

# Stakk Lands New Client Win, Taking its Revenue Run Rate to \$26m

## Key Highlights:

- Stakk signs **new U.S. healthcare technology customer** expected to contribute approximately A\$3.85 million (US\$2.75 million) in annualised revenue
- Annualised **revenue run rate increased by 2,067% to approximately A\$26.0 million**, up from approximately A\$1.2 million in December 2024
- Deployment **expands Stakk's AI-native Digital Trust infrastructure** further into healthcare-related identity, credential validation, and access workflows
- Agreement reinforces **accelerating enterprise adoption** of consolidated, real-time trust and decisioning infrastructure across regulated industries
- First quarterly **payment expected prior to 30 June 2026** and reflected in the Company's FY26 cash position

**Sydney, Tuesday 2 June 2026**, Stakk Ltd (ASX: SKK) ("Stakk" or "the Company"), a leading AI-native trust and decisioning infrastructure provider for regulated industries, is pleased to announce that its wholly owned U.S. subsidiary, Stakk IQ, Inc., has secured another enterprise customer in the United States that is expected to contribute approximately A\$3.85 million (US\$2.75 million) in annual revenue.

This customer win increases Stakk's previously disclosed annualised revenue run rate from approximately A\$22.08 million (announced on 28 April 2026) to approximately A\$26.0 million.

The agreement, comprising a Master Services Agreement together with a corresponding Service Order Form (together, the "Agreement"), was signed by the Company on 29 May 2026 U.S. time (30 May 2026 Australian time), and the client on 1 June 2026 U.S. time (2 June 2026 Australian Time). The Agreement has an initial term of two years.

The deployment contemplated under the Agreement relates to the implementation of customised trust and decisioning workflows designed to validate and match a user's digital credentials against the individual presenting them prior to access being granted across healthcare-related services and environments.

The solution combines real-time identity validation, document authenticity analysis, federated signal intelligence, and deterministic decisioning capabilities to assist in ensuring interactions are initiated only where the presenting user has been verified within an authenticated digital context.

The Company believes this engagement further validates Stakk's broader strategy of deploying a single AI-native Digital Trust infrastructure layer across multiple regulated industry verticals, including financial services, telecommunications, healthcare, government, enterprise systems, and physical-digital access environments.

Stakk continues to experience increasing enterprise demand for consolidated, real-time Digital Trust infrastructure capable of replacing fragmented legacy SaaS architectures that were not originally designed to manage cumulative workflows that address:

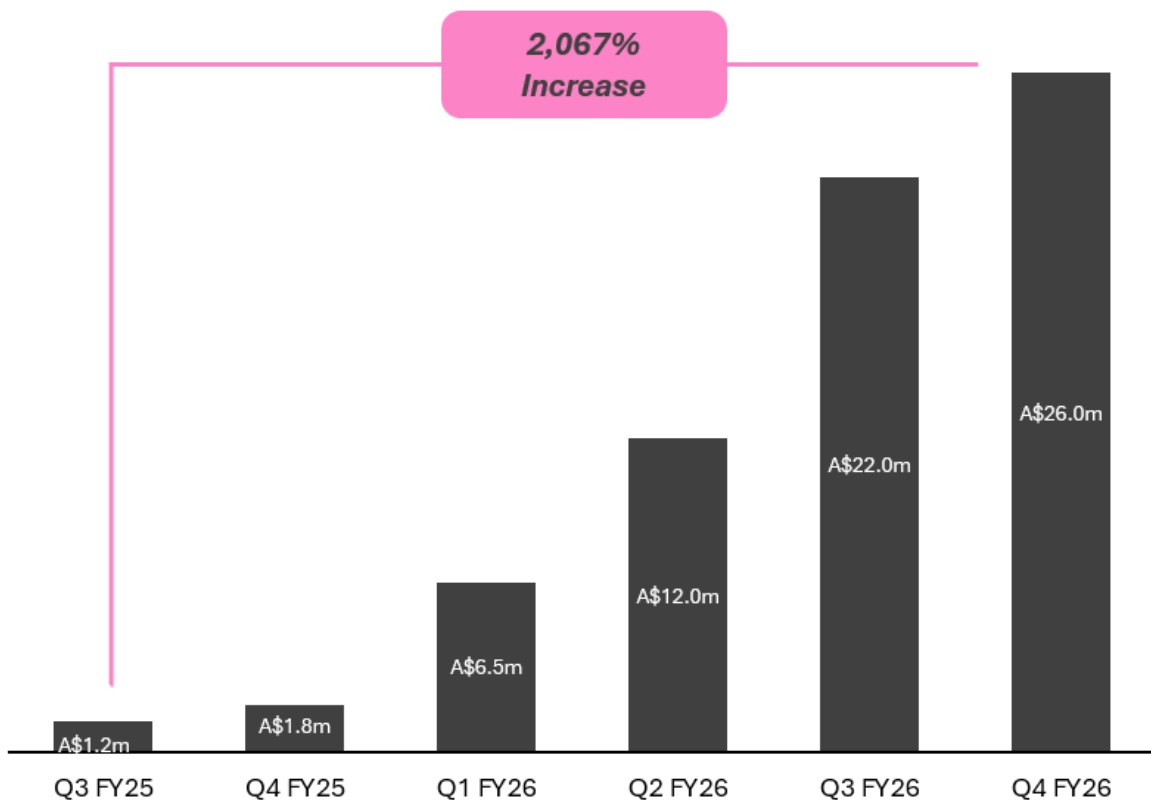
- synthetic identities;
- manipulated digital signals;
- account takeover risk;
- real-time fraud orchestration; or
- autonomous decisioning requirements.

#### **Key Contract Metrics:**

- **Customer:** A privately held health technology platform headquartered in New York, United States. Pursuant to the terms of the Agreement, the customer's identity remains confidential due to commercial sensitivity, proprietary operational workflows, security considerations, and contractual confidentiality obligations.
- **Annual Revenue Contribution:** Approximately A\$3.85 million (US\$2.75 million).
- **Contract Term:** Initial two-year term with mutual extension provisions.
- **Commercial Structure:** Fixed-term platform licensing arrangement together with the delivery of customised workflow and data intelligence models.

- **Billing Structure:** Quarterly payments in advance.
- **Initial Cash Receipt:** First quarterly payment is expected to be received prior to 30 June 2026 and reflected in the Company's Q4, FY26 cash position.
- **Deployment:** Dedicated implementation of Stakk's AI-native execution-layer infrastructure.

Since closing the acquisition of Radical DBX, Inc., Stakk's annualised revenue run rate has increased by approximately 2,067%, from approximately A\$1.2 million (as announced on 30 December 2024) to approximately A\$26.0 million, reflecting accelerating enterprise adoption of the Company's platform across regulated industries.



Stakk does not consider the identity of the counterparty to be information that a reasonable person would expect to have a material effect on the price or value of Stakk's securities. Stakk confirms this announcement contains all material information relevant to assessing the impact of the Agreement on the price or value of the Company's securities and is not misleading by omission.

**Presentment and calculation of financial values:**

Certain financial metrics and operational figures contained in this announcement, including references to annualised revenue run rate, are derived from unaudited management accounts, internal operating data, and contracted customer arrangements. The "annualised revenue run rate" referred to in this announcement is a mathematical extrapolation of current recurring and contracted revenue contributions and does not represent forecast financial information.

Booked revenue for the 12 months ending 30 June 2026 is expected to be materially lower than the stated annualised revenue run rate, reflecting the fact that a number of customer contracts, implementations, and recurring revenue contributions commenced progressively throughout the financial year and therefore were not operational for the full twelve-month reporting period.

The Company uses annualised revenue run rate as a supplementary operating metric to assist shareholders in assessing the scale and trajectory of revenue growth across the business. Annualised revenue run rate is not a substitute for statutory revenue reported in accordance with applicable accounting standards and should not be relied upon in isolation.

All financial values presented in this announcement are stated in Australian dollars unless otherwise indicated. Where amounts have been converted from U.S. dollars, an exchange rate of AUD/USD 0.7143 (being approximately A\$1.40 for every US\$1.00) has been applied, such that US\$2.75 million equates to approximately A\$3.85 million.

Actual future revenue, cash receipts, and financial performance may differ materially and may be impacted by a range of factors including customer deployment timing, implementation schedules, transaction volumes, foreign exchange volatility, customer usage patterns, contractual performance, and broader commercial, operational, regulatory, and market conditions.

This announcement is approved by the Board of Directors.

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### **About Stakk**

[Stakk](#) is a leading AI-native trust and decisioning infrastructure provider for regulated industries — an execution-layer digital infrastructure embedded within the control path of regulated systems across Australia and the United States. Serving more than 215 banks, credit unions, neobanks, fintech platforms, and global enterprises, Stakk governs high-consequence digital interactions in real time, preventing invalid or fraudulent activity from entering institutional core systems.

The platform combines federated signal intelligence, contextual digital personas, real-time 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](http://www.stakk.tech)