Stakk targets $15.0m ARR run-rate by 30 June 2026 following CY25 milestone and additional flagship Robinhood™ deployment

Robinhood™ to be among the first clients to deploy Stakk's newly unveiled Mobile IQ SDK™ for document-capture liveness detection, reinforcing platform leadership and accelerating ARR expansion.

- *Stakk has set a clear objective to **achieve a <u>$15.0m ARR run-rate by 30 June 2026</u>**, building on its existing $8.53m ARR.*

- *ARR expansion engine defined and executing: 20% from **signed-but-not-live contracts**, 50% from **a robust enterprise pipeline**, and 30% **from high-margin product upsell.***

- ***Robinhood™ selected as a flagship deployment partner** for Stakk's newly unveiled Mobile IQ SDK™ for document-capture liveness detection, validating enterprise-grade demand for Stakk's newly-deployed capabilities.*

- ***Stakk's liveness detection product opens a material ARR upsell vector** by solving high-impact capture-layer security risks faced by Tier-1 global brands and fintechs*

- *Strong balance sheet and disciplined execution position Stakk to continue its rapid growth phase through **organic scale and targeted acquisitions across key global markets**.*

Sydney, 29 January 2026 – Stakk Ltd (ASX:SKK) ("Stakk" or "the Company"), following its announcement yesterday highlighting record growth in calendar year 2025, today outlines its CY26 growth objectives, execution framework, and a major product expansion milestone, with Robinhood Markets, Inc. (NASDAQ:HOOD) (Robinhood™), an existing client of Stakk, selected as

one of the first clients to deploy Stakk's newly unveiled Mobile IQ SDK™ for document-capture liveness detection.

As announced on 27 January 2026, Stakk exited CY25 with a headline Annual Recurring Revenue (ARR) run-rate of $8.53m, underpinned by $3.56m in booked revenue during CY25 and a cash balance of $15.6m at the end of Q2FY26. These results represent Stakk's first full 12-month period operating as a SaaS-based embedded finance provider following the acquisition of Radical DBX, Inc. (now Stakk IQ, Inc.), validating the strategy of pairing Stakk's proprietary technology with an established U.S. distribution footprint.

Stakk's Mobile IQ SDK™ document-capture liveness detection capability is focused on validating the authenticity and integrity of document capture interactions, rather than relying solely on traditional biometric or facial liveness technologies that aim to prove the presence of an individual (which may also be incorporated in a deployment).

The solution is designed to ensure that documents are captured in real time, through a genuine capture process, and have not been replayed, injected, manipulated, or synthetically generated at the point of capture.

CY26 objective

Stakk's primary objective for the first half of CY26 is to expand contracted recurring revenue and achieve an <u>ARR run-rate of $15.0m by 30 June 2026</u>.

The Company considers ARR its primary operating and valuation metric, as it represents the annualised value of recurring revenue under contract at a specific point in time and provides a clear indicator of revenue expected to be recognised over the subsequent 12 months.

This objective represents an internal operating target and is not a forecast or earnings guidance. Achieving it is subject to execution, implementation timing, customer adoption cycles, and broader market conditions.

How Stakk intends to reach $15.0m ARR run-rate

Stakk's ARR expansion strategy is weighted across three clearly defined levers:

1. <u>20% – Signed, contracted clients not yet generating revenue</u>
   Conversion of executed contracts where billing has not yet commenced due to implementation timing.

2. 50% – New business from a robust enterprise pipeline
Continued conversion of a strong pipeline across Tier-1 and high-growth enterprise clients, supported by Stakk IQ's established U.S. distribution footprint. Expected wins span multiple sectors, including aviation, hospitality, and expense management, among others.

3. 30% – Upsell and expansion of new products across the existing client base
Deployment of additional platform modules into live enterprise workflows, with the newly unveiled **Mobile IQ SDK™ document-capture liveness detection capability** acting as a key driver of this expansion. Additional modules are also expected to be released prior to 30 June.

Robinhood™ deployment validates platform expansion and drives the 30% upsell engine

A key highlight entering CY26 is the continued deepening of Stakk's relationship with Robinhood™, one of the world's largest retail trading platforms and a flagship enterprise client for Stakk.

Stakk is pleased to confirm that Robinhood™, as part of their Robinhood Banking offering, will be among the first of Stakk's clients to deploy the Mobile IQ SDK™ document-capture liveness detection capability, representing a significant expansion of Stakk's footprint within an existing Tier-1 enterprise relationship and the first of multiple deployments anticipated throughout CY26.

This deployment provides strong validation of Stakk's platform maturity, security posture, and ability to deliver mission-critical infrastructure at scale, and is expected to directly support the Company's 30% ARR upsell and expansion objective.

Why document-capture liveness matters to CISOs and CTOs

Across embedded finance and fintech environments, fraud increasingly targets the capture layer – the point at which trust is first established. Stakk's Mobile IQ SDK™ document-capture liveness detection capability is designed to address real-world attack vectors observed across large-scale enterprise workflows, including:

● Presentation and replay attacks, using pre-recorded images or video of documents to bypass capture controls

- Injection attacks, where synthetic or altered documents are programmatically inserted into capture workflows

- AI-generated or manipulated documents, designed to evade traditional OCR and downstream fraud checks

- High-velocity, automated fraud, exploiting gaps between capture, decisioning, and review

- Account takeover and step-up authentication abuse, where weak capture controls are exploited at critical workflow moments

Traditional downstream controls are often insufficient to address these threats once trust has already been established.

Stakk's solution asserts authenticity at the moment of capture, providing high-confidence assurance that documents are genuine, captured live, and unmanipulated before risk and decisioning logic is applied.

Product overview and enterprise deployment

Stakk's Mobile IQ SDK™ document-capture liveness detection capability is delivered as a developer-embedded mobile SDK, designed to be integrated directly into a client's native application and fully configurable to the client's specific use case and workflow requirements.

The SDK operates at the point of capture within the client application and securely interfaces with Stakk's platform for real-time analysis and decisioning.

The solution provides:
- Real-time validation of document capture authenticity at the source,
- High-signal outputs consumable by client risk, fraud, and decisioning systems, and
- Operationally actionable results to support investigation, review, audit, and compliance workflows.

The Mobile IQ SDK™ can be deployed as a standalone control or orchestrated alongside Stakk's broader platform modules, enabling enterprises to strengthen capture-layer security while retaining control over user experience, configuration, and operational overhead.

Monetisation and ARR impact

Stakk's Mobile IQ SDK™ is monetised as a recurring, enterprise-grade platform module, contributing directly to contracted ARR. Pricing is aligned to usage, scale, and deployment configuration, consistent with the Company's broader SaaS monetisation framework. The SDK is licensed for integration within client-owned applications and interfaces with Stakk's platform for analysis, orchestration, and ongoing service delivery.

The product is designed to expand ARR within existing Tier-1 client relationships by increasing platform penetration across high-risk, high-value capture workflows. This directly supports Stakk's objective to drive approximately 30% of incremental ARR growth from product upsell and expansion, without requiring incremental customer acquisition.

Positioned to execute

Stakk enters CY26 with:

- a materially higher contracted ARR base,
- multiple signed customers yet to commence recurring billing,
- expanding product depth to drive upsell across Tier-1 enterprise accounts, and
- a strengthened balance sheet.

Most importantly, Stakk has demonstrated its ability to set and execute against ambitious objectives, as evidenced by its CY25 performance.

As disclosed previously, the Company is actively evaluating additional strategic acquisition opportunities across the USA, Europe, and Asia-Pacific, with a focus on disciplined capital deployment to accelerate growth and reinforce Stakk's emerging leadership position in embedded finance services

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This announcement is approved by the board of directors and contains unaudited financial information.

About Stakk

Stakk is a leading provider of embedded-finance infrastructure, delivering critical SaaS capabilities to 210+ banks, credit unions, neobanks, and fintech platforms across Australia and the United States. Through its modular Stakk IQ™ platform, the Company provides mobile document capture, risk intelligence, authentication, transaction orchestration, settlement, and underwriting as plug-and-play services.

For more information visit www.stakk.tech