

ASX release

28 January 2026

Way2VAT sets record quarterly revenue, and increases revenue 41% in full year FY25

Q4 FY25 Quarterly Activities Report and Appendix 4C

Global fintech leader in automated VAT claim and return solutions, Way2VAT Ltd (**ASX: W2V**, **Way2VAT** or the **Company**), provides an update on its activities for the quarter ended 31 December 2025 (Q4 FY25), alongside the Company's Appendix 4C.

Q4 FY25 highlights (all figures A\$ unless otherwise stated and unaudited and include a full quarter of results from the RBC acquisition)

- **Full year revenue of \$6.51 million, up 41% on prior corresponding period pcp (\$4.6 million in FY24).**
- **Record Quarterly revenue of \$2.13 million, up 52% on pcp (Q4 FY24: \$1.4 million).**
- **Quarterly Cash receipts of \$1.96 million, up 101% on last quarter (\$977k in Q3 FY25) and 159% on pcp (\$758k in Q4 FY24).**
- **Accounts Receivable increased to approximately \$6.4 million, from \$6.0 million as at 30 September 2025.**
- **Way2VAT entered into a commercial partnership with Coupa Software Incorporated, one of the largest Invoice Management company's in the world, to provide the Way2VAT APAI product on the Coupa App Marketplace.**
- **Several new clients signed in Quarter across several sectors lifting Enterprise client numbers from 489 to 501.**
- **New clients included Rakuten, one of the largest e-commerce sites in the world, Aptar Group, a global manufacturing and packaging company primarily within the pharmaceutical industry, Apellis, a global pharmaceutical company and Ferroglobe, a global leader in advanced metallurgical products.**

Commenting on the Company's achievements in Q4 FY25, Way2VAT Founder & CEO, Amos Simantov, said:

"The December quarter was a very satisfying finish to FY25. The Group continued to add more blue-chip enterprise clients and increased revenues, helped by significant new revenues from the acquired RBC VAT business. Cash collection improved substantially and our new acquisition entity, RBC VAT Limited, delivered on its expected first quarter of profit. Way2VAT also made good progress in each of the four-pillars underlining its growth strategy.

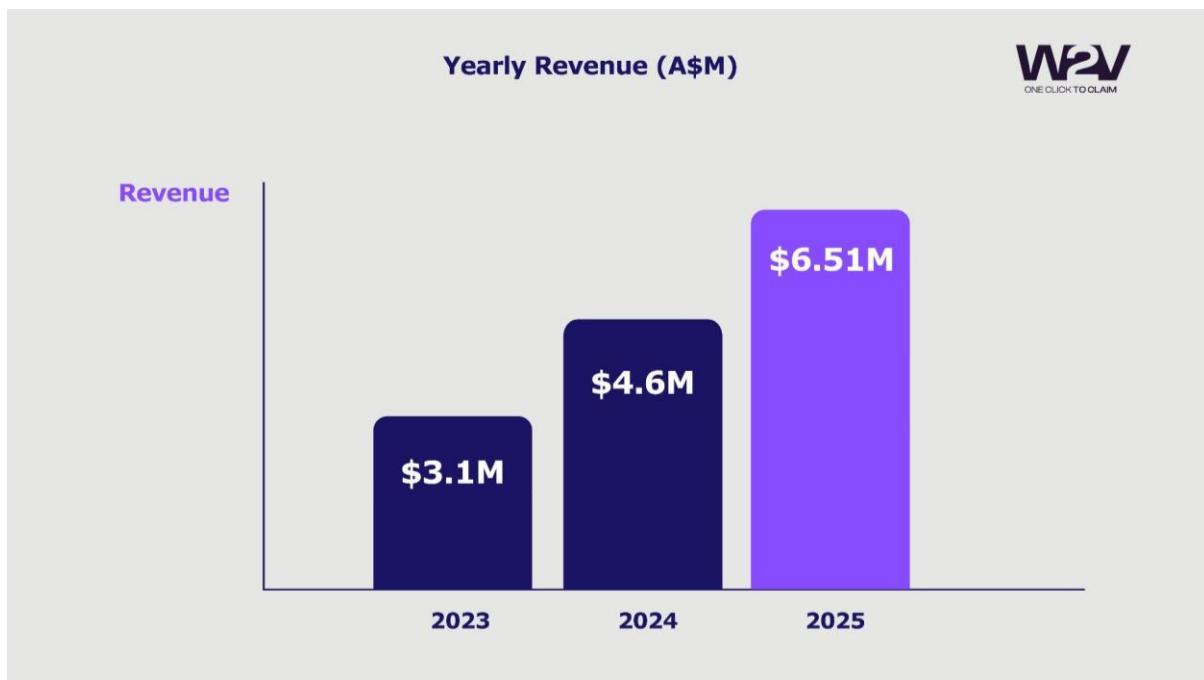
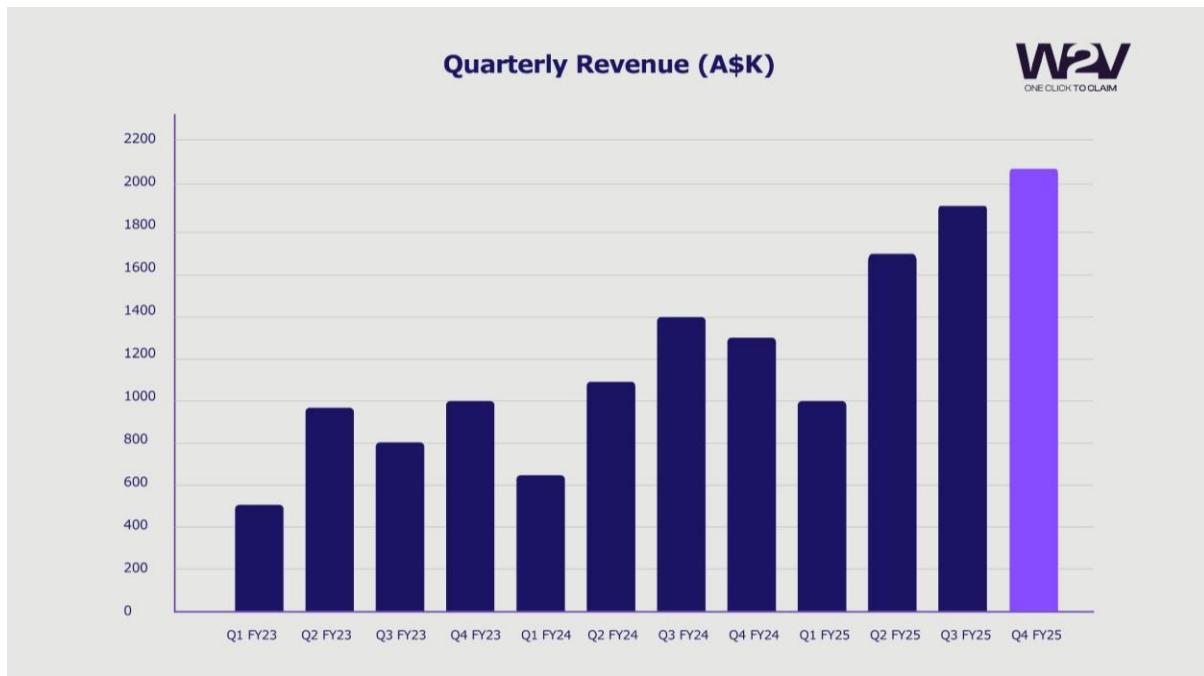
"Importantly for our second pillar of growth, APAI real time Invoice validation, Way2VAT has recently entered into a commercial partnership with Coupa Software Incorporated. Coupa is an AI-driven, global cloud-based Business Spend Management (BSM) platform helping companies manage procurement, accounts payable (AP), expenses, and supply chain, streamlining purchases, invoices, and supplier interactions through a unified interface."

"Coupa, similar to Way2VAT, typically engages with large Enterprise level clients. Our APAI product will be available on the "Coupa App Marketplace" where Coupa clients can seamlessly integrate our APAI tool into their current AP invoice flow. Way2VAT has successfully completed an extensive process of proving feasibility and connection between APAI and Coupa.

"We expect this integration to be complete and available on the Coupa App Marketplace at the end of Q1 FY26 with a revenue share agreement in place between the two companies. Key benefits of this partnership include joint-selling into COUPA clients as well as enabling our current clients who are users of COUPA to easily start using our APAI product. We will keep investors up to date on the take up levels of our APAI product through the Coupa App Marketplace as it is not possible to forecast the revenue implications at this time".

Financial highlights

Way2VAT's revenues continue to grow with Q4 FY25 revenue of \$2.13 million increasing 52% on pcp (Q4 FY24: \$1.4 million). FY25 Full Year revenue increased to \$6.51 million an increase of 41% on pcp (FY24: \$4.6 million).



*Q3 and Q4 FY25 numbers are unaudited

Operational highlights

RBC VAT Limited (RBC) First Quarter in the Way2VAT team

The RBC acquisition was completed on 30 September 2025 (see ASX announcement 23 September 2025). A 90-day plan to reap cross selling opportunities and cost synergies was implemented immediately with good results.

RBC is a UK-based specialist VAT advisory and compliance firm with over 20 years of operating history. The transaction strengthened W2V's European presence and enhanced its advisory capabilities, directly complementing the company's automated technology platform.

More specifically, RBC provides the launch pad for W2V's third growth pillar, VAT Compliance Services. The acquisition is expected to be highly complementary to the company's other vertical offerings.

As planned, RBC is now utilising W2V's APAI technology to help streamline their current data processing tasks. RBC are currently using APAI for 6 key clients and are seeing great results in terms of accuracy and time saved with a 75% reduction in processing times attributed to the APAI product.

During Q4 FY25, RBC signed a key contract with Apellis Pharmaceuticals, a Nasdaq listed company, with the scope of the work including coverage of European VAT compliance and reporting advisory work. Revenue generation from this new client will begin from Q1 FY26.

Growing new and existing enterprise client base

At the end of Q4 FY25, Way2VAT had 501 enterprise clients, up from 489 in Q3 FY25.

Way2VAT organic client growth continued during the December quarter. The Pharmaceutical sector is becoming a core vertical for W2V with a number of new clients signed up in the December quarter adding to existing Pharmaceutical clients such as EliLilly Uriach, Giead, Novartis , Hipra, Malvern Panalytical, Spectris, Shionogi and Terumo.

Notable new clients signed up in the quarter included the following:

Aptar Group

Aptar Group is a United States-based global manufacturer of consumer dispensing packaging and drug delivery devices primarily within the Pharmaceutical industry, headquartered in the U.S. They operate on a global scale across 20 countries, with 13,500 employees and revenue of \$3.6bn. Having previously worked with a competitor of W2V, Aptar have engaged W2V to initially cover VAT reclaim across their EMEA region, covering 32 entities. Way2VAT will also shortly be looking to add further entities from their U.S. branches and was successful in winning this client largely due to the additional services on offer on reporting in Way2VAT's superior technology platform.

Additional Pharmaceutical Company

A further European based global pharmaceutical company with 40+ entities across the globe, 30,000 employees and a revenue of \$15bn. This pharmaceutical company has instructed W2V to perform global VAT reclaim for both local and foreign T&E expenditure across the group. This new client is also a SAP Concur user, which enables W2V to utilise its streamlined integration service to Concur and allows this process to be highly automated for both W2V and the client.

Rakuten

Rakuten a world-renowned brand and one of the largest e-commerce sites in the world has instructed W2V to perform foreign VAT reclaim for one of their European entities 'Viber' which is a telecoms part of the business. W2V will be recovering T&E expenditure and foreign Marketing AP invoices. Further Rakuten owned entities will be added in the coming months.

Hispasat

Hispasat is the Spanish satellite operator and the main driver of Spain's aerospace sector. It is committed to helping citizens overcome the digital divide and promote sustainable development. It is the main communications bridge between Europe and the Americas as a provider of broadband and connectivity services through its companies in Spain and Latin America.

Ferroglobe

Ferroglobe is a global leader in advanced metallurgical products critical for hundreds of consumers and industrial applications supporting the sustainable advancement of society. The company is the largest merchant producer of silicon metal in the Western World, and a leading global producer of silicon-based alloys and manganese-based alloys.

The Company is not able to accurately forecast revenues from the new client contracts highlighted above in the early phases of the client relationships. None of these contracts are expected to deliver material revenues for Way2Vat in the first year of the relationships.

Financial details

Way2VAT's quarterly revenue set a new record of \$2.13 million in the fourth quarter of FY25. December Quarter Operating Expenses (as defined by item 1.2 in appendix 4C) increased to \$2.97 million. RBC revenues and operating costs are included in the above numbers.

Whilst RBC operating costs were in line with expectations, operating costs for Way2VAT in Q4 FY25 were higher than the prior quarter as a result of working capital and cash management processes in place at the end of Q3 FY25, prior to the capital raise announced on ASX on 23 September 2025 to increase the Company's cash balance.

Please note that item 1.8 in the accompanying Appendix 4C reflects the fact that for International VAT reclaims Way2VAT acts on behalf of its clients with the tax authorities. This means that at the end of any given quarter Way2VAT may have received client VAT returns that it has not yet paid out

to clients whilst it is undergoing final compliance checks. Q4 2025 saw a net outflow of \$769,000 compared to a \$506,000 net inflow in the previous quarter. These net cash inflows and outflows need to be taken into consideration when looking at quarterly cash movements. These net inflows and outflows do not reflect the company's operating cash inflows and outflows, rather the end movement of client monies on Way2VAT's balance sheet compared to the end of the previous quarter.

Overall cash receipts improved substantially in Q4 FY25 versus Q3 FY25. There was an increase in collections from tax authorities in certain jurisdictions and collections from Way2VAT clients on local VAT work completed. RBC consulting services revenue is converting to cash receipts much more quickly than the Way2VAT International VAT reclaim revenues which require payment from tax authorities before Way2VAT commissions can be converted to cash in bank.

In line with the revenue growth in the business and incorporating the RBC accounts receivable, the Company's Accounts Receivable balance increased from \$6 million to approximately \$6.4 million as at 30 September 2025.

The Company's current financing facilities with its Banker, Bank Hapoalim are detailed in the accompanying Appendix 4C. The outstanding balance of loan facilities with Bank Hapoalim decreased during the quarter from \$2,939,000 to \$2,797,000.

Way2VAT continues to engage with its banker, Bank Hapoalim with respect to its overall financing facilities in line with the growth in revenues and its large, high quality accounts receivable balance. Subsequent to the end of the reporting period, the Company has executed a further short-term unsecured bridge loan with Bank Hapoalim beginning on 25 January 2026 for an amount of \$700,000. Details of the loan are shown in section 7.6 of the accompanying appendix 4C report.

During the quarter, \$144,000 in payments were made to related parties and their associates, including wages for the CEO (including superannuation equivalent) and a Non-Executive Director.

Outlook

Way2VAT Founder & CEO Amos Simantov, said:

"We are looking forward to 2026 and the continued roll out of our four pillars growth strategy. We have expectations of further organic growth and cross selling opportunities within our current portfolio of businesses. We also will continue our search for attractive acquisition opportunities that bring to Way2VAT earnings accretive VAT businesses with strong client relationships who can benefit from our industry leading VAT technology platform".

Appendix 4C

Please find attached the Company's Appendix 4C.

This announcement was authorised for release to the ASX by the Board of Way2VAT

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For more information, please contact:



Investors

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About Way2VAT

Way2VAT is a global fintech leader in automated VAT/GST claim and return solutions in over 40 countries and in over 20 languages, serving hundreds of enterprise businesses worldwide. Way2VAT owns and operates a patented artificial intelligence technology that powers the world's first fully automated, end-to-end VAT reclaim platform.

Established in 2016, Way2VAT is headquartered in Tel Aviv with offices in the United Kingdom, Spain, and Romania. It has over 80 employees, and 501 global enterprise companies use its platform.

www.way2vat.com

Appendix 4C

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

Name of entity

WAY 2 VAT LTD

ARBN

637 709 114

Quarter ended ("current quarter")

31 December 2025

Consolidated statement of cash flows	Current quarter A\$'000	Year to date (12 months) A\$'000
1. Cash flows from operating activities		
1.1 Receipts collected from clients	1,964	4,710
1.2 Payments for:		
research and development	(155)	(512)
advertising and marketing	(68)	(297)
leased assets	(178)	(568)
staff costs	(1,795)	(5,989)
Professional services, administration and corporate costs	(771)	(2,105)
1.3 Dividends received	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(75)	(232)
1.6 Income taxes (paid) / received	(10)	(31)
1.7 Government grants and tax incentives	(32)	(124)
1.8 Net client receipts from tax authorities (repaid) / not yet repaid	(769)	(801)
1.9 Other	5	11
1.10 Net cash used in operating activities	(1,884)	(5,938)

Consolidated statement of cash flows	Current quarter A\$'000	Year to date (12 months) A\$'000
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
entities	-	(2,038)
businesses	-	-
property, plant and equipment	-	(1)
investments	-	-
intellectual property	-	-
other non-current assets	-	-
2.2 Proceeds from disposal of:		
entities	-	-
businesses	-	-
property, plant and equipment	-	-
investments	-	-
intellectual property	-	-
other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received	-	-
2.5 Other	31	31
2.6 Net cash used in investing activities	31	(2,008)
3. Cash flows from financing activities		
3.1 Proceeds from issuance of ordinary shares (excluding convertible debt securities)	705	6,100
3.2 Proceeds from convertible debt securities	-	2,529
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issuance of ordinary shares and/or convertible debt securities	(157)	(502)
3.5 Proceeds from loans	-	1,848
3.6 Repayment of loans	(167)	(1,250)
3.7 Transaction costs related to loans	-	(87)
3.8 Dividends paid	-	-
3.9 Other	-	(31)
3.10 Net cash provided by financing activities	381	8,607

Consolidated statement of cash flows		Current quarter A\$'000	Year to date (12 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	2,260	117
4.2	Net cash used in operating activities (item 1.10 above)	(1,884)	(5,938)
4.3	Net cash used in investing activities (item 2.6 above)	31	(2,008)
4.4	Net cash provided by financing activities (item 3.10 above)	381	8,607
4.5	Effect of exchange rate changes on cash and cash equivalents	(20)	(10)
4.6	Cash and cash equivalents at end of period	768	768
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	768	2,260
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)	768	2,260
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		(144)
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 <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>	Total facility amount at quarter end A\$'000	Amount drawn at quarter end A\$'000
7.1	Loan facilities	2,797	2,797
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	2,797	2,797
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 into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
<u>Total facility and drawn amounts at quarter end (31 December 2025) with Israeli Bank Hapoalim contains the following (subject to foreign exchange conversion rates):</u> <ol style="list-style-type: none"> 1. Secured Loan of \$1,254 Thousand: The Company obtained a secured loan in the amount of \$1,254 thousand, backed by a percentage of its receivables from tax authorities. The loan is scheduled for repayment on 30 August 2026, and bears interest at the Israeli Prime Rate + 4.50% (currently 10.00%), with interest payable monthly. 2. Secured Loan of \$839 Thousand: On 10 September 2025 related to the RBC VAT acquisition, the Company secured a loan of \$1,017 thousand, backed by RBC shares. The loan is repayable over an 18-month period (principal and interest), commencing on 10 October 2025 and ending on 10 March 2027. The loan bears interest at the Israeli Prime Rate plus 4.50% (currently 10.00%), with interest payable on a monthly basis. As of 31 December 2025, the Company has already repaid three (3) instalments under the loan. 3. Unsecured Bridge Loan of \$704 Thousand: On 30 October 2025, the Company received a short-term, unsecured bridge loan totalling \$704 thousand. The loan is scheduled for repayment on 30 October 2026, and bears interest at the Israeli Prime Rate + 4.50% (currently 10.00%), with interest payable monthly. 4. Unsecured Bridge Loan of \$700 Thousand: Subsequent to the end of the reporting period on 25 January 2026, the Company received a short-term, unsecured bridge loan totalling \$700 thousand. The loan is scheduled for repayment on 31 May 2026, and bears interest at the Israeli Prime Rate + 4.50% (currently 10.00%), with interest payable monthly. 			

8.	Estimated cash available for future operating activities	A\$'000
8.1	Net cash used in operating activities (item 1.10) including refund collected for clients.	(1,884)
8.2	Cash and cash equivalents at quarter end (item 4.6)	768
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	768
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	0.41
<p><i>Note: if the entity has reported positive net operating cash flows in item 1.10, 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></p>		
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?	
<p>Answer:</p> <p>The Company expects a continued decline in operating cash burn over the coming quarters, primarily driven by increased revenues resulting from higher client activity and recent client acquisitions, positive cash flow effect from the RBC acquisition as well as improved cash collections from tax authorities, as outlined in the accompanying Quarterly Activity Report.</p>		
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?	
<p>Answer:</p> <p>Yes:</p> <p>(A) The Company has a strong track record of raising funds to support the company's growth and will continue to explore all funding avenues to take it through to its cashflow break-even point.</p> <p>(B) The Company will continue to engage with its Banker, Bank Hapoalim in coming quarters with respect to its financing facilities in line with its growing revenues and large, high quality accounts receivable balance. Subsequent to the end of the reporting period, the Company received a further unsecured short term bridge loan totalling \$700 thousand beginning 25 January 2026. The loan is scheduled for repayment on 31 May 2026, and bears interest at the Israeli Prime Rate + 4.50% (currently 10.00%), with interest payable monthly.</p>		
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?	
<p>Yes, please see 8.6.1 and 8.6.2 above</p> <p><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></p>		

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.

28 January 2026

Date:

By the Board of Directors

Authorised by:

(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.