HUBiFY

UNIFYING PEOPLE AND TECHNOLOGY

ASX:HFY
INVESTOR PRESENTATION

August 2026

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30 JUNE 2026 COMPANY FINANCIALS

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FY26 Financial Highlights – Improvements in Profit & Cash Growth

Total Revenue $16.88M

Recurring Revenue 90%

Gross Margin 33%

Net Operating Cash Generated $1.41M

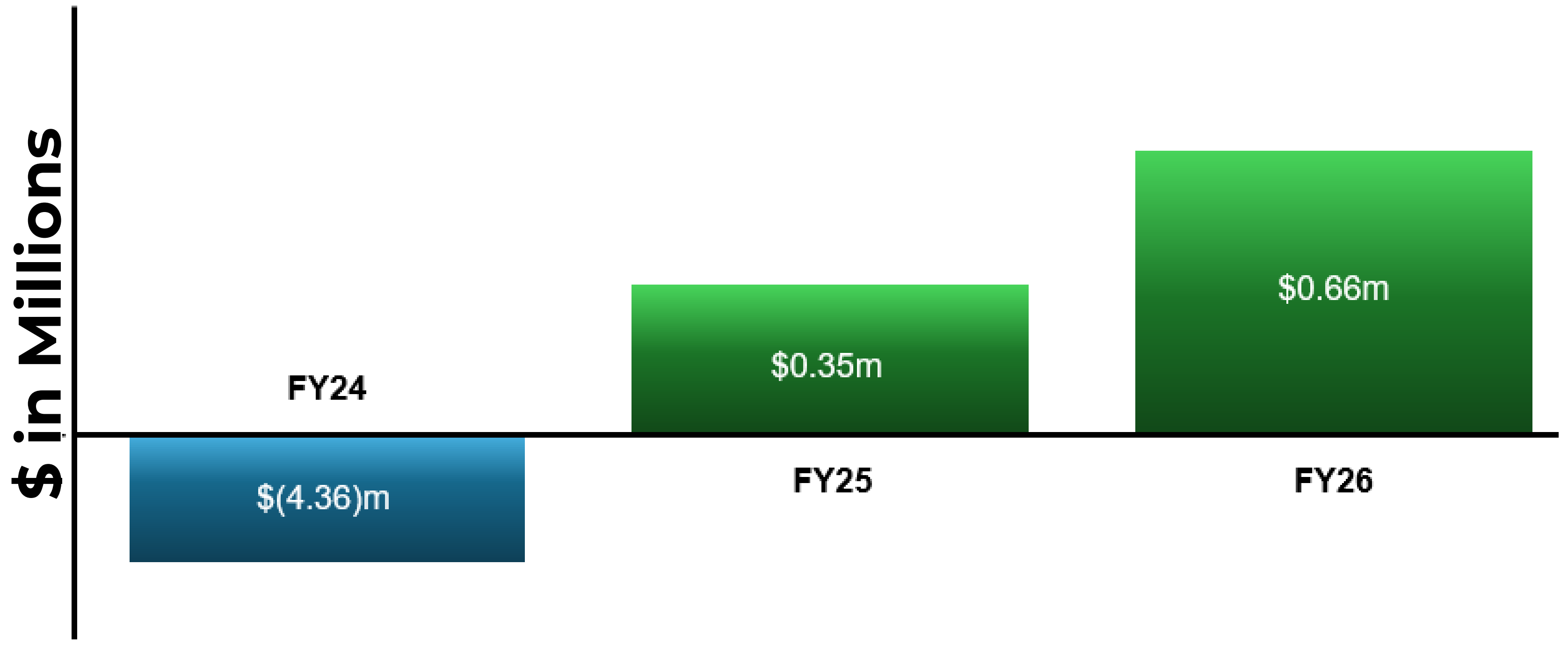
Total Cash $3.79M

- **Total Revenue** of $16.88m with **90% Recurring** for FY26.
- **EBITDA** of $0.66m for FY26 **up by 89%** on PcP
- **Net cash from operating activities** of $1.41m for FY26 **up by $1.07m and 315%** on PcP
- **Final cash position of $3.79m** with zero bank debt
- Feb 2026, **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
- **ADVISORY AND AI PROJECTS**– Ramping up

30 JUNE 26 PERFORMANCE IMPROVEMENT

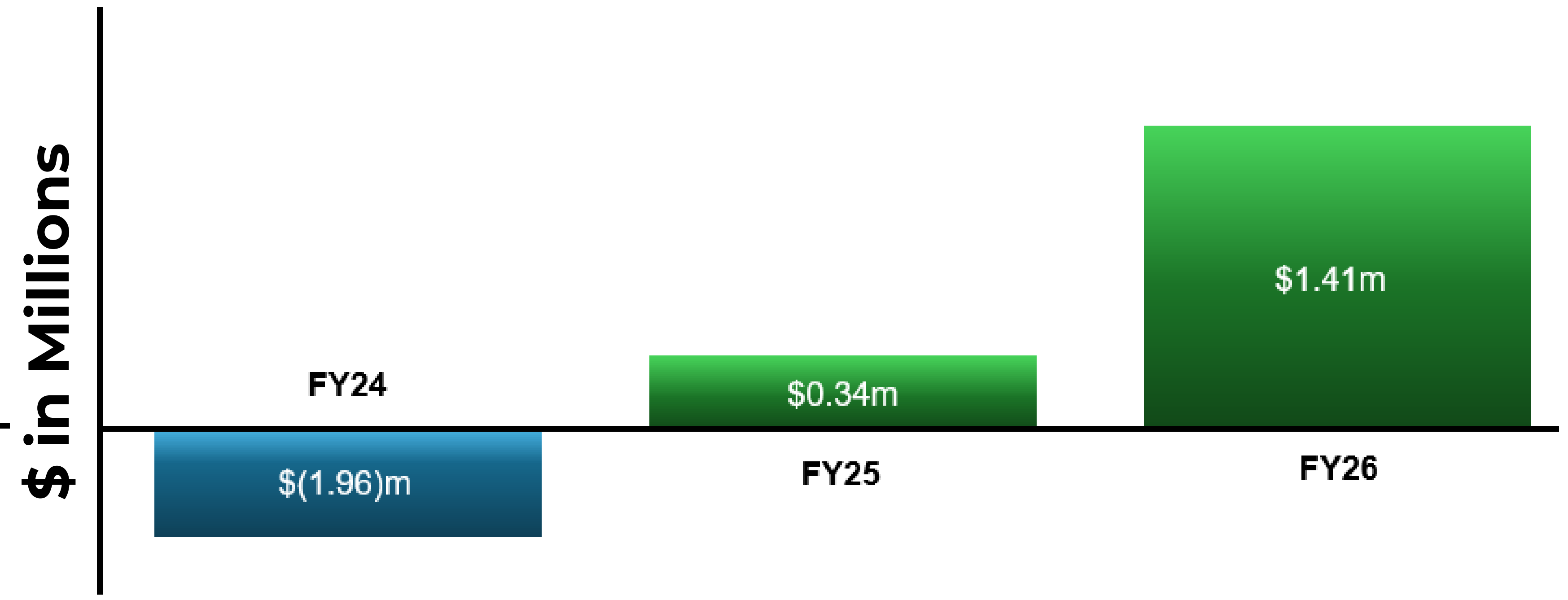
Total Revenue of $16.88m with 90% Recurring for FY26

EBITDA



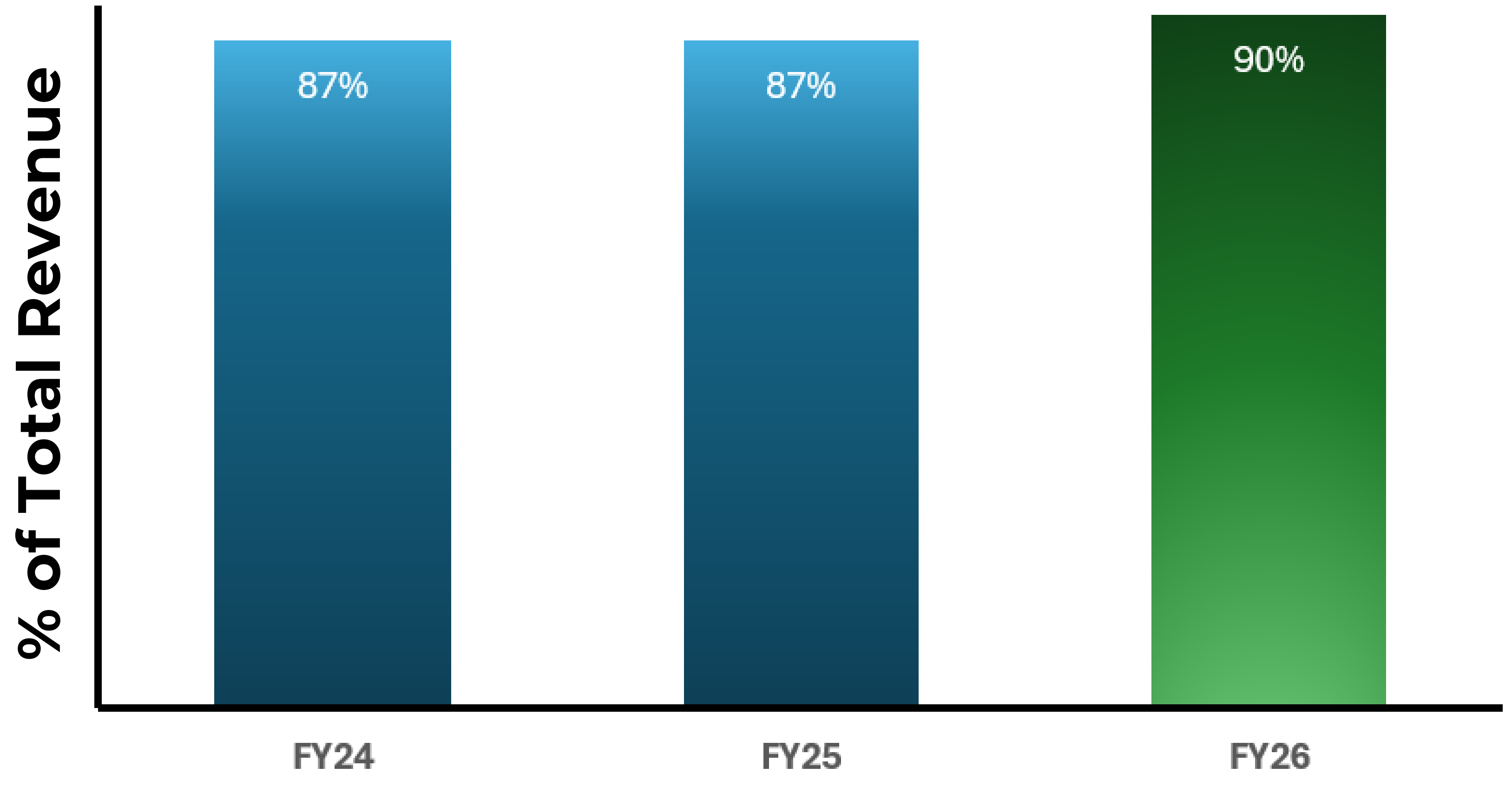
EBITDA up 89% from $0.35m in FY25 to $0.66m in FY26

Net Cash from Operating Activities



Net cash from operating activities is positive $1.41m and final cash position of $3.79m with zero bank debt

Recurring Revenue



Recurring Revenue at 90% of total revenue has continued to build from 87% in FY24

Business Divisions

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2 Foundation Profit Streams providing the platform for growth

MANAGED TECHNOLOGY

Advisory Services

AI Consulting

AI Readiness and Deployment

Cyber Security

Cloud Services

Managed Services

Network & Server Infrastructure

Customers 116

Total Revenue $11.6M

Recurring 91%

VOICE, DATA & MOBILITY

Unified Communications

MS Teams Calling

Fibre & NBN

IOT

Mobility

Satellite Services

Customers 753

Total Revenue $5.3M

Recurring 87%

COMPASS ASSURANCE SERVICES • ISO 27001 •

ISO 27001
INFORMATION SECURITY

Microsoft
Solutions Partner
Modern Work

ENTERPRISE PARTNERSHIP

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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

CBUS
HammondCare
transdev the mobility company
Red Bull
Peters
GE
BOC A Linde company
MEGT
benevolent SOCIETY
GE HealthCare

HUBIFY AI

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

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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

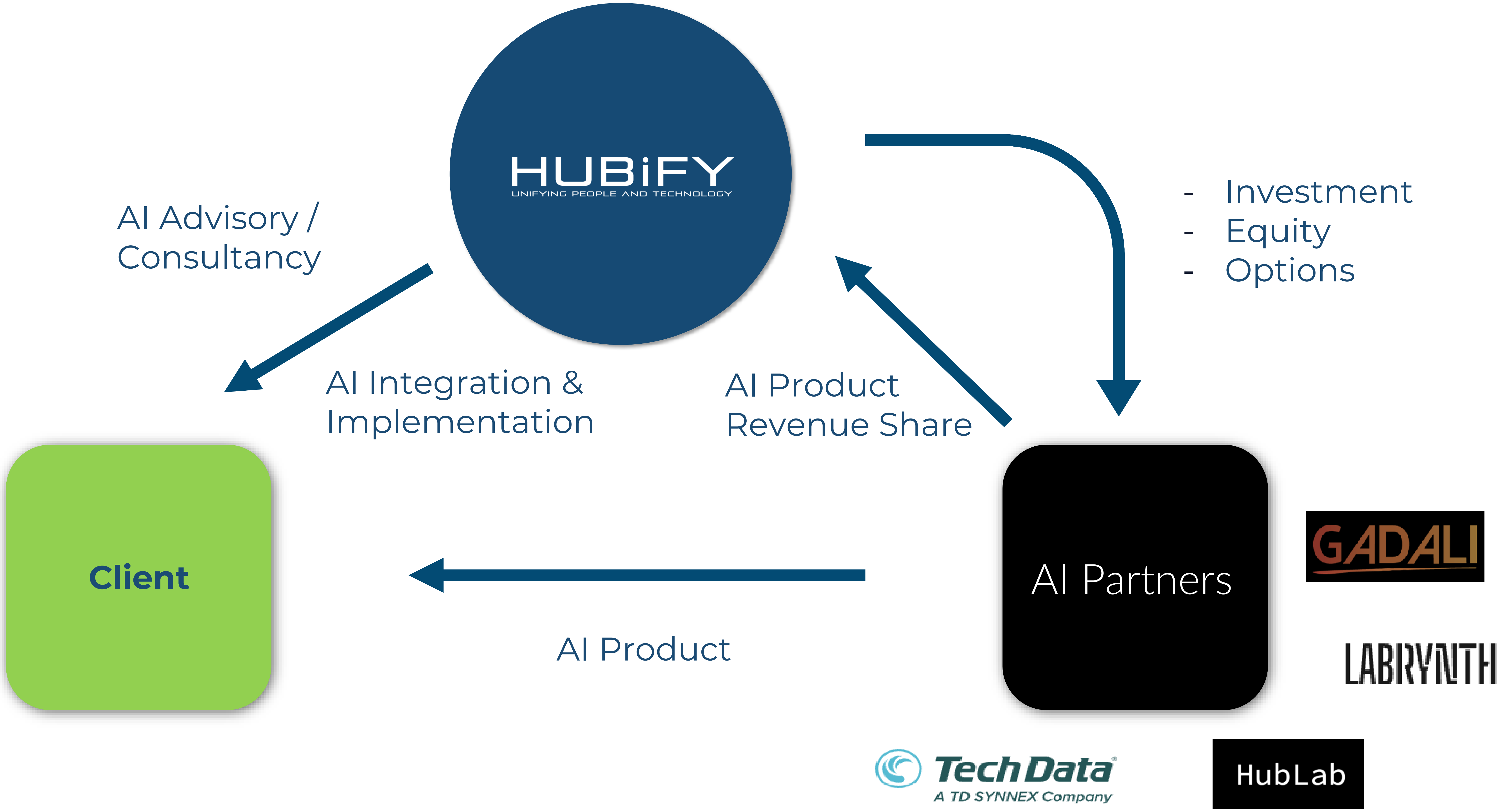
Technology Service Provider with AI-First Strategy

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 readiness, deployments and integrations

SUPPLIER VALUE CHAIN & REVENUE FLOW IN AI

Driving Organic Growth & HFY Shareholder Value



INCREASING SHAREHOLDER VALUE

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FROM 'MSP' TO 'MIP' WITH ADVISORY AT THE CORE

Hubify is moving from Managed Service Provider to Managed Intelligence Provider, managed services paired with the automation and governance clients need to apply AI safely. Every business now faces AI decisions it can't make alone. Being the one they ask first earns better margin, longer tenure, and a much harder position to displace.

CONVERT GROWING SALES PIPELINE

Sales pipeline is building well with opportunities ready to close in early 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

The company's improving cash position provides the opportunity to execute on accretive acquisitions and invest in high margin revenue growth. These are the core focus areas in FY27.

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Thank You