 2024, 3 x Smart Company Smart50 fastest growing Australian SMEs, Best Ecosystem partner in 2024 Australian Technologies competition plus many more business awards over the years.

*A proven, profitable business - TSL strengthens Scalare's business while unlocking ecosystem-wide benefit.*



**Australia's Leading Flexible Workspace  
and Business Service Provider**

Discover a community-driven workspace designed to  
empower your business growth and innovation.



# Opportunities and Synergies >

*Unlocking New Growth Channels*

## Scalare Gains

- **ACCESS** – To an engaged, high-quality pipeline of founders, mentors, and early-stage deal flow
- **SERVICES PIPELINE** – Ability to offer the support, accelerator programs and services to a wider audience
- **INVESTMENT PIPELINE** – Increased deal flow for growth-stage investments
- **BRAND** - Leverages Tank Stream Labs' strong brand recognition within Australia's start-up and tech ecosystem.

## TSL Community Gains

- **EXPOSURE** – To Scalare's funding pathways, networks, and growth support
- **ACCESS** - Direct access to capital markets through ASX connections
- **OPPORTUNITIES** – Ongoing mentorship and strategic scaling services from a highly experienced team
- **BRAND** - Builds on TSL's reputation to accelerate partnerships, attract talent, and deepen founder relationships
- **ACCESS** – Scalare community with 18k+ members across Scalare, IHV, TRW and ATC presenting future revenue opportunities for TSL.



# What this means for Founders and Investors

## *Unlocking New Growth Channels for Founders & Investors*



Scalare and Tank Stream Labs together offer founders a powerful combination of capital, operational expertise, and strategic guidance - all from within a trusted and active startup hub.

This partnership provides access to:

- Capital raising support and warm investor introductions
- Growth-stage advisory services across sales, marketing, and product
- Purpose-built accelerator programs tailored to tech startups
- A vibrant founder community for collaboration, knowledge-sharing, and peer support.

***This creates a launchpad for faster, more sustainable startup growth.***

In addition to the above, the combination of Scalare and Tank Stream Labs will materially change the revenue and profit profile and for investors could lead to a share price re-rate and increased liquidity.



# Tank Stream Labs > Financial Overview

Operating since 2012, Tank Stream Labs continues to deliver consistent revenue growth and profitability, underpinned by an established brand in Australia’s ecosystem and incubator space.

## Value Drivers:

- TSL’s model is based on attracting technology companies to work in a community focussed space where founders feel supported.
- TSL operates from premium buildings in Sydney, Melbourne and Adelaide and will continue to grow a national footprint.



## Historical Tank Stream EBITDA Results (unaudited)

TANK STREAM LABS	FY	FY	YTD
Profit and Loss (unaudited)	Jun-23	Jun-24	May-25
	A\$	A\$	A\$
Total revenue	6,912,456	9,767,413	11,138,533
Direct expenses	-5,502,135	-7,257,803	-8,952,313
Gross profit	1,410,321	2,509,610	2,186,220
Other expenses	-1,205,745	-1,788,352	-1,612,625
EBITDA	204,576	721,258	573,595



# Tank Stream Labs > Balance Sheet

TANK STREAM LABS			
BALANCE SHEET (unaudited)	June 23	June 24	May 25
	A\$	A\$	A\$
Current Assets			
Cash	288,204	442,641	249,291
Trade and other receivable	<u>114,712</u>	<u>-1,910</u>	<u>135,662</u>
	402,916	440,731	384,953
Non-Current Assets			
Property, plant & equipment	642,691	1,286,196	2,169,349
Bank guarantees	<u>1,256,835</u>	<u>1,595,397</u>	<u>2,594,025</u>
	<u>1,899,526</u>	<u>2,881,593</u>	<u>4,763,374</u>
Total assets	2,302,442	3,322,324	5,148,327
Current Liabilities			
Trade and other payables	764,678	518,216	994,841
Other liabilities	<u>50,000</u>	<u>270,000</u>	<u>270,000</u>
	814,678	788,216	1,264,841
Non-Current Liabilities			
Loans - external and shareholder	309,503	252,380	654,552
Other liabilities	<u>1,067,090</u>	<u>1,160,514</u>	<u>1,339,337</u>
	<u>1,376,593</u>	<u>1,412,894</u>	<u>1,993,889</u>
	<u>2,191,271</u>	<u>2,201,110</u>	<u>3,258,730</u>
NET ASSETS	<b>111,171</b>	<b>1,121,214</b>	<b>1,889,597</b>

**Tank Stream Labs is a profitable, growth-focused business with a proven model built around attracting high-potential tech companies into a collaborative, founder-led community.**

Operating since 2012, the company has consistently delivered revenue growth, underpinned by deep domain expertise in Australia's innovation and incubator ecosystem.

Revenue growth has translated into healthy gross profits, rising from \$1,410,321 in June 2023 to \$2,186,220 by FY25 YTD (till May 2025).

The balance sheet further underscores this strength, with net assets surging from \$111,171 in June 2023 to \$1,889,597 by May 2025. This growth is supported by a substantial increase in non-current assets, including property, plant & equipment and bank guarantees, reflecting the company's investment in its national footprint across premium buildings in Sydney, Melbourne, and Adelaide, with plans for continued expansion.

# CAPITAL RAISE

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# Deal Framework

Scalare Partners to acquire 100% of the Tank Stream Labs issued equity. The key terms include:

1. \$3.0 million in cash – payable on completion
2. \$1.5 million in new Scalare ordinary shares
3. \$1.0 million in total deferred consideration, payable on achieving net profit target for FY2026 of \$1,140,000. While at Scalare's discretion, the intention is that this deferred consideration will be paid 50% in cash and 50% in additional Scalare shares.

The shares issued as part of this acquisition will be subject to escrow until 14 November 2026.

## Investment Opportunity

Scalare completed a Placement and raised \$3.0m. Funds from the Offer will go towards the acquisition of 100% of Tank Stream Labs issued capital. The cash consideration is payable on completion, subject to Scalare shareholder approval. Scalare is offering existing shareholders the ability to invest on the same terms via a Share Purchase Plan.

Additional funds raised under the Share Purchase Plan will be allocated to additional Scalare portfolio company investments, cost of the placement and share purchase plan and general working capital.

# INVESTMENT OPPORTUNITY

Scalare completed a share placement and raised A\$3.0m and has launched a Share Purchase Plan.

## Share Purchase Plan

- The Company is offering eligible shareholders the opportunity to participate in a Share Purchase Plan (SPP) for a total of up to A\$1.0m and eligible shareholders can apply for up to \$30,000 of New Shares. SPP shares will be offered at \$0.12 per New Share, being the price paid under the Placement.
- Record date for determining eligibility for the SPP is 7:00pm on 16 July 2025.
- Further details in relation to the SPP, including the scale-back policy, will be provided to eligible shareholders in a transaction-specific prospectus.
- Issue of SPP shares are subject to shareholder approval at an extraordinary general meeting of the Company to be held on or around 28 August 2025.
- The Company reserves the right to accept over subscriptions under the SPP, subject to ASX Listing Rules and Corporations Act 2001 (Cth).

## Offer Price

- Share Purchase Plan Offer Price of \$0.12 per New Share represents a:
  - 29.4% discount to the last close of \$0.170 on 11 July 2025
  - 27.2% discount to the 5-day volume-weighted average price (VWAP) of \$0.165

## Attaching Options

- Every two (2) New Shares under the SPP will receive one (1) unlisted attaching option (Attaching Option). Attaching Options will be exercisable at \$0.180 and have an expiry date two years from issue;
- Attaching Options are subject to shareholder approval at an extraordinary general meeting of the Company to be held on or around 25 August 2025.

## Use of Proceeds

- Offer proceeds to be applied towards the acquisition of Tank Stream Labs, additional Scalare portfolio company investments, general working capital and cost of the offer.
- Pro Forma cash position as at 30 June 2025 of \$5.9 m gross (excluding costs of the offer – assuming \$4.0m million raised in the Placement and SPP)

## Ranking

- New Shares issued under the Placement will rank pari-passu with existing fully paid ordinary shares on issue

# TIMETABLE:

## Share Purchase Plan Offer Timetable

Key Dates	
SPP record date	16 July 2025
Announcement of Capital Raising	17 July 2025
SPP Offer opens	25 July 2025
Issue of Notice of Meeting	25 July 2025
General Meeting held	28 August 2025
SPP Offer closes	29 August 2025
Announce Results of Offer	1 September 2025
Allotment of SPP shares and Placement attaching options (subject to shareholder approval)	2 September 2025
Expected date of Quotation of New Shares (subject to shareholder approval)	3 September 2025

The above timetable is indicative only and subject to change without notice

# KEY RISKS

## Risk

## Risk Description

Loss of key management personnel

Scalare's ability to effectively execute its business strategy depends upon the performance and expertise of its key management personnel. Any loss of key management personnel, any delay in the replacement of any key management personnel, or any extended period where key management personnel are unable to work will adversely affect Scalare's operations and future performance.

Future capital and cashflow requirements of Scalare

While the Directors believe the Company will have enough working capital after the Offer to meet its goals, there's no guarantee that additional funding will not be needed or that it can be obtained on favourable terms. Raising more equity could also dilute existing shareholders. The Company may seek debt funding for expansion, but there's no certainty it will be available or affordable, especially since it currently reports a net loss and has limited liquid assets. If debt is used, risks like interest rate and refinancing challenges may arise.

Investment strategy risk and returns

Scalare's financial results depend on the success of its investment strategy, including the quality of investment opportunities, assessment, selection criteria, and portfolio management. There's a risk that the strategy may not succeed, either individually or overall. Scalare's valuation and outlook for portfolio companies may be incorrect, and it may not achieve its investment goals or generate expected returns. Failure or lower-than-expected returns could negatively impact Scalare's financial position and performance.

Portfolio liquidity and exit or dilution risk

Scalare faces liquidity risk because it invests mainly in private companies with smaller buyer pools. If it cannot exit investments within a certain timeframe, it may incur losses or miss out on gains. Exit delays can occur due to control issues, development stages, lack of buyers, or shareholder restrictions. This could extend the time to realise returns and reduce overall gains, especially if portfolio companies are adversely affected. Additionally, Scalare may need to exit investments prematurely or without maximising returns, impacting its overall performance.

Early-stage nature of portfolio companies

Early-stage companies may lack strong market presence, customer or supplier relationships, and developed business systems. They may struggle to grow organically, attract talent, acquire customers cost-effectively, or scale successfully. Any initial advantages may not last or generate consistent revenue or profit. They might also face unfavourable contract negotiations and may fail to meet Scalare's targeted returns, making them a higher-risk, speculative investment. Additionally, if clients are also in early stages, their failure could pose credit risks to the portfolio company.

# Thank You

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# Appendix

Scalare Partners Executive Team  
Scalare Partners Board  
Inhouse Ventures  
Tech Ready Women  
Australian Technologies Competition  
Digital Services – Startblock  
Digital services – SOAP  
Investment portfolio

# 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 commercialising 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

# 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.



# Founder Support Ecosystem >



## Inhouse Ventures

Acquired: March 2025

- **Expanded Capital Access & Deal Flow**  
IHV's investor and VC network unlocks greater capital opportunities for founders and enhances Scalare's early-stage deal pipeline.
- **End-to-End Founder Journey**  
Combines IHV's early-stage expertise with Scalare's scale-up focus, creating a full lifecycle platform—from validation to global expansion—for tech founders.
- **Revenue & Customer Growth**  
Adds a profitable, scalable, and high-growth service layer to Scalare, broadening its customer base and commercialising deeper founder engagement.
- **Leadership & Cultural Fit**  
IHV Founder and CEO Elliot Spiegel remains onboard.
- **Strategic Ecosystem Synergies**  
Accelerates adoption of Scalare's platforms (e.g., Ascend), leverages shared programs, and enhances community connectivity to boost outcomes across the **tech ecosystem**.

## Our Vision

Help +10,000 founders achieve their growth goals by 2027.

**Australia's**  
Platform for Startups



# Founder Support Ecosystem >

techready  
women

## Acquired: April 2024

- **Diversity and Inclusion Leadership** – Embeds a strategic commitment to supporting underrepresented founders, particularly women.
- **Accelerator and Capability-Building Infrastructure** – Adds a proven, scalable founder development program to Scalare's service offering.
- **Partnerships with Tier-1 Brands** – Leverages relationships with corporate partners to drive commercial growth.
- **Talent and Pipeline Access** – Unlocks access to high-quality female-founded startups, often overlooked by traditional VC.
- **Alignment with ESG and Impact Mandates** – Strengthens Scalare's position with values-aligned investors and stakeholders.





# Founder Support Ecosystem >



## Acquired: March 2023

- **Deal Pipeline Generation** – ATC attracts 200+ high-potential tech startups annually, offering Scalare first access to Australia's most investment-ready companies.
- **Brand Authority** – Positions Scalare as a national leader in tech innovation, aligned with government and industry stakeholders.
- **Founder Community Expansion** – Expands Scalare's direct reach into early-stage founders across all verticals.
- **Government & Corporate Relationships** – Strengthens links to policy makers, sponsors, and enterprise innovation leaders.
- **Revenue-Generating Platform** – Offers scalable commercial opportunity through sponsorships, events, and potential licensing.





# Founder Support Ecosystem > Digital Services

## Execution-First Support for Founders

Ascend/Startblock is a founder-facing program designed to **help startups solve their most pressing problems** in cohorts aligned around similar challenges.

It starts with a targeted diagnostic to pinpoint the founder's most pressing challenge, then launches a tailored 4-week sprint with focused content, actionable tasks, and access to carefully selected experts. Each module is led by seasoned practitioners - not theorists - and built for execution, not just education.

***It's not a generalist program, it's for execution.***

Startups aren't given a generic content library - they get exactly what they need, when they need it, to solve what's holding them back right now.

# startblock

(formerly Ascend)

## Applications Include:

- Use by investors or accelerators to deepen support for portfolio companies
- Deployment inside enterprise innovation hubs to upskill internal teams or validate ideas
- Embedding in university or government startup programs to improve real-world outcomes



# Founder Support Ecosystem > Digital Services

## The Engine Behind Smarter Startup Support

**Strategy on a Page (SOAP) is the engine behind a modular platform designed to help founders and investors get clarity and act fast.**

It takes inputs and turns them into them into a range of different actionable outputs depending on the application.

### **From that core, multiple tools have been deployed:**

- Business Support Plan: Generates a 12-month actionable plan with PDF and Trello board
- 30/60/90 Tracker: Translates strategy into short-term goals
- Partner Matching: Uses diagnostic data to connect founders with the right experts or services
- Investor Matching: Uses founder inputs to against investor mandates to translate qualitative inputs into quantitative outputs.

The platform is fully whitelabel-ready, meaning accelerators, VCs, universities, or corporates can deploy it under their own brand, backed by SOAP's proven logic and infrastructure.



## Smart Tools. Real Outcomes.

SOAP powers a suite of modular tools - from 12-month action plans and 30/60/90 trackers to expert and investor matching - designed to turn founder inputs into focused, execution-ready outputs.



# Scalare Investments > Portfolio

Scalare's investments have demonstrated strong valuation growth since inception

Sector	No.	Capital Invested	Equity Earned	Revaluation	Total Value 31 December 2024
Regtech & ESG	6	\$695,997	\$344,838	\$2,112,570	\$3,153,405
Medtech & Wellness	4	\$622,304	\$64,618	\$1,826,826	\$2,513,747
Fintech	5	\$631,042	\$38,500	\$1,638,637	\$2,308,179
Martech	4	\$550,000	\$86,985	\$161,379	\$798,364
Travel & Logistics	2	\$216,017	\$147,644	\$397,440	\$761,101
HRTech	1	\$203,683	\$49,315	\$379,962	\$632,960
Brand & Loyalty	2	\$240,000	\$90,508	-\$94,760	\$235,748
Edtech	1	\$120,000	\$69,552	\$4,944	\$194,496
Agtech	1	\$120,000	\$0	\$3	\$120,003
Web3	1	\$120,000	\$52,428	-\$172,428	\$0
<b>Total</b>	<b>27</b>	<b>\$3,519,041</b>	<b>\$944,388</b>	<b>\$6,254,573</b>	<b>\$10,718,002</b>

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