

Stakk Defies Tech Slowdown with 9 Institutions Added in February, \$1.67m Annualised Revenue Secured

Stakk is not participating in the technology downturn. We are compounding through it.

- Stakk secures 9 institutional clients in February
- Adds \$1.67m incremental ARR (\$140k MRR) upon go-live
- AI/ML engineered into Stakk's core architecture from inception – not a retrofit
- Stakk now displacing legacy vendors who once held global stature
- Continuing to deliver 75–82% gross margins
- Zero churn (last 36 months)
- \$15.09m cash; \$26.65m net assets. Exceeding working capital requirements
- NPAT run-rate targeting ~5% of ARR by CY26 year-end

Sydney, Tuesday 3 March 2026 – Stakk Ltd (ASX: SKK) (“Stakk” or “the Company”) is pleased to announce that in the month of February it secured nine (9) additional financial institutions for its platform, collectively representing \$1.67 million in Annualised Run-Rate Revenue (ARR) upon go-live.

Each institution is contracted to Stakk under its standard Master Services Agreement and corresponding Service Order Form. Go-live is scheduled between now and the end of May, with revenue commencing upon activation and billed monthly in arrears. June will be the first full month reflecting aggregate Monthly Recurring Revenue (MRR) of approximately \$140,000 across all nine clients.

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This achievement builds on January's momentum and reflects sustained institutional demand across U.S. and Australian regulated markets, including traditional banks, neo-banks, regulated enterprise networks, and mobile-first platforms.

These wins reflect deliberate design, disciplined execution, and foresight well ahead of the current AI cycle. Stakk was architected around AI and machine learning from inception. Signal capture, document classification, proprietary contextual data, fraud scoring, and explainable decisioning sit at the core of the platform. The Company did not retrofit AI to follow a market trend; it engineered its infrastructure around it from day one.

That design discipline created structural differentiation. Stakk captures high-integrity signals at source, applies purpose-built ML models in real time, and delivers auditable decisions inside regulated workflows. Accuracy, speed, explainability, and operational resilience are selection criteria in regulated environments.

In many cases, including several of these new clients, Stakk has displaced incumbent vendors whose architectures were designed for static workflows and manual intervention rather than real-time, autonomous, ML-driven environments.

The Half-Year Report released on 27 February not only reaffirmed delivery by Stakk's management against prior commitments, it quantified it. During CY25, revenue growth as at 31 December represented a CQGR of 222%. As at the same date, ARR had expanded to a run-rate of \$8.53 million. Cash and cash equivalents stood at \$15.09 million. Net assets reached \$26.65 million. The half-year EBITDA loss narrowed to \$365,110 on a normalised basis.

We are pleased to confirm that gross margins continue to range between 75% and 82% on a quarterly basis, fluctuating depending on solution mix and delivery costs. Over the past 36 months, Stakk IQ has not experienced customer churn. Revenue longevity, customer stickiness, and margin quality remain strong.

The balance sheet is the strongest in the Company's history, with cash materially in excess of working capital requirements and capital deployment remaining disciplined.

Client concentration remains controlled. One client currently represents greater than 10% but less than 20% of revenue, while all other clients contribute less than 10% individually.

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Workflow integration further reinforces durability. Once embedded within client servers, approved by regulatory oversight teams, integrated via mobile SDKs into production applications, and embedded into internal operational, escalation, and compliance processes, displacement becomes operationally complex and economically unattractive.

Today's announcement is a clear indicator that, despite broader SaaS sector re-rating and share price pressure across small-cap technology, Stakk's growth has accelerated while financial discipline has strengthened.

February's additional \$1.67 million in annualised run-rate revenue further increases recurring revenue density and operating leverage, advancing the Company toward sustained profitability.

Although currently generating negative NPAT, management anticipates a clear trajectory toward a run-rate of approximately 5% of ARR by the end of this calendar year, reflecting Stakk's improving scale economics and operating leverage.

While early traction was concentrated in financial services, the platform's AI-native architecture is portable across any high-trust digital environment requiring real-time identity, entitlement, fraud, and compliance decisions. This includes lending, payments, telecommunications onboarding, marketplace verification, travel credential validation, and employment workflows. Collectively, these markets represent a broad total addressable opportunity for continued, disciplined expansion.

Executive Director **Andy Taylor commented:**

"We committed to disciplined growth and improving financial performance as we scale. February demonstrates both. Despite broader sector volatility and share price pressure across small-cap technology, our execution has remained consistent and customer adoption continues to accelerate. Our AI and ML architecture was built into the core of the platform from inception, and that design discipline is translating into durable institutional wins. In parallel, we are progressing a disciplined acquisition pipeline to complement organic growth, deepen proprietary capability, and enhance distribution where it strengthens intrinsic value."

We remain confident and look forward to providing further updates to shareholders.

Footnote:

The AUD figures disclosed above reflect revenue annualised from current monthly billing levels and do not imply minimum contracted commitments. USD equivalent is approximately USD \$93,000 MRR / USD \$1.11 million ARR, translated at the prevailing AUD/USD exchange rate as at the date of this announcement. AUD equivalents are subject to foreign exchange movements.

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This announcement is approved by the board of directors and contains unaudited financial information.

About Stakk

[Stakk](#) is an execution-layer digital infrastructure company embedded in the control path of regulated systems across Australia and the United States. Serving more than 215 banks, credit unions, neobanks, fintech platforms and global brands, Stakk governs high-consequence digital interactions in real time – preventing potential exposure from entering institutional core systems. The platform combines secure signal capture, contextual intelligence, authentication, orchestration and settlement within a closed-loop, SOC 2 Type II compliant environment purpose-built for regulated institutions.

For more information visit www.stakk.tech

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