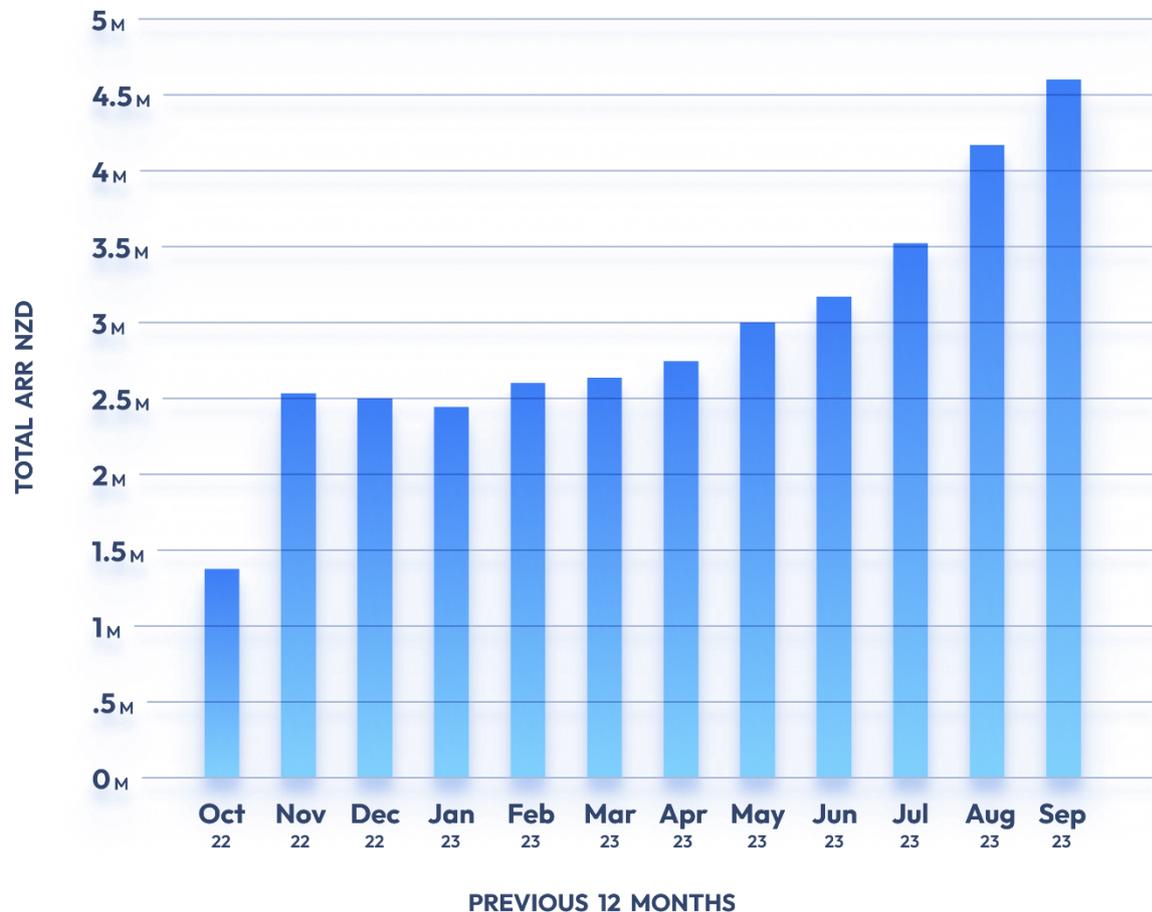


16 October 2023

BPG Revenue and Placement Update

Black Pearl Group Limited's (**BPG**) is pleased to advise the market that its rapid Annual Recurring Revenue (**ARR**) growth continues and is supported by lower than anticipated customer churn.

BPG's total ARR as of 30 September 2023 is now **\$4.6M**, which represents almost a 10% increase in ARR during September.



September's success builds on what has already been an impressive year of ARR growth for BPG. As of 30 September 2023, BPG has achieved a 73% increase in total ARR since the start of FY24, compared to 41% for the same period in FY23.

Customer Retention:

Churn, one of the five key factors in our path to profitability, fell to 3.3% in September (from 3.8% in August). We attribute this reduction to the release of additional features in pearldiver.io through the introduction of flows, as well as increased resource allocation to customer retention.

Churn is now 1.7% less than the projected 5% churn used in the path to profitability models outlined in the Annual Shareholder Meeting (ASM) at the beginning of September.

Nexus Partner Program:

\$169k of September's new ARR was driven from partners.

In the revenue scenarios outlined in the ASM, the Partner to total revenue ratio was projected to be 27%. In September the ratio was 30%, showing a strong start from the Nexus Partner Program released in August 2023.

For more information on the path to profitability please see our latest Company Overview in the BPG Investor Presentation released on 6 October 2023 (<https://www.nzx.com/announcements/419580>). This will be updated and re-released to the market shortly to include our September 2023 performance so that it can be considered by potential investors in our imminent share purchase plan offer.

Placement:

BPG is in the process of closing the placement and will provide the outcome on Thursday 19 October alongside the opening of the retail share purchase plan.

For and on behalf of the board,

Karen Cargill

Chief Financial Officer

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