

# Stakk reports record SaaS revenue growth and global client expansion – now one of Australia’s fastest-growing SaaS based Fintechs

- **Stakk has seen record growth across key metrics in CY25, including:**
  - **Active U.S. Clients: up 730% to 212 (29 in January)**
  - **ARR: up 312.5% to \$4.5m (\$1.44m in January)**
  - **Monthly Transactions: up 41% to 144,126 (102,698 in January)**
  - **Monthly Processed Value: up 30% \$413.4m (\$322m in January)**
- *The above metrics do not include any significant contribution from recently announced major customer wins of international brands **Robinhood (NASDAQ:HOOD)** and **T-Mobile USA (NASDAQ:TMUS)**.*
- *Momentum continues to build with a robust pipeline of **imminent new customer contracts** that should see growth continue.*
- *Stakk now has a strong balance sheet and is poised for accelerated growth following the successful **\$15.0m** institutional-led placement.*
- *Stakk now serves a wide variety of **tier-one, globally recognised clients**, which include **H&R Block (NYSE:HRB)**, **Current**, **Mercury**, **Navy Federal**, **Lili**, **Albert** and **GreenFi**.*
- **ARR: expected to exceed A\$8.0 million by 31 December 2025.**
- *Stakk is targeting the large global **Embedded Finance** market, which is estimated to be worth **\$100b** by 2030.*

Sydney, 23 October 2025 – **Stakk Limited (ASX:SKK)** is pleased to announce record growth across its SaaS-based Embedded Finance platform, Stakk IQ™, underscoring the Company’s transformation from a legacy consumer-focused business into a high-margin, globally relevant provider of “critical but boring” financial infrastructure, trusted by leading fintech’s and enterprise platforms worldwide.

These results represent one of the most rapid revenue escalations achieved by any ASX-listed SaaS company this year and position Stakk as a top-performing growth stock within its sector.

### **Business Transformation and Inflection Point**

Since completing the exit of its consumer activities earlier this year, Stakk has fully transitioned to a modular, API-first SaaS model. This strategic pivot has yielded a step-change in performance – transforming recurring revenue, eliminating historical losses, and driving consistent shareholder value creation. The Company's gross margin running at approximately **78%**, supported by a capital-efficient cost structure and multi-year client contracts that provide predictable, defensible revenue streams.

### **Addressing a Critical Market Need**

Modern fintech's and enterprise platforms pour resources into building "sexy" new customer-facing experiences, while the complex, compliance-heavy infrastructure underpinning them - document capture, risk evaluation, authentication, transaction orchestration, settlement, and audit – remains under-served. Stakk builds what others won't: the essential, regulator-ready infrastructure that allows innovation to scale immediately and safely.

Delivered through Stakk's sub-brand "Stakk IQ™", the Company's modular platform currently provides plug-and-play access to six integrated capabilities:

- **Capture IQ™** - mobile image capture, OCR, tamper & liveness detection
- **Risk IQ™** - dynamic credit & fraud scoring using structured & unstructured data
- **Auth IQ™** - real-time authentication & decisioning using device, biometric & behavioural signals
- **Flow IQ™** - transaction routing & orchestration across payment rails
- **Settle IQ™** - post-transaction reconciliation & audit logging
- **Score IQ™** - API access to underwriting, behavioural scoring & pricing logic

Together they deliver the "financial plumbing" that keeps embedded-finance ecosystems compliant, secure, and scalable.

### **Global Market Validation**

Stakk's client portfolio now includes a growing list of globally recognised fintech and enterprise brands – including **Robinhood (NASDAQ:HOOD)**, **T-Mobile (NASDAQ:TMUS)**,

**Current**, and other leading institutions – each relying on Stakk IQ™ to replace legacy systems with a unified, embedded-finance infrastructure layer.

These partnerships demonstrate clear product-market fit and reinforce Stakk's reputation as the “boring but brilliant” engine behind modern fintech innovation.

### **Market Opportunity**

According to Grand View Research (2025), the U.S. Embedded Finance market currently totals approximately US\$25.9 billion, growing at a 32% CAGR and projected to exceed US\$100 billion by 2030. The Australian market represents around 7% of that size (≈ US\$7 billion) and is expected to follow a similar growth curve. Stakk is strategically positioned to capture share across both markets, with its current focus on Australia and the United States.

### **Pipeline and Execution**

The Company continues to build a robust pipeline of tier-one and mid-market clients across banking, fintech, and enterprise platforms. A disciplined governance-first approach, combined with an execution-driven leadership team, is delivering consistent contract wins and sustainable margin expansion.

**Nikhil Ghanekar**, Chairman of Stakk Limited, said:

*“Our transition to a pure-play SaaS business has delivered results that speak for themselves. Stakk is exceeding every growth benchmark set at the start of the year, attracting globally recognised brands, and executing with precision. We're delivering the critical – but admittedly boring – infrastructure that underpins the modern financial economy, and in doing so, we're creating lasting value for our shareholders.”*

*With our ARR run-rate on track to **exceed A\$8 million** by year-end, a scalable technology platform, and an expanding international pipeline, Stakk is positioned to enter 2026 as one of Australia's most compelling high-growth SaaS stories. And throughout 2026, we anticipate continued revenue acceleration through the expansion of existing client relationships and the deployment of new modules within the Stakk IQ™ suite.”*

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This announcement has been approved for release on the ASX by the Board of Directors. This release contains forward-looking statements. Actual results may differ materially from those expressed or implied by such statements. Readers should not place undue reliance on forward-looking statements and should refer to Stakk's filings with the ASX for further information.

### **About Stakk**

[Stakk](#) is a leading provider of embedded-finance infrastructure, delivering critical SaaS capabilities to 210+ banks, credit unions, neobanks, and fintech platforms across Australia and the United States. Through its modular Stakk IQ™ platform, the Company provides mobile document capture, risk intelligence, authentication, transaction orchestration, settlement, and underwriting as plug-and-play services.

For more information visit [www.stakk.tech](http://www.stakk.tech)