

ASX CODE

AXI

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ASX ANNOUNCEMENT

AXTEC ENTERS INTO STRATEGIC PARTNERSHIP

Key Highlights

- Axtec enters into Strategic Partnership with Real Flow, a specialist provider of property-related finance and cashflow solutions
- Axtec and Real Flow to enter into a long-term distribution partnership, with PaySure (Axtec 100%-owned) continuing to distribute lending products through its platform and referral network
- PaySure's existing loan book to be acquired by Real Flow, with Real Flow assuming ownership, servicing and management of loans
- Axtec to receive a minority equity stake in Real Flow, providing future upside to Axtec shareholders
- The transaction supports Axtec's strategic transition to a capital-light, platform-led distribution and origination model

Sydney, Australia, 28 April 2026: Axtec Limited (ASX:AXI) is pleased to announce that its wholly-owned subsidiary, PaySure Retail Finance Pty Ltd (**PaySure**), has entered into a Strategic Partnership with Real Flow Holdings Pty Ltd (**Real Flow**), a specialist provider of property-related finance and transaction-driven cashflow solutions. Real Flow is a leading player in the real estate credit industry, offering a complementary range of products servicing agents, vendors and landlords, operating across Australia and New Zealand. Real Flow recently received an investment from Lyte, a Singapore-based fintech platform.

The partnership comprises three integrated components: the sale and assignment of PaySure's existing loan book to Real Flow; a long-term distribution partnership under which PaySure will continue to distribute consumer lending products through its platform and referral network for funding by Real Flow, and Axtec obtaining a minority equity stake in Real Flow.

Transaction Summary

1. Sale of Loan Book

PaySure will sell its existing consumer credit loan book to Real Flow. Real Flow will assume responsibility for the ongoing servicing and management of all loans in the book, and will become the credit provider on record for each borrower in accordance with the requirements of the National Consumer Credit Protection Act 2009 (Cth).

2. Distribution Partnership

Axtec and Real Flow have entered into a long-term Strategic Partnership Agreement (initial 5-year term) under which Axtec will continue to offer consumer lending products through its AI-enabled technology platform and referral network. Loans distributed by Axtec will be funded by Real Flow, which will act as the credit provider. Axtec will earn distribution revenue on each loan originated under the arrangement.

Under the terms of the Strategic Partnership, Axtec will access Real Flow's scale and technological advantage. This supports Axtec's broader strategic transition to a platform-led, capital-light operating model powered by proprietary and agentic AI-enabled technology.

3. Equity stake in Real Flow

As part of the strategic partnership, on settlement Axtec will receive a minority equity stake in Real Flow to a minimum value of \$100,000 with a potential performance-linked incentive of a further \$260,000. This aligns the long-term interests of both parties and provides Axtec with exposure to the growth of the combined loan origination pipeline.

Strategic Rationale

The transaction is consistent with Axtec's strategy of transitioning from a balance sheet lending model to a platform-led distribution model harnessing AI-enabled technology. The key strategic benefits of the partnership include:

- **Capital-light model:** The sale of the loan book and the distribution partnership structure frees up capital and removes the balance sheet intensity of holding consumer loans, the net effect of which is expected to repatriate approx. \$1m of capital support back to Axtec. PaySure retains a distribution revenue stream without the associated funding requirements.
- **Platform focus:** The removal of loan book servicing obligations allows the Company to redirect operational resources toward higher-value activities, including the development of new products and the execution of its growing partnership pipeline across payments, embedded finance, and technology.
- **Aligned interests:** The equity stake in Real Flow ensures that both parties are commercially aligned and incentivised to grow the distribution partnership over the long term.

Management Commentary

Commenting on the transaction, Axtec CEO **Rob Towey** said:

"This partnership with Real Flow is an important milestone in Axtec's evolution. It allows us to retain everything that makes our business competitive - our platform, our partnerships, and our distribution network - while transitioning to a more capital-efficient model that positions us for scalable growth."

This Strategic Partnership with Real Flow enables us to move to a model where we focus on what we do best - building technology, harnessing efficiencies created from proprietary AI software, originating products, and managing partner relationships - while Real Flow provides the capital. This is a structure that allows us to grow faster and invest more in the product and partnership pipeline that will define our next chapter.”

Settlement of the transaction is expected to occur on 30th April 2026.

This announcement has been authorised for release by the Board of Axtec Ltd.

For further information, please contact:

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About Axtec Ltd

Axtec is a real estate-focused, AI-enabled technology platform addressing the manual and fragmented nature of property transactions through automated payments, compliance tools, and digital workflows. Axtec’s core services include a range of payment and lending solutions for vendors, purchasers, agents, and property owners.

About Real Flow

Real Flow is a leading provider of real estate-focused finance and transaction-driven cashflow solutions across Australia and New Zealand. The business supports agents, vendors and landlords with a suite of integrated funding products across the property transaction lifecycle, underpinned by an established track record in originating, acquiring and servicing credit portfolios in compliance with the National Consumer Credit Protection Act.

Forward-Looking Information

This announcement contains forward-looking information that is based on Axtec’s expectations, estimates and projections as of the date on which the statements were made. This forward-looking information includes, among other things, statements with respect to Axtec’s business strategy, plans, development, objectives, performance, outlook, growth, cash flow, projections, targets and expectations, negotiations, and product/service development. Generally, this forward-looking information can be identified by the use of terminology such as ‘outlook’, ‘anticipate’, ‘project’, ‘target’, ‘potential’, ‘likely’, ‘believe’, ‘estimate’, ‘expect’, ‘intend’, ‘may’, ‘would’, ‘could’, ‘should’, ‘scheduled’, ‘will’, ‘plan’, ‘forecast’, ‘evolve’ and similar expressions. Persons reading this announcement are cautioned that such statements are only predictions, and that Axtec’s actual future results or performance may be materially different. Forward-looking information is subject to known and unknown risks, uncertainties and other factors that may cause Axtec’s actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking information.