

Stakk Investor Presentation

Sydney, 10 December 2025 - **Stakk Ltd (ASX: SKK)** is pleased to provide the investor presentation to be presented this morning by Executive Director Mr Andy Taylor at the Company's investor webinar.

The presentation includes new information on the Company's performance to the end of November 2025, specifically slides 18 (Revenue performance) and 19 (Operating Costs).

This announcement has been approved for release on the ASX by the Board of Directors.

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About Stakk

[Stakk](#) is a leading provider of Embedded Finance solutions, delivering critical functionality to 200+ Banks, Credit Unions, Neobanks and Fintech partners across the Australian and U.S. markets.

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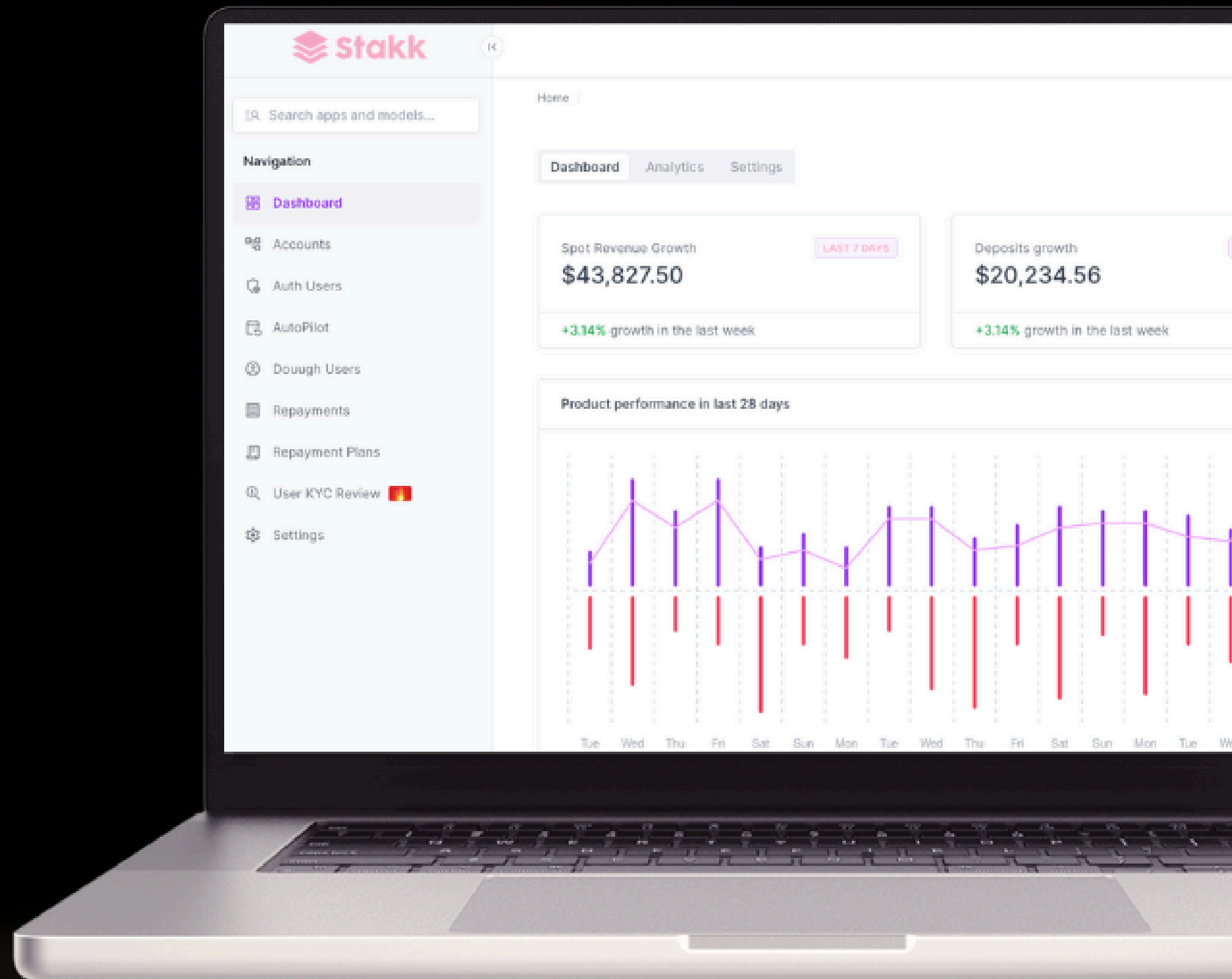


Providing critical, modular financial infrastructure

Investor presentation

December 2025

Stakk Limited (ASX:SKK)



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This presentation has been authorised for release to the ASX by the Board of the Company.

2025 Highlights

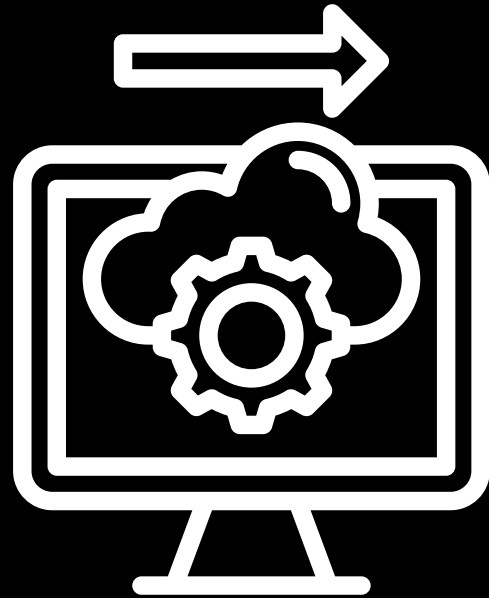
- Transitioned from a direct B2C offering to a highly defensible B2B **Embedded Finance** platform offering;
- Expanded across the U.S. market using a distribution-first acquisition strategy initiated through the purchase of **Radical DBX, Inc.** (R-DBX);
- Sharply focused on delivering a **modular, API-first Stakk IQ™ offering**;
- Secured some of the most recognised brands in global fintech and financial services, including **Chime, SoFi, Robinhood, T-Mobile, H&R Block, Sharetec, Current,** and **Stride Bank**;
- Delivered material **ARR (Annual Recurring Revenue) growth**, contract wins, client additions, revenue acceleration, and operational performance; and
- Strengthened our balance sheet with a **\$15.0m institutional placement.**

Overview

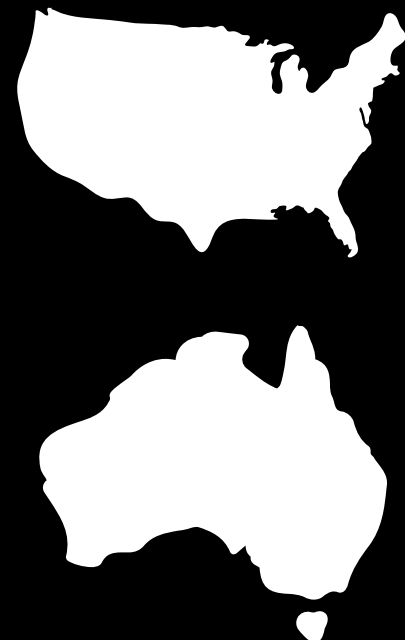
Stakk is a modular, API-first **Embedded Finance** platform. Offering the critical **financial infrastructure** every modern financial services program requires to innovate and automate workflows.

Our clients call it Stakk IQ™

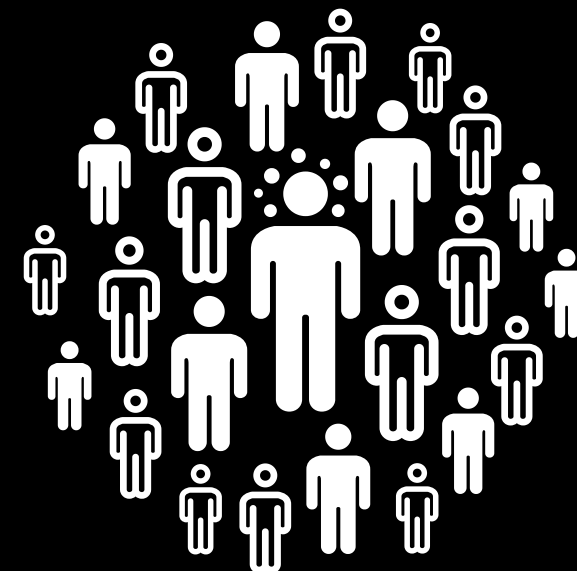
Overview



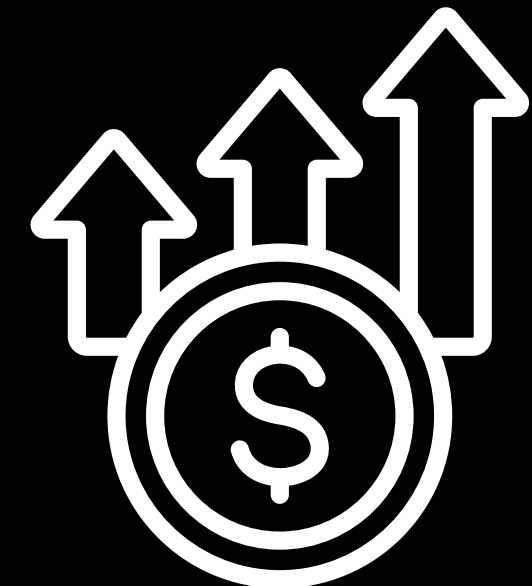
Embedded finance
SaaS infrastructure
provider



Operating
across the USA
& AU



Distribution via est
tech enabled business,
inbound sales!



~\$8.0m in ARR,
up 566% YTD &
accelerating!

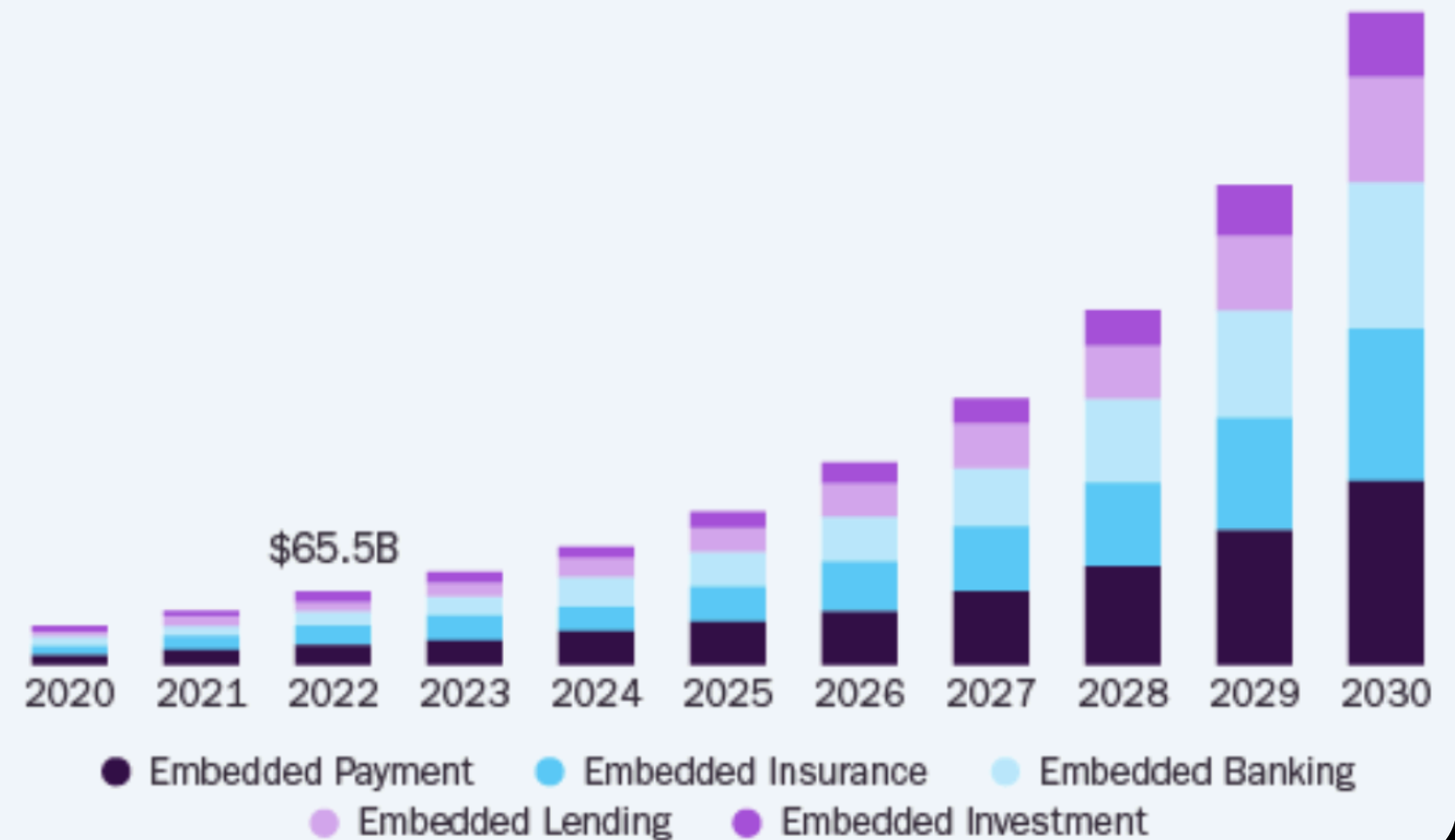
Total Addressable Market

The current size of the U.S. Embedded Finance market is approximately **USD 25.94 billion** with a compound annual growth rate (CAGR) of 32%. Projected Size by 2030 lies between **USD 103.86 billion** (conservative) and USD 300 billion (aggressive). It is estimated that **the current size of the Australian market is 7% of that of the U.S.**

(Grand View Research).

Global Embedded Finance Market

Size, by Type, 2020 - 2030 (USD Billion)



Model benefits

- **Long-term (3 year)** contracts with auto-renewal.
- **High-margin ARR** derived from API/SDK based infrastructure integrations.
- **Usage-based expansion revenue** as clients grow.
- **Minimal churn** due to deep technical embedding.
- **Capital-efficient** operating model supporting strong margin retention.
- **Predictable, renewal-driven** cashflows.

Problem we solve

Modern banks and fintech companies invest heavily in sleek front-end apps and user experiences, but the critical "back-office" infrastructure – fraud detection, risk scoring, identity verification, document processing, reconciliation, settlement, audit trails, and regulatory compliance – remains **fragmented, outdated, and spread across multiple vendors**. This creates operational risk, slows down product development, increases costs, and accumulates technical/regulatory debt.

Solution

Stakk provides a single, **unified infrastructure layer** that integrates all these essential but “boring” operational functions (fraud, risk, identity, orchestration, ledger sync, document capture, compliance, etc.), allowing financial institutions and fintechs to offload mission-critical backend workflows and focus instead on customer-facing innovation.

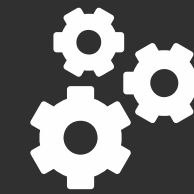
Critical infrastructure

Users

Client Apps



Modularised Platform Services



Configurable

Program config keeps features flexible, simple, modular.
You decide what's right for your customers.



Developer friendly

Stakk offers API docs, SDKs, and other resources you need to build your money experience.



Highly secure

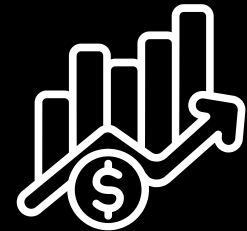
Encrypted storage with built-in atomicity, consistency, isolation, and durability (ACID).

A modular API-based SaaS offering

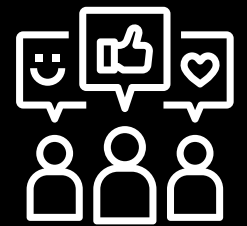
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Module	Functionality	Use cases	Target
Capture IQ	Mobile image capture, optical character recognition (OCR), hologram detection, liveness detection, and tamper detection, for international identity documents, tax documents, invoices and receipts, paystubs, and paper-based financial instruments.	Loan origination, KYB/KYC flows, online account opening, HR onboarding, expense management, payroll verification, deposit acceptance, customer onboarding & tax preparation.	Banks, Fintechs
Risk IQ	Dynamic credit and fraud scoring using traditional and non-traditional data (structured/unstructured, bureau, and public), coupled with an augmented social overlay to assist with real-time predictable risk signals.	Commercial and consumer credit evaluation, predictive user behavioral signals, lending, embedded trade credit, client vetting, and debtor management.	Lenders
Auth IQ	Real-time transaction authentication & decisioning via device, geographical, biometric, behavioural, and transactional data checks, coupled with permitted transaction rules and thresholds.	Account / user approvals (possible with risk tiers associated), approved or declined debits / credits, transaction processing, funds movement.	Banks, Fintechs
Flow IQ	Transaction initiation, routing, and orchestration (incl. ABA, NPP, batch file creation)	Payout engines, embedded disbursements, lender processing, payment processing, core banking platforms, merchant acceptance platforms.	Lenders
Settle IQ	Post-transaction reconciliation, settlement, ledger sync, and audit logs.	Debits / credits, pending / settled transactions, cross-ledger transactions.	Lenders, Marketplaces

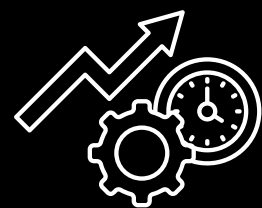
Key benefits



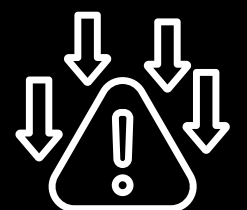
Increased Revenue: By embedding financial services (like financing or seamless payments), companies can increase conversion rates and average order value. They can also create new revenue streams.



Enhanced Customer Experience: It eliminates friction. A user doesn't have to leave the platform to get a loan, verify their identity, or make a payment. This boosts loyalty and retention.



Improved Operational Efficiency: Automating processes like KYC, credit checks, and accounts payable frees up resources, reduces manual errors, and accelerates business operations.



Reduced Risk & Compliance Burden: Instead of building and maintaining complex compliance systems in-house, businesses can rely on a specialized partner to manage the regulatory overhead.

Progress

We are now scaling defensible Annualised
Recurring Revenue (ARR);

Serving: 212 clients

Completing: 144.1 m transactions a month

Processing: \$413.4 m in transfers a month

Competitive moat

Our years of operational experience within embedded financial flows has generated unique, high-quality datasets that competitors cannot replicate. Once our **Stakk IQ™ modules** are fully integrated deeply into a clients application and operations, removal is cost-prohibitive, providing strong switching barriers.

Distribution

Stakk's distribution framework is designed to maximise reach, accelerate adoption, and provide diverse entry points into global financial markets.

We operate a multi-channel strategy that includes:

- **Direct enterprise sales targeting banks, fintechs and platforms**
- **Channel partnerships with core processors, integrators and infrastructure providers**
- **OEM and white-label arrangements embedding Stakk IQ™ natively into third-party platforms**
- **Developer-driven adoption through API documentation, SDKs and simplified onboarding**

Stakk intentionally makes it easy for clients to do business with us by keeping it simple & mutually balanced

78%
Gross Margin

Monthly platform fees	Av. of \$1.5k to \$15.0k (depending on size and effort)
Transaction fees	Av. of \$0.30 to \$0.50 (depending on volumes)
Minimum monthly fees*	Dynamic Annual Minimum Spend (Auto-adjusting to be equal to 80% of the prior years spend/volume)

We generally offer **3 Year Contracts**, that are **intentionally straightforward**, balanced (not one-sided like our competitors), come standard with **Auto-Renew Terms**, and are commercially sensitive to the needs, requirements, and obligations of each party.

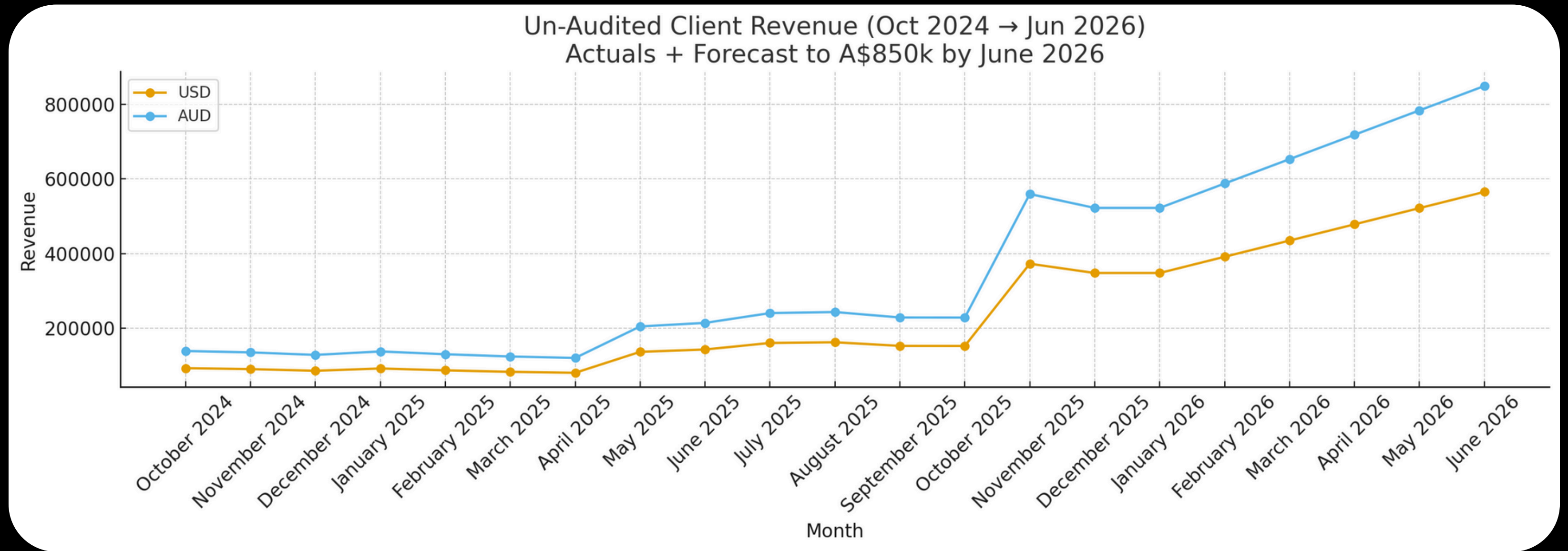
Key competitors

Spanning workflow management across customer origination and program management.



Revenue performance

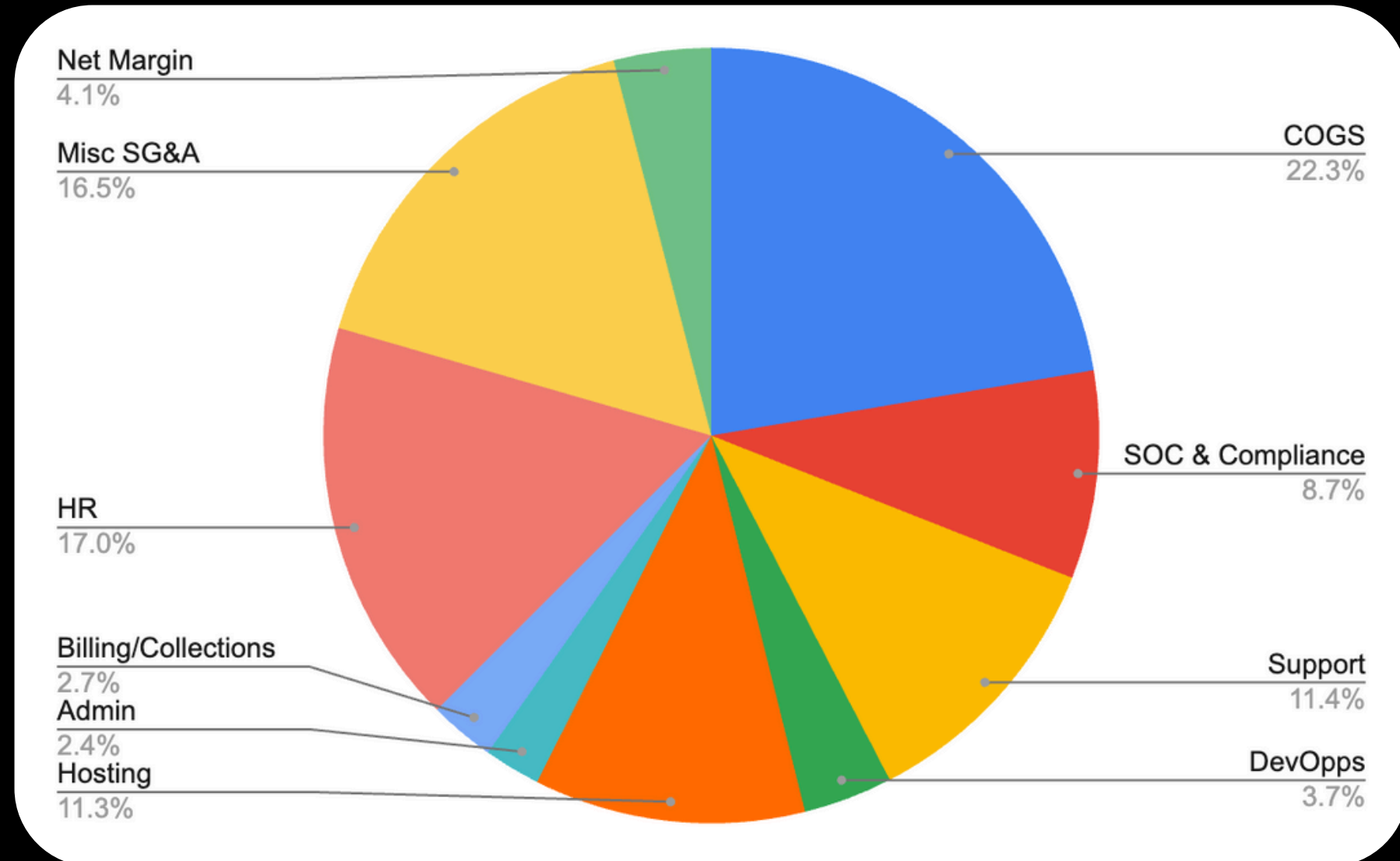
Un-audited forecasted revenue on organic growth from core operating business. Actuals up to end of November.



Operating costs

Un-audited calender year 2025 YTD costs up to end of Nov (AUD) showing Net Margin for U.S operating subsidiary. Stakk now cashflow positive minus corporate costs.

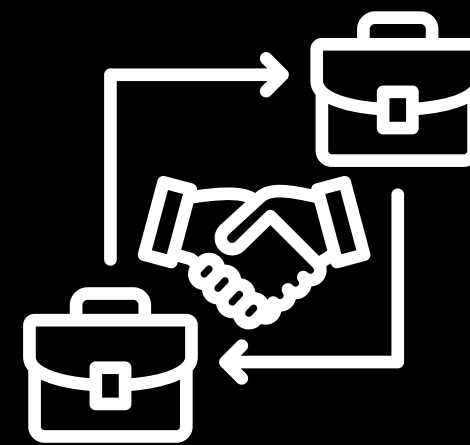
COGS	\$648,000
SOC & Compliance	\$252,000
Support	\$331,000
DevOpps	\$108,000
Hosting	\$328,000
Admin	\$68,000
Billing/Collections	\$79,000
HR	\$494,000
Misc SG&A	\$478,000
Net Margin	\$118,000



Growth catalysts

Stakk has a **robust, evergreen pipeline of new customers** going into 2026.

Growth will come via organic and in-organic acquisitive opportunities that will reinforce our competitive moat.



How are we viewed today?

Addressing Clear Market Demand: Stakk has identified a real, urgent market need and met it with a clear product fit.

Delivering Proven Technology & Knowhow: Straightforward, modern-day, SaaS infrastructure delivered infrastructure, delivered plug-n-play style.

Has an Executional Leadership Team: Experienced, governance-first, outcomes-driven, hyper growth-focused team.

Delivered Demonstrable Growth: 212 active (paying) clients, up from 29 in January. Two marque client wins, and more to come.

Built Sustainable and Defensible Revenue: Nearly all revenue is contracted ARR, or two+ year terms, all with renewal options. Monthly ARR now at \$230k, up from 138k in January.

Runs a Capital Efficient Business Model: Less staff, less overheads, zero marketing, in-bound sales strategy, and efficient technology hosting = Capital Efficiency.

The next 12 months

Stakk plans to make continued investment into its **Stakk IQ™** offering to exponentially increase competitiveness harnessing **Agentic-AI** for the benefit of customers, whilst looking to expand our solution into the area of **core-banking deposit** and **lending workflows**, spanning origination, decisioning and program management. Forging **new distribution partnerships** and opening up **new markets**. With the aim of becoming **a critical global one-stop platform solution**.

Board & Exec



Andy Taylor – Founder & CEO

Fintech entrepreneur, previously founder of SocietyOne, sold to MoneyMe (ASX:MME)



Bert Mondello – Director

President ant Noodlecake, NED at Vection (ASX:VR1), Sreamplay (ASX:SP8)



Nikhil Ghaneker – Chairman & CFO

CFO at UrbanFT, previously VP of Finance at Disney and Auditor at Grant Thornton



Michelle Tang – Non Exec Director

Managing Director of Measurable AI, Founder of Supper Club



Kasey Kaplan – Non Exec Director

CCO at BeforePay (ASX:B4P), previously was co-founder at UrbanFT



Sid Parekh – Chief Technology Officer

Managing Director of X-35 Innovation Studios and CTO of UrbanFT



Arthur Lo – Non Exec Director

Partner at SeedSpace, previously founder & managing director at Providus Capital



Umut Omer – Cheif Commercial Officer

Previously commercial lead at FunLab, and ComputerShare

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Thank You



Contact: secretary@stakk.tech