

# Scalare Partners

Scalare Partners Holdings Limited  
ABN 96 629 598 778

ASX Release

27 February 2026

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## REVENUE GROWTH AND SYNERGY MOMENTUM DRIVE STRONG PERFORMANCE

### Key highlights

- Strong revenue growth with 1H FY26 Revenues of \$7.13 million, up 360% on the prior corresponding period (pcp)
- Annualised revenue synergies of \$1.65 million generated during the half
- Operating cashflow positive for the first half of \$632,000, representing an improvement of \$1.36 million from 1H FY25
- Successfully integrated Tank Stream Labs (coworking) and Planet Startup (CFO services)
- Launched The Founders Union, securing \$870,000 in foundation partner revenue; Australian Technologies Competition attracted a record 229 applicants
- Continued focus on scaling recurring revenue and disciplined growth
- Closed the half with cash of \$868,000

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Scalare Partners (ASX: SCP), a leading technology accelerator and investor, is pleased to report on its activities and performance for the half year ended 31 December 2025 (1H FY26).

**Commenting on the results** CEO Carolyn Breeze said: *“1H FY26 represents a major step forward for Scalare as we continue to convert our expanding ecosystem into measurable revenue growth, stronger cash generation, and increased investment opportunity for shareholders.*

*With Tank Stream Labs and Planet Startup now integrated into a unified commercial model, we are benefiting from a growing recurring revenue base, accelerating cross-business synergies, and a stronger pipeline of investment-ready companies embedded within our network.”*

### Financial Highlights

Scalare delivered strong revenue growth in 1H FY26, with total revenue of \$7.13 million, up 360% from \$1.55 million in the pcp. The increase reflects the successful execution of the Company’s integrated founder ecosystem strategy, including the contribution from Tank Stream Labs and Planet Startup during the half.

The acquisitions materially expanded Scalare’s capacity to support founders across multiple touchpoints of the startup lifecycle, driving increased cross-sell activity and strengthening recurring revenue streams.

Revenue synergies continued to build during the period, with annualised revenue synergies of \$1.65 million achieved by 31 December 2025, supported by accelerating integration across coworking, advisory and founder community platforms.

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The Company reported a loss after tax of \$371,000 for 1H FY26, a 71% improvement on the \$1.3 million loss recorded in 1H FY25, reflecting revenue growth, operating leverage and integration benefits.

Operating cashflow for the half was positive \$632,000, representing a \$1.36 million improvement compared to negative \$734,000 in 1H FY25. The improvement was driven by stronger revenues and disciplined cost management across the Group.

The period-on-period movement in operating cashflow is affected by the classification of Tank Stream Labs lease payments. Under AASB 16, the principal component of lease payments is presented as a financing cashflow (a reduction of lease liabilities) rather than an operating cashflow.

During the half, the Company successfully completed a \$3.09 million placement and share purchase plan to fund the acquisition of Tank Stream Labs, reinforcing investor support for Scalare's scalable ecosystem strategy.

## **Operational highlights**

During 1H FY26, Scalare completed two strategic acquisitions: a national coworking infrastructure (Tank Stream Labs) and a virtual and fractional CFO services business (Planet Startup). Together, these acquisitions materially expanded Scalare's capacity to support startups across multiple services, strengthening the Company's recurring revenue base and cross-sell potential.

During the half, the coworking infrastructure continued its expansion, opening a new premium Sydney campus at Martin Place and announced a further Sydney location at 333 Kent Street, supporting future growth in workspace supply and ecosystem engagement.

Scalare also delivered a strong outcome from the Australian Technologies Competition in September 2025, attracting a record 229 applicants and reinforcing the Company's position as a national pipeline for high-potential, investment-ready ventures.

In November 2025, Scalare launched The Founders Union (TFU), a national founder engagement platform designed to support Australia's startup community and improve access to services, capital and industry networks. TFU enhances Scalare's ability to engage with a broader pipeline of early-stage technology businesses, creating additional pathways into the Company's workspace, advisory and support services while also increasing the quality and quantity of proprietary deal flow for its investment portfolio. Since launch, TFU has secured \$870,000 in foundation partner sponsorship revenue from organisations including MYOB, Westpac, Google and Pinch Payments.

## **Outlook**

The Company remains focused on expanding its founder economy platform through continued cross-sell execution, scaling national infrastructure, and pursuing disciplined acquisition opportunities aligned with its strategy of building Australia's most comprehensive founder support ecosystem.

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

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## ENDS

For more information, please contact:

### **Carolyn Breeze**

Chief Executive Officer

Scalare Partners

+61 408 606 046

[carolyn.breeze@scalarepartners.com](mailto:carolyn.breeze@scalarepartners.com)

### **Jacqueline Pfenninger**

Investor Relations

Automic Markets

+61 447 301 111

[jacqueline.pfenninger@automicgroup.com.au](mailto:jacqueline.pfenninger@automicgroup.com.au)

## **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 and the Australian Technologies Competition 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)