



## **Stakk signs 3-year contract with U.S. Fintech powerhouse SoFi™ (NASDAQ:SOFI), and is now expected to significantly exceed its projected \$8.0m in ARR**

- *Stakk continues its rapid growth trajectory, securing a 3-year contract (Master Service Agreement) with the U.S. Fintech powerhouse, **SoFi Technologies, Inc. (NASDAQ:SOFI)**, which has a current market cap of US\$33 billion (A\$51 billion).*
- *SoFi™ is one of the largest and most progressive Fintech's in the U.S, **spanning banking, stock/crypto trading and lending services**. It is the **official banking partner of the NBA** in the U.S. and **premium sponsor of the SoFi Stadium in LA**.*
- ***Stakk's Modular Embedded Finance solution (Stakk IQ™)** – will power certain deposit functionality for enrolled SoFi members via the **SoFi App** - which is currently used by **over 12.6 million SoFi members in the U.S.***
- *This contract, combined with the contract announced to the ASX on 28 October, **adds additional annualised ARR of ~\$4.7m**, now positioning Stakk to **significantly exceed its previous projection of \$8.0m in annualised ARR** by the end of 2025.*
- *SoFi™ is yet another addition to the impressive list of new customer contracts with major international brands including **Robinhood (NASDAQ:HOOD)**, **T-Mobile (NASDAQ:TMUS)** and **H&R Block (NYSE:HRB)**.*
- ***Stakk is consistently adding to its robust customer pipeline** – with mid-size wins through to monster wins like this one. Stakk anticipates further **new contract announcements prior to the end of the calendar year**, as the Company's credentials continue to be enhanced and momentum builds.*

Sydney, 19 November 2025 – With much anticipation following its Trading Halt, **Stakk Ltd (ASX:SKK)** is thrilled to announce it has entered a 3-year Master Services Agreement (MSA) to deliver Stakk IQ™, its modular Embedded Finance solution to U.S. based SoFi Technologies, Inc. (NASDAQ:SOFI)



(the Agreement). SoFi™ is one of the largest U.S. Fintech's, having originated over ~US\$120 billion (\$184 billion) in loans since its founding in 2011 and has a current market capitalisation of US\$33 billion (\$51 billion).

As mentioned, under the terms of the Agreement, Stakk will deliver SoFi™ a solution encompassing Stakk IQ – specifically its mobile image capture, image authentication, OCR (optical character recognition), and document/data orchestration capabilities, powering certain deposit acceptance features for SoFi.

The Agreement was signed by Stakk's Chairman on the 13<sup>th</sup> of November (14<sup>th</sup> of November here in Australia) and was subsequently counter-signed by SoFi on the 18<sup>th</sup> of November (the early hours of this morning Australian time) – hence the need for a prolonged trading halt while documents were being exchanged for what the Board of Directors considered a material agreement resulting in a 'price sensitive' announcement.

The Agreement may be continually extended by mutual consent at the expiration of the initial 3-year term for subsequent terms of 1-year. Revenue under the Agreement will consist of a monthly platform fee together with usage-based transaction fees (fees that are incurred by SoFi each time one of their users interact with the service functionality powered by Stakk) and will begin flowing to Stakk in December 2025, and then expected to rapidly accelerate in Q3 of the 2025/26 Financial Year.

The SoFi™ agreement, combined with the agreement announced to the ASX on 28 October, adds additional annualised ARR of ~\$4.7m, now significantly exceeding Stakk's previous projection of \$8.0m in annualised ARR by the end of the calendar year.

SoFi™ is a major U.S. based financial technology company founded in 2011 with a current market capitalisation of US\$33 billion (\$51 billion). It delivers a range of financial products including personal loans, student loans, and mortgages, along with investment and banking services. Operating a branch-less model, SoFi also provides a technology platform to other financial institutions (via its wholly owned subsidiaries) and is known for its integrated approach to financial services, aiming to keep customers within its digital ecosystem for all their financial needs. SoFi is the official banking partner for the NBA and also the premium sponsor of SoFi Stadium in LA, the home for two NFL teams: the Los Angeles Rams and the Los Angeles Chargers.

**Nikhil Ghanekar, Chairman of Stakk,** said,

*"The consistent growth in Stakk's ARR this calendar year has been quite phenomenal and demonstrates a clear need for the 'boring, but essential technology' we proudly offer to a broad cross base of industry verticals – spanning small financial institutions, global brands, to multi national telcos and beyond.*

*To be selected by SoFi, after a rigorous and comprehensive selection process, is a genuine honour, and an exciting opportunity to collaboratively innovate with one of the world's best.*



*We may be small, and under the radar, but we sure do love working with those reshaping the world of financial services.*

*Not all wins will be as significant as this one, but they all contribute to a robust and diversified revenue stream (ARR) that meets the expectations of our energised shareholder base. Thank you to all our customers, and of course our supportive shareholders!"*

This announcement has been approved for release on the ASX by the Board of Directors.

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**About Stakk**

Stakk is a leading provider of embedded-finance infrastructure, delivering critical SaaS capabilities to 210+ banks, credit unions, neobanks, and fintech platforms across Australia and the United States. Through its modular Stakk IQ™ platform, the Company provides mobile document capture, risk intelligence, authentication, transaction orchestration, settlement, and underwriting as plug-and-play services.

For more information visit [www.stakk.tech](http://www.stakk.tech)