

21 October 2026

Hubify Limited (ASX: HFY): Chairman's Address to the 2026 Annual General Meeting

Dear Shareholders,

FY26 was a year of deliberate change for Hubify. The executive team improved profitability and cash generation by focusing on sustainable, profitable revenue and exiting non-core and lower-margin activities.

EBITDA was \$0.66 million, an 89% increase on the prior year, and net cash generated from operating activities was \$1.41 million.

Cash and term deposits at 30 June 2026 were \$3.79 million, up \$0.96 million or 34% on 30 June 2025 (\$2.83 million). Hubify has no bank debt.

Total revenue for FY26 was \$16.88 million, 5% lower than the prior year. This was a deliberate trade-off. We exited legacy accounts that carried low margins and had no path to an advisory relationship, and we resized our delivery team to match. This removed \$1.36 million of cost and lifted gross margin to 33%, from 16%. Recurring revenue now represents 90% of total revenue, giving Hubify a more stable and predictable earnings base.

The managed services model was designed to keep clients' infrastructure running. Cloud, automation and AI now do much of that work, and clients no longer value paying for tasks. What they need now is guidance on where to invest, what to automate and how to stay secure. That is where Hubify is heading. We will continue to run the technology our clients depend on under recurring managed service contracts, while growing advisory, security and AI enablement services priced on outcomes.

This changes our role. We become a partner in our clients' decisions rather than a supplier responding to requests. For clients, that means better results. For Hubify, it means longer relationships, more durable revenue and a business built on capability we already have.

Our Managed Technology and Advisory division is the core of this strategy. In FY26 it generated \$11.6 million in revenue from 116 clients, with 91% of that revenue recurring. That gives us a strong, loyal base from which to grow advisory services.

Our Voice, Data & Mobility division generated \$5.3 million in revenue and continues to provide connectivity and communications services that complement our managed technology offering. We continue to review the division to make sure it contributes to group margin and supports our strategy.

The Board's priorities are clear: to grow the business both organically and through disciplined acquisition, and to convert the operating leverage in our model into improved earnings. We



do this from a strong position, with \$3.79 million in cash and term deposits at 30 June 2026 and no bank debt.

On behalf of the Board, I thank Victor, the leadership team and all our staff for their commitment through a year of significant change. I also thank our clients for their trust, and you, our shareholders, for your continued support.

Anthony Ghattas
Chairman

This announcement has been authorised for release by the Board of Hubify Limited.
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About Hubify

Hubify Limited (ASX: HFY) ("Hubify" or the "Company") is a leading provider of technology services and advisory. We run the systems our clients depend on, including connectivity, cloud, communications and security, and advise them on where to invest, what to automate and what to secure. Hubify's strategic objective is to become the most trusted partner in Managed Technology and Advisory for medium-sized Australian businesses.

Managed Technology & Advisory

- AI Advisory
- IT & Advisory Services
- Cybersecurity
- Cloud Services
- End User Support
- IT Projects
- Network & Server Infrastructure
- In-Building ICT Solutions

Voice, Data & Mobility

- Hosted Voice
- SIP
- Starlink
- Mobile Voice
- Mobile Data
- MS Teams Calling
- Fibre & NBN
- Unified Communications
- Enterprise Mobility Solutions
- 5G Fixed Wireless Roaming
- Machine-to-Machine (M2M)

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Forward-looking statements: This announcement may contain forward-looking statements. While Hubify Limited has no reason to believe these statements are false, misleading or incorrect, it cannot warrant or guarantee that they will not become so through the passage of time or events beyond its control. Forward-looking statements are not guarantees of future performance, and actual results may differ materially. Nothing in this announcement constitutes investment, legal, tax or other advice, and it does not purport to contain all information a recipient may require to assess the Company's prospects.

