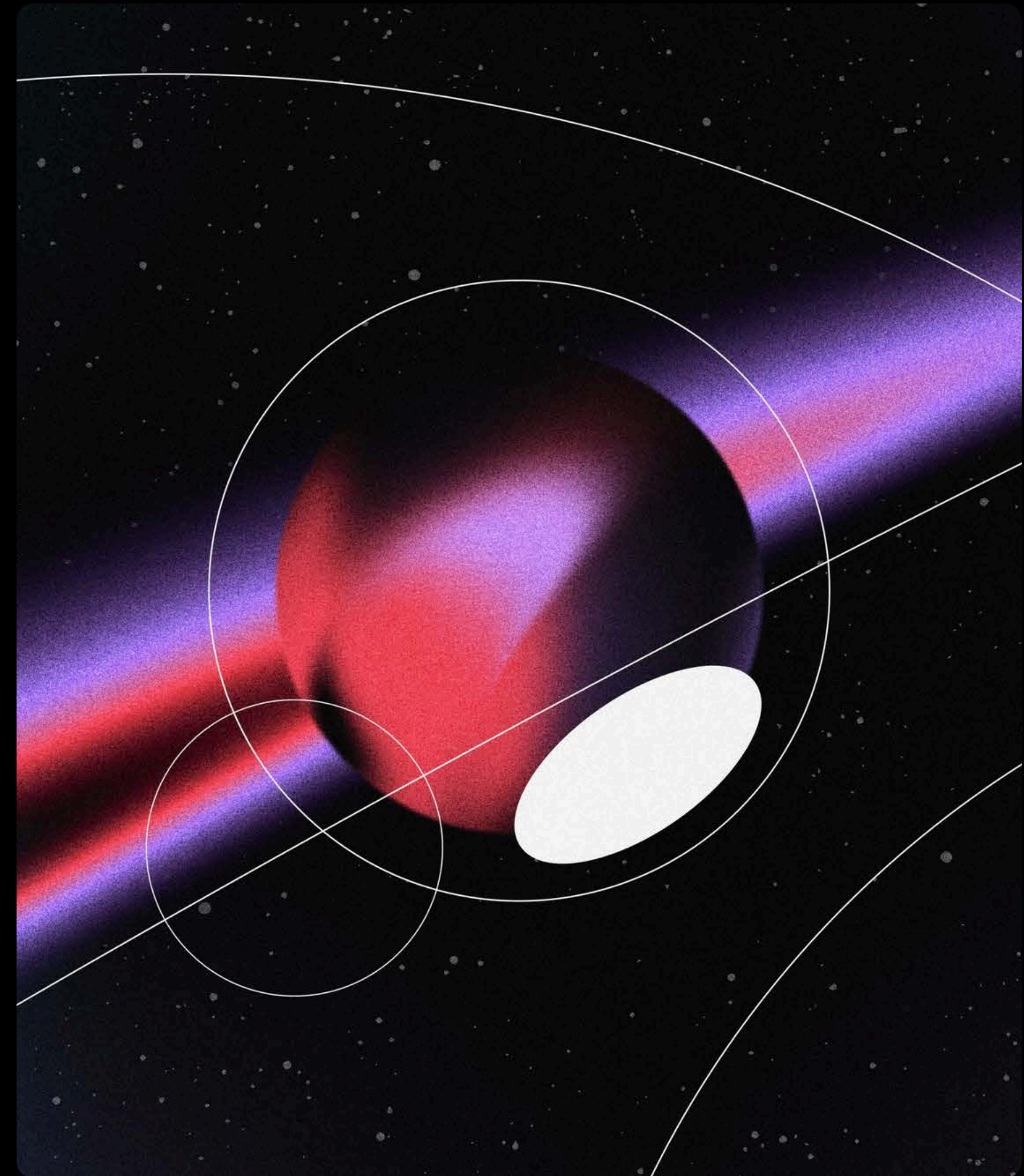




# Q2 FY26 Trading Update

→ TURNING DATA INTO DOLLARS

INVESTOR PRESENTATION – OCT 2025



# Our Speakers



**Nick Lisette**

DIRECTOR AND  
CHIEF EXECUTIVE OFFICER  
WELLINGTON, NZ



**Karen Cargill**

CGO & INTERIM CFO  
WELLINGTON, NZ



**Noah Loul**

B2B ROCKET CEO  
LOS ANGELES, USA



**Trinity Lawry**

PEARL DIVER CEO  
AUCKLAND, NZ

TAKEAWAY

# Key Messages

**B2B Rocket Integration** – Completed acquisition and onboarding

**Capital Raise** – \$15m round broadened investor base with Aus funds

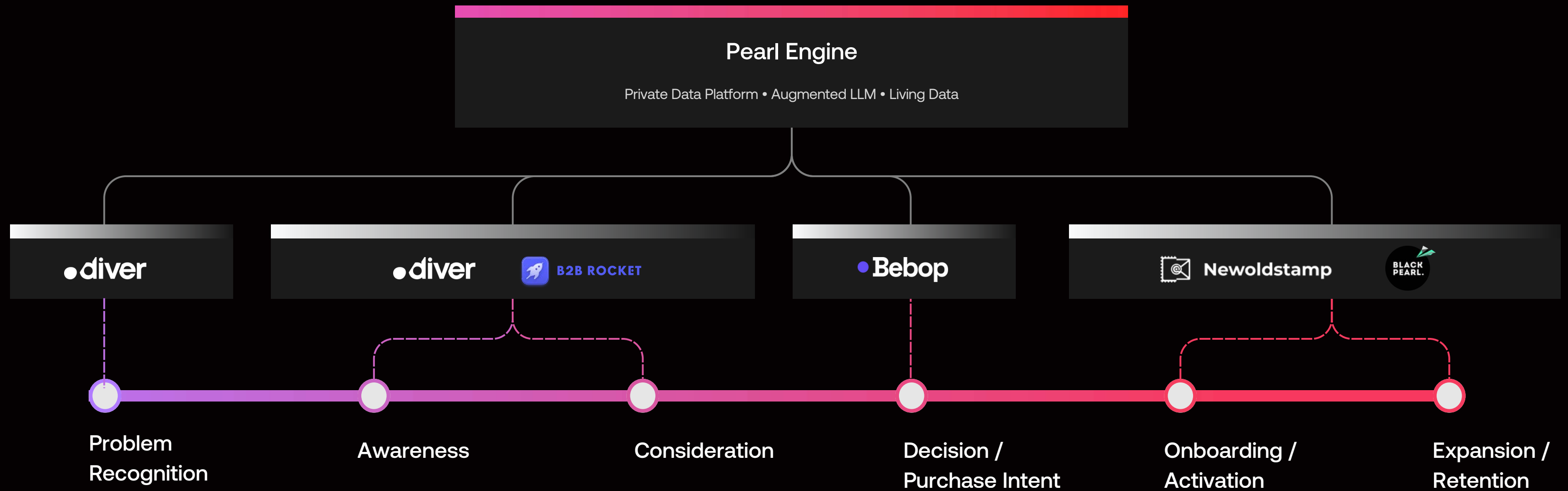
**ASX Cross-Listing** – Application filed to expand access and visibility

**Record Quarter** – Four growth drivers in action

**Outlook** – Clear path to \$50m ARR and multi-product expansion

PEARL ENGINE & PRODUCT SUITE

# Our Platform Fuels the Acquisition Journey



DELIVERING ON OUR STRATEGY

# Growth Amid Major Strategic Moves

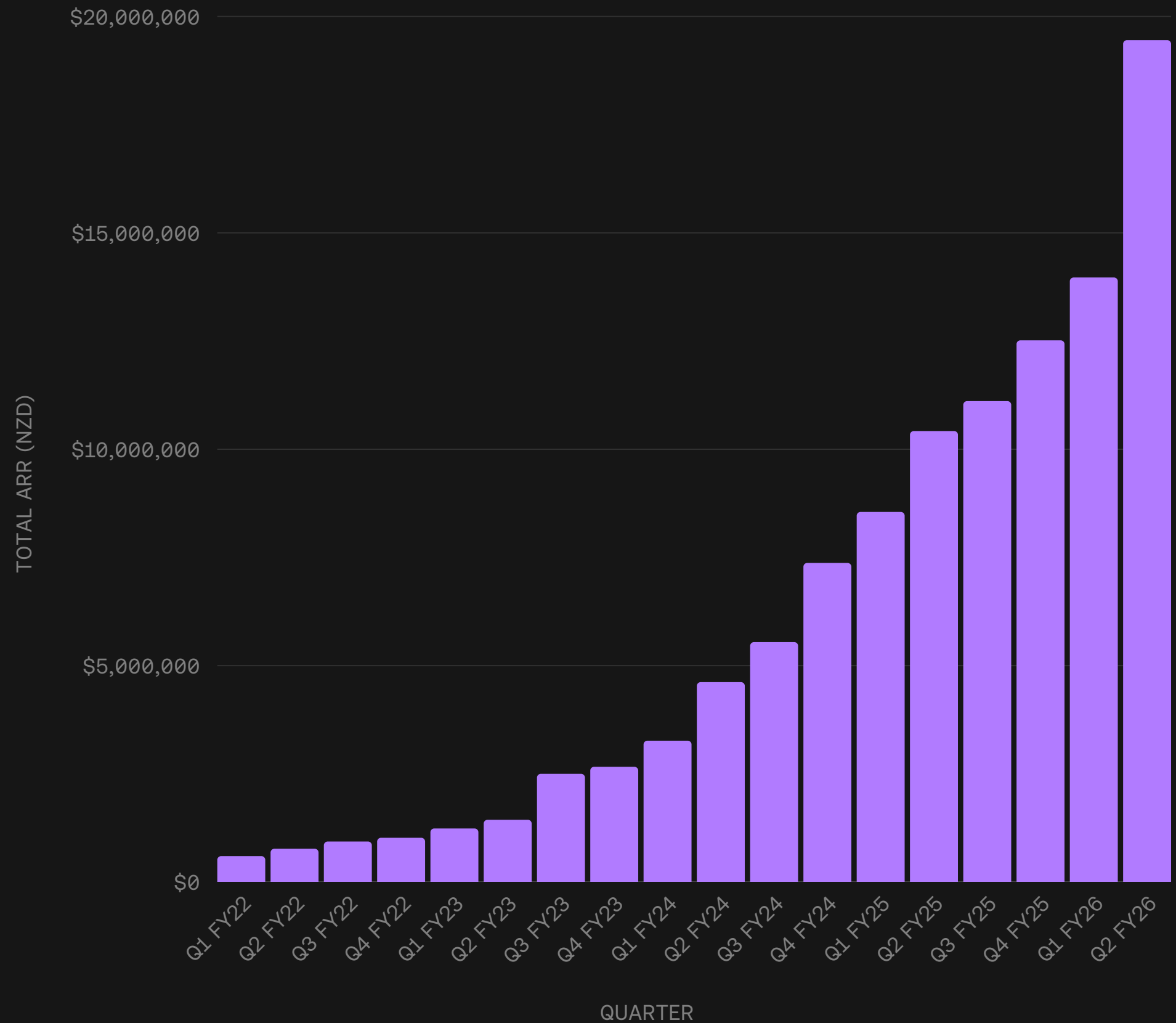
**ARR reached \$19.5m** as at 30 Sep 2025, an increase of +87% YoY and +39% QoQ.

First quarter with all four growth drivers live in parallel - Pearl Diver, Bebop, B2B Rocket, and Wholesale - delivering broad-based momentum.

Executed major initiatives while growing:

- completed capital raise,
- acquired and integrated B2B Rocket,
- and submitted ASX dual-listing application.

ARR GROWTH



# Q2 Financial Highlights

FINANCIAL PERFORMANCE  
AS OF 30 SEP 2025.

1 JUL 2025

30 SEP 2025

## ANNUAL RECURRING REVENUE (ARR)

\$19.5m ↑

As of 30 September 2025.

UP 39% FROM THE PREVIOUS QUARTER Q1 FY26.

## ARR PER EMPLOYEE

\$253K ↓

As of 30 September 2025.

DOWN 4% FROM THE PREVIOUS QUARTER Q1 FY26.

## REVENUE CHURN WITHOUT ACQUISITION

4.6% ↓

As of 30 September 2025.

0.3PPT DECREASE QoQ

## CAC PAYBACK PERIOD

4.6mo ↑

As of 30 September 2025.

UP 17% QoQ



# Introducing B2B Rocket





B2B Rocket is an AI-powered sales automation / outbound platform

LOS ANGELES • DELAWARE

## Mission

*“To empower B2B teams with autonomous AI agents that automate prospecting, outreach, and lead qualification — so growth teams can do more with less.”*

COST PER LEAD (CPL) COMPARISON

Ad Channel	Avg. CPL (USD)	Notes
 B2B ROCKET	\$50 – \$250	Targeted, verified B2B leads with personalisation
 Meta	\$200 – \$600	Highly competitive, subject to ad fatigue & CPM inflation
 Google Ads	\$150 – \$500+	High-intent but costly for competitive keywords
 LinkedIn	\$300 – \$1,000+	Premium targeting, but expensive per lead

WHOLESALE CASE STUDY

# Turning a \$30K/m investment into \$200K/m revenue



## SaaS & GTM Agency • SMBs • U.S. Market

### The Challenge

- Growth plateaued under pay-per-audience pricing
- Clients demanded AI-driven, scalable solutions

### The Solution

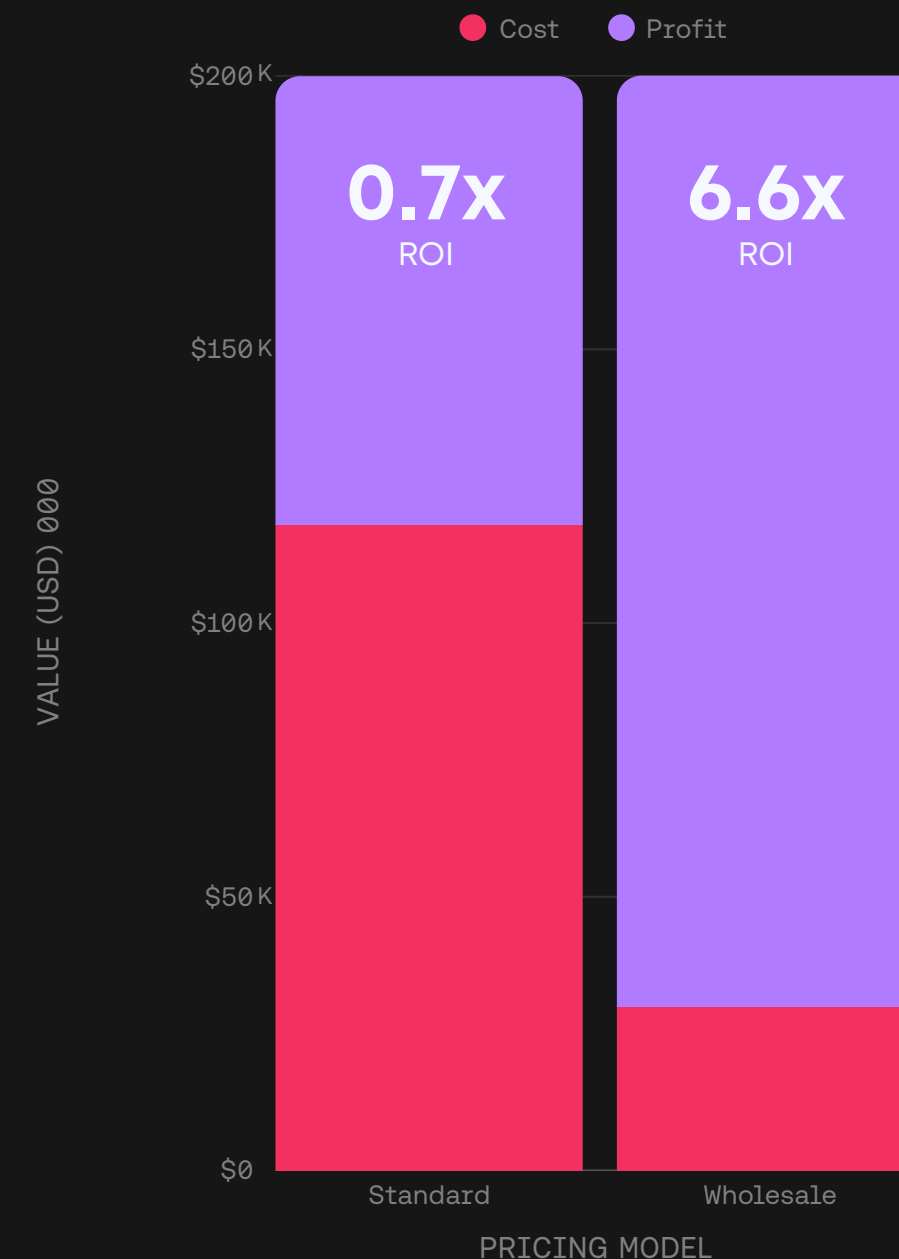
- Introduced fixed-cost, AI-powered wholesale agreement
- Enabled unlimited reach and scalable margins

### The Result\*:

- Enabled +USD 2.4 M annual revenue (in 6mo)
- ROI lifted from 0.7x to 6.6x

*\*Based of customer testimonial. Please note we do not access customer financials.*

ROI COMPARISON: STANDARD VS WHOLESALE PRICING WHEN SCALED TO 100X



*\*Standard based on \$1818/mo per audience, Engine based on \$30K/mo*



KEY TO GROWTH

# Capital Raise

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- **Strong institutional backing from Australia** (incl. cornerstone funds) and continued NZ support.
- **Use of funds:** B2B Rocket settlement, ASX dual-listing costs, and product investment to scale in the US.
- **Validates strategy & growth trajectory** while broadening the international shareholder base.

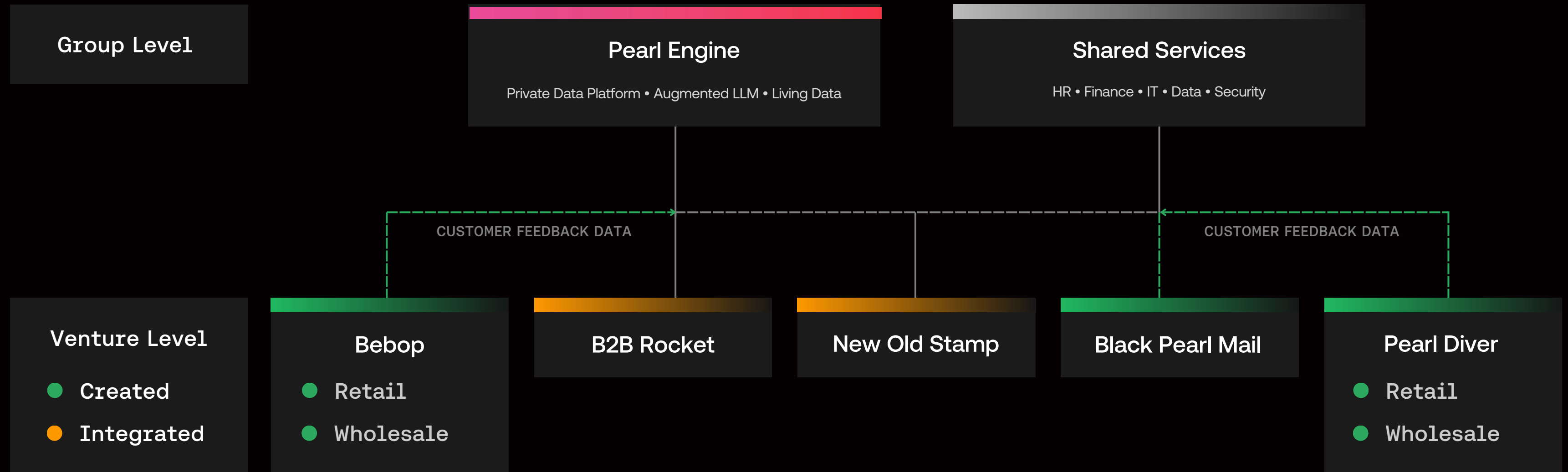
# ASX Listing

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- Targeting November **completion**.
- **Enhances visibility** with Australian and global investors.
- **Improves access to capital if and when required** to support US expansion and product acceleration.

OUTLOOK

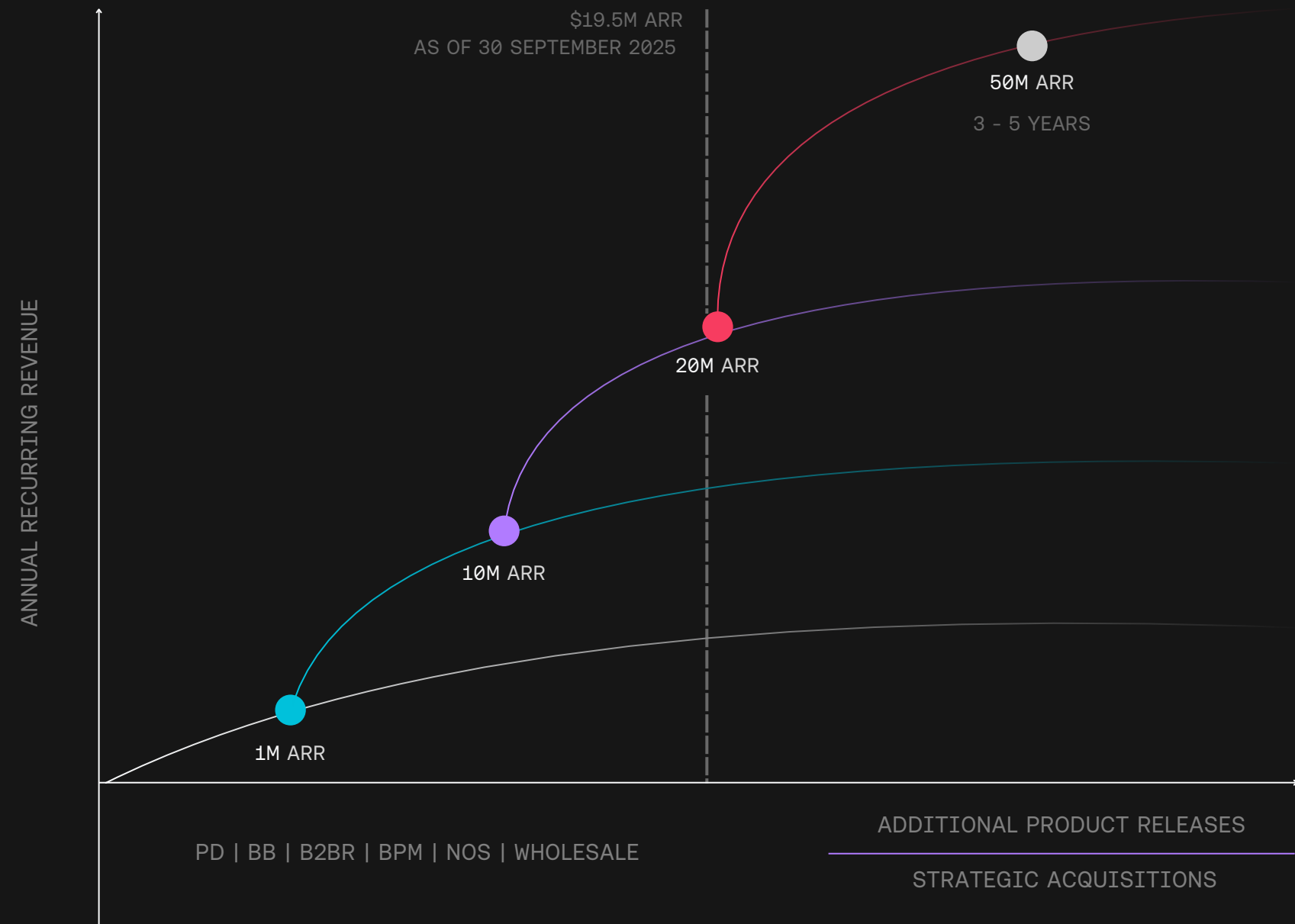
# Venture-Led Growth



OUTLOOK

# Growth Horizons

- Clear trajectory to \$50m ARR with four growth engines compounding in parallel
- Strong momentum following capital raise, B2B Rocket acquisition, and Wholesale launch
- On track for ASX listing in November
- Seasonal Q3 dynamics anticipated, with major US retail events creating upside opportunity to execute on venture model
- Well-positioned for sustained, scalable growth through FY26 and beyond.



Thank You

Ad Astra

# Q&A