

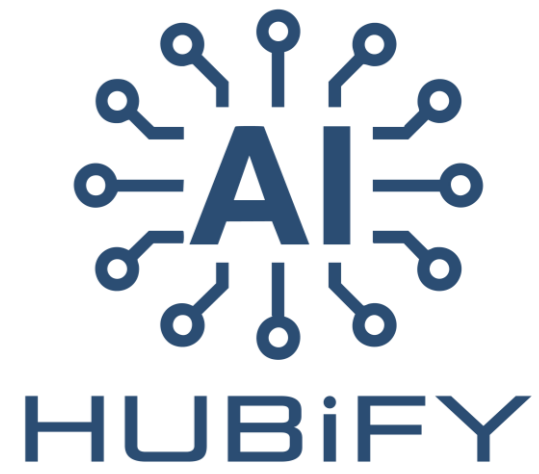
HUBiFY
UNIFYING PEOPLE AND TECHNOLOGY

ASX:HFY
**INVESTOR
PRESENTATION**

February 2026



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SUMMARY & OUTLOOK

Hubify closes the gap between AI innovation & AI adoption. Developers build powerful tools, but businesses need help embedding them into real operations.

Market Context & Tailwinds

Explosive AI spend and clear services opportunity

- Global AI spending is accelerating rapidly. Gartner forecasts total AI spending of US\$2.53T in 2026, and US\$3.34T in 2027.
- 88% of companies report using AI; yet most remain in pilot phase; demand for expert integration & change management.

The Market Problem

Major hurdles AI developers face to gain AI adoption

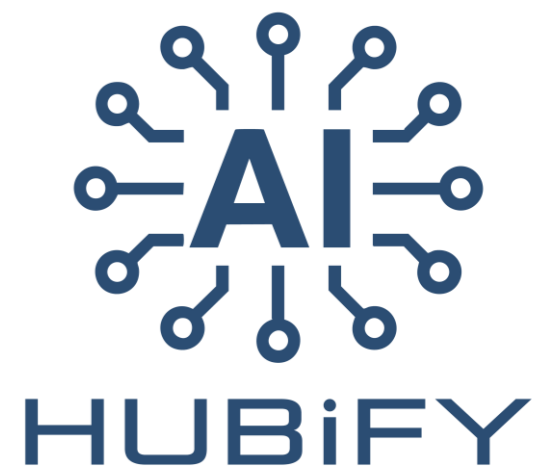
- Data quality, reliability & bias
- Lack of AI talent & governance, privacy & compliance concerns
- Unclear ROI, strategy and business case, cost, infrastructure and resource constraints
- Integration with legacy systems, along with organisational resistance & change management

Technology Service Provider with AI-First Strategy

Leveraging our capabilities to capture the AI opportunity

- Identify best of breed AI solutions providers & co-invest to accelerate GTM activities in turn driving revenue & equity appreciation
- Utilise our technology services division for AI deployments and integrations

AI FIRST GROWTH STRATEGY



3 Key Growth Levers & Industry Verticals

AI Advisory & Solution Sourcing

Consultative engagements to identify growth, efficiency and risk reduction

Deployment & Integration

Implement, integrate, secure and govern AI workloads across data, apps, and networks.

AI Investment

Establish preferred access to AI solutions that fit, with co-investment to accelerate go to market.

Professional Services

Copilot rollouts, knowledge search/RAG, proposal automation, timekeeping, and AI governance.

NDIS & Aged Care

AI-enabled assistive tech frameworks; triage & scheduling; privacy-by-design data controls; telehealth support; documentation automation.

Public Sector

GovAI-aligned deployments, records management, service chat, casework automation, and auditability.

Construction

Predictive scheduling, CV-based progress/safety monitoring, document control, payroll and cost estimation.

Insurance

Claims triage and automation, fraud detection, underwriting assistants, and contact centre augmentation.

Manufacturing

Predictive maintenance, quality inspection, supply chain copilots, and “physical AI” pilots in robotics.

PLACEMENT UPDATE



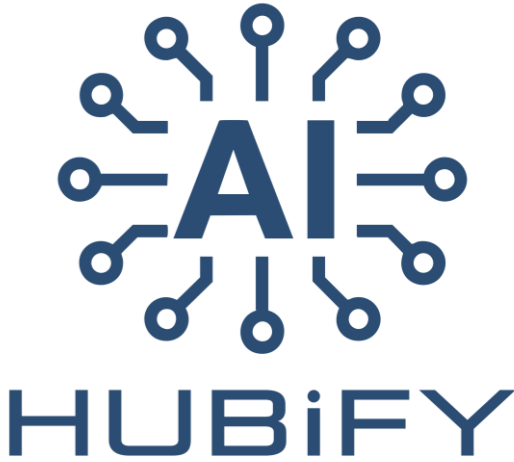
HUBIFY

While the Company maintains a strong cash position, it is executing a disciplined AI-led growth strategy focused on high-impact expansion across commercial and government markets. This includes targeted partnerships, platform investments and the adoption of next-generation AI capabilities that accelerate deployment.

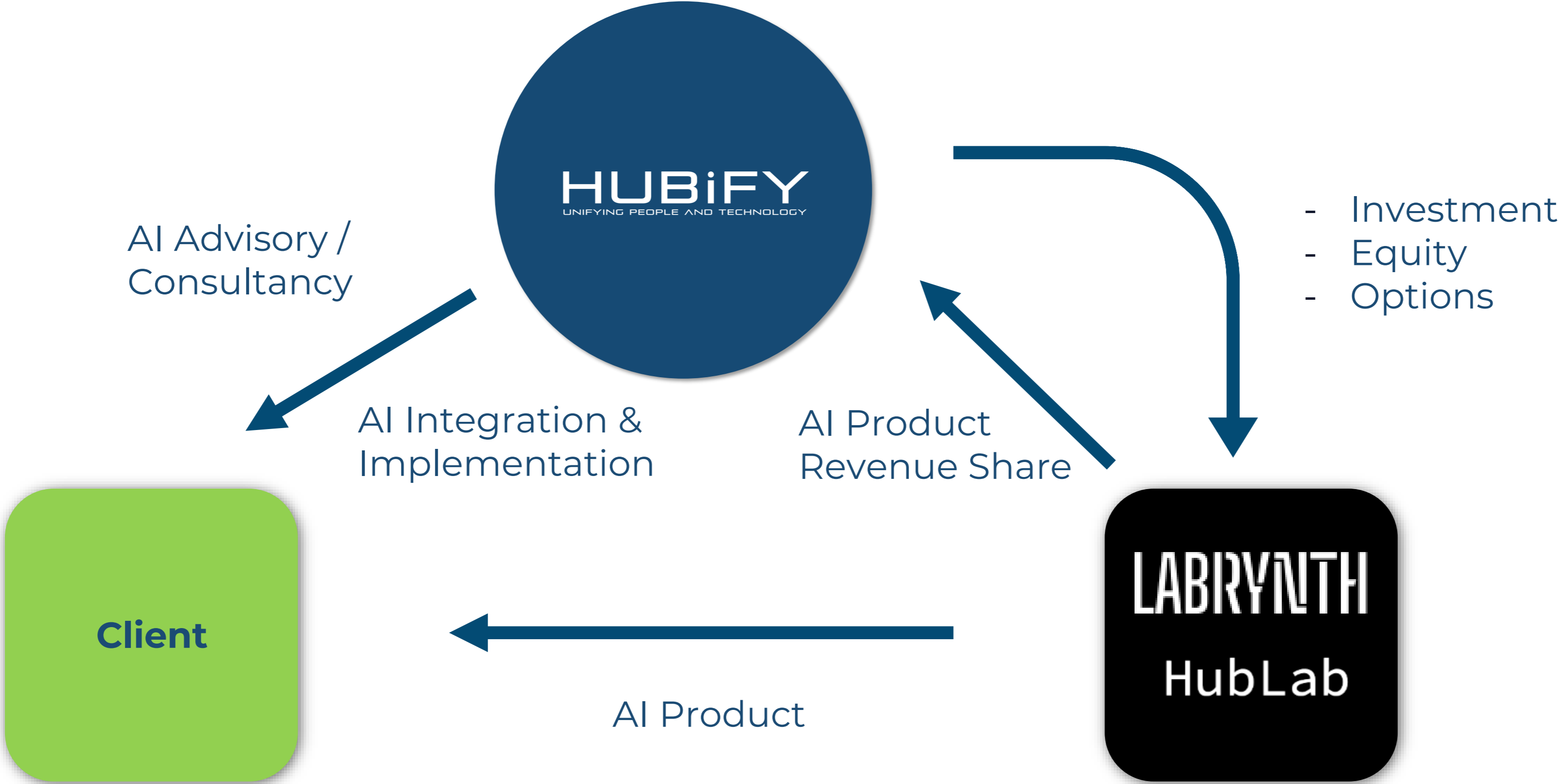
To execute on current opportunities and maintain its debt free position, the Company has undertaken a capital raising on terms that support value-accretive expansion. This ensures the Company is well positioned to capture accelerating demand for AI-enabled regulatory and enterprise solutions.

- Hubify has completed a **\$250,000** placement with the issue of 5,952,381 fully paid ordinary shares at **4.2 cents per share** at a **premium of 425%** to last close of **0.8 cents**.
- Funds will be deployed to accelerate AI go-to-market activities, including establishing strategic partnerships, funding deployment capability and taking equity positions in AI-native platforms
- The first partnership established is with HubLab, an Australian AI operating layer powered by **Labrynth AI**, a U.S. based regulatory technology platform.
- Hubify has entered into a Master Services Agreement with HubLab to provide AI integration, deployment and delivery services across enterprise and government clients. In conjunction with this strategic alignment and investment, Hubify will receive an equity interest in HubLab, with options to increase its position over time.
- This investment strengthens Hubify's exposure to AI-native regulatory and compliance markets while leveraging its established delivery capability and well governed ASX-listed platform.

SUPPLIER VALUE CHAIN & REVENUE FLOW



Driving Organic Growth & HFY Shareholder Value



LABRYNTH

Labrynth is a next-generation AI-native company pioneering transparent regulatory intelligence to dramatically speed permitting and compliance workflows.

The company was spun out from Invisible Technologies and is backed by the AI holding platform Infinity Constellation — positioning Labrynth within a specialised ecosystem built to scale AI-first solutions for high-friction global markets.

<https://labrynth.ai/>
<https://redtapeindex.com/>
<https://redtapeindex.com.au/>

Founded by Stuart Lacey

Stuart Lacey is a globally recognised technology founder and strategic advisor with more than 20 years' experience operating at board and executive level across AI, data, governance and exponential growth.

He is Founder and CEO of Labrynth.ai, Founder and Director of the Red Tape Index, Advisor to Invisible and Chief AI Officer at Deep Fission, with a track record of founding 13 companies, achieving five exits and securing 13 patents.

A Forbes author and TEDx speaker, Stuart has built ventures spanning financial services, privacy and digital identity, AI platforms and leadership institutions, and is widely regarded as a leader in translating advanced artificial intelligence into real world strategic advantage.

Our Regulatory Intelligence Engine

1 → 2 → 3 → 4 → 5

Model Training

Generally trained on required regulations. Then custom trained on best practices + precedent.

18,000

Pages Trained
eg: the California building code

Application Pre-Drafting

Pre-Draft highly compliant new applications by combining client data with training.

>50

Hours saved
for each draft application

Smart Validation

AI-Validation scores draft against all the requirements: identifying gaps and procedural errors.

1/2th

Risk reduction
via error I.D. & rule citations

AI Enhance & Human Approve

AI improves any gaps and flags for human sign-off to compile a “ready to approve” final application.

25x

Efficiency gain
vs. hourly rates of consultants

Submit for First Time Approval

No more rejections or multiple revisions - costing time and money: simply file for “First Time Approval”

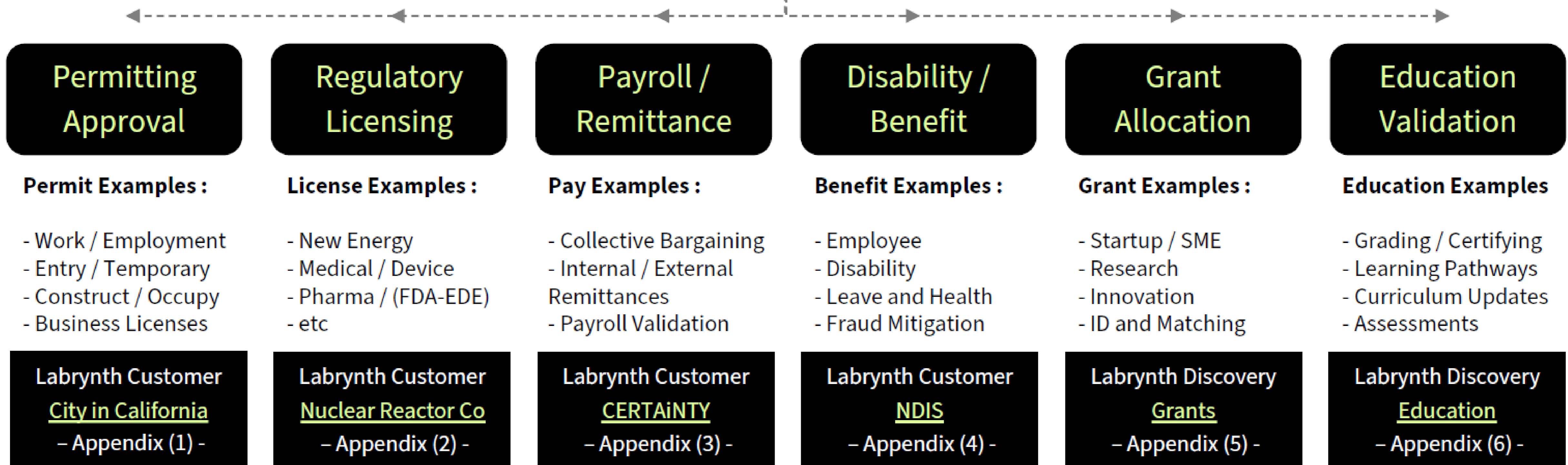
10x

Increase in Speed
of Approval

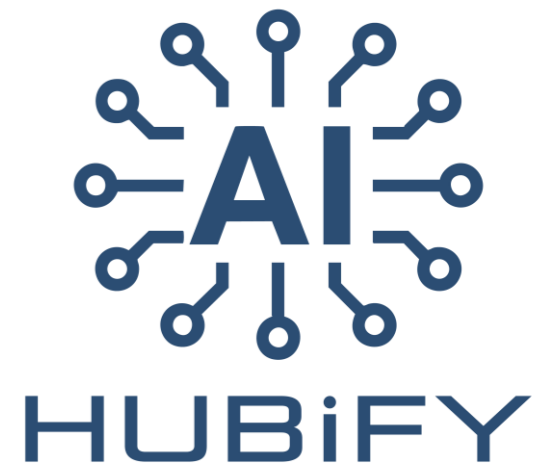
LABRYNTH

Solving multiple regulatory pain points

Accelerating Progress by Streamlining Complexity



ENTERPRISE PARTNERSHIP



OPTUS

HUBIFY
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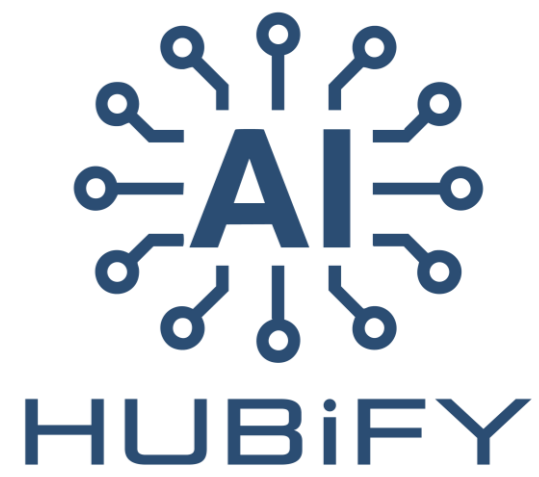
Joint GO TO MARKET WITH OPTUS

Hubify has an MSA in place with OPTUS enabling OPTUS to provide Hubify technology services to clients. Hubify and OPTUS also address the market through joint go to market activities and RFP responses. The Company leverages this partnership to continue driving organic growth with enterprise prospects in the growing pipeline. Customers and prospects will benefit from the Company's newly gained access to AI native platforms.

Our Enterprise Customers



HALF YEARLY COMPANY FINANCIALS



1H FY26 Financial Highlights – Improvements in Profit & Cash Growth



**AR of \$17.77m
(Jan 26 exit)**



**Recurring
Revenue 91%**



**Gross Margin
56.9%**



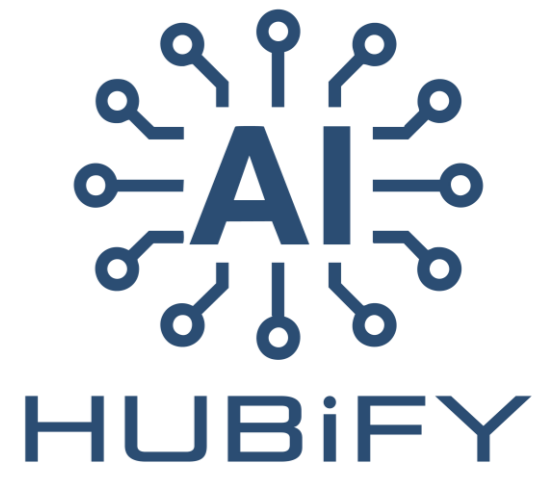
**\$0.35m Net Cash from
Operating Activities**



**\$3.0m Cash & term
deposits balance**

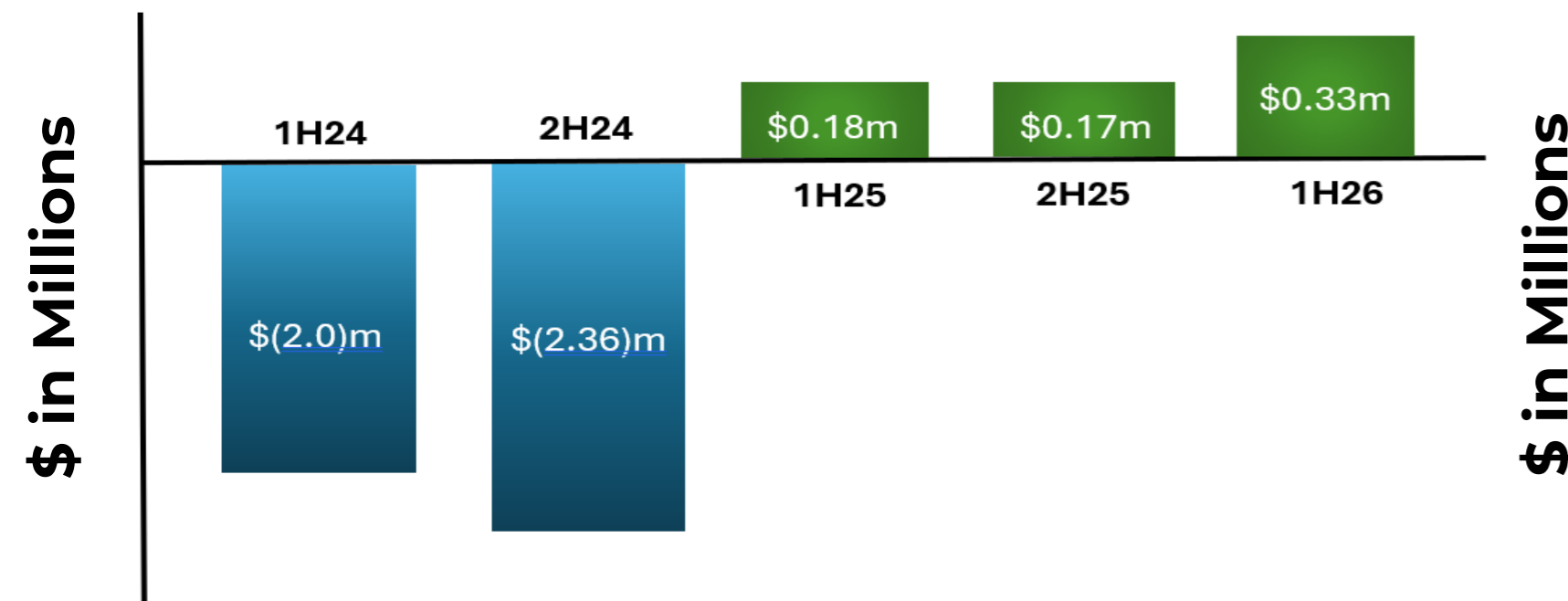
- **Total Revenue** of \$8.33m with **91% Recurring** for 1H FY26
- **EBITDA** of \$0.33m for 1H FY26 **up by 84%** on PcP
- **Net cash from operating activities** of \$0.35m for 1H FY26 **up by 191%** on PcP
- **Final cash position of \$3.0m** with zero bank debt
- Post 31 Dec 2025, **Placement** of 5,952,381 Ordinary Shares **at 4.2 cents – raising \$0.25m for AI Growth**
- **Co-branded partnership with Optus** to drive growth with a growing pipeline of cornerstone enterprise prospects & customers
- **New Delivery Partner Program launched** – with 3 contracted partners and more in the pipeline

1HFY26 PERFORMANCE IMPROVEMENT



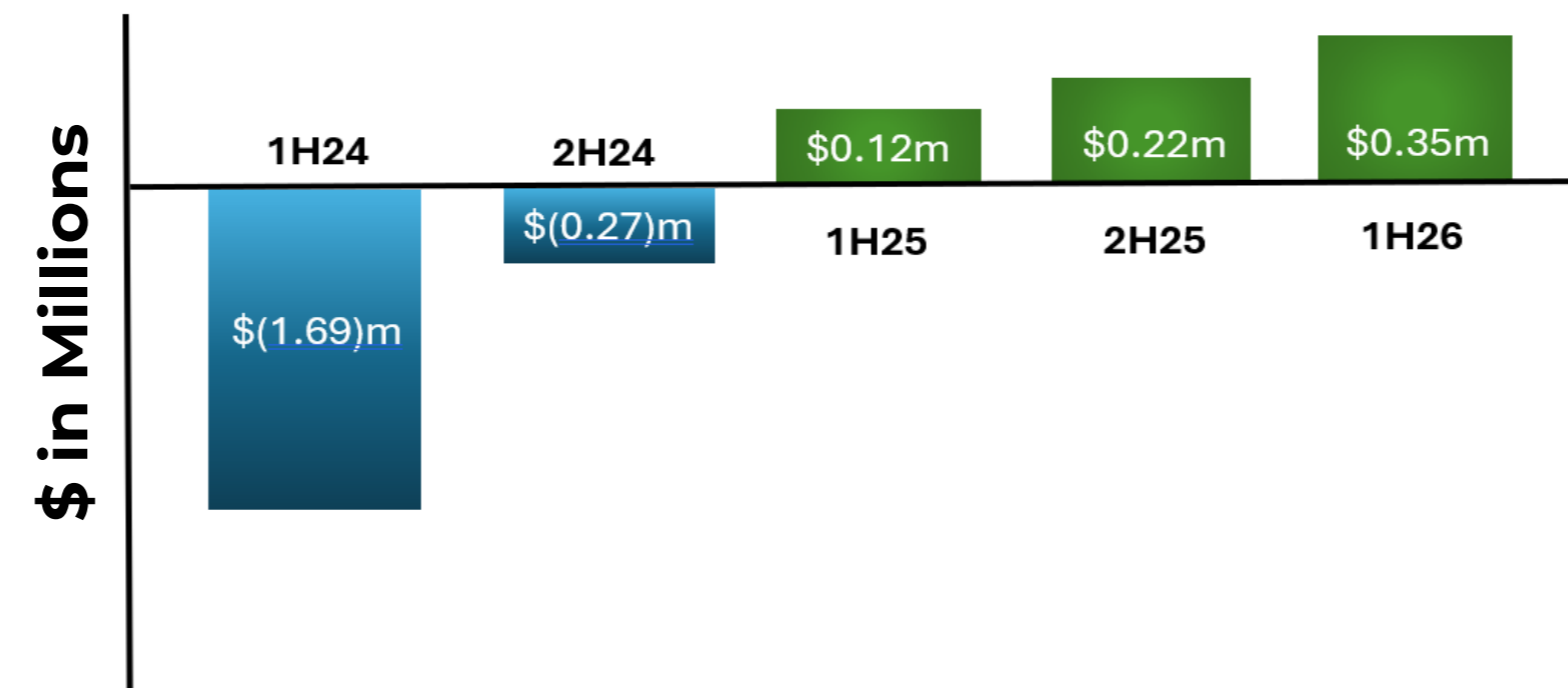
Total Revenue of \$8.3m with 91% Recurring for 1H FY26

EBITDA



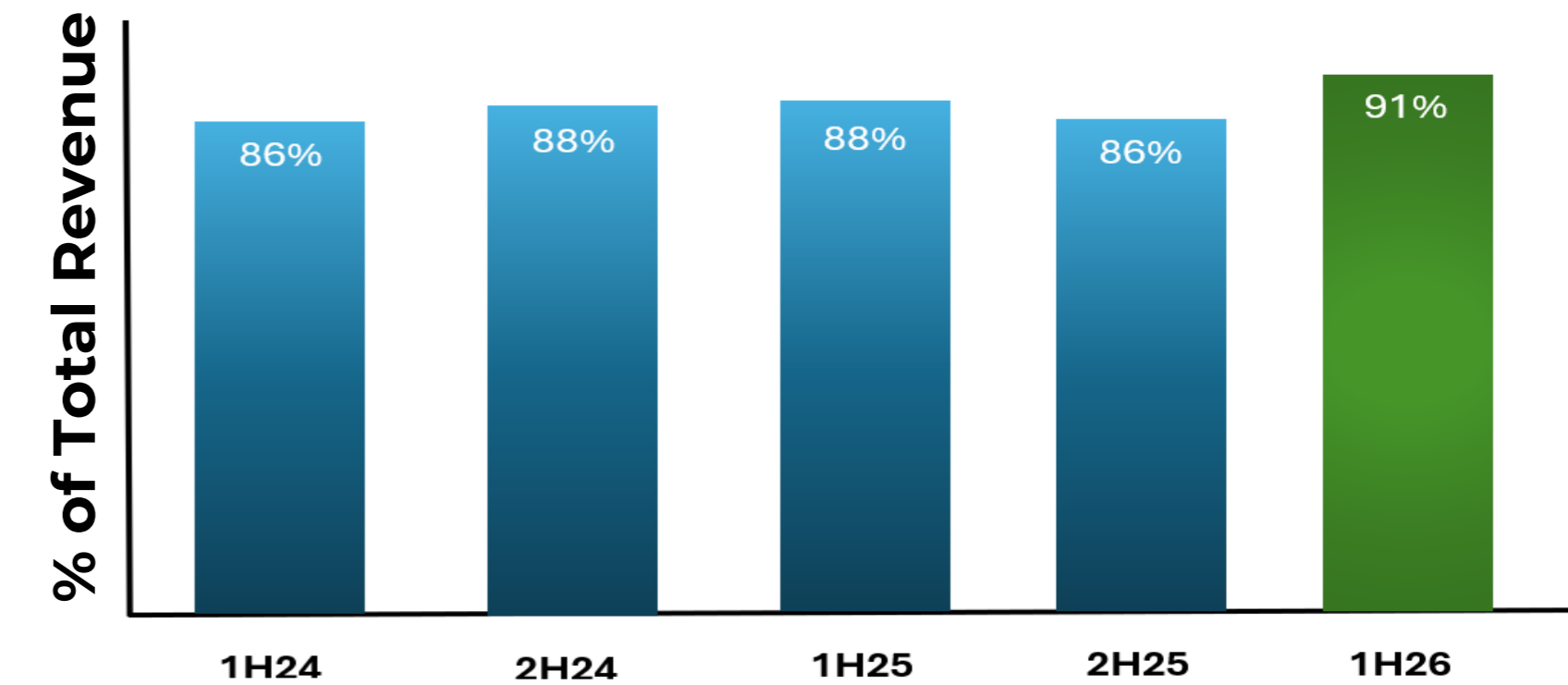
EBITDA up 84% from \$0.18m in 1H FY25 to \$0.33m in 1H FY26

Net Cash from Operating Activities



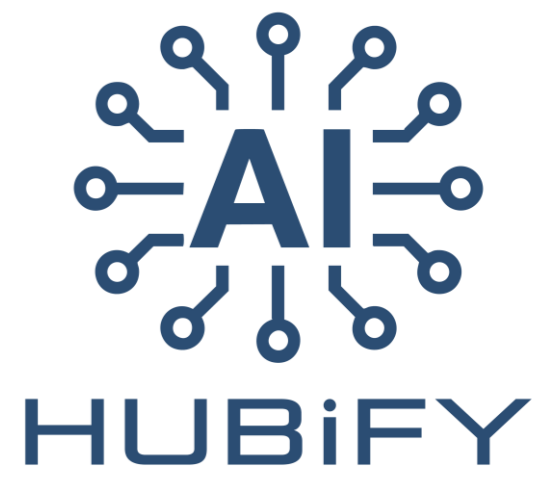
Net cash from operating activities is positive \$0.35m and final cash & term deposit position of \$3.0m

Recurring Revenue



Recurring Revenue at 91% of total revenue has continued to build from 86% in 1H FY24

AI POWERED BUSINESS DIVISIONS



2 Foundation Profit Streams providing the platform for growth in AI

IT SERVICES

AI Consulting
AI Readiness and Deployment
Cyber Security
Cloud Services
Managed Services
Network & Server Infrastructure

Customers 134

Annualised Rev* \$11.65M

Recurring* 93%

* Based on Jan 26 Exit

VOICE, DATA & Mobility

Unified Communications
MS Teams Calling
Fibre & NBN
IOT
Mobility

Customers 809

Annualised Rev* \$6.11M

Recurring* 73%

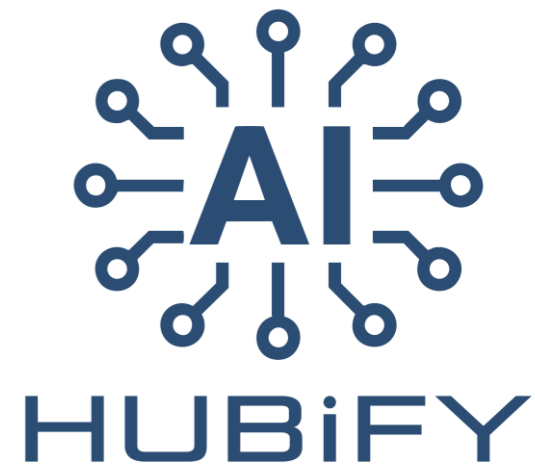
* Based on Jan 26 Exit



 **Microsoft**
Solutions Partner

Modern Work

INCREASING SHAREHOLDER VALUE



INNOVATIVE END TO END TECHNOLOGY SERVICES POWERED BY AI

Hubify's new AI-Led strategy creates new revenue streams whilst improving revenue in the technology services division. It also creates unique investment opportunities to increase shareholder value through equity acceleration.

CONVERT GROWING SALES PIPELINE

The company has seen an increase in the number of new business leads in the last 6 months which will continue to drive pipeline growth and overall organic revenue growth. With 6 to 18-month sales cycles on recurring contracts we expect this pipeline to materialise in 2H FY26 and FY27.

OPERATIONAL INITIATIVES

The company's operational initiatives focused on business improvement through AI, automation and best of breed practices will continue to drive improvements in efficiency and profit margin.

OUTLOOK

In 2H FY26 the company will continue to leverage a more efficient operating structure to grow its cash position. During this time our AI- First growth strategy will mature with material benefits from the activity expected in FY27.

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Thank You