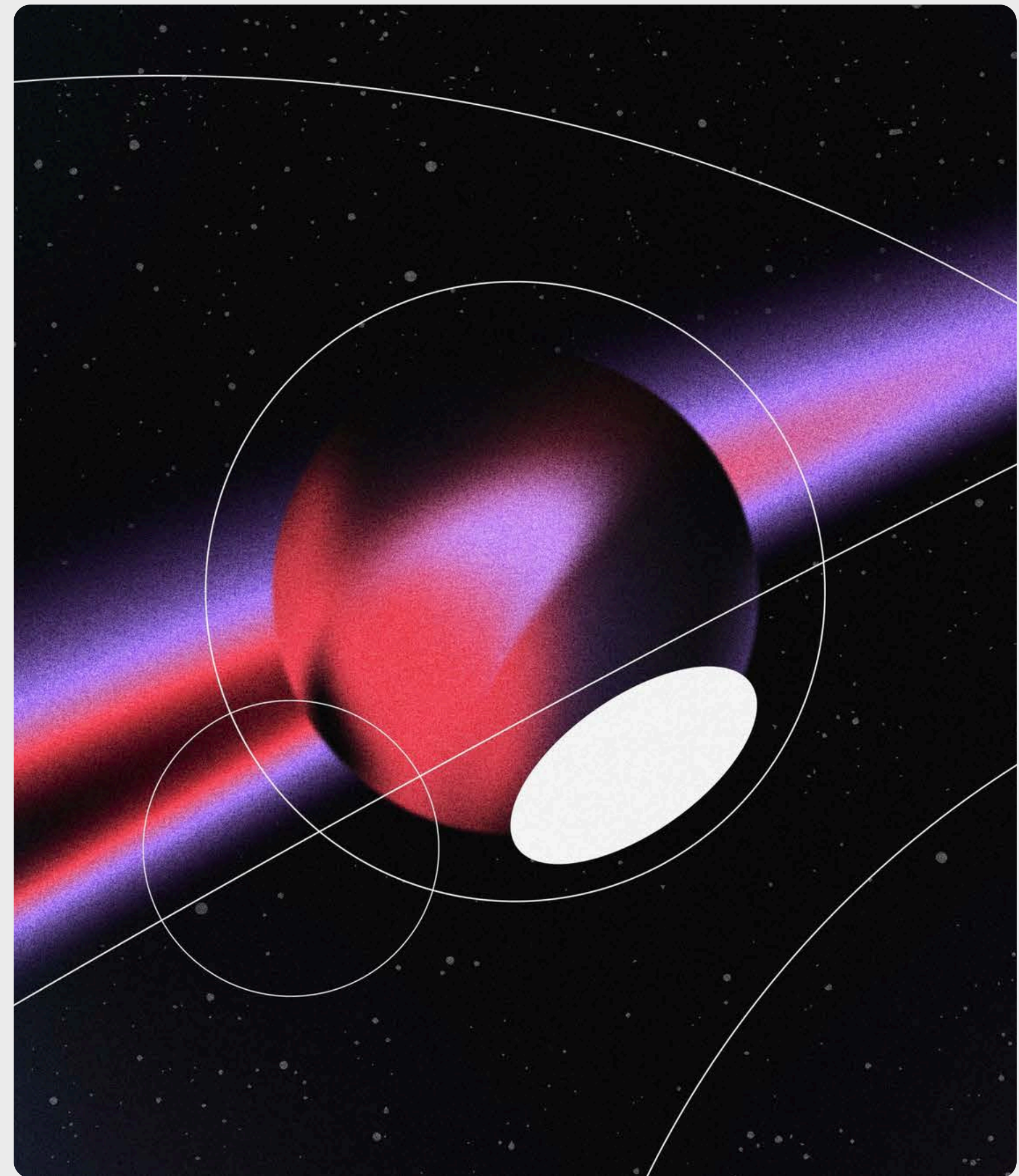




Q1 FY27 Trading Update

→ THREE MONTHS ENDED 30 JUNE 2026

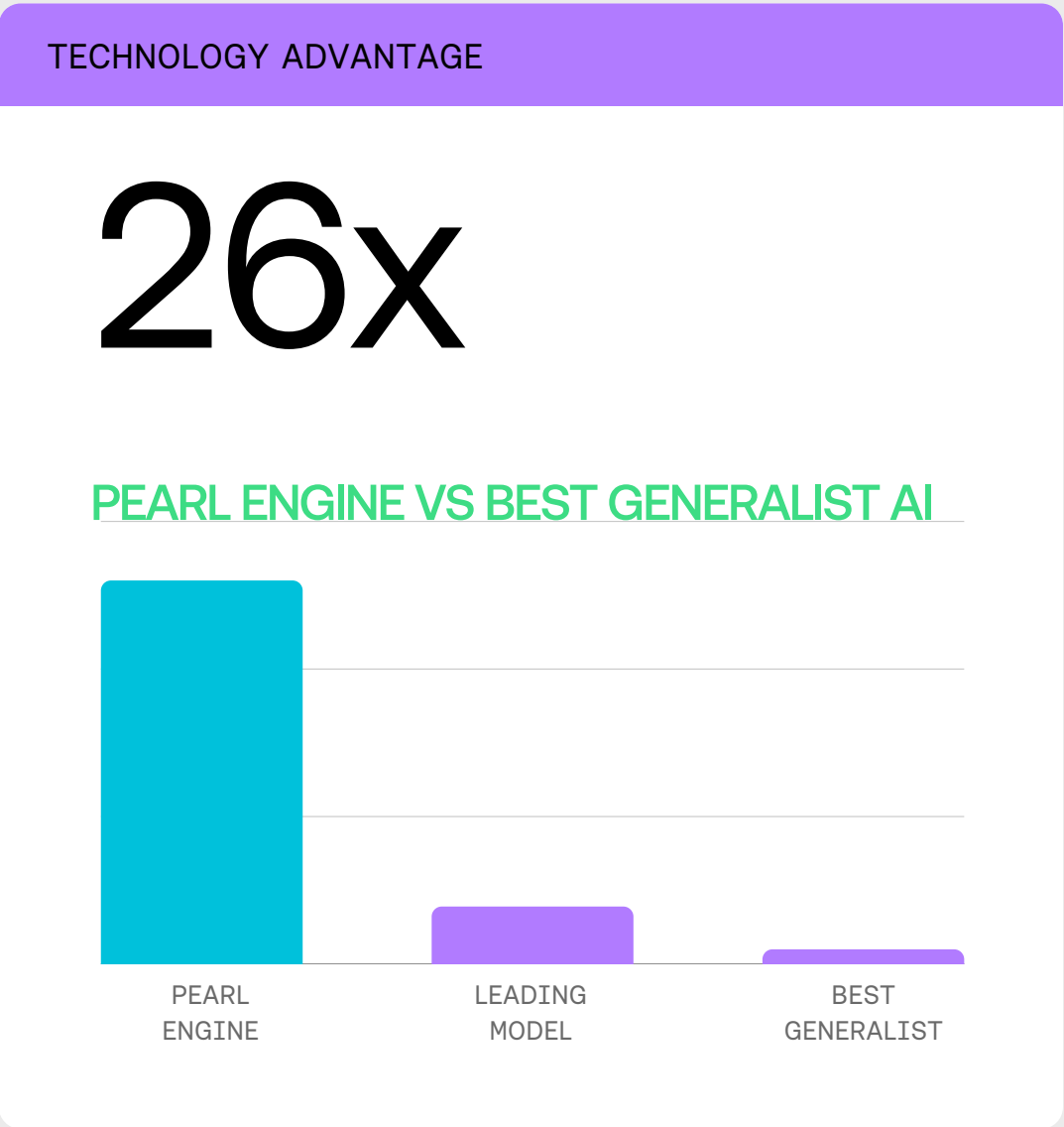
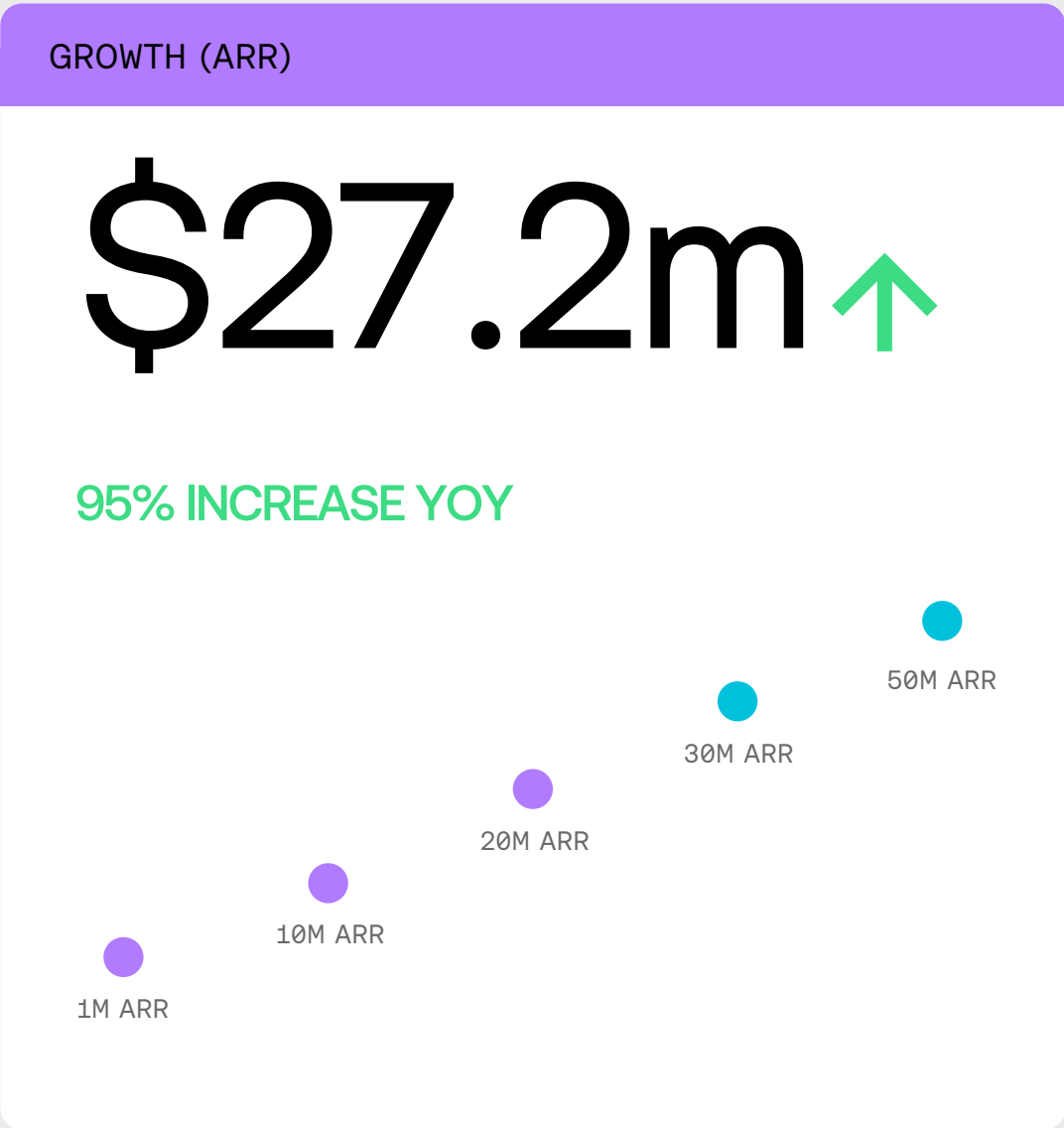
INVESTOR PRESENTATION – JUL 2026



KEY MESSAGES

FINANCIAL PERFORMANCE
AS AT 30 JUNE 2026.

Three Key Measures



*GUIDED EBITDAF FOR EACH QUARTER (NOT CUMULATIVE).

Q1 Existing Metrics

FINANCIAL PERFORMANCE
AS AT 30 JUNE 2026.

● 1 APR 2026 ————— ● 30 JUN 2026

ANNUAL RECURRING REVENUE

\$27.2m

↑

As at 30 June 2026.

95% INCREASE YOY, 2% INCREASE QOQ

ARR PER EMPLOYEE

\$461k

↑

For Q1 FY27

75% INCREASE YOY, 33% QOQ

TRANSITION NOTE

Reported in parallel this quarter as the Group moves to its FY27 framework.

CAC PAYBACK PERIOD

6.3mo

For Q1 FY27, previously 3.5 months in Q4 FY26.

A deliberate trade for transition; normalising toward ~3.5 months.

SAAS REVENUE CHURN

5.2%

For Q1 FY27, previously 4.9% in Q4 FY26.

Stable year-on-year.

DAAS REVENUE CHURN

1 cust.

Retention high.

One customer churned in the quarter.

ARR Growth

ANNUAL RECURRING REVENUE (ARR)

\$27.2m ↑

95% INCREASE YoY, 2% increase QoQ

ARR GROWTH YOY

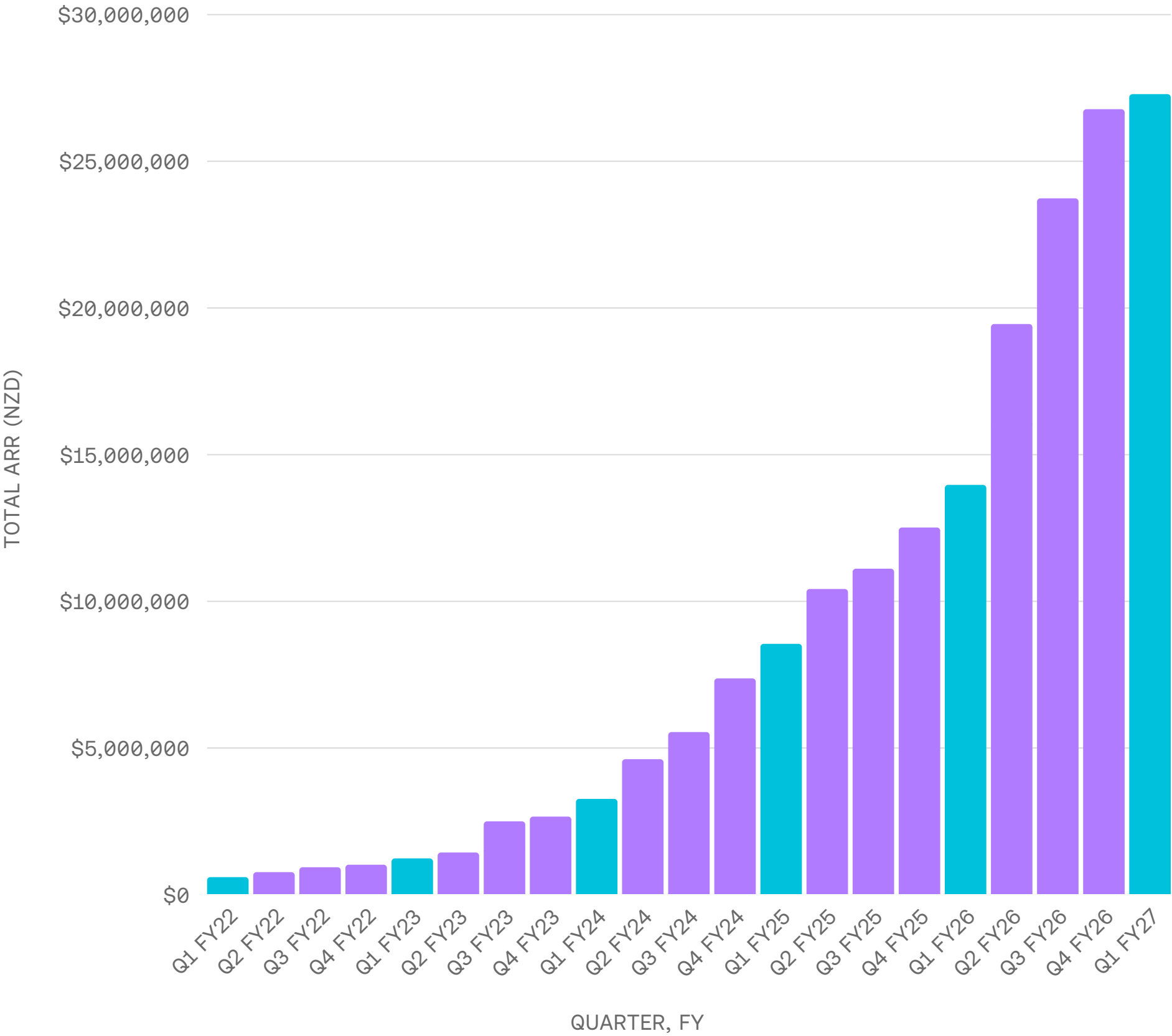
\$14m → \$27.2m

Q1 FY26

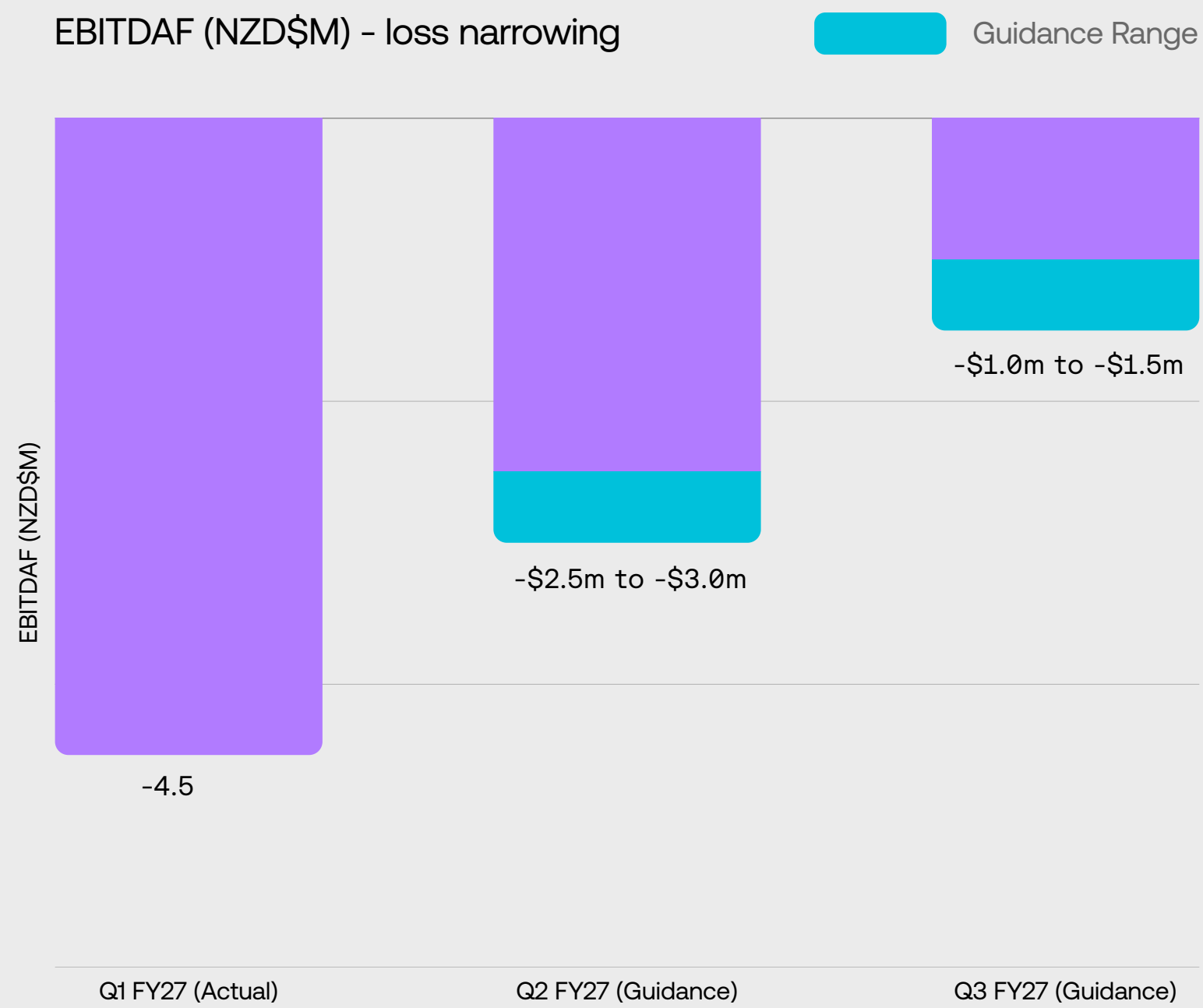
Q1 FY27

ARR NEARLY DOUBLED YoY

ARR GROWTH



Pathing the way to profitability



The why

- ➔ Flow through of ramped ARR
- ➔ Permanent cost savings from the B2B Rocket integration
- ➔ Streamlining of marketing spend and funnels
- ➔ DIY/self-service via B2B Rocket and Bebop for SaaS customers
- ➔ AI automation in business operations and optimisation of infrastructure

Earnings before interest, income tax, depreciation, amortisation and movements in financial instruments (EBITDAF).
The Group calculates EBITDAF as loss before income tax, adjusted to add back finance costs, depreciation and amortisation, and to remove interest income and net movements in financial instruments. EBITDAF guidance is provided for each quarter and is not cumulative. EBITDAF is a non-GAAP financial measure.

The Pearl Engine is our Moat

VS BEST GENERALIST AI

26x

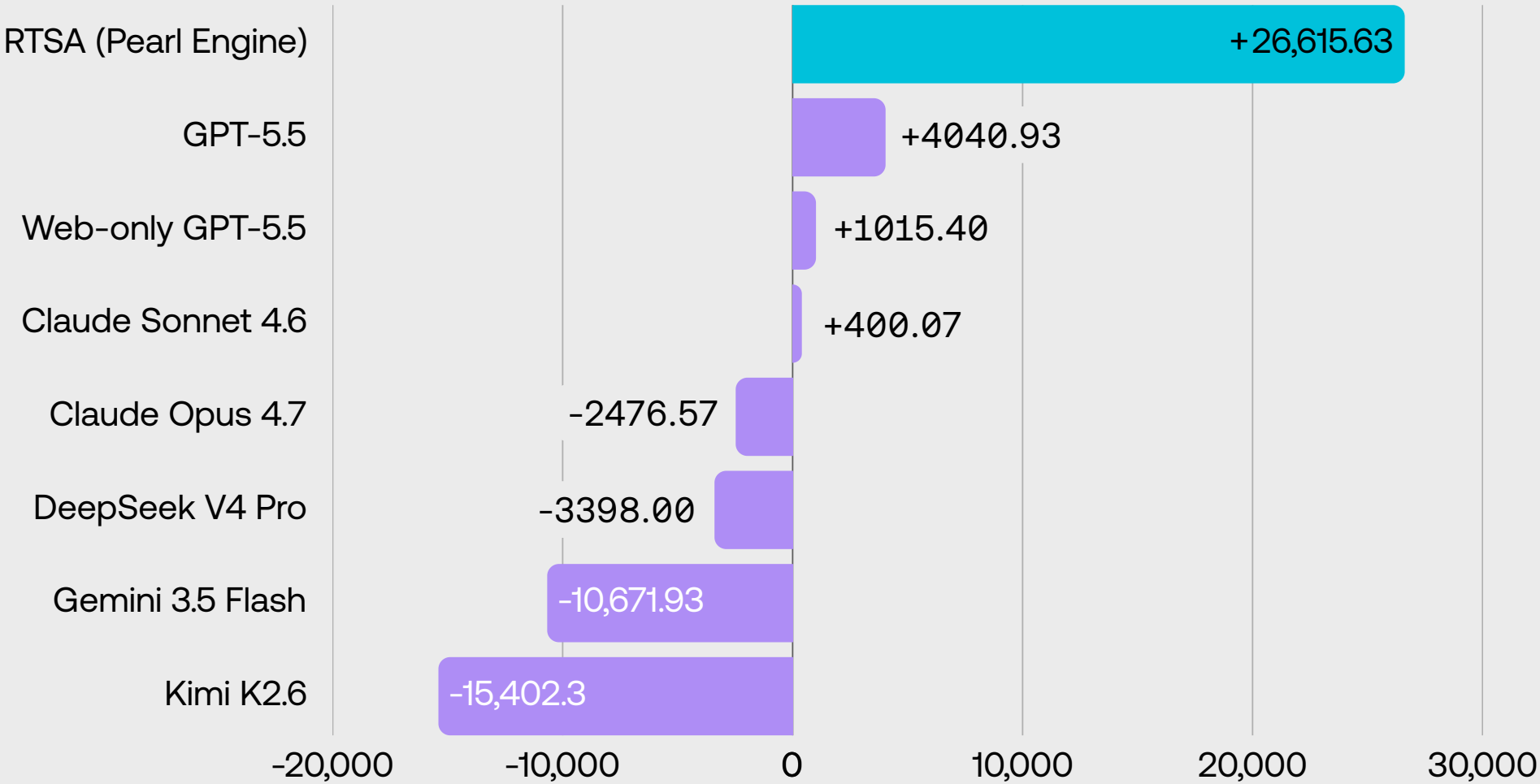
Without proprietary data
more efficient on GTM-Bench.

VS LEADING MODEL

6.6x

with proprietary data
more efficient on GTM-Bench.

GTM-BENCH LEADERBOARD



Source: GTM-Bench net score for each evaluated system. Web-only GPT-5.5 denotes a GPT-5.5/Codex run restricted to web evidence, without structured data access.

The Blackpearl Platform

LIVE WALK-THROUGH

Our CTO, Sam Daish, will walk through the Blackpearl Patform.

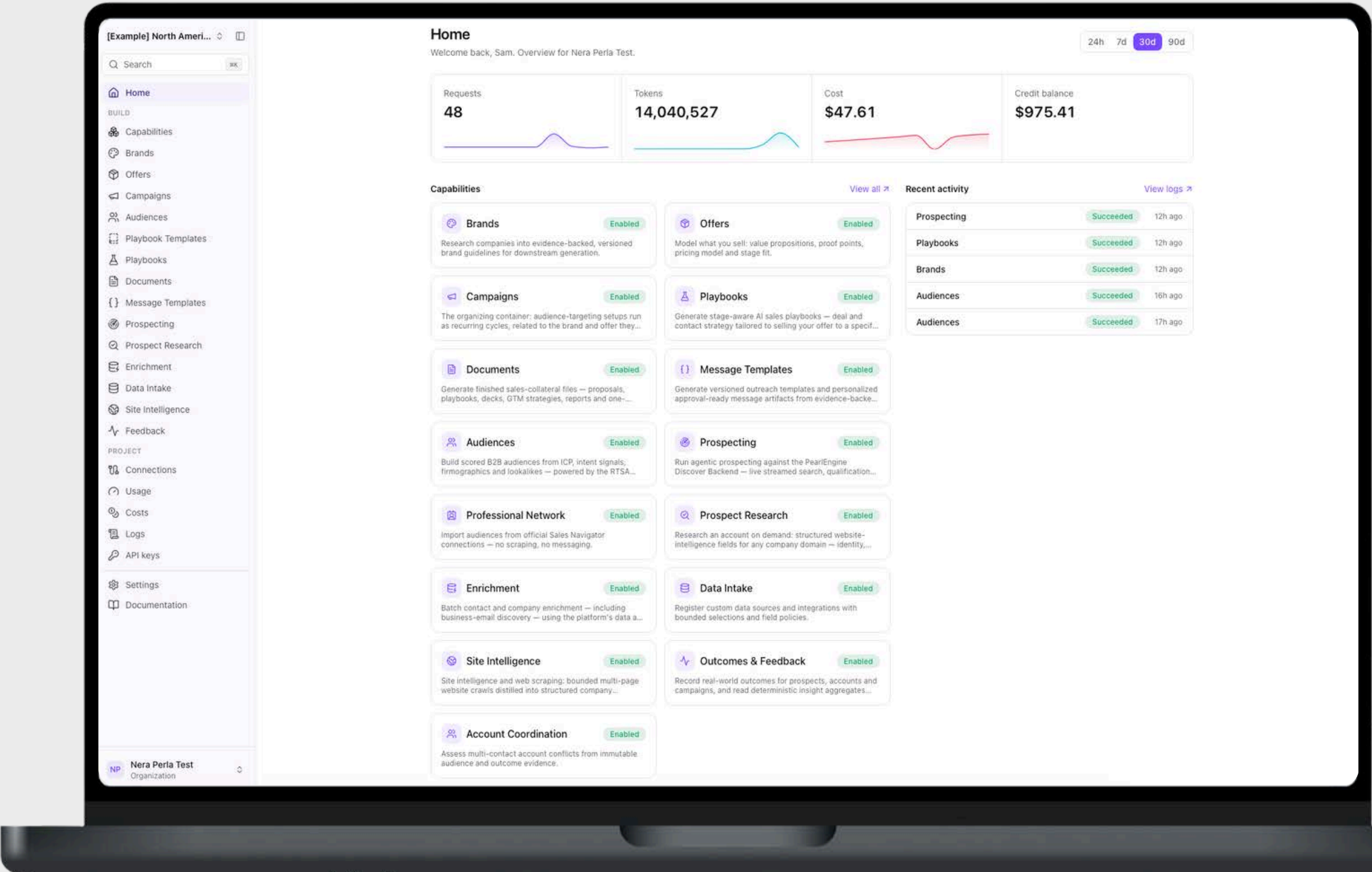


Watch live
During this webinar session



On-demand
Replay available via same link

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Thank You

Ad Astra

Q&A