

28 February 2025

## SCALARE DOUBLES REVENUES IN 1H FY25

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### Key Highlights

- Total revenue more than doubled, increasing 115% to \$1,295,718 due to significant rises of in both Support Services and Digital Solutions.
  - Gross profit rose 173% to \$524,719, with gross margins expanding from 32% to 40%.
  - Underlying EBITDA at -\$307,186 before accounting for \$986,731 in one-off costs related to the ASX listing and compliance fees.
  - Cash on hand at 31 December 2024 is \$3.8 million.
  - Scalare's investment portfolio comprises 27 companies, with one follow on investment made.
  - National expansion of Tech Ready Women (TRW) and announcement of the 2024 Australian Technology Competition (ATC) winners, with ATC25 officially launched.
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Scalare Partners (ASX: SCP) ("Scalare" or the "Company"), a leading technology accelerator, releases its preliminary financial report for six months ending 31 December 2024 (1H FY25).

**Commenting on the 1H FY25 results, Scalare Partners CEO, Carolyn Breeze, said:** *"Scalare's strong revenue growth reflects increasing demand for our services and the value we provide within the early-stage technology ecosystem. Tech Ready Women and the Australian Technology Competition continue to attract high-calibre founders seeking holistic support, offering a compelling alternative to traditional venture capital models."*

*"Our ASX listing in November 2024 was a pivotal milestone, elevating Scalare's profile and reinforcing confidence in our business model. We are now entering a highly scalable growth phase, positioning us for long-term value creation. Over the next six months, we will continue expanding our services and investment portfolio, leveraging our robust pipeline to drive further returns."*

### Financial Highlights

Total revenue increased by 115% from \$601,631 to \$1,295,718, primarily due to a 94% growth in trading income, including a 46% increase in Virtual Support Services.

Gross profit increased by 173% to \$524,719, supported by effective cost management across membership fees, events, and portfolio company-related director fees. Gross margins improved from 32% to 40%, with further upside expected from the launch of Ascend and expansion of digital services.

Statutory EBITDA loss of \$1,293,920, including \$986,731 in one-off ASX listing costs. Excluding these, underlying EBITDA loss was \$307,186.

## Operational Highlights

Scalare continued to expand its flagship programs, Tech Ready Women and the Australian Technology Competition, driving impact and engagement across Australia.

### *Tech Ready Women Expansion*

TRW, which empowers women in tech and innovation through mentorship, skills development, and a supportive community, expanded its footprint:

- New partnerships with Advance Queensland provided 20 local scholarships for TRW's Investment Ready Program.
- Westpac-backed national expansion enabled 20 additional part scholarships for women founders.
- The Investment Ready Program equips women with the skills, confidence, and networks needed to raise capital and scale their businesses.

### *Australian Technology Competition Growth*

Scalare successfully delivered ATC24, marking its second consecutive year of hosting the competition.

The ATC25 program has now launched, introducing enhancements to attract more Australian technology companies and elevate industry engagement.

### *Ascend, Soft launch*

Soft launch of Ascend, with its first paid cohort now live in partnership with Luna.

### *Launch into US market*

During 1H FY25, Scalare started the outreach to the US market through angel and investing networks and has since incorporated Scalare Partners Inc, a 100% owned subsidiary of the Australian company.

## Investment Portfolio

As of 31 December 2024, Scalare's investment portfolio comprised 27 investments, reflecting a total capital deployment of \$4.3 million with a current valuation of \$10.7 million<sup>1</sup>.

The portfolio spans various stages of business and commercialisation maturity, aligning with Scalare's strategic focus on high-growth, early-stage technology ventures.

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<sup>1</sup> Scalare reviews the progress of each portfolio company on a regular basis, including a formal valuation review twice a year. A key valuation consideration is whether the company has completed a capital raise within the last twelve months. If the raise was completed with a majority of the funds raised from new investors Scalare will apply that valuation to its equity position to determine Scalare's valuation position. If there has not been a completed capital raise in the last twelve months Scalare will apply a number of key quantitative and qualitative measures to determine the valuation of the company and Scalare's valuation position.

Investment gains—both realised and unrealised—remain subject to market conditions and individual portfolio company performance. While these gains can fluctuate, the portfolio's overall value continued to increase, delivering realised and unrealised gains of \$248,878 in 1H FY25. Despite a softer performance compared to 1H FY24, this remains a positive contribution to Scalare's financial results, particularly given the challenging economic backdrop and volatility in Australian small and emerging-cap technology markets.

In line with its strategic objectives outlined in the Prospectus, Scalare remains committed to expanding its cash-based services revenue to ensure long-term sustainability. This approach underpins the Company's ability to fund ongoing growth initiatives, including up to eight new investments per year, reinforcing its position as a leading accelerator for early-stage technology companies.

### Webinar

The Company invites investors and shareholders to join the webinar, hosted by Chief Executive Officer Carolyn Breeze and Executive Director & Co-founder James Walker, to be held today at 11:00 am (AEDT), followed by a Q&A session.

To pre-register for this webinar, please use the following link below:

[SCP 1H25 Investor Webinar](#)

After registering, you will receive a confirmation email containing information about joining the meeting.

This announcement was authorised for release by the Board of Scalare Partners.

**ENDS**

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### About Scalare Partners

Scalare Partners Holdings Limited (ASX: SCP) exists to empower visionary technology founders to transform their ideas into the great businesses of tomorrow. As a dynamic force in the tech startup landscape, we offer a range of products and services to support all founders as they scale their early-stage businesses.

We are deeply involved in the broader technology ecosystem, driving change through impactful initiatives such as the Tech Ready Women, the Australian Technologies Competition and our "Be the Change" program where we partner with government and corporates to support and promote the most promising technology businesses and founders. Our focus extends to working with female and culturally diverse founders, addressing the unique challenges they encounter in fundraising and scaling their businesses. This engagement not only enriches the tech landscape but also creates lucrative revenue and investment opportunities for Scalare Partners.

At the heart of our business model is the provision of products and services and expert advice tailored to the specific needs of early-stage businesses. We also provide direct investment into selected outstanding businesses and with a current emphasis on the Australian and USA technology sectors, we are building a portfolio spanning across diverse geographies, including Australia, USA, New Zealand, Singapore, UK, and Europe. Scalare Partners is not just an investor; we are architects of growth, collaborators in innovation, and catalysts for positive change in the technology landscape.

For more information visit: [www.scalarepartners.com](http://www.scalarepartners.com)