

9th March 2026

Hubify (ASX:HFY) Clarification to HFY's announcement "*HFY Strategic Placement 27 Feb 2026*"

Hubify (ASX:HFY, "Hubify", or the "Company") a leading provider of AI powered ICT Managed Services and Cyber Security to Australian businesses, wishes to provide supplementary information regarding the Equity Investment previously announced in the ASX Announcement titled "*HFY Strategic Placement 27 Feb 2026*", released to the market on 27 February 2026.

As announced by the Company on 27 February 2026, it has entered into non-binding terms for an Equity Investment of \$250,000 in HubLab, an Australian AI operating layer powered by Labrynth AI, a U.S. based regulatory technology platform.

The supplementary information has been provided to comply with the ASX guidance on disclosure of material terms of the Equity Investment.

The Company's reference to the Equity Investment in its Appendix 4D and Investor Presentation announcements made on 27 February 2026 was only to show the use of the funds raised from the Placement.

Key Terms of the Equity Investment

1. Hubify's investment of \$250,000 into HubLab's \$1.25m capital raise is at an \$11m pre-money valuation for Class A shares with dividend, voting and governance rights, subject to the terms of HubLab's Constitution and completion of final documentation.
2. Options granted to Hubify
 - Option 1: Hubify may invest an additional \$250,000 in HubLab at the same valuation, exercisable until 31 March 2027 or 30 days before a new capital raise;
 - Option 2: Up to \$500,000 at a 20% discount to HubLab's most recent capital raise price, subject to a \$12.5m minimum pre-money valuation, exercisable within 36 months or earlier closing of the next capital raise.
3. Anti-Dilution Protection
 - Full-ratchet protection for 12 months requiring issuance of additional Class A shares to Hubify in a down round.
4. Tag-Along Rights
 - Hubify may participate pro-rata in any sale of shares in HubLab by a controlling shareholder on the same terms.
5. Information rights in favour of Hubify include half-year and annual reporting, quarterly updates, notice of material events, inspection rights, and optional board observer rights, if requested by Hubify.



Equity Investment

Further to the Company's previous announcements on 27th February 2026, the Company is executing a disciplined AI-led growth strategy focused on high-impact expansion across commercial and government markets.

Hubify has a unique position as the 'Execution Layer' for enterprise AI. By partnering with global AI platform providers, Hubify will secure exclusive Managed Services Agreements to deploy, secure, and support these technologies for Australian enterprise and government clients, generating upfront deployment revenue alongside high-margin recurring revenue.

The first partnership established is with an Equity Investment of \$250,000 in HubLab, an Australian AI operating layer powered by Labrynth AI, a U.S. based regulatory technology platform.

AI - First Strategy

Moving forward the Company will extend its foundation as an established end to end technology service provider with an AI-First strategy. The foundations of this were built over the last 12 months with continued marketing activity and an education series of events to help customers and prospects understanding the opportunities that AI presents.

Key Revenue Drivers

- **AI Advisory and solutions sourcing:** consulting and engagement to identify growth, efficiency, and risk reduction.
- **Deployment and 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.

Hubify Limited CEO (Chief Executive Officer) Victor Tsaccounis said:

"I'm really excited about this step for Hubify. This investment in HubLab's AI solutions powered by Labrynth will open doors for the Company in new Enterprise and Government organisations not already in our client base. There's a real gap right now between the pace of AI innovation and how quickly businesses can adopt it. Developers are building incredible tools, but most organisations need help making AI practical. That's where Hubify comes in, we help bridge that gap so our customers can get real value from AI, and in doing that, we create new revenue opportunities and value for our shareholders."

This announcement has been authorised for release by Chief Executive Officer, Victor Tsaccounis.

For further details please contact:

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About Hubify

Hubify Limited (ASX:HFY) ("Hubify", or the "Company"), is a leading provider of AI powered Telco, IT & Cyber Security Services to Australian businesses. Its customers are organisations with 10 to 1,000 employees who value personalised service, reliability and forward-thinking solutions that allow them to focus on their core business.

Managed Services

Managing, monitoring and optimizing environments 24/7 - keeping business running. Includes BCDR, Vendor Management, User Support, Infrastructure and Endpoint Management.

Cyber Security

Securing IT assets, Next Generation security solutions (Firewalls, Endpoint Protection, Backup and Ransomware Protection, Vulnerability and Penetration.

Professional Services

Transforming business IT. Includes infrastructure/cloud migrations, Hands & Feet, FTE Resourcing, IT Procurement, Project Management and Consultancy.

Internet & Networks

Connectivity for businesses. Includes public and private networks through all major carriers in Australia, SDWAN and network redundancy.

Voice

Communication for business. Cloud and on-premise voice offerings including Microsoft Teams Calling and 3CX for basic and contact centre requirements.

Mobility

Mobility for businesses. Includes Tier 1 coverage for mobile fleets, network mobility, redundancy and Global SIM.

Follow our developments through our website and social media channels

