

# Stakk Expects to Report an Operating Profit for FY2026 and Provides FY2027 Revenue Outlook of \$21.8 million

- Stakk advises shareholders it expects to **report a maiden profit from operating activities for FY2026** on the back of rapidly growing customer wins and revenue growth
- Company expects **revenue of approximately \$13.55 million** to be recognised in FY2026 from operating activities
- As revenue under contract has continued to grow, the Company expects **FY2027 revenue of approximately A\$21.8 million** based solely on executed customer agreements already disclosed to the market, assuming no further customer wins
- **The Company's annualised revenue run-rate has hit \$26.0 million**, up from the target of \$15.0 million announced on 29 January 2026, and 2,067% from that announced on 28 December 2024
- **Gross margins continue to remain approximately 85%**, reflecting the scalability of the Company's recurring revenue business model
- In the past week, the Company has **received the two payments totaling US\$3.693 million** due to it under previously disclosed payment milestones relating to announced material customer contract wins
- The Company is providing this update **to give shareholders additional context** following a series of material announcements made throughout FY2026.

**Sydney, Tuesday 30 June 2026**, Stakk Ltd (ASX: SKK) ("Stakk" or "the Company"), a leading AI-native Digital Trust infrastructure provider for regulated industries, is pleased to provide a trading update and FY2026/FY2027 revenue outlook.

Throughout FY2026, Stakk has provided shareholders with a series of market updates regarding the continued growth of its recurring revenue base, material customer

contract wins, increasing cash receipts and the operational scaling of the business. Collectively, these advancements have materially changed the Company's financial profile relative to that contemplated in January of this year.

In light of these developments, and having regard to its continuous disclosure obligations under ASX Listing Rule 3.1, the exception contained within Listing Rule 3.1A, and the principles set out in ASX Guidance Note 8, the Board considers it appropriate to provide shareholders with additional context regarding the Company's current trading performance and management's present expectations for FY2026 and FY2027 ahead of the close of the 2026 financial year.

The Company notes that, unless otherwise stated, the financial information contained in this announcement has been derived from the Company's unaudited management accounts and internal financial records. Such information has not been audited or reviewed by the Company's external auditor and remains subject to completion of the Company's year-end financial reporting process, external audit procedures, normal accounting adjustments and final Board approval. Accordingly, actual reported results may differ from the figures and expectations set out in this announcement.

On 29 January 2026, the Company advised the market that it was targeting an Annual Recurring Revenue ("ARR") run-rate of A\$15.0 million by 30 June 2026, building on its then current ARR run-rate of A\$8.53 million. The Company notes that this target related solely to its annualised recurring revenue run-rate and was not guidance regarding revenue expected to be recognised during FY2026.

Since that announcement, the Company has continued to execute strongly across its contracted customer base.

On 24 March 2026, Stakk announced a new customer agreement with an estimated contract value of US\$5.5 million (approximately A\$7.85 million). This was followed on 2 June 2026 by the announcement of a further material customer agreement with an estimated contract value of US\$2.75 million (approximately A\$3.85 million). Together with previously announced customer implementations, these contract wins have materially expanded the Company's contracted recurring revenue base and increased the Company's annualised revenue run-rate beyond that contemplated and announced in January.

The Company's operational performance has also continued to strengthen throughout the period. On 24 April 2026, Stakk reported quarterly cash receipts of A\$5.36 million, representing an increase of more than 270% over the previous quarter's

receipts of A\$1.44 million, while cash at bank increased to A\$17.34 million. The Company also reported quarterly revenue growth of 186% over the preceding quarter and gross margins of approximately 85%, reflecting the highly scalable nature of its recurring software and managed services model.

Subsequent to those announcements, and in accordance with the payment schedules disclosed in relation to the Company's previously announced material customer agreements, Stakk has now received payments of a further A\$5.36 million (US\$3.69 million) being A\$4.35 million (US\$3.0 million) relating to the customer agreement announced on 24 March 2026, together with an additional A\$1.01 million (US\$693,000) relating to the customer agreement announced on 2 June 2026. The Company considers these two receipts relevant to shareholders given the material nature of the underlying contracts, the contractual payment milestones previously disclosed to the market, and the additional visibility they provide regarding the execution of those agreements.

Based on the Company's unaudited management accounts, continued execution of existing customer agreements and the conversion of customers from implementation into recurring production revenue, the Board currently expects revenue from ordinary operating activities for the financial year ending 30 June 2026 to be approximately A\$13.55 million. This expectation remains subject to completion of the Company's FY2026 financial reporting process, external audit procedures, year-end accounting adjustments and final Board approval.

Looking forward, based solely on recurring services to be delivered under customer agreements already executed and previously disclosed to the market, taking into consideration implementation and AAS (Australian Accounting Standards) revenue recognition assumptions, and assuming no additional customer contracts are secured, the Company currently expects revenue from ordinary operating activities for the financial year ending 30 June 2027 to be approximately A\$21.8 million. This expectation is based upon management's current operational forecasts and remains subject to the assumptions described in this announcement.

Importantly, the FY2027 revenue expectation excludes any contribution from future customer acquisitions, cross-selling opportunities, expanded customer utilisation, pricing adjustments or other potential sources of organic or inorganic growth. Accordingly, any additional customer contracts secured during FY2027 would represent upside to the revenue expectations outlined above.

During the third quarter of FY2026, the Company advised shareholders that it expected to achieve profitability and positive operating cash flow by the end of the

2026 calendar year (31 December 2026). Based on the continued improvement in trading performance reflected in the Company's unaudited management accounts, together with the continued execution of its contracted revenue base, the Board now expects the Company to report a profit from operating activities for the financial year ending 30 June 2026. This expectation remains subject to completion of the Company's year-end financial reporting process, external audit procedures, normal accounting adjustments and final Board approval.

The Board believes these expectations reflect the successful execution of the Company's strategy of building a high-margin, recurring revenue business servicing regulated industries through long-term customer relationships. The Company continues to maintain gross margins of approximately 85%, a growing contracted recurring revenue base and a strong balance sheet, all of which provide the Board with confidence in the Company's outlook.

The expectations outlined in this announcement have been prepared using information presently available to the Board, including the Company's unaudited management accounts, executed customer agreements, expected delivery of services under those agreements, current implementation schedules and internal operating forecasts. These expectations have not been audited or reviewed by the Company's external auditor.

Forward-looking statements are inherently subject to risks and uncertainties. Actual outcomes may differ materially from those expressed or implied in this announcement due to a range of factors including, but not limited to, customer implementation timing, changes in customer utilisation, customer retention, foreign exchange movements, accounting adjustments arising through the external audit process, regulatory matters and other commercial or operational events.

The Board will continue to keep shareholders informed of any material developments in accordance with its continuous disclosure obligations.

This announcement is approved by the board of directors.

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### **About Stakk**

[Stakk](#) is a leading AI-native Digital Trust 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)