

29 September 2025

## SCALARE PARTNERS ACQUIRES PLANET STARTUP - A BRISBANE-BASED VIRTUAL CFO SERVICE PROVIDER

### Highlights

- **Strategic acquisition** of Planet Startup, strengthening Scalare's Services business and expanding support for early-stage technology ventures.
- **Planet Startup's Founder and CEO, Marc Orchard, will remain in his role**, driving future growth and ensuring continuity of expertise.
- **Acquisition expected to be EBITDA and cash flow positive from FY26**, enhancing Scalare's financial performance.
- **Attractive deal structure** and consideration will be satisfied through a mix of cash and Scalare shares:
  - \$150,000 upfront cash payment; and
  - \$450,000 in escrowed ordinary shares issued at a 57% premium (\$0.14 per share compared to last closing price of \$0.089).
- **This transaction marks Scalare's fifth acquisition since April 2023**, underscoring its disciplined growth strategy through targeted, complementary acquisitions.

Scalare Partners (ASX: SCP) ("Scalare" or the "Company"), a leading technology start-up accelerator, announces the acquisition of Planet Startup Pty Ltd (Planet Startup), a virtual CFO (vCFO) services company, based in Brisbane with customers across Australia.

Founded by Marc Orchard and Rhys Cupples in September 2022, Planet Startup is a trusted adviser to early-stage technology founders, providing financial advisory support from ideation through to exit.

Under this transaction, Planet Startup will join the Scalare group, with Marc Orchard continuing as CEO to lead ongoing growth.

Scalare is bringing Planet Startup into the Scalare group of companies as both companies are looking to grow their vCFO offering across the entire early-stage tech ecosystem, through an expanded team and customer base.

### Strategic Rationale

Planet Startup delivers essential vCFO services that help founders understand financial performance, identify growth opportunities, and prepare for investment or exit. Despite being less than three years old, the company has demonstrated rapid growth, with annualised revenue up 26% from FY24 to FY25, while remaining consistently profitable.

Planet Startup will become the operating brand for Scalare's vCFO service line, consolidating internal capability under one growth-focused platform.

Scalare views vCFO services as a core enabler within its ecosystem. By working closely with founders on financial management, Scalare deepens its insight into portfolio companies, strengthens founder engagement, and creates opportunities to cross-sell services, including Tank Stream Labs, Inhouse Ventures, Tech Ready Women, and the Australian Technologies Competition.

This move aligns with Scalare's long-term vision of becoming a leading accelerator and ecosystem partner for technology founders.

**CEO of Scalare Partners, Carolyn Breeze, said:** *"This acquisition marks yet another milestone in the execution of Scalare's long-term strategy. Planet Startup has built an impressive reputation for delivering high-quality work and is highly regarded by its growing customer base for its professionalism. We are excited to be working closely with Marc, the Planet Startup team, and their customers to drive even greater impact across the startup ecosystem."*

**Co-Founder & CEO, Planet Startup, Marc Orchard, added:** *"Joining Scalare Partners is a significant step in our journey to build a meaningful presence in the Australian tech ecosystem. A key benefit for us is that our customers will now have access to a broader range of services and expertise to help them succeed. The Scalare community is deeply engrained into the local tech scene and committed to supporting the success of the industry."*

*"This partnership enables our customers to tap into a wider suite of services and expertise, empowering them to achieve even greater success."*

The acquisition is expected to be this month, subject to customary conditions. Scalare will provide further updates as the integration progresses.

#### **Acquisition Terms**

The key terms to complete the Planet Startup acquisition are as follows:

1. \$150,000 in cash – payable on completion; and
2. \$450,000 of ordinary shares in Scalare – to be issued upon completion.

Scalare will issue the consideration shares at \$0.14 per share, representing a 57% premium to the last closing price of \$0.089 (26 September 2025). A total of 3,214,286 shares will be issued on completion and will be subject to escrow until 14 November 2026.

#### **Planet Startup Financials**

Planet Startup generated revenues for FY2025 of \$408,000, up from \$318,000 in FY2024 and profit before tax of \$50,000, up from \$25,000 in FY2024. Planet Startup financial results are un-audited.

On completion, Planet Startup will have no debt and available cash reserves of at least \$25,000.

### Scalare's Expansion Strategy: Ongoing Acquisitions

Planet Startup continues Scalare's plans of growing the business through organic growth of existing services as well as ongoing acquisitions of complimentary service and technology businesses. Planet Startup is Scalare's fifth business acquisition, following:

- The recently completed Tank Stream Labs (TSL) in September 2025;
- Inhouse Ventures (IHV) in March 2025;
- Tech Ready Women (TRW) in April 2024; and
- Australian Technologies Competition (ATC) in April 2023.

As part of its growth strategy, Scalare will continue exploring further business acquisition opportunities to enhance its ecosystem of products and services for early-stage technology businesses.

This will include adding complementary offerings to its internally developed solutions, as well as acquiring third-party holdings in companies that align with Scalare's investment profile. Each acquisition will be subject to Scalare's rigorous investment committee evaluation and due diligence processes.

Scalare's acquisition criteria focuses on businesses that:

- Align strategically with Scalare's business model.
- Have well-established brands and complementary customer bases.
- Demonstrate consistent performance, growth, and financial sustainability.
- Generate meaningful revenue and profitability.
- Retain their CEO/founder to continue leading the business.
- Exhibit a strong cultural fit with the Scalare team.

By maintaining a disciplined approach to acquisitions, Scalare is committed to strengthening its position in the tech ecosystem while supporting the founders and businesses it brings into the group.

This announcement has been approved for release by the Scalare Board.

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### 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)