

15th October 2025

Hubify (ASX:HFY) Chairman's Address to AGM

Dear Shareholders,

FY25 marked a pivotal year in Hubify's journey toward long-term sustainable growth. Following the successful transformation of the business into a scalable Managed Service Provider model with a strong focus on recurring revenue, our strategic priority for this financial year was to deliver positive EBITDA. We are pleased to report an EBITDA of \$0.352 million, representing a 108% increase compared to the prior period, alongside an improvement in operating cash flow.

This result was driven by a disciplined approach to cost management, with administration expenses reduced from \$10.8 million to \$8.2 million, and a sharpened focus on profitable revenue generation. The business has matured significantly, having exited non-profitable customer engagements and discontinued lower-margin physical deployment projects. Our current priorities remain centred on delivering value through recurring managed and professional services, AI and Cyber security consulting with ongoing review of strategic opportunities as market conditions evolve.

While total revenue declined by 9% to \$17.9 million, this outcome reflects changes in our portfolio as the business transitioned away from lower-margin and non-profitable engagements and continued to focus on strengthening our recurring managed services base. During the year, we onboarded 31 new customers, contributing \$1.95 million in annualised contracted recurring revenue, underscoring the effectiveness of our sales and marketing efforts in driving high-quality growth. Recurring revenue reached \$15.5 million, representing 87% of total revenue.

Operationally, the company generated \$0.34 million in net operating cash, in line with EBITDA performance.

Our closing cash balance stood at \$2.8 million, including \$0.8 million in bank term deposits, reflecting a year-on-year increase and a robust, debt-free balance sheet.

Looking ahead, the Board is actively reviewing all options including partnerships, scaling our operations, and potential business changes to grow and increase value for shareholders over the long term. We are committed to adapting as the market evolves and will always act in the best interests of our customers, team, and shareholders.

We extend our sincere thanks for your continued support.

Anthony Ghattas
Chairman

This announcement is authorised for release to the market by Hubify
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About Hubify

Hubify Limited (ASX:HFY) ("Hubify", or the "Company"), is a leading provider of IT, Cybersecurity and Communication needs to Australian businesses. Our customers are organisations who value personalised service, reliability and forward-thinking solutions that allow them to focus on their core business. Hubify offers to a wide range of industries a targeted suite of products and service solutions;

- Business IT
- Backup & Disaster Recovery
- Cybersecurity Audits
- Cyber Governance
- Professional services
- NBN Enterprise
- Hosted Voice
- Machine to Machine (IoT)
- SIP & On-Premises
- IT Infrastructure
- Proactive Cybersecurity defence
- Security Event Management
- Internet & Networks
- Unified Communications
- Fibre & Managed Wifi
- Workspace & End User computing
- Global SIM
- Mobility Device Management

Solutions for our target market include products such as Hubify One, a single IT services solution for SME from end point management to strategic direction at one fixed cost. Hubify provides Australian businesses one trusted partner for their IT, Cybersecurity and Communications needs.

Follow our developments through our website and social media channels



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