

SCALARE PARTNERS ACQUIRES INHOUSE VENTURES

*Strengthening our Support for the
Startup Ecosystem*

MARCH 2025



InhouseVentures

A more holistic system: Scalare>

Scalare provides **scalable tech startups** with the sector's **broadest** and **holistic ecosystem** through **investment, productive fractional services** and **expert advice**, a market-leading **diagnostic platform**, and community programs to **accelerate** their growth.



Offers one of the **most comprehensive** range of **fractional services** and **specialised expert guidance** tailored to founders' needs.



Owens Ascend, a **market-leading diagnostic platform** that empowers tech founders to **identify, prioritise, and resolve key challenges** with a tailored **roadmap of expert advice and services**.



Built a thriving, technology ecosystem that empowers **portfolio companies and the wider tech sector**, fostering **collaboration, innovation, and growth** through **exclusive events and membership programs**.



Does not ring fence its investors' capital. Provides **investors with full flexibility**, ensuring capital is **not restricted to specific investments** while operating with **zero funds, management, or performance fees**.

Scalare at a Glance > HY1 2025

16

Team Members

\$1.3m

Product and Service Revenue
in H1 up 115% from H1
FY2024

27

Companies
invested in

\$3.8m

Cash reserves at 31
December 2024

\$10.7m

Portfolio value at Dec 2024 –
up from \$10.2m at June 2024

Incorporated in
Australia and made our
first 6 investments

2020

Launched initial
support programs
for companies in
Australia, UK and
US

First investment
realisation event
generating 86% IRR

2021

Launched 'Be the
Change' program
Reached an audience of
over 37k and
improved gender and
cultural diversity among
our community by 23%
within the first year

Launched annual prepaid
subscription plan for
founder support

2022

By end 2022 Scalare had
supported and invested
in technology businesses
in 6 countries across
multiple verticals

Carolyn Breeze joins
Scalare as CEO

2023

Purchased Australian
Technologies Competition

Generated income
of \$3.2m in FY24

Launched fractional support
services with 58 clients in
FY2024, up from 25 in
FY2023

Purchased Tech
Ready Women, a
leading female
technology
accelerator program

2024

Scalare goes public
and lists on the ASX
in November 2024

Purchases Inhouse
Ventures, a leading
platform for early
stage technology
companies

2025

Launches Scalare
Partners in the USA



AUSTRALIAN
TECHNOLOGIES
COMPETITION

techready
women



Inhouse Ventures



Why Scalare invests in early-stage?

- **High-Growth Potential** – Enter early before valuations skyrocket, maximising returns.
- **First-Mover Advantage** – Spot and invest in emerging trends ahead of the market.
- **Better Valuations & Equity** – Secure larger stakes at lower costs for higher returns.
- **Hands-On Influence** – Shape strategy, operations, and leadership for stronger outcomes.
- **Exclusive Innovation Access** – Invest in cutting-edge tech before mass adoption.
- **Driving Growth & Transformation** – Fuel innovation, job creation, and industry shifts.
- **Less Competition, More Opportunity** – Capitalise on early-stage gaps before the market catches up.



Scalare > Products and Services

Programs and Digital Solutions:

- Founder start up programs to help validate and launch business ideas
- Annual support programs and workshops for more established founders
- Digital Solutions (e.g. Ascend) to help founders benchmark and focus on priorities

Memberships and Events:

- Membership communities to support, educate, facilitate networking and provide access to experienced mentors
- Community events and pitch nights
- The annual Australian Technologies Competition and awards

Support Services:

- Fractional services to support founders in key areas (finance, technology, operations, sales etc.)
- Assistance with investor readiness, diligence and fund raising
- Directorships, strategy and governance advice.





Inhouse Ventures

Our Vision

Help +10,000 founders achieve
their growth goals by 2027.

Australia's
Platform for Startups



Why acquire Inhouse Ventures?

- 1. Strategic move** - strengthens Scalare's position as a premier accelerator and ecosystem partner for early-stage technology companies.
- 2. Expands service offering** - allowing it to directly facilitate investment match making and capital connections — a capability that was previously absent from its portfolio.
- 3. Scalare gains a powerful platform** - with IHV's extensive network of founders, investors, and VCs, to accelerate funding opportunities, enhance startup success rates, and drive ecosystem-wide growth.
- 4. Retain IHV CEO and founder, Elliot Spiegel** - reinforces a shared vision and strong cultural alignment, ensuring a seamless integration of IHV's innovative marketplace model with Scalare's existing programs.
- 5. Drive revenue growth** - by broadening Scalare's customer base and increasing engagement within the early-stage technology sector.

This strategic move is a **significant milestone** in Scalare's journey to becoming a **leading accelerator and investment ecosystem partner for technology founders across Australia and beyond**.



Why IHV is Strategically Important

Strategic Acquisition: Unlocking New Growth Channels for Founders & Investors

Retaining Inhouse Ventures Founder & CEO – Elliot Spiegel

Elliot Spiegel is a **proven leader in the early-stage technology ecosystem**, and his expertise will be instrumental in **expanding Scalare's investment capabilities**.

Expanding Scalare's Founder Network

By integrating **IHV's early-stage startup expertise** with **Scalare's scale-up focus**, this acquisition **creates a seamless growth pathway**—supporting founders **from inception to global expansion**.

End-to-End Startup Support

With **one powerful, integrated platform**, founders gain access to **funding, mentorship, and acceleration**, ensuring they have the resources needed **at every stage of their journey**.

Enhanced Access to Capital & Growth Programs

Scalare's **ASX-listed status** provides a **competitive advantage**—enabling greater access to capital, strategic investment opportunities, and **accelerated funding for high-potential startups**.

Strengthening the Investor Ecosystem

With an expanded portfolio of startups at **various growth stages**, Scalare **delivers broader and deeper deal flow**, attracting a **more diverse and engaged investor community**.



Product



We've unpacked market dynamics and built features to remove friction. Enabling the ecosystem to move faster and our platform to operate efficiently.



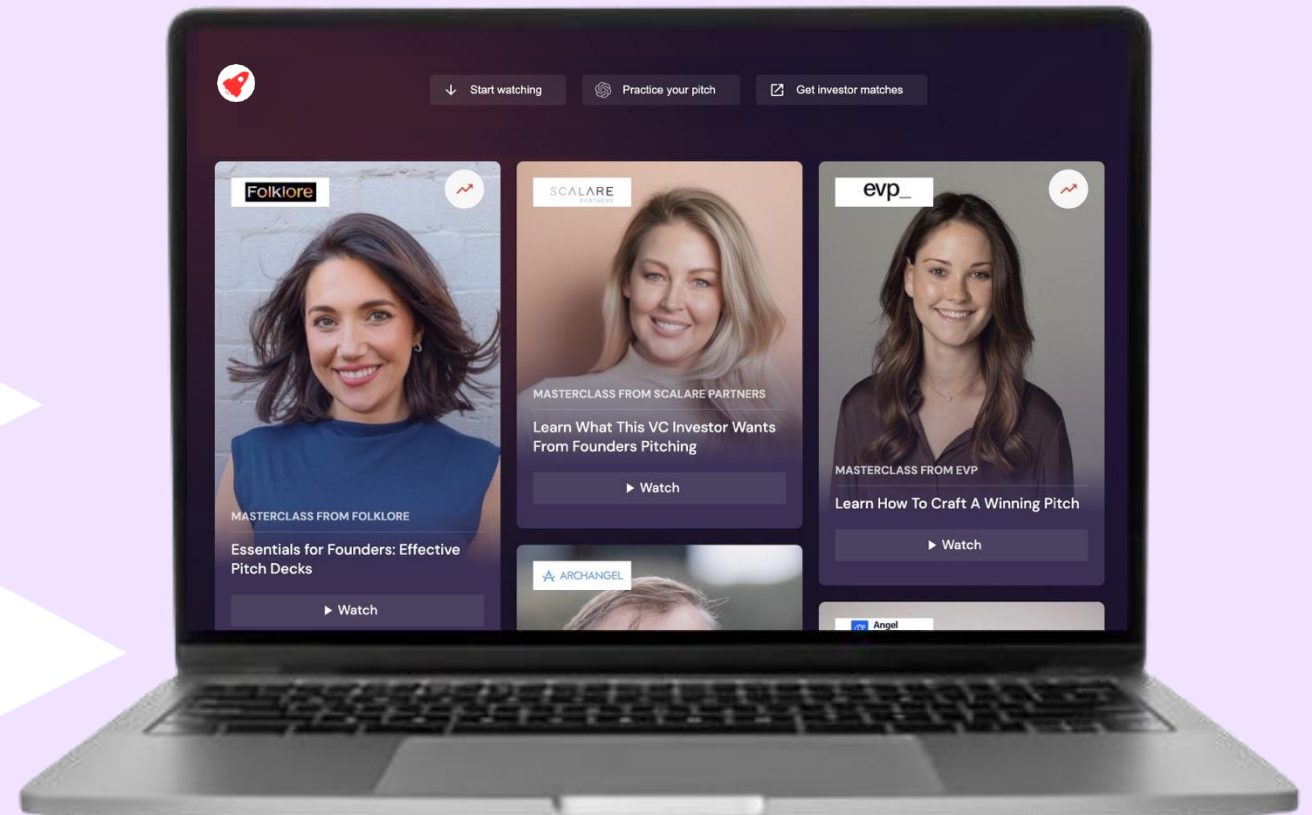
Watch & learn



Discover & match



Fundraise faster



Product

We've created a suite of virtual products utilising video, data and automation to help and support the startup ecosystem at key stages.

1. Marketplace – Capital Raising & Customer Acquisition

Founders, leaders and VC's create a company listing and then access our investor/founder audience of +9500. Used by Pre-Seed, Seed and Series A & Leaders

2. FounderLibrary – Learning & Pitching

Learning portal for founders looking to kickoff fundraising and learn from investors before they pitch. Used by first time founders.

3. LaunchPad (New) – Build

New matching product to help founders in Build Mode access pre-vetted tech talent.



Opportunities and Synergies >

Unlocking New Growth Channels

Scalare Gains

- **ACCESS** – To IHV's extensive, well developed database of founders, investors and VCs
- **SERVICES PIPELINE** – Ability to offer the Ascend program, accelerator programs and services to a wider audience.
- **INVESTMENT PIPELINE** – Increased deal flow for growth-stage investments

IHV Community Gains

- **EXPOSURE** – To Scalare's funding pathways, networks, and growth support.
- **ACCESS** – Direct access to capital markets through ASX connections.
- **OPPORTUNITIES** – Ongoing mentorship and strategic scaling services from a highly experienced team.



Deal Framework

Scalare Partners originally invested in Inhouse Ventures in November 2023 and already holds 23.3% (fully diluted).

The key terms to acquire the remaining 76.7% to move to 100% ownership are as follows:

1. \$233,331 in cash – payable on completion to CEO and founder;
2. \$1,066,646 of ordinary shares in Scalare – to the four non-Scalare IHV shareholders; and
3. \$433,331 in total deferred consideration, payable to CEO and founder on achieving revenue targets through to 30 June 2027.

The shares issued as part of this acquisition will be subject to escrow until 14 November 2026.

Under Elliot Spiegel's leadership IHV has gone from generating its first revenue in late 2022 to a current annualised revenue profile of over \$200,000, based on the half year ended 31 December 2024 (unaudited).

For the half year to 31 December 2024 IHV made a not material NPAT of over \$10,000 (unaudited).

IHV had cash reserves of over \$83,000 as at today and does not have any debt.

	Revenue Targets
FY2025	\$360,000
FY2026	\$720,000
FY2027	\$1,080,000
	\$2,160,000



What this means for Founders and Investors



Unlocking New Growth Channels for Founders & Investors

Expanded Founder Network:

- More funding, advisory, and accelerators to fast-track growth.

For Tech Investors:

- Expanded high-quality deal flow from early to growth stage.

For the Ecosystem:

- Stronger, well-connected network bridging early-stage innovation to scalable growth.



Building the Future Together

- **Scalare Partners is dedicated to driving startup and scaleup success**, providing the expertise, capital, and network to fuel high-growth ventures.
- **Strong cultural alignment** between the two companies ensures a seamless integration and shared vision for innovation and growth.
- **Strategic advantages include expanded investment opportunities** and deeper access to a broader network of **early-stage technology customers**, accelerating growth potential.
- **A high-growth, revenue-generating, and scalable business**, further strengthening the Scalare group's portfolio and market position.

Benefits of this acquisition:

- **Expanded Founder Network:** IHV's **deep early-stage expertise** seamlessly integrates with Scalare's **scale-up focus**, creating a **comprehensive growth ecosystem** for founders.
- **End-to-End Startup Support:** A **platform** guiding startups **from initial investment to accelerated growth**, ensuring sustained success at every stage.
- **Enhanced Access to Capital & Growth Programs:** Scalare's **ASX-listed status unlocks greater capital opportunities**, providing founders with **faster funding pathways and stronger growth support**.
- **Stronger Investor Community:** A **more robust and diverse deal flow**, offering investors **greater access to high-potential startups at various stages of growth**.

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Thank You

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